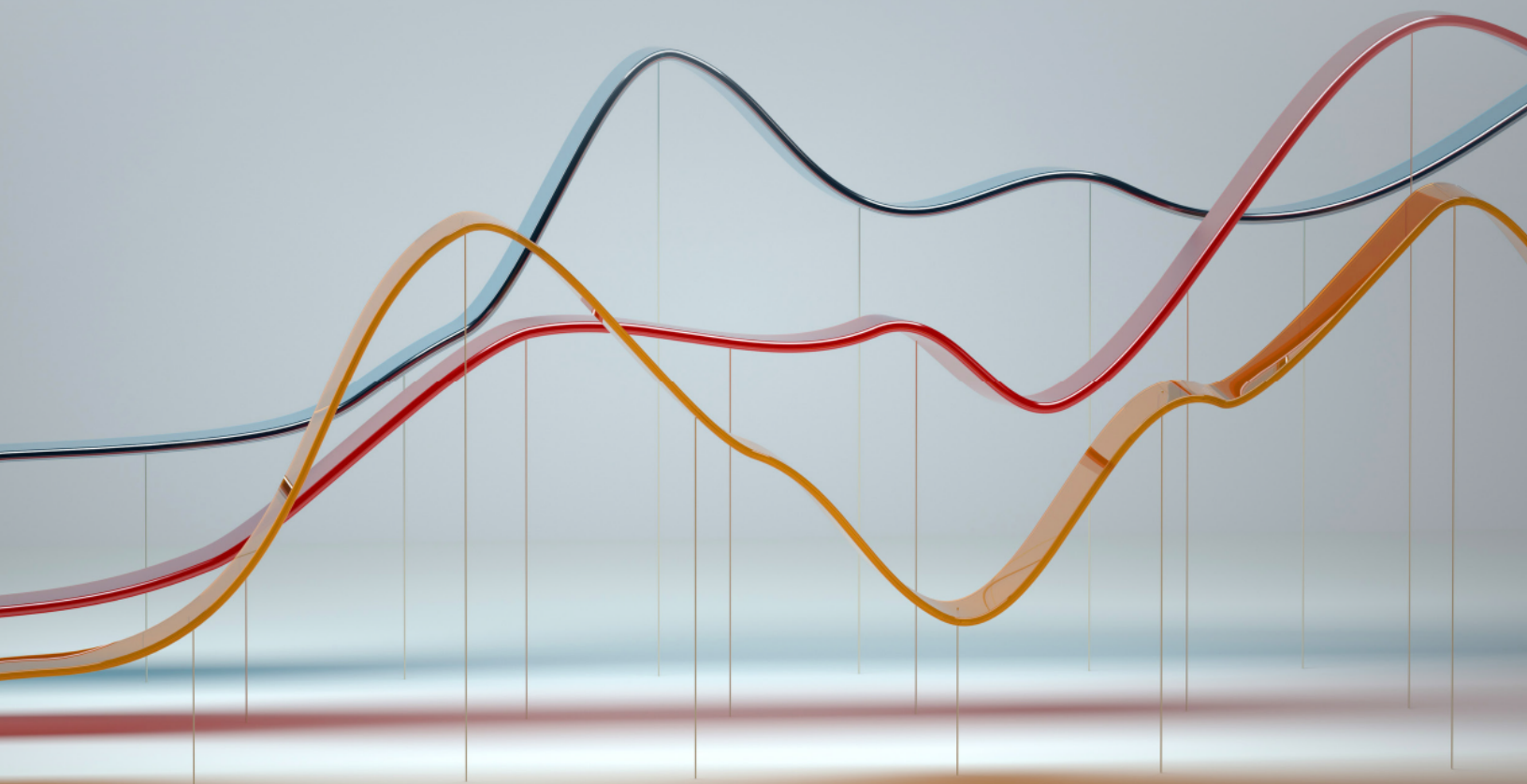


NOVEMBER 2023

# Credit Industry Snapshot



# Executive Summary

TransUnion's November Credit Industry Snapshot reported serious consumer-level delinquency rates increased across products for the fourth consecutive month. In addition, balances rose across each product type during November.

Job market strength and recent growth in real wages helped consumers to at least limit rising delinquencies as they manage increased debt obligations. A total of 199,000 jobs were created in November, representing the 35th consecutive month of positive job growth in the US economy. Increased job totals helped drive the unemployment rate down to 3.7% (from 3.9%). In addition, the labor force participation rate returned to its highest level (62.8%) since the onset of the pandemic.

The economy reflected significant growth in Q3 as GDP increased 5.2%. While economists believe the probability of a recession is less than 50%, the rate of growth is expected to slow significantly in 2024. This is due to the fact the impacts of rising interest rates take time to work their way through the economy, and interest rates are likely to remain higher for longer. It's expected interest rates will stay near their current level of ~5.5% until the Federal Reserve is satisfied the rate of inflation has been significantly diminished.

While recent economic news has been relatively positive, consumers remain concerned amid elevated inflation and higher interest rates. These are likely the main factors affecting the depressed University of Michigan's Index of Consumer Sentiment totals for November. At 61.8, this metric remained significantly depressed in comparison to its long-term average of 85.8.

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

## **Overall:**

- Serious delinquency increased across products
- Average balances increased across products
- New account balances increased for auto but declined for unsecured personal loans

## **Auto**

- Consumer 30+DPD increased to 4.18% (14 bps); 60+DPD increased to 1.55% (2 bps)
- Average amount financed increased to \$29,854 (from \$29,523)

## **Bankcard**

- Consumer 30+DPD increased to 4.73% (6 bps), representing its seventh consecutive monthly increase
- Consumer 60+DPD increased to 3.36% (9 bps); consumer 90+DPD increased to 2.45% (6 bps)
- Average balances increased to \$6,140 (from \$6,078)
- Average credit line per consumer increased to \$26,213 (from \$26,097)

## **Mortgage**

- Consumer 30+DPD remained unchanged at 2.17%; 60+DPD increased to 1.02% (4 bps); 90+DPD increased to 0.63% (2 bps)
- Average balance per account increased to \$223,808 (from \$223,217)

## **Unsecured Personal Loan (UPL)**

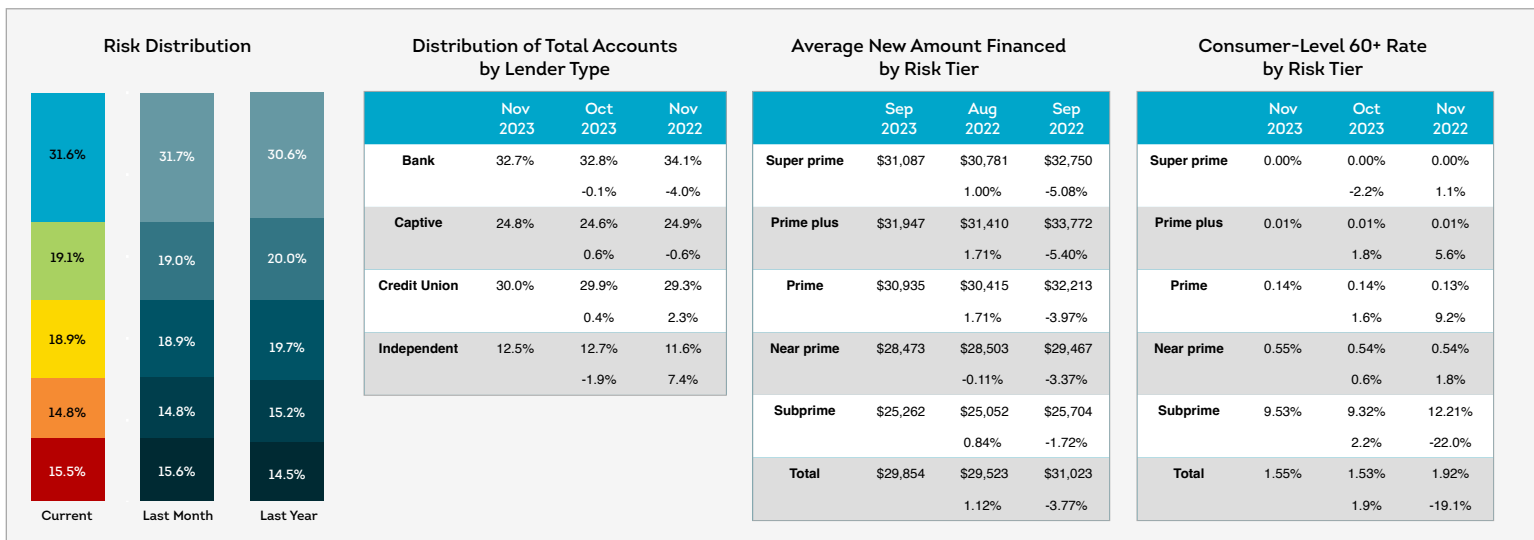
- Consumer 60+DPD increased to 3.88% (15 bps)
- Average new account loan amount decreased to \$7,479 (from \$7,527)
- Average balance per consumer increased to \$11,933 (from \$11,878)

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.

