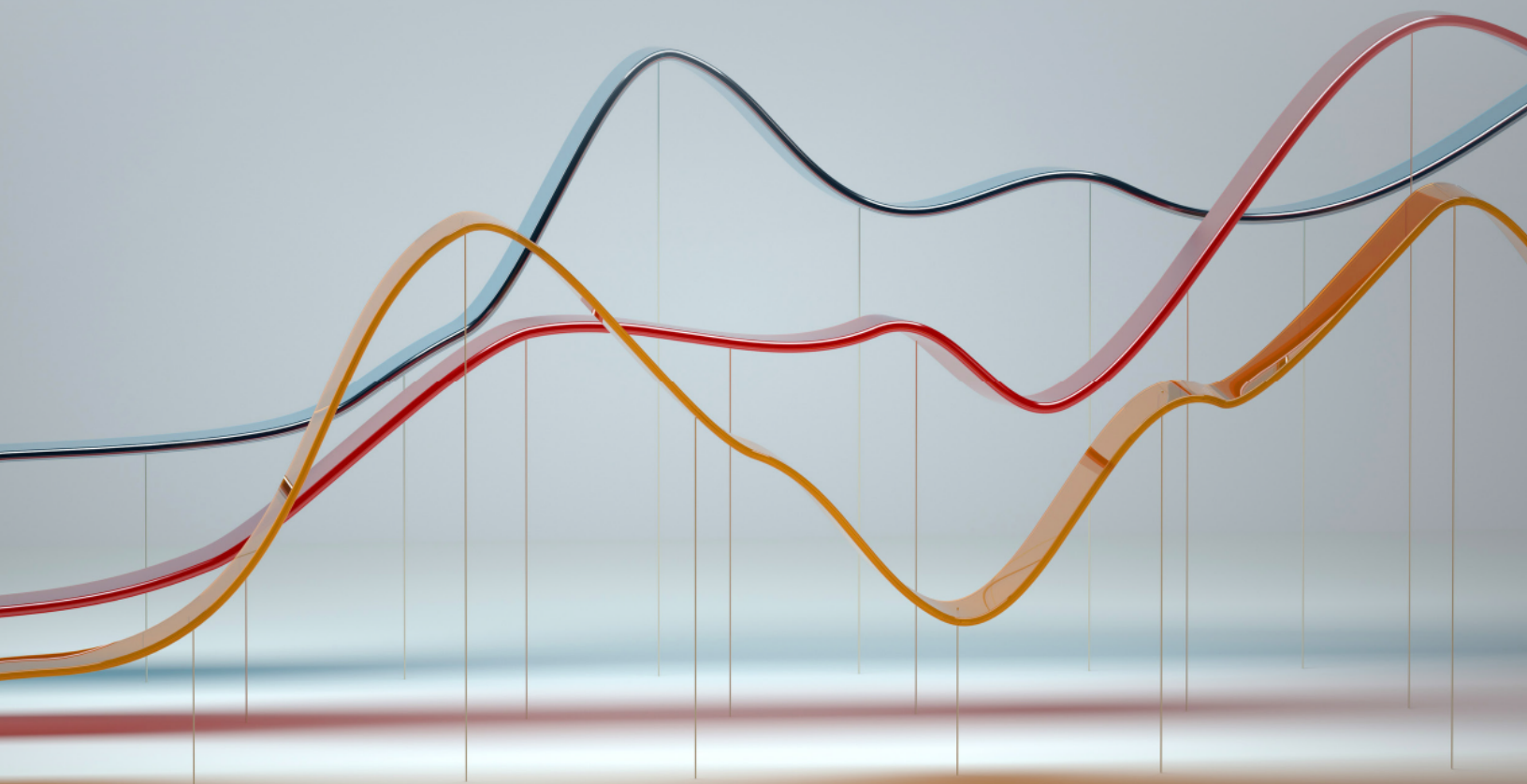


JULY 2023

Credit Industry Snapshot



Executive Summary

TransUnion's July Credit Industry Snapshot revealed rising balances across products – while serious consumer-level delinquencies were mixed. Elevated levels of inflation continued into July as the Consumer Price Index (CPI) stood at 3.2%. The increased cost of living in the US has been a primary driver of balance growth across products in the consumer wallet. Higher balances resulted in an increase in consumers' average minimum payment due obligations.

Inflation is likely to remain above the Federal Reserve's 2% target rate through the end of the year. With inflation remaining sticky, the Fed raised interest rates another 25 basis points (bps) in late July, bringing the Fed Funds rate to 5.25%-5.50%. Interest rates are likely to remain higher for longer to combat inflation: the Fed's median forecast for interest rates is 5.6% for the end of 2023. Consumers have been impacted by higher interest rates as borrowing has become more expensive.

Continued strength in the job market and real wage growth helped consumers deal with higher prices and rising interest rates. The job market reported its 31st consecutive month of positive growth, and the unemployment rate dropped slightly to 3.5% in July. In addition, wage growth outpaced inflation for the fifth consecutive month.

This has been a factor in the recent improvement in the University of Michigan's Index of Consumer Sentiment. In July, this metric improved to 71.6 (from 64.4), its third consecutive monthly improvement. While recent growth has been positive, this metric remains below its long-term average of 85.8. This is likely due to continued concerns about inflation and the possibility of an economic slowdown at the end of 2023.

TransUnion continues to deliver insights on consumer credit trends to help guide lending strategies. Month-over-month comparison highlights from our July 2023 report include:

Overall:

- Changes in delinquency rates were mixed across products
- Average balances increased for card, mortgage and unsecured personal loans
- Auto's average new loan amount increased 0.7%, while unsecured personal loan new account balances declined 1.3%

Auto

- Consumer 30+DPD increased to 4.4% (2 bps); 60+DPD increased to 1.97% (3 bps)
- Average amount financed increased to \$29,868 (from \$29,672), its second consecutive monthly increase

Bankcard

- Consumer 30+DPD increased to 4.31% (28 bps); 60+DPD increased to 2.95% (13 bps); 90+DPD increased to 2.09% (7 bps)
- Average balances increased to \$5,982 (from \$5,932)
- Average credit line per consumer increased to \$25,821 (from \$25,708)

Mortgage

- Consumer 30+DPD decreased to 2.00% (1 bp); 60+DPD increased to 0.91% (2 bps); 90+DPD remained unchanged at 0.58% (0 bps)
- Average balance per account increased to \$221,142 (from \$220,982)

Unsecured Personal Loan (UPL)

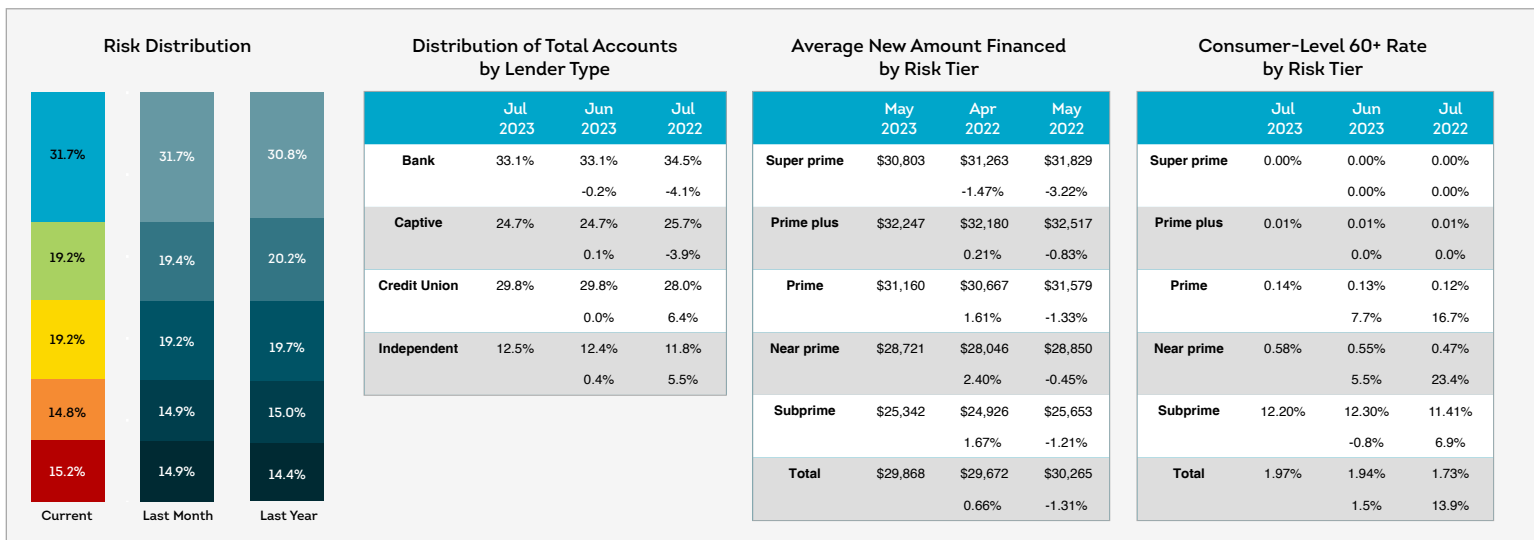
- Consumer 60+DPD declined to 3.56% (5 bps)
- Average new account loan amount decreased to \$7,901 (from \$8,005)
- Average balance per consumer increased to \$11,742 (from \$11,716)

The above insights are based on TransUnion research data. If you have questions about the Monthly Credit Industry Snapshot report or how to use this information, please contact your TransUnion representative.

