



31 January 2024

	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
United States-											
National Average	13.14%	10.92%	6.40%	6.52%	6.80%	6.62%	6.74%	8.46%	7.59%	6.39%	6.76%
Mid-South-											
Mid-South-	12.52%	10.98%	6.34%	6.47%	6.79%	6.57%	6.70%	8.24%	7.88%	6.39%	6.76%
Texas	12.49%	10.75%	6.14%	6.25%	6.51%	6.33%	6.46%	8.54%	7.16%	6.39%	6.76%
Oklahoma	12.01%	11.01%	6.72%	6.78%	7.03%	6.92%	6.94%	8.19%	8.19%	6.39%	6.76%
Louisiana	12.90%	10.59%	6.13%	6.31%	6.64%	6.36%	6.56%	8.69%	7.85%	6.39%	6.76%
Arkansas	11.77%	11.62%	6.30%	6.43%	6.78%	6.63%	6.77%	7.48%	7.94%	6.39%	6.76%
Missouri	13.45%	10.92%	6.40%	6.59%	7.00%	6.59%	6.76%	8.30%	8.28%	6.39%	6.76%
Mountain West-											
Mountain West-	13.26%	11.15%	6.83%	6.91%	7.15%	6.96%	7.04%	8.56%	8.08%	6.39%	6.76%
Arizona	13.45%	11.09%	6.74%	6.82%	7.05%	6.95%	7.03%	8.76%	7.76%	6.39%	6.76%
New Mexico	12.35%	10.50%	6.49%	6.62%	6.88%	6.80%	6.94%	8.48%	7.65%	6.39%	6.76%
Utah	13.27%	11.08%	6.76%	6.80%	7.05%	6.75%	6.82%	8.54%	7.97%	6.39%	6.76%
Colorado	14.42%	11.24%	7.01%	7.07%	7.28%	7.08%	7.14%	8.65%	8.21%	6.39%	6.76%
Idaho	12.82%	11.84%	7.16%	7.26%	7.48%	7.24%	7.28%	8.39%	8.83%	6.39%	6.76%
West-											
West-	13.34%	10.78%	6.39%	6.51%	6.72%	6.64%	6.76%	8.50%	7.98%	6.39%	6.76%
California	13.71%	10.81%	6.36%	6.49%	6.74%	6.60%	6.73%	8.69%	7.93%	6.39%	6.76%
Oregon	13.35%	12.53%	6.78%	6.86%	6.99%	6.92%	7.01%	8.49%	7.99%	6.39%	6.76%
Washington	12.51%	10.98%	6.80%	6.90%	7.11%	6.92%	7.02%	8.76%	7.93%	6.39%	6.76%
Hawaii	13.01%	8.55%	5.79%	5.93%	6.22%	6.32%	6.46%	7.92%	7.83%	6.39%	6.76%
Nevada	14.14%	11.01%	6.23%	6.35%	6.54%	6.45%	6.57%	8.62%	8.21%	6.39%	6.76%
Midwest-											
Midwest-	13.32%	11.15%	6.47%	6.56%	6.82%	6.68%	6.77%	8.39%	7.71%	6.39%	6.76%
Illinois	13.42%	11.15%	6.15%	6.24%	6.63%	6.57%	6.67%	8.38%	7.75%	6.39%	6.76%
Ohio	13.42%	11.06%	6.53%	6.61%	6.85%	6.74%	6.81%	8.36%	8.00%	6.39%	6.76%
Michigan	12.61%	10.90%	6.72%	6.84%	7.09%	6.80%	6.92%	8.44%	7.75%	6.39%	6.76%
Wisconsin	13.47%	11.44%	6.58%	6.68%	6.91%	6.71%	6.82%	8.27%	7.38%	6.39%	6.76%
Indiana	13.67%	11.18%	6.35%	6.44%	6.63%	6.56%	6.62%	8.51%	7.69%	6.39%	6.76%
South-											
South-	13.75%	10.86%	6.03%	6.19%	6.50%	6.30%	6.47%	8.56%	7.71%	6.39%	6.76%
Florida	14.02%	10.62%	6.01%	6.16%	6.39%	6.23%	6.37%	8.52%	7.34%	6.39%	6.76%
Georgia	15.83%	10.31%	6.16%	6.25%	6.52%	6.49%	6.62%	8.58%	8.47%	6.39%	6.76%
South Carolina	13.80%	11.24%	6.03%	6.13%	6.36%	6.43%	6.53%	8.63%	7.84%	6.39%	6.76%
Alabama	13.33%	10.61%	5.89%	6.08%	6.46%	6.06%	6.26%	8.44%	7.81%	6.39%	6.76%
North Carolina	12.94%	11.41%	6.12%	6.26%	6.55%	6.45%	6.59%	8.62%	7.73%	6.39%	6.76%
West Virginia	12.59%	10.97%	5.97%	6.28%	6.69%	6.13%	6.45%	8.55%	7.07%	6.39%	6.76%
Northeast-											
Northeast-	13.05%	10.81%	6.34%	6.45%	6.85%	6.55%	6.67%	8.23%	7.12%	6.39%	6.76%
New York	13.10%	11.24%	6.64%	6.72%	7.17%	6.74%	6.83%	8.22%	7.11%	6.39%	6.76%
Massachusetts	13.12%	11.26%	6.66%	6.74%	7.19%	6.76%	6.85%	8.24%	7.13%	6.39%	6.76%
Pennsylvania	12.40%	10.46%	6.39%	6.50%	6.79%	6.63%	6.73%	8.16%	6.85%	6.39%	6.76%
New Jersey	13.33%	10.82%	6.01%	6.14%	6.51%	6.41%	6.57%	8.35%	7.34%	6.39%	6.76%
Maryland	13.28%	10.25%	5.98%	6.16%	6.58%	6.20%	6.39%	8.18%	7.18%	6.39%	6.76%



