

# MERIDIAN ECONOMICS

Trusted Insight, Effective Solutions

## CREDIT UNION RATE SURVEY RATE WATCH™

Business & Industry Consulting

Market Analysis

Strategic Solutions

Financial Investments

Risk Management

Regulatory Expert

31 March 2019

	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
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### United States-

<b>National Average</b>	<b>11.69%</b>	<b>9.45%</b>	<b>3.66%</b>	<b>3.78%</b>	<b>4.13%</b>	<b>3.89%</b>	<b>4.00%</b>	<b>5.56%</b>	<b>5.51%</b>	<b>4.10%</b>	<b>4.53%</b>
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### Mid-South-

<b>Mid-South-</b>	<b>11.03%</b>	<b>9.42%</b>	<b>3.58%</b>	<b>3.69%</b>	<b>4.02%</b>	<b>3.77%</b>	<b>3.86%</b>	<b>5.56%</b>	<b>5.68%</b>	<b>4.17%</b>	<b>4.59%</b>
Texas	11.34%	9.11%	3.58%	3.71%	4.03%	3.83%	3.93%	5.68%	5.52%	4.19%	4.66%
Oklahoma	10.16%	9.71%	3.83%	3.89%	4.08%	3.97%	4.05%	5.36%	5.48%	3.97%	4.37%
Louisiana	12.08%	9.30%	3.35%	3.53%	3.92%	3.62%	3.75%	5.47%	6.19%	4.23%	4.60%
Arkansas	8.99%	9.01%	3.43%	3.51%	3.80%	3.54%	3.60%	5.81%	5.52%	4.25%	4.70%
Missouri	12.58%	9.97%	3.71%	3.83%	4.28%	3.88%	3.99%	5.50%	5.71%	4.22%	4.61%

### Mountain West-

<b>Mountain West-</b>	<b>11.41%</b>	<b>9.71%</b>	<b>3.92%</b>	<b>3.99%</b>	<b>4.24%</b>	<b>4.03%</b>	<b>4.11%</b>	<b>5.79%</b>	<b>6.10%</b>	<b>4.08%</b>	<b>4.43%</b>
Arizona	9.99%	10.13%	3.72%	3.81%	4.13%	3.86%	3.95%	5.90%	6.17%	4.07%	4.55%
New Mexico	12.35%	9.95%	3.48%	3.59%	3.83%	3.70%	3.85%	5.90%	6.04%	4.35%	4.48%
Utah	11.53%	9.20%	4.14%	4.17%	4.40%	4.18%	4.21%	5.62%	5.79%	3.81%	4.15%
Colorado	12.14%	9.30%	3.92%	4.00%	4.28%	4.08%	4.16%	5.56%	5.77%	4.04%	4.51%
Idaho	11.02%	9.96%	4.34%	4.38%	4.57%	4.34%	4.39%	5.96%	6.71%	4.15%	4.47%

### West-

<b>West-</b>	<b>11.93%</b>	<b>9.03%</b>	<b>3.56%</b>	<b>3.68%</b>	<b>3.96%</b>	<b>3.75%</b>	<b>3.87%</b>	<b>5.75%</b>	<b>5.93%</b>	<b>4.03%</b>	<b>4.50%</b>
California	11.84%	9.87%	3.47%	3.59%	3.85%	3.66%	3.78%	5.69%	5.68%	4.01%	4.47%
Oregon	11.80%	10.12%	3.83%	3.93%	4.08%	3.94%	4.02%	5.91%	5.50%	4.03%	4.54%
Washington	11.51%	9.69%	3.99%	4.17%	4.36%	4.07%	4.25%	5.94%	6.08%	4.15%	4.52%
Hawaii	12.61%	6.27%	2.85%	2.96%	3.52%	3.24%	3.37%	5.51%	6.16%	3.99%	4.47%
Nevada	11.90%	9.19%	3.68%	3.77%	3.99%	3.86%	3.95%	5.70%	6.22%	3.95%	4.52%

