



31 October 2024

	Classic CCd	Unsec 36mo	New Veh 48mo	New Veh 60mo	New Veh 72mo	Used Veh 48mo	Used Veh 60mo	HE LOC	HE 10yr	FRM 15yr	FRM 30yr
United States-											
National Average	13.26%	10.92%	6.00%	6.11%	6.38%	6.22%	6.34%	8.12%	7.44%	6.25%	6.72%
Mid-South-											
Texas	12.85%	10.74%	5.77%	5.89%	6.13%	5.97%	6.10%	8.17%	7.10%	6.28%	6.72%
Oklahoma	12.04%	11.16%	6.36%	6.36%	6.62%	6.52%	6.49%	7.94%	7.94%	6.34%	6.68%
Louisiana	13.12%	10.66%	6.06%	6.18%	6.47%	6.30%	6.45%	8.02%	7.83%	6.42%	6.74%
Arkansas	12.35%	11.52%	5.62%	5.77%	6.08%	6.01%	6.10%	7.03%	7.94%	6.44%	6.72%
Missouri	13.37%	11.15%	5.87%	6.01%	6.37%	6.13%	6.21%	8.03%	8.05%	6.25%	6.62%
Mountain West-											
Arizona	13.83%	11.70%	6.40%	6.43%	6.69%	6.51%	6.55%	8.50%	7.52%	6.25%	6.83%
New Mexico	12.49%	10.84%	5.97%	6.14%	6.39%	6.21%	6.38%	8.22%	7.36%	5.96%	6.44%
Utah	13.45%	11.73%	6.19%	6.24%	6.51%	6.16%	6.25%	8.13%	7.65%	6.26%	6.79%
Colorado	14.78%	10.87%	6.21%	6.21%	6.44%	6.26%	6.28%	8.49%	7.96%	6.26%	6.73%
Idaho	13.56%	11.84%	6.28%	6.37%	6.53%	6.46%	6.49%	8.11%	8.34%	6.27%	6.74%
West-											
California	13.56%	10.91%	6.07%	6.16%	6.41%	6.22%	6.32%	8.29%	7.84%	6.25%	6.75%
Oregon	12.92%	12.19%	6.22%	6.29%	6.39%	6.36%	6.43%	8.24%	7.81%	6.33%	6.86%
Washington	12.68%	11.18%	6.23%	6.31%	6.40%	6.33%	6.41%	8.31%	7.76%	6.30%	6.75%
Hawaii	12.60%	8.78%	5.66%	5.78%	6.06%	6.22%	6.34%	7.38%	7.46%	6.30%	6.77%
Nevada	13.64%	11.33%	5.78%	5.89%	6.09%	6.01%	6.12%	8.06%	7.97%	6.26%	6.83%
Midwest-											
Illinois	14.28%	11.18%	5.68%	5.77%	6.13%	6.24%	6.32%	7.94%	7.65%	6.33%	6.74%
Ohio	13.39%	11.03%	5.98%	6.03%	6.24%	6.26%	6.31%	8.09%	7.49%	6.34%	6.78%
Michigan	13.20%	10.96%	6.21%	6.33%	6.55%	6.30%	6.42%	7.92%	7.38%	6.52%	6.89%
Wisconsin	13.55%	11.24%	5.75%	5.85%	6.11%	5.89%	5.99%	7.97%	7.20%	6.25%	6.76%
Indiana	13.96%	11.23%	6.11%	6.20%	6.47%	6.40%	6.47%	8.15%	7.53%	6.37%	6.81%
South-											
Florida	13.72%	10.66%	5.55%	5.73%	5.93%	5.87%	6.04%	8.07%	7.29%	6.36%	6.85%
Georgia	15.62%	10.47%	5.48%	5.56%	5.83%	5.81%	5.94%	8.16%	8.24%	6.41%	6.82%
South Carolina	13.35%	11.09%	5.60%	5.72%	5.94%	5.97%	6.13%	8.00%	8.07%	6.14%	6.65%
Alabama	12.05%	10.67%	5.76%	5.96%	6.34%	5.94%	6.14%	8.34%	8.11%	6.20%	6.52%
North Carolina	13.03%	11.67%	5.80%	5.93%	6.16%	6.21%	6.32%	8.29%	7.58%	6.04%	6.42%
West Virginia	12.87%	11.18%	5.67%	5.93%	6.29%	5.92%	6.16%	8.42%	7.09%	6.06%	6.46%
Northeast-											
New York	12.49%	11.05%	6.22%	6.30%	6.71%	6.36%	6.45%	7.79%	6.98%	6.33%	6.74%
Massachusetts	12.51%	11.07%	6.24%	6.32%	6.73%	6.38%	6.47%	7.81%	7.00%	6.33%	6.74%
Pennsylvania	12.06%	10.57%	6.04%	6.16%	6.45%	6.30%	6.42%	7.88%	6.72%	6.25%	6.66%
New Jersey	13.59%	10.82%	5.80%	5.93%	6.29%	6.16%	6.31%	8.02%	7.34%	6.21%	6.65%
Maryland	13.14%	10.11%	5.68%	5.84%	6.23%	5.88%	6.05%	7.97%	7.30%	5.95%	6.67%