31 January 2024

	Share Draft	Regular Savings	\$10K MMkt	\$50K MMkt	3MO CD	6MO CD	1YR CD	2YR CD	3YR CD	4YR CD
United States-										
National Average	0.23%	0.20%	0.90%	1.20%	1.98%	2.91%	3.40%	3.06%	2.94%	2.93%
Mid-South-										
Texas	0.24%	0.27%	0.83%	1.03%	2.62%	3.36%	3.78%	3.41%	3.26%	3.27%
Oklahoma	0.40%	0.33%	0.70%	0.91%	2.92%	3.13%	3.35%	3.12%	2.96%	2.88%
Louisiana	0.35%	0.27%	0.93%	1.15%	2.70%	3.54%	4.17%	3.64%	3.36%	3.61%
Arkansas	0.27%	0.13%	1.20%	1.38%	1.65%	2.51%	3.05%	2.81%	2.55%	2.50%
Missouri	0.43%	0.22%	1.04%	1.47%	2.35%	2.93%	3.60%	3.14%	3.06%	2.99%
Mountain West-										
Arizona	0.17%	0.27%	1.16%	1.52%	2.79%	3.72%	3.97%	3.39%	3.33%	3.00%
New Mexico	0.12%	0.23%	1.15%	1.38%	2.38%	3.27%	3.80%	3.26%	3.19%	2.98%
Utah	0.24%	0.12%	1.44%	2.05%	3.63%	4.59%	4.63%	4.13%	3.96%	3.92%
Colorado	0.39%	0.25%	0.95%	1.24%	2.63%	3.40%	3.69%	3.34%	3.16%	3.20%
Idaho	0.12%	0.10%	0.87%	1.22%	1.32%	3.04%	3.58%	2.82%	2.63%	2.64%
West-										
California	0.24%	0.17%	0.65%	0.91%	2.05%	2.58%	3.03%	2.90%	2.89%	2.93%
Oregon	0.35%	0.09%	0.55%	0.79%	1.08%	2.45%	2.96%	2.66%	2.60%	2.53%
Washington	0.15%	0.22%	0.75%	0.93%	1.55%	3.01%	3.37%	2.76%	2.66%	2.58%
Hawaii	0.16%	0.15%	0.48%	0.67%	1.75%	2.65%	3.12%	2.82%	2.63%	2.80%
Nevada	0.38%	0.24%	1.18%	1.43%	2.76%	3.29%	4.04%	3.46%	3.25%	3.14%
Midwest-										
Illinois	0.34%	0.27%	0.90%	1.20%	1.92%	2.27%	2.52%	2.49%	2.54%	2.46%
Ohio	0.47%	0.10%	1.17%	1.61%	2.18%	3.20%	3.47%	3.18%	3.11%	3.08%
Michigan	0.19%	0.13%	0.74%	1.09%	1.81%	2.66%	3.14%	2.71%	2.63%	2.69%
Wisconsin	0.38%	0.23%	0.82%	1.36%	1.34%	1.91%	2.70%	2.76%	2.93%	2.82%
Indiana	0.31%	0.18%	0.88%	1.14%	1.17%	2.32%	2.76%	2.71%	2.78%	2.77%
South-										
Florida	0.40%	0.19%	0.71%	0.92%	1.99%	3.03%	3.46%	3.11%	2.91%	3.02%
Georgia	0.18%	0.34%	0.97%	1.30%	2.30%	3.21%	3.88%	3.38%	3.28%	3.30%
South Carolina	0.12%	0.19%	1.21%	1.63%	1.53%	2.29%	3.36%	3.07%	2.97%	3.23%
Alabama	0.56%	0.26%	0.83%	1.05%	1.70%	2.90%	3.48%	2.97%	2.83%	2.99%
