



Sacramento County: 3rd Quarter Credit Union Snapshot

- **Membership Hits a Record 1.35 Million Individuals**
- **New and Used Auto Loans Hit Records (\$3.6 Billion and \$3 Billion)**
- **1st Mortgages Hit Record \$3.96 Billion; HELOC/2nd Mtg Originations Up 31%**
- **Total Loans and Total Deposits Hit Records (\$12.3 Billion and \$15.1 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)

10 credit unions were headquartered in Sacramento County as of Sept. 30, 2017 (third quarter). They were serving **1.35 million** members—a **9 percent** year-over-year (YOY) increase (or **110,500** new members), and a **record high** in membership. (Historically, current membership is up 43 percent from the most recent low in 2011 of 944,000. The last historical peak was 1.05 million in 2009)

Loans

Credit unions in Sacramento County had **\$12.3 billion** loaned-out within the local community—an **18 percent** year-over-year (YOY) increase. Historically, this \$12.3 billion figure has more than doubled (rising **116 percent**) from a post-recession low in 2011 of \$5.7 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 \$7.3 billion in 2006. Here's the category breakdown:

- **11 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 \$3.96 billion and has risen 83 percent from the most recent low of \$2.16 billion in 2010. (The last historical peak was \$2.36 billion in 2008)
 - **32 percent** year-over-year (YOY) decrease in originations (incoming pipeline)—falling to **\$803 million**—compared to same quarter in prior year
(\$803 million is year-to-date comparison: a combined 1Q, 2Q, and 3Q 17' compared to same in 16')
- **5 percent** increase in combined category of Home Equity Lines of Credit (HELOCs)/home equity loans (second-mortgages):
 - Hit an outstanding dollar amount **not seen since 2015** (\$557 million) and has jumped 5 percent from the most recent low in 2016 of \$532 million. (The record high was \$1.9 billion in 2007)
 - **31 percent** year-over-year (YOY) increase in originations (incoming pipeline)—hitting **\$245 million**—compared to same quarter in prior year
(\$245 million is year-to-date comparison: a combined 1Q, 2Q, and 3Q 17' compared to same in 16')
- **31 percent** increase in new auto loans
 - Hit a **record outstanding dollar amount** of \$3.6 billion and has more than quintupled (rising **466 percent**) from the most recent low in 2011 of \$636 million. (The last historical peak was \$1.65 billion in 2006)



- **22 percent** increase in used auto loans
 - Hit a **record outstanding dollar amount** of \$3 billion and has nearly tripled (rising **187 percent**) from the most recent low in 2008 of \$1.04 billion. (The last historical peak was \$1.26 billion in 2006)
- **6 percent** increase in credit card lending
 - Hit a **record outstanding dollar amount** of \$628 million and has risen 79 percent from the most recent low in 2011 of \$351 million. (The last historical peak was \$375 million in 2009)
- **28 percent** decrease in business loans, falling to \$305 million (includes landlord real estate loans)
 - This category has fluctuated greatly between 2004-2017 from \$65 million – \$424 million. *(A large portion of this \$305 million 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 Sacramento County held **\$15.1 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 \$15.1 billion and has doubled (rising **100 percent**) from \$7.55 billion in 2004
 - Hit individual **record outstanding dollar amounts** in checking (\$1.54 billion), savings (\$6 billion), and money market (\$5.05 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 Sacramento County spent **\$127 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 \$452 million)*

Jobs

Credit unions in Sacramento County employed **2,809** 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 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!