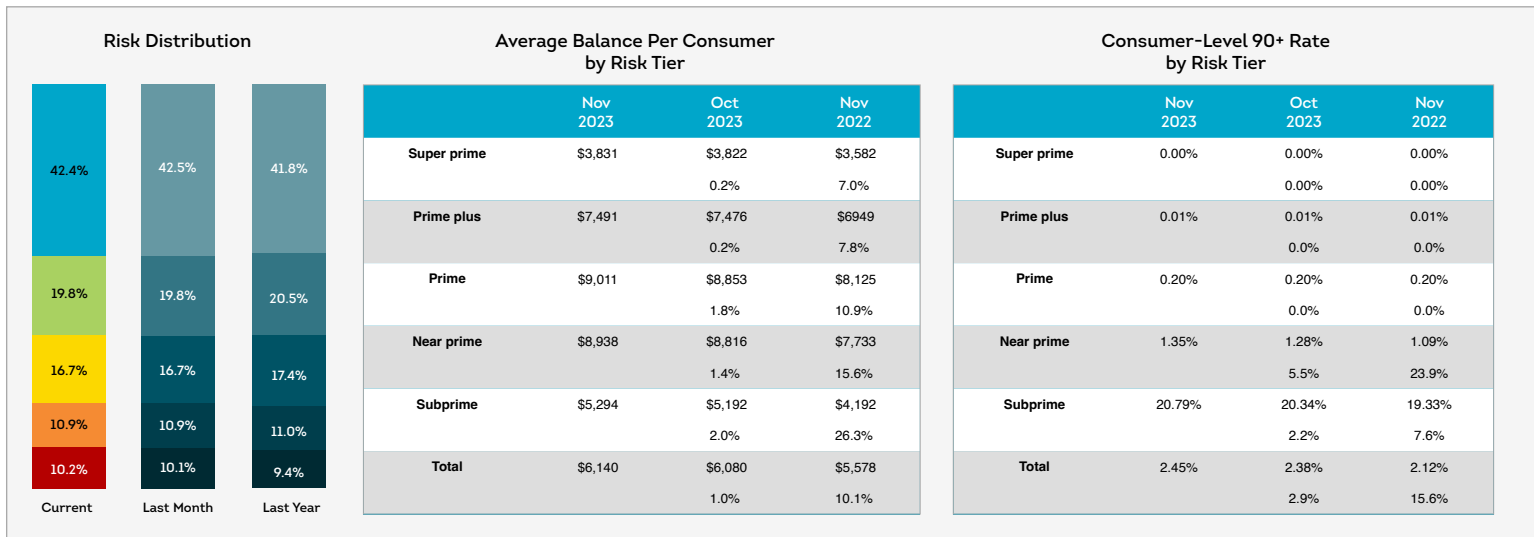
RISK TIERS

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

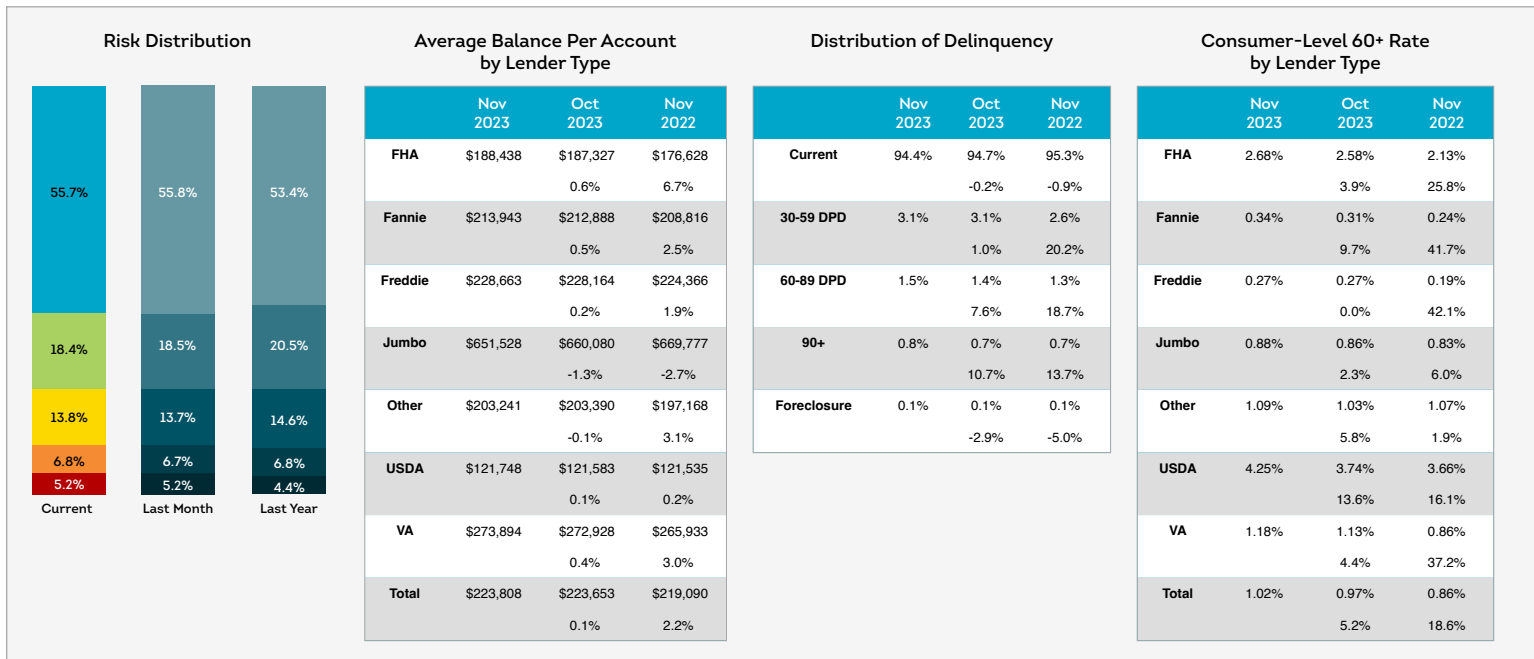
AUTO



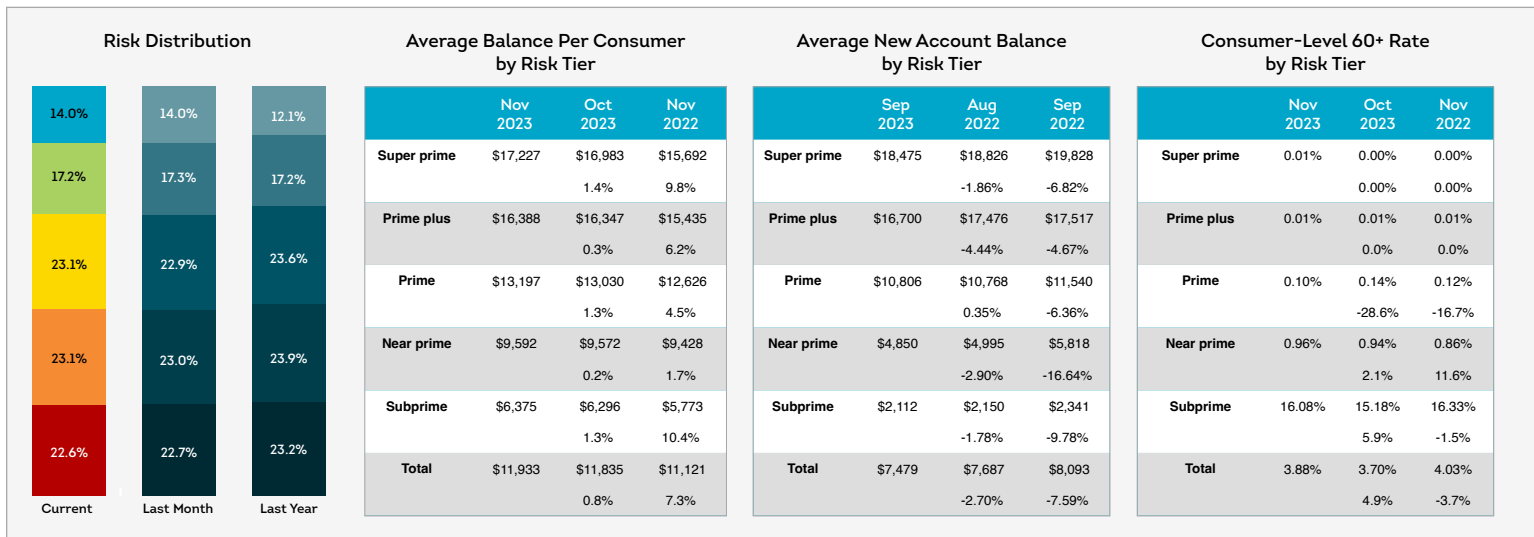
BANKCARD



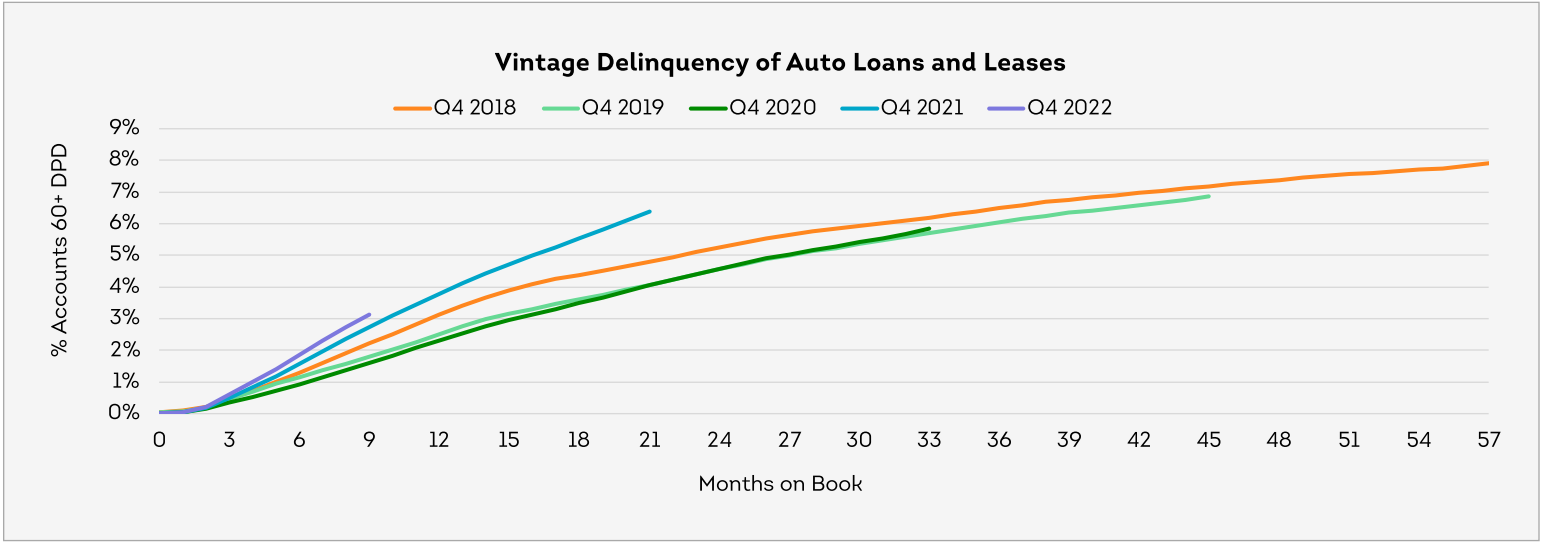
MORTGAGE



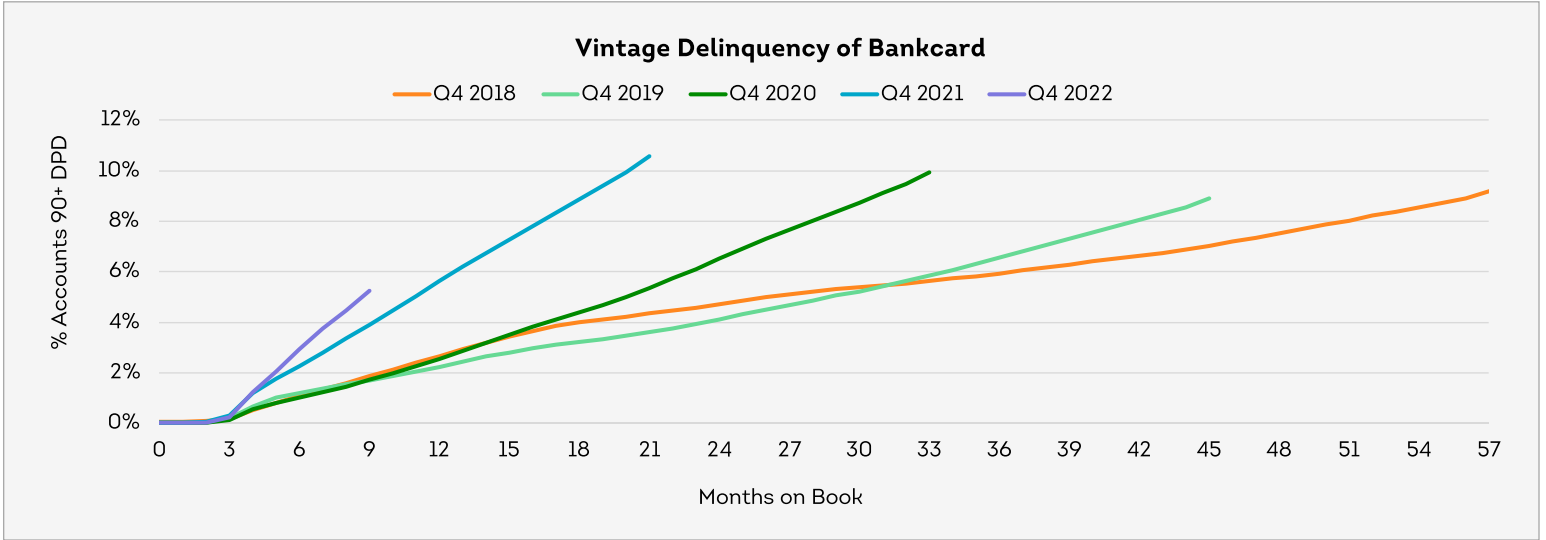
UNSECURED PERSONAL LOAN



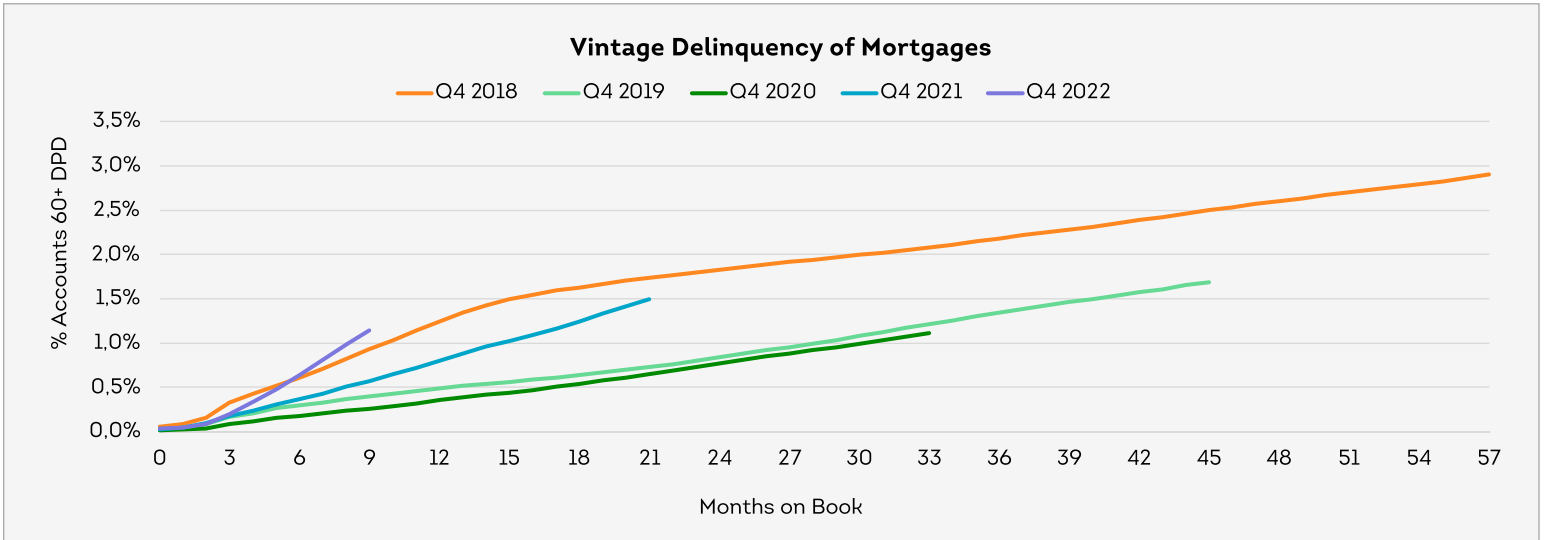
**AUTO**



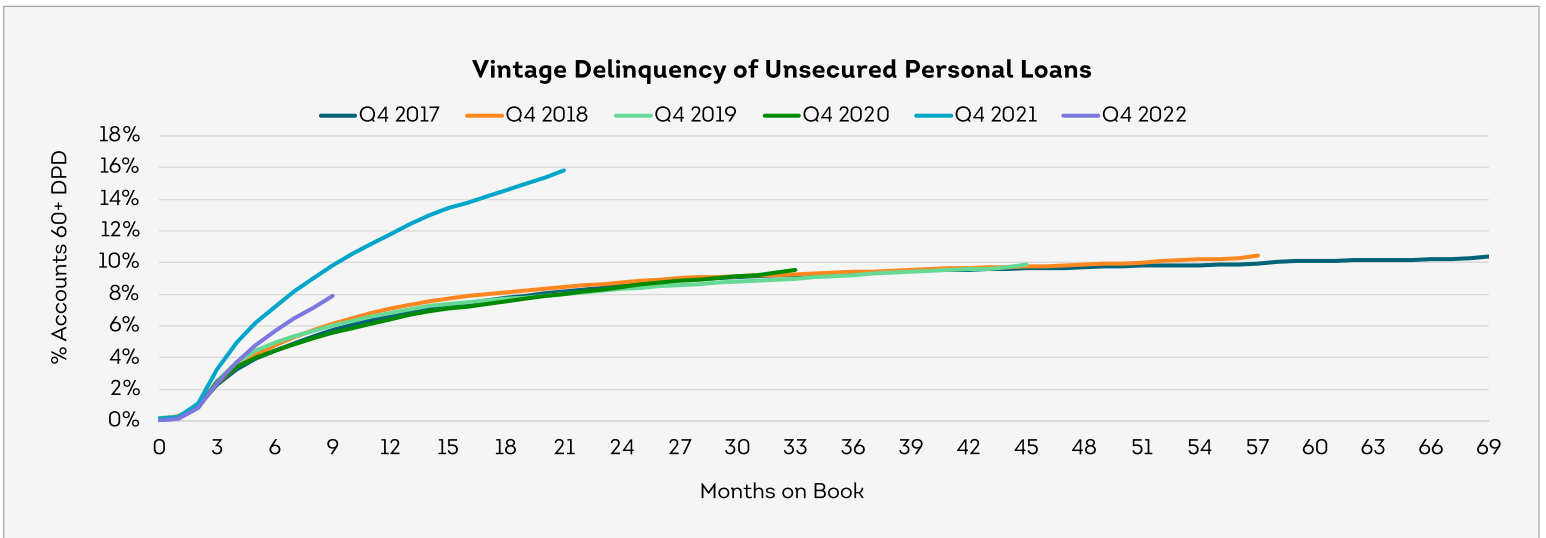
**BANKCARD**



**MORTGAGE**



**UNSECURED PERSONAL LOAN**



	% Consumers 30+ DPD			% Consumers 60+ DPD			Risk Tier Distribution				
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Super prime	Prime plus	Prime	Near prime	Subprime
<b>All States</b>	<b>4.18%</b>	<b>4.04%</b>	<b>4.36%</b>	<b>1.55%</b>	<b>1.53%</b>	<b>1.92%</b>	<b>31.6%</b>	<b>19.1%</b>	<b>18.9%</b>	<b>14.8%</b>	<b>15.5%</b>
AK	2.46%	2.70%	2.41%	0.88%	1.04%	0.86%	29.5%	22.9%	21.4%	14.8%	11.3%
AL	5.47%	6.44%	5.79%	2.05%	3.23%	2.56%	23.8%	18.3%	20.3%	17.3%	20.3%
AR	4.87%	5.66%	5.55%	1.83%	2.60%	2.36%	24.5%	18.8%	20.2%	16.9%	19.7%
AZ	4.46%	4.58%	4.16%	1.72%	1.88%	1.59%	29.5%	19.3%	19.1%	15.3%	16.8%
CA	3.37%	3.31%	3.16%	1.25%	1.24%	1.15%	33.3%	20.0%	18.8%	14.6%	13.3%
CO	3.36%	3.71%	3.11%	1.23%	1.47%	1.17%	35.5%	19.9%	18.9%	13.4%	12.3%
CT	3.36%	4.07%	3.49%	1.23%	1.55%	1.29%	37.4%	19.2%	17.3%	12.7%	13.4%
DC	6.96%	8.39%	7.53%	3.06%	4.81%	3.63%	31.0%	15.3%	16.0%	14.6%	23.1%
DE	4.57%	5.91%	5.01%	1.69%	2.85%	2.05%	33.9%	17.7%	17.7%	13.5%	17.3%
FL	4.49%	4.66%	4.14%	1.66%	1.87%	1.57%	29.5%	18.7%	19.0%	15.9%	16.8%
GA	6.57%	6.70%	5.88%	2.64%	2.91%	2.37%	25.0%	17.1%	18.7%	17.2%	22.0%
HI	3.37%	3.57%	3.46%	1.15%	1.53%	1.15%	32.3%	20.4%	20.5%	15.1%	11.7%
IA	2.84%	2.99%	3.11%	1.06%	1.27%	1.33%	35.9%	19.8%	19.5%	13.1%	11.6%
ID	2.62%	2.56%	2.36%	0.96%	1.02%	0.86%	33.1%	21.3%	20.6%	13.4%	11.6%
IL	4.11%	4.38%	4.09%	1.62%	1.85%	1.79%	33.9%	18.3%	18.4%	14.4%	15.0%
