| Credit Union Averages |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 5 Largest U.S. States |  |  |  |  | National <br> Average | US Treasury <br> Curve | Average Spread (bps) to |  |
|  | CA | FL | IL | NY | TX |  |  | Yield Curve | 6 Mth CMT |
| MMKT $>2.5 \mathrm{~K}$ | 0.48\% | 0.38\% | 0.44\% | 0.44\% | 0.40\% |  | 1.56\% | -119 | -121 |
| MMKT > 10 K | 0.50\% | 0.43\% | 0.53\% | 0.52\% | 0.45\% | 0.44\% | 1.56\% | -112 | -114 |
| MMKT > 25 K | 0.51\% | 0.47\% | 0.62\% | 0.60\% | 0.49\% | 0.51\% | 1.56\% | -105 | -107 |
| Regular Sav >2.5K | 0.18\% | 0.17\% | 0.19\% | 0.21\% | 0.20\% | 0.17\% | 1.56\% | -139 | -141 |
| Int Checking > 100 | 0.10\% | 0.20\% | 0.14\% | 0.13\% | 0.12\% | 0.12\% | 1.56\% | -144 | -146 |
| Int Checking >2.5K | 0.11\% | 0.20\% | 0.14\% | 0.14\% | 0.10\% | 0.12\% | 1.56\% | -144 | -146 |
| 3 Month CD $>10 \mathrm{~K}$ | 0.58\% | 0.52\% | 0.50\% | 0.65\% | 0.65\% | 0.58\% | 1.55\% | -97 | -100 |
| 6 Month CD >10K | 0.90\% | 0.96\% | 0.79\% | 0.88\% | 1.06\% | 0.96\% | 1.58\% | -62 | -62 |
| 1 Year CD >10K | 1.29\% | 1.31\% | 1.23\% | 1.31\% | 1.54\% | 1.36\% | 1.50\% | -14 | -22 |
| 2 Year CD >10K | 1.53\% | 1.54\% | 1.49\% | 1.54\% | 1.71\% | 1.59\% | 1.34\% | 25 | 1 |
| 3 Year CD >10K | 1.69\% | 1.71\% | 1.66\% | 1.71\% | 1.86\% | 1.74\% | 1.30\% | 44 | 16 |
| 4 Year CD >10K | 1.85\% | 1.88\% | 1.83\% | 1.88\% | 2.00\% | 1.89\% | 1.33\% | 56 | 31 |
| 5 Year CD >10K | 2.08\% | 2.03\% | 1.98\% | 2.01\% | 2.11\% | 2.05\% | 1.33\% | 72 | 47 |


| Bank Averages |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CA $\quad$ FL $\begin{gathered}\text { L Largest U.S. States } \\ \text { IL }\end{gathered}$ |  |  |  |  | National <br> Average | US Treasury Curve | Average Spread to |  |
| Account Types |  |  |  |  | TX |  |  | Yield Curve | 6 Mth CMT |
| MMKT >2.5K | 0.06\% | 0.08\% | 0.09\% | 0.10\% | 0.17\% | 0.12\% | 1.56\% | -144 | -146 |
| MMKT > 25 K | 0.11\% | 0.14\% | 0.21\% | 0.18\% | 0.23\% | 0.20\% | 1.56\% | -136 | -138 |
| Regular Sav >2.5K | 0.04\% | 0.04\% | 0.07\% | 0.14\% | 0.14\% | 0.09\% | 1.56\% | -147 | -149 |
| Int Checking > 100 | 0.02\% | 0.03\% | 0.05\% | 0.05\% | 0.09\% | 0.06\% | 1.56\% | -150 | -152 |
| Int Checking >2.5K | 0.03\% | 0.03\% | 0.05\% | 0.05\% | 0.09\% | 0.06\% | 1.56\% | -150 | -152 |
| 3 Month CD > 10 K | 0.09\% | 0.13\% | 0.14\% | 0.16\% | 0.28\% | 0.19\% | 1.55\% | -136 | -139 |
| 6 Month CD >10K | 0.29\% | 0.23\% | 0.22\% | 0.33\% | 0.49\% | 0.34\% | 1.58\% | -124 | -124 |
| 1 Year CD $>10 \mathrm{~K}$ | 0.25\% | 0.31\% | 0.38\% | 0.50\% | 0.67\% | 0.48\% | 1.50\% | -102 | -110 |
| 2 Year CD $>10 \mathrm{~K}$ | 0.38\% | 0.42\% | 0.57\% | 0.59\% | 0.81\% | 0.63\% | 1.34\% | -71 | -95 |
| 3 Year CD $>10 \mathrm{~K}$ | 0.48\% | 0.52\% | 0.69\% | 0.67\% | 0.85\% | 0.72\% | 1.30\% | -58 | -86 |
| 4 Year CD $>10 \mathrm{~K}$ | 0.58\% | 0.61\% | 0.81\% | 0.75\% | 0.88\% | 0.81\% | 1.33\% | -52 | -77 |
| 5 Year CD $>10 \mathrm{~K}$ | 0.68\% | 0.70\% | 0.99\% | 0.85\% | 1.02\% | 0.95\% | 1.33\% | -38 | -63 |