31 October 2024

	Share Draft	Regular Savings	\$10K MMkt	\$50K MMkt	3MO CD	6MO CD	1YR CD	2YR CD	3YR CD	4YR CD
United States-										
National Average	0.21%	0.19%	0.89%	1.20%	2.11%	2.97%	3.24%	2.96%	2.86%	2.84%
Mid-South-										
Texas	0.22%	0.26%	0.81%	1.02%	2.68%	3.39%	3.63%	3.24%	3.09%	3.05%
Oklahoma	0.36%	0.31%	0.65%	0.96%	2.76%	3.20%	3.20%	2.83%	2.68%	2.75%
Louisiana	0.43%	0.28%	0.98%	1.22%	2.74%	3.34%	3.77%	3.29%	2.98%	3.19%
Arkansas	0.17%	0.14%	1.20%	1.40%	1.88%	2.61%	3.07%	2.76%	2.53%	2.52%
Missouri	0.64%	0.26%	1.06%	1.49%	2.59%	3.26%	3.55%	3.11%	3.05%	2.96%
Mountain West-										
Arizona	0.14%	0.26%	0.99%	1.37%	3.32%	3.72%	3.84%	3.41%	3.22%	3.03%
New Mexico	0.11%	0.20%	1.07%	1.32%	2.82%	3.37%	3.54%	3.20%	3.17%	2.94%
Utah	0.24%	0.11%	1.44%	1.98%	3.73%	4.18%	4.32%	3.86%	3.75%	3.72%
Colorado	0.25%	0.33%	0.92%	1.20%	3.13%	3.57%	3.66%	3.21%	3.06%	3.12%
Idaho	0.65%	0.10%	0.79%	1.13%	1.65%	2.91%	3.35%	2.78%	2.72%	2.74%
West-										
California	0.22%	0.23%	0.70%	0.98%	2.32%	2.72%	2.98%	2.84%	2.90%	2.90%
Oregon	0.29%	0.14%	0.58%	0.83%	1.05%	2.45%	2.87%	2.56%	2.49%	2.54%
Washington	0.16%	0.22%	0.72%	0.96%	1.73%	3.04%	3.40%	2.73%	2.66%	2.67%
Hawaii	0.06%	0.18%	0.37%	0.68%	2.31%	3.45%	2.96%	2.88%	2.84%	2.96%
Nevada	0.18%	0.22%	1.02%	1.33%	3.04%	3.24%	3.72%	3.34%	3.22%	3.19%
Midwest-										
Illinois	0.41%	0.22%	0.92%	1.22%	1.79%	2.45%	2.44%	2.37%	2.37%	2.26%
Ohio	0.30%	0.12%	1.09%	1.52%	1.99%	2.97%	3.30%	3.01%	2.98%	2.96%
Michigan	0.48%	0.12%	0.81%	1.16%	1.68%	2.77%	2.98%	2.71%	2.65%	2.68%
Wisconsin	0.24%	0.21%	0.81%	1.35%	1.58%	2.22%	2.92%	2.90%	3.03%	2.99%
Indiana	0.20%	0.18%	0.88%	1.18%	1.38%	2.57%	2.80%	2.68%	2.68%	2.64%
South-										
Florida	0.27%	0.17%	0.69%	0.86%	2.18%	2.93%	3.20%	3.00%	2.82%	2.93%
Georgia	0.16%	0.30%	0.90%	1.19%	2.10%	3.07%	3.47%	3.06%	2.96%	2.95%
South Carolina	0.14%	0.18%	1.15%	1.57%	1.86%	2.44%	3.14%	2.82%	2.72%	3.01%
Alabama	0.71%	0.27%	0.88%	1.09%	2.04%	2.99%	3.29%	2.92%	2.76%	2.90%
North Carolina	0.12%	0.21%	1.24%	1.43%	2.00%	2.88%	3.57%	3.31%	3.15%	3.07%
West Virginia	0.29%	0.17%	0.66%	0.86%	1.75%	3.10%	3.36%	2.99%	2.75%	2.76%
Northeast-										
New York	0.14%	0.15%	0.66%	1.03%	1.85%	2.63%	2.79%	2.51%	2.27%	2.11%
Massachusetts	0.16%	0.17%	0.68%	1.05%	1.87%	2.65%	2.81%	2.53%	2.29%	2.13%
Pennsylvania	0.16%	0.21%	0.89%	1.19%	2.24%	3.12%	3.35%	3.02%	2.93%	2.98%
New Jersey	0.18%	0.34%	0.82%	1.08%	2.26%	2.75%	3.01%	2.89%	2.84%	2.93%
Maryland	0.36%	0.19%	0.76%	0.91%	2.30%	3.14%	3.60%	3.47%	3.33%	3.40%



