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ANALYSIS

AND /

**ECONOMIC UPDATE** 

Market Analysis

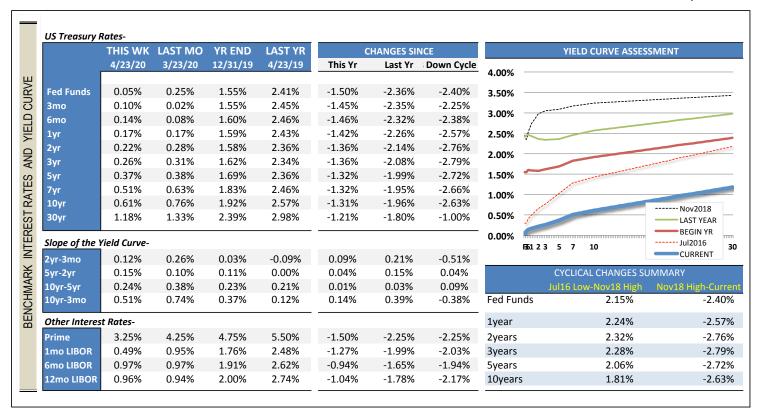
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Regulatory Expert

#### 24 April 2020



### NEW HOME SALES FALL 15.4 PERCENT IN MARCH; HOMES ON MARKET INCREASE 2.8%

Sales of new single-family homes in the United States plunged 15.4 percent from the previous month to a seasonally adjusted annual rate of 627 thousand in March of 2020, below a downwardly revised 741 thousand in February.

It is the lowest reading since May of 2019 and the biggest drop since July of 2013.

However, further declines are expected in the coming months due to the coronavirus outbreak. Sales fell in the Northeast (-41.5 percent to 24 thousand), the West (-38.5 percent to 139 thousand), the Midwest (-8.1 percent to 79 thousand) and the South (-0.8 percent to 385 thousand).

There were 333,000 new homes on the market, up 2.8 percent from February. At March's sales pace it would take 5.4 months to clear the supply of houses on the market.

The median new house price rose to USD 321,400 from USD 310,600 a year ago. Year-over-year new home sales declined 9.5 percent.

Key Economic Indicators for Banks, Thrifts & Credit Unions-										
		LATEST	CURRENT	PREV						
GDP	QoQ	Q4-Final	2.1%	2.1%						
GDP - YTD	Annl	Q4-Final	2.3%	2.4%						
Consumer Spending	QoQ	Q4-Final	1.8%	3.2%						
Consumer Spending	Annl	Q4-Final	2.7%	3.0%						
Unemployment	Мо	Mar	4.4%	3.5%						
Consumer Inflation	YoY	Mar	1.5%	2.3%						
Core Inflation	YoY	Mar	2.1%	2.4%						
Consumer Credit	Annual	Feb	6.4%	3.5%						
Retail Sales	YoY	Mar	1.7%	6.5%						
Vehicle Sales	Annl (Mil)	Mar	11.7	17.3						
Home Sales	Annl (Mil)	Mar	6.035	6.534						
Home Prices	YoY	Jan	3.1%	2.9%						

	THIS WK	YR END	PCT CH	HANGES	
	4/23/20	12/31/19	YTD	12Mos	
DJIA	23,515	28,538	-17.6%	-17.5%	
S&P 500	2,798	3,231	-13.4%	-4.5%	
NASDAQ	8,495	8,973	-5.3%	5.1%	
Crude Oil	16.60	61.06	-72.8%	-72.9%	
Avg Gasoline	1.81	2.57	-29.5%	-40.0%	
Gold	1,745.0	1,523.1	14.6%	34.7%	



# RESOURCES "

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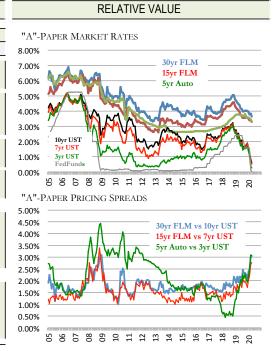
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### AVERAGE CREDIT UNION RATES AND RATE SENSITIVITY

