

QUARTERLY CREDIT UNION PERFORMANCE REPORT

FOURTH QUARTER 2023



As your senior management team and board of directors strategically plan for each upcoming quarter, consider our Quarterly Performance Report as your relevant guidepost for where other credit unions stand in comparison with yours!

Created each quarter with the latest California and Nevada credit union data, this comprehensive report is for C-level executives and other senior officers. It will equip your team each quarter with the right financial metrics needed for accurately benchmarking your credit union's performance to others across the state. It includes the following:

- California, Nevada, and U.S. trends (five-year breakdown).
- Industry demographic snapshots and growth rates (portfolio analysis).
- Earnings, capital adequacy, and asset quality.
- Asset/liability management, productivity, and structure.

It's just one of multiple endeavors the California and Nevada Credit Union Leagues are always fine-tuning to help you navigate the future.

Questions? Email Rick Stanton (Vice President of Business and Data Analytics for the Leagues) at rstanton@ccul.org.

Thank you for your membership in the Leagues!



California
CREDIT UNION LEAGUE

NEVADA
CREDIT UNION LEAGUE

California & Nevada Credit Union Profile

Fourth Quarter 2023

Overview by Year

	U.S. CUs	California CUs	Nevada CUs
Demographic Information	12/31/2023	12/31/2023	12/31/2023
Number of CUs	4,702	260	14
Avg. Assets per CU (\$ mil)	\$485	\$1,132	\$553
Median assets (\$mil)	\$56.4	\$171.8	\$272.2
Total assets (\$mil)	\$2,278,374	\$294,318	\$7,741
Total loans (\$mil)	\$1,623,147	\$197,167	\$4,735
Total surplus funds (\$mil)	\$463,959	\$69,083	\$2,127
Total Savings (\$mil)	\$1,900,449	\$237,919	\$6,923
Total members (thousands)	140,630	13,734	399
Growth Rates	12/31/2023	12/31/2023	12/31/2023
Total assets	4.4%	3.6%	-0.3%
Total loans	6.9%	5.2%	8.5%
Total surplus funds	-6.7%	-9.8%	-7.0%
Total savings	2.1%	-0.9%	0.3%
Total members	3.4%	3.0%	1.8%
% CUs with increasing assets	41.0%	42.7%	42.9%
Earnings - Basis Pts.	12/31/2023	12/31/2023	12/31/2023
Yield on total assets	444	385	411
Dividends/interest cost of assets	139	132	105
Annualized Net interest margin	302	251	307
Annualized Fee & other income	110	79	134
Operating expense	295	246	331
Loss Provisions	0	0	0
Net Income (ROA) without Stab Exp	69	55	75
% CUs with positive ROA	86.1%	84.6%	92.9%
Capital Adequacy	12/31/2023	12/31/2023	12/31/2023
Net worth/assets	10.7%	11.7%	11.8%
% CUs with NW >7% of assets	95.7%	93.1%	92.9%
Asset Quality	12/31/2023	12/31/2023	12/31/2023
Delinquencies (60+ day \$)/loans (%)	0.82%	0.53%	1.67%
Net chargeoffs/average loans	0.59%	0.44%	0.45%
Asset/Liability Management	12/31/2023	12/31/2023	12/31/2023
Loans/savings	85.4%	82.9%	68.4%
Loans/assets	71.2%	67.0%	61.2%
Net Long-term assets/assets	8.9%	7.4%	10.7%
Liquid assets/assets	7.1%	7.3%	12.1%
Core deposits/shares & borrowings	50.0%	50.4%	64.5%
Productivity	12/31/2023	12/31/2023	12/31/2023
Members/potential members (%)	2.9%	2.9%	4.6%
Borrowers/members (%)	64.5%	55.8%	45.2%
Members/FTE	398	416	315
Average shares/member (\$)	\$13,514	\$17,324	\$17,331
Average loan balance (\$)	\$17,885	\$25,732	\$26,201
Employees per million in assets	0.16	0.11	0.16
Structure	12/31/2023	12/31/2023	12/31/2023
CUs with a Federal Charter	2880	147	6
CUs with a State Charter	1724	102	3
CUs Privately Insured (state charter)	98	11	5

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized, Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

