TransUnion

TRANSUNION CREDIT INDUSTRY INSIGHTS REPORT

Quarterly Overview of Consumer Credit Trends Released by TransUnion Canada

First Quarter 2025



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Executive Summary

Macroeconomic consumer trends

While the Canadian economy continues its positive trajectory in terms of inflation control and monetary policy, there remain some emerging, potential challenges relative to other core economic measures that may impact the Canadian credit market — not the least of which include a tumultuous political landscape.

Canada's economic momentum is slowing amid rising global trade tensions and persistent domestic challenges, with direct implications for consumer lenders. The economy softened ahead of anticipated US tariffs which have already begun to erode consumer confidence and spending. Consensus economic estimates project modest GDP growth for 2025, with inflation stabilizing but still above the Bank of Canada's target — suggesting interest rates will remain elevated longer than previously expected. This environment is likely to pressure household budgets, increase credit risk and dampen demand for new borrowing. Additionally, the housing market's stalled recovery may reduce home equity-based lending opportunities. For lenders, this signals a need to tighten credit risk models, monitor delinquencies closely, and innovate in underwriting to maintain portfolio quality while supporting financially stretched consumers.

Canada's labour market is showing mixed signals that are critical for consumer lenders to monitor. While unemployment has remained steady, this masks underlying volatility and sector-specific softness, particularly in goods-producing industries affected by trade uncertainty. Wage growth is moderating, which could constrain household income growth and limit borrowers' capacities to absorb higher debt servicing costs. Additionally, population growth continues to drive labour force expansion, but job creation is not keeping pace, raising concerns about underemployment. For consumer lenders, this environment suggests a cautious approach: While headline employment metrics appear stable, underlying dynamics point to rising credit risk, especially among lower-income and younger borrowers.

Consumer debt levels in Canada remain elevated, with credit card and personal loan balances continuing to rise as households grapple with persistent cost of living pressures. According to the Bank of Canada's latest Consumer Expectations Survey, many Canadians are increasingly relying on credit to manage everyday expenses, particularly in the face of elevated housing and food costs.[1] Household spending, a key economic driver, is showing signs of restraint as consumer confidence weakens amid labour market uncertainty and trade-related economic headwinds.[2] This is especially pronounced among lower-income households that are more vulnerable to rising interest rates and job market volatility. Meanwhile, the national savings rate declined slightly from earlier highs, reflecting tighter household budgets and reduced financial buffers. Although inflation has moderated closer to the Bank of Canada's 2% target, expectations of further monetary easing persist as policymakers aim to support employment and stimulate demand in a cooling economy.

Delinquency rates, an important indicator of financial health and stability, have shown a nuanced pattern in recent months. While overall delinquency rates have not spiked dramatically, there was an observable uptick in missed payments on credit cards and unsecured loans. This trend suggests while many Canadians are managing to meet their mortgage obligations, possibly due to the prioritization of securing housing, they're struggling with other forms of debt. The increasing financial strain could lead to a broader rise in delinquencies if inflation persists and economic conditions do not improve significantly.

[1,2] Bank of Canada. (2025, April 7). Canadian Survey of Consumer Expectations—First Quarter of 2025. https://www.bankofcanada.ca/2025/04/canadian-survey-of-consumer-expectations-first-quarter-of-2025/[Type here]