31 October 2024

12 MONTH NATIONAL MARKET RATE HISTORY & PRICING SPREADS

	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
Fed Funds	5.33%	5.33%	5.33%	5.33%	5.33%	5.33%	5.33%	5.33%	5.33%	5.33%	5.33%	4.83%	4.83%
1yr UST	5.44%	5.16%	5.16%	4.68%	5.01%	5.03%	5.25%	5.18%	5.09%	4.73%	4.38%	3.98%	4.27%
2yr UST	5.07%	4.73%	4.73%	4.20%	4.64%	4.59%	5.04%	4.89%	4.71%	4.29%	3.91%	3.66%	4.16%
3yr UST	4.90%	4.48%	4.48%	3.96%	4.43%	4.40%	4.87%	4.69%	4.52%	4.10%	3.79%	3.58%	4.12%
5yr UST	4.82%	4.31%	4.31%	3.80%	4.26%	4.21%	4.72%	4.52%	4.33%	3.97%	3.71%	3.58%	4.15%
7yr UST	4.89%	4.38%	4.38%	3.83%	4.28%	4.20%	4.71%	4.52%	4.33%	4.00%	3.80%	3.67%	4.21%
10yr UST	4.88%	4.37%	4.37%	3.87%	4.25%	4.20%	4.69%	4.51%	4.36%	4.09%	3.91%	3.81%	4.28%
30yr UST	5.04%	4.54%	4.54%	4.10%	4.38%	4.34%	4.79%	4.65%	4.51%	4.35%	4.20%	4.14%	4.47%
5yr Vehicle	6.44%	6.49%	6.51%	6.52%	6.50%	6.24%	6.48%	6.45%	6.43%	6.39%	6.35%	6.22%	6.11%
15yr FLM	7.18%	6.21%	5.66%	6.39%	6.41%	6.17%	6.70%	6.48%	6.54%	6.49%	5.72%	6.07%	6.25%
30yr FLM	7.65%	6.74%	6.32%	6.76%	6.83%	6.58%	7.21%	6.91%	6.90%	6.86%	6.20%	6.49%	6.72%
Reg Savings	0.19%	0.19%	0.20%	0.20%	0.20%	0.20%	0.20%	0.19%	0.19%	0.19%	0.19%	0.19%	0.19%
MoneyMkt	1.16%	1.17%	1.18%	1.20%	1.21%	1.21%	1.21%	1.22%	1.22%	1.22%	1.22%	1.21%	1.20%
1yr CD	3.29%	3.34%	3.36%	3.40%	3.41%	3.42%	3.42%	3.44%	3.44%	3.44%	3.41%	3.28%	3.24%
2yr CD	3.04%	3.05%	3.06%	3.06%	3.07%	3.07%	3.08%	3.09%	3.10%	3.10%	3.07%	3.07%	2.96%