IN	3.95%	4.47%	4.22%	1.48%	1.99%	1.95%	29.4%	19.2%	19.6%	15.1%	16.8%
KS	3.27%	3.35%	3.36%	1.19%	1.36%	1.33%	31.9%	19.7%	19.5%	15.0%	14.0%
KY	4.02%	4.46%	4.08%	1.47%	1.99%	1.89%	26.7%	18.9%	20.3%	16.7%	17.4%
LA	6.82%	7.60%	7.29%	2.55%	3.36%	3.42%	25.2%	17.8%	19.1%	16.7%	21.2%
MA	3.43%	3.38%	3.14%	1.26%	1.27%	1.16%	39.3%	19.7%	17.9%	11.9%	11.1%
MD	5.13%	5.67%	4.99%	1.85%	2.49%	2.12%	32.5%	17.7%	17.8%	14.6%	17.4%
ME	2.60%	2.87%	2.67%	0.89%	1.25%	1.07%	36.3%	20.4%	19.8%	12.9%	10.7%
MI	3.41%	4.72%	4.12%	1.32%	2.54%	2.14%	34.4%	19.3%	18.7%	13.4%	14.2%
MN	2.30%	2.68%	2.38%	0.84%	1.19%	1.09%	42.7%	19.6%	17.5%	11.1%	9.2%
MO	4.12%	4.61%	4.18%	1.59%	2.10%	1.81%	31.5%	19.2%	18.6%	14.8%	15.9%
MS	7.75%	9.12%	9.15%	2.87%	4.66%	4.45%	19.6%	17.0%	21.1%	17.8%	24.5%
MT	2.92%	2.60%	3.13%	1.14%	1.22%	1.60%	34.6%	21.2%	19.0%	13.8%	11.2%
NC	5.40%	5.58%	5.25%	2.12%	2.41%	1.96%	28.9%	17.9%	19.2%	15.6%	18.3%
ND	2.42%	3.09%	2.27%	0.90%	1.54%	0.99%	37.2%	20.7%	18.6%	13.2%	10.2%
NE	2.88%	3.07%	2.90%	1.05%	1.22%	1.01%	36.0%	20.7%	19.3%	13.2%	10.8%
NH	2.80%	2.87%	2.67%	0.96%	1.00%	0.93%	39.6%	20.9%	17.7%	11.5%	10.3%
NJ	3.56%	4.10%	3.57%	1.25%	1.79%	1.45%	38.7%	18.7%	17.3%	12.5%	12.8%
NM	4.87%	5.26%	5.08%	1.83%	2.25%	1.94%	24.6%	19.6%	20.8%	16.9%	18.1%
NV	4.80%	4.76%	4.35%	1.89%	1.93%	1.63%	28.5%	19.3%	18.7%	15.8%	17.7%
NY	3.43%	3.81%	3.58%	1.22%	1.68%	1.57%	38.2%	19.4%	17.8%	12.3%	12.2%
OH	3.99%	4.58%	4.25%	1.46%	2.08%	1.88%	31.7%	18.3%	18.7%	14.8%	16.5%
OK	4.40%	4.74%	4.66%	1.57%	2.10%	1.94%	24.1%	18.6%	20.2%	17.7%	19.3%
OR	2.74%	2.73%	2.36%	1.05%	1.11%	0.96%	34.5%	21.2%	19.5%	13.6%	11.2%
PA	3.85%	3.97%	3.84%	1.37%	1.69%	1.56%	36.9%	18.8%	17.2%	12.7%	14.4%
RI	3.52%	3.47%	3.73%	1.23%	1.33%	1.39%	36.7%	19.5%	18.2%	13.3%	12.4%
SC	5.58%	5.78%	5.43%	2.12%	2.51%	2.11%	27.8%	18.4%	18.6%	15.7%	19.4%