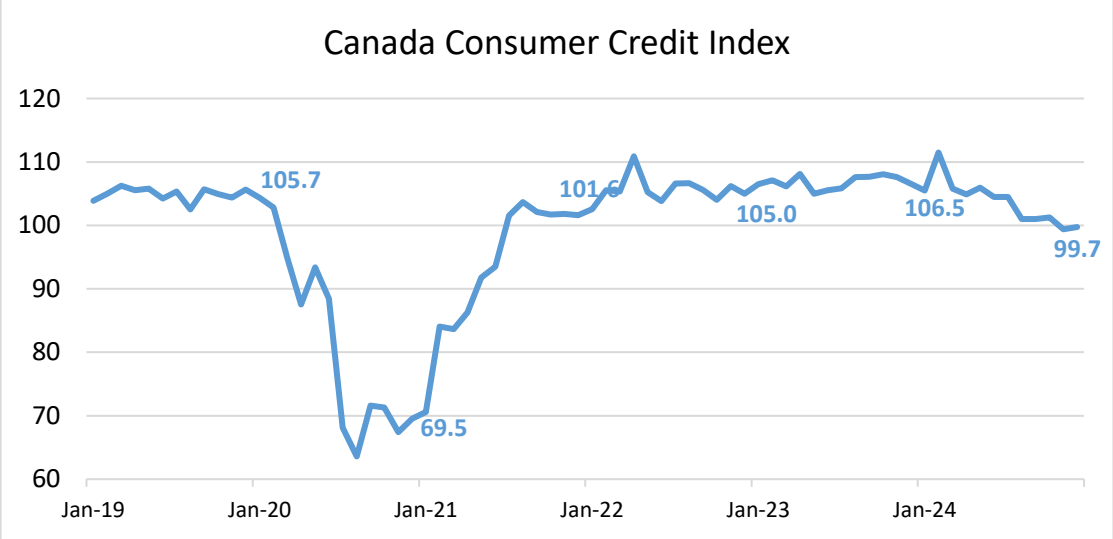
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A potential offset to rising outstanding debt levels is the household debt-to-income ratio declined for the sixth consecutive quarter, falling to 172.8% as income growth continued to outpace debt growth. While the ratio recently edged up, thanks to declining interest rates, the debt service ratio (the percentage of income going toward debt payments) fell to 14.35%, its lowest level since 2020.

Canada's economic outlook for 2025 has shifted materially following two major developments: the imposition of broad US tariffs and re-election of the Liberal Party. The newly announced 25% US tariffs on Canadian goods (excluding oil and autos) have introduced significant downside risks. Canada has responded with reciprocal tariffs targeting politically sensitive US exports, raising the risk of prolonged trade conflict. For consumer lenders, this environment could lead to slower economic growth, higher unemployment and increased credit stress, particularly among borrowers already stretched by high debt levels and elevated interest rates.

On the domestic front, the Liberal Party's election win signals a continuation of expansionary fiscal policy. Its platform includes increased infrastructure spending, targeted support for sectors impacted by tariffs, and the removal of GST on new homes under $1.3 million. While these measures may provide some near-term stimulus, they're expected to widen the federal deficit and push the debt-to-GDP ratio above 43% by 2029. For lenders, this suggests a mixed outlook: While fiscal support may cushion the blow to household incomes in the short term, the broader macroeconomic environment remains fragile. Credit providers should prepare for a more cautious consumer, potential increases in delinquencies, and a need for more dynamic risk management strategies.

TransUnion's Canada Credit Industry Indicator



Economic uncertainty has recently muted credit demand while supply remains strong. Additionally, uncertainty has shifted some credit behaviours as consumers balances have increased while credit performance has remained relatively stable from prior year, driving the Canada Consumer Credit Index to 100.3, down almost six points from the prior year. It's important to note the CII is not an index, so it should not be seen as an absolute measure of whether the credit market is healthy or not. Rather, the current CII should be viewed in comparison to prior periods to understand the direction the market is moving, where it's trending and how underlying variables are impacting the indicator.

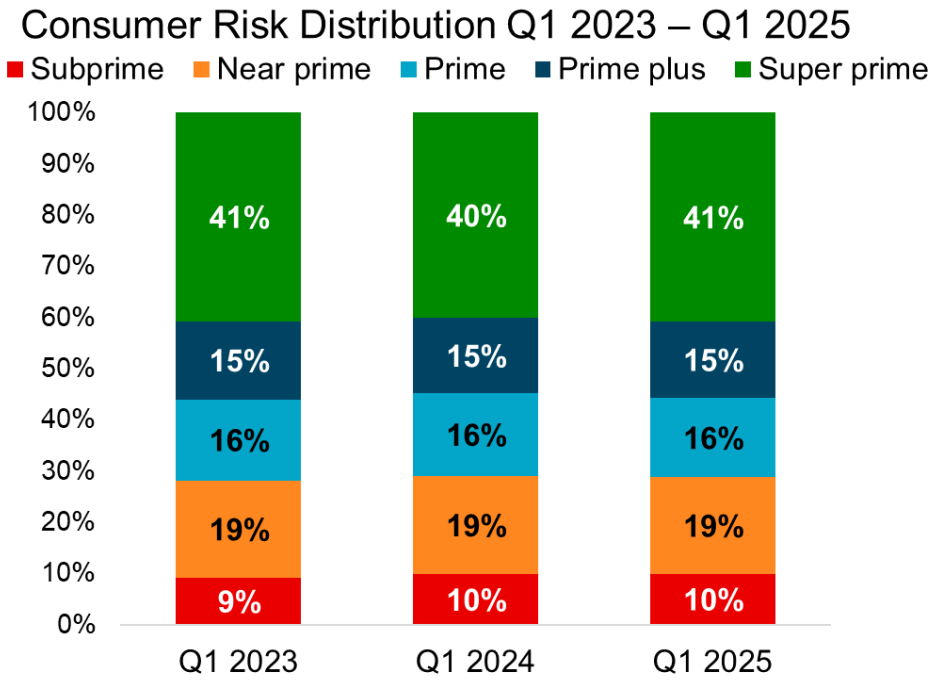
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Risk scores and distributions