### Midwest-

<b>Midwest-</b>	<b>11.99%</b>	<b>9.56%</b>	<b>3.70%</b>	<b>3.81%</b>	<b>4.18%</b>	<b>3.87%</b>	<b>3.97%</b>	<b>5.40%</b>	<b>5.51%</b>	<b>4.11%</b>	<b>4.53%</b>
Illinois	11.91%	9.48%	3.50%	3.62%	3.99%	3.67%	3.79%	5.47%	5.77%	4.12%	4.54%
Ohio	11.95%	9.71%	3.80%	3.87%	4.18%	4.02%	4.09%	5.39%	5.79%	4.10%	4.60%
Michigan	12.45%	9.09%	3.60%	3.69%	4.03%	3.69%	3.78%	5.47%	5.43%	4.16%	4.56%
Wisconsin	11.34%	9.64%	3.91%	4.07%	4.40%	4.08%	4.23%	5.28%	5.02%	4.04%	4.45%
Indiana	12.29%	9.86%	3.69%	3.81%	4.28%	3.87%	3.98%	5.39%	5.52%	4.11%	4.52%

### South-

<b>South-</b>	<b>11.85%</b>	<b>9.33%</b>	<b>3.39%</b>	<b>3.52%</b>	<b>3.85%</b>	<b>3.71%</b>	<b>3.83%</b>	<b>5.64%</b>	<b>5.88%</b>	<b>4.12%</b>	<b>4.55%</b>
Florida	12.30%	9.37%	3.34%	3.44%	3.73%	3.61%	3.73%	5.45%	5.68%	4.15%	4.61%
Georgia	11.97%	8.53%	3.57%	3.67%	3.97%	3.81%	3.86%	5.39%	5.70%	4.14%	4.56%
South Carolina	12.02%	9.89%	3.29%	3.40%	3.76%	3.68%	3.77%	5.76%	6.03%	4.09%	4.53%
Alabama	11.68%	9.30%	3.14%	3.43%	3.80%	3.40%	3.64%	5.71%	6.07%	4.10%	4.50%
North Carolina	11.26%	9.55%	3.59%	3.66%	4.00%	4.05%	4.14%	5.88%	5.91%	4.13%	4.54%

### Northeast-

<b>Northeast-</b>	<b>11.57%</b>	<b>9.28%</b>	<b>3.45%</b>	<b>3.56%</b>	<b>3.98%</b>	<b>3.72%</b>	<b>3.86%</b>	<b>5.37%</b>	<b>5.06%</b>	<b>4.03%</b>	<b>4.46%</b>
New York	11.46%	9.29%	3.36%	3.47%	3.82%	3.79%	3.89%	5.49%	5.01%	4.03%	4.45%
Massachusetts	11.44%	10.03%	3.62%	3.74%	4.19%	3.76%	3.87%	5.32%	4.76%	4.00%	4.42%
Pennsylvania	11.36%	8.78%	3.62%	3.62%	4.05%	3.74%	3.92%	5.31%	4.80%	4.11%	4.49%
New Jersey	11.84%	9.20%	3.44%	3.59%	4.09%	3.83%	3.98%	5.53%	5.33%	4.02%	4.42%
Maryland	11.76%	9.09%	3.22%	3.39%	3.75%	3.50%	3.66%	5.22%	5.39%	4.00%	4.52%