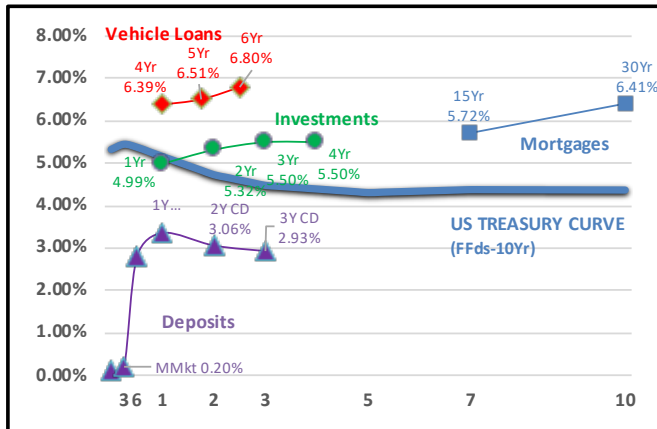
Pricing Spreads-

Veh Loan	1.54%	2.01%	2.03%	2.56%	2.07%	1.84%	1.61%	1.76%	1.91%	2.29%	2.56%	2.64%	1.99%
15yr FLM	2.29%	1.83%	1.28%	2.56%	2.13%	1.97%	1.99%	1.96%	2.21%	2.49%	1.92%	2.40%	2.04%
30yr FLM	2.77%	2.37%	1.95%	2.89%	2.58%	2.38%	2.52%	2.40%	2.54%	2.77%	2.29%	2.68%	2.44%
Reg Svgs	-5.14%	-5.14%	-5.13%	-5.13%	-5.13%	-5.13%	-5.13%	-5.14%	-5.14%	-5.14%	-5.14%	-4.64%	-4.64%
MMkt	-4.17%	-4.16%	-4.15%	-4.13%	-4.12%	-4.12%	-4.12%	-4.11%	-4.11%	-4.11%	-4.11%	-3.62%	-3.63%
1yrCD	-2.15%	-1.82%	-1.80%	-1.28%	-1.60%	-1.61%	-1.83%	-1.74%	-1.65%	-1.29%	-0.97%	-0.70%	-1.03%
2yrCD	-2.03%	-1.68%	-1.67%	-1.14%	-1.57%	-1.52%	-1.96%	-1.80%	-1.61%	-1.19%	-0.84%	-0.59%	-1.20%

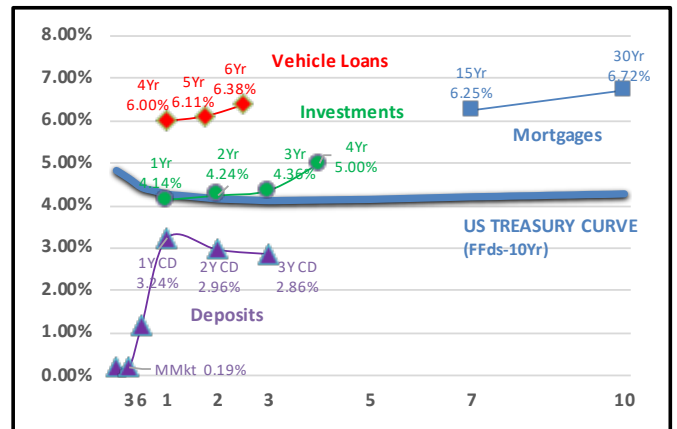
HISTORICAL NATIONAL MARKET RATES AND RELATIVE PRICING SPREADS

Historical Yield Curve and Relative Value

DECEMBER 31, 2023



CURRENT MONTH





CHANGE IN MARKET RATES

	YEAR-OVER-YEAR CHANGE						AGGREGATE CHANGE				
	Dec18 to Dec19	Dec19 to Dec20	Dec20 to Dec21	Dec21 to Dec22	Dec 22 to Current	Dec 23 to Current	Dec19 to Current	Dec20 to Current	Dec21 to Current	Dec22 to Current	Dec23 to Current
Fed Funds	-0.85%	-1.46%	-0.01%	4.25%	1.00%	-0.50%	3.28%	4.74%	4.75%	0.50%	-0.50%
1yr UST	-1.04%	-1.49%	0.29%	4.34%	0.43%	-0.89%	2.68%	4.17%	3.88%	-0.46%	-0.89%
2yr UST	-0.90%	-1.45%	0.60%	3.68%	0.32%	-0.57%	2.58%	4.03%	3.43%	-0.25%	-0.57%
3yr UST	-0.84%	-1.45%	0.80%	3.25%	0.26%	-0.36%	2.50%	3.95%	3.15%	-0.10%	-0.36%
5yr UST	-0.82%	-1.33%	0.90%	2.73%	0.32%	-0.16%	2.46%	3.79%	2.89%	0.16%	-0.16%
7yr UST	-0.76%	-1.18%	0.79%	2.52%	0.42%	-0.17%	2.38%	3.56%	2.77%	0.25%	-0.17%
10yr UST	-0.77%	-0.99%	0.59%	2.36%	0.49%	-0.09%	2.36%	3.35%	2.76%	0.40%	-0.09%
5yr Vehicle	-0.05%	-0.51%	-0.30%	2.14%	1.59%	-0.40%	2.52%	3.03%	3.33%	1.19%	-0.40%
15yr FLM	-0.91%	-0.73%	-0.10%	2.82%	0.10%	0.59%	2.68%	3.41%	3.51%	0.69%	0.59%
30yr FLM	-0.92%	-0.84%	0.10%	3.02%	0.03%	0.40%	2.71%	3.55%	3.45%	0.43%	0.40%
Reg Savings	0.01%	-0.04%	-0.06%	0.06%	0.05%	-0.01%	0.00%	0.04%	0.10%	0.04%	-0.01%
1yr CD	-0.01%	-0.96%	0.02%	1.45%	1.45%	-0.12%	1.84%	2.80%	2.78%	1.33%	-0.12%
2yr CD	-0.11%	-1.07%	0.00%	1.57%	0.92%	-0.10%	1.32%	2.39%	2.39%	0.82%	-0.10%