Average CreditVision® scores trended higher for several years up to and through the pandemic, but growth moderated recently and ended Q1 2025 at 764. The slowing of the upward trend is due to several factors. First, balances have risen significantly over the past few quarters and continued to increase in Q1 2025. In addition, delinquency rates climbed across most products — negatively impacting scores. Despite these challenges, the long-term trend remains positive as the median CreditVision® Credit Score has generally trended higher over the past several years.

The significant cost of living increase in Canada over the past three years negatively impacted many consumers. Meanwhile, another segment of consumers has been better able to handle rising inflation — having locked in low interest rates on their homes — providing an additional level of stability to their monthly debt obligations.

The consumer risk distribution in the chart below is reflective of these current trends — which have influenced the changing distribution of consumer risk. Despite some pockets of volatility among Canadian credit consumers, the vast majority remains prime or above — and this has stayed consistent for over a decade.

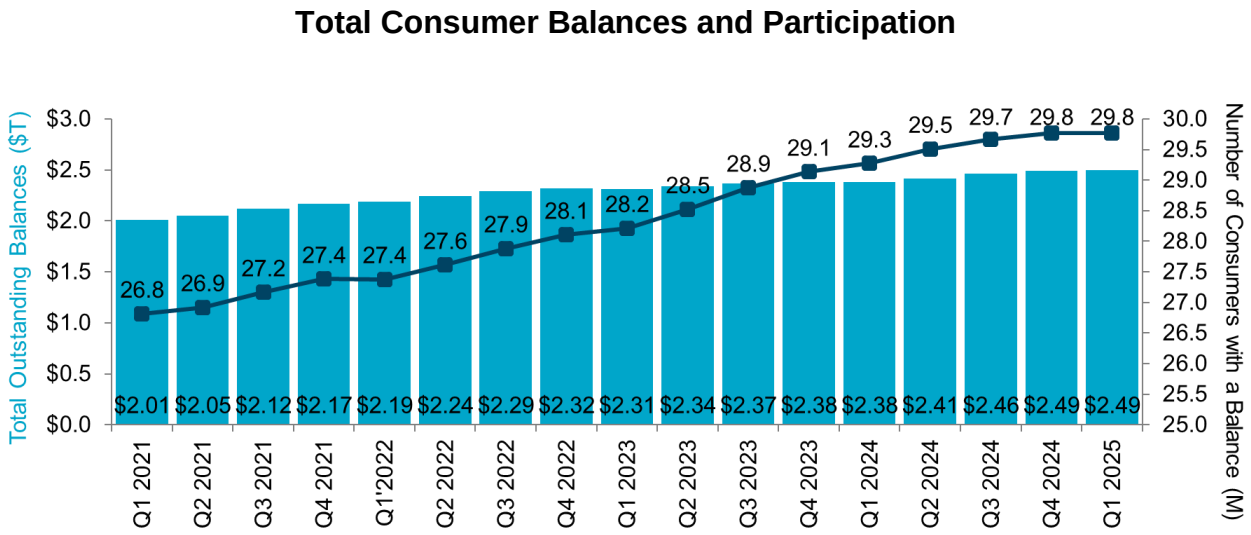


CreditVision® risk score: Subprime = 300-639; Near prime = 640-719; Prime = 720-759; Prime plus = 760-799; Super prime = 800

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Total consumer balances and participation

After the decline in interest rates and inflation in late 2024, Canadians' total outstanding balances across all credit products grew by 4.7% year over year (YoY) and total outstanding credit debt reached $2.5 trillion in Q1 2025. Continued credit expansion, propelled by younger consumers (including new Canadians entering the credit market), was a key driver of this growth.



