

## New Loan Scorecard

New Loans Opened between: 3/1/2023 - 5/31/2023 Analyzed as of: 6/6/2023

New Loans since 3/1/2023:	2,075
Closed-End Loans	1,672
Open-End Loans	403
New Loans, New Member	277
New Loans, Only Loan on File	599
New Loans, Closed	93
New Loans, Unique Members	1,827

### New Loans by Type (#): 3/1/2023 - 5/31/2023

USED AUTO LOAN	596
SIGNATURE LOAN	571
VISA CLASSIC	195
VISA PLATINUM	143
NEW AUTO LOAN	141
Other	429

### New Loans by Type (\$): 3/1/2023 - 5/31/2023

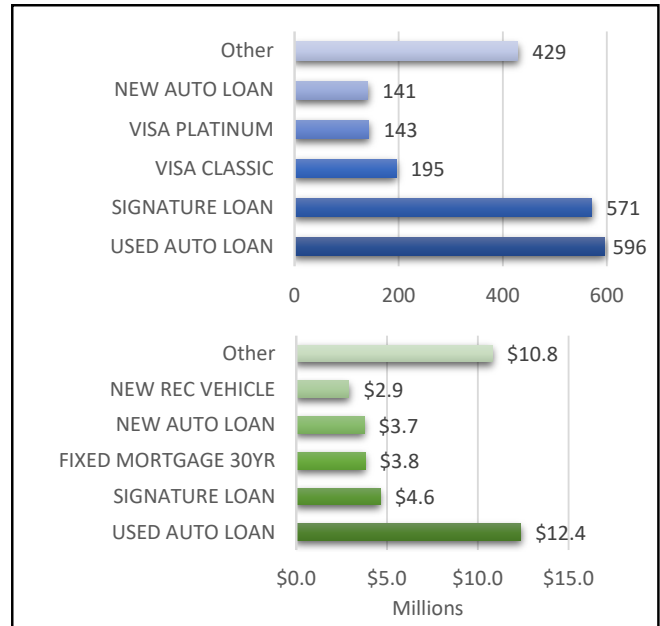
USED AUTO LOAN	\$12,351,897
SIGNATURE LOAN	\$4,623,393
FIXED MORTGAGE 30YR	\$3,792,933
NEW AUTO LOAN	\$3,736,046
NEW REC VEHICLE	\$2,896,797
Other	\$10,805,952

### Indirect Loans by Dealer (#): 3/1/2023 - 5/31/2023

RANDOM FORD	44
EXEMPLARY CHEVROLET	40
CUSO CARLOT	27
RICK'S NEW RIDES	23
DIAMOND TOYOTA	21
Other	143

### New Loans, Credit Score Distribution

720+	815
680 - 720	361
640 - 680	258
600 - 640	181
<600	168
No Credit Score	292



### New Loans, Age Distribution

Individuals, 18 - 25	317	23%
Individuals, 25 - 35	385	28%
Individuals, 35 - 45	363	27%
Individuals, 45 - 55	314	23%
Individuals, 55 - 65	351	26%
Individuals, 65+	318	23%
Organizational Members	19	1%

### New Loans, Length of Membership

<1 Year	440	32%
1-3 Years	303	22%
3-5 Years	201	15%
5-7 Years	166	12%
7-10 Years	175	13%
10+ Years	790	58%

### New Loans, Delivery Channel

CU*BASE	1,081	52%
Online Banking	671	32%
ROUTE ONE	241	12%
Online Loan Offers	82	4%