**31 March 2019**

	Share Draft	Regular Savings	\$10K MMkt	\$50K MMkt	3MO CD	6MO CD	1YR CD	2YR CD	3YR CD	4YR CD
<b>United States-</b>										
<b>National Average</b>	<b>0.14%</b>	<b>0.19%</b>	<b>0.48%</b>	<b>0.66%</b>	<b>0.62%</b>	<b>1.04%</b>	<b>1.52%</b>	<b>1.85%</b>	<b>2.25%</b>	<b>2.50%</b>
<b>Mid-South-</b>										
Texas	0.12%	0.21%	0.43%	0.55%	0.79%	1.21%	1.75%	2.04%	2.22%	2.40%
Oklahoma	0.26%	0.37%	0.60%	0.80%	1.03%	1.56%	1.84%	2.14%	2.32%	2.42%
Louisiana	0.20%	0.25%	0.44%	0.56%	0.77%	1.10%	1.70%	2.02%	2.32%	2.65%
Arkansas	0.09%	0.15%	0.46%	0.77%	0.62%	1.04%	1.54%	1.76%	2.09%	2.47%
Missouri	0.21%	0.22%	0.52%	0.70%	0.68%	1.08%	1.55%	1.97%	2.19%	2.40%
<b>Mountain West-</b>										
Arizona	0.13%	0.19%	0.41%	0.54%	0.52%	1.04%	1.39%	1.74%	2.25%	2.19%
New Mexico	0.11%	0.14%	0.33%	0.45%	0.58%	0.98%	1.49%	1.93%	2.08%	2.28%
Utah	0.09%	0.17%	0.51%	0.68%	0.88%	1.49%	2.32%	2.60%	2.86%	3.03%
Colorado	0.12%	0.20%	0.49%	0.62%	0.87%	1.30%	1.72%	1.96%	2.13%	2.34%
Idaho	0.14%	0.14%	0.33%	0.48%	0.44%	1.02%	1.97%	2.23%	2.21%	2.43%
<b>West-</b>										
California	0.12%	0.17%	0.40%	0.55%	0.63%	1.00%	1.52%	1.83%	2.04%	2.16%
Oregon	0.08%	0.09%	0.24%	0.38%	0.38%	0.83%	1.29%	1.66%	1.95%	2.13%
Washington	0.11%	0.13%	0.32%	0.53%	0.45%	0.72%	1.23%	1.71%	1.98%	2.16%
Hawaii	0.12%	0.16%	0.37%	0.43%	0.59%	1.04%	1.39%	1.57%	1.75%	1.98%
Nevada	0.11%	0.12%	0.38%	0.49%	0.69%	1.08%	1.43%	1.87%	2.08%	2.16%
<b>Midwest-</b>										
Illinois	0.22%	0.21%	0.43%	0.67%	0.46%	0.83%	1.27%	1.63%	1.87%	2.09%
Ohio	0.18%	0.12%	0.55%	0.81%	0.77%	1.17%	1.59%	1.93%	2.14%	2.33%
Michigan	0.12%	0.14%	0.34%	0.52%	0.51%	0.84%	1.31%	1.64%	1.88%	2.10%
Wisconsin	0.20%	0.18%	0.48%	0.80%	0.66%	1.02%	1.46%	1.81%	2.01%	2.13%
Indiana	0.17%	0.18%	0.47%	0.69%	0.46%	0.82%	1.14%	1.54%	1.87%	2.07%
<b>South-</b>										
Florida	0.17%	0.20%	0.41%	0.58%	0.53%	0.97%	1.41%	1.75%	2.00%	2.21%
Georgia	0.14%	0.23%	0.49%	0.63%	0.61%	1.01%	1.39%	1.64%	1.84%	2.00%
South Carolina	0.12%	0.13%	0.54%	0.77%	0.59%	0.84%	1.33%	1.72%	1.97%	2.16%
Alabama	0.19%	0.33%	0.51%	0.65%	0.67%	1.19%	1.70%	1.97%	2.22%	2.45%
North Carolina	0.13%	0.22%	0.54%	0.65%	0.45%	0.95%	1.45%	1.76%	2.00%	2.31%
<b>Northeast-</b>										
New York	0.13%	0.19%	0.49%	0.72%	0.63%	1.02%	1.52%	1.80%	2.24%	2.46%
Massachusetts	0.12%	0.16%	0.41%	0.71%	0.52%	0.85%	1.40%	1.80%	1.86%	2.04%
Pennsylvania	0.14%	0.18%	0.48%	0.64%	0.70%	1.06%	1.51%	1.87%	2.16%	2.31%
New Jersey	0.17%	0.22%	0.32%	0.48%	0.55%	0.83%	1.40%	1.56%	1.71%	1.87%
Maryland	0.22%	0.20%	0.50%	0.61%	0.83%	1.29%	1.76%	1.99%	2.06%	2.27%

