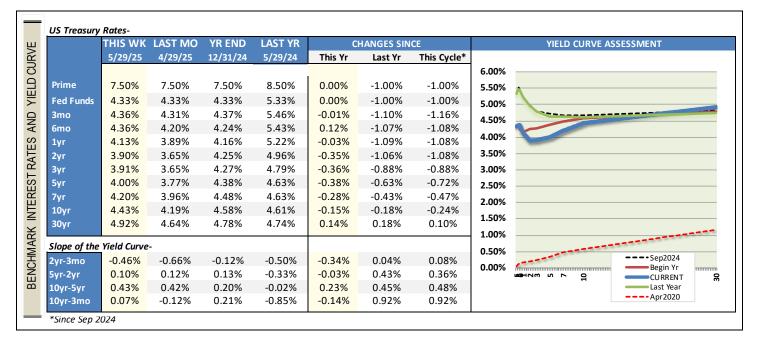
#### 30 May 2025



# MONTHLY HOME PRICES DECLINE FOR THE FIRST TIME IN OVER TWO YEARS; ANNUAL PRICES RISE 3.4%, DOWN FROM FEBRUARY

Home prices fell for the first time in over two years as historic unaffordability continued to weigh on the housing market — and prices could fall further in the months ahead.

The index of 20-city MSAs fell -0.12% in March from the previous month, marking the index's first monthly decline since January 2023. The data was seasonally adjusted. The year-over-year shows prices are still up 3.4%. Even that figure is a step down; the previous month saw a 3.7% year-over-year increase in home prices.

But the broader trend is that the housing market is slowing down.

**ECONOMIC UPDATE AND ANALYSIS** 

Home-price growth has been decelerating over the last few months. The explosive rate of home-price growth seen during the pandemic has slowed due to persistent unaffordability, and home prices have been falling for the past few months in places such as Tampa, Fla., where housing supply has exceeded demand.

The median price of a resale single-family home in March was \$407,300. For a condo or a co-op, it was \$363,000, and for a newly built single-family home, it was \$403,700.

| Key Economic Indicators f | or Banks, Th | rifts & Credit | Unions- |       |
|---------------------------|--------------|----------------|---------|-------|
|                           |              | LATEST         | CURRENT | PREV  |
| GDP                       | QoQ          | Q1-25 2nd      | -0.2%   | 2.4%  |
| GDP - YTD                 | Annl         | Q1-25 2nd      | -0.2%   | 2.5%  |
| Consumer Spending         | QoQ          | Q1-25 2nd      | 1.2%    | 4.0%  |
| Consumer Spending YTD     | Annl         | Q1-25 2nd      | 1.2%    | 3.1%  |
| Unemployment Rate         | Мо           | April          | 4.0%    | 4.2%  |
| Underemployment Rate      | Mo           | April          | 7.8%    | 7.9%  |
| Participation Rate        | Мо           | April          | 62.6%   | 62.5% |
| Wholesale Inflation       | YoY          | April          | 2.4%    | 2.7%  |
| Consumer Inflation        | YoY          | April          | 2.3%    | 2.4%  |
| Core Inflation            | YoY          | April          | 2.8%    | 2.8%  |
| Consumer Credit           | Annual       | March          | 2.4%    | -0.1% |
| Retail Sales              | YoY          | April          | 3.8%    | 2.8%  |
| Vehicle Sales             | Annl (Mil)   | April          | 17.8    | 18.3  |
| Home Sales                | Annl (Mil)   | April          | 4.724   | 4.744 |
| Home Prices (Natl Avg)    | YoY          | March          | 3.4%    | 3.9%  |

| Key Consumer Market Data-         |                           |                           |                         |                           |  |  |  |  |  |  |
|-----------------------------------|---------------------------|---------------------------|-------------------------|---------------------------|--|--|--|--|--|--|
|                                   | THIS WK                   | YR END                    |                         | HANGES                    |  |  |  |  |  |  |
|                                   | 5/29/25                   | 12/31/24                  | YTD                     | 12Mos                     |  |  |  |  |  |  |
| DJIA<br>S&P 500<br>NASDAQ         | 42,216<br>5,912<br>19,175 | 42,544<br>5,881<br>19,310 | -0.8%<br>0.5%<br>-0.7%  | 9.1%<br>12.0%<br>14.5%    |  |  |  |  |  |  |
| Crude Oil<br>Avg Gasoline<br>Gold | 60.53<br>3.16<br>3,322    | 71.72<br>3.13<br>2,641    | -15.6%<br>1.0%<br>25.8% | -21.7%<br>-11.7%<br>40.5% |  |  |  |  |  |  |

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#### AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE CHG IN MKT SINCE RATE SENSITIVITY THIS WK 9.00% 5/29/25 YTD 2024 High **Bmk Decline** 8.00% Classic CC 13.13% -0.04% -0.24% -1.00% 24% Vehicle Loans **Platinum CC** 12.52% -0.15% -0.50% -1.00% 50% 15YR 7.00% 6.32% -0.25% -0.58% 0.26% -223% 48mo Veh 5.63% 6.00% 5.74% -0.25% -0.59% 0.44% -134% 60mo Veh 5YR **Mortgages** 5.00% 72mo Veh 6.00% -0.26% -0.60% 0.49% -124% 5.00% Investments HE LOC 7.58% -0.27% -0.87% -1.00% 87% 4.00% 10yr HE 7.28% -0.12% -0.26% -1.00% 26% **US TREASURY Borrowing** 15yr FRM 6.32% -0.09% -0.44% -0.80% 55% 3.00% (FFds-10Yr) 30yr FRM 6.88% 0.00% -0.88% -0.55% 160% 1YrCD 2YrCD 3YrCD 2.00% 2.94% 0.00% 0.01% -1.00% Deposits Sh Drafts 0.13% -1% 1.00% MoneyMkt. 0.86% -1.00% Reg Svgs 0.19% 0.00% 0.00% 0% RegSavings. 0.19% -0.01% 0.00% MMkt-10k 0.86% -0.05% -1.00% 5% F36 1 3 5 7 10 MMkt-50k -0.01% -0.07% -1.00% 7% 1.16% Spreads Over(Under) US Treasury 6mo CD 2.83% -0.07% -0.20% -0.32% 63% 4Y Vehicle 1.73% -4.14% **Reg Svgs** -700% 3 12% -0.05% -0.28% 0.04% 1yr CD 5Y Vehicle 1.83% 17 CD -1.01% 2yr CD 2.94% 0.01% -0.12% 0.26% -46% 2.12% 2Y CD -0.96% 15Y Mortg

#### STRATEGICALLY SPEAKING

2.88%

3yr CD

The housing market is likely to lose more steam over the next few months, as economic uncertainty pushes home buyers to wait.