As Gen Z consumers continued to participate in the credit market, outstanding balances within this generation have grown 30.6% from the prior year, contributing $12 billion or 10.3% of total new balance growth. Canadian newcomers also represent a significant portion of the growing credit market, driving $2.6 billion in new credit balances, a 6.3% increase YoY. Non-mortgage debt grew 5.8%, due in part to growth in auto loan balances (+ 5.4%) driven by loan size, and lines of credit (+4.3%) benefitting from higher utilization as interest rates fall.

Balances continued to rise across revolving products in Q1 2025, with growth seen across all revolving products. Line of credit balances grew 2.8% as consumers started to utilize lines as interest rates declined, and credit card balances grew by 3.2% due to a combination of growth in new cards, as well as consumers carrying higher balances in general. Auto loan growth (up 5.4% from prior year) led other non-revolving products — driven by higher vehicle prices and interest rates, while personal loans and mortgages continued their multi-quarter growth trend (up 4.3% and 4.4%, respectively).

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Average minimum payment due per Canadian consumer

As illustrated below, balances continued to rise across most products, increasing monthly minimum payment due obligations for consumers. Mortgage payments continued to lead this growth by dollar value. All products (save lines of credit) saw increases in minimum payment due. Credit card balance growth was primarily driven by consumers spending more on cards while paying down less on their monthly balances due. Personal loan payments led percentage growth in monthly payment due with an average increase of 12% year over year. Following personal loans were credit cards — which were up 6.5% year over year. The chart below shows the average minimum payment due has been climbing higher across most products. Although rising minimum payment obligations have pressured consumers, strength in the job market and positive real wage growth helped them address this challenge.

Average Minimum Payment Due — Q1 2025		YOY Growth
Mortgages	$2,434	5.80%
Credit cards	$121	6.50%
Personal loans	$96	11.90%
Lines of credit	$427	-9.80%
Auto loans	$712	6.10%

Originations

While some tightening among lenders and slight pullback in demand for new credit remained, origination volumes declined from prior year, down -4.9% overall; however, newly originated loans continued to drive overall balance growth representing $122 billion in balances. The continued growth in balances was driven partly by the influx of Gen Z consumers into the credit market — as their first products are typically credit cards.

Origination totals showed mixed results with some lenders adopting a more expansive stance — while others became more cautious. Market factors also influenced origination trends across various products. Fuelled by lower rates, year-over-year growth was led by unsecured personal loans (10.1%), mortgage (46.1%) and auto (7.9%). On the other hand, year-over-year declines were most notable in bankcards (-2.3%) and lines of credit (-3.8%). The decline in credit cards was driven partly by some pullback by issuers in response to increased delinquency rates within the card market. New mortgage originations rebounded as lower interest rates brought some buyers off the sidelines and drove a surge in home purchases. We expect as interest rates continue to lower, refinancing volumes will start to grow again, propelling a surge in the mortgage sector.

Delinquencies

A widening financial divide is emerging among credit consumers across Canada. While recent improvements in inflation and interest rates have provided relief for some, enabling them to reduce debt and strengthen their financial positions, others continue to face significant challenges. These consumers are still grappling with the prolonged effects of past economic volatility, highlighting an uneven recovery and growing disparity in financial resilience.

Overall consumer-level serious delinquency (consumers 60 days or more delinquent on any credit product) was up 11 basis points YoY to 2.71% in Q1 2025. This increase was driven in part by the recent growth in new-to-

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credit consumers who generally carry higher risk in their early years due to their limited credit experience. Even with the recent increase, current levels of delinquency are similar to those seen prior to the pandemic.

Subprime consumers have become more likely to experience delinquency soon after opening a new product, with the delinquency rate within the first six months of opening a new credit account doubling between 2020 and 2024. This is particularly evident for below prime credit card and personal loans where consumers may be more sensitive to interest rates. Subprime consumers who opened a credit card in 2023 or 2024 were 1.7x–2.0x as likely to go delinquent within the first 12 months of holding that card than those who opened a card in 2020. These findings further demonstrate the increased vulnerability subprime borrowers have to macroeconomic factors, such as higher interest rates and increased cost of living.