North Carolina	0.18%	0.23%	1.22%	1.40%	2.03%	2.95%	3.77%	3.42%	3.27%	3.30%
West Virginia	0.20%	0.17%	0.64%	0.84%	1.95%	2.76%	3.14%	3.00%	2.75%	2.70%
Northeast-										
New York	0.26%	0.29%	0.69%	1.05%	1.28%	2.30%	2.77%	2.31%	2.10%	2.02%
Massachusetts	0.28%	0.31%	0.71%	1.07%	1.30%	2.32%	2.79%	2.33%	2.12%	2.04%
Pennsylvania	0.14%	0.20%	0.96%	1.25%	2.00%	2.75%	3.42%	3.12%	3.09%	3.09%
New Jersey	0.28%	0.36%	0.88%	1.13%	2.02%	2.54%	3.06%	2.86%	2.93%	3.01%
Maryland	0.36%	0.24%	0.80%	0.97%	1.85%	2.96%	3.84%	3.53%	3.36%	3.39%



31 January 2024

12 MONTH NATIONAL MARKET RATE HISTORY & PRICING SPREADS

	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24
Fed Funds	4.33%	4.57%	4.83%	4.83%	4.83%	5.07%	5.33%	5.33%	5.33%	5.33%	5.33%	5.33%	5.33%
1yr UST	4.68%	5.02%	4.64%	4.80%	5.18%	5.40%	5.37%	5.30%	5.46%	5.44%	5.16%	5.16%	4.68%
2yr UST	4.21%	4.81%	4.06%	4.04%	4.40%	4.87%	4.88%	4.85%	5.03%	5.07%	4.73%	4.73%	4.20%
3yr UST	3.90%	4.51%	3.81%	3.75%	4.04%	4.49%	4.51%	4.54%	4.80%	4.90%	4.48%	4.48%	3.96%
5yr UST	3.63%	4.18%	3.60%	3.51%	3.74%	4.13%	4.18%	4.23%	4.60%	4.82%	4.31%	4.31%	3.80%
7yr UST	3.59%	4.07%	3.55%	3.49%	3.69%	3.97%	4.08%	4.19%	4.61%	4.89%	4.38%	4.38%	3.83%
10yr UST	3.52%	3.92%	3.48%	3.44%	3.64%	3.81%	3.97%	4.09%	4.59%	4.88%	4.37%	4.37%	3.87%
30yr UST	6.53%	6.63%	6.07%	6.11%	6.77%	6.67%	6.77%	7.22%	7.37%	5.04%	4.54%	4.54%	4.10%
5yr Vehicle	5.27%	5.37%	5.49%	5.71%	5.79%	5.90%	6.06%	6.21%	6.31%	6.44%	6.49%	6.51%	6.52%
15yr FLM	5.81%	5.91%	5.41%	5.53%	6.16%	6.24%	6.28%	6.78%	6.71%	7.18%	6.21%	5.66%	6.39%
30yr FLM	6.53%	6.63%	6.07%	6.11%	6.77%	6.77%	6.89%	7.22%	7.37%	7.65%	6.74%	6.32%	6.76%
Reg Savings	0.16%	0.16%	0.25%	0.17%	0.18%	0.15%	0.19%	0.19%	0.19%	0.19%	0.19%	0.20%	0.20%
MoneyMkt	0.80%	0.85%	0.88%	0.93%	0.96%	1.28%	1.05%	1.10%	1.12%	1.16%	1.17%	1.18%	1.20%
1yr CD	2.24%	2.29%	2.66%	2.62%	2.69%	2.83%	2.93%	3.08%	3.17%	3.29%	3.34%	3.36%	3.40%
2yr CD	2.41%	2.46%	2.65%	2.68%	2.72%	2.82%	2.85%	2.93%	2.98%	3.04%	3.05%	3.06%	3.06%