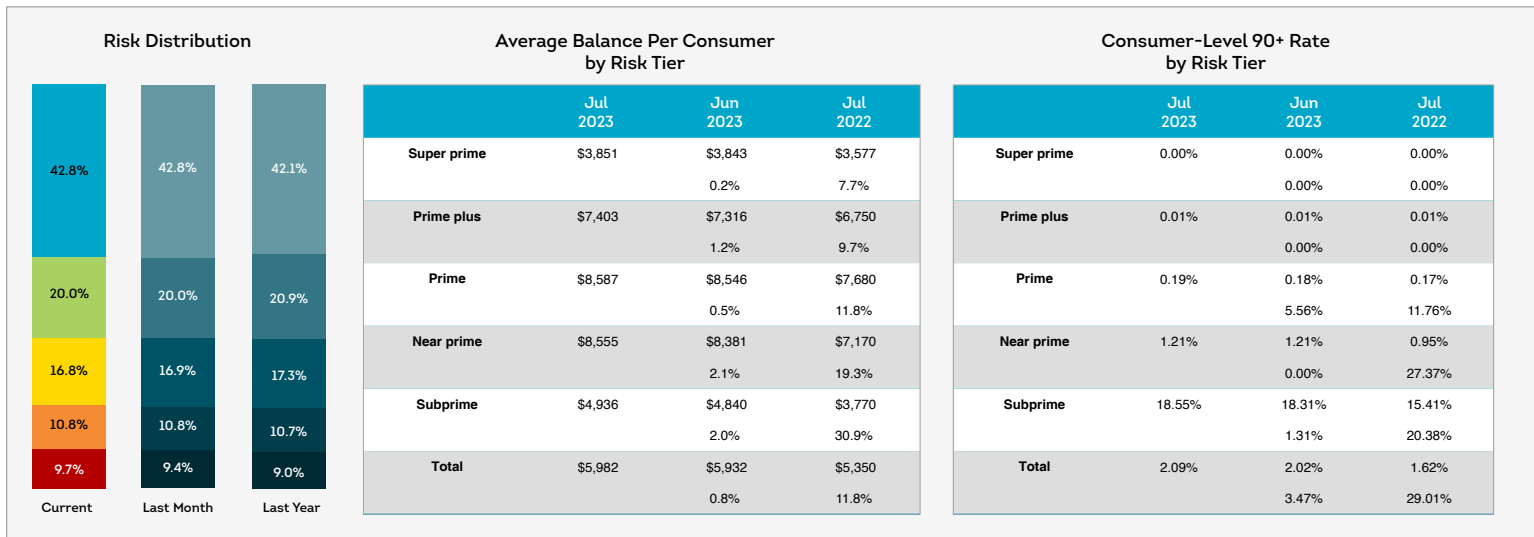
RISK TIERS

- Subprime
- Near prime
- Prime
- Prime plus
- Super prime

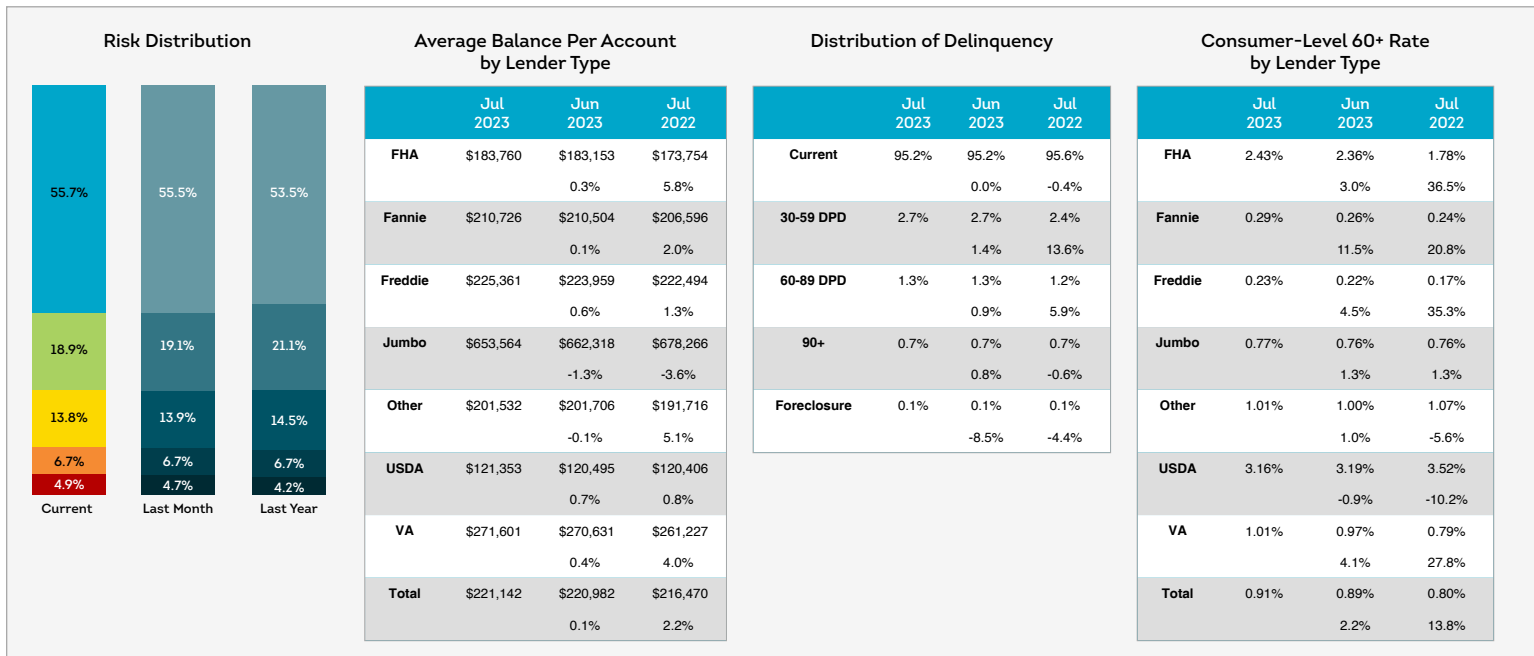
AUTO



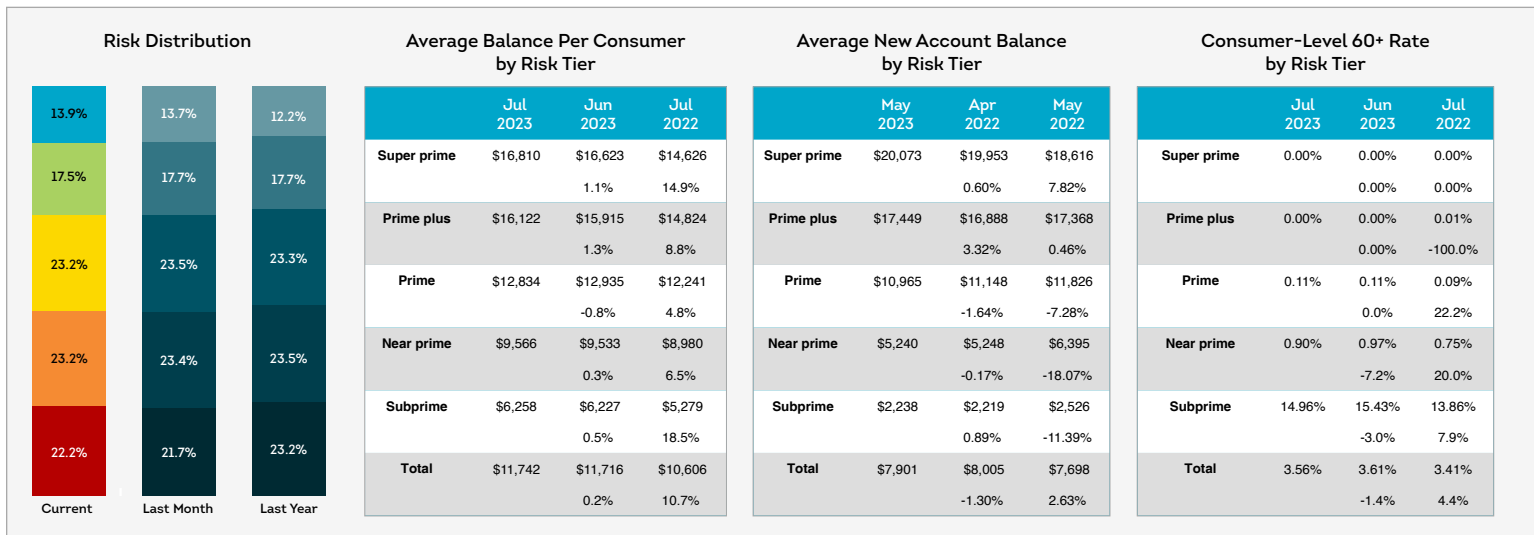
BANKCARD



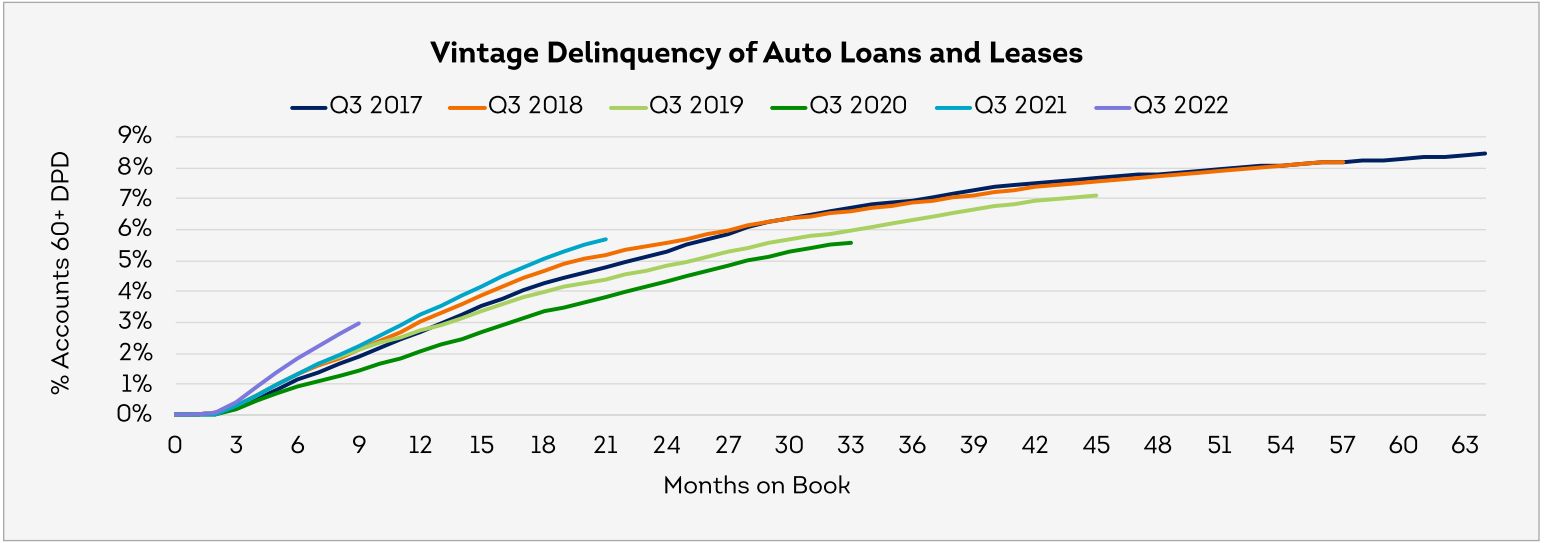
MORTGAGE



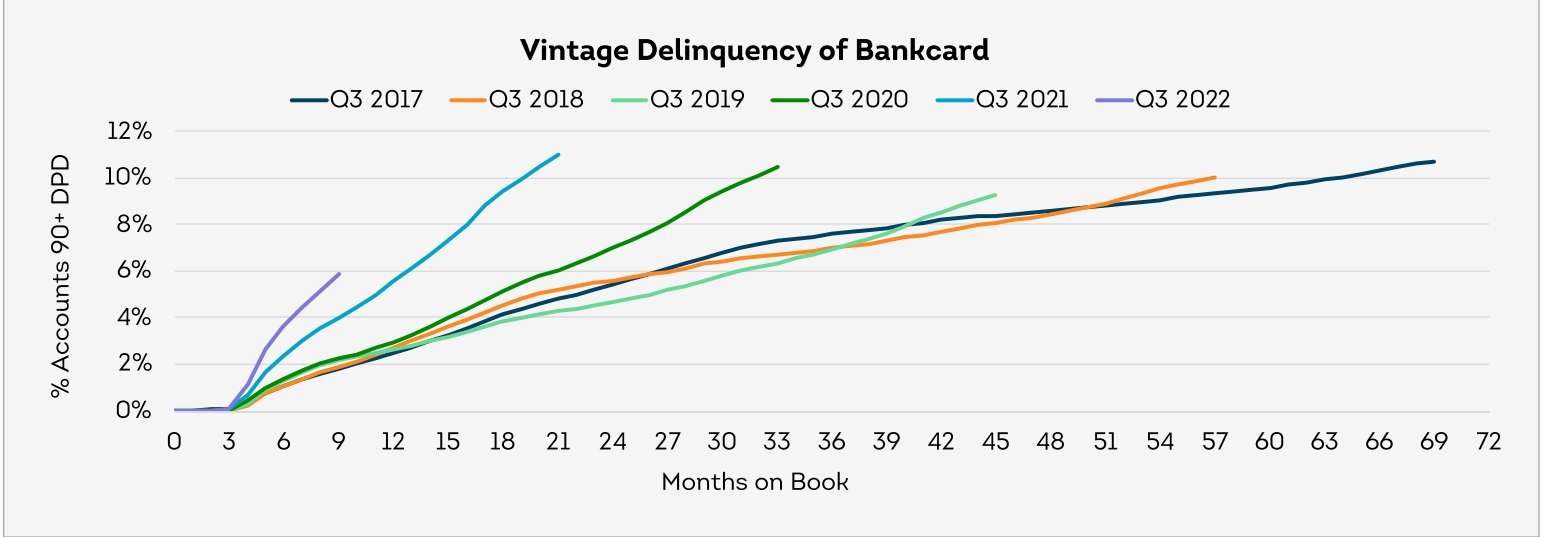
UNSECURED PERSONAL LOAN



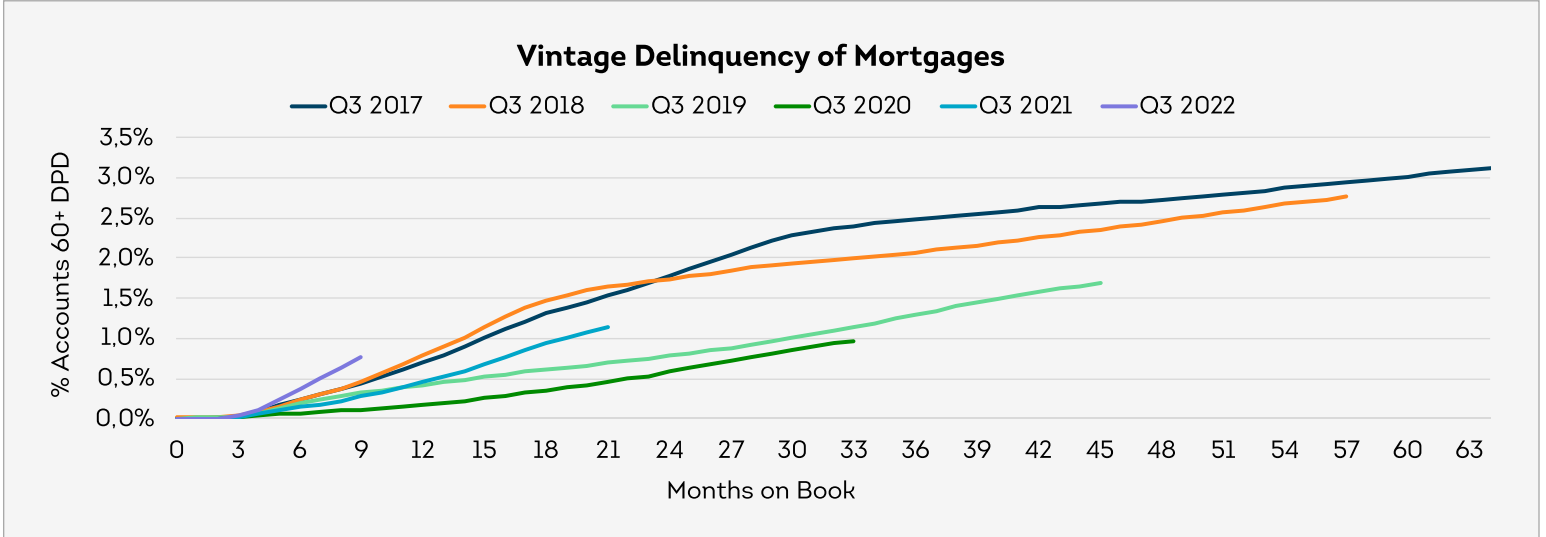
AUTO



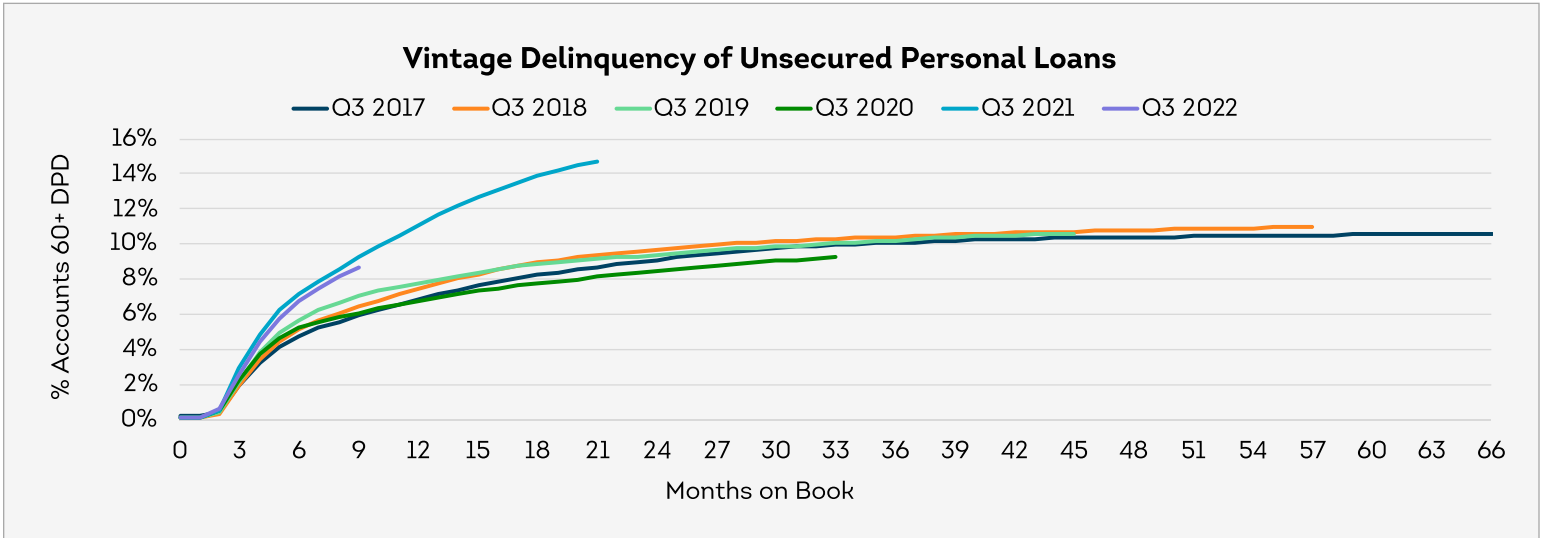
BANKCARD



MORTGAGE



UNSECURED PERSONAL LOAN



	% Consumers 30+ DPD			% Consumers 60+ DPD			Risk Tier Distribution				
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Super prime	Prime plus	Prime	Near prime	Subprime
All States	4.40%	4.38%	3.96%	1.97%	1.94%	1.73%	31.7%	19.2%	19.2%	14.8%	15.2%
AK	2.67%	3.30%	2.60%	1.05%	1.43%	1.17%	28.8%	23.9%	20.7%	15.3%	11.3%
AL	6.52%	6.54%	6.09%	3.42%	3.51%	3.08%	24.3%	18.4%	20.3%	16.5%	20.5%
AR	6.01%	5.76%	5.87%	2.98%	2.80%	2.88%	23.7%	18.7%	20.7%	17.3%	19.6%
AZ	4.09%	4.18%	3.60%	1.80%	1.76%	1.50%	29.4%	19.6%	19.4%	15.9%	15.8%
CA	3.32%	3.30%	2.87%	1.33%	1.27%	1.10%	33.2%	20.3%	19.3%	14.3%	12.9%
CO	3.39%	3.50%	2.90%	1.40%	1.37%	1.30%	35.0%	20.3%	18.9%	13.6%	12.2%
CT	3.64%	3.92%	3.45%	1.37%	1.63%	1.60%	38.0%	19.0%	17.5%	12.6%	13.0%
DC	10.06%	8.54%	7.16%	6.39%	4.87%	4.50%	31.7%	14.1%	16.1%	14.9%	23.1%
DE	5.67%	6.39%	5.10%	2.99%	3.64%	2.96%	33.3%	18.7%	17.5%	13.8%	16.7%
FL	4.25%	4.14%	3.65%	1.73%	1.60%	1.40%	29.7%	19.0%	19.3%	16.0%	16.0%
GA	6.22%	6.24%	5.43%	2.67%	2.68%	2.26%	25.1%	17.5%	19.3%	16.9%	21.2%
HI	3.07%	3.61%	2.73%	1.12%	1.32%	1.11%	32.9%	21.0%	20.3%	14.5%	11.3%
IA	2.98%	3.19%	2.67%	1.23%	1.44%	1.12%	35.5%	20.3%	19.1%	13.6%	11.5%
ID	2.63%	2.50%	2.41%	1.06%	1.05%	0.93%	33.2%	21.7%	20.5%	13.9%	10.7%
IL	4.48%	4.26%	3.98%	2.01%	1.86%	1.73%	33.7%	18.8%	18.5%	14.2%	14.8%
IN	4.49%	4.49%	4.34%	2.26%	2.23%	2.12%	29.7%	18.7%	19.6%	15.5%	16.6%
KS	3.37%	3.33%	3.03%	1.35%	1.42%	1.17%	31.9%	19.6%	19.8%	15.0%	13.7%
KY	4.52%	4.36%	4.32%	2.16%	2.06%	1.98%	26.9%	18.9%	20.5%	16.7%	16.9%
LA	8.09%	7.78%	7.25%	4.17%	3.90%	3.64%	24.7%	17.6%	19.9%	16.7%	21.1%
MA	3.21%	3.12%	2.78%	1.20%	1.10%	1.09%	39.4%	19.6%	18.1%	12.1%	10.7%