-0.04%

0.44%

-9%

0.04%

Faced with significantly weaker demand, home sellers are resorting to price cuts to encourage buyers. The anxiety felt by both buyers and sellers is weighing on home sales: In April, existing-home sales fell to the slowest pace for that month since 2009, the National Association of Realtors said.

The market remains softer than usual this spring due to a multitude of demand-side factors, including economic uncertainty, continued higher interest rates, and declining consumer sentiment. Nowhere is the softening clearer than the growing inventory of homes for sale, which rose over 30% in April.

Nearly one in five sellers are cutting prices on their listings, the highest share for that month since 2016. The metro areas with the most listings with slashed prices in April included Phoenix, Tampa and Jacksonville.

We expect home values to fall by 1.4% this year with home prices to fall 1% by the fourth quarter of 2025 compared with the same period a year earlier.

We further see the potential course correction of between a 7%-14% in home prices through 2026. This would have various impacts on loans-to-value and collateral values against lines of credit

| ECONOMIC RELEASES   |  |
|---------------------|--|
| RELEASES THIS WEEK: |  |

2.45%

30Y Mortg

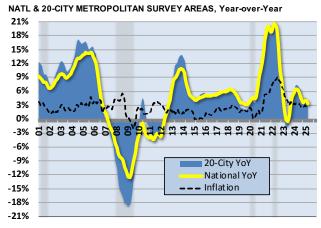
| KLLLAJLJ IIIIJ WLLK.   | Latest | riojecteu | FIEVIOUS |
|------------------------|--------|-----------|----------|
| Home Prices (Mar, YoY) | 3.4%   | 3.5%      | 3.9%     |
| FOMC Minutes           |        |           |          |
| GDP (Q1-25, 2nd)       | -0.2%  | -0.3%     | -0.3%    |

3Y CD

-1.03%

| RELEASES FOR UPCOMING WEEK: | Projected | Previous |
|-----------------------------|-----------|----------|
| Unemployment (May)          | 4.2%      | 4.2%     |

#### S&P CL CASE-SHILLER HOME PRICE INDEX



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#### THE ECONOMY AND STRATEGIC ASSESSMENT

#### CURRENT PROFILE

#### **Growth Outlook**

Slower pace nationally with pockets of stronger demand and spending

#### Inflation

More members living paycheck -to-paycheck. This dilutes purchasing power and discretionary spending

#### Household Wealth

Boosted by improvement in capital market, home values and stable wage growth

#### **IMPACT ON OUTLOOK**

#### Growth

Local demand should be sufficient to satisfy pending loan and deposit growth

#### Inflation and Household Wealth

Expect pace of inflation to range between 2.3% to 2.9% .. Pace of home prices should slow ... Expect pockets of course correction in credit markets

#### Credit Risk and Liquidity

Two biggest concerns mounting delinquency & cash flow mismatch

#### **IMPACT ON DEMAND**

#### Growth and Liquidity

Volatility in core deposits remains thus creating unable share growth and potential mismatch between loan/share growth capacity

#### Credit Demand

Slight fluctuation between A- and C-quality Ioan applications. Pressure to compromise U/W should be avoided

#### **Share Growth**

Volatile core deposits and organic growth will determine permissible loan growth

#### ENTERPRISE RISK EXPOSURE AND STRATEGIC ASSESSMENT

#### **ASSET & NET WORTH**

#### **Growth & Capitalization**

Efforts should focus on net worth with growth tied to retaining a well-capitalized net worth (>7%)

#### **Balance Sheet Allocation**

Must have limited complexity but capable to adjust due to economic, risk pressure and reallocation

#### Liquidity

Monitor mismatch between loan and share growth .. Core deposit volatility continues in market ... Loan growth is dependent on share growth

#### **RISK EXPOSURES**

#### **Enterprise Risk**

To garner best balance between financial and member service, the focus must take into account all risk exposures

#### Interest Rate Risk

Retain risk-to-ST earnings no greater than -10% to -12% given +/-100bp shift and risk-to-LT earnings no greater than -30% given +/-300bp shift

#### **Liquidity Risk**

Retail surplus-to-assets no less than 9%; ST Funding no less than 12%

#### **CREDIT MITIGATION**

#### Credit Risk Exposure

High priority in 2025 ... 87% of new origination must be B+-quality or better ...

#### Allocation and Average Life

Prime quality must be no less than 92% of portfolio .. Average life must range between 2.7 and 3.1 years

Recommend risk classifications of A+ (730+), A (680-729, B (640-679, C (620-639

Loss exposure of Sub-prime may not dilute net worth below 7%

#### INTEREST RATES, PRICING SPREADS AND STRATEGIC ASSESSMENT

#### **MARKET RATES**

#### Benchmarks

Downward pressure on most treasury benchmarks with greater volatility on the long-end of the curve

#### Market Rates

Consumer rates will not experience as great a downward pressure as benchmarks... potential to 25 to 30 bp decline in vehicle loan rates

Greater volatility in mortgage rates with range between 6% to 7%

No change in core deposit rates but lower term CD rates

#### **PRICING SPREADS**

#### Effect on Pricing Spreads

Any downward shift in asset rates will be slower than benchmarks therefore relative value of credit -risk asset should increase.

No exposure in core deposit rates will see increase in relative value of core shares ... Improved liquidity profile and downward pressure on term rates should narrow funding spreads and potentially minimize the impact and need of promotional term CDs.

Largest impact from downward pressure comes from overnight cash

#### **ALLOCATION & RETURN**

#### Risk Allocation Metrics

Surplus-to-Assets: >9%
ST Funds-to-Assets: >12%

Vehicle-to-Loans: >60%<75%
RE Loans-to-Loans: >25%<50%
RE Loans-to-Net Worth: <275%

Core-to-Shares: >75%
Term-to-Shares: <20%

"Misery" Index: <0.80%

#### Outlook on Return

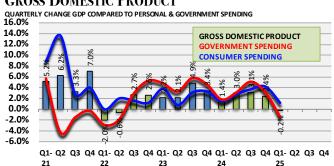
Marginal loan rates still higher than portfolio yields so even fewer originations might increase revenue



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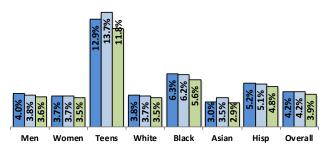
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#### **GROSS DOMESTIC PRODUCT**