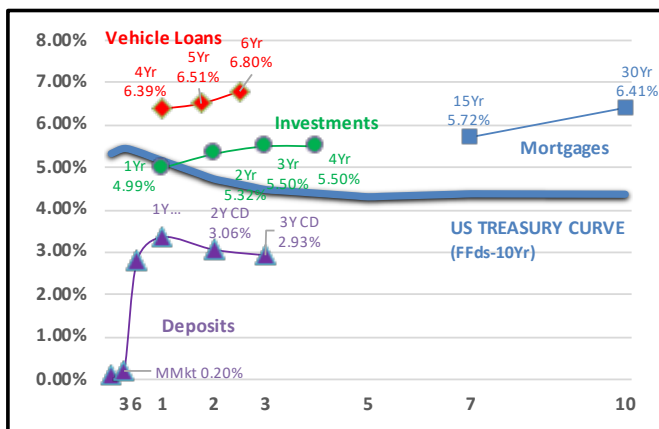
Pricing Spreads-

Veh Loan	1.37%	0.86%	1.68%	1.96%	1.75%	1.41%	1.55%	1.67%	1.51%	1.54%	2.01%	2.03%	2.56%
15yr FLM	2.22%	1.84%	1.86%	2.04%	2.47%	2.27%	2.20%	2.59%	2.10%	2.29%	1.83%	1.28%	2.56%
30yr FLM	3.01%	2.71%	2.59%	2.67%	3.13%	2.96%	2.92%	3.13%	2.78%	2.77%	2.37%	1.95%	2.89%
Reg Svgs	-4.17%	-4.41%	-4.58%	-4.66%	-4.65%	-4.92%	-5.14%	-5.14%	-5.14%	-5.14%	-5.14%	-5.13%	-5.13%
MMkt	-3.53%	-3.72%	-3.95%	-3.90%	-3.87%	-3.79%	-4.28%	-4.23%	-4.21%	-4.17%	-4.16%	-4.15%	-4.13%
1yr CD	-2.44%	-2.73%	-1.98%	-2.18%	-2.49%	-2.57%	-2.44%	-2.22%	-2.29%	-2.15%	-1.82%	-1.80%	-1.28%
2yr CD	-1.80%	-2.35%	-1.41%	-1.36%	-1.68%	-2.05%	-2.03%	-1.92%	-2.05%	-2.03%	-1.68%	-1.67%	-1.14%