MD	5.74%	5.66%	5.08%	2.57%	2.47%	2.37%	32.7%	17.9%	18.1%	14.1%	17.2%
ME	3.17%	3.10%	2.42%	1.35%	1.37%	1.07%	36.2%	20.3%	20.0%	13.0%	10.5%
MI	5.20%	5.12%	4.65%	3.09%	3.01%	2.62%	34.1%	19.4%	18.3%	13.2%	14.9%
MN	2.61%	2.80%	2.44%	1.27%	1.33%	1.18%	42.6%	20.0%	17.4%	10.6%	9.4%
MO	4.46%	4.47%	4.03%	1.97%	2.11%	1.82%	30.7%	19.4%	19.2%	15.1%	15.7%
MS	10.06%	9.79%	9.47%	5.36%	4.94%	5.02%	19.2%	17.0%	20.9%	18.2%	24.6%
MT	3.34%	3.48%	3.01%	1.68%	1.57%	1.43%	34.6%	22.1%	18.8%	13.7%	10.9%
NC	5.25%	5.15%	4.80%	2.28%	2.24%	1.99%	28.5%	18.2%	19.7%	15.9%	17.6%
ND	2.87%	2.97%	2.65%	1.53%	1.36%	1.49%	35.9%	21.7%	19.0%	12.7%	10.7%
NE	3.60%	3.12%	2.79%	1.54%	1.20%	1.25%	36.1%	20.2%	19.4%	13.0%	11.3%
NH	2.58%	2.85%	2.33%	0.86%	1.17%	0.90%	40.3%	20.4%	17.6%	11.5%	10.2%
NJ	4.00%	4.11%	3.51%	1.84%	1.87%	1.51%	38.5%	19.1%	17.7%	12.4%	12.4%
NM	5.30%	5.55%	4.84%	2.56%	2.75%	2.24%	25.1%	18.8%	21.0%	17.9%	17.3%
NV	4.33%	4.66%	4.07%	1.79%	1.91%	1.60%	27.2%	19.4%	19.0%	17.4%	17.0%
NY	3.90%	3.82%	3.53%	1.78%	1.78%	1.67%	38.4%	19.3%	17.9%	12.4%	12.0%
OH	4.69%	4.75%	4.36%	2.35%	2.32%	2.02%	31.7%	18.4%	18.6%	14.8%	16.5%
OK	4.83%	4.75%	4.70%	2.05%	2.28%	2.20%	23.9%	18.2%	20.4%	18.1%	19.4%
OR	2.48%	2.36%	2.02%	1.04%	0.96%	0.79%	34.8%	21.4%	19.5%	13.4%	11.0%
PA	4.23%	4.27%	3.58%	1.86%	1.90%	1.60%	37.2%	18.9%	17.6%	12.5%	13.9%
RI	3.16%	4.00%	3.61%	1.30%	1.71%	1.53%	37.3%	19.5%	18.4%	12.4%	12.4%
SC	5.16%	5.17%	5.21%	2.21%	2.15%	2.16%	28.0%	18.2%	19.3%	15.7%	18.9%
SD	3.20%	3.22%	3.02%	1.58%	1.63%	1.35%	35.6%	20.1%	20.8%	13.1%	10.3%
TN	4.94%	4.99%	4.68%	2.48%	2.32%	2.21%	27.7%	19.7%	20.0%	15.8%	16.8%
TX	5.38%	5.17%	4.86%	2.15%	2.06%	1.87%	25.0%	18.1%	19.9%	17.6%	19.4%
UT	1.98%	2.30%	1.98%	0.86%	0.94%	0.79%	34.9%	22.5%	20.3%	13.0%	9.2%
VA	4.18%	4.30%	3.92%	1.94%	1.81%	1.66%	33.8%	18.8%	18.6%	13.9%	15.0%
VT	2.97%	2.92%	2.96%	1.30%	1.23%	1.28%	38.2%	21.6%	19.2%	10.9%	10.2%
WA	2.42%	2.67%	2.30%	0.93%	1.10%	0.83%	36.4%	21.5%	18.8%	12.6%	10.7%
WI	3.06%	3.12%	2.84%	1.43%	1.57%	1.41%	39.1%	20.4%	18.0%	12.0%	10.4%
WV	5.11%	5.15%	5.00%	2.41%	2.62%	2.38%	26.9%	18.3%	20.8%	16.5%	17.5%
WY	3.31%	3.90%	2.98%	1.64%	1.64%	1.32%	30.8%	21.8%	20.5%	14.0%	12.9%