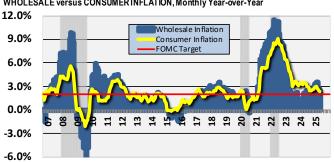
## UNEMPLOYMENT BY DEMOGRAPHIC

CURRENT, LAST MONTH and ONE YEAR AGO

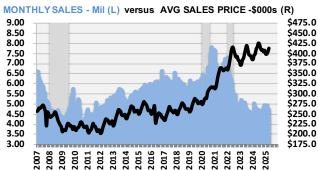


#### INFLATION PROFILE

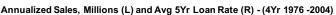


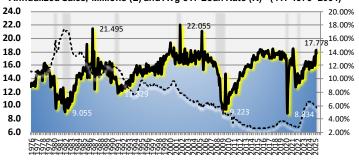


#### TOTAL HOME SALES

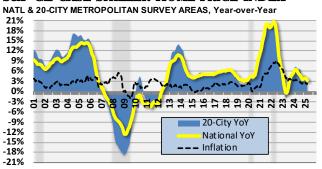


#### VEHICLE SALES



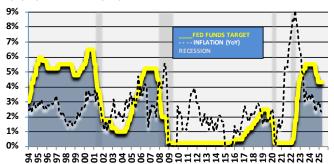


#### S&P CL CASE-SHILLER HOME PRICE INDEX

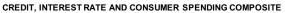


#### US FEDERAL FUNDS RATE

HISTORICAL FEDERAL FUNDS RATE



#### MERIDIAN US RECESSION INDEX<sub>TM</sub>









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### **ECONOMIC CALENDAR**

| MONDAY                        | TUESDAY                        | WEDNESDAY                                       | THURSDAY   | FRIDAY  | SATURDAY |
|-------------------------------|--------------------------------|---|--|---|----------|
|                               |                                |   |  |   |          |
| APRIL 28                      | <b>29</b><br>Home Prices +3.8% | <b>30</b> GDP (Q1-25, 1st) -0.3%                |  | Unemployment 4.2%<br>lon-farm Payrolls +177k<br>Private Payrolls +167k<br>articipation Rate 62.6% | 3        |
| 5                             | 6                              | FOMC Annmt 4.5%<br>Consumer Credit<br>+\$10.17B | 8<br>Jobless Claims 228k<br>Cont'd Claims 1.88M  | 9   | 10       |
| 12                            | 13<br>Consumer Inflation 2.3%  | 14  | Jobless Claims 229k<br>Cont'd Claims 1.88M<br>Retail Sales 5.2%<br>Wholesale Inflation 2.4\$ | 16  | 17       |
| 19<br>Leading Indicators -1%  | 20                             | 21  | Jobless Claims 227k<br>Cont'd Claims 1.90M<br>Existing Home Sales 4.0M                       | 23<br>New Home Sales 743k   | 24       |
| 26<br>MEMORIAL DAY<br>HOLIDAY | Home Prices 3.4%               | 28<br>FOMC Minutes                              | Jobless Claims 240k<br>Cont'd Claims 1.91M<br>GDP (Q1, 2nd) -0.2%                            | 30  | 31       |
| JUNE 2                        | 3                              | 4<br>FRM Beige Book                             | 5<br>Jobless Claims<br>Cont'd Claims   | 6<br>Unemployment<br>Non-farm Payrolls<br>Private Payrolls<br>Participation Rate                  | 7        |
| 9                             | 10                             | 11<br>Consumer Inflation                        | Jobless Claims<br>Cont'd Claims<br>Wholessale Inflation                                      | 13  | 14       |
| 16                            | 17<br>Retail Sales             | 18<br>FOMC Announcement                         | 19<br>Jobless Claims<br>Cont'd Claims  | 20<br>Leading Indicators  | 21       |
| 23<br>Existin Home Sales      | 24<br>Consumer Confidence      | 25<br>New Home Sales                            | Jobless Claims<br>Cont'd Claims<br>GDP (Q1-25 Final)   | 27  | 28       |



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|  |  |  |  |    |  |  |  |

May 2025 (Updated May19, 2025)

