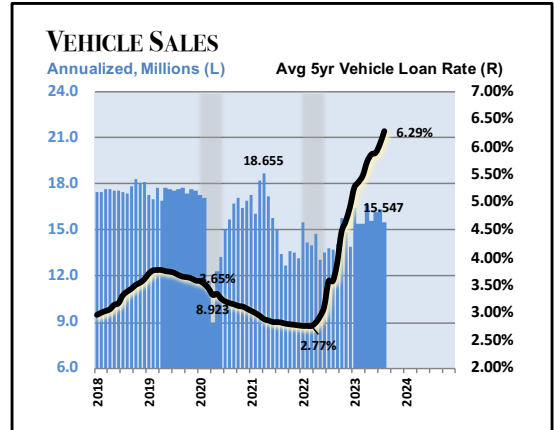
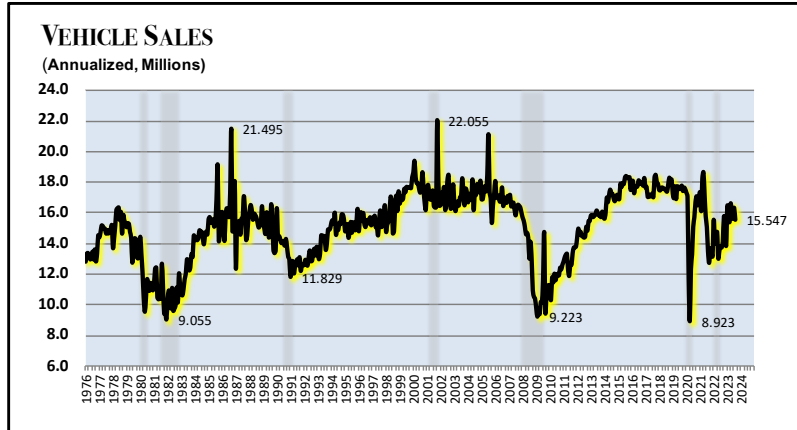




VEHICLE SALES



	2020 Avg	2021 Avg	2022 Avg	2023 Feb	Mar	Apr	May	June	July	August
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Unit Sales (Mils, Units, Annlzd)

Total Vehicle Sales	14.879	15.409	14.265	15.438	15.404	16.627	15.603	16.195	16.318	15.547
Year-over-Year	-14.9%	-14.1%	5.3%	9.0%	10.0%	12.8%	19.6%	19.8%	18.2%	13.2%
Monthly Change	-	-	-	-6.2%	-0.2%	7.9%	-6.2%	3.8%	0.8%	-4.7%

Average Price Inflation (Year-over-Year)

New Vehicles	2.0%	11.8%	5.9%	5.8%	6.1%	5.4%	4.8%	4.7%	4.2%	3.4%
Used Vehicles	10.3%	37.7%	-8.6%	-13.6%	-11.2%	-6.6%	-7.2%	-3.8%	-3.0%	-4.2%

Credit Unit Metrics (Mil\$)

Avg 5yr New Vehicle	3.08%	2.83%	3.53%	5.37%	5.49%	5.74%	5.87%	5.90%	6.06%	6.29%
QE Vehicle Loans	\$380,042	\$404,482	\$485,527	-	\$493,110	-	-	\$497,782	-	-
Year-over-Year	1.3%	6.4%	20.0%	-	6.2%	-	-	5.0%	-	-

VEHICLE SALES AND STRATEGY

(October 2023)..... Annualized US vehicle sales decreased by 771 thousand units in August to an annualized pace of 15.547 million units - a year-over-year decrease of -4.7% but a +2.3%. Average annualized monthly sales in 2023 is 15.88 million units, compared to 14.77 million average sales in 2022. Past challenges in manufacturing (namely chips) and down-stream delivery, that had an impact on new car sales between 2020-22, appear to have been remedied.

Cars used to be the majority of total vehicles sold in the U.S., but now, only 1 in 5 vehicles sold is not a light truck. But after years of falling, the share of car sales has actually begun growing again, albeit slightly.

During August, the average A-paper rate for a 5-year term vehicle loan increased from 6.06% to 6.29%. It began the year at 4.99%. Latest report from the Federal Reserve show that the credit union industry retains a 15.4% market share of total