



## California: 3<sup>rd</sup> Quarter Credit Union Snapshot

- **Membership Hits a Record 11.4 Million Individuals**
- **New and Used Auto Loans Hit Records (\$18 Billion and \$20.5 Billion)**
- **1<sup>st</sup> Mortgages Hit Record \$61 Billion; HELOC/2<sup>nd</sup> Mtgs. Reach 2012 Level**
- **Total Loans Hit Record \$123 Billion; Total Deposits Hit Record \$159 Billion**

*(All data trends are year-over-year unless otherwise noted. Historical trends represents credit unions currently operating and may not completely capture some trends from some credit unions merged-out or liquidated over the years, depending on circumstance)*

**318** credit unions were headquartered in California as of Sept. 30, 2017 (third quarter). They were serving more than **11.4 million** members—a **7 percent** year-over-year (YOY) increase (or **734,000** new members), and a **record high** in membership. (Historically, current membership is up 50 percent from 7.6 million in 2002)

### Loans

Credit unions in California had **\$123 billion** loaned-out within the local community—a **14 percent** year-over-year (YOY) increase. Historically, this \$123 billion figure has jumped 81 percent from a post-recession low in 2011 of \$68 billion and now represents a **record outstanding dollar amount** (first-mortgages, second-mortgages, HELOCs, business loans, new and used auto loans, credit cards, and sometimes other consumer loans). The last historical peak was \$81 billion in 2008. Here's the category breakdown:

- **13 percent** increase in first-mortgages. This may include a mixture of fixed-rate, adjustable-rate, purchase, traditional refinance, and cash-out refinance:
  - Hit a **record outstanding dollar amount** of \$61 billion, rising 80 percent from the most recent low in 2010 of \$33.8 billion. (The last historical peak was \$36 billion in 2008)
    - **24 percent** year-over-year (YOY) decrease in originations (incoming pipeline)—falling to **\$8.8 billion**—compared to same quarter in prior year  
*(\$8.8 billion is year-to-date comparison: a combined 1Q, 2Q, and 3Q 17' compared to same in 16')*
- **8 percent** increase in combined category of Home Equity Lines of Credit (HELOCs)/home equity loans (second-mortgages):
  - Outstanding dollar amount (\$10.6 billion) **not seen since 2012** and has risen 19 percent from the most recent low in 2013 of \$8.9 billion. (The record high was \$14.2 billion in 2008)
    - **19 percent** year-over-year (YOY) increase in originations (incoming pipeline)—hitting **\$3.48 billion**—compared to same quarter in prior year  
*(\$3.48 billion is year-to-date comparison: a combined 1Q, 2Q, and 3Q 17' compared to same in 16')*
- **27 percent** increase in new auto loans
  - Hit a **record outstanding dollar amount** of \$18 billion and has more than tripled (rising **259 percent**) from the most recent low in 2012 of \$5 billion. (The last record high was \$13.3 billion in 2006)
- **16 percent** increase in used auto loans
  - Hit a **record outstanding dollar amount** of \$20.5 billion and has more than doubled (rising **124 percent**) from the most recent low in 2010 of \$9.2 billion. (The last record high was \$11 billion in 2006)



- **8 percent** increase in credit card lending
  - Hit a **record outstanding dollar amount** of \$5.7 billion and has doubled (rising **100 percent**) from \$2.85 billion in 2006. (This category has almost always grown from 2002-2017 and rarely ever dipped during that period)
- **8 percent** decrease in business loans, falling to \$9.2 billion (includes landlord real estate loans)
  - This category has fluctuated greatly between 2004-2017 from \$3.1 billion – \$10 billion. *(A large portion of this \$9.2 billion is in non-owner occupied residential real estate loans that receive a “business loan” classification on call reports. Additionally, the long-term volatility in this category may be due to quick entrance or exit of business lending “participations,” and/or call report data differences from mergers or closures of credit unions whether inside or outside the region)*
- *\*Loan percentage increases are year-over-year (YOY) and reflect dollar amounts. Dollar amounts not specified are available upon request. Originations are approximate estimates.*

### Deposits

Credit unions in California held **\$159 billion** in deposits for local consumers—a **9 percent** year-over-year (YOY) increase (checking accounts, savings accounts, CDs, IRAs, Keogh retirement accounts, and local government checking/savings accounts when applicable). Here’s the category breakdown:

- Hit a **record outstanding dollar amount** of \$159 billion and has doubled (rising **100 percent**) from \$79.5 billion in 2005
  - Hit individual **record outstanding dollar amounts** in checking (\$21.3 billion), savings (\$59.2 billion), and money market (\$41.6 billion) accounts (for other deposit accounts please inquire)
- *\*Deposit percentage increases are year-over-year (YOY) and reflect dollar amounts. Dollar amounts not specified are available upon request.*

### Operations

Credit unions in California spent **\$1.48 billion\*** on employees and operations (employee payroll, benefits, property, office equipment, occupancy, and vendor contracts). *\*Estimated quarterly figure based on year-over-year data (estimated annual figure is \$5.2 billion)*

### Jobs

Credit unions in California employed **29,147** individuals—a **6 percent** year-over-year (YOY) increase

### Information Source

Publicly-filed balance sheet data extracted from the National Credit Union Administration as of Sept. 30, 2017 (third quarter). Percentage changes are year-over-year (YOY), or Sept. 30, 2016 – Sept. 30, 2017. Although all credit unions mentioned are headquartered within the county/region described, some might have branches outside the county/region that affect this locally captured data.

### California (all counties)

Statewide, regional, and U.S. data available upon request (contact Matt Wrye at [mattw@ccul.org](mailto:mattw@ccul.org) or 909-212-6043).

### League Chief Economist

Dwight Johnston, chief economist for the California Credit Union League, is available for comment at [dwightj@ccul.org](mailto:dwrightj@ccul.org) or 909-215-3657.



**The California Credit Union League**

*The California Credit Union League is based in Ontario, CA and is the state trade association for 318 credit unions headquartered in California (as of third-quarter 2017). The League represents the interests of 11.4 million credit union members across the state who are member-owners of their credit unions. Credit unions help consumers afford life and prosper!*