California Credit Union Profile

Fourth Quarter 2023

Overview by Year

	U.S. CUs		California Credit Unions				
	12/31/2023	12/31/2023	2022	2021	2020	2019	2018
Demographic Information							
Number of CUs	4,702	260	268	286	291	299	311
Avg. Assets per CU (\$ mil)	\$485	\$1,132	\$1,061	\$1,024	\$853	\$700	\$632
Median assets (\$mil)	\$56	\$172	\$155	\$140	\$131	\$111	\$93
Total assets (\$mil)	\$2,278,374	\$294,318	\$284,421	\$274,539	\$248,234	\$209,308	\$196,412
Total loans (\$mil)	\$1,623,147	\$197,167	\$187,760	\$152,350	\$144,643	\$144,720	\$137,172
Total surplus funds (\$mil)	\$463,959	\$69,083	\$76,737	\$85,155	\$64,726	\$44,769	\$51,618
Total Savings (\$mil)	\$1,900,449	\$237,919	\$240,592	\$240,105	\$214,835	\$177,656	\$166,050
Total members (thousands)	140,630	13,734	13,359	13,013	12,634	12,380	11,968
Growth Rates							
Total assets	4.4%	3.6%	3.8%	11.0%	19.9%	6.7%	5.2%
Total loans	6.9%	5.2%	23.4%	5.7%	1.1%	5.6%	10.3%
Total surplus funds	-6.7%	-9.8%	-9.6%	31.9%	45.6%	-13.1%	-6.7%
Total savings	2.1%	-0.9%	0.4%	12.2%	22.2%	7.1%	5.0%
Total members	3.4%	3.0%	2.9%	3.4%	3.4%	3.6%	5.6%
% CUs with increasing assets	41.0%	42.7%	55.6%	88.8%	95.2%	76.3%	69.5%
Earnings - Basis Pts.							
Yield on total assets	444	385	291	252	314	363	344
Dividends/interest cost of assets	139	132	44	34	58	76	59
Net interest margin	302	251	246	217	251	285	284
Fee & other income	110	79	88	94	99	104	106
Operating expense	295	246	240	234	256	275	273
Loss Provisions	0	0	17	1	30	27	28
Net Income (ROA) without Stab Exp	69	55	77	76	65	87	90
% CUs with positive ROA	86.1%	84.6%	83.2%	79.4%	80.1%	87.3%	86.8%
Capital Adequacy							
Net worth/assets	10.7%	11.7%	10.5%	8.7%	8.8%	9.9%	9.8%
% CUs with NW >7% of assets	95.7%	93.1%	89.6%	80.4%	86.3%	93.3%	91.3%
Asset Quality							
Delinquencies (60+ day \$)/loans (%)	0.82%	0.53%	0.38%	0.32%	0.43%	0.42%	0.43%
Net chargeoffs/average loans	0.59%	0.44%	0.20%	0.15%	0.30%	0.37%	0.34%
Asset/Liability Management							
Loans/savings	85.4%	82.9%	78.0%	63.5%	67.3%	81.5%	82.6%
Loans/assets	71.2%	67.0%	66.0%	55.5%	58.3%	69.1%	69.8%
Net Long-term assets/assets	8.9%	7.4%	7.2%	6.4%	6.4%	7.0%	69.8%
Liquid assets/assets	7.1%	7.3%	7.0%	8.2%	9.4%	7.8%	11.4%
Core deposits/shares & borrowings	50.0%	50.4%	53.5%	55.6%	53.3%	48.7%	49.7%
Productivity							
Members/potential members (%)	2.9%	2.9%	3.0%	3.0%	3.1%	3.2%	3.5%
Borrowers/members (%)	64.5%	55.8%	56.2%	51.6%	52.0%	55.1%	55.7%
Members/FTE	398	416	408	413	407	399	397
Average shares/member (\$)	\$13,514	\$17,324	\$18,010	\$18,451	\$17,005	\$14,350	\$13,875
Average loan balance (\$)	\$17,885	\$25,732	\$24,991	\$22,685	\$22,021	\$21,203	\$20,572
Employees per million in assets	0.16	0.11	0.12	0.11	0.13	0.15	0.15
Structure							
CUs with a Federal Charter	2,880	147	153	164	169	173	183
CUs with a State Charter	1,724	102	104	111	111	115	117
CUs Privately Insured (state charter)	98	11	11	11	11	11	11