	THIS WK	YTD (	Change	Chg in Cu	rrent Cycle*	Rate Se	nsitivity
	4/23/20	Rate	Benchmark	Rate	Benchmark	YTD	Cycle
Classic CC	11.01%	-0.44%	-1.50%	-0.68%	-2.25%	29%	30%
Platinum CC	9.29%	-0.63%	-1.50%	-0.98%	-2.25%	42%	44%
48mo Veh	3.22%	-0.25%	-1.36%	-0.44%	-2.76%	18%	16%
60mo Veh	3.33%	-0.26%	-1.36%	-0.44%	-2.79%	19%	16%
72mo Veh	3.65%	-0.26%	-1.34%	-0.47%	-2.76%	19%	17%
HE LOC	4.18%	-0.82%	-1.50%	-1.38%	-2.25%	55%	61%
10yr HE	5.09%	-0.19%	-1.32%	-0.43%	-2.78%	14%	15%
15yr FRM	3.28%	-0.29%	-1.32%	-1.30%	-2.72%	22%	48%
30yr FRM	3.65%	-0.36%	-1.31%	-1.42%	-2.63%	28%	54%
Sh Drafts	0.12%	-0.02%	-1.50%	-0.02%	-2.40%	1%	1%
Reg Svgs	0.15%	-0.04%	-1.50%	-0.04%	-2.40%	3%	2%
MMkt-10k	0.32%	-0.13%	-1.50%	-0.16%	-2.40%	9%	7%
MMkt-50k	0.44%	-0.18%	-1.50%	-0.21%	-2.40%	12%	9%
6mo CD	0.58%	-0.41%	-1.46%	-0.45%	-2.38%	28%	19%
1yr CD	0.83%	-0.57%	-1.42%	-0.68%	-2.57%	40%	26%
2yr CD	1.02%	-0.62%	-1.36%	-0.83%	-2.76%	46%	30%
3yr CD	1.15%	-0.64%	-1.36%	-0.91%	-2.79%	47%	33%



#### STRATEGICALLY FOR CREDIT UNIONS

Home sales activity in coming months will take a significant hit from the government-mandated shutdowns and layoffs. But the outlook for the housing sector should improve as the virus impacts wane and low mortgage rates and continued demand should drive a rebound in housing activity later this year and into 2021.

This is supported by a report on pending home sales — a measure of signed contracts, not closings — that show are 32% lower annually now, according to research by Zillow. But the week-over-week change in pending sales turned positive in the week ending April 15. Pending sales were up 6.2% week over week as of the seven days ending April 19.

It's too early to fully understand why interest in buying homes has bounced back so suddenly. People may just be getting more bored at home and are interested in seeing if there are any great deals on homes in their areas. It could, however, reflect potential homebuyers and sellers responding to some relatively good news.

Consumers are mostly abiding by stay-in-shelter directives, and it appears the current decline in buyer and seller activity is only temporary, with a majority ready to hit the market in a couple of months.

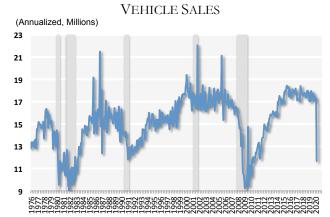
Additional information and other market-related reports can be viewed at www.Meridian-ally.com

ECONOMIC RELEASES		
RELEASES THIS WEEK:	Current	Previous
Existing Home Sales (Mar, Annizd, Mils)	5.270	5.300
New Home Sales (Mar, Annlzd, Mils)	0.765	0.650

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Home Prices (Feb, YoY)	3.1%	3.1%
GDP (Q1, QoQ)	-4.6%	2.1%

