California: 4th Quarter Credit Union Snapshot

- ***Membership Hits a Record 11 Million Individuals***
- ***New and Used Auto Loans Hit Records ($15.3 Billion and $18.3 Billion)***
- ***1st Mortgages Hit Record $56 Billion; HELOC/2nd Mtgs. Reach $10 Billion***
- ***Total Loans Hit Record $112 Billion; Total Deposits Hit Record $150 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)

328 credit unions were headquartered in California as of Dec. 31, 2016 (fourth quarter). They were serving **11 million** members—a **5 percent** year-over-year (YOY) increase **not seen since before 2002** (or **569,000** new members), and a **record high** in membership.

Loans

Credit unions in California had more than **$112 billion** loaned-out within the local community—a **13 percent** year-over-year (YOY) increase. Historically, this $112 billion figure has jumped 62 percent since a post-recession low in 2011 of $69 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). 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 $56 billion, rising 65 percent from the most recent low in 2010 of $34 billion
    - **11 percent** year-over-year (YOY) increase in originations (incoming pipeline)—hitting **$16.3 billion**—compared to same quarter in prior year

- **2 percent** increase in combined category of Home Equity Lines of Credit (HELOCs)/home equity loans (second-mortgages):
  - Outstanding dollar amount ($10 billion) **not seen since 2012** and has risen 9 percent from the most recent low in 2013. (The record high was $14.8 billion in 2008)
    - **10 percent** year-over-year (YOY) increase in originations (incoming pipeline)—hitting **$4 billion**—compared to same quarter in prior year

- **31 percent** increase in new auto loans
  - Hit a **record outstanding dollar amount** of $15.3 billion and has more than tripled (rising **203 percent**) from the most recent low in 2011 of $5.1 billion
    - **28 percent** year-over-year (YOY) increase in originations (incoming pipeline) compared to same quarter in prior year

- **16 percent** increase in used auto loans
  - Hit a **record outstanding dollar amount** of $18.3 billion and has doubled (rising **100 percent**) from the most recent low in 2010 of $9.1 billion
    - **3 percent** year-over-year (YOY) decrease in originations (incoming pipeline) compared to same quarter in prior year

- **6 percent** increase in credit card lending
  - Hit a **record outstanding dollar amount** of $5.5 billion, rising 33 percent from the most recent low in 2010 of $4.1 billion

- **6 percent** increase in business loans (non-real estate), hitting $850 million

- o This category has fluctuated greatly between 2001-2016 from $587 million to $3.7 billion.
  - o *(The 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 more than **$150 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:

- Year-over-year (YOY) increase **not seen since 2003**
- Hit a **record outstanding dollar amount** ($150 billion)
  - o Hit individual **record outstanding dollar amounts** in checking ($20.2 billion), savings ($54.6 billion), and money market ($39.7 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 **$1.3 billion*** on employees and operations (employee payroll, benefits, property, office equipment, occupancy, and vendor contracts). **Estimated quarterly figure based on year-over-year data (annual figure is $5.3 billion)*

Jobs
Credit unions in California employed **28,200** individuals—a **4 percent** year-over-year (YOY) increase

Information Source
Publicly-filed balance sheet data extracted from the National Credit Union Administration as of Dec. 31, 2016 (fourth quarter). Percentage changes are year-over-year (YOY), or Dec. 31, 2015 – Dec. 31, 2016. 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 or 909-212-6043).

League Chief Economist
Dwight Johnston, chief economist for the California Credit Union League, is available for comment at 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 328 credit unions headquartered in California (as of fourth-quarter 2016). The League represents the interests of nearly 11 million credit union members across the state who are member-owners of their credit unions. Credit unions help consumers afford life and prosper!