| COROMIC OUTLOOK  COROMIC GROWth- DP - (10C0)   |                  |            | 2024       |         |       |       | 202   |       |       |       | . 2026 |       |       |
|--|------------------|------------|------------|---------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| Property   1.6%   3.0%   3.1%   2.4%   -0.2%   1.4%   0.7%   1.4%   1.5%   1.6%   1.   |                  | Q1         | Q2         | Q3      | Q4    | Q1    | Q2    | Q3    | Q4    | Q1    | Q2     | Q3    | Q4    |
| PP (QCQ) 1 6% 3.0% 3.1% 2.4% -0.2% 1.4% 0.7% 1.4% 1.5% 1.6% 1.6% 1.66 1.66 1.66 1.66 1.66 1.6  | ONOMIC OUTL      | LOOK       |            |         |       |       |       |       |       |       |        |       |       |
| DP: (COC) 1.6% 3.0% 3.1% 2.4% -0.2% 1.4% 0.7% 1.4% 1.5% 1.6% 1.6% 1.66 1.66 1.66 1.67 1.68 1.69 1.68 1.69 1.69 1.99 2.8% 3.7% 4.0% 1.8% 2.2% 0.8% 1.4% 0.8% 1.5% 1.6% 1.66 1.66 1.66 1.69 1.90 1.9% 2.8% 3.7% 4.0% 1.8% 2.2% 0.8% 1.4% 0.8% 1.1. 1.1% 1.55 1.00 1.9% 2.4% 2.8% 3.1% 1.8% 2.2% 0.8% 1.4% 0.8% 1.0% 1.0% 1.0% 1.20 1.20 1.9% 2.4% 2.8% 3.1% 1.4% 1.8% 2.0% 1.6% 1.6% 1.66 1.60 1.0% 0.8% 1.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0  | onomic Grow      | /th-       |            |         |       |       |       |       |       |       |        |       |       |
| Assumer Spring 1.9% 2.8% 3.7% 4.0% 1.8% 2.2% 0.8% 1.4% 0.8% 1.1% 1.1% 1.5% 1.5% 1.9% 1.9% 2.4% 2.8% 3.1% 1.8% 2.0% 1.6% 1.6% 1.6% 0.8% 1.1% 1.1% 1.5% 1.2% 0.4% Spending 1.8% 3.1% 5.1% 3.1% 1.4% 0.5% 1.0% 1.0% 1.2% 0.4% 5.2% 1.8% 2.5% 3.3% 3.3% 3.1% 1.4% 1.0% 1.09% 1.09% 0.09% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%   | DP - (QoQ)       | 1.6%       | 3.0%       | 3.1%    | 2.4%  | -0.2% | 1.4%  | 0.7%  | 1.4%  | 1.5%  | 1.6%   | 1.6%  | 1.6%  |
| TO) 1.9% 2.4% 2.8% 3.1% 1.8% 2.0% 1.6% 1.6% 0.8% 1.0% 1.0% 1.20 vot spending 1.8% 3.1% 5.1% 3.1% 1.4% -0.5% -0.9% -0.9% -0.0% 0.0% 0.0% 0.0% -0.2 TO) 1.8% 2.5% 3.3% 3.3% -1.4% -1.0% -0.9% -0.9% -0.9% 0.0% 0.0% 0.0% 0.0% -0.1 TO) 1.8% 2.5% 3.3% 3.3% -1.4% -1.0% -0.9% -0.9% 0.0% 0.0% 0.0% 0.0% -0.1 TO) 1.8% 2.5% 3.2% 3.2% 4.2% 4.2% 4.1% 4.3% 4.5% 4.8% 4.8% 4.9% 4.7% 4.5% ans inflation 3.2% 3.2% 2.6% 2.7% 2.7% 2.8% 3.2% 3.5% 3.5% 3.3% 3.2% 2.8% and a second of the prices of 6.3% 6.3% 5.0% 4.0% 3.5% 3.4% 3.0% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.3% 3.2% 2.8% 3.0% 3.1% 3.5% 3.3% 3.2% 2.8% 3.5% 3.5% 3.5% 3.5% 3.5% 3.5% 3.5% 3.5   | DP - (YTD)       | 1.6%       | 2.3%       | 2.6%    | 2.5%  | -0.2% | 0.6%  | 0.6%  | 0.8%  | 1.5%  | 1.6%   | 1.6%  | 1.6%  |
| ovt Spending 1.8% 3.1% 5.1% 3.1% -1.4% -0.5% -0.9% -0.7% 0.0% 0.0% 0.0% -0.2    I.8% 2.5% 3.3% 3.3% -1.4% -1.0% -0.9% -0.9% 0.0% 0.0% 0.0% 0.0% -0.1    Onsumer Wealth: nemployment 3.8% 4.0% 4.2% 4.2% 4.1% 4.3% 4.5% 4.8% 4.8% 4.9% 4.7% 4.55    Ones inflation 3.2% 3.2% 2.6% 2.7% 2.7% 2.8% 3.2% 3.5% 3.5% 3.3% 3.2% 2.8%    One Prices 6.3% 6.3% 5.0% 4.0% 3.5% 3.4% 3.0% 3.0% 2.8% 2.8% 3.0% 3.15    INGLE FAMILY HOME & VEHICLE LOAN MARKETS    Ones Sales (Mils):    Ones Sales 4.863 4.740 4.605 4.842 4.811 4.839 5.075 5.233    Sales 4.863 0.693 0.712 0.679 0.684 0.713 0.740 0.758 0.766 0.765 0.775 0.78    Contrage Originations (Mils)    Ingle Family 1.076 1.203 1.343 1.427 1.068 1.533 1.595 1.561 1.573 1.745 1.682 1.63    Unchase App 0.773 0.880 0.924 0.780 0.690 0.924 0.979 0.920 0.900 1.067 1.041 0.96    One fi Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.96    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.96    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.96    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.96    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.96    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.96    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.96    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.99    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.610 0.641 0.673 0.678 0.641 0.99    Off Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.610 0.641 0.673 0.678 0.641 0.99    Off Apps 0.303 0.323 0.419 0.647 0.378 0.09    Off Apps 0.303 0.323 0.419 0. | onsumer Spding   | 1.9%       | 2.8%       | 3.7%    | 4.0%  | 1.8%  | 2.2%  | 0.8%  | 1.4%  | 0.8%  | 1.1%   | 1.1%  | 1.5%  |
| Consumer Wealth  | /TD)             | 1.9%       | 2.4%       | 2.8%    | 3.1%  | 1.8%  | 2.0%  | 1.6%  | 1.6%  | 0.8%  | 1.0%   | 1.0%  | 1.2%  |
| Consumer Wealth   Consumer W   | iovt Spending    | 1.8%       | 3 1%       | 5.1%    | 3 1%  | -1 4% | -0.5% | -0.9% | -0.7% | 0.0%  | 0.0%   | 0.0%  | -0.2% |
| nemployment 3.8% 4.0% 4.2% 4.2% 4.2% 4.1% 4.3% 4.5% 4.8% 4.8% 4.9% 4.7% 4.5% one inflation 3.2% 3.2% 2.6% 2.7% 2.7% 2.8% 3.2% 3.5% 3.5% 3.5% 3.3% 3.2% 2.8% 3.0me Prices 6.3% 6.3% 6.3% 5.0% 4.0% 3.5% 3.4% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.5% 3.3% 3.2% 2.8% 3.0% 3.1% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.1% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.1% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.0% 3.0% 3.1% 3.0% 3.0% 3.0% 3.0% 3.0% 3.0% 3.0% 3.0  |                  |            |            |         |       |       |       |       |       |       |        |       | -0.1% |
| nemployment 3.8% 4.0% 4.2% 4.2% 4.2% 4.1% 4.3% 4.5% 4.8% 4.8% 4.9% 4.7% 4.5% one inflation 3.2% 3.2% 2.6% 2.7% 2.7% 2.8% 3.2% 3.5% 3.5% 3.5% 3.3% 3.2% 2.8% one Prices 6.3% 6.3% 6.3% 5.0% 4.0% 3.5% 3.4% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.5% 3.3% 3.2% 2.8% 3.0% 3.1% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.1% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.1% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.1% 3.0% 3.0% 3.0% 2.8% 2.8% 3.0% 3.1% 3.1% 3.0% 3.0% 3.0% 3.0% 3.1% 3.0% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.0% 3.1% 3.0% 3.0% 3.1% 3.0% 3.0% 3.0% 3.0% 3.1% 3.0% 3.0% 3.0% 3.0% 3.0% 3.1% 3.0% 3.0% 3.0% 3.0% 3.0% 3.0% 3.0% 3.0  | onsumer Wea      | lth-       |            |         |       |       |       |       |       |       |        |       |       |
