

Business & Industry Consulting

Market Analysi

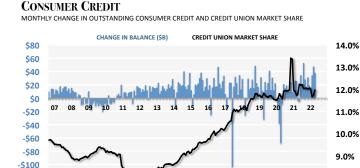
Strategic Solution:

Financial Investments

Risk Management

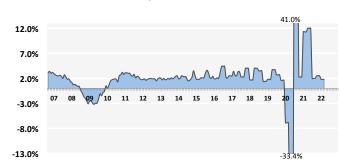
Regulatory Expert

CONSUMER CREDIT



CONSUMER SPENDING

MONTHLY CHANGE IN CONSUMER SPENDING, Year-over-Year



												PANDEMIC RECOVERY	
	YEAR		MONTHLY								Feb20 to	Apr20 to	
(dollars in \$Billions)	2019	2020	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	Apr20	Current	
Total Consumer Credit Outstanding-													
Total Consumer Credit	4,197.1	4,178.1	4,364.0	4,373.5	4,412.3	4,431.3	4,447.1	4,481.3	4,528.7	4,566.7	-3.5%	12.0%	
- Revolving	1,098.0	974.9	1,010.9	1,017.1	1,036.4	1,038.6	1,049.7	1,059.8	1,085.4	1,103.2	-11.8%	14.1%	
- Non-revolving	3,099.1	3,203.2	3,353.1	3,356.4	3,375.9	3,392.7	3,397.4	3,421.5	3,443.3	3,463.5	-0.6%	11.3%	
Total Percentage Change-													
Total Consumer Credit	6.3%	2.5%	7.7%	4.0%	10.7%	5.1%	2.4%	11.3%	12.7%	10.1%			
- Revolving Credit	14.0%	-3.4%	11.7%	7.2%	22.8%	2.4%	4.0%	20.7%	29.0%	19.6%			
- Non-revolving Credit	3.7%	4.4%	6.5%	3.1%	7.0%	6.0%	1.9%	8.4%	7.6%	7.1%			
Total Credit Union-													
Total Credit Unions	482.5	557.7	525.3	523.9	529.8	533.8	533.6	538.7	546.5	557.7	-1.8%	17.1%	
- Revolving	67.8	62.6	61.5	62.4	64.3	65.7	64.2	63.6	64.2	64.7	-5.5%	5.0%	
- Non-revolving	414.7	495.1	463.8	461.5	465.5	468.1	469.4	475.1	482.3	493.0	-1.2%	18.9%	
Credit Union Market Share-													
Total CU Market Share	11.5%	13.3%	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%	12.1%	12.2%			
- Revolving Credit	6.2%	6.4%	6.1%	6.1%	6.2%	6.3%	6.1%	6.0%	5.9%	5.9%			
- Non-revolving Credit	13.4%	15.5%	13.8%	13.7%	13.8%	13.8%	13.8%	13.9%	14.0%	14.2%			

8.0%

CONSUMER CREDIT AND CU STRATEGY

-\$120

(June 2022) ... The Federal Reserve reports consumer credit increased at a rate of 10.1% in April. Revolving credit increased at an annual rate of 19.6%, while nonrevolving credit increased 7.1%. Consumer borrowing totaled \$4.56 trillion with revolving credit totaling \$1.1 trillion (24%) and non-revolving credit \$3.46 trillion (76%).

Credit union outstandings totaled \$557 billion with revolving credit at \$66 billion (12%) and nonrevolving credit at \$493 billion (88%). This reflects a falling overall market share to 12.2% compared to a year-end share of 13.3% with a current 5.9% share of revolving and 14.2% share of nonrevolving credit.

Strategically... After falling 3.5% during the initial period of the pandemic, consumer credit has increased 12.0%. Revolving credit has increased 14.1% and non-revolving credit has increased 11.3% after initially declines of -11.8% and -0.6%, respectively.

Consumer credit held by credit unions has increased 17.1% since its initial decline of -1.8%. Non-revolving credit has increased 18.9% and revolving credit has increased 5.0% after initial post-pandemic impacts of -1.2% after its initial decline of -5.5%, respectively.

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