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### RATE SENSITIVITY AND PRICING SPREAD ANALYSIS

	Jul 29 2016	Dec 2018	Current Avg Rate	YTD CHANGE		CYCLICAL CHANGE		RATE SENSITIVITY		Yield Curve	
				Current	Pricing	Current	Pricing	Chg in	Rate	Current Benchmark	
				Rate	Spread	Rate	Spread	Benchmk	Sensitivity		
Loan Rates-											
48Mo Vehicle Loan	2.58%	3.54%	3.66%	0.12%	-0.26%	1.08%	-0.52%	1.60%	68%	Prime	5.50%
60Mo Vehicle Loan	2.68%	3.65%	3.78%	0.13%	-0.10%	1.10%	-0.35%	1.45%	76%	FFds	2.43%
15Yr FR Mortgage	3.13%	4.46%	4.10%	-0.36%	-0.34%	0.97%	-0.05%	1.02%	95%	1m	2.43%
30Yr FR Mortgage	3.69%	4.89%	4.53%	-0.37%	-0.38%	0.84%	-0.12%	0.95%	88%	3m	2.40%
										6m	2.44%
										12m	2.40%
Share Rates-											
Share Draft	0.11%	0.13%	0.14%	0.01%	-1.09%	0.03%	-2.10%	2.13%	1%	2yr	2.27%
Regular Savings	0.14%	0.18%	0.19%	0.01%	-1.09%	0.05%	-2.08%	2.13%	2%	3yr	2.21%
Money Mkt Shares	0.31%	0.60%	0.66%	0.06%	-1.04%	0.35%	-1.78%	2.13%	16%	4yr	2.22%
										5yr	2.23%
6Mo Certificate	0.34%	0.93%	1.04%	0.11%	-0.80%	0.70%	-1.36%	2.06%	34%	7yr	2.31%
1Yr Certificate	0.53%	1.41%	1.52%	0.11%	-0.53%	0.99%	-0.91%	1.90%	52%	10yr	2.41%
2Yr Certificate	0.78%	1.75%	1.85%	0.10%	-0.28%	1.07%	-0.53%	1.60%	67%		
3Yr Certificate	1.04%	1.99%	2.25%	0.26%	0.03%	1.21%	-0.24%	1.45%	83%		

	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
<b>Average National Loan Rate Spreads-</b>											
Effective Pricing Spread	6.19%	3.95%	1.39%	1.57%	1.92%	1.62%	1.79%	0.06%	0.01%	1.79%	2.12%
Benchmarks:	Prime	Prime	2Yr UST	3Yr UST	3Yr UST	2Yr UST	3Yr UST	Prime	Prime	7Yr UST	10Yr UST
<b>Average National Share Rate Spreads-</b>											
Effective Pricing Spread		-2.29%	-2.24%	-1.95%	-1.77%	-1.78%	-1.40%	-0.88%	-0.42%	0.04%	0.28%
Benchmarks:		FedFds	FedFds	FedFds	FedFds	3Mo UST	6Mo UST	1Yr UST	2Yr UST	3Yr UST	3Yr UST