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

California Credit Union Profile Fourth Quarter 2023

Portfolio: State Trends

	U.S. CUs		California Credit Unions				
	12/31/2023	2023	2022	2021	2020	2019	2018
Growth Rates							
Credit Cards	10.7%	12.9%	17.1%	2.4%	-12.4%	3.2%	6.3%
Other unsecured loans	9.0%	9.0%	33.8%	-1.9%	23.8%	13.6%	13.5%
New automobile	1.5%	1.5%	30.6%	-6.4%	-11.3%	-1.3%	14.5%
Used automobile	3.6%	0.1%	17.5%	6.1%	-0.4%	1.6%	10.9%
First mortgage	4.4%	3.9%	20.7%	7.8%	5.8%	9.9%	
HEL & 2nd Mtg.	24.5%	23.9%	50.7%	-5.7%	-15.4%	-3.2%	
Member Business Loans	13.2%	6.0%	24.1%	8.1%	11.7%	1.1%	-8.1%
Share drafts	-3.0%	-3.9%	2.4%	49.1%	47.8%	6.3%	0.3%
Certificates	63.4%	59.8%	13.2%	-9.2%	0.6%	21.8%	13.5%
IRAs	3.2%	1.4%	-4.1%	-0.9%	4.5%	1.7%	-1.1%
Money market shares	-15.6%	-21.9%	-6.4%	20.9%	23.6%	2.1%	1.4%
Regular shares	-12.9%	-13.5%	-1.5%	3.2%	27.9%	4.3%	6.3%
Portfolio & Distribution	12/31/2023	2023	2022	2021	2020	2019	2018
Credit cards / total loans	5.1%	3.8%	3.5%	3.8%	3.9%	4.5%	4.6%
Other unsecured loans / total loans	4.3%	3.9%	3.8%	3.5%	3.8%	3.1%	2.8%
New automobile / total loans	11.0%	11.4%	11.8%	11.2%	12.7%	14.5%	15.5%
Used automobile / total loans	20.1%	14.1%	14.8%	15.6%	15.6%	16.0%	16.6%
First mortgage / total loans	36.0%	45.5%	46.1%	47.3%	46.4%	44.1%	42.3%
HEL & 2nd Mtg / total loans	8.3%	8.3%	7.1%	5.8%	6.6%	7.8%	8.5%
Member business loans / total loans	9.4%	7.0%	7.0%	6.9%	6.9%	6.1%	6.4%
Shared drafts / total savings	8.0%	20.1%	20.7%	20.3%	15.3%	12.7%	12.8%
Certificates / total savings	25.7%	24.6%	15.3%	13.5%	16.7%	20.2%	17.8%
IRAs / total savings	4.5%	3.6%	3.6%	3.7%	4.2%	4.9%	5.2%
Money market shares / total savings	17.6%	19.3%	24.4%	26.1%	24.3%	24.0%	25.2%
Regular shares / total savings	30.3%	30.4%	34.8%	35.5%	38.5%	36.8%	37.8%
Percent of CUs Offering	12/31/2023	2023	2022	2021	2020	2019	2018
Credit cards	64.8%	81.2%	80.6%	78.3%	79.4%	78.3%	77.2%
Other unsecured loans	99.3%	98.5%	98.9%	96.5%	98.3%	97.7%	98.4%
New automobile	96.2%	98.8%	98.5%	96.2%	97.3%	96.7%	97.1%
Used automobile	97.0%	98.8%	98.5%	96.2%	97.3%	97.0%	97.4%
First mortgage	73.8%	88.1%	86.9%	82.5%	82.8%	82.3%	81.0%
HEL & 2nd Mtg	70.8%	86.5%	85.1%	81.5%	83.2%	82.6%	83.3%
Member business loans	33.8%	38.1%	37.7%	34.3%	35.1%	33.8%	32.5%
Shared drafts	83.3%	91.2%	90.7%	88.1%	89.0%	88.0%	86.8%
Certificates	85.2%	90.4%	88.8%	86.4%	87.3%	86.0%	85.5%
IRAs	71.3%	86.2%	85.1%	82.2%	82.5%	82.3%	81.7%
Money market shares	56.5%	73.5%	72.4%	70.3%	70.4%	69.6%	67.5%
Percent of Members in Offering CUs	12/31/2023	2023	2022	2021	2020	2019	2018
Credit cards	19.3%	20.5%	20.4%	20.2%	19.5%	20.0%	20.5%
Other unsecured loans	18.0%	19.8%	19.7%	19.5%	18.9%	19.4%	19.9%
New automobile	7.4%	5.9%	6.3%	6.2%	7.1%	7.9%	7.9%
Used automobile	19.6%	11.5%	12.2%	12.4%	13.0%	13.8%	13.9%
First mortgage	2.4%	1.8%	1.9%	1.8%	1.8%	0.1%	0.1%
HEL & 2nd Mtg	2.1%	2.0%	1.8%	1.5%	1.6%	1.9%	2.0%
Member business loans	0.2%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Shared drafts	62.2%	67.1%	67.6%	69.3%	67.8%	66.2%	65.7%
Certificates	9.9%	10.1%	6.8%	6.8%	7.6%	8.3%	7.5%
IRAs	3.2%	3.3%	3.5%	3.9%	4.1%	4.2%	4.4%
Money market shares	7.4%	9.9%	10.1%	10.4%	10.1%	9.7%	9.8%