Risk Tier Mix by Lender Type												
Risk Tier	Bank			Captive			Credit Union			Independent		
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022
Super prime	31.9%	31.9%	30.6%	40.3%	40.4%	39.2%	32.0%	32.0%	31.1%	11.9%	11.8%	10.9%
Prime plus	20.1%	20.3%	21.3%	20.5%	20.5%	21.5%	22.6%	22.8%	23.8%	9.5%	9.6%	9.3%
Prime	19.9%	19.9%	20.7%	17.7%	17.7%	18.4%	21.6%	21.8%	22.4%	15.4%	15.5%	14.7%
Near prime	14.6%	14.8%	15.0%	12.0%	12.0%	12.1%	14.2%	14.1%	14.3%	22.1%	22.4%	22.5%
Subprime	13.5%	13.2%	12.4%	9.6%	9.4%	8.9%	9.6%	9.2%	8.3%	41.1%	40.8%	42.6%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Delinquency Status by Lender Type										
Lender Type	% of Accounts 30+ DPD			% of Accounts 60+ DPD			% of Accounts 90+ DPD			
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	
Bank	3.79%	3.72%	3.23%	1.39%	1.31%	1.11%	0.44%	0.43%	0.34%	
Captive	2.42%	2.38%	2.15%	0.69%	0.65%	0.58%	0.19%	0.18%	0.14%	
Credit union	1.75%	1.76%	1.41%	0.63%	0.62%	0.44%	0.33%	0.33%	0.21%	
Independent	11.62%	11.69%	11.41%	6.88%	6.96%	6.81%	4.77%	4.73%	4.74%	
Total	3.82%	3.80%	3.41%	1.67%	1.64%	1.46%	0.89%	0.87%	0.77%	

	% of Consumers 30+ DPD			% of Consumers 60+ DPD			% of Consumers 90+ DPD			Risk Tier Distribution				
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Super prime	Prime plus	Prime	Near prime	Subprime
All States	4.31%	4.13%	3.59%	2.95%	2.82%	2.36%	2.09%	2.02%	1.62%	42.8%	20.0%	16.8%	10.8%	9.7%
AK	3.44%	3.45%	3.27%	2.22%	2.21%	1.95%	1.66%	1.55%	1.23%	41.1%	23.4%	17.6%	10.4%	7.6%
AL	5.46%	5.14%	4.69%	3.74%	3.60%	3.04%	2.62%	2.56%	2.12%	36.5%	19.8%	18.0%	12.3%	13.4%
AR	5.54%	5.24%	4.86%	3.93%	3.73%	3.37%	2.84%	2.73%	2.30%	36.4%	20.3%	17.9%	12.6%	12.8%
AZ	4.30%	3.99%	3.36%	2.93%	2.75%	2.22%	2.05%	1.96%	1.57%	42.1%	20.1%	16.9%	11.1%	9.8%
CA	3.79%	3.62%	3.08%	2.58%	2.47%	2.02%	1.83%	1.77%	1.38%	43.6%	21.2%	16.8%	10.4%	8.0%
CO	3.42%	3.24%	2.73%	2.35%	2.18%	1.75%	1.66%	1.54%	1.18%	48.3%	19.8%	15.5%	9.1%	7.3%
CT	4.05%	3.95%	3.58%	2.82%	2.68%	2.37%	2.02%	1.87%	1.64%	46.4%	19.3%	16.0%	9.8%	8.5%
DC	4.90%	5.16%	4.66%	3.11%	3.42%	3.17%	2.05%	2.46%	2.28%	42.5%	20.0%	16.9%	9.9%	10.6%
DE	4.64%	4.71%	3.88%	3.09%	3.15%	2.50%	2.03%	2.16%	1.76%	43.9%	18.5%	16.0%	10.8%	10.8%
FL	5.25%	5.03%	4.16%	3.70%	3.52%	2.75%	2.67%	2.61%	1.88%	38.6%	20.1%	17.9%	12.5%	11.0%
GA	6.12%	5.80%	5.02%	4.22%	4.06%	3.34%	3.00%	2.85%	2.29%	35.5%	18.8%	18.0%	13.2%	14.5%
HI	3.36%	3.06%	2.67%	2.30%	2.04%	1.49%	1.61%	1.41%	1.00%	48.3%	20.4%	15.5%	9.5%	6.3%
IA	3.31%	3.27%	2.76%	2.26%	2.17%	1.75%	1.48%	1.52%	1.18%	49.3%	20.0%	15.0%	8.9%	6.9%
ID	2.83%	2.98%	2.48%	1.77%	2.00%	1.63%	1.23%	1.31%	1.12%	47.1%	21.2%	16.2%	8.9%	6.6%
IL	3.90%	3.76%	3.30%	2.63%	2.54%	2.16%	1.86%	1.76%	1.47%	45.2%	19.4%	16.2%	10.1%	9.2%
IN	4.44%	4.37%	3.75%	3.05%	2.99%	2.48%	2.19%	2.06%	1.70%	42.8%	19.4%	16.6%	11.0%	10.2%
KS	3.62%	3.41%	3.04%	2.44%	2.29%	2.03%	1.72%	1.62%	1.35%	45.7%	20.2%	15.9%	9.9%	8.3%
KY	4.68%	4.48%	4.12%	3.17%	3.17%	2.84%	2.24%	2.21%	1.98%	40.3%	19.7%	17.3%	11.7%	11.1%
LA	6.11%	5.71%	5.04%	4.21%	3.92%	3.36%	2.98%	2.76%	2.33%	35.3%	19.0%	17.9%	13.2%	14.5%
MA	3.61%	3.40%	2.99%	2.45%	2.36%	1.98%	1.72%	1.69%	1.36%	48.4%	20.1%	16.1%	8.6%	6.8%
MD	4.70%	4.49%	3.94%	3.16%	3.06%	2.49%	2.18%	2.16%	1.69%	43.4%	18.9%	16.3%	10.8%	10.5%
ME	3.38%	3.06%	2.59%	2.28%	1.92%	1.66%	1.53%	1.42%	1.16%	48.8%	20.4%	15.5%	8.6%	6.7%
MI	4.26%	4.07%	3.56%	2.89%	2.77%	2.31%	2.03%	1.93%	1.57%	44.3%	19.7%	16.3%	10.1%	9.6%
MN	2.82%	2.69%	2.39%	1.85%	1.81%	1.55%	1.25%	1.30%	1.07%	53.1%	19.3%	14.2%	7.4%	6.0%
MO	4.02%	3.91%	3.51%	2.71%	2.66%	2.32%	1.92%	1.90%	1.55%	43.7%	19.9%	16.3%	10.5%	9.6%
MS	6.82%	6.58%	6.29%	4.66%	4.62%	4.37%	3.27%	3.34%	3.06%	31.2%	19.5%	18.6%	14.5%	16.2%
MT	2.77%	2.73%	2.40%	1.84%	1.74%	1.56%	1.34%	1.26%	1.04%	48.9%	21.5%	14.9%	8.6%	6.1%
NC	4.97%	4.71%	4.16%	3.42%	3.20%	2.80%	2.37%	2.26%	1.91%	41.6%	19.4%	16.9%	11.2%	10.9%
ND	2.94%	2.98%	2.66%	1.89%	1.80%	1.83%	1.39%	1.31%	1.20%	48.2%	21.1%	15.1%	8.7%	6.8%
NE	3.44%	3.18%	2.71%	2.25%	2.15%	1.77%	1.59%	1.57%	1.18%	47.9%	20.0%	15.7%	9.0%	7.3%
NH	2.99%	3.26%	2.64%	2.07%	2.09%	1.75%	1.52%	1.49%	1.12%	51.8%	19.6%	14.6%	7.9%	6.2%
NJ	4.07%	3.86%	3.37%	2.77%	2.65%	2.19%	1.93%	1.89%	1.51%	45.0%	19.7%	16.8%	10.0%	8.5%
NM	4.07%	4.06%	3.24%	2.70%	2.72%	2.10%	1.91%	1.90%	1.42%	40.0%	20.7%	17.6%	12.1%	9.7%
NV	5.42%	5.25%	4.38%	3.84%	3.67%	2.98%	2.78%	2.63%	2.16%	36.9%	20.0%	17.6%	13.4%	12.2%
NY	4.33%	4.18%	3.80%	2.92%	2.84%	2.49%	2.10%	2.06%	1.72%	42.1%	20.9%	17.4%	10.6%	9.1%
OH	4.31%	4.11%	3.79%	2.98%	2.82%	2.50%	2.11%	2.00%	1.73%	44.6%	18.7%	16.1%	10.5%	10.1%
OK	4.92%	4.72%	4.41%	3.42%	3.31%	2.94%	2.44%	2.34%	2.00%	37.7%	20.2%	17.8%	12.5%	11.7%
OR	3.14%	3.06%	2.61%	2.03%	1.98%	1.63%	1.42%	1.44%	1.13%	48.0%	20.7%	15.6%	9.0%	6.7%
PA	4.31%	4.12%	3.68%	3.01%	2.88%	2.48%	2.12%	2.06%	1.70%	47.0%	18.7%	15.4%	9.5%	9.3%
RI	4.27%	3.97%	3.46%	2.98%	2.83%	2.28%	2.17%	2.15%	1.54%	45.4%	19.2%	16.6%	9.9%	8.9%
SC	5.02%	4.85%	4.32%	3.48%	3.26%	2.81%	2.37%	2.31%	1.89%	40.5%	18.7%	16.9%	11.5%	12.4%
SD	2.86%	2.68%	2.52%	1.98%	1.84%	1.70%	1.43%	1.30%	1.23%	50.7%	19.8%	14.8%	8.3%	6.4%
TN	4.46%	4.27%	3.89%	3.01%	2.96%	2.59%	2.10%	2.09%	1.73%	40.7%	20.4%	16.8%	11.3%	10.8%
TX	5.11%	4.89%	4.20%	3.55%	3.40%	2.78%	2.54%	2.45%	1.90%	35.6%	19.9%	18.3%	13.4%	12.8%
UT	3.08%	2.88%	2.30%	1.94%	1.78%	1.50%	1.38%	1.26%	0.97%	45.1%	22.1%	16.8%	9.3%	6.6%
VA	3.98%	3.80%	3.34%	2.70%	2.55%	2.15%	1.93%	1.80%	1.46%	45.9%	19.4%	16.0%	9.7%	9.0%
VT	2.81%	2.66%	2.60%	1.87%	1.71%	1.70%	1.33%	1.23%	1.17%	50.4%	21.1%	15.3%	7.4%	5.8%
WA	2.97%	2.92%	2.43%	1.97%	1.87%	1.51%	1.37%	1.31%	1.01%	48.8%	21.1%	15.3%	8.5%	6.3%
WI	2.64%	2.57%	2.31%	1.74%	1.67%	1.45%	1.24%	1.14%	0.98%	51.9%	19.6%	14.2%	7.9%	6.5%
WV	5.19%	4.89%	4.46%	3.59%	3.29%	2.98%	2.70%	2.26%	2.07%	39.1%	19.4%	17.5%	12.3%	11.6%
WY	3.15%	3.40%	2.45%	1.93%	2.18%	1.69%	1.50%	1.61%	1.10%	46.3%	21.9%	15.1%	9.3%	7.5%