### 12 MONTH NATIONAL MARKET RATE HISTORY

	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Fed Funds	1.67%	1.69%	1.70%	1.91%	1.91%	1.91%	2.18%	2.20%	2.20%	2.40%	2.40%	2.40%	2.43%
1yr UST	2.09%	2.24%	2.23%	2.33%	2.44%	2.46%	2.59%	2.69%	2.72%	2.63%	2.55%	2.54%	2.40%
2yr UST	2.27%	2.49%	2.40%	2.52%	2.67%	2.62%	2.81%	2.87%	2.83%	2.48%	2.45%	2.55%	2.27%
3yr UST	2.39%	2.62%	2.54%	2.63%	2.77%	2.70%	2.88%	2.93%	2.84%	2.46%	2.43%	2.52%	2.21%
7yr UST	2.68%	2.91%	2.78%	2.81%	2.92%	2.81%	3.01%	3.07%	2.90%	2.59%	2.51%	2.63%	2.31%
10yr UST	2.74%	2.95%	2.83%	2.85%	2.96%	2.86%	3.05%	3.15%	2.98%	2.69%	2.63%	2.72%	2.41%
5yr Vehicle	3.05%	3.12%	3.16%	3.22%	3.33%	3.40%	3.45%	3.53%	3.59%	3.65%	3.73%	3.77%	3.78%
15yr FLM	4.14%	4.21%	4.32%	4.31%	4.31%	4.32%	4.42%	4.54%	4.58%	4.46%	4.29%	4.21%	4.10%
30yr FLM	4.42%	4.66%	4.76%	4.75%	4.74%	4.75%	4.87%	5.02%	5.06%	4.89%	4.74%	4.67%	4.53%
Reg Savings	0.16%	0.16%	0.16%	0.16%	0.17%	0.17%	0.17%	0.18%	0.18%	0.18%	0.19%	0.19%	0.19%
MoneyMkt	0.40%	0.42%	0.43%	0.45%	0.47%	0.50%	0.52%	0.55%	0.58%	0.60%	0.63%	0.65%	0.66%
1yr CD	0.87%	0.95%	0.98%	1.03%	1.10%	1.17%	1.22%	1.32%	1.37%	1.41%	1.47%	1.50%	1.52%
2yr CD	1.15%	1.23%	1.28%	1.33%	1.41%	1.51%	1.56%	1.65%	1.71%	1.75%	1.81%	1.84%	1.85%

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### HISTORICAL NATIONAL MARKET PRICING SPREADS

	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
<b>5yr Vehicle</b>	0.66%	0.50%	0.62%	0.59%	0.56%	0.70%	0.57%	0.60%	0.75%	1.19%	1.30%	1.25%	1.57%
<i>Benchmarks:</i>	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST	3Yr UST
<b>15yr FLM</b>	1.46%	1.30%	1.54%	1.50%	1.39%	1.51%	1.41%	1.47%	1.68%	1.87%	1.78%	1.58%	1.79%
<i>Benchmarks:</i>	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST	7Yr UST
<b>30yr FLM</b>	1.68%	1.71%	1.93%	1.90%	1.78%	1.89%	1.82%	1.87%	2.08%	2.20%	2.11%	1.95%	2.12%
<i>Benchmarks:</i>	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST	10Yr UST
<b>Reg Savings</b>	-1.51%	-1.53%	-1.54%	-1.75%	-1.74%	-1.74%	-2.01%	-2.02%	-2.02%	-2.22%	-2.21%	-2.21%	-2.24%
<i>Benchmarks:</i>	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds
<b>MoneyMkt</b>	-1.27%	-1.27%	-1.27%	-1.46%	-1.44%	-1.41%	-1.66%	-1.65%	-1.62%	-1.80%	-1.77%	-1.75%	-1.77%
<i>Benchmarks:</i>	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds	Fed Funds
<b>1yr CD</b>	-1.22%	-1.29%	-1.25%	-1.30%	-1.34%	-1.29%	-1.37%	-1.37%	-1.35%	-1.22%	-1.08%	-1.04%	-0.88%
<i>Benchmarks:</i>	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST	1yr UST
<b>2yr CD</b>	-1.12%	-1.26%	-1.12%	-1.19%	-1.26%	-1.11%	-1.25%	-1.22%	-1.12%	-0.73%	-0.64%	-0.71%	-0.42%
<i>Benchmarks:</i>	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST	2yr UST