| ons inflation 3.2% 3.2% 2.6% 2.7% 2.7% 2.8% 3.2% 3.5% 3.5% 3.5% 3.3% 3.2% 2.85 one Prices 6.3% 6.3% 5.0% 4.0% 3.5% 3.4% 3.0% 3.0% 3.0% 2.8% 3.0% 3.15    INGLE FAMILY HOME & VEHICLE LOAN MARKETS    Tome Sales (Mils):  Tome Sales 4.863 4.740 4.605 4.842 4.811 4.839 5.075 5.233 5.244 5.253 5.302 5.37    sisting homes 4.200 4.047 3.893 4.163 4.127 4.126 4.335 4.475 4.478 4.488 4.527 4.58    tome fore Sales Originations (Mils)   Ingle Family 1.076 1.203 1.343 1.427 1.068 1.533 1.595 1.561 1.573 1.745 1.682 1.63    torchase App 0.773 0.880 0.924 0.780 0.690 0.924 0.979 0.920 0.900 1.067 1.041 0.99    efi Apps 0.303 0.323 0.419 0.647 0.378 0.609 0.616 0.641 0.673 0.678 0.641 0.64    efi Share 2.8% 2.7% 31% 45% 35% 40% 39% 41% 43% 39% 38% 39%    tehicle Sales (Mils):  ehicle Sales 1 5.6 16.0 16.3 17.0 18.0 17.3 17.1 17.0 16.9 17.0 17.1 17.0    AARKET RATE OUTLOOK    tenchmark Rates:  rime 8.5% 8.5% 8.0% 7.3% 7.3% 7.0% 7.0% 7.0% 6.7% 6.7% 6.7% 6.7% 6.7% 0.7%    ry UST 4.4% 3.8% 4.2% 4.2% 4.2% 4.2% 4.1% 4.0% 4.0% 3.9% 3.9% 3.9% 3.9% 7.9    yr UST 4.4% 3.8% 4.2% 4.2% 4.2% 4.2% 4.1% 4.0% 4.0% 3.9% 3.9% 3.9% 3.9% 7.9    yr UST 4.2% 4.4% 3.9% 4.3% 4.3% 4.3% 4.1% 4.0% 4.0% 3.9% 3.9% 3.9% 4.00    oyr UST 4.2% 4.4% 3.9% 4.3% 6.3% 5.9% 5.8% 5.8% 5.7% 5.7% 5.7% 5.7% 5.7% 5.75    syr 1st Mortg 0.2% 0.2% 0.2% 0.2% 0.2% 0.2% 0.2% 0.2%   |                  |            | 4.0%       | 4.2%    | 4.2%  | 4.1%  | 4.3%  | 4.5%  | 4.8%  | 4.8%  | 4.9%   | 4.7%  | 4.5%  |
| Single Family   Home & Vehicle Loan Markets  | Cons Inflation   |            |            | 2.6%    | 2.7%  | 2.7%  | 2.8%  | 3.2%  |       |       | 3.3%   | 3.2%  | 2.8%  |
| Name   Sales   Mils -    Nome   Sales   4.863   4.740   4.605   4.842   4.811   4.839   5.075   5.233   5.244   5.253   5.302   5.375     Nisting Homes   4.200   4.047   3.893   4.163   4.127   4.126   4.335   4.475   4.478   4.488   4.527   4.58     Nisting Homes   0.663   0.693   0.712   0.679   0.684   0.713   0.740   0.758   0.766   0.765   0.775   0.78     Nortgage Originations   Mils   | lome Prices      | 6.3%       |            | 5.0%    | 4.0%  | 3.5%  | 3.4%  | 3.0%  |       | 2.8%  |        | 3.0%  | 3.1%  |
| Come Sales   Mils -  |                  |            |            |         |       |       |       |       |       |       |        |       |       |
| Come Sales   Mils   Come Sales   4.863   |                  |            |            |         |       |       |       |       |       |       |        |       |       |
| Come Sales   Mils   Come Sales   4.863   | INGLE FAMILY H   | IOMF & VE  | HICLE LOAN | MARKETS |       |       |       |       |       |       |        |       |       |
| Ome Sales 4.863 4.740 4.605 4.842 4.811 4.839 5.075 5.233 5.244 5.253 5.302 5.37   |                  |            |            |         |       |       |       |       |       |       |        |       |       |
| ARKET RATE OUTLOOK    ARKET RATE OUTLOOK   ARKET RATE OUTLOOK  |                  |            | 4.740      | 4.605   | 4.842 | 4.811 | 4.839 | 5.075 | 5.233 | 5.244 | 5.253  | 5.302 | 5.377 |
| Nortgage Originations (Mils)   Nortgage Originations (Mils)   Nortgage Originations (Mils)   |                  |            |            |         |       |       |       |       |       |       |        |       | 4.588 |
| lingle Family 1.076 1.203 1.343 1.427 1.068 1.533 1.595 1.561 1.573 1.745 1.682 1.632 1.633 1.646  | U                |            |            |         |       |       |       |       |       |       |        |       | 0.789 |
| Left Apps 0.773 0.880 0.924 0.780 0.690 0.924 0.979 0.920 0.900 1.067 1.041 0.990 0.914 0.990 0.900 1.067 1.041 0.990 0.914 0.990 0.900 1.067 1.041 0.990 0.914 0.990 0.914 0.990 0.900 1.067 1.041 0.990 0.914 0.990 0.914 0.990 0.900 1.067 1.041 0.990 0.914 0.990 0.916 0.647 0.647 0.647 0.647 0.649 0.649 0.616 0.641 0.673 0.678 0.641 0.649 0.918 0. | Mortgage Origin  | ations (Mi | ls)        |         |       |       |       |       |       |       |        |       |       |
| Purchase App   |                  |            |            | 1.343   | 1.427 | 1.068 | 1.533 | 1.595 | 1.561 | 1.573 | 1.745  | 1.682 | 1.634 |
| Refi Share 28% 27% 31% 45% 35% 40% 39% 41% 43% 39% 38% 39% 24 https://doi.org/10.1001/ |                  | 0.773      | 0.880      | 0.924   | 0.780 | 0.690 | 0.924 | 0.979 | 0.920 | 0.900 | 1.067  | 1.041 | 0.990 |
| ## Prince Sales (Mils)-   Vehicle Sales   15.6   16.0   16.3   17.0   18.0   17.3   17.1   17.0   16.9   17.0   17.1   17.0  | Refi Apps        | 0.303      | 0.323      | 0.419   | 0.647 | 0.378 | 0.609 | 0.616 | 0.641 | 0.673 | 0.678  | 0.641 | 0.644 |
| MARKET RATE OUTLOOK  Senchmark Rates- Irime 8.5% 8.5% 8.5% 8.0% 7.3% 7.3% 7.0% 7.0% 7.0% 6.7% 6.7% 6.7% 6.7%  Select Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.9%  Sery UST 4.6% 4.1% 4.0% 4.2% 3.9% 3.8% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7  | tefi Share       | 28%        | 27%        | 31%     | 45%   | 35%   | 40%   | 39%   | 41%   | 43%   | 39%    | 38%   | 39%   |
| MARKET RATE OUTLOOK  Senchmark Rates- Prime 8.5% 8.5% 8.0% 7.3% 7.3% 7.0% 7.0% 7.0% 6.7% 6.7% 6.7% 6.79  red Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.99  ryr UST 4.6% 4.1% 4.0% 4.2% 3.9% 3.8% 3.7% 3.7% 3.7% 3.7% 3.7% 3.79  ryr UST 4.4% 3.8% 4.2% 4.2% 4.2% 4.1% 4.0% 4.0% 3.9% 3.9% 3.9% 4.09  rolyr UST 4.2% 4.4% 3.9% 4.3% 4.5% 4.4% 4.4% 4.4% 4.3% 4.3% 4.3% 4.3% 4.3  | ehicle Sales (Mi | ils)-      |            |         |       |       |       |       |       |       |        |       |       |
| Benchmark Rates- Parime 8.5% 8.5% 8.0% 7.3% 7.3% 7.0% 7.0% 7.0% 6.7% 6.7% 6.7% 6.79 ed Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.99 Parime 8.5% 8.5% 8.0% 7.3% 7.0% 7.0% 7.0% 7.0% 6.7% 6.7% 6.7% 6.79 ed Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.9% 3.99 Parime 8.5% 8.5% 8.5% 8.0% 7.3% 7.0% 7.0% 7.0% 7.0% 6.7% 6.7% 6.7% 6.79 ed Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.9% 3.99 Parime 8.5% 8.5% 8.5% 8.5% 8.5% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7  | ehicle Sales     | 15.6       | 16.0       | 16.3    | 17.0  | 18.0  | 17.3  | 17.1  | 17.0  | 16.9  | 17.0   | 17.1  | 17.0  |