	Average Balance Per Consumer			Average Credit Line Per Consumer			Median One-Month Bankcard AEP		
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022
All States	\$5,982	\$5,932	\$5,350	\$25,821	\$25,708	\$24,273	\$271	\$264	\$269
AK	\$7,394	\$7,082	\$6,661	\$25,382	\$25,172	\$24,079	\$367	\$367	\$370
AL	\$5,396	\$5,462	\$4,955	\$20,501	\$20,674	\$19,488	\$188	\$191	\$195
AR	\$5,210	\$5,183	\$4,695	\$19,868	\$19,886	\$18,661	\$169	\$163	\$164
AZ	\$6,083	\$6,014	\$5,253	\$26,126	\$26,159	\$24,494	\$263	\$255	\$255
CA	\$6,368	\$6,335	\$5,607	\$28,707	\$28,567	\$26,729	\$276	\$269	\$272
CO	\$6,450	\$6,307	\$5,710	\$29,10	\$28,872	\$27,331	\$395	\$377	\$392
CT	\$6,386	\$6,472	\$5,881	\$29,025	\$28,787	\$27,150	\$311	\$314	\$306
DC	\$7,022	\$7,090	\$6,212	\$32,622	\$33,287	\$30,282	\$344	\$354	\$324
DE	\$6,044	\$5,972	\$5,466	\$26,594	\$26,744	\$25,70	\$287	\$277	\$295
FL	\$6,336	\$6,287	\$5,618	\$27,112	\$26,999	\$25,458	\$265	\$266	\$267
GA	\$6,347	\$6,304	\$5,615	\$24,537	\$24,626	\$22,999	\$209	\$213	\$219
HI	\$6,720	\$6,620	\$5,969	\$29,030	\$28,896	\$27,370	\$509	\$534	\$511
IA	\$4,958	\$4,929	\$4,525	\$22,387	\$22,184	\$21,205	\$304	\$283	\$295
ID	\$5,548	\$5,472	\$4,823	\$24,046	\$23,653	\$22,560	\$294	\$289	\$301
IL	\$5,916	\$5,918	\$5,370	\$26,579	\$26,485	\$25,038	\$274	\$258	\$272
IN	\$5,125	\$5,064	\$4,642	\$21,472	\$21,263	\$20,342	\$211	\$198	\$224
KS	\$5,449	\$5,377	\$5,103	\$23,548	\$23,315	\$22,346	\$275	\$256	\$269
KY	\$5,088	\$5,017	\$4,591	\$20,779	\$20,847	\$19,875	\$213	\$210	\$211
LA	\$5,713	\$5,676	\$5,035	\$20,796	\$20,541	\$19,299	\$156	\$147	\$163
MA	\$5,927	\$5,859	\$5,366	\$28,659	\$28,630	\$26,841	\$355	\$335	\$350
MD	\$6,650	\$6,656	\$5,919	\$27,770	\$27,633	\$26,261	\$289	\$285	\$298
ME	\$5,369	\$5,161	\$4,812	\$24,043	\$23,787	\$22,692	\$279	\$281	\$305
MI	\$5,353	\$5,292	\$4,768	\$23,554	\$23,481	\$22,249	\$267	\$259	\$263
MN	\$5,481	\$5,463	\$4,934	\$26,325	\$26,032	\$24,651	\$450	\$416	\$436
MO	\$5,397	\$5,307	\$4,944	\$23,211	\$22,958	\$22,224	\$256	\$250	\$249
MS	\$5,208	\$5,095	\$4,668	\$18,110	\$17,947	\$16,837	\$124	\$120	\$118
MT	\$5,447	\$5,529	\$5,028	\$25,325	\$25,119	\$23,685	\$345	\$310	\$314
NC	\$5,757	\$5,667	\$5,031	\$24,219	\$24,166	\$22,703	\$274	\$270	\$261
ND	\$5,471	\$5,580	\$4,984	\$24,484	\$24,692	\$23,051	\$406	\$429	\$414
NE	\$5,180	\$5,215	\$4,808	\$23,650	\$24,077	\$22,819	\$330	\$312	\$327
NH	\$5,888	\$5,793	\$5,278	\$28,220	\$27,831	\$26,441	\$384	\$358	\$372
NJ	\$6,526	\$6,503	\$5,851	\$30,246	\$29,937	\$28,388	\$323	\$307	\$314
NM	\$5,466	\$5,554	\$5,059	\$22,922	\$22,766	\$21,634	\$246	\$225	\$233
NV	\$6,529	\$6,442	\$5,570	\$26,031	\$26,242	\$24,224	\$245	\$249	\$247
NY	\$6,224	\$6,147	\$5,576	\$27,398	\$27,291	\$25,725	\$274	\$266	\$270
OH	\$5,267	\$5,253	\$4,810	\$23,615	\$23,550	\$22,322	\$275	\$267	\$269
OK	\$5,737	\$5,712	\$5,308	\$21,767	\$21,314	\$20,347	\$183	\$170	\$174
OR	\$5,820	\$5,597	\$5,076	\$25,721	\$25,304	\$24,138	\$293	\$289	\$296
PA	\$5,612	\$5,526	\$5,068	\$25,170	\$25,072	\$23,852	\$298	\$289	\$296
RI	\$5,747	\$5,763	\$5,167	\$26,041	\$25,803	\$24,073	\$287	\$270	\$266
SC	\$5,816	\$5,701	\$5,251	\$24,144	\$23,962	\$22,669	\$219	\$229	\$221
SD	\$5,277	\$5,251	\$4,898	\$24,137	\$24,188	\$23,163	\$411	\$369	\$361
TN	\$5,516	\$5,481	\$4,982	\$22,430	\$22,425	\$21,136	\$228	\$226	\$230
TX	\$6,397	\$6,344	\$5,737	\$24,999	\$24,821	\$23,452	\$200	\$195	\$202
UT	\$5,834	\$5,738	\$5,006	\$24,595	\$24,528	\$22,665	\$428	\$411	\$418
VA	\$6,523	\$6,467	\$5,929	\$28,254	\$27,980	\$26,651	\$337	\$325	\$334
VT	\$5,259	\$5,248	\$4,875	\$23,681	\$24,894	\$23,164	\$335	\$317	\$298
WA	\$6,331	\$6,235	\$5,594	\$28,457	\$28,470	\$26,763	\$376	\$362	\$367
WI	\$4,843	\$4,810	\$4,441	\$23,897	\$23,717	\$22,584	\$390	\$350	\$365
WV	\$5,062	\$5,155	\$4,657	\$19,623	\$19,529	\$18,547	\$172	\$164	\$168
WY	\$5,931	\$6,159	\$5,374	\$24,571	\$24,158	\$23,533	\$309	\$288	\$294