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

California Credit Union Profile Fourth Quarter 2023

Overview: State Results by Asset Size

	CA	California Credit Union Asset Groups						
Demographic Information	12/31/2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Number of CUs	260	31	30	41	43	26	26	63
Avg. Assets per CU (\$ mil)	\$1,132	\$8	\$36	\$99	\$155	\$357	\$725	\$4,040
Median assets (\$mil)	\$172	\$9	\$36	\$75	\$155	\$354	\$782	\$2,193
Total assets (\$mil)	\$294,318	\$26	\$1,071	\$2,980	\$6,667	\$9,278	\$18,851	\$254,507
Total loans (\$mil)	\$197,167	\$126	\$569	\$1,671	\$4,124	\$5,551	\$12,505	\$172,102
Total surplus funds (\$mil)	\$69,083	\$126	\$456	\$1,147	\$2,048	\$2,903	\$4,274	\$58,008
Total Savings (\$mil)	\$237,919	\$221	\$945	\$2,589	\$5,828	\$7,985	\$16,175	\$203,605
Total members (thousands)	13,734	30	74	203	406	498	1,061	11,415
Growth Rates	12/31/2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Total assets	3.6%	-4.0%	-3.7%	-2.6%	-0.3%	1.7%	2.0%	4.1%
Total loans	5.2%	6.8%	3.2%	4.4%	5.1%	4.7%	3.5%	5.3%
Total surplus funds	-9.8%	-11.2%	-11.5%	-9.9%	-10.4%	-2.7%	-10.9%	-10.1%
Total savings	-0.9%	-5.9%	-5.2%	-4.4%	-1.5%	-2.4%	-1.2%	-0.8%
Total members	3.0%	-2.3%	0.8%	-0.7%	0.5%	0.8%	0.7%	3.5%
% CUs with increasing assets	42.7%	25.8%	20.0%	26.8%	44.2%	57.7%	46.2%	61.9%
Earnings - Basis Pts.	12/31/2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Yield on total assets	385	397	364	363	374	386	392	386
Dividends/interest cost of assets	132	27	60	70	78	92	92	139
Net interest margin	251	371	304	294	296	293	299	244
Fee & other income	79	96	73	81	102	89	92	77
Operating expense	246	375	317	313	320	299	306	236
Loss Provisions	0	4	0	0	0	1	0	0
Net Income (ROA) without Stab Exp	55	87	60	62	78	82	85	84
% CUs with positive ROA	84.6%	64.5%	80.0%	78.0%	83.7%	88.5%	96.2%	93.7%
Capital Adequacy	12/31/2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Net worth/assets	11.7%	14.9%	11.5%	11.7%	11.6%	10.6%	10.2%	10.5%
% CUs with NW >7% of assets	93.1%	96.8%	96.7%	100.0%	95.3%	100.0%	100.0%	100.0%
Asset Quality	12/31/2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Delinquencies (60+ day \$)/loans (%)	0.53%	1.23%	0.89%	0.48%	0.59%	0.47%	0.59%	0.52%
Net chargeoffs/average loans	0.44%	0.54%	0.27%	0.30%	0.38%	0.34%	0.45%	0.44%
Asset/Liability Management	12/31/2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Loans/savings	82.9%	56.9%	60.2%	64.5%	70.8%	69.5%	77.3%	84.5%
Loans/assets	67.0%	48.2%	53.1%	56.1%	61.9%	59.8%	66.3%	67.6%
Net Long-term assets/assets	7.4%	3.1%	3.8%	6.2%	7.8%	5.1%	66.3%	67.6%
Liquid assets/assets	7.3%	24.7%	16.8%	15.3%	12.6%	9.6%	7.8%	6.9%
Core deposits/shares & borrowings	50.4%	85.1%	71.5%	68.3%	65.5%	64.6%	56.9%	48.5%
Productivity	12/31/2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Members/potential members (%)	2.9%	6.4%	1.1%	3.2%	2.2%	2.3%	1.4%	3.3%
Borrowers/members (%)	55.8%	56.2%	60.1%	46.4%	54.1%	58.7%	48.7%	56.5%
Members/FTE	416	413	367	406	366	362	382	425
Average shares/member (\$)	\$17,324	\$7,344	\$12,812	\$12,785	\$14,342	\$16,023	\$15,239	\$17,837
Average loan balance (\$)	\$25,732	\$7,438	\$12,822	\$17,765	\$18,752	\$18,969	\$24,190	\$26,665
Employees per million in assets	0.11	2.79	0.19	0.17	0.17	0.15	0.15	0.11
Structure	12/31/2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
CUs with a Federal Charter	147	25	20	26	26	17	10	23
CUs with a State Charter	102	5	9	13	16	6	14	39
CUs Privately Insured (state charter)	11	1	1	2	1	3	2	1