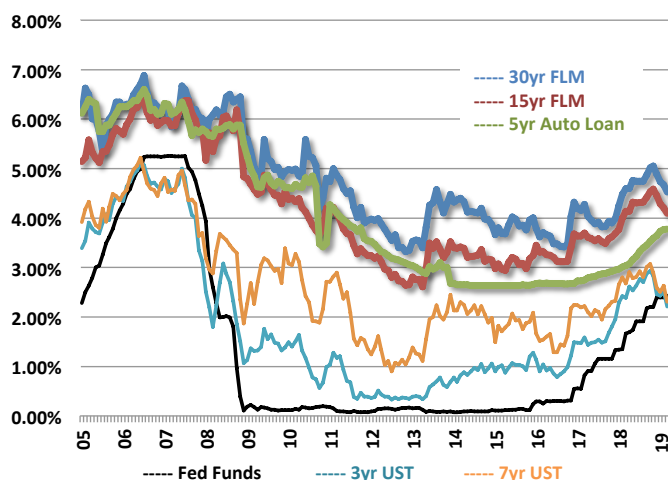
### HISTORICAL MARGINAL NATIONAL PRICING SPREADS BETWEEN LOANS AND SHARES

	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
<b>5yr Vehicle</b>													
vs Reg Svgs	2.89%	2.96%	3.00%	3.06%	3.16%	3.23%	3.28%	3.35%	3.41%	3.47%	3.54%	3.58%	3.59%
vs MMkt	2.65%	2.70%	2.73%	2.77%	2.86%	2.90%	2.93%	2.98%	3.01%	3.05%	3.10%	3.12%	3.12%
vs 1yr CD	2.18%	2.17%	2.18%	2.19%	2.23%	2.23%	2.23%	2.21%	2.22%	2.24%	2.26%	2.27%	2.26%
vs 2yr CD	1.90%	1.89%	1.88%	1.89%	1.92%	1.89%	1.89%	1.88%	1.88%	1.90%	1.92%	1.93%	1.93%
<b>15yr FLM</b>													
vs Reg Svgs	3.98%	4.05%	4.16%	4.15%	4.14%	4.15%	4.25%	4.36%	4.40%	4.28%	4.10%	4.02%	3.91%
vs MMkt	3.74%	3.79%	3.89%	3.86%	3.84%	3.82%	3.90%	3.99%	4.00%	3.86%	3.66%	3.56%	3.44%
vs 1yr CD	3.27%	3.26%	3.34%	3.28%	3.21%	3.15%	3.20%	3.22%	3.21%	3.05%	2.82%	2.71%	2.58%
vs 2yr CD	2.99%	2.98%	3.04%	2.98%	2.90%	2.81%	2.86%	2.89%	2.87%	2.71%	2.48%	2.37%	2.25%
<b>30yr FLM</b>													
vs Reg Svgs	4.26%	4.50%	4.60%	4.59%	4.57%	4.58%	4.70%	4.84%	4.88%	4.71%	4.55%	4.48%	4.34%
vs MMkt	4.02%	4.24%	4.33%	4.30%	4.27%	4.25%	4.35%	4.47%	4.48%	4.29%	4.11%	4.02%	3.87%
vs 1yr CD	3.55%	3.71%	3.78%	3.72%	3.64%	3.58%	3.65%	3.70%	3.69%	3.48%	3.27%	3.17%	3.01%
vs 2yr CD	3.27%	3.43%	3.48%	3.42%	3.33%	3.24%	3.31%	3.37%	3.35%	3.14%	2.93%	2.83%	2.68%