	% of Consumers 30+ DPD			% of Consumers 60+ DPD			% of Consumers 90+ DPD			Risk Tier Distribution				
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Super prime	Prime plus	Prime	Near prime	Subprime
All States	2.00%	2.01%	1.69%	0.91%	0.89%	0.80%	0.58%	0.58%	0.55%	55.7%	18.9%	13.8%	6.7%	4.9%
AK	1.35%	1.49%	1.62%	0.69%	0.67%	0.94%	0.36%	0.47%	0.62%	54.9%	22.1%	13.5%	5.6%	3.8%
AL	2.83%	2.89%	2.29%	1.13%	1.20%	1.06%	0.66%	0.69%	0.67%	44.4%	21.3%	17.7%	9.0%	7.6%
AR	2.65%	2.52%	2.17%	1.16%	1.11%	0.97%	0.70%	0.70%	0.64%	42.3%	21.5%	19.2%	9.7%	7.4%
AZ	1.66%	1.54%	1.23%	0.55%	0.59%	0.50%	0.30%	0.32%	0.31%	55.4%	20.0%	13.7%	6.4%	4.4%
CA	1.27%	1.22%	1.05%	0.53%	0.50%	0.46%	0.33%	0.33%	0.31%	65.5%	16.6%	10.5%	4.4%	2.9%
CO	1.46%	1.35%	1.02%	0.61%	0.57%	0.48%	0.36%	0.36%	0.29%	63.2%	18.3%	10.8%	4.5%	3.1%
CT	2.32%	2.08%	1.96%	1.10%	0.95%	0.96%	0.81%	0.64%	0.69%	59.9%	17.0%	11.9%	6.1%	5.0%
DC	1.70%	1.40%	1.65%	0.91%	0.77%	0.86%	0.68%	0.52%	0.67%	69.0%	12.8%	9.8%	4.4%	4.0%
DE	3.25%	2.64%	2.00%	1.53%	1.24%	0.99%	1.01%	0.83%	0.69%	55.2%	18.2%	13.6%	6.9%	6.1%
FL	2.11%	2.12%	1.69%	1.06%	0.96%	0.79%	0.69%	0.64%	0.54%	52.5%	19.9%	14.4%	7.8%	5.5%
GA	2.47%	2.43%	1.92%	1.04%	1.04%	0.75%	0.57%	0.63%	0.49%	49.0%	19.5%	16.0%	8.9%	6.6%
HI	1.31%	1.54%	1.14%	0.85%	0.85%	0.75%	0.66%	0.59%	0.59%	67.8%	16.5%	9.7%	3.6%	2.3%
IA	1.48%	1.85%	1.38%	0.68%	0.88%	0.70%	0.47%	0.58%	0.49%	53.8%	20.6%	15.0%	6.5%	4.1%
ID	1.45%	1.55%	1.33%	0.63%	0.53%	0.53%	0.42%	0.33%	0.33%	56.9%	21.6%	13.2%	5.0%	3.4%
IL	2.11%	2.16%	1.83%	1.02%	1.03%	0.95%	0.67%	0.70%	0.70%	56.5%	18.1%	13.8%	6.7%	4.9%
IN	2.17%	2.20%	1.81%	0.96%	0.91%	0.83%	0.56%	0.58%	0.59%	49.5%	20.8%	16.3%	7.8%	5.6%
KS	1.69%	1.75%	1.59%	0.78%	0.70%	0.75%	0.51%	0.42%	0.46%	54.4%	20.2%	14.6%	6.5%	4.3%
KY	2.13%	2.36%	2.14%	1.15%	1.17%	1.13%	0.84%	0.84%	0.82%	45.9%	21.0%	17.9%	8.9%	6.3%
LA	3.84%	3.99%	3.11%	1.83%	1.69%	1.62%	1.21%	1.06%	1.13%	42.7%	20.6%	17.4%	10.2%	9.0%
MA	1.36%	1.63%	1.26%	0.69%	0.74%	0.68%	0.45%	0.46%	0.49%	65.0%	16.5%	10.7%	4.5%	3.3%
MD	2.36%	2.42%	1.89%	1.07%	1.11%	0.94%	0.68%	0.67%	0.66%	57.8%	17.3%	12.9%	6.8%	5.2%
ME	2.00%	1.98%	1.61%	1.16%	1.09%	0.99%	0.81%	0.89%	0.68%	55.0%	20.5%	13.9%	6.3%	4.3%
MI	1.81%	1.80%	1.68%	0.71%	0.72%	0.77%	0.38%	0.40%	0.43%	52.7%	20.2%	15.1%	7.1%	4.9%
MN	1.21%	1.35%	1.11%	0.50%	0.58%	0.50%	0.33%	0.34%	0.31%	62.7%	18.1%	11.6%	4.5%	3.1%
MO	1.91%	1.98%	1.72%	0.83%	0.80%	0.70%	0.50%	0.47%	0.46%	51.4%	20.5%	15.4%	7.5%	5.2%
MS	4.26%	3.85%	3.49%	1.76%	1.72%	1.36%	1.12%	1.23%	0.88%	36.4%	21.1%	20.0%	12.1%	10.4%
MT	1.30%	1.45%	1.32%	0.63%	0.65%	0.62%	0.37%	0.41%	0.38%	59.0%	21.1%	12.3%	4.9%	2.7%
NC	1.78%	2.03%	1.74%	0.87%	0.85%	0.77%	0.52%	0.53%	0.55%	52.4%	19.2%	15.2%	7.8%	5.4%
ND	1.41%	1.25%	1.17%	0.80%	0.71%	0.75%	0.55%	0.51%	0.53%	57.9%	20.8%	12.9%	5.1%	3.3%
NE	1.63%	1.51%	1.22%	0.60%	0.64%	0.65%	0.28%	0.38%	0.43%	57.2%	19.3%	13.8%	6.1%	3.6%
NH	1.58%	1.64%	1.47%	0.70%	0.82%	0.60%	0.50%	0.56%	0.39%	61.4%	18.8%	11.3%	5.1%	3.4%
NJ	2.23%	2.09%	1.93%	1.12%	1.07%	0.99%	0.77%	0.79%	0.71%	61.7%	16.5%	11.7%	5.6%	4.5%
NM	2.54%	2.71%	2.28%	1.33%	1.41%	1.23%	0.89%	1.02%	0.94%	50.2%	20.7%	15.5%	7.8%	5.8%
NV	1.68%	1.63%	1.12%	0.70%	0.73%	0.55%	0.44%	0.47%	0.37%	53.9%	20.9%	13.5%	6.9%	4.7%
NY	2.26%	2.28%	1.96%	1.24%	1.20%	1.11%	0.90%	0.88%	0.87%	59.5%	17.5%	12.5%	6.0%	4.5%
OH	2.02%	2.04%	1.77%	0.98%	0.94%	0.84%	0.64%	0.60%	0.59%	53.1%	19.2%	15.0%	7.5%	5.3%
OK	2.68%	2.62%	2.30%	1.23%	1.23%	1.16%	0.79%	0.87%	0.81%	44.5%	21.1%	18.2%	9.2%	7.0%
OR	1.31%	1.17%	0.88%	0.56%	0.51%	0.39%	0.40%	0.34%	0.28%	63.8%	19.1%	10.6%	3.9%	2.6%
PA	2.67%	2.67%	2.13%	1.35%	1.28%	1.06%	0.92%	0.87%	0.75%	55.9%	18.1%	13.5%	6.9%	5.7%
RI	2.44%	2.20%	1.81%	1.02%	1.06%	0.95%	0.61%	0.71%	0.65%	59.2%	17.2%	12.0%	6.6%	5.0%
SC	2.42%	2.57%	2.32%	1.08%	1.14%	1.15%	0.70%	0.71%	0.78%	50.6%	19.2%	15.4%	8.2%	6.5%
SD	1.94%	1.77%	1.10%	0.95%	0.91%	0.60%	0.72%	0.66%	0.50%	56.0%	19.6%	15.3%	5.4%	3.8%
TN	2.03%	1.87%	1.94%	0.81%	0.73%	0.89%	0.49%	0.43%	0.56%	48.9%	21.5%	16.4%	7.9%	5.4%
TX	2.72%	2.73%	2.20%	1.13%	1.10%	0.87%	0.62%	0.63%	0.55%	47.9%	19.7%	15.8%	9.3%	7.3%
UT	1.30%	1.44%	1.12%	0.57%	0.58%	0.49%	0.29%	0.34%	0.28%	60.1%	21.2%	11.6%	4.2%	2.9%
VA	1.79%	1.62%	1.50%	0.76%	0.71%	0.66%	0.45%	0.42%	0.47%	59.9%	17.7%	12.4%	5.7%	4.4%
VT	1.51%	1.38%	1.30%	0.93%	0.60%	0.76%	0.66%	0.57%	0.51%	57.0%	20.4%	13.6%	5.3%	3.7%
WA	1.18%	1.16%	0.90%	0.53%	0.54%	0.43%	0.33%	0.36%	0.29%	64.4%	18.5%	10.3%	4.1%	2.6%
WI	1.27%	1.24%	1.00%	0.53%	0.51%	0.46%	0.31%	0.34%	0.32%	59.8%	19.4%	12.6%	5.0%	3.1%
WV	3.14%	3.10%	2.69%	1.48%	1.20%	1.38%	0.82%	0.75%	0.89%	42.0%	20.0%	18.9%	10.4%	8.7%
WY	2.24%	2.21%	1.65%	1.04%	0.97%	0.89%	0.60%	0.57%	0.63%	51.4%	22.0%	15.4%	6.6%	4.6%

Risk Tier Mix by Loan Type																					
Risk Tier	FHA			Fannie			Freddie			Jumbo			Other			USDA			VA		
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022
Super prime	22.4%	22.4%	21.2%	68.2%	68.0%	65.6%	67.1%	67.1%	64.4%	76.4%	75.9%	74.7%	55.3%	55.0%	53.1%	24.8%	24.5%	22.0%	45.8%	45.9%	43.2%
Prime plus	19.5%	19.7%	20.5%	17.5%	17.7%	20.0%	18.6%	18.6%	21.5%	11.2%	11.6%	12.9%	19.0%	19.3%	20.8%	20.8%	21.2%	21.4%	22.9%	23.0%	25.2%
Prime	24.7%	25.1%	26.7%	9.5%	9.6%	10.0%	9.7%	9.8%	10.2%	7.6%	7.6%	7.9%	14.4%	14.5%	15.0%	25.0%	24.9%	26.9%	16.4%	16.6%	17.9%
Near prime	17.6%	17.5%	18.5%	3.1%	3.1%	3.0%	3.1%	3.1%	2.9%	2.8%	2.9%	2.7%	6.7%	6.7%	6.8%	14.9%	15.6%	16.1%	8.9%	8.8%	8.6%
Subprime	15.8%	15.3%	13.1%	1.6%	1.6%	1.3%	1.5%	1.4%	1.0%	2.0%	2.0%	1.8%	4.6%	4.5%	4.3%	14.4%	13.8%	13.6%	6.0%	5.7%	5.1%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Delinquency Status by Loan Type									
Loan Type	% of Accounts 30+ DPD			% of Accounts 60+ DPD			% of Accounts 90+ DPD Excl. Foreclosure		
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022
FHA	6.08%	5.92%	4.60%	2.48%	2.42%	1.85%	1.18%	1.11%	0.86%
Fannie	0.69%	0.65%	0.56%	0.28%	0.25%	0.24%	0.14%	0.13%	0.13%
Freddie	0.58%	0.57%	0.43%	0.23%	0.22%	0.17%	0.11%	0.11%	0.09%
Jumbo	1.28%	1.30%	1.18%	0.76%	0.74%	0.74%	0.40%	0.42%	0.41%
Other	1.82%	1.95%	1.88%	0.95%	0.95%	1.02%	0.53%	0.54%	0.62%
USDA	6.58%	6.44%	6.50%	3.27%	3.34%	3.65%	1.96%	2.00%	2.34%
VA	2.11%	2.05%	1.69%	1.01%	0.98%	0.81%	0.51%	0.50%	0.41%
Total	1.83%	1.84%	1.57%	0.83%	0.82%	0.74%	0.43%	0.42%	0.41%