## Yield Curve rate for Non-Maturity Deposits is 1 Mth CMT

Yield Curve for CD accounts is the US Treasury Rate for the full maturity:

| Dividend Rate Guidance |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Account Types | Spread (bps) to 6 Mth CMT* | Dividend Rate Ranges** |  |  |
| Regular Sav >1K | -141 | 0.00\% | to | 0.11\% |
| Regular Sav > 5 K*** | -141 | 0.11\% | to | 0.24\% |
| Regular Sav >10K | -141 | 0.24\% | to | 0.36\% |
| Regular Sav >25K | -141 | 0.36\% | to | 0.49\% |
| MMKT $>2.5 \mathrm{~K}$ | -121 | 0.31\% | to | 0.44\% |
| MMKT > $10 \mathrm{~K}^{* * *}$ | -114 | 0.38\% | to | 0.51\% |
| MMKT > 25 K | -107 | 0.45\% | to | 0.58\% |
| MMKT > 50 K | -101 | 0.51\% | to | 0.64\% |
| MMKT $>100 \mathrm{~K}$ | -97 | 0.55\% | to | 0.68\% |
| IRA Shares $>2.5 \mathrm{~K}$ | N/A | 0.41\% | to | 0.53\% |
| IRA Shares > $10 \mathrm{~K} * *$ | N/A | 0.53\% | to | 0.66\% |
| IRA Shares > 25 K | N/A | 0.66\% | to | 0.78\% |
| IRA Shares >50K | N/A | 0.78\% | to | 0.91\% |
| IRA Shares > 100K | N/A | 0.91\% | to | 1.03\% |
| Int Checking <5K | N/A | 0.00\% | to | 0.06\% |
| Int Checking > $5 K^{* * *}$ | -146 | 0.06\% | to | 0.19\% |
| Int Checking >10K | N/A | 0.19\% | to | 0.31\% |
| Int Checking > 25 K | N/A | 0.31\% | to | 0.44\% |
| 3 Month CD > $10 \mathrm{~K}^{* * * *}$ | -100 | 0.46\% | to | 0.71\% |
| 6 Month CD > $10 \mathrm{~K}^{* * * *}$ | -62 | 0.84\% | to | 1.09\% |
| 1 Year CD >10K**** | -22 | 1.24\% | to | 1.49\% |
| 2 Year CD >10K**** | 1 | 1.47\% | to | 1.72\% |
| 3 Year CD >10K**** | 16 | 1.62\% | to | 1.87\% |
| 5 Year CD >10K**** | 47 | 1.93\% | to | 2.18\% |
|  | Month Forward | Rate for | -20 | 1.59\% |
| Notes |  |  |  |  |
| * Spread ranges are obtained from Credit Union Rates less the 6 Mth CMT |  |  |  |  |
| ** All dividend rate projections are based off of the 6 Mth Forward CMT |  |  |  |  |
| *** Range should reflect non-tiered account pricing |  |  |  |  |
| ${ }^{* * * *}$ The pricing for Share Certificates and IRA Certificates should be the same |  |  |  |  |


| US CMT Month Ending Rates |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1.80\% <br> 1.60\% <br> 1.40\% <br> 1.20\% <br> 1.00\% <br> 0.80\% <br> 0.60\% <br> 0.40\% <br> 0.20\% <br> 0.00\% |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  | 3 Mth | 6 Mth | 1 Yr | 2 Yr | 3 Yr | 5 Yr |
| $\longrightarrow$ Feb-20 - Jan-20 |  |  |  |  |  |  |