SD	2.90%	3.36%	3.05%	1.21%	1.52%	1.27%	34.7%	21.1%	19.8%	13.3%	11.1%
TN	4.26%	4.79%	4.46%	1.63%	2.36%	1.98%	28.1%	19.6%	19.9%	15.8%	16.6%
TX	5.38%	5.44%	5.18%	1.88%	2.05%	1.91%	24.8%	18.1%	19.6%	17.7%	19.7%
UT	2.50%	2.41%	2.09%	0.96%	1.00%	0.81%	34.7%	21.9%	20.3%	13.3%	9.9%
VA	4.06%	4.39%	3.95%	1.49%	1.89%	1.57%	33.9%	18.6%	18.2%	14.1%	15.2%
VT	2.83%	2.73%	3.00%	1.00%	1.22%	1.15%	40.0%	20.2%	18.2%	11.7%	9.9%
WA	2.65%	2.77%	2.32%	0.99%	1.01%	0.82%	35.6%	21.2%	18.6%	13.3%	11.2%
WI	2.78%	3.04%	2.74%	1.16%	1.46%	1.24%	39.1%	20.0%	18.0%	12.3%	10.5%
WV	4.58%	5.22%	5.19%	1.68%	2.39%	2.32%	27.0%	18.6%	20.3%	17.2%	16.9%
WY	2.94%	3.14%	3.08%	1.18%	1.39%	1.45%	31.2%	20.5%	21.6%	15.4%	11.3%

Risk Tier Mix by Lender Type												
Risk Tier	Bank			Captive			Credit Union			Independent		
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022
Super prime	31.9%	32.0%	30.4%	40.3%	40.4%	39.1%	31.7%	31.9%	30.6%	12.5%	12.0%	11.1%
Prime plus	19.9%	19.8%	21.0%	20.1%	20.3%	21.2%	22.3%	22.2%	23.5%	9.8%	9.5%	9.4%
Prime	19.5%	19.5%	20.6%	17.4%	17.4%	18.3%	21.5%	21.6%	22.4%	15.4%	15.2%	15.1%
Near prime	14.6%	14.6%	15.2%	12.1%	11.9%	12.3%	14.3%	14.3%	14.6%	22.0%	21.7%	22.5%
Subprime	14.1%	14.1%	12.8%	10.1%	10.1%	9.1%	10.2%	10.1%	8.9%	40.3%	41.6%	41.8%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Delinquency Status by Lender Type									
Lender Type	% of Accounts 30+ DPD			% of Accounts 60+ DPD			% of Accounts 90+ DPD		
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022
Bank	4.22%	4.09%	3.69%	1.54%	1.51%	1.31%	0.49%	0.49%	0.44%
Captive	2.65%	2.58%	2.32%	0.79%	0.77%	0.67%	0.22%	0.21%	0.20%
Credit union	2.25%	2.11%	1.84%	0.83%	0.80%	0.63%	0.45%	0.44%	0.32%
Independent	8.40%	8.14%	12.52%	3.55%	3.51%	7.41%	1.50%	1.54%	5.24%
<b>Total</b>	<b>3.72%</b>	<b>3.59%</b>	<b>3.88%</b>	<b>1.38%</b>	<b>1.35%</b>	<b>1.69%</b>	<b>0.53%</b>	<b>0.53%</b>	<b>0.93%</b>