UNSECURED PERSONAL LOANS

	Median One-Month UPL AEP			% of Consumers 60+ DPD			Average New Account Balance by State			Risk Tier Distribution				
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	May 2023	Apr 2023	May 2022	Super prime	Prime plus	Prime	Near prime	Subprime
All States	\$151	\$147	\$147	3.56%	3.61%	3.41%	\$7,901	\$8,005	\$7,698	13.9%	17.5%	23.2%	23.2%	22.2%
AK	\$231	\$230	\$248	3.08%	2.12%	2.44%	\$8,325	\$10,0	\$8,348	14.4%	18.5%	23.8%	24.5%	18.8%
AL	\$73	\$68	\$69	5.09%	5.10%	5.44%	\$4,675	\$4,281	\$4,035	9.1%	14.3%	20.8%	25.5%	30.2%
AR	\$95	\$99	\$101	4.30%	4.66%	3.18%	\$5,853	\$6,858	\$6,417	11.5%	17.9%	22.0%	23.0%	25.7%
AZ	\$180	\$183	\$175	3.62%	3.65%	3.22%	\$9,103	\$10,117	\$9,120	15.0%	18.7%	23.3%	21.8%	21.1%
CA	\$160	\$162	\$154	3.29%	3.18%	2.87%	\$9,612	\$9,549	\$9,425	14.4%	17.8%	24.2%	24.3%	19.2%
CO	\$282	\$281	\$284	2.20%	2.39%	1.88%	\$13,226	\$11,202	\$12,038	20.3%	20.7%	24.8%	20.1%	14.0%
CT	\$284	\$273	\$274	2.82%	2.62%	1.50%	\$12,875	\$15,678	\$11,323	19.7%	21.3%	23.9%	18.9%	16.3%
DC	\$214	\$220	\$186	4.78%	4.97%	4.99%	\$10,544	\$9,544	\$11,795	16.6%	14.9%	23.2%	21.5%	23.8%
DE	\$170	\$180	\$175	3.57%	4.09%	2.93%	\$7,522	\$7,962	\$9,137	16.7%	19.0%	22.5%	20.2%	21.6%
FL	\$199	\$199	\$199	3.45%	3.61%	3.14%	\$8,871	\$8,838	\$8,974	13.2%	17.7%	23.2%	23.1%	22.7%
GA	\$129	\$129	\$130	4.69%	4.97%	4.44%	\$8,313	\$7,538	\$8,324	11.9%	16.7%	22.2%	23.6%	25.5%
HI	\$354	\$388	\$332	1.98%	1.97%	1.76%	\$14,044	\$17,224	\$13,741	17.6%	21.8%	26.0%	21.6%	13.0%
IA	\$163	\$138	\$156	2.50%	2.56%	2.00%	\$7,588	\$9,024	\$9,282	14.8%	18.2%	25.7%	22.6%	18.7%
ID	\$161	\$174	\$163	3.15%	3.19%	4.81%	\$7,502	\$6,830	\$6,434	13.9%	20.6%	24.3%	22.1%	19.1%
IL	\$139	\$134	\$132	3.11%	3.42%	2.91%	\$9,474	\$9,682	\$8,818	13.6%	17.1%	23.0%	24.6%	21.8%
IN	\$127	\$119	\$127	3.09%	2.98%	2.46%	\$7,884	\$7,846	\$8,267	12.8%	18.0%	24.4%	22.7%	22.1%
KS	\$148	\$149	\$145	3.03%	2.70%	2.42%	\$7,573	\$8,132	\$7,165	14.4%	18.2%	23.9%	23.7%	19.8%
KY	\$113	\$105	\$101	3.28%	3.58%	3.06%	\$7,395	\$9,20	\$8,203	13.6%	18.6%	23.3%	22.5%	22.0%
LA	\$75	\$71	\$79	4.71%	4.93%	4.00%	\$7,061	\$6,681	\$7,062	10.2%	14.4%	22.9%	24.5%	28.0%
MA	\$325	\$317	\$328	2.02%	2.21%	1.82%	\$12,578	\$12,898	\$12,341	29.3%	20.6%	21.8%	16.5%	11.8%
MD	\$220	\$228	\$235	2.85%	2.32%	1.95%	\$10,910	\$11,552	\$11,279	17.6%	18.8%	23.7%	21.0%	19.0%
ME	\$152	\$137	\$188	1.70%	1.42%	1.28%	\$10,364	\$9,704	\$10,215	15.7%	20.5%	26.2%	21.4%	16.2%
MI	\$147	\$150	\$158	3.03%	3.00%	2.76%	\$7,167	\$7,602	\$6,846	12.8%	17.2%	23.4%	23.2%	23.3%
MN	\$290	\$269	\$280	3.25%	3.23%	3.04%	\$9,882	\$10,447	\$11,189	20.5%	20.9%	23.3%	18.5%	16.7%
MO	\$110	\$106	\$97	4.27%	4.87%	5.21%	\$6,534	\$6,284	\$5,402	13.6%	16.4%	21.1%	23.6%	25.3%
MS	\$50	\$50	\$52	3.74%	3.40%	4.00%	\$6,753	\$5,818	\$5,574	8.5%	14.1%	23.2%	26.7%	27.5%
MT	\$192	\$173	\$177	2.23%	2.25%	2.27%	\$10,173	\$9,890	\$9,460	16.3%	20.2%	24.3%	21.9%	17.2%
NC	\$164	\$145	\$158	2.74%	2.64%	3.14%	\$10,932	\$10,465	\$9,343	13.3%	17.1%	24.4%	24.7%	20.5%
ND	\$220	\$196	\$224	2.42%	3.15%	2.60%	\$12,595	\$10,212	\$9,332	12.3%	20.8%	23.9%	25.4%	17.5%
NE	\$198	\$170	\$188	3.22%	2.87%	2.32%	\$7,307	\$10,785	\$8,512	13.9%	18.8%	25.5%	22.0%	19.8%
NH	\$250	\$245	\$262	2.31%	1.99%	1.73%	\$12,144	\$12,610	\$11,970	20.4%	20.6%	24.3%	19.1%	15.7%
NJ	\$250	\$250	\$258	3.23%	3.52%	2.47%	\$12,760	\$13,619	\$12,049	17.0%	18.9%	23.7%	21.9%	18.4%
NM	\$99	\$84	\$78	4.92%	5.60%	4.40%	\$4,699	\$6,087	\$5,265	12.0%	15.8%	20.9%	25.6%	25.7%
NV	\$174	\$180	\$176	3.09%	3.06%	3.25%	\$8,784	\$9,184	\$9,10	14.0%	18.7%	22.2%	23.8%	21.3%
NY	\$212	\$209	\$221	2.66%	2.52%	2.24%	\$12,209	\$12,235	\$12,071	16.0%	20.4%	25.2%	21.4%	17.0%
OH	\$160	\$160	\$160	2.86%	3.06%	3.59%	\$7,471	\$7,340	\$7,512	13.6%	17.9%	23.3%	22.5%	22.7%
OK	\$60	\$53	\$48	6.45%	6.35%	6.66%	\$3,227	\$3,194	\$3,50	9.4%	12.8%	19.2%	25.1%	33.4%
OR	\$164	\$170	\$179	3.23%	3.01%	3.00%	\$10,648	\$9,630	\$8,775	15.6%	18.8%	25.1%	22.2%	18.2%
PA	\$184	\$178	\$180	2.54%	2.88%	2.43%	\$10,335	\$11,019	\$10,712	17.0%	19.0%	23.9%	21.4%	18.7%
RI	\$219	\$229	\$208	3.12%	3.46%	2.33%	\$11,475	\$10,131	\$10,134	18.8%	19.1%	24.1%	18.3%	19.7%
SC	\$87	\$88	\$79	3.84%	4.11%	4.71%	\$6,092	\$5,930	\$5,676	11.9%	14.5%	21.4%	23.8%	28.5%
SD	\$195	\$164	\$187	2.50%	3.20%	3.46%	\$10,219	\$9,865	\$9,467	15.9%	17.7%	24.8%	23.7%	18.1%
TN	\$106	\$97	\$100	4.42%	4.05%	4.36%	\$4,997	\$5,402	\$5,683	12.1%	16.7%	21.9%	24.1%	25.2%
TX	\$76	\$73	\$72	5.06%	5.09%	5.12%	\$4,993	\$5,112	\$4,675	9.8%	13.7%	20.5%	25.9%	30.2%
UT	\$268	\$251	\$263	3.78%	3.63%	4.11%	\$7,891	\$7,605	\$6,511	14.0%	18.4%	25.2%	23.5%	18.9%
VA	\$199	\$200	\$190	3.29%	3.20%	2.88%	\$9,589	\$9,202	\$9,882	16.7%	18.7%	23.4%	20.8%	20.4%
VT	\$217	\$182	\$177	1.15%	1.12%	1.56%	\$8,879	\$10,950	\$10,027	23.1%	22.8%	25.0%	18.3%	10.7%
WA	\$220	\$214	\$212	2.82%	2.99%	2.76%	\$9,893	\$10,579	\$8,940	13.7%	19.3%	25.3%	22.4%	19.3%
WI	\$200	\$172	\$173	3.69%	3.50%	3.38%	\$6,718	\$7,679	\$5,774	14.1%	18.6%	23.4%	23.0%	20.9%
WV	\$118	\$106	\$98	1.83%	1.55%	1.58%	\$9,087	\$8,890	\$9,908	13.7%	19.4%	26.3%	22.8%	17.9%
WY	\$169	\$191	\$177	1.57%	1.89%	1.21%	\$10,408	\$7,918	\$10,216	14.6%	21.8%	22.7%	24.0%	16.9%

Lender Type	Median One-Month AEP			% of Accounts 30+ DPD			% of Accounts 60+ DPD		
	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022
FinTech	\$195	\$193	\$198	5.1%	5.3%	4.1%	3.5%	3.7%	2.8%
Bank	\$271	\$268	\$262	1.9%	1.9%	1.8%	1.0%	1.0%	0.9%
Credit Union	\$167	\$160	\$169	2.9%	2.9%	2.4%	1.5%	1.5%	1.2%
Finance Company	\$51	\$49	\$50	7.9%	8.1%	8.5%	5.4%	5.5%	5.7%
Total	\$151	\$147	\$147	4.9%	5.0%	4.8%	3.2%	3.2%	3.1%