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

California Credit Union Profile

Fourth Quarter 2023

Portfolio: State Trends

	CA	California CUs Asset Groups						
Growth Rates	2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Credit Cards	14.5%	-3.6%	10.7%	4.2%	6.8%	9.2%	1.7%	14.1%
Other unsecured loans	11.4%	-2.5%	-2.3%	-10.0%	0.4%	23.1%	7.2%	9.4%
New automobile	9.6%	21.2%	13.1%	13.8%	6.9%	4.5%	0.9%	1.1%
Used automobile	3.9%	5.5%	5.0%	3.5%	1.8%	-1.0%	-1.9%	0.2%
First mortgage	6.2%	-1.8%	-2.8%	-0.6%	2.9%	-1.5%	-0.2%	4.3%
HEL & 2nd Mtg.	28.2%	34.8%	19.1%	25.2%	27.9%	32.4%	32.2%	22.7%
Member Business Loans	9.5%	291.6%	-13.1%	2.4%	3.4%	20.2%	5.0%	6.2%
Share drafts	-3.4%	2.2%	-2.1%	-9.2%	-4.8%	-2.9%	-4.1%	-3.8%
Certificates	66.7%	13.1%	49.9%	57.2%	57.3%	46.3%	56.3%	60.6%
IRAs	-0.5%	-26.6%	4.6%	-7.5%	0.3%	-3.9%	0.4%	1.9%
Money market shares	-22.6%	-4.2%	-18.5%	-18.3%	-18.1%	-17.9%	-18.3%	-22.2%
Regular shares	-13.3%	-9.4%	-14.7%	-14.3%	-10.9%	-12.7%	-13.6%	-13.6%
Portfolio & Distribution	2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Credit cards / total loans	3.7%	3.3%	3.1%	2.6%	2.9%	4.1%	3.6%	3.9%
Other unsecured loans / total loans	3.8%	16.8%	7.7%	4.7%	4.5%	3.8%	4.5%	3.8%
New automobile / total loans	11.6%	26.7%	17.3%	12.6%	15.1%	14.8%	11.5%	11.2%
Used automobile / total loans	14.5%	31.1%	26.4%	18.0%	21.3%	20.6%	17.1%	13.4%
First mortgage / total loans	45.6%	11.5%	32.1%	38.6%	36.7%	30.2%	34.2%	47.2%
HEL & 2nd Mtg / total loans	7.9%	4.9%	7.8%	12.7%	8.5%	11.3%	9.6%	8.1%
Member business loans / total loans	7.0%	0.7%	0.5%	4.5%	6.3%	0.7%	11.6%	7.0%
Shared drafts / total savings	20.5%	11.4%	18.2%	18.8%	20.8%	20.9%	24.1%	19.7%
Certificates / total savings	22.5%	8.8%	15.5%	18.2%	18.2%	20.6%	22.9%	25.2%