The impact of delinquency was not uniform as the impacts of current higher costs of living vary across Canada's provinces, which in turn influences payment capacities and delinquency rates.

The table below shows the regional variances in performance. A 16-basis-point, YoY increase in serious consumer delinquencies led to Alberta continuing to have the highest rate across all provinces in Q1 2025, driven by the volatility in oil and gas prices that play a large role in Alberta's economy. While Quebec remained the province with the lowest rate of delinquencies, it had a seven-basis-point increase YoY.

Ranking Consumer Non-Mortgage Delinquency Rate (90+ Days Past Due) on All Products by Province

	Q1 2024	**Q1 2025**	**Y/Y**
Canada	**1.75%**	**1.86%**	**11**
AB	2.19%	2.35%	16
NB	2.14%	2.12%	-2
MB	2.09%	2.11%	2
NS	2.03%	2.02%	-1
ON	1.82%	1.98%	17
SK	1.96%	1.93%	-3
NL	1.97%	1.87%	-9
PEI	1.86%	1.84%	-2
BC	1.68%	1.75%	7
QC	1.27%	1.34%	7

Delinquency rates are a lagging indicator, and we expect lowering inflation combined with interest rate reductions may provide a relief valve for some struggling consumers. However, the uncertain impact of potential tariffs may cause spikes in regional delinquency in areas where tariff-impacted industries are concentrated.

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Bankcard Summary

BANKCARD METRICS	Q1 2025	Q-O-Q Change	Y-O-Y Change
Number of Accounts	51.1M	0.61%	6.10%
Outstanding balance	$118.3B	(5.13%)	6.33%
Total credit lines	$511.7B	1.56%	9.30%
Average balance	$3,049	(4.51%)	1.27%
Average credit line	$10,163	0.89%	2.98%
Number of consumers with access to an active trade	28.4M	0.35%	2.16%
Number of consumers carrying a balance	24.7M	(0.20%)	2.56%
Origination volumes (Q4 2024)	1.8M	(2.41%)	(2.27%)
Average new account credit line	$6,341	6.34%	3.23%
Account delinquency rate (90+ DPD)	0.64%	4 bps	4 bps
Consumer delinquency rate (90+ DPD)	0.99%	5 bps	8 bps
Balance delinquency rate (90+ DPD)	1.30%	18 bps	17 bps

Bankcard originations trended lower in recent quarters as issuers adjusted acquisition strategies in response to increased delinquency rates. The recent decline in origination totals was not even across risk segments. Lenders have become more conservative within their risk tier mixes at origination in an effort to bring down delinquency rates. Bankcard originations fell -2.3% year over year. Origination results were mixed across risk tiers, with prime plus consumers leading volume growth at 4.4% year over year — followed by prime at 3.3%, super prime at 2.5% and near prime at 0.4%. Subprime originations fell sharply, down -12.1%.

A record 28.4 million consumers had access to an active bankcard, with 24.7 million carrying a balance. This number grew 2.6% from the previous year as average monthly payment amounts shrank in recent months. Despite slower origination growth, total outstanding balances continued to grow, increasing 6.3% YoY to $118 billion; however, they were down 5% from the previous quarter's historic volume. This increase primarily resulted from higher spend on existing cards, with a sustained stretch of reduced originations seeming to curb balance growth.

The rise in total balances also resulted in an increase in average balance per account — which climbed 1.3% year over year. Growth in this category was driven by prime and below risk tiers (up 1.8%). The rise in balances coupled with higher interest rates pressured consumers as a declining percentage were able to make payments beyond the minimum due. Pressure on the consumer has contributed to the rise in bankcard delinquency rates.

Overall pressure on consumers related to higher costs of living and lower savings rates contributed to the rise in bankcard delinquency rates. Bankcard serious consumer-level delinquency totals (90+ DPD) continued to climb higher to 0.99% in Q4 2024, up eight bps year over year. Dollar-weighted delinquency (% balance 90+ DPD) also increased 17 bps to 1.3%. Recent bankcard vintage curves reflected deterioration as well. The combination of higher delinquency rates and deteriorating vintage curves resulted in the recent rise in bankcard charge-off totals.

