

Estimated Financial Benefits for Iowa Credit Unions June 2019

Loans	Avg. Balance at Credit Unions (1)	Rate Difference vs. Iowa Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	2,072,734,691	-1.12	\$23,256,083
Used car loans	4,062,424,537	-1.08	\$44,036,682
Personal unsecured loans	289,876,053	-0.89	\$2,574,099
5-year adjustable rate 1st mortgage	5,126,515,648	-0.12	\$5,998,023
15-year fixed rate 1st mortgage	1,221,077,369	-0.22	\$2,625,316
30-year fixed rate 1st mortgage	877,304,667	-0.25	\$2,193,262
Home equity / 2nd mortgage loans	1,711,117,843	-0.58	\$9,838,928
Credit cards	529,456,032	-2.12	\$11,376,686
Interest rebates			\$40,000
Total CU member benefits arising from lower interest rates on loan products:			\$101,939,080
<i>Savings</i>			
Regular shares	4,712,585,448	-0.02	-\$754,014
Share draft checking	2,123,871,555	0.01	\$191,148
Money market accounts	2,570,848,248	-0.01	-\$359,919
Certificate accounts	5,075,150,042	0.16	\$8,069,489
Retirement (IRA) accounts	870,345,822	0.07	\$631,001
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			\$7,777,705
<i>Fee Income</i>			
Total CU member benefit arising from fewer / lower fees:			\$13,284,533
Total CU member benefit arising from interest rates on loans, savings products and lower fees:			\$123,001,319
Total CU member benefit / member:			\$94
Total CU member benefit / member household:			\$198

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of June 2019 and June 2018, according to the NCUA call report.; (2) Source for rates and fees: Datatrac;