	% of Consumers 30+ DPD			% of Consumers 60+ DPD			% of Consumers 90+ DPD			Risk Tier Distribution				
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Super prime	Prime plus	Prime	Near prime	Subprime
<b>All States</b>	<b>4.73%</b>	<b>4.65%</b>	<b>4.20%</b>	<b>3.36%</b>	<b>3.26%</b>	<b>2.94%</b>	<b>2.45%</b>	<b>2.38%</b>	<b>2.12%</b>	<b>42.4%</b>	<b>19.8%</b>	<b>16.7%</b>	<b>10.9%</b>	<b>10.2%</b>
AK	3.33%	3.74%	2.59%	2.40%	2.59%	1.53%	1.56%	1.90%	1.14%	41.5%	23.0%	17.5%	10.5%	7.5%
AL	6.04%	5.85%	5.53%	4.28%	4.08%	3.90%	3.11%	2.94%	2.85%	35.9%	19.4%	17.7%	13.1%	13.9%
AR	5.95%	5.93%	5.82%	4.27%	4.19%	4.14%	3.14%	3.04%	2.96%	36.2%	20.0%	17.5%	12.7%	13.6%
AZ	4.85%	4.72%	4.28%	3.46%	3.38%	2.97%	2.55%	2.48%	2.15%	41.8%	19.8%	16.6%	11.2%	10.6%
CA	4.18%	4.11%	3.58%	2.95%	2.88%	2.46%	2.15%	2.08%	1.75%	43.5%	21.0%	16.6%	10.6%	8.4%
CO	3.63%	3.70%	3.13%	2.52%	2.58%	2.10%	1.82%	1.91%	1.51%	48.3%	19.3%	15.4%	9.3%	7.6%
CT	4.63%	4.47%	4.07%	3.30%	3.17%	2.81%	2.39%	2.25%	2.05%	46.0%	19.2%	16.0%	9.9%	8.9%
DC	5.31%	5.08%	5.11%	3.88%	3.45%	3.52%	2.89%	2.55%	2.31%	42.1%	19.6%	16.2%	10.3%	11.8%
DE	5.45%	5.41%	4.72%	3.84%	3.61%	3.32%	2.78%	2.69%	2.27%	43.7%	17.9%	16.0%	10.7%	11.7%
FL	5.80%	5.68%	4.81%	4.20%	4.06%	3.41%	3.14%	3.06%	2.47%	38.2%	19.7%	17.8%	12.6%	11.7%
GA	6.67%	6.50%	5.97%	4.78%	4.67%	4.26%	3.48%	3.43%	3.02%	35.4%	18.4%	17.7%	13.4%	15.1%
HI	3.48%	3.40%	2.67%	2.46%	2.37%	1.69%	1.74%	1.73%	1.25%	48.1%	20.2%	15.7%	9.3%	6.6%
IA	3.57%	3.38%	3.25%	2.48%	2.26%	2.26%	1.73%	1.72%	1.58%	49.1%	19.7%	15.2%	8.6%	7.4%
ID	3.39%	3.58%	2.70%	2.27%	2.49%	1.81%	1.48%	1.81%	1.32%	46.1%	20.8%	16.7%	9.1%	7.3%
IL	4.35%	4.37%	3.88%	3.09%	3.08%	2.74%	2.26%	2.21%	1.98%	44.6%	19.2%	16.1%	10.4%	9.7%
IN	4.79%	4.82%	4.43%	3.48%	3.42%	3.16%	2.55%	2.47%	2.30%	41.9%	19.4%	16.8%	10.9%	10.9%
KS	3.90%	4.20%	3.59%	2.67%	2.94%	2.38%	1.95%	2.14%	1.68%	45.0%	20.1%	16.0%	10.1%	8.8%
KY	5.07%	5.00%	4.84%	3.68%	3.53%	3.47%	2.69%	2.61%	2.53%	39.5%	19.5%	17.2%	12.1%	11.6%
LA	6.45%	6.46%	6.04%	4.67%	4.58%	4.30%	3.45%	3.35%	3.10%	34.8%	19.2%	17.8%	13.1%	15.1%
MA	3.87%	3.82%	3.44%	2.70%	2.60%	2.36%	1.95%	1.89%	1.68%	48.2%	20.1%	15.7%	8.9%	7.0%
MD	5.20%	5.12%	4.68%	3.63%	3.48%	3.19%	2.62%	2.51%	2.33%	42.9%	18.7%	16.4%	11.1%	10.9%
ME	3.40%	3.54%	3.05%	2.39%	2.45%	2.12%	1.75%	1.80%	1.39%	48.9%	20.2%	15.3%	8.8%	6.8%
MI	4.60%	4.58%	4.21%	3.27%	3.22%	2.95%	2.37%	2.39%	2.14%	43.6%	19.7%	16.3%	10.2%	10.2%
MN	2.97%	2.81%	2.60%	2.04%	1.95%	1.79%	1.50%	1.41%	1.30%	53.0%	19.0%	14.1%	7.7%	6.2%
MO	4.42%	4.45%	4.18%	3.11%	3.08%	2.96%	2.26%	2.22%	2.09%	43.7%	19.4%	15.9%	10.6%	10.4%
MS	7.44%	7.53%	7.58%	5.38%	5.32%	5.49%	3.90%	3.92%	3.98%	30.2%	19.2%	18.8%	14.5%	17.3%
MT	3.19%	2.86%	3.03%	2.07%	1.85%	2.11%	1.53%	1.43%	1.51%	49.0%	20.8%	14.8%	8.7%	6.7%
NC	5.57%	5.35%	4.82%	3.94%	3.75%	3.40%	2.85%	2.75%	2.43%	41.6%	19.1%	16.7%	11.1%	11.5%
ND	3.00%	3.19%	3.01%	2.00%	2.25%	1.98%	1.33%	1.66%	1.39%	48.9%	20.1%	15.3%	8.6%	7.1%
NE	3.64%	3.56%	3.21%	2.50%	2.43%	2.27%	1.83%	1.75%	1.66%	47.6%	19.9%	15.8%	9.2%	7.4%
NH	3.37%	3.38%	3.09%	2.43%	2.31%	2.12%	1.77%	1.67%	1.60%	51.9%	19.3%	14.2%	8.0%	6.5%
NJ	4.44%	4.36%	3.88%	3.19%	3.01%	2.68%	2.34%	2.21%	1.93%	45.1%	19.3%	16.5%	10.1%	9.0%
NM	4.66%	4.43%	4.07%	3.00%	2.88%	2.93%	2.22%	2.12%	2.06%	39.0%	20.6%	17.7%	12.1%	10.5%
NV	5.79%	5.79%	4.87%	4.22%	4.08%	3.43%	3.14%	3.04%	2.43%	37.5%	19.6%	17.3%	12.8%	12.8%
NY	4.60%	4.58%	4.37%	3.27%	3.17%	3.07%	2.38%	2.29%	2.24%	41.8%	20.7%	17.3%	10.7%	9.5%
OH	4.62%	4.60%	4.38%	3.34%	3.25%	3.20%	2.46%	2.41%	2.35%	44.3%	18.6%	16.0%	10.6%	10.6%
OK	5.33%	5.17%	5.09%	3.79%	3.56%	3.59%	2.82%	2.60%	2.53%	37.2%	20.1%	17.5%	12.5%	12.6%
OR	3.38%	3.41%	3.01%	2.23%	2.31%	2.02%	1.61%	1.67%	1.41%	47.8%	20.6%	15.5%	9.2%	7.0%
PA	4.77%	4.53%	4.22%	3.40%	3.18%	3.02%	2.48%	2.30%	2.21%	46.3%	18.7%	15.4%	9.8%	9.9%
RI	4.49%	4.42%	4.14%	3.19%	3.04%	2.85%	2.39%	2.14%	2.16%	44.5%	19.1%	16.9%	10.3%	9.2%
SC	5.53%	5.63%	5.06%	3.86%	3.91%	3.55%	2.73%	2.83%	2.51%	39.9%	18.7%	16.7%	11.6%	13.1%
SD	3.04%	2.91%	2.69%	2.11%	1.99%	1.89%	1.51%	1.43%	1.28%	49.5%	20.7%	15.1%	8.2%	6.4%
TN	4.71%	4.67%	4.45%	3.31%	3.28%	3.20%	2.47%	2.41%	2.27%	40.4%	20.3%	16.9%	11.3%	11.1%
TX	5.81%	5.65%	5.08%	4.18%	4.00%	3.55%	3.07%	2.95%	2.57%	35.0%	19.7%	18.1%	13.7%	13.5%
UT	3.38%	3.14%	2.50%	2.19%	2.12%	1.69%	1.51%	1.51%	1.17%	44.3%	21.6%	17.3%	9.6%	7.1%
VA	4.36%	4.19%	3.94%	3.03%	2.89%	2.72%	2.20%	2.05%	1.96%	45.6%	19.2%	15.7%	10.1%	9.5%
VT	2.98%	3.06%	3.01%	1.99%	2.13%	2.10%	1.40%	1.60%	1.55%	51.5%	21.1%	14.2%	7.5%	5.8%
WA	3.30%	3.18%	2.77%	2.23%	2.05%	1.79%	1.60%	1.47%	1.29%	48.4%	21.1%	15.2%	8.7%	6.6%
WI	3.15%	2.98%	2.67%	2.12%	2.07%	1.81%	1.57%	1.49%	1.30%	51.5%	19.3%	14.3%	8.1%	6.7%
WV	5.17%	5.41%	5.18%	3.85%	3.73%	3.72%	2.87%	2.65%	2.66%	38.0%	19.1%	17.5%	13.1%	12.2%
WY	3.21%	3.50%	2.94%	2.34%	2.33%	1.93%	1.74%	1.66%	1.36%	46.2%	20.6%	16.1%	9.9%	7.3%