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Installment Loan Summary

INSTALLMENT LOAN METRICS	Q1 2025	Q-O-Q Change	Y-O-Y Change
Number of accounts	2.9M	(0.08%)	0.91%
Outstanding balance	$51.4B	0.20%	4.43%
Average balance	$17,763	0.22%	2.63%
Number of consumers carrying a balance	2.7M	(0.23%)	0.08%
Origination volumes (Q4 2024)	352.0K	(4.23%)	10.07%
Average new account balance	$17,458	(7.27%)	4.84%
Account delinquency rate (60+ DPD)	2.46%	8 bps	46 bps
Consumer delinquency rate (60+ DPD)	2.52%	8 bps	46 bps
Balance delinquency rate (60+ DPD)	1.59%	4 bps	34 bps

Personal loan originations climbed 10.1% year over year, reflecting a lower interest rate environment that has allowed some FinTech/alternative lenders to increase growth momentum over the past six months. For Q4 2024, newly originated balances jumped 15.4% year over year, generating $5.3MM in new origination balances and marking a turnaround in loan origination. Growth in new loan originations was seen across all risk tiers: Prime and better originations were up 14.8% overall, led by super prime improving 22.2% year over year followed by prime plus (10.8%) and prime (10.7%). Lower interest may be helping this segment as cost of funds is becoming more affordable, and many lenders are now at the activation stage of renewed smart growth strategies.

In addition to the increase in originations, average new loan amounts also saw strong growth ($17,458, a 4.8% year-over-year increase in Q4 2024). Lenders expanded their appetites by issuing larger loans across the risk spectrum. Average new loan amounts issued to prime plus consumers increased 5% from the prior year followed by prime and near prime (3.2%), super prime (2.9%) and subprime (0.6%).

Total outstanding balances continued to grow to $51.4 billion. This represented an increase of 4.4% year over year and 0.2% over the previous quarter. Year-over-year total balance growth was up across all risk tiers as lending expanded across the market, driven primarily by subprime (up 11%) followed by near prime (7%), prime plus (2.7%), super prime (1.9%) and prime (0.7%).

Lender strategies at origination had a significant impact on delinquency rates. Unsecured personal loan serious delinquency rates accelerated year over year, largely due to the increased share of below prime originations. Serious consumer-level delinquency rates (60+ DPD) increased 46 bps to 2.52%. Similarly, the proportion of balances in delinquencies increased 34 bps to 1.59%. In addition, recent vintage performance outperformed the previous year and helped slow the overall rate in charge-off growth.

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Auto Loan Summary

AUTO LOAN METRICS	Q1 2025	Q-O-Q Change	Y-O-Y Change
Number of accounts	6.2M	(0.32%)	(0.72%)
Outstanding balance	$159.4B	(0.32%)	5.08%
Average balance	$26,114	0.01%	5.72%
Number of consumers carrying a balance	6.3M	(0.28%)	(0.52%)
Origination volumes (Q4 2024)	433.2K	(8.53%)	7.93%
Average new account balance	$39,064	1.81%	4.55%
Account delinquency rate (60+ DPD)	0.85%	(3 bps)	1 bps
Consumer delinquency rate (60+ DPD)	0.92%	(3 bps)	1 bps
Balance delinquency rate (60+ DPD)	0.77%	2 bps	5 bps

A series of positive forces are influencing auto loan growth, including rising new vehicle inventory levels, price stabilization and increased new incentives. Auto sales continued to grow, pushing up loan volumes. Auto origination volumes grew 7.9% year over year. Some lender pullback was evident as origination growth skewed toward higher-risk consumers. Growth was led by super prime (+24.9%), prime plus (+11.8%) and prime (+3.7%). Below prime lending slowed as and near prime originations fell (-0.3%), along with subprime (down 21.6% year over year).

Auto balances ended Q1 2025 at $159.4 billion, representing a 5.1% year-over-year increase. While the number of total auto loans decreased slightly, total balances saw a more significant rise due to higher average balances for newer accounts. Affordability remained a major challenge as average monthly payments climbed for both new and used vehicles, primarily due to elevated interest rates. Year-over-year average balance growth was up 5.7%, led by super prime (8%) and followed by prime plus (6.2%), prime (5.2%), subprime and near prime (4.2%). Higher average balances also drove up minimum monthly payments at time of origination. In Q4 2024, the average amount financed for new vehicles increased 4.6% year over year to $39,064, driving average monthly payments up 6% (to $712).