| rime 8.5% 8.5% 8.0% 7.3% 7.0% 7.0% 7.0% 6.7% 6.7% 6.7% 6.75 ed Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.9% yr UST 4.6% 4.1% 4.0% 4.2% 3.9% 3.8% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7   |                  |            |            |         |       |       |       |       |       |       |        |       |       |
| rime 8.5% 8.5% 8.0% 7.3% 7.0% 7.0% 7.0% 6.7% 6.7% 6.7% 6.75 ed Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.9% yr UST 4.6% 4.1% 4.0% 4.2% 3.9% 3.8% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7   |                  |            |            |         |       |       |       |       |       |       |        |       |       |
| rime 8.5% 8.5% 8.0% 7.3% 7.0% 7.0% 7.0% 6.7% 6.7% 6.79 ed Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.99 yr UST 4.6% 4.1% 4.0% 4.2% 3.9% 3.8% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% 3.79 yr UST 4.4% 3.8% 4.2% 4.2% 4.2% 4.1% 4.0% 4.0% 4.0% 3.9% 3.9% 3.9% 3.9% 4.0% 0yr UST 4.2% 4.4% 3.9% 4.3% 4.5% 4.4% 4.4% 4.4% 4.4% 4.3% 4.3% 4.3% 4.3   | MARKET RATE O    | UTLOOK     |            |         |       |       |       |       |       |       |        |       |       |
| ed Funds 5.4% 5.4% 4.9% 4.3% 4.3% 4.1% 4.1% 3.9% 3.9% 3.9% 3.99 yr UST 4.6% 4.1% 4.0% 4.2% 3.9% 3.8% 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% yr UST 4.4% 3.8% 4.2% 4.2% 4.2% 4.1% 4.0% 4.0% 3.9% 3.9% 3.9% 3.9% 4.0% 4.2% 4.4% 4.4% 4.4% 4.4% 4.4% 4.3% 4.3% 4.3   | enchmark Rat     |            |            |         |       |       |       |       |       |       |        |       |       |
| yr UST       4.6%       4.1%       4.0%       4.2%       3.9%       3.8%       3.7%       3.9%       3.9%       3.9%       4.0%       4.0%       4.4%       4.4%       4.4%       4.4%       4.3%       4.3%       4.3%       4.4%       4.4%       4.4%       4.4%       4.3%       4.3%       4.3%       4.3%       4.3%       4.5%       5.7%       5.7%       5.7%       5.7%       5.7%       5.7%   |                  |            |            |         |       |       |       |       |       |       |        |       | 6.7%  |
| Vyr UST         4.4%         3.8%         4.2%         4.2%         4.2%         4.1%         4.0%         4.0%         3.9%         3.9%         3.9%         4.0%           Loyr UST         4.2%         4.4%         4.5%         4.4%         4.4%         4.4%         4.3%         4.3%         4.3%         4.4%           Market Rates-<br>byr Veh Loan         6.6%         6.5%         6.3%         6.3%         5.9%         5.8%         5.7%         5.7%         5.7%         5.7%         5.7%         5.7%         5.7%         5.7%         5.7%         5.7%         5.7%         5.7%         5.8%         5.8%         5.8%         5.9%         6.0%         6.0%         5.9%         5.9%         5.8%         5.8%         5.8%         5.8%         5.8%         5.8%         5.8%         5.8%         5.8%         5.9%         5.9%         5.8%         5.8%         5.8%         5.9%         5.9%         5.9%         5.8%         5.8%         5.8%         5.8%         5.8%         5.8%         5.9%         5.9%         5.9%         5.9%         5.8%         5.8%         5.8%         5.8%         5.8%         5.9%         5.8%         5.8%         5.8%         5.9%         5.9%   |                  |            |            |         |       |       |       |       |       |       |        |       | 3.9%  |
| Market Rates-<br>byr Veh Loan<br>L5yr 1st Mortg 6.5% 6.6% 5.8% 6.3% 6.3% 5.9% 5.8% 5.8% 5.7% 5.7% 5.7% 5.7% 5.7% 5.7% 5.7% 5.7   |                  |            |            |         |       |       |       |       |       |       |        |       | 3.7%  |
| Warket Rates-         Gryr Veh Loan         6.6%         6.5%         6.3%         6.3%         5.9%         5.8%         5.8%         5.7%         5.8%         6.6   |                  |            |            |         |       |       |       |       |       |       |        |       |       |
| Cyr Veh Loan         6.6%         6.5%         6.3%         6.3%         5.9%         5.8%         5.8%         5.7%         5.8%         5.8%         5.8%         6.8%         6.6%         6.8%  | .0yr UST         | 4.2%       | 4.4%       | 3.9%    | 4.3%  | 4.5%  | 4.4%  | 4.4%  | 4.4%  | 4.3%  | 4.3%   | 4.3%  | 4.4%  |
| .5yr 1st Mortg     6.5%     6.6%     5.8%     6.3%     5.9%     6.0%     6.0%     5.9%     5.9%     5.8%       .0yr 1st Mortg     6.7%     7.0%     6.5%     6.6%     6.8%     7.0%     6.8%     6.7%     6.6%     6.6%     6.5%     6.4%       .egular Svgs     0.2%     0.2%     0.2%     0.2%     0.2%     0.2%     0.2%     0.2%     0.2%     0.2%     0.2%     0.2%     0.2%  |                  |            |            |         |       |       |       |       |       |       |        |       |       |
| 80yr 1st Mortg 6.7% 7.0% 6.5% 6.6% 6.8% 7.0% 6.8% 6.7% 6.6% 6.6% 6.5% 6.4% 6.2% 0.2% 0.2% 0.2% 0.2% 0.2% 0.2% 0.2% 0   | •                |            |            |         |       |       |       |       |       |       |        |       | 5.7%  |
| tegular Svgs 0.2% 0.2% 0.2% 0.2% 0.2% 0.2% 0.2% 0.2%   | , -              |            |            |         |       |       |       |       |       |       |        |       | 5.8%  |
|  | Oyr 1st Mortg    | 6.7%       | 7.0%       | 6.5%    | 6.6%  | 6.8%  | 7.0%  | 6.8%  | 6.7%  | 6.6%  | 6.6%   | 6.5%  | 6.4%  |
|  | tegular Svgs     | 0.2%       | 0.2%       | 0.2%    | 0.2%  | 0.2%  | 0.2%  | 0.2%  | 0.2%  | 0.2%  | 0.2%   | 0.2%  | 0.2%  |
|  |                  | 3.4%       | 3.4%       |         | 3.2%  | 3.1%  |       |       | 3.0%  |       | 3.0%   | 2.9%  | 2.9%  |