	Average Balance Per Consumer			Average Credit Line Per Consumer			Median One-Month Bankcard AEP		
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022
<b>All States</b>	<b>\$6,140</b>	<b>\$6,080</b>	<b>\$5,578</b>	<b>\$26,213</b>	<b>\$26,117</b>	<b>\$24,724</b>	<b>\$257</b>	<b>\$263</b>	<b>\$254</b>
AK	\$7,316	\$7,395	\$6,793	\$25,608	\$25,819	\$25,233	\$392	\$416	\$421
AL	\$5,571	\$5,558	\$5,148	\$20,998	\$20,913	\$19,937	\$178	\$177	\$175
AR	\$5,366	\$5,385	\$4,90	\$20,344	\$20,318	\$19,078	\$154	\$151	\$150
AZ	\$6,317	\$6,189	\$5,569	\$26,591	\$26,541	\$24,991	\$235	\$241	\$231
CA	\$6,576	\$6,495	\$5,877	\$29,122	\$29,043	\$27,314	\$263	\$276	\$263
CO	\$6,574	\$6,470	\$5,897	\$29,538	\$29,394	\$27,70	\$363	\$376	\$372
CT	\$6,615	\$6,592	\$6,141	\$29,440	\$29,358	\$27,779	\$298	\$316	\$296
DC	\$7,236	\$7,158	\$6,529	\$32,651	\$33,345	\$31,318	\$335	\$371	\$329
DE	\$6,314	\$6,126	\$5,695	\$27,035	\$27,023	\$25,515	\$272	\$265	\$256
FL	\$6,550	\$6,489	\$5,872	\$27,466	\$27,440	\$25,911	\$247	\$252	\$247
GA	\$6,580	\$6,538	\$5,827	\$25,130	\$25,117	\$23,317	\$199	\$198	\$200
HI	\$6,695	\$6,574	\$6,150	\$29,552	\$29,513	\$27,860	\$539	\$534	\$522
IA	\$5,063	\$4,933	\$4,639	\$22,842	\$22,423	\$21,594	\$300	\$299	\$287
ID	\$5,753	\$5,696	\$5,126	\$24,278	\$24,046	\$22,793	\$292	\$308	\$298
IL	\$6,070	\$6,022	\$5,570	\$26,895	\$26,930	\$25,422	\$262	\$269	\$264
IN	\$5,264	\$5,20	\$4,847	\$21,965	\$21,736	\$20,659	\$208	\$213	\$206
KS	\$5,575	\$5,557	\$5,216	\$23,918	\$23,763	\$22,636	\$255	\$269	\$242
KY	\$5,098	\$5,125	\$4,772	\$20,917	\$21,206	\$19,993	\$197	\$204	\$196
LA	\$5,796	\$5,758	\$5,259	\$21,001	\$20,946	\$19,787	\$136	\$139	\$142
MA	\$6,077	\$6,021	\$5,541	\$29,097	\$28,851	\$27,337	\$329	\$353	\$329
MD	\$6,787	\$6,790	\$6,248	\$28,181	\$28,093	\$26,760	\$271	\$278	\$272
ME	\$5,420	\$5,376	\$4,976	\$24,405	\$24,418	\$23,185	\$284	\$299	\$297
MI	\$5,503	\$5,475	\$4,982	\$23,856	\$23,941	\$22,753	\$268	\$267	\$264
MN	\$5,551	\$5,497	\$5,102	\$26,636	\$26,412	\$25,313	\$447	\$434	\$426
MO	\$5,539	\$5,541	\$5,063	\$23,675	\$23,588	\$22,534	\$246	\$244	\$244
MS	\$5,332	\$5,295	\$4,760	\$18,290	\$18,426	\$16,866	\$115	\$114	\$108
MT	\$5,728	\$5,689	\$5,231	\$25,486	\$25,904	\$23,929	\$329	\$351	\$315
NC	\$5,853	\$5,849	\$5,347	\$24,705	\$24,496	\$23,116	\$250	\$255	\$246
ND	\$5,618	\$5,740	\$5,051	\$25,003	\$25,086	\$23,390	\$429	\$410	\$392
NE	\$5,370	\$5,314	\$5,068	\$24,048	\$24,206	\$23,290	\$324	\$314	\$312
NH	\$5,953	\$5,864	\$5,506	\$28,870	\$28,356	\$26,834	\$369	\$356	\$347
NJ	\$6,695	\$6,602	\$6,109	\$30,688	\$30,672	\$29,015	\$312	\$321	\$297
NM	\$5,586	\$5,604	\$5,156	\$23,175	\$22,929	\$21,932	\$216	\$218	\$209
NV	\$6,710	\$6,674	\$5,930	\$26,805	\$26,541	\$24,838	\$227	\$239	\$236
NY	\$6,313	\$6,262	\$5,848	\$27,740	\$27,557	\$26,208	\$261	\$272	\$252
OH	\$5,405	\$5,345	\$4,980	\$23,949	\$23,816	\$22,843	\$270	\$271	\$258
OK	\$5,862	\$5,782	\$5,428	\$21,888	\$21,495	\$20,724	\$170	\$169	\$165
OR	\$5,929	\$5,859	\$5,285	\$25,981	\$25,852	\$24,515	\$280	\$291	\$280
PA	\$5,709	\$5,648	\$5,267	\$25,285	\$25,245	\$24,104	\$277	\$290	\$276
RI	\$6,021	\$6,031	\$5,526	\$26,462	\$26,518	\$25,062	\$266	\$265	\$262
SC	\$5,894	\$5,938	\$5,413	\$24,456	\$24,229	\$22,843	\$207	\$210	\$200
SD	\$5,375	\$5,331	\$5,022	\$24,711	\$24,756	\$23,618	\$355	\$400	\$365
TN	\$5,708	\$5,607	\$5,177	\$23,027	\$22,651	\$21,657	\$213	\$214	\$208
TX	\$6,620	\$6,498	\$6,001	\$25,519	\$25,349	\$24,010	\$184	\$194	\$186
UT	\$5,945	\$5,992	\$5,375	\$24,631	\$24,973	\$23,479	\$383	\$403	\$385
VA	\$6,647	\$6,544	\$6,087	\$28,570	\$28,499	\$26,872	\$313	\$320	\$307
VT	\$5,484	\$5,40	\$5,098	\$24,999	\$24,669	\$23,835	\$320	\$318	\$293
WA	\$6,470	\$6,452	\$5,791	\$29,038	\$28,944	\$27,239	\$359	\$376	\$355
WI	\$4,940	\$4,912	\$4,599	\$24,056	\$23,912	\$22,816	\$373	\$373	\$365
WV	\$5,333	\$5,090	\$4,903	\$19,849	\$19,587	\$18,730	\$169	\$157	\$157
WY	\$6,114	\$5,901	\$5,588	\$25,340	\$23,918	\$23,913	\$311	\$308	\$282

	% of Consumers 30+ DPD			% of Consumers 60+ DPD			% of Consumers 90+ DPD			Risk Tier Distribution				
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Super prime	Prime plus	Prime	Near prime	Subprime
All States	2.17%	2.15%	1.77%	1.02%	0.97%	0.86%	0.63%	0.59%	0.56%	55.7%	18.5%	13.7%	6.8%	5.3%
AK	1.52%	1.31%	1.30%	0.73%	0.70%	0.55%	0.50%	0.47%	0.52%	55.5%	20.7%	14.3%	5.8%	3.7%
AL	3.10%	2.74%	2.54%	1.31%	1.04%	1.17%	0.66%	0.65%	0.68%	44.1%	20.8%	17.6%	9.7%	7.8%
AR	2.89%	2.91%	2.28%	1.35%	1.21%	1.02%	0.78%	0.67%	0.63%	42.9%	20.8%	18.5%	9.6%	8.1%
AZ	1.78%	1.84%	1.22%	0.75%	0.74%	0.55%	0.41%	0.41%	0.33%	56.0%	19.3%	13.5%	6.4%	4.8%
CA	1.43%	1.42%	1.03%	0.67%	0.59%	0.47%	0.39%	0.35%	0.32%	65.6%	16.2%	10.5%	4.5%	3.2%
CO	1.34%	1.34%	1.05%	0.60%	0.60%	0.50%	0.35%	0.37%	0.30%	64.0%	17.6%	10.8%	4.4%	3.2%
CT	2.64%	2.41%	2.31%	1.31%	1.07%	1.19%	0.83%	0.64%	0.88%	59.2%	17.3%	12.2%	6.2%	5.1%
DC	1.77%	2.29%	1.22%	0.77%	1.35%	0.72%	0.50%	1.13%	0.57%	69.4%	12.5%	9.7%	4.0%	4.4%
DE	2.77%	2.93%	2.44%	1.41%	1.36%	1.25%	0.86%	0.79%	0.79%	54.1%	17.7%	13.7%	7.9%	6.5%
FL	2.19%	2.31%	1.55%	1.08%	1.05%	0.76%	0.69%	0.65%	0.50%	52.1%	19.2%	14.5%	7.9%	6.2%
GA	2.64%	2.79%	2.04%	1.21%	1.14%	0.89%	0.64%	0.61%	0.51%	49.1%	18.8%	15.9%	9.1%	7.2%
HI	1.77%	1.71%	1.25%	0.95%	0.96%	0.83%	0.68%	0.78%	0.62%	67.7%	15.9%	10.1%	3.3%	2.9%
IA	1.62%	1.84%	1.57%	0.71%	0.88%	0.73%	0.47%	0.53%	0.51%	53.8%	20.0%	15.5%	6.3%	4.3%
ID	1.63%	1.66%	1.35%	0.73%	0.72%	0.53%	0.44%	0.49%	0.34%	56.5%	20.8%	13.9%	5.1%	3.7%
IL	2.08%	2.16%	2.02%	1.06%	1.02%	1.11%	0.67%	0.67%	0.78%	56.5%	17.5%	13.7%	7.0%	5.2%
IN	2.42%	2.44%	2.03%	1.09%	1.08%	0.99%	0.67%	0.62%	0.65%	49.2%	20.2%	16.7%	7.9%	6.1%
KS	1.97%	1.91%	1.79%	0.87%	0.82%	0.88%	0.60%	0.52%	0.55%	53.7%	20.3%	14.7%	6.8%	4.6%
KY	2.48%	2.50%	2.33%	1.31%	1.28%	1.14%	0.98%	0.88%	0.78%	46.3%	20.5%	17.8%	8.7%	6.7%
LA	4.39%	4.08%	3.41%	2.09%	1.79%	1.62%	1.31%	0.96%	1.01%	43.0%	19.6%	17.5%	9.8%	10.0%
MA	1.64%	1.67%	1.45%	0.77%	0.77%	0.73%	0.54%	0.47%	0.46%	65.3%	16.1%	10.6%	4.3%	3.7%
MD	2.43%	2.58%	2.08%	1.18%	1.18%	1.07%	0.70%	0.76%	0.72%	57.7%	17.2%	12.7%	6.9%	5.6%
ME	2.06%	2.35%	1.95%	1.08%	1.13%	1.21%	0.82%	0.88%	1.01%	56.0%	19.5%	14.0%	6.1%	4.4%
MI	2.18%	2.05%	1.67%	0.93%	0.83%	0.73%	0.51%	0.49%	0.47%	52.0%	19.9%	15.5%	7.3%	5.3%
MN	1.48%	1.45%	1.11%	0.74%	0.66%	0.48%	0.44%	0.42%	0.34%	62.7%	17.7%	11.4%	4.8%	3.4%
MO	2.09%	2.01%	1.57%	0.92%	0.82%	0.71%	0.57%	0.47%	0.41%	52.3%	19.6%	15.2%	7.6%	5.4%
MS	4.54%	4.05%	3.97%	2.17%	1.83%	1.89%	1.30%	1.16%	1.22%	36.7%	20.8%	20.1%	11.8%	10.6%
MT	1.60%	1.16%	1.03%	0.86%	0.35%	0.54%	0.43%	0.20%	0.32%	58.9%	20.5%	12.3%	4.9%	3.4%
NC	2.23%	2.02%	1.96%	0.96%	1.01%	0.86%	0.52%	0.57%	0.52%	53.1%	18.5%	15.0%	7.6%	5.8%
ND	1.55%	1.70%	1.01%	0.79%	1.11%	0.60%	0.71%	0.57%	0.46%	57.5%	20.5%	12.9%	5.8%	3.3%
NE	1.65%	1.49%	1.28%	0.68%	0.60%	0.67%	0.41%	0.39%	0.42%	56.5%	19.9%	13.9%	6.0%	3.8%
NH	1.59%	1.31%	1.31%	0.66%	0.63%	0.62%	0.43%	0.38%	0.34%	62.5%	18.1%	11.1%	4.6%	3.8%
NJ	2.15%	2.39%	1.96%	1.11%	1.16%	1.13%	0.69%	0.75%	0.80%	61.8%	16.2%	11.7%	5.7%	4.7%
NM	2.76%	3.06%	2.67%	1.20%	1.70%	1.39%	0.79%	1.19%	0.97%	49.4%	20.4%	16.4%	7.7%	6.0%
NV	1.91%	1.77%	1.10%	0.94%	0.85%	0.54%	0.62%	0.51%	0.35%	54.8%	19.8%	13.4%	6.8%	5.2%
NY	2.46%	2.41%	2.13%	1.29%	1.30%	1.18%	0.91%	0.92%	0.89%	59.8%	17.1%	12.2%	6.0%	5.0%
OH	2.16%	2.12%	1.87%	1.04%	0.96%	0.88%	0.67%	0.61%	0.57%	53.3%	19.2%	14.9%	7.3%	5.4%
OK	2.72%	2.98%	2.41%	1.35%	1.37%	1.20%	0.79%	0.89%	0.80%	44.6%	21.4%	17.2%	9.7%	7.1%
OR	1.39%	1.32%	0.92%	0.72%	0.61%	0.46%	0.49%	0.36%	0.34%	64.1%	18.3%	10.6%	4.3%	2.8%
PA	2.67%	2.54%	2.19%	1.31%	1.25%	1.14%	0.83%	0.81%	0.76%	55.6%	17.9%	13.4%	7.0%	6.0%
RI	1.91%	2.32%	1.88%	1.00%	1.00%	1.09%	0.72%	0.55%	0.71%	58.8%	18.1%	12.5%	6.0%	4.7%
SC	2.90%	2.89%	2.45%	1.36%	1.32%	1.26%	0.82%	0.81%	0.85%	50.2%	19.5%	14.9%	8.4%	7.0%
SD	1.96%	1.60%	1.58%	0.99%	0.58%	0.89%	0.69%	0.39%	0.66%	55.9%	21.0%	14.3%	5.1%	3.7%
TN	2.12%	2.31%	2.01%	0.92%	0.91%	0.92%	0.56%	0.53%	0.55%	49.9%	20.6%	16.0%	7.9%	5.6%
TX	2.96%	2.93%	2.33%	1.31%	1.17%	1.00%	0.72%	0.62%	0.60%	47.7%	19.2%	15.8%	9.4%	7.8%
UT	1.69%	1.58%	1.21%	0.87%	0.53%	0.57%	0.52%	0.31%	0.35%	59.6%	20.5%	12.2%	4.5%	3.2%
VA	1.93%	1.82%	1.54%	0.87%	0.82%	0.71%	0.53%	0.44%	0.44%	60.0%	17.3%	12.0%	6.1%	4.6%
VT	1.55%	1.33%	1.81%	0.87%	0.75%	0.96%	0.65%	0.44%	0.66%	60.5%	18.7%	11.8%	5.5%	3.5%
WA	1.23%	1.20%	0.88%	0.62%	0.54%	0.42%	0.41%	0.35%	0.28%	64.3%	18.0%	10.5%	4.2%	2.9%
WI	1.35%	1.37%	1.09%	0.62%	0.63%	0.55%	0.38%	0.38%	0.38%	59.9%	18.8%	12.9%	5.3%	3.2%
WV	3.30%	3.15%	3.06%	1.33%	1.45%	1.32%	0.74%	0.67%	0.79%	41.5%	20.4%	19.0%	10.8%	8.4%
WY	1.83%	2.44%	1.90%	0.80%	0.96%	0.81%	0.50%	0.59%	0.44%	52.7%	20.8%	15.6%	6.6%	4.3%