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<sup>\*</sup>Since Nov 2018





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			ECO	NOMIC FO	RECAST				ECONOMIC FORECAST										
		2019				20				021									
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
ECONOMIC OUTLOOK								_											
Gross Domestic Product	2.0%	2.1%	2.1%	-1.2%	-12.9%	-1.9%	5.4%	8.8%	5.9%	3.1%	2.0%								
Consumer Spending	4.6%	3.2%	1.8%	-1.9%	-16.4%	0.7%	7.8%	5.5%	3.4%	1.9%	2.2%								
	4.8%	1.7%	2.5%	2.1%	1.4%	1.0%	1.1%	2.2%	1.4%	1.2%	0.7%								
Government Spending	4.0%	1.770	2.5%	2.170	1.470	1.0%	1.170	2.270	1.470	1.270	0.7%								
Consumer Inflation	1.8%	1.8%	2.0%	2.1%	0.0%	0.4%	0.7%	1.0%	3.1%	2.5%	2.1%								
Unemployment Rate	3.6%	2.6%	3.5%	3.6%	7.6%	8.7%	9.1%	7.8%	6.6%	5.7%	5.0%								
Home Prices	2.0%	2.1%	2.5%	2.9%	3.0%	2.9%	2.4%	2.2%	2.3%	2.5%	2.7%								
HOME & VEHICLE LOAN MA	ARKETS																		
Total Home Sales (Mil)	5.948	6.126	6.137	6.181	5.542	5.796	6.306	6.450	6.511	6.564	6.65								
Existing Homes (Mil)	5.287	5.427	5.414	5.416	4.853	5.095	5.559	5.686	5.741	5.790	5.86								
New Homes (Mils)	0.661	0.699	0.723	0.765	0.689	0.701	0.747	0.764	0.770	0.774	0.78								
Single Family Origs (B\$)	501	651	696	563	768	600	495	420	505	507	467								
Purchase	355	375	314	257	350	300	335	290	380	380	347								
Refinancing	146	276	382	306	418	300	160	130	125	127	120								
Refi Share (%)	29%	42%	55%	54%	54%	50%	32%	31%	25%	25%	26%								
Vehicle Loans Sales (Mil)	17.5	17.5	17.2	15.4	10.6	7.1	8.7	9.5	11.6	16.2	16.0								
MAADWET DATE OUTLOOK																			
MARKET RATE OUTLOOK																			
Fed Funds	2.4%	1.9%	1.6%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%								
2-year US Treasury	1.8%	1.8%	1.6%	1.4%	0.3%	0.3%	0.3%	0.4%	0.4%	0.5%	0.6%								
3-year US Treasury	1.7%	1.7%	1.6%	1.5%	0.3%	0.3%	0.3%	0.4%	0.4%	0.5%	0.6%								
7-years US Treasury	1.9%	1.8%	1.6%	1.6%	0.6%	0.6%	0.7%	0.8%	0.8%	0.9%	1.1%								
10-year US Treasury	2.3%	1.8%	1.8%	1.7%	1.0%	1.2%	1.3%	1.5%	1.5%	1.7%	1.8%								
5-year A-paper Vehicle	3.8%	3.7%	3.7%	3.6%	3.5%	3.5%	3.6%	3.7%	3.9%	3.9%	4.0%								
15-year A-paper FLM	3.8%	3.8%	3.7%	3.6%	3.5%	3.5%	3.6%	3.7%	3.9%	3.9%	4.0%								
30-year A-paper FLM	4.0%	3.7%	3.7%	3.7%	3.8%	3.8%	3.8%	3.7%	4.0%	4.1%	4.0%								
Jo year A-paper ruivi	4.070	3.770	3.770	3.170	3.0%	3.0/0	3.070	3.570	4.0%	4.170	4.27								





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### **ECONOMIC CALENDAR**

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Mar 30	31	Apr 1	2	3	4
	Home Prices 3.1%	-	Jobless Claims 6.648M Factory Orders 0%	Unemployment 4.4%	
			ractory orders 0%		
6	7	8	9	10	11
	Consumer Credit 6.4%		Jobless Claims 6.615M Wh Inflation +0.7%	Consumer Inflation 1.5%	
			WIT IIIIIation +0.7%		
13	14	15	16	17	18
		Retail Sales -8.7% Ind Production -5.5%	Jobless Claims 5.245M		
		FOMC Beige Book			
20	21	22	23	24	25
	ExistingHomes 5.27M		Jobless Claims 4.427k New Homes 627k	Durable Goods -14.4%	
			New Homes 627K		
27	28	29	30		2
	Home Prices Consumer Confidence	GDP (Q1-1st)	Jobless Claims	Construction Spending	
4	5	6	7	-	9
			Jobless Claims Consumer Credit	Unemployment Rate Non-farm Payrolls	
11	12	13	14		16
	Consumer Inflation	Wholesale Inflation	Jobless Claims	Retail Sales Industrial Production	
18	19	20	Jobless Claims	22	23
			Existing Home Sales		