Percentage Changes in Origination Volumes by Lender Type and Risk Tier									
Risk Tier	Bank		Credit Union		Finance Company		FinTech		
	YoY % Change (May 2023 - May 2022)	MoM % Change (May 2023 - Apr 2023)	YoY % Change (May 2023 - May 2022)	MoM % Change (May 2023 - Apr 2023)	YoY % Change (May 2023 - May 2022)	MoM % Change (May 2023 - Apr 2023)	YoY % Change (May 2023 - May 2022)	MoM % Change (May 2023 - Apr 2023)	
Super prime	61.3%	9.5%	35.3%	8.4%	32.0%	14.0%	-31.3%	8.1%	
Prime plus	22.1%	4.6%	22.3%	11.6%	-6.1%	14.6%	-40.3%	7.8%	
Prime	20.0%	4.3%	5.0%	12.2%	-4.7%	12.7%	-51.9%	3.2%	
Near prime	37.6%	9.4%	13.8%	29.3%	-5.4%	17.2%	-62.2%	8.6%	
Subprime	8.8%	9.9%	3.6%	28.2%	-21.0%	14.3%	-66.5%	23.7%	

Lender Type	Average New Loan Amount			Average Balance per Consumer			Distribution of Total Balances		
	May 2023	Apr 2023	May 2022	Jul 2023	Jun 2023	Jul 2022	Jul 2023	Jun 2023	Jul 2022
FinTech	\$14,994	\$15,254	\$11,593	\$12,229	\$12,223	\$11,478	28.4%	29.1%	34.2%
Bank	\$10,822	\$10,797	\$11,214	\$11,823	\$11,750	\$11,030	22.7%	22.3%	20.3%
Credit Union	\$7,677	\$8,153	\$7,929	\$8,251	\$8,253	\$7,859	19.9%	19.9%	19.6%
Finance Company	\$4,782	\$4,530	\$4,537	\$10,016	\$9,963	\$8,073	28.9%	28.7%	25.9%
Total	\$7,901	\$8,005	\$7,698	\$11,742	\$11,716	\$10,606	100.0%	100.0%	100.0%

Leading Indicators: Monthly Update					
Indicator	Jul 2023	Jun 2023	% Change	Jul 2022	% Change
Consumer Sentiment Index	71.6	64.4	11.2%	51.5	39.0%
Stock Market Volatility	13.9	14.0	-0.7%	25.0	-44.4%
Weekly Initial Claims (4-Week Moving Avg)	232,400	256,750	-9.5%	215,000	8.1%
Average Gas Price per Gallon	\$3.83	\$3.54	8.2%	\$4.01	-4.5%

Lagging Indicators: Monthly Update					
Indicator	Jul 2023	Jun 2023	% Change	Jul 2022	% Change
Hourly Wages	\$33.74	\$33.58	0.5%	\$32.33	4.4%
Unemployment	3.5%	3.6%	-0.1%	3.5%	0.0%
Consumer Price Index	3.2%	3.0%	0.2%	8.5%	-5.3%

Indicator	Q2 2023	Q1 2023	% Change	Q2 2022	% Change
GDP	2.3%	1.3%	1.0%	-0.6%	2.9%

Note: For metrics reported in percentage terms (Unemployment, Consumer Price Index, etc), their month-over-month and year-over-year changes reflect the change in percentage, not the percentage change.

Macroeconomic Indicators and Definitions

All macroeconomic indicators are retrieved from the Federal Reserve Economic Data (FRED) at fred.stlouisfed.org. This data is utilized within the Credit Industry Snapshot to provide a macroeconomic view of recent trends in the industry. The indicators and their definitions are as follows:

Building Permits:

This metric tracks the increase or decrease in requests for building permits.

Consumer Confidence Index:

This metric provides an indication of future developments of households' consumption and saving based upon answers regarding their expected financial situation, sentiment about the general economic situation, unemployment and capability of savings. An indicator above 100 signals a boost in the consumer's confidence toward the future economic situation, as a consequence of which they're less prone to save and more inclined to spend money on major purchases in the next 12 months. Values below 100 indicate a pessimistic attitude toward future developments in the economy, possibly resulting in a tendency to save more and consume less.

Consumer Sentiment Index:

This is a monthly survey of consumers which is used to estimate future spending and saving.

GDP (Quarterly):

The real gross domestic product is the inflation adjusted value of the goods and services produced by labor and property located in the United States.

Hourly Wages:

The average hourly wages for all employees is tracked by this metric.

Housing Starts:

Housing starts occur when excavation begins for the footing or foundation of a building. All housing units in a multifamily building are defined as being started when this excavation begins. Beginning with data for September 1992, estimates of housing starts include units in structures being totally rebuilt on an existing foundation.

Labor Participation Rate:

This metric is an indicator of our economy's active workforce. Its formula is the sum of all workers (employed or actively seeking employment) divided by the total non-institutionalized, civilian, working-age population.

Manufacturing Activity:

As its name implies, this metric tracks manufacturing activity within the U.S. This metric does not include capital goods related to defense.

New Business Startups (Quarterly):

This metric displays the total of all applications for an Employer Identification Number (EIN). This includes all applications for an EIN, except applications for tax liens, estates, trusts, or certain financial filings, applications outside of 50 states and DC or with no state county geocodes, applications with a NAICS sector code of 11 (agriculture, forestry, fishing and hunting) or 92 (public administration), and applications in certain industries (e.g., private households, civic and social organizations).

Producer Price Index:

This measures the average change over time in the selling prices received by domestic producers of goods and services. PPIs measure price changes from the perspective of the seller. This contrasts with other measures, such as the Consumer Price Index (CPI), which measure price changes from the purchaser's perspective.

Stock Market Volatility:

This indicator measures market expectation of near-term volatility as conveyed by stock index option prices.

Unemployment:

The unemployment rate represents the number of unemployed as a percentage of the labor force. Labor force data are restricted to people 16 years of age and older, who currently reside in 1 of the 50 states or the District of Columbia, who do not reside in institutions (e.g., penal and mental facilities, homes for the aged), and who are not on active duty in the Armed Forces.

Weekly Initial Claims (Four-Week Moving Average):

This metric tracks the number of people who have filed for unemployment during the week. We've adjusted this for the Credit Industry Snapshot to capture a four-week moving average.

Glossary of Terms/Metrics

The following contains the **glossary of terms** for the Credit Industry Snapshot:

Aggregate Excess Payment (AEP):

This is an important metric developed by TransUnion as an additional measure to gauge a consumer's credit strength (beyond credit score). The AEP is utilized to measure how much in additional or 'excess' payments a customer is making beyond their minimum due. For example, a consumer may owe a minimum of \$500/month across their wallet for their credit card, auto, mortgage, etc.

1. If a consumer is actually paying \$700/month toward these bills, their AEP would be +200.
2. If a consumer pays \$500/month, their AEP would be 0.
3. In general, the higher the AEP, the higher the likelihood the customer is in good financial standing and vice versa.

LOB:

This represents 'lines of business.'

Risk tiers:

System of ranking the overall risk score of individual consumers based upon their credit history. Risk tiers at TransUnion include the following VantageScore® 4.0 categories (listed in order of credit quality):

- Super prime (781-850)
- Prime plus (721-780)
- Prime (661-720)
- Near prime (601-660)
- Subprime (300-600)

The *lowest risk* tier would be super prime, as it has the highest credit score of the group. The *highest risk* tier is subprime, as it reflects the lowest credit score of the group.

The **glossary of metrics** for TransUnion's Credit Industry Snapshot is included as follows:

% of Borrowers 30+:

The percentage of borrowers who are 30 + days past due will be included in this metric.

% of Borrowers 60+:

This metric will track the percentage of borrowers who are 60+ days delinquent.

% of Borrowers 90+:

The percentage of borrowers who are 90+ days delinquent will be tracked by this metric.

Note: This does not include charge-off.

Average Account Balance:

This is the average balance for each account.

Average Balance Per Consumer:

Average total balance per consumer, of consumers with a balance.

Average Credit Line Per Consumer:

Average credit line per consumer, of consumers with a credit line.

Consumer Level 60+ Delinquency Rate:

This metric will include borrowers who are 60 days past due or higher.

Consumer Level 90+ Delinquency Rate:

This metric will include borrowers who are 90 days past due or higher.

Distribution of Delinquency:

This metric tracks the percentage of accounts that fall within each level of delinquency.

Lender Type – Banks:

Loans origination from banks are represented by this lender type.

Lender Type – Captive:

Captive lender types are generally referenced for auto. These lenders are typically located on-site at the dealership.

Lender Type – CU:

This represents 'credit unions' as the lender.

Lender Type – FinTech:

Those lenders employing advanced financial technologies to streamline/update traditional lending processes.

Lender Type – Traditional Finance Companies:

Lenders who do not accept deposits.

Median Account Balance:

This is the median balance for each account.

Median One Month AEP:

This metric represents the median consumer one month AEP (Average Excess Payment). The AEP is utilized to measure how much in additional or 'excess' payments a customer is making beyond their minimum due.

Product - Fannie:

This product type represents the Federal National Mortgage Association (FNMA). This is better known as Fannie Mae.

Product Type - FHA:

This represents the Federal Housing Administration. FHA insures mortgages on single family homes, multifamily properties, residential care facilities and hospitals.

Product Type - Freddie:

This product type represents the Federal Home Loan Mortgage Corporation, better known as Freddie Mac. Operating in the secondary mortgage market, 'Freddie' keeps mortgage capital flowing by purchasing mortgage loans from lenders so they can in turn provide more loans to qualified borrowers.

Product Type - Jumbo:

This product type represents those loans that exceed the dollar amount loan-servicing limits put in place by Freddie Mac and Fannie Mae. Another term of jumbo is non-conforming loans.

Product Type - USDA:

This product type represents non-traditional mortgages, such as zero-down-payment loans for rural and suburban homebuyers.

Product Type - VA:

This product type represents Veterans Administration (VA) loans. The VA loan is a \$0 down mortgage option available to veterans, service members and select military spouses.

Total Accounts by Lender Type:

The total number of accounts held within a particular lender type is tracked by this metric.

Methodology

It's important you have an understanding of how we're producing this report. The Snapshot includes data for the current month, as well as month-over-month (MoM) and year-over-year (YoY) comparisons for each line of business (LOB) and the metrics within those LOBs. Our methodology is detailed as follows:

1. TransUnion's Credit Industry Snapshot utilizes a stratified random sample of five million consumers obtained from TransUnion's Prisma® DataHub.
2. The random sample of consumers was validated against TransUnion's consumer credit database to match both VantageScore® 4.0 credit tier and state distributions of consumers.
3. This report analyzes all open accounts reported to TransUnion that have been verified in the past 10 years. All accounts not reported as closed with zero balance (as indicated with a closed date, an installment balance of zero, or a remark indicating a final status such as foreclosure or settlement) are included in the report's metrics.

For additional Credit Industry Snapshot reports,
visit transunion.com/snapshot.



About TransUnion (NYSE: TRU)

TransUnion is a global information and insights company that makes trust possible in the modern economy. We do this by providing a comprehensive picture of each person so they can be reliably and safely represented in the marketplace. As a result, businesses and consumers can transact with confidence and achieve great things. We call this Information for Good®.

A leading presence in more than 30 countries across five continents, TransUnion provides solutions that help create economic opportunity, great experiences and personal empowerment for hundreds of millions of people.

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