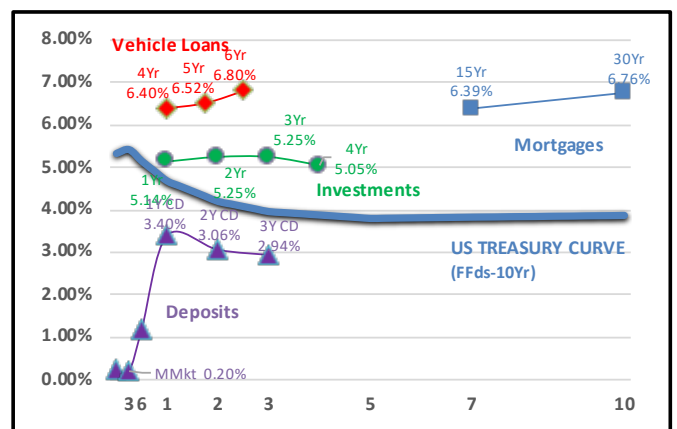
HISTORICAL NATIONAL MARKET RATES AND RELATIVE PRICING SPREADS

Historical Yield Curve and Relative Value

DECEMBER 31, 2023



CURRENT MONTH





CHANGE IN MARKET RATES

	YEAR-OVER-YEAR CHANGE						AGGREGATE CHANGE				
	Dec18 to Dec19	Dec19 to Dec20	Dec20 to Dec21	Dec21 to Dec22	Dec 22 to Current	Dec 23 to Current	Dec19 to Current	Dec20 to Current	Dec21 to Current	Dec22 to Current	Dec23 to Current
Fed Funds	-0.85%	-1.46%	-0.01%	4.25%	1.00%	0.00%	3.78%	5.24%	5.25%	1.00%	0.00%
1yr UST	-1.04%	-1.49%	0.29%	4.34%	0.43%	-0.48%	3.09%	4.58%	4.29%	-0.05%	-0.48%
2yr UST	-0.90%	-1.45%	0.60%	3.68%	0.32%	-0.53%	2.62%	4.07%	3.47%	-0.21%	-0.53%
3yr UST	-0.84%	-1.45%	0.80%	3.25%	0.26%	-0.52%	2.34%	3.79%	2.99%	-0.26%	-0.52%
5yr UST	-0.82%	-1.33%	0.90%	2.73%	0.32%	-0.51%	2.11%	3.44%	2.54%	-0.19%	-0.51%
7yr UST	-0.76%	-1.18%	0.79%	2.52%	0.42%	-0.55%	2.00%	3.18%	2.39%	-0.13%	-0.55%
10yr UST	-0.77%	-0.99%	0.59%	2.36%	0.49%	-0.50%	1.95%	2.94%	2.35%	-0.01%	-0.50%
5yr Vehicle	-0.05%	-0.51%	-0.30%	2.14%	1.59%	0.01%	2.93%	3.44%	3.74%	1.60%	0.01%
15yr FLM	-0.91%	-0.73%	-0.10%	2.82%	0.10%	0.73%	2.82%	3.55%	3.65%	0.83%	0.73%
30yr FLM	-0.92%	-0.84%	0.10%	3.02%	0.03%	0.44%	2.75%	3.59%	3.49%	0.47%	0.44%
Reg Savings	0.01%	-0.04%	-0.06%	0.06%	0.05%	0.00%	0.01%	0.05%	0.11%	0.05%	0.00%
1yr CD	-0.01%	-0.96%	0.02%	1.45%	1.45%	0.04%	2.00%	2.96%	2.94%	1.49%	0.04%
2yr CD	-0.11%	-1.07%	0.00%	1.57%	0.92%	0.00%	1.42%	2.49%	2.49%	0.92%	0.00%

	Dec-12	Dec-13	Dec-14	Dec-15	Dec-16	Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23	Jan-24
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Benchmark and Market Rates-