Market Analysi

Strategic Solution

inancial Investments

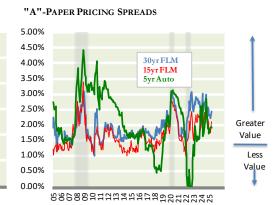
Risk Management

Regulatory Expert

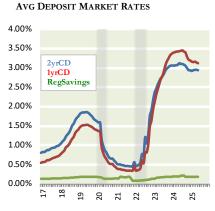
#### INDICATIVE PRICING SPREADS AND RELATIVE VALUE OF INVESTMENT OPTIONS

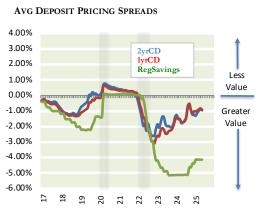
|         | From: | 30yr FLM | 15yr FLM | 5yr Vehicle |
|---------|-------|----------|----------|-------------|
|         | To:   | 10Yr UST | 7Yr UST  | 2Yr UST     |
|         |       |          |          |             |
| Current |       | 2.44%    | 2.10%    | 1.91%       |
| Apr-25  |       | 2.37%    | 2.06%    | 1.95%       |
| Mar-25  |       | 2.23%    | 1.76%    | 1.91%       |
| Feb-25  |       | 2.32%    | 1.87%    | 1.84%       |
| Jan-25  |       | 2.29%    | 1.89%    | 1.71%       |
| Dec-24  |       | 2.48%    | 2.09%    | 1.87%       |
| Nov-24  |       | 2.58%    | 2.20%    | 1.88%       |
| Oct-24  |       | 2.40%    | 2.08%    | 2.34%       |
| Sep-24  |       | 2.79%    | 2.54%    | 2.85%       |
| Aug-24  |       | 2.99%    | 2.73%    | 2.75%       |
| Jul-24  |       | 2.70%    | 2.42%    | 2.15%       |
| Jun-24  |       | 2.74%    | 2.40%    | 1.95%       |
| May-24  |       | 2.50%    | 2.03%    | 1.72%       |





|  | From: | RegSvgs  | 1yr CD   | 2yr CD   |
|--|-------|--|--|--|
|  | To:   | FFds   | 1Yr UST  | 2Yr UST  |
| Current<br>Apr-25<br>Mar-25<br>Feb-25<br>Jan-25<br>Dec-24          |       | -4.14%<br>-4.14%<br>-4.14%<br>-4.14%<br>-4.14%<br>-4.39% | -0.93%<br>-0.83%<br>-0.90%<br>-0.98%<br>-1.02%<br>-1.03%           | -0.96%<br>-0.89%<br>-1.00%<br>-1.13%<br>-1.31%<br>-1.24%           |
| Nov-24<br>Oct-24<br>Sep-24<br>Aug-24<br>Jul-24<br>Jun-24<br>May-24 |       | -4.39%<br>-4.64%<br>-4.64%<br>-5.11%<br>-5.11%<br>-5.13% | -1.13%<br>-0.94%<br>-0.54%<br>-0.79%<br>-1.45%<br>-1.67%<br>-1.73% | -1.25%<br>-0.99%<br>-0.54%<br>-0.67%<br>-1.40%<br>-1.64%<br>-1.74% |