	Dec-12	Dec-13	Dec-14	Dec-15	Dec-16	Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23	Sep-24
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Benchmark and Market Rates-

FedFunds	0.09%	0.07%	0.06%	0.20%	0.55%	1.33%	2.40%	1.55%	0.09%	0.08%	4.33%	5.33%	4.83%
1yr UST	0.16%	0.13%	0.25%	0.65%	0.85%	1.76%	2.63%	1.59%	0.10%	0.39%	4.73%	5.16%	4.27%
2yr UST	0.25%	0.38%	0.67%	1.06%	1.20%	1.89%	2.48%	1.58%	0.13%	0.73%	4.41%	4.73%	4.16%
3yr UST	0.36%	0.78%	1.10%	1.31%	1.47%	1.98%	2.46%	1.62%	0.17%	0.97%	4.22%	4.48%	4.12%
5yr UST	0.72%	1.75%	1.65%	1.76%	1.93%	2.20%	2.51%	1.69%	0.36%	1.26%	3.99%	4.31%	4.15%
7yr UST	1.18%	2.45%	1.97%	2.09%	2.25%	2.33%	2.59%	1.83%	0.65%	1.44%	3.96%	4.38%	4.21%
10yr UST	1.78%	3.04%	2.17%	2.27%	2.45%	2.40%	2.69%	1.92%	0.93%	1.52%	3.88%	4.37%	4.28%
30yr UST	2.88%	3.89%	2.83%	2.97%	3.11%	2.77%	3.10%	2.30%	1.87%	1.93%	3.92%	4.03%	4.47%
3yr Agy Call	0.69%	1.13%	1.53%	1.81%	2.00%	2.35%	2.67%	1.80%	0.21%	1.11%	5.25%	5.75%	4.36%
5yr Vehicle	3.06%	2.68%	2.68%	2.66%	2.68%	2.94%	3.64%	3.59%	3.08%	2.78%	4.92%	6.51%	6.11%
15yr FLM	2.65%	3.52%	3.31%	3.52%	3.68%	3.68%	4.48%	3.57%	2.84%	2.74%	5.56%	5.66%	6.25%
30yr FLM	3.35%	4.48%	4.07%	4.17%	4.33%	4.17%	4.93%	4.01%	3.17%	3.27%	6.29%	6.32%	6.72%
Reg Svgs	0.20%	0.20%	0.14%	0.14%	0.14%	0.15%	0.18%	0.19%	0.15%	0.09%	0.15%	0.20%	0.19%
1yr CD	0.80%	0.80%	0.45%	0.50%	0.55%	0.75%	1.41%	1.40%	0.44%	0.46%	1.91%	3.36%	3.24%
2yr CD	1.03%	1.03%	0.68%	0.75%	0.81%	1.02%	1.75%	1.64%	0.57%	0.57%	2.14%	3.06%	2.96%

Pricing Spreads-

3yr Agy Call	0.33%	0.35%	0.43%	0.50%	0.53%	0.37%	0.21%	0.18%	0.04%	0.14%	1.03%	1.27%	0.24%
5yr Vehicle	2.70%	1.90%	1.58%	1.35%	1.21%	0.96%	1.18%	1.97%	2.91%	1.81%	0.70%	2.03%	1.99%
15yr FLM	1.47%	1.07%	1.34%	1.43%	1.43%	1.35%	1.89%	1.74%	2.19%	1.30%	1.60%	1.28%	2.04%
30yr FLM	1.57%	1.44%	1.90%	1.90%	1.88%	1.77%	2.24%	2.09%	2.24%	1.75%	2.41%	1.95%	2.44%
Reg Svgs	0.11%	0.13%	0.08%	-0.06%	-0.41%	-1.18%	-2.22%	-1.36%	0.06%	0.01%	-4.18%	-5.13%	-4.64%
1yr CD	0.64%	0.67%	0.20%	-0.15%	-0.30%	-1.01%	-1.22%	-0.19%	0.34%	0.07%	-2.82%	-1.80%	-1.03%
2yr CD	0.78%	0.65%	0.01%	-0.31%	-0.39%	-0.87%	-0.73%	0.06%	0.44%	-0.16%	-2.27%	-1.67%	-1.20%