FedFunds	0.09%	0.07%	0.06%	0.20%	0.55%	1.33%	2.40%	1.55%	0.09%	0.08%	4.33%	5.33%	5.33%
1yr UST	0.16%	0.13%	0.25%	0.65%	0.85%	1.76%	2.63%	1.59%	0.10%	0.39%	4.73%	5.16%	4.68%
2yr UST	0.25%	0.38%	0.67%	1.06%	1.20%	1.89%	2.48%	1.58%	0.13%	0.73%	4.41%	4.73%	4.20%
3yr UST	0.36%	0.78%	1.10%	1.31%	1.47%	1.98%	2.46%	1.62%	0.17%	0.97%	4.22%	4.48%	3.96%
5yr UST	0.72%	1.75%	1.65%	1.76%	1.93%	2.20%	2.51%	1.69%	0.36%	1.26%	3.99%	4.31%	3.80%
7yr UST	1.18%	2.45%	1.97%	2.09%	2.25%	2.33%	2.59%	1.83%	0.65%	1.44%	3.96%	4.38%	3.83%
10yr UST	1.78%	3.04%	2.17%	2.27%	2.45%	2.40%	2.69%	1.92%	0.93%	1.52%	3.88%	4.37%	3.87%
3yr Agy Call	0.69%	1.13%	1.53%	1.81%	2.00%	2.35%	2.67%	1.80%	0.21%	1.11%	5.25%	5.75%	5.25%
3yr Agy MBS	1.26%	1.54%	1.83%	2.21%	2.34%	2.55%	3.00%	1.85%	0.68%	1.25%	4.55%	5.73%	5.01%
5yr Vehicle	3.06%	2.68%	2.68%	2.66%	2.68%	2.94%	3.64%	3.59%	3.08%	2.78%	4.92%	6.51%	6.52%
15yr FLM	2.65%	3.52%	3.31%	3.52%	3.68%	3.68%	4.48%	3.57%	2.84%	2.74%	5.56%	5.66%	6.39%
30yr FLM	3.35%	4.48%	4.07%	4.17%	4.33%	4.17%	4.93%	4.01%	3.17%	3.27%	6.29%	6.32%	6.76%
Reg Svgs	0.20%	0.20%	0.14%	0.14%	0.14%	0.15%	0.18%	0.19%	0.15%	0.09%	0.15%	0.20%	0.20%
1yr CD	0.80%	0.80%	0.45%	0.50%	0.55%	0.75%	1.41%	1.40%	0.44%	0.46%	1.91%	3.36%	3.40%
2yr CD	1.03%	1.03%	0.68%	0.75%	0.81%	1.02%	1.75%	1.64%	0.57%	0.57%	2.14%	3.06%	3.06%