#### INDICATIVE INTEREST SPREADS AND MATCHED FUNDING MATRICES

|                     |       |        | 1yr    | 2yr    | 3yr    | 4yr    | 5yr    | 5yr     | 5yr      | 15yr     | 30yr     |
|---------------------|-------|--------|--------|--------|--------|--------|--------|---------|----------|----------|----------|
|                     |       | Cash   | Agy    | Agy    | Agy    | Agy    | Agy    | New Veh | Used Veh | Mortgage | Mortgage |
|                     |       | 4.33%  | 4.11%  | 4.21%  | 4.60%  | 4.73%  | 5.00%  | 5.74%   | 5.89%    | 6.32%    | 6.88%    |
| Share Draft         | 0.13% | 4.20%  | 3.98%  | 4.08%  | 4.47%  | 4.60%  | 4.87%  | 5.61%   | 5.76%    | 6.19%    | 6.75%    |
| Regular Savings     | 0.19% | 4.14%  | 3.92%  | 4.02%  | 4.41%  | 4.54%  | 4.81%  | 5.55%   | 5.70%    | 6.13%    | 6.69%    |
| Money Market        | 0.86% | 3.47%  | 3.25%  | 3.35%  | 3.74%  | 3.87%  | 4.14%  | 4.88%   | 5.03%    | 5.46%    | 6.02%    |
| FHLB Overnight      | 4.37% | -0.04% | -0.26% | -0.16% | 0.23%  | 0.36%  | 0.63%  | 1.37%   | 1.52%    | 1.95%    | 2.51%    |
| Catalyst Settlement | 5.50% | -1.17% | -1.39% | -1.29% | -0.90% | -0.77% | -0.50% | 0.24%   | 0.39%    | 0.82%    | 1.38%    |
| 6mo Term CD         | 3.04% | 1.29%  | 1.07%  | 1.17%  | 1.56%  | 1.69%  | 1.96%  | 2.70%   | 2.85%    | 3.28%    | 3.84%    |
| 6mo FHLB Term       | 4.17% | 0.16%  | -0.06% | 0.04%  | 0.43%  | 0.56%  | 0.83%  | 1.57%   | 1.72%    | 2.15%    | 2.71%    |
| 6mo Catalyst Term   | 4.79% | -0.46% | -0.68% | -0.58% | -0.19% | -0.06% | 0.21%  | 0.95%   | 1.10%    | 1.53%    | 2.09%    |
| 1yr Term CD         | 4.07% | 0.26%  | 0.04%  | 0.14%  | 0.53%  | 0.66%  | 0.93%  | 1.67%   | 1.82%    | 2.25%    | 2.81%    |
| 1yr FHLB Term       | 3.95% | 0.38%  | 0.16%  | 0.26%  | 0.65%  | 0.78%  | 1.05%  | 1.79%   | 1.94%    | 2.37%    | 2.93%    |
| 2yr Term CD         | 3.95% | 0.38%  | 0.16%  | 0.26%  | 0.65%  | 0.78%  | 1.05%  | 1.79%   | 1.94%    | 2.37%    | 2.93%    |
| 2yr FHLB Term       | 3.80% | 0.53%  | 0.31%  | 0.41%  | 0.80%  | 0.93%  | 1.20%  | 1.94%   | 2.09%    | 2.52%    | 3.08%    |
| 3yr Term CD         | 3.96% | 0.37%  | 0.15%  | 0.25%  | 0.64%  | 0.77%  | 1.04%  | 1.78%   | 1.93%    | 2.36%    | 2.92%    |
| 3yr FHLB Term       | 3.85% | 0.48%  | 0.26%  | 0.36%  | 0.75%  | 0.88%  | 1.15%  | 1.89%   | 2.04%    | 2.47%    | 3.03%    |
| 7yr FHLB Term       | 4.30% | 0.03%  | -0.19% | -0.09% | 0.30%  | 0.43%  | 0.70%  | 1.44%   | 1.59%    | 2.02%    | 2.58%    |
| 10yr FHLB Term      | 4.55% | -0.22% | -0.44% | -0.34% | 0.05%  | 0.18%  | 0.45%  | 1.19%   | 1.34%    | 1.77%    | 2.33%    |





Market Analysis

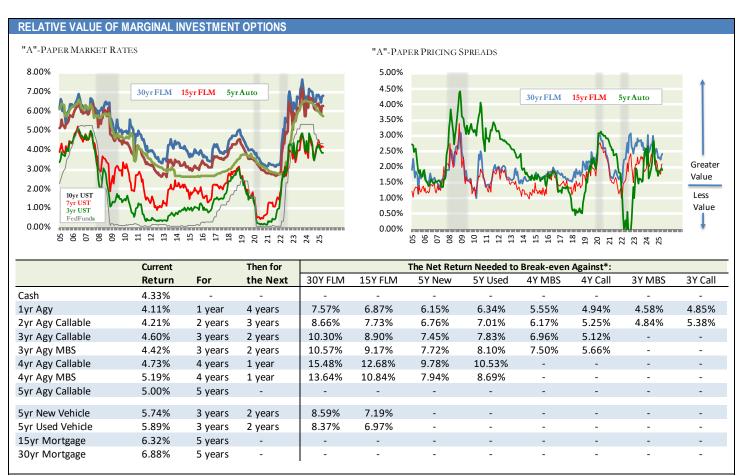
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#### STRATEGIC ASSESSMENT OF INVESTMENT AND FUNDING OPTIONS, RELATIVE VALUE AND PRICING SPREADS



<sup>\*</sup> Best relative value noted by probabilities of achieving "break-even" returns

#### **RELATIVE VALUE OF MARGINAL FUNDING OPTIONS**

|                     | Current Then for |         |          | The Net Cost Needed to Break-even Against*: |         |       |         |  |
|---------------------|------------------|---------|----------|---|---------|-------|---------|--|
|                     | Cost             | For     | the Next | 3Y CD                                       | 3Y FHLB | 2Y CD | 2Y FHLB |  |
| Share Draft         | 0.13%            | 1 year  | 2 years  | 5.88%                                       | 5.77%   | 7.77% | 7.75%   |  |
| Regular Savings     | 0.19%            | 1 year  | 2 years  | 5.85%                                       | 5.74%   | 7.71% | 7.69%   |  |
| Money Market        | 0.86%            | 1 year  | 2 years  | 5.51%                                       | 5.41%   | 7.04% | 7.02%   |  |
| FHLB Overnight      | 4.30%            | 1 year  | 2 years  | 3.79%                                       | 3.69%   | 3.60% | 3.58%   |  |
| Catalyst Settlement | 5.50%            | 1 year  | 2 years  | 3.19%                                       | 3.09%   | 1.20% | 2.38%   |  |
| 6mo Term CD         | 3.04%            | 6 mos   | 2.5 yrs  | 4.14%                                       | 4.06%   | 4.25% | 4.24%   |  |
| 6mo FHLB Term       | 4.26%            | 6 mos   | 2.5 yrs  | 3.90%                                       | 3.82%   | 3.85% | 3.83%   |  |
| 6mo Catalyst Term   | 4.84%            | 6 mos   | 2.5 yrs  | 3.78%                                       | 3.70%   | 3.65% | 3.64%   |  |
| 1yr Term CD         | 4.07%            | 1 year  | 2 years  | 3.91%                                       | 3.80%   | 3.83% | 3.81%   |  |
| 1yr FHLB Term       | 4.14%            | 1 year  | 2 years  | 3.87%                                       | 3.77%   | 3.76% | 3.74%   |  |
| 2yr Term CD         | 3.95%            | 2 years | 1 year   | 3.98%                                       | 3.77%   | -     | -       |  |
| 2yr FHLB Term       | 3.94%            | 2 years | 1 year   | 4.00%                                       | 3.79%   | -     | -       |  |
| 3yr Term CD         | 3.96%            | 3 years | -        | -   | -       | -     | -       |  |
| 3yr FHLB Term       | 3.89%            | 3 years | -        | -   | -       | -     | -       |  |
| 7yr FHLB Term       | 4.32%            | -       | -        | -   | -       | -     | -       |  |
| 10yr FHLB Term      | 4.63%            | -       | -        | -   | -       | -     | -       |  |

<sup>\*</sup> Highest relative value noted by highest differentials and volatility projections