



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

- **Membership Hits Record 1.38 Million Individuals**
- **New and Used Auto Loans Hit Records (\$1.9 Billion and \$2.2 Billion)**
- **1<sup>st</sup> Mortgages Hit Record \$6.1 Billion; HELOC/2<sup>nd</sup> Mtg. Originations Up 30%**
- **Total Loans and Total Deposits Hit Records (\$13 Billion and \$19.4 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)*

20 credit unions were headquartered in Orange County as of Sept. 30, 2017 (third quarter). They were serving **1.38 million** members—an **8 percent** year-over-year (YOY) increase (or **102,300** new members), and a **record high** in membership. (Historically, current membership has doubled, rising **100 percent**, from 690,000 sometime before 2002. Yearly membership has always grown from 2002-2017)

### Loans

Credit unions in Orange County had **\$13 billion** loaned-out within the local community—a **15 percent** year-over-year (YOY) increase. Historically, this \$13 billion figure has jumped 60 percent from a post-recession low in 2012 of \$8.1 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 \$10.2 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 \$6.1 billion, rising 45 percent from the most recent low in 2010 of \$4.2 billion. (The last historical peak was \$4.9 billion in 2008)
    - **19 percent** year-over-year (YOY) decrease in originations (incoming pipeline)—dropping to **\$1.2 billion**—compared to same quarter in prior year  
*(\$1.2 billion is year-to-date comparison: a combined 1Q, 2Q, and 3Q 17' compared to same in 16')*
- **3 percent** decrease in combined category of Home Equity Lines of Credit (HELOCs)/home equity loans (second-mortgages):
  - Outstanding dollar amount hits level **not seen since 2015** (\$1.04 billion) and has risen 3.5 percent from the most recent low in 2016 of \$1 billion. (The last historical peak was \$2 billion in 2008)
    - **30 percent** year-over-year (YOY) increase in originations (incoming pipeline)—hitting **\$358 million**—compared to same quarter in prior year  
*(\$358 million is year-to-date comparison: a combined 1Q, 2Q, and 3Q 17' compared to same in 16')*
- **29 percent** increase in new auto loans
  - Hit a **record outstanding dollar amount** of \$1.9 billion and has nearly quadrupled (rising **295 percent**) from the most recent low in 2012 of \$489 million. (The last historical peak was \$1.48 billion in 2007)



- **17 percent** increase in used auto loans
  - Hit a **record outstanding dollar amount** of \$2.2 billion and has more than doubled (rising **128 percent**) from the most recent low in 2011 of \$965 million. (The last historical peak was \$1.27 billion in 2006)
- **10 percent** increase in credit card lending
  - Hit a **record outstanding dollar amount** of \$850 million and has risen 89 percent from the most recent low in 2009 of \$450 million. (The last historical peak was \$482 million in 2008)
- **13 percent** decrease in business loans, falling to \$1.04 billion (includes landlord real estate loans)
  - This category has fluctuated greatly between 2004-2017 from \$758 million – \$1.5 billion. *(A large portion of this \$1.04 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 Orange County held **\$19.4 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 \$19.4 billion and has doubled (rising **100 percent**) from \$9.7 billion in 2006
  - Hit individual **record outstanding dollar amounts** in checking (\$1.8 billion), savings (\$6.8 billion), and money market (\$4.7 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 Orange County spent **\$162 million\*** 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 \$570 million)*

### Jobs

Credit unions in Orange County employed **3,261** individuals—an **8 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!*