IRAs / total savings	3.6%	2.5%	3.1%	4.3%	4.0%	3.0%	3.0%	3.7%
Money market shares / total savings	20.2%	3.1%	8.0%	6.1%	9.7%	10.6%	15.4%	20.4%
Regular shares / total savings	31.3%	70.5%	53.3%	49.5%	44.6%	43.7%	33.1%	28.8%
Percent of CUs Offering	2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Credit cards	81.3%	21.8%	86.7%	80.5%	93.0%	92.3%	88.5%	96.8%
Other unsecured loans	98.5%	96.4%	100.0%	97.6%	100.0%	100.0%	100.0%	100.0%
New automobile	98.9%	90.9%	100.0%	97.6%	100.0%	100.0%	100.0%	100.0%
Used automobile	98.9%	92.7%	100.0%	97.6%	100.0%	100.0%	100.0%	100.0%
First mortgage	87.4%	21.8%	93.3%	92.7%	100.0%	96.2%	100.0%	100.0%
HEL & 2nd Mtg	85.9%	25.5%	86.7%	92.7%	97.7%	100.0%	100.0%	100.0%
Member business loans	37.8%	5.5%	16.7%	24.4%	34.9%	23.1%	53.8%	74.6%
Shared drafts	91.2%	47.3%	93.3%	100.0%	97.7%	100.0%	100.0%	98.4%
Certificates	90.5%	54.5%	90.0%	95.1%	95.3%	92.3%	100.0%	98.4%
IRAs	85.9%	34.5%	86.7%	92.7%	88.4%	96.2%	100.0%	98.4%
Money market shares	72.9%	16.4%	53.3%	68.3%	86.0%	80.8%	100.0%	95.2%
Percent of Members in Offering CUs	2023	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Credit cards	20.5%	17.9%	15.2%	14.6%	15.9%	24.0%	18.8%	20.9%
Other unsecured loans	19.9%	7.5%	14.0%	12.0%	14.6%	22.1%	16.6%	20.5%
New automobile	6.0%	4.0%	6.2%	4.8%	6.0%	6.8%	4.9%	6.0%
Used automobile	11.7%	12.6%	19.0%	11.7%	14.9%	15.0%	11.0%	11.3%
First mortgage	1.8%	0.7%	1.0%	1.2%	1.5%	0.0%	0.2%	0.1%
HEL & 2nd Mtg	1.9%	1.0%	1.4%	1.7%	1.5%	2.8%	1.9%	2.0%
Member business loans	0.1%	0.0%	0.0%	0.2%	0.1%	0.0%	0.2%	0.1%
Shared drafts	67.1%	32.2%	44.2%	44.3%	56.9%	67.9%	63.0%	68.7%
Certificates	9.2%	2.9%	4.6%	5.9%	6.3%	7.7%	8.3%	10.6%
IRAs	3.3%	2.2%	2.5%	2.9%	3.3%	2.8%	2.7%	3.4%
Money market shares	9.9%	2.5%	3.8%	2.4%	3.4%	4.3%	5.2%	11.0%