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O4-2019	<\$2 Million	\$2-10 Million	\$10-50 <million< th=""><th>\$50-100 Million</th><th>\$100-500 Million</th><th>\$500&gt; Million</th><th>TOTAL</th><th>&lt;\$10 Million</th><th>&lt;\$50 Million</th><th>&lt;\$100 Million</th><th>&lt;\$500 Million</th></million<>	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
<b>X</b> . 2325											
DEMOGRAPHICS	I							T.			
Number of Credit Unions	402	927	1,635	677	1,018	577	5,236	1,329	2,964	3,641	4,659
Average Assets (\$Mil)	\$1.0	\$6.0	\$26.1	\$72.8	\$226.8	\$1,949.0	\$277.6	\$4.5	\$16.4	\$26.9	\$70.6
Pct of Credit Unions	8%	18%	31%	13%	19%	11%	100%	25%	57%	70%	89%
Pct of Industry Assets	0%	0%	3%	3%	15%	79%	100%	0%	3%	6%	21%
GROWTH RATES (YTD)											
Total Assets	-9.6%	-7.2%	-3.3%	-1.5%	-1.4%	10.6%	7.8%	-7.4%	-3.8%	-2.7%	-1.7%
Total Loans	-8.1%	-7.0%	-3.0%	-2.4%	-3.0%	8.5%	6.2%	-7.0%	-3.5%	-2.9%	-3.0%
Total Shares	-8.0%	-6.4%	-3.1%	-1.6%	-1.2%	9.4%	6.9%	-6.5%	-3.6%	-2.6%	-1.6%
Net Worth	-7.7%	-4.4%	-1.1%	1.1%	0.5%	11.0%	8.5%	-4.7%	-1.6%	-0.3%	0.3%
BALANCE SHEET ALLOCATIO	N										
Net Worth-to-Total Assets	19.1%	16.3%	13.2%	12.3%	11.6%	11.2%	11.4%	16.5%	13.6%	12.9%	12.0%
Cash & Inv-to-Total Assets	50%	46%	43%	37%	27%	23%	25%	46%	43%	40%	31%
Loans-to-Total Assets	50%	52%	54%	59%	68%	72%	71%	52%	54%	56%	64%
Vehicle-to-Total Loans	60%	63%	49%	43%	39%	32%	34%	62%	50%	46%	41%
REL-to-Total Loans	1%	8%	30%	39%	45%	52%	50%	8%	28%	34%	42%
REL-to-Net Worth	2%	27%	123%	185%	262%	337%	313%	25%	109%	146%	225%
Indirect-to-Total Loans	0%	0%	5%	12%	19%	22%	21%	0%	4%	8%	16%
Loans-to-Total Shares	62%	63%	63%	68%	78%	87%	84%	63%	63%	65%	74%
Nonterm-to-Total Shares	92%	85%	80%	77%	74%	69%	70%	85%	81%	79%	75%
Short-term Funding Ratio	39.8%	30.7%	24.4%	20.5%	14.9%	11.7%	12.8%	25.1%	22.8%	17.3%	12.9%
Net Long-term Asset Ratio	3.5%	7.8%	18.2%	24.1%	30.5%	35.6%	34.0%	17.0%	20.6%	27.6%	33.8%