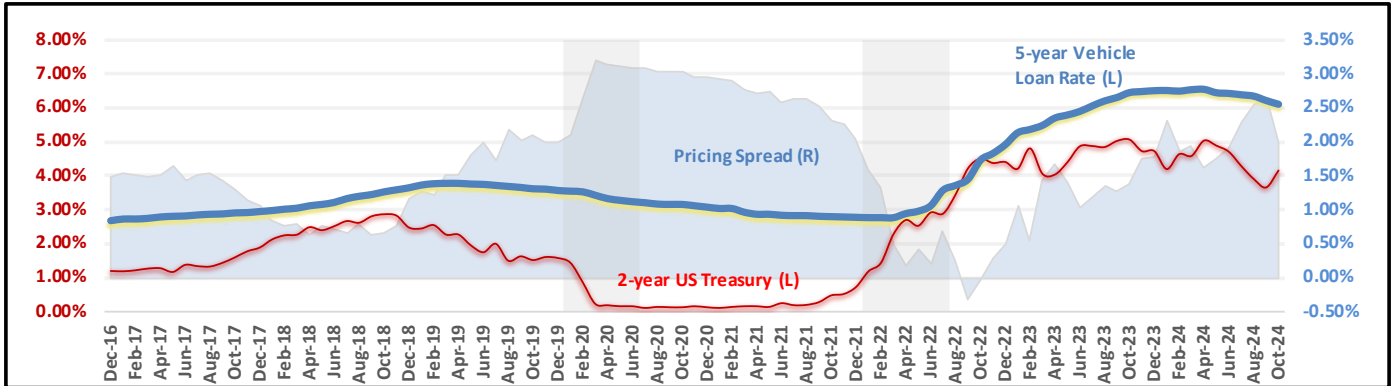


31 October 2024

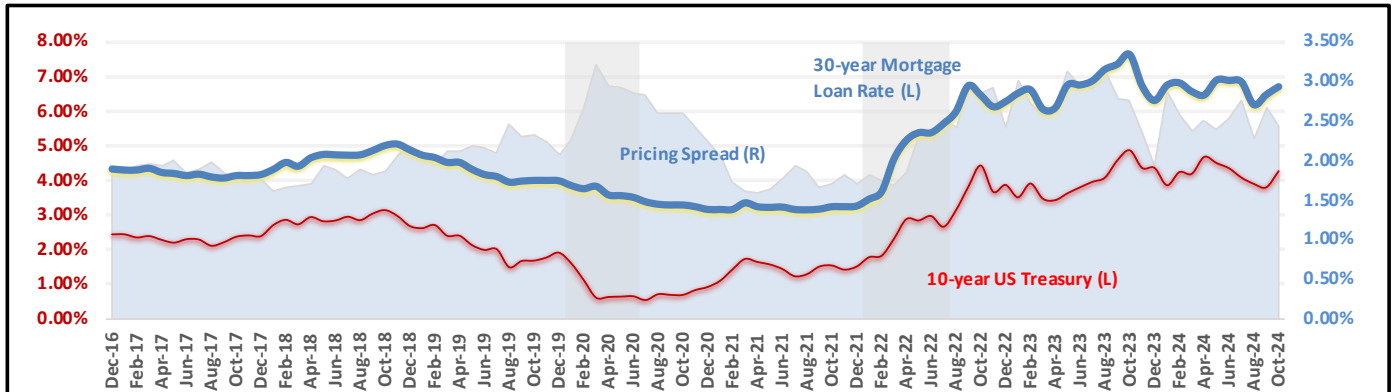
HISTORICAL MARKET RATES AND PRICING SPREADS

Through: 31 October 2024

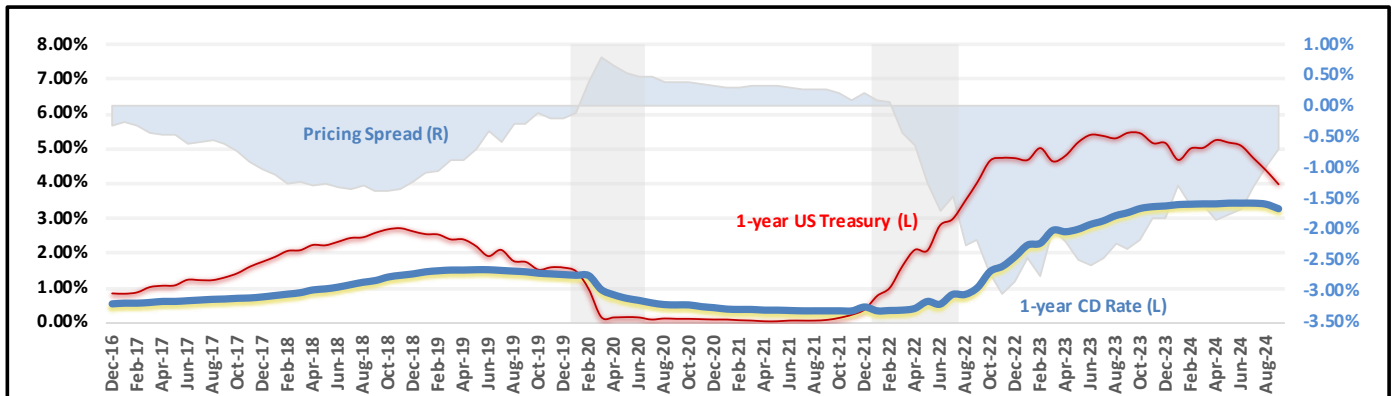
VEHICLE LOAN RATES & PRICING SPREAD HISTORY



MORTGAGE LOAN RATES & PRICING SPREAD HISTORY



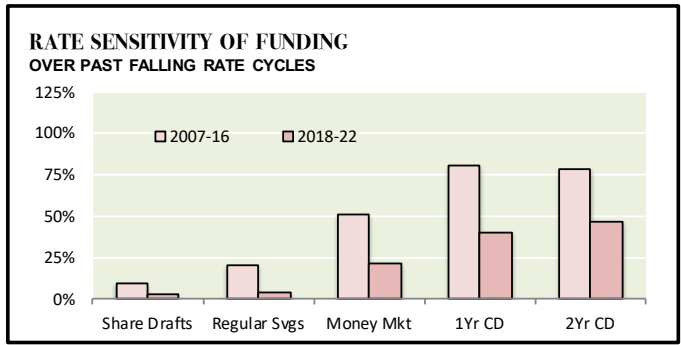
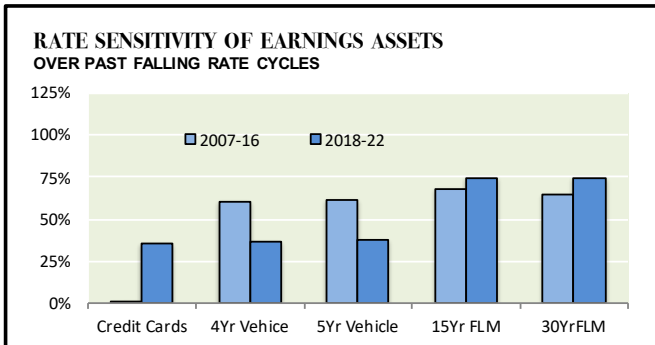
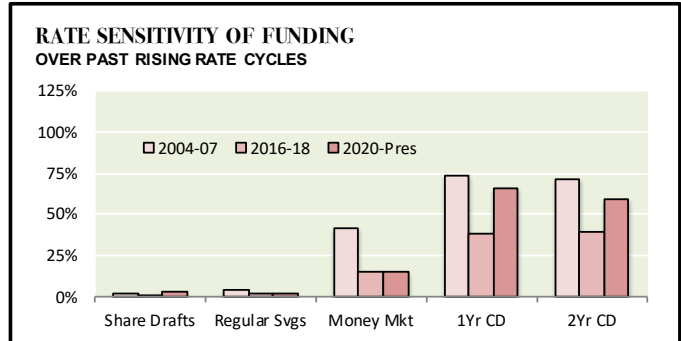
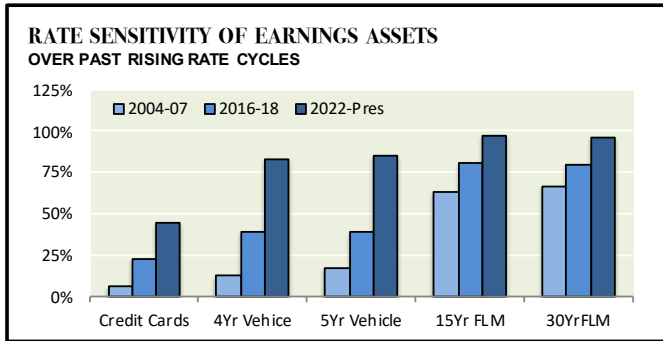
CERTIFICATE OF DEPOSIT RATES & PRICING SPREAD HISTORY





CYCLICAL NATIONAL LOAN & SHARE RATE SENSITIVITY

CYCLE		EARNING ASSETS					FUNDING OBLIGATIONS				
		Credit Cards	4Yr Vehicle	5Yr Vehicle	15Yr FLM	30Yr FLM	Share Drafts	Regular Savings	Money Market	1Yr CD	2Yr CD
Rising Rate Environments:											
2004-07	Rising	6%	13%	17%	63%	66%	2%	5%	41%	73%	72%
2016-18	Rising	23%	39%	39%	81%	80%	1%	2%	15%	38%	39%
2020-Pres	Rising	45%	83%	86%	97%	96%	3%	2%	15%	66%	59%
Falling Rate Environments:											
2007-16	Falling	1%	60%	62%	68%	65%	9%	20%	51%	81%	78%
2018-20	Falling	35%	36%	37%	75%	75%	2%	4%	22%	40%	47%