Risk Tier Mix by Loan Type																					
Risk Tier	FHA			Fannie			Freddie			Jumbo			Other			USDA			VA		
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022
Super prime	22.1%	22.1%	20.9%	68.5%	68.7%	65.6%	66.8%	67.2%	64.6%	77.2%	77.3%	74.7%	54.7%	54.6%	53.0%	24.5%	24.7%	21.9%	46.7%	46.2%	43.2%
Prime plus	19.1%	19.2%	20.0%	17.0%	17.0%	19.5%	18.3%	18.2%	20.8%	10.3%	10.6%	12.6%	18.8%	18.8%	20.4%	20.3%	20.4%	21.3%	21.9%	22.0%	24.8%
Prime	24.4%	24.3%	26.3%	9.4%	9.4%	10.3%	9.9%	9.8%	10.5%	7.4%	7.2%	7.8%	14.7%	14.7%	15.2%	24.4%	24.8%	26.2%	16.1%	16.3%	17.6%
Near prime	17.5%	17.5%	18.3%	3.3%	3.2%	3.2%	3.3%	3.2%	3.0%	2.9%	2.7%	3.0%	6.9%	6.9%	7.0%	15.0%	15.3%	15.6%	8.7%	8.9%	9.0%
Subprime	16.9%	16.9%	14.6%	1.8%	1.7%	1.4%	1.7%	1.6%	1.1%	2.2%	2.1%	2.0%	4.9%	4.9%	4.4%	15.8%	14.7%	15.0%	6.6%	6.5%	5.4%
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		
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022
FHA	6.34%	6.58%	5.04%	2.74%	2.65%	2.18%	1.25%	1.16%	1.02%
Fannie	0.78%	0.72%	0.59%	0.33%	0.30%	0.24%	0.17%	0.16%	0.12%
Freddie	0.69%	0.66%	0.49%	0.27%	0.26%	0.19%	0.14%	0.14%	0.10%
Jumbo	1.43%	1.44%	1.29%	0.87%	0.87%	0.81%	0.43%	0.40%	0.47%
Other	1.97%	1.92%	1.83%	1.03%	0.97%	1.01%	0.56%	0.53%	0.59%
USDA	8.08%	7.63%	6.99%	4.38%	3.85%	3.81%	2.62%	2.31%	2.36%
VA	2.31%	2.42%	1.72%	1.18%	1.12%	0.87%	0.62%	0.53%	0.43%
Total	1.98%	1.97%	1.63%	0.93%	0.88%	0.79%	0.48%	0.44%	0.42%