Higher monthly payments pressured consumer wallets, contributing to a recent rise in auto delinquency rates; however, these rates have begun to slow. Auto serious account-level delinquency rates (60+ days past due) ended Q1 2025 at 0.85%, up one bp from the prior year but down three bps from the prior quarter. Auto serious consumer-level delinquency totals (60+ DPD) also increased one bp year over year to 0.92% and improved by three bps from the prior quarter. Vintage delinquency curves also reflected recent weakness in comparison to previous years. Newer loan vintages underperformed compared to previous years, with the weakness primarily seen in the non-prime tiers.

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Lines of Credit Summary

LINE OF CREDIT METRICS	Q1 2025	Q-O-Q Change	Y-O-Y Change
Number of accounts	12.5M	0.56%	1.59%
Outstanding balance	$276.6B	0.18%	3.64%
Total credit Lines	$764.0B	1.16%	4.34%
Average balance	$39,819	0.30%	1.92%
Average credit Line	$62,095	0.83%	2.75%
Number of consumers with access to an active Trade	12.1M	0.16%	1.88%
Number of consumers carrying a balance	7.0M	(0.47%)	0.51%
Origination volumes (Q4 2024)	349.7K	(0.07%)	3.80%
Average new account credit Line	$69,626	3.67%	25.56%
Account delinquency rate (60+ DPD)	0.43%	1 bps	7 bps
Consumer delinquency rate (60+ DPD)	0.47%	1 bps	7 bps
Balance delinquency rate (60+ DPD)	0.48%	1 bps	3 bps

Lines of credit (LOCs) saw a resurgence in new account volume and balances — driven by lower interest rates which triggered higher utilization and demand from consumers. Additionally, the rise in homeowner equity, along with higher rates on 30-year mortgages, sparked renewed interest in home equity products in recent quarters. In Q4 2024, overall account volume was up 1.6% compared to the prior year's quarter as growth was driven by lower interest rates. The number of consumers carrying a balance was up slightly at 0.5%, and of those, the average balance increased 1.9%. Contributing to these account and balance trends, originations in Q4 2024 saw a revival, up 3.8% compared to the prior year period — while average new loan amounts grew quickly (up 25.6% YoY).

On the delinquency front, consumer-level delinquency was up seven bps to 0.43% year over year. Similarly, balance delinquency was also up three bps to 0.48%. It's important to note these delinquency rates remain relatively low, which is in line with the risk profiles of LOC borrowers: Over 68% of balances in Q1 2025 were held by borrowers in the super prime and prime plus risk tiers.

As interest rates continue to lower, we expect to see increased activity in lines of credit — specifically HELOC. Several factors contribute to the appeal of HELOCs in the current economy. For example, with mortgage rates around 4.5%, many homeowners' mortgages have an interest rate that's lower than the current market rate. Additionally, non-mortgage debt remained high across all products, and delinquencies are increasing. These conditions may incentivize homeowners and lenders to leverage near-record home equity levels to alleviate debt pressures.

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Mortgage Loan Summary

MORTGAGE LOAN METRICS	Q1 2025	Q-O-Q Change	Y-O-Y Change
Number of accounts	6.6M	(0.23%)	1.59%
Outstanding balance	$1843.8B	0.56%	4.58%
Average balance	$278,659	0.80%	2.64%
Number of consumers carrying a balance	8.6M	(0.18%)	0.96%
Origination volumes (Q4 2024)	260.3K	(3.34%)	46.09%
Average new account balance	$355,350	0.72%	5.43%
Account delinquency rate (60+ DPD)	0.25%	0 bps	3 bps
Consumer delinquency rate (60+ DPD)	0.26%	0 bps	3 bps
Balance delinquency rate (60+ DPD)	0.23%	0 bps	5 bps

Lower interest rates sparked a resurgence in mortgage activity as recent Bank of Canada interest rate cuts brought some energy to Canada's housing market through the end of 2024, offsetting a continued soft market. In Q4 2024, origination volumes improved, up 5.1% from the prior year.