LOAN QUALITY											
Loan Delinquency Ratio	3.35%	1.80%	1.06%	0.84%	0.75%	0.68%	0.70%	1.14%	0.98%	0.81%	0.71%
Net Charge-off Ratio	0.86%	0.57%	0.46%	0.46%	0.47%	0.59%	0.57%	0.47%	0.47%	0.47%	0.57%
"Misery" Index	4.21%	2.37%	1.52%	1.30%	1.22%	1.27%	1.27%	1.62%	1.45%	1.28%	1.27%
RE Loan Delinquency	1.63%	1.62%	0.99%	0.72%	0.65%	0.52%	0.55%	1.62%	1.01%	0.83%	0.69%
• •											
Vehicle Loan Delinquency	2.80%	1.75%	1.00%	0.82%	0.71%	0.61%	0.65%	1.81%	1.12%	0.97%	0.79%
Direct Loans	2.80%	1.75%	0.98%	0.78%	0.66%	0.55%	0.63%	1.81%	1.11%	0.96%	0.78%
Indirect Loans	0.00%	1.46%	1.22%	0.93%	0.76%	0.64%	0.66%	1.46%	1.22%	1.00%	0.79%
Loss Allow as % of Loans	2.75%	1.33%	0.89%	0.82%	0.79%	0.88%	0.86%	1.42%	0.95%	0.88%	0.81%
Current Loss Exposure	1.53%	0.92%	0.65%	0.55%	0.54%	0.48%	0.49%	0.96%	0.68%	0.61%	0.56%
EARNINGS	I							I			
Gross Asset Yield	4.11%	4.01%	3.78%	3.81%	3.85%	4.12%	4.06%	4.02%	3.81%	3.81%	3.84%
Cost of Funds	0.55%	0.44%	0.43%	0.48%	0.61%	0.99%	0.90%	0.45%	0.43%	0.45%	0.56%
Gross Interest Margin	3.55%	3.57%	3.36%	3.33%	3.24%	3.13%	3.16%	3.57%	3.38%	3.36%	3.27%
Provision Expense	0.38%	0.33%	0.25%	0.27%	0.31%	0.47%	0.43%	0.34%	0.26%	0.27%	0.30%
Net Interest Margin	3.17%	3.23%	3.11%	3.05%	2.93%	2.67%	2.73%	3.23%	3.12%	3.09%	2.98%
Non-Interest Income	0.55%	0.73%	1.02%	1.28%	1.44%	1.36%	1.36%	0.72%	0.98%	1.13%	1.35%
Non-Interest Expense	4.19%	3.67%	3.62%	3.72%	3.69%	3.07%	3.20%	3.70%	3.63%	3.67%	3.69%
Net Operating Expense	3.65%	2.94%	2.60%	2.44%	2.25%	1.71%	1.85%	2.99%	2.64%	2.54%	2.34%
Net Operating Return	-0.48%	0.29%	0.51%	0.61%	0.68%	0.95%	0.89%	0.24%	0.48%	0.55%	0.64%
Non-recurring Inc(Exp)	0.41%	0.03%	0.05%	0.02%	0.04%	0.05%	0.05%	0.05%	0.05%	0.03%	0.04%
Net Income	-0.06%	0.32%	0.56%	0.63%	0.72%	1.01%	0.94%	0.29%	0.53%	0.58%	0.68%
Return on Net Worth	-0.4%	2.0%	4.3%	5.2%	6.2%	8.5%	7.9%	1.9%	4.0%	4.6%	5.7%