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

Nevada Credit Union Profile Fourth Quarter 2023

Overview by Year

	U.S. CUs		Nevada Credit Unions				
	12/31/2023	31-Dec	2022	2021	2020	2019	2018
Demographic Information							
Number of CUs	4,702	14	14	15	15	15	15
Avg. Assets per CU (\$ mil)	\$485	\$553	\$554	\$543	\$441	\$363	\$339
Median assets (\$mil)	\$56	\$272	\$268	\$257	\$231	\$184	\$175
Total assets (\$mil)	\$2,278,374	\$7,741	\$7,761	\$7,595	\$6,609	\$5,439	\$5,083
Total loans (\$mil)	\$1,623,147	\$4,735	\$4,365	\$3,594	\$3,579	\$3,279	\$3,149
Total surplus funds (\$mil)	\$463,959	\$2,127	\$2,288	\$2,203	\$1,820	\$1,276	\$1,704
Total Savings (\$mil)	\$1,900,449	\$6,923	\$6,905	\$6,777	\$5,819	\$4,704	\$4,433
Total members (thousands)	140,630	399	392	381	373	367	359
Growth Rates							
Total assets	4.4%	-0.3%	2.2%	14.9%	21.5%	7.0%	5.1%
Total loans	6.9%	8.5%	21.5%	0.4%	9.1%	4.1%	12.7%
Total surplus funds	-6.7%	-7.0%	4.0%	21.1%	42.6%	-25.1%	-7.1%
Total savings	2.1%	0.3%	1.9%	16.5%	23.7%	6.1%	4.8%
Total members	3.4%	1.8%	3.1%	2.2%	1.6%	2.4%	1.4%
% CUs with increasing assets	41.0%	42.9%	57.1%	93.3%	100.0%	86.7%	86.7%
Earnings - Basis Pts.							
Yield on total assets	444	411	291	245	296	375	359
Dividends/interest cost of assets	139	105	25	21	28	45	30
Net interest margin	302	307	266	222	265	329	327
Fee & other income	110	134	147	189	209	210	223
Operating expense	295	331	316	323	372	397	390
Loss Provisions	0.5	0.0	13.8	7.0	31.7	27.6	27.8
Net Income (ROA) without Stab Exp	69	75	83	82	70	114	132
% CUs with positive ROA	86.1%	92.9%	100.0%	86.7%	86.7%	93.3%	100.0%
Capital Adequacy							
Net worth/assets	10.7%	11.8%	10.5%	6.5%	6.6%	7.6%	7.2%
% CUs with NW >7% of assets	95.7%	92.9%	100.0%	100.0%	100.0%	100.0%	100.0%
Asset Quality							
Delinquencies (60+ day \$)/loans (%)	0.82%	1.67%	1.21%	0.94%	0.57%	0.49%	0.62%
Net chargeoffs/average loans	0.59%	0.45%	0.23%	0.25%	0.30%	0.43%	0.43%
Asset/Liability Management							
Loans/savings	85.4%	68.4%	63.2%	53.0%	61.5%	69.7%	71.0%
Loans/assets	71.2%	61.2%	56.2%	47.3%	54.2%	60.3%	61.9%
Net Long-term assets/assets	8.9%	10.7%	8.3%	9.0%	10.3%	8.9%	61.9%
Liquid assets/assets	7.1%	12.1%	12.5%	12.1%	15.8%	11.8%	21.0%
Core deposits/shares & borrowings	50.0%	64.5%	72.5%	73.0%	70.7%	67.2%	67.4%
Productivity							
Members/potential members (%)	2.9%	4.6%	4.8%	5.1%	5.9%	5.7%	5.6%
Borrowers/members (%)	64.5%	45.2%	45.1%	41.9%	44.6%	50.0%	50.6%
Members/FTE	398	315	308	314	300	289	296
Average shares/member (\$)	\$13,514	\$17,331	\$17,596	\$17,766	\$15,593	\$12,811	\$12,359
Average loan balance (\$)	\$17,885	\$26,201	\$24,643	\$22,502	\$21,509	\$17,847	\$17,358
Employees per million in assets	0.16	0.16	0.16	0.16	0.19	0.23	0.24
Structure							
CUs with a Federal Charter	2,880	6	6	7	7	7	7
CUs with a State Charter	1,724	3	2	3	3	3	3
CUs Privately Insured (state charter)	98	5	4	5	5	5	5