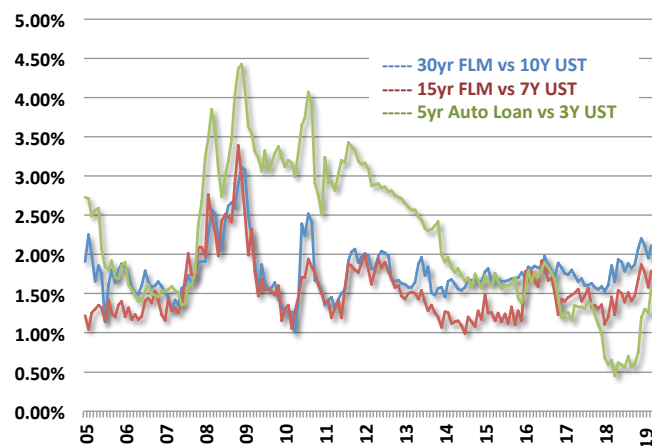
31 March 2019

### HISTORICAL NATIONAL MARKET RATES AND RELATIVE PRICING SPREADS

Historical Market Rates



Historical Pricing Spreads



### TOTAL RETURN ANALYSIS - 5-YEAR HORIZON

	Rate	Term	For the Next		The Required Rate of Return Needed to "Breakeven" Against:			
					30Yr FLM	15Yr FLM	5Yr Vehicle	4Yr MBS
2-year Agency Call	2.60%	2 Years	3 Years	Need to Yield at Least	5.81%	5.10%	6.14%	3.70%
3-year Agency Call	2.67%	3 Years	2 Years	Need to Yield at Least	7.31%	6.24%	-	4.59%
4-year Agency Call	2.98%	4 Years	1 Year	Need to Yield at Least	10.71%	8.58%	-	-
3-year MBS/CMO	2.83%	3 Years	2 Years	Need to Yield at Least	7.07%	6.00%	-	-
4-year MBS/CMO	3.15%	4 Years	1 Year	Need to Yield at Least	10.03%	7.90%	-	-
5-year Vehicle Loan	3.78%	3 Years	2 Years	Need to Yield at Least	5.64%	4.58%	-	-
15-year FR FLM	4.10%	5 Years	-	Need to Yield at Least	-	-	-	-
30-year FR FLM	4.53%	5 Years	-	Need to Yield at Least	-	-	-	-

### RELATIVE VALUE OF REALLOCATION - PER \$100 MILLION IN ASSETS

(000s)	Amount	Rate	\$ Impact on Income	Impact on ROA
+50bps Increase in Fed Funds (Assumes 12% STFR)	12,000	2.93%	352	0.18%
3 year Agency Callable	13,169	2.67%	352	0.18%
3 year Agency MBS	12,424	2.83%	352	0.18%
4 year Agency Callable	11,799	2.98%	352	0.18%
4 year Agency MBS	11,162	3.15%	352	0.18%
5 Year Vehicle Loan	9,302	3.78%	352	0.18%
15 Year FR FLM	8,578	4.10%	352	0.18%
30 Year FR FLM	7,770	4.53%	352	0.18%

31 March 2019

### CYCLICAL NATIONAL LOAN & SHARE RATE SENSITIVITY - RISING RATES

	Benchmark Rates			Market Rates			Rate Sensitivity
	Beginning	Ending	Change	Beginning	Ending	Change	

#### EARNING ASSETS

##### 2004 - 2007

Credit Cards	4.00%	8.25%	4.25%	11.00%	11.20%	0.20%	5%
5yr Vehicle Loans	1.91%	4.68%	2.77%	4.39%	6.14%	1.75%	63%
HE LOC	4.00%	8.25%	4.25%	5.10%	7.30%	2.20%	52%
15yr FR FLM	3.21%	4.69%	1.48%	5.00%	5.87%	0.87%	59%
30yr FR FLM	3.73%	4.76%	1.03%	5.75%	6.11%	0.36%	35%

##### 2016 - Present

Credit Cards	3.50%	5.50%	2.00%	11.39%	11.69%	0.30%	15%
5yr Vehicle Loans	0.82%	2.21%	1.39%	2.68%	3.78%	1.10%	79%
HE LOC	3.50%	5.50%	2.00%	4.01%	5.56%	1.55%	78%
15yr FR FLM	1.31%	2.31%	1.00%	3.14%	4.10%	0.96%	96%
30yr FR FLM	1.52%	2.41%	0.89%	3.69%	4.53%	0.84%	94%

#### FUNDING OBLIGATIONS

##### 2004 - 2007

Share Drafts	1.00%	5.25%	4.25%	0.35%	0.55%	0.20%	5%
Regular Savings	1.00%	5.25%	4.25%	0.86%	1.10%	0.24%	6%
Money Market	1.00%	5.25%	4.25%	1.28%	2.93%	1.65%	39%
1yr Certificate	1.20%	5.10%	3.90%	2.37%	4.51%	2.14%	55%
2yr Certificate	1.60%	5.00%	3.40%	2.28%	4.40%	2.12%	62%

##### 2016 - Present

Share Drafts	0.25%	2.43%	2.18%	0.11%	0.14%	0.03%	1%
Regular Savings	0.25%	2.43%	2.18%	0.14%	0.19%	0.05%	2%
Money Market	0.25%	2.43%	2.18%	0.31%	0.66%	0.35%	16%
1yr Certificate	0.50%	2.40%	1.90%	0.53%	1.52%	0.99%	52%
2yr Certificate	0.67%	2.27%	1.60%	0.78%	1.85%	1.07%	67%