Strategic Value is GREATER:
... when sensitivity is highest during rising rates

Strategic Value is LEAST:
... when sensitivity is lowest during rising rates

Strategic Value is GREATER:
... when sensitivity is highest during falling rates

Strategic Value is LEAST:
... when sensitivity is lowest during falling rates



31 October 2024

INDICATIVE MATCHED FUNDING VARIABLES

		Cash	1yr Agy	2yr Agy	3yr Agy	4yr Agy	5yr Agy	5yr New Veh	5yr Used Veh	15yr Mortgage	30yr Mortgage
		4.83%	4.30%	4.02%	4.36%	5.00%	4.25%	6.11%	6.34%	6.25%	6.72%
Share Draft	0.21%	4.62%	4.09%	3.81%	4.15%	4.79%	4.04%	5.90%	6.13%	6.04%	6.51%
Regular Savings	0.19%	4.64%	4.11%	3.83%	4.17%	4.81%	4.06%	5.92%	6.15%	6.06%	6.53%
Money Market	0.89%	3.94%	3.41%	3.13%	3.47%	4.11%	3.36%	5.22%	5.45%	5.36%	5.83%
FHLB Overnight	4.81%	0.02%	-0.51%	-0.79%	-0.45%	0.19%	-0.56%	1.30%	1.53%	1.44%	1.91%
Catalyst Settlement	6.15%	-1.32%	-1.85%	-2.13%	-1.79%	-1.15%	-1.90%	-0.04%	0.19%	0.10%	0.57%
6mo Term CD	2.97%	1.86%	1.33%	1.05%	1.39%	2.03%	1.28%	3.14%	3.37%	3.28%	3.75%
6mo FHLB Term	4.43%	0.40%	-0.13%	-0.41%	-0.07%	0.57%	-0.18%	1.68%	1.91%	1.82%	2.29%
6mo Catalyst Term	5.01%	-0.18%	-0.71%	-0.99%	-0.65%	-0.01%	-0.76%	1.10%	1.33%	1.24%	1.71%
1yr Term CD	3.24%	1.59%	1.06%	0.78%	1.12%	1.76%	1.01%	2.87%	3.10%	3.01%	3.48%
1yr FHLB Term	4.34%	0.49%	-0.04%	-0.32%	0.02%	0.66%	-0.09%	1.77%	2.00%	1.91%	2.38%
2yr Term CD	2.96%	1.87%	1.34%	1.06%	1.40%	2.04%	1.29%	3.15%	3.38%	3.29%	3.76%
2yr FHLB Term	4.25%	0.58%	0.05%	-0.23%	0.11%	0.75%	0.00%	1.86%	2.09%	2.00%	2.47%
3yr Term CD	2.86%	1.97%	1.44%	1.16%	1.50%	2.14%	1.39%	3.25%	3.48%	3.39%	3.86%
3yr FHLB Term	4.22%	0.61%	0.08%	-0.20%	0.14%	0.78%	0.03%	1.89%	2.12%	2.03%	2.50%
7yr FHLB Term	4.50%	0.33%	-0.20%	-0.48%	-0.14%	0.50%	-0.25%	1.61%	1.84%	1.75%	2.22%
10yr FHLB Term	4.67%	0.16%	-0.37%	-0.65%	-0.31%	0.33%	-0.42%	1.44%	1.67%	1.58%	2.05%

RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS

	Current Return	For	Then for the Next	The Net Return Needed to Break-even Against*:						
				30Y FLM	15Y FLM	5Y New	5Y Used	4Y Call	3Y Call	2Y Call
Cash	4.83%	-	-	-	-	-	-	-	-	-
1yr Agy	4.30%	1 year	4 years	7.33%	6.74%	6.56%	6.85%	5.23%	4.39%	2.21%
2yr Agy Callable	4.02%	2 years	3 years	8.52%	7.74%	7.50%	7.89%	5.98%	5.04%	-
3yr Agy Callable	4.36%	3 years	2 years	10.26%	9.09%	8.74%	9.31%	6.92%	-	-
4yr Agy Callable	5.00%	4 years	1 year	13.60%	11.25%	10.55%	11.70%	-	-	-
5yr Agy Callable	4.25%	5 years	-	-	-	-	-	-	-	-
5yr New Vehicle	6.11%	3 years	2 years	7.64%	6.46%	-	-	-	-	-
5yr Used Vehicle	6.34%	3 years	2 years	7.29%	6.12%	-	-	-	-	-
15yr Mortgage	6.25%	5 years	-	-	-	-	-	-	-	-
30yr Mortgage	6.72%	5 years	-	-	-	-	-	-	-	-

* Best relative value noted by probabilities of achieving "break-even" returns