# UNSECURED PERSONAL LOANS

	Median One-Month UPL AEP			% of Consumers 60+ DPD			Average New Account Balance by State			Risk Tier Distribution				
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Sep 2023	Aug 2023	Sep 2022	Super prime	Prime plus	Prime	Near prime	Subprime
All States	\$138	\$143	\$134	3.88%	3.70%	4.03%	\$7,479	\$7,687	\$8,093	14.0%	17.2%	23.1%	23.1%	22.6%
AK	\$297	\$270	\$269	2.51%	1.65%	2.97%	\$13,105	\$7,825	\$11,911	13.1%	18.3%	26.7%	25.3%	16.6%
AL	\$64	\$68	\$61	5.75%	5.61%	6.73%	\$4,722	\$4,280	\$4,573	9.0%	14.2%	20.9%	25.8%	30.1%
AR	\$87	\$80	\$85	4.70%	4.67%	4.25%	\$4,955	\$5,859	\$6,785	12.0%	16.8%	22.8%	22.5%	25.9%
AZ	\$155	\$162	\$143	3.98%	3.52%	4.12%	\$8,342	\$9,078	\$8,864	15.9%	18.4%	22.9%	21.9%	21.0%
CA	\$149	\$154	\$150	3.40%	3.24%	3.52%	\$8,890	\$9,135	\$10,010	14.7%	17.4%	23.9%	24.5%	19.6%
CO	\$265	\$262	\$268	2.01%	1.75%	2.05%	\$11,537	\$11,721	\$12,269	20.3%	20.6%	25.6%	19.3%	14.2%
CT	\$255	\$266	\$251	2.85%	2.77%	2.16%	\$12,265	\$12,203	\$13,687	20.3%	20.7%	24.6%	19.3%	15.1%
DC	\$192	\$159	\$203	5.54%	4.55%	3.00%	\$8,065	\$13,118	\$12,797	13.8%	16.3%	21.4%	23.3%	25.1%
DE	\$167	\$157	\$166	5.10%	3.95%	4.15%	\$7,658	\$8,219	\$12,140	16.1%	18.9%	22.6%	18.9%	23.5%
FL	\$174	\$185	\$181	3.86%	3.49%	3.78%	\$7,446	\$8,242	\$9,014	13.8%	17.9%	22.2%	22.7%	23.4%
GA	\$113	\$119	\$114	4.50%	4.64%	4.94%	\$8,204	\$8,568	\$8,726	12.4%	15.2%	22.0%	24.3%	26.1%
HI	\$336	\$342	\$361	2.53%	1.68%	1.91%	\$13,523	\$14,191	\$15,302	18.3%	20.3%	27.0%	21.1%	13.3%
IA	\$158	\$155	\$140	2.57%	2.60%	2.43%	\$11,120	\$7,099	\$7,416	15.7%	18.4%	25.5%	22.4%	18.1%
ID	\$152	\$167	\$160	3.86%	3.59%	3.89%	\$7,266	\$7,568	\$8,304	14.2%	19.1%	25.1%	20.6%	21.1%
IL	\$129	\$135	\$128	3.70%	3.73%	3.35%	\$8,594	\$8,896	\$9,144	13.6%	16.3%	22.7%	24.4%	23.0%
IN	\$121	\$121	\$120	3.72%	3.24%	3.18%	\$7,077	\$7,932	\$8,154	13.8%	18.6%	23.7%	21.7%	22.2%
KS	\$121	\$142	\$122	3.50%	2.89%	3.01%	\$7,743	\$7,610	\$7,429	14.9%	18.0%	23.3%	23.3%	20.5%
KY	\$101	\$105	\$97	3.83%	3.58%	4.01%	\$6,180	\$13,116	\$8,079	12.2%	17.6%	24.7%	23.1%	22.3%
LA	\$63	\$63	\$64	4.90%	4.86%	4.70%	\$5,429	\$6,573	\$7,106	10.1%	15.0%	22.5%	24.1%	28.4%
MA	\$299	\$317	\$307	2.26%	2.16%	2.25%	\$11,641	\$13,632	\$12,708	29.9%	19.7%	21.0%	16.7%	12.7%
MD	\$202	\$217	\$204	2.86%	2.82%	2.53%	\$11,192	\$11,266	\$11,297	16.4%	19.2%	23.5%	21.7%	19.1%
ME	\$163	\$181	\$173	2.08%	1.88%	1.70%	\$9,572	\$9,877	\$8,487	17.4%	18.4%	26.0%	22.4%	15.7%
MI	\$153	\$154	\$155	3.46%	3.22%	3.36%	\$6,782	\$6,934	\$6,685	13.8%	17.2%	23.8%	23.0%	22.2%
MN	\$277	\$274	\$276	2.91%	2.95%	3.17%	\$11,740	\$9,488	\$10,078	20.7%	20.9%	22.9%	19.2%	16.4%
MO	\$100	\$103	\$91	5.08%	4.86%	6.27%	\$5,777	\$6,158	\$5,851	13.4%	16.5%	20.8%	22.9%	26.4%
MS	\$50	\$48	\$42	3.58%	3.49%	4.65%	\$5,128	\$5,440	\$5,157	7.7%	13.8%	24.9%	25.6%	28.0%
MT	\$163	\$196	\$195	2.82%	2.01%	2.24%	\$11,599	\$8,977	\$9,908	16.8%	18.8%	24.3%	22.7%	17.4%
NC	\$133	\$146	\$127	3.12%	3.03%	3.32%	\$9,188	\$9,689	\$9,903	13.2%	16.5%	24.7%	24.4%	21.2%
ND	\$216	\$224	\$182	3.17%	4.34%	3.70%	\$10,675	\$8,851	\$12,752	15.3%	19.0%	26.5%	22.3%	16.8%
NE	\$197	\$180	\$174	3.51%	2.85%	3.36%	\$11,732	\$11,367	\$9,015	15.4%	19.0%	25.1%	22.4%	18.1%
NH	\$259	\$219	\$262	2.26%	2.41%	2.27%	\$10,60	\$14,962	\$12,595	19.6%	21.8%	25.7%	17.3%	15.6%
NJ	\$249	\$247	\$222	3.35%	3.67%	3.13%	\$12,024	\$12,629	\$15,383	16.9%	18.7%	23.2%	22.2%	19.0%
NM	\$84	\$82	\$66	4.99%	4.12%	6.87%	\$5,795	\$5,654	\$5,493	10.9%	14.4%	22.2%	25.3%	27.3%
NV	\$150	\$170	\$161	3.58%	3.51%	3.14%	\$6,884	\$7,437	\$8,575	15.7%	18.0%	22.4%	22.1%	21.9%
NY	\$197	\$202	\$189	2.80%	2.60%	2.59%	\$12,713	\$12,060	\$12,308	15.8%	19.7%	25.3%	21.5%	17.7%
OH	\$154	\$155	\$142	3.38%	3.23%	3.88%	\$7,627	\$7,353	\$7,302	14.1%	18.1%	22.6%	22.4%	22.8%
OK	\$51	\$55	\$45	6.34%	6.61%	6.71%	\$3,367	\$3,307	\$3,430	9.2%	13.5%	19.2%	24.7%	33.4%
OR	\$160	\$151	\$160	3.45%	3.21%	3.11%	\$9,231	\$9,707	\$9,631	14.7%	18.1%	25.5%	22.3%	19.4%
PA	\$171	\$173	\$171	3.07%	2.91%	2.96%	\$9,636	\$10,995	\$10,749	16.3%	19.3%	23.9%	21.3%	19.2%
RI	\$223	\$217	\$225	3.35%	3.30%	3.15%	\$8,264	\$8,482	\$9,470	18.8%	19.8%	23.8%	19.0%	18.5%
SC	\$78	\$80	\$72	4.84%	4.75%	5.00%	\$5,293	\$6,094	\$6,185	11.4%	15.3%	21.0%	23.1%	29.2%
SD	\$168	\$183	\$165	2.31%	2.25%	2.61%	\$9,768	\$6,736	\$8,128	13.5%	16.9%	24.1%	25.7%	19.8%
TN	\$93	\$90	\$80	4.75%	4.37%	5.22%	\$6,094	\$5,723	\$5,407	11.8%	16.0%	22.6%	24.2%	25.4%
TX	\$67	\$72	\$65	5.55%	5.27%	6.31%	\$4,449	\$4,569	\$4,987	10.2%	13.4%	19.9%	25.8%	30.7%
UT	\$229	\$227	\$218	3.91%	4.03%	3.79%	\$7,521	\$6,588	\$6,698	13.3%	18.4%	26.3%	22.3%	19.8%
VA	\$181	\$188	\$174	3.71%	3.05%	3.04%	\$9,557	\$9,278	\$11,277	16.2%	17.9%	23.4%	21.5%	21.0%
VT	\$183	\$175	\$184	1.85%	3.15%	1.81%	\$10,036	\$9,095	\$10,976	22.4%	20.2%	25.9%	17.5%	13.9%
WA	\$201	\$214	\$204	3.23%	3.08%	3.18%	\$11,001	\$9,489	\$9,975	13.7%	19.1%	25.4%	22.3%	19.5%
WI	\$179	\$199	\$176	3.71%	3.61%	3.73%	\$7,306	\$7,055	\$7,691	14.4%	18.1%	23.1%	22.8%	21.5%
WV	\$112	\$100	\$108	1.81%	1.59%	2.21%	\$11,783	\$8,489	\$10,736	13.8%	18.3%	25.6%	24.8%	17.4%
WY	\$182	\$173	\$189	2.19%	2.49%	1.00%	\$7,049	\$7,810	\$11,132	14.4%	19.3%	27.3%	23.8%	15.2%

Lender Type	Median One-Month AEP			% of Accounts 30+ DPD			% of Accounts 60+ DPD		
	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022
FinTech	\$181	\$184	\$179	5.5%	5.3%	5.0%	3.8%	3.6%	3.4%
Bank	\$261	\$260	\$244	2.1%	2.0%	2.1%	1.1%	1.0%	1.1%
Credit Union	\$149	\$156	\$153	3.4%	3.1%	3.1%	1.8%	1.7%	1.6%
Finance Company	\$39	\$44	\$43	8.7%	8.1%	9.8%	5.8%	5.6%	6.6%
Total	\$138	\$143	\$134	5.3%	5.0%	5.6%	3.4%	3.3%	3.6%

Percentage Changes in Origination Volumes by Lender Type and Risk Tier									
Risk Tier	Bank		Credit Union		Finance Company		FinTech		
	YoY % Change (Sep 2023 - Sep 2022)	MoM % Change (Sep 2023 - Aug 2023)	YoY % Change (Sep 2023 - Sep 2022)	MoM % Change (Sep 2023 - Aug 2023)	YoY % Change (Sep 2023 - Sep 2022)	MoM % Change (Sep 2023 - Aug 2023)	YoY % Change (Sep 2023 - Sep 2022)	MoM % Change (Sep 2023 - Aug 2023)	
Super prime	12.6%	-16.8%	8.3%	-19.4%	-2.4%	3.4%	-29.4%	-18.3%	
Prime plus	-3.6%	-10.7%	-2.2%	-17.1%	-2.8%	-1.0%	-44.9%	-27.7%	
Prime	-4.7%	-12.3%	-5.9%	-11.2%	-4.6%	-8.4%	-61.8%	-19.0%	
Near prime	18.0%	-8.0%	-5.1%	-17.3%	4.3%	-11.0%	-65.6%	-18.8%	
Subprime	15.9%	-9.4%	-14.0%	-22.1%	-11.3%	-13.8%	-61.1%	-14.1%	

Lender Type	Average New Loan Amount			Average Balance per Consumer			Distribution of Total Balances		
	Sep 2023	Aug 2023	Sep 2022	Nov 2023	Oct 2023	Nov 2022	Nov 2023	Oct 2023	Nov 2022
FinTech	\$16,304	\$16,707	\$13,080	\$12,419	\$12,335	\$12,035	26.6%	27.0%	33.4%
Bank	\$10,372	\$11,054	\$11,421	\$12,636	\$12,634	\$11,247	25.6%	25.5%	20.3%
Credit Union	\$7,811	\$7,558	\$7,683	\$8,407	\$8,365	\$8,088	20.1%	20.2%	19.8%
Finance Company	\$4,136	\$4,089	\$4,576	\$9,774	\$9,603	\$8,719	27.8%	27.3%	26.5%
Total	\$7,479	\$7,687	\$8,093	\$11,933	\$11,835	\$11,121	100.0%	100.0%	100.0%

Leading Indicators: Monthly Update					
Indicator	Nov2023	Oct 2023	% Change	Nov 2022	% Change
Consumer Sentiment Index	61.3	63.8	-3.9%	56.7	8.1%
Stock Market Volatility	14	18.9	-25.9%	23.3	-39.9%
Weekly Initial Claims (4-Week Moving Avg)	220,000	210,750	4.4%	212,500	3.5%
Average Gas Price per Gallon	\$3.22	\$3.35	-3.9%	\$3.38	-4.7%

Lagging Indicators: Monthly Update					
Indicator	Nov 2023	Oct 2023	% Change	Nov 2022	% Change
Hourly Wages	\$34.10	\$34.00	0.3%	\$32.80	3.8%
Unemployment	3.7%	3.9%	-0.2%	3.6%	0.1%
Consumer Price Index	3.1%	3.2%	-0.1%	7.1%	-4.0%

Indicator	Q3 2023	Q2 2023	% Change	Q3 2022	% Change
GDP	4.9%	2.1%	2.8%	3.2%	1.7%

**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](https://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.

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For additional Credit Industry Snapshot reports,  
visit [transunion.com/snapshot](https://transunion.com/snapshot).

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**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.

[transunion.com/business](https://transunion.com/business)