Pricing Spreads-

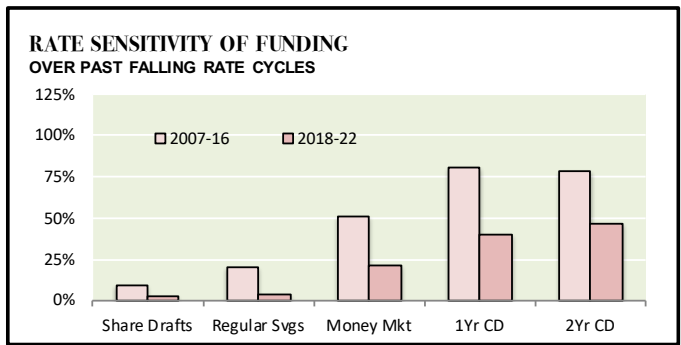
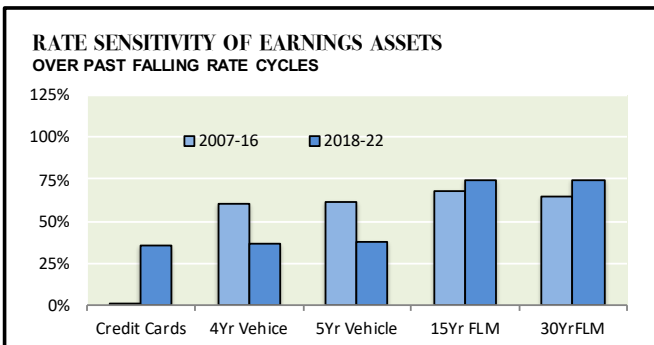
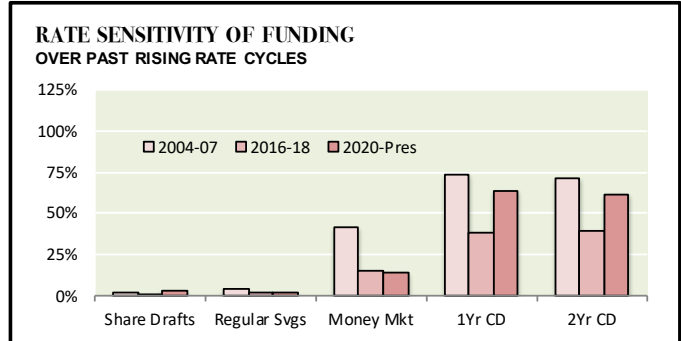
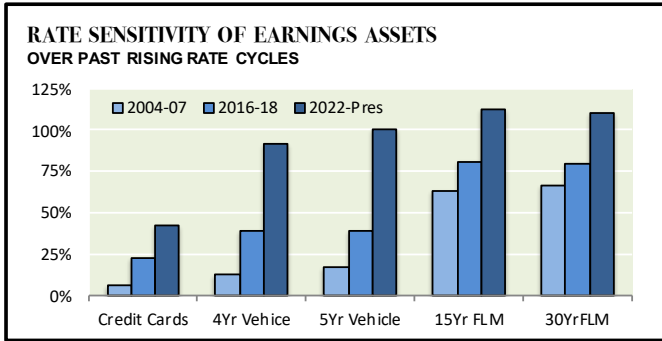
3yr Agy Call	0.33%	0.35%	0.43%	0.50%	0.53%	0.37%	0.21%	0.18%	0.04%	0.14%	1.03%	1.27%	1.29%
3yr Agy MBS	0.90%	0.76%	0.73%	0.90%	0.87%	0.57%	0.54%	0.23%	0.51%	0.28%	0.33%	1.25%	1.05%
5yr Vehicle	2.70%	1.90%	1.58%	1.35%	1.21%	0.96%	1.18%	1.97%	2.91%	1.81%	0.70%	2.03%	2.56%
15yr FLM	1.47%	1.07%	1.34%	1.43%	1.43%	1.35%	1.89%	1.74%	2.19%	1.30%	1.60%	1.28%	2.56%
30yr FLM	1.57%	1.44%	1.90%	1.90%	1.88%	1.77%	2.24%	2.09%	2.24%	1.75%	2.41%	1.95%	2.89%
Reg Svgs	0.11%	0.13%	0.08%	-0.06%	-0.41%	-1.18%	-2.22%	-1.36%	0.06%	0.01%	-4.18%	-5.13%	-5.13%
1yr CD	0.64%	0.67%	0.20%	-0.15%	-0.30%	-1.01%	-1.22%	-0.19%	0.34%	0.07%	-2.82%	-1.80%	-1.28%
2yr CD	0.78%	0.65%	0.01%	-0.31%	-0.39%	-0.87%	-0.73%	0.06%	0.44%	-0.16%	-2.27%	-1.67%	-1.14%



31 January 2024

CYCLICAL NATIONAL LOAN & SHARE RATE SENSITIVITY

CYCLE	EARNING ASSETS					FUNDING OBLIGATIONS					
	Credit Cards	4Yr Vehicle	5Yr Vehicle	15Yr FLM	30Yr FLM	Share Drafts	Regular Savings	Money Market	1Yr CD	2Yr CD	
Rising Rate Environments:											
2004-07	Rising	6%	13%	17%	63%	66%	2%	5%	41%	73%	72%
2016-18	Rising	23%	39%	39%	81%	80%	1%	2%	15%	38%	39%
2020-Pres	Rising	42%	92%	100%	112%	110%	3%	2%	14%	64%	61%
Falling Rate Environments:											
2007-16	Falling	1%	60%	62%	68%	65%	9%	20%	51%	81%	78%
2018-20	Falling	35%	36%	37%	75%	75%	2%	4%	22%	40%	47%



Strategic Value is GREATER:
... when sensitivity is highest during rising rates

Strategic Value is LEAST:
... when sensitivity is lowest during rising rates

Strategic Value is GREATER:
... when sensitivity is highest during falling rates

Strategic Value is LEAST:
... when sensitivity is lowest during falling rates