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Source: NCUA and Callahan

Nevada Credit Union Profile Fourth Quarter 2023

Portfolio: State Trends

	U.S. CUs		Nevada Credit Unions				
	12/31/2023	2023	2022	2021	2020	2019	2018
Growth Rates							
Credit Cards	10.7%	7.8%	8.1%	-2.4%	-14.5%	-1.0%	-2.1%
Other unsecured loans	9.0%	-2.9%	1.4%	-41.4%	215.9%	3.0%	0.7%
New automobile	1.5%	13.1%	64.5%	-8.7%	-8.0%	4.6%	35.7%
Used automobile	3.6%	4.4%	29.0%	-1.4%	0.1%	4.1%	10.0%
First mortgage	4.4%	5.1%	12.8%	-4.9%	1.2%	3.3%	
HEL & 2nd Mtg.	24.5%	29.9%	35.6%	18.7%	-9.8%	13.2%	
Member Business Loans	13.2%	12.3%	6.6%	7.5%	61.1%	7.6%	34.2%
Share drafts	-3.0%	-3.8%	2.1%	15.9%	31.1%	9.9%	10.1%
Certificates	63.4%	176.8%	18.9%	-6.6%	2.8%	36.1%	4.2%
IRAs	3.2%	2.3%	-2.5%	-1.5%	6.7%	-2.5%	-4.2%
Money market shares	-15.6%	-9.8%	1.3%	13.7%	13.2%	1.1%	-0.1%
Regular shares	-12.9%	-14.3%	0.7%	22.4%	29.8%	3.9%	5.9%
Portfolio & Distribution							
Credit cards / total loans	5.1%	1.8%	1.8%	2.0%	2.1%	2.7%	2.8%
Other unsecured loans / total loans	4.3%	2.6%	2.9%	3.5%	6.0%	2.1%	2.1%
New automobile / total loans	11.0%	14.4%	13.8%	10.2%	11.3%	13.5%	13.3%
Used automobile / total loans	20.1%	25.4%	26.3%	24.9%	25.5%	28.0%	27.7%
First mortgage / total loans	36.0%	24.9%	25.6%	27.7%	29.5%	32.0%	31.9%
HEL & 2nd Mtg / total loans	8.3%	7.0%	5.8%	5.2%	4.4%	5.4%	4.9%
Member business loans / total loans	9.4%	13.9%	13.4%	15.3%	14.4%	9.8%	9.4%
Shared drafts / total savings	8.0%	23.7%	24.7%	24.6%	24.8%	23.4%	22.6%
Certificates / total savings	25.7%	15.3%	5.5%	4.8%	5.9%	7.1%	5.6%
IRAs / total savings	4.5%	3.1%	3.1%	3.2%	3.8%	4.4%	4.8%
Money market shares / total savings	17.6%	16.8%	18.7%	18.8%	19.2%	21.0%	22.1%
Regular shares / total savings	30.3%	40.9%	47.8%	48.4%	46.0%	43.9%	44.8%
Percent of CUs Offering							
Credit cards	64.8%	57.1%	57.1%	53.3%	53.3%	53.3%	53.3%
Other unsecured loans	99.3%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	96.2%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Used automobile	97.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
First mortgage	73.8%	92.9%	92.9%	86.7%	86.7%	86.7%	86.7%
HEL & 2nd Mtg	70.8%	85.7%	92.9%	86.7%	86.7%	86.7%	86.7%
Member business loans	33.8%	71.4%	71.4%	66.7%	80.0%	80.0%	80.0%
Shared drafts	83.3%	92.9%	92.9%	86.7%	86.7%	86.7%	86.7%
Certificates	85.2%	92.9%	85.7%	80.0%	80.0%	80.0%	80.0%
IRAs	71.3%	85.7%	85.7%	80.0%	80.0%	80.0%	80.0%
Money market shares	56.5%	71.4%	64.3%	60.0%	60.0%	60.0%	60.0%
Percent of Members in Offering CUs							
Credit cards	19.3%	15.6%	15.7%	16.3%	16.2%	20.0%	19.6%
Other unsecured loans	18.0%	10.7%	10.8%	11.2%	11.2%	14.1%	14.0%
New automobile	7.4%	5.1%	4.7%	3.6%	4.2%	4.8%	4.8%
Used automobile	19.6%	14.2%	14.4%	13.6%	15.1%	16.1%	16.4%
First mortgage	2.4%	1.5%	1.5%	1.5%	1.6%	0.2%	0.2%
HEL & 2nd Mtg	2.1%	2.0%	1.6%	1.3%	1.2%	1.3%	1.3%
Member business loans	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
Shared drafts	62.2%	66.0%	66.5%	68.3%	68.6%	67.0%	66.2%
Certificates	9.9%	7.5%	3.4%	3.3%	3.7%	3.8%	3.3%
IRAs	3.2%	2.4%	2.4%	2.6%	2.8%	2.9%	3.1%
Money market shares	7.4%	6.2%	6.3%	6.6%	6.9%	7.1%	7.5%

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Source: NCUA and Callahan