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OPERATING EFFICIENCIES:											
Loans & Shares-											
Avg Loan Balance Avg Loan Rate Avg Loan Yield, net	\$4,312 7% 7%	\$7,450 6% 6%	\$8,344 5% 5%	\$10,252 5% 5%	\$13,299 5% 5%	\$16,896 5% 4%	\$15,668 5% 4%	\$7,260 6% 6%	\$8,215 5% 5%	\$9,291 5% 5%	\$12,265 5% 5%
Avg Share Balance Avg Share Rate	\$2,268 0.69%	\$4,741 0.53%	\$7,270 0.49%	\$8,360 0.55%	\$9,463 0.71%	\$11,743 1.18%	\$10,963 1.06%	\$4,447 0.54%	\$6,778 0.50%	\$7,505 0.53%	\$8,788 0.65%
NM Deposit Ratio	1.7%	1.2%	1.0%	0.9%	1.1%	0.9%	1.0%	1.2%	1.0%	1.0%	1.1%
Net Operating Profitability	/-										
Earning Asset/Funding Avg Revenue per FTE	124% \$47,525	118% \$111,845	112% \$166,194	109% \$180,185	108% \$196,430	109% \$292,787	109% \$262,191	119% \$103,118	113% \$154,925	111% \$167,133	109% \$187,159
Avg OpExpense per FTE Avg Int & Prov Exp per FTE	\$42,841 \$9,553	\$86,654 \$18,329	\$125,116 \$23,389	\$131,750 \$26,690	\$137,099 \$34,188	\$164,109 \$77,693	\$155,105 \$64,194	\$80,709 \$17,139	\$117,183 \$22,272	\$124,223 \$24,408	\$133,025 \$31,093
Avg OpReturn per FTE Net OpExp-to-Total Exp	-\$4,869 87%	\$6,861 80%	\$17,688 72%	\$21,744 66%	\$25,143 61%	\$50,986 56%	\$42,892 58%	\$5,270 81%	\$15,470 73%	\$18,502 69%	\$23,042 63%
Operating Revenue-											
Non-Int Inc-to-Total Rev Interest Inc per FTE Non-Int Inc per FTE	12% \$32,397 \$5,575	15% \$76,330 \$17,186	21% \$107,482 \$35,323	25% \$108,195 \$45,300	27% \$108,808 \$53,434	25% \$142,485 \$72,609	25% \$132,326 \$65,671	15% \$70,369 \$15,610	21% \$100,851 \$31,801	23% \$104,400 \$38,325	26% \$107,413 \$48,653
Operating Expenses-											
C&B Expense Ratio Pct of Total Op Exp Avg C&B per FTE	2.05% 49% \$20,964	1.92% 52% \$45,436	1.73% 48% \$59,838	1.79% 48% \$63,226	1.86% 50% \$69,020	1.60% 52% \$85,319	1.65% 51% \$79,757	1.93% 52% \$42,115	1.75% 48% \$56,671	1.77% 48% \$59,839	1.83% 50% \$66,115
Occ & Ops Exp Ratio Pct of Total Op Exp	1.32%	0.98%	0.96%	0.93% 25%	0.94%	0.75%	0.79%	1.01%	0.97%	0.95%	0.95%
Avg O&O per FTE	\$13,453	\$23,243	\$33,258	\$32,887	\$35,092	\$40,258	\$38,481	\$21,914	\$31,231	\$32,031	\$34,123
All Other Exp Ratio Pct of Total Op Exp Avg AOE per FTE	0.41% 10% \$8,425	0.73% 20% \$17,976	0.87% 24% \$32,021	0.99% 27% \$35,638	0.85% 23% \$32,987	0.67% 22% \$38,531	0.71% 22% \$36,867	0.71% 19% \$16,680	0.85% 24% \$29,280	0.92% 25% \$32,353	0.87% 24% \$32,787
		\$17,970	<b>JJ2,021</b>	\$33,038	<b>JJ2,367</b>	\$30,331	\$30,807	710,000	\$29,200	732,333	732,767
Average Margin per Account			4.00	4=00	4=00	A	4=00	A	4.00	4.50	4==0
Avg Int Inc per Loan Avg Int Exp per Share Avg Return	\$283 \$16 \$267	\$422 \$25 \$397	\$430 \$36 \$394	\$502 \$46 \$455	\$599 \$67 \$532	\$751 \$139 \$612	\$703 \$117 \$586	\$415 \$24 \$391	\$429 \$34 \$395	\$469 \$39 \$429	\$570 \$57 \$512
Staffing-											
Full-time Equivalents Pct PT Employees FTE-to-Ops (Staffing)	358 78% 2.06	2,281 42% 0.76	12,130 15% 0.44	13,814 11% 0.38	61,743 8% 0.32	221,494 6% 0.21	311,819 7% 0.24	2,639 48% 0.83	14,768 22% 0.48	28,582 17% 0.43	90,325 11% 0.35
Membership Outreach- Members-to-Potential	8.5%	7.8%	2.9%	2.6%	2.7%	3.1%	3.0%	7.9%	3.3%	2.9%	2.7%
Members-to-FTEs	343	7.8% 399	403	365	337	400	3.0%	391	3.3% 401	383	352
Branches Members per Branch	391 314	956 952	2,417 2,024	1,755 2,869	5,215 3,993	10,396 8,523	21,130 5,697	1,347 766	3,764 1,574	5,519 1,986	10,734 2,961