Higher average financing amounts also drove market growth as the mortgage market in Canada expanded to $1.8 trillion. While affordability may remain a challenge for many, housing prices have seen a little reprieve as values slowed slightly, making affordability a bit better. The average new home finance loan grew 5.4% to $355,350. Purchase and renewal originations continued to be primary drivers in Q4 2024, with some renewed refinance activity emerging as interest rates continue to drop.

The impact of higher home prices and elevated interest rates drove the average mortgage payment up by double digits over the past two years. This created a payment shock as there's been an average increase of 39% in minimum payments for renewing or new mortgage trades. In Q1 2025, the minimum monthly mortgage payment due increased 5.7% to $2,434. With over 45% of existing mortgages still set to renew for the first time in a higher rate environment, we expect this effect to continue, albeit at a smaller impact as interest rates fall.

Mortgage consumer-level serious delinquency rates (60+ DPD) have been climbing over the past several quarters, increasing by three basis points year over year to 0.26%. Mortgage roll-forward delinquency rates remained elevated — with recent vintage curves reflecting declining performance compared to prior years. Despite rising delinquency rates, the strength of the mortgage market remains solid — driven by higher-quality underwriting and the prevalence of consumers with credit scores of 760+ within the mortgage portfolio, which has limited the impact on delinquencies. Over 86% of consumers with mortgages are prime or better risk.

Fortunately for lenders, mortgages remain at the top of the payment hierarchy as homeowners aim to retain their equity and thus prioritize their mortgage payments. Although delinquency rates have been rising, their increase has been tempered by a strong job market and the prevalence of high-credit consumers within the portfolio.

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Report Overview and Definitions

The TransUnion Industry Insights Report is a quarterly overview summarizing data, trends and insights on the Canadian consumer lending industry.

Data pulled from TransUnion's consumer credit database of nearly 30 million files — which profile nearly every credit-active consumer in Canada.

Full view of all data records (not a sample) over the most recent nine quarters

Both account-level and consumer-level views of key metrics and trends

Data and trends for the national population overall, as well as breakdowns within consumer credit score risk tiers

Analysis of individual consumer loan product types: bankcard, installment loan, auto loan and line of credit, as well as aggregate views of all revolving and all non-revolving loans

Risk Tier Definitions

RISK TIER	CREDITVISION RISK SCORE RANGE
Super prime	800+
Prime plus	760–799
Prime	720–759
Near prime	640–719
Subprime	300–639

Product Definitions

PRODUCT CATEGORY	DEFINITION
Bankcard	Revolving account, open account or line of credit reported by a bank, finance company, national card or credit union; loan types include credit card, business credit card and secured credit card
Installment	Secured or unsecured fixed payment loans reported by a bank, finance company or credit union, or a department store, furniture store, appliance store, home improvement store
Auto	Loans reported by an auto dealer or auto finance company for financing of new and used vehicles; loan types include auto loans and auto leases

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PRODUCT CATEGORY	DEFINITION
Line of credit	Revolving account, open account or line of credit reported by a bank, finance company, national card or credit union; can be secured or unsecured
All revolving loans	All revolving accounts, open accounts or line of credit accounts, including the above bankcard and line of credit categories, as well as other revolving-type accounts not included in the above categories, including private label credit cards
All non-revolving loans	All installment accounts and fixed payment accounts, including the above installment and auto categories, as well as other non-revolving accounts not included in the above categories, including student loans and other installment loans

Data Definitions

DATA CATEGORY	DEFINITION
Total account volumes	Total number of accounts that are open or closed-with-a-balance or closed-and-delinquent, at quarter-end
Total account balances	Total dollar amount of accounts that are open or closed-with-a-balance, at quarter-end
Total credit lines	Total dollar amount of the credit lines of open revolving-type accounts, at quarter-end
Total open-to-buy	Total dollar amount of the open-to-buy (open account credit lines minus balances) of open revolving-type accounts, at quarter-end
Average account balance	Total account balances divided by the number of open-with-a-balance and closed-with-a-balance accounts, at quarter-end
Average credit line	Total credit lines divided by the total number of open revolving-type accounts with a credit line greater than zero, at quarter-end
Average open-to-buy	Total open-to-buy divided by the total number of open revolving-type accounts with a credit line greater than zero, at quarter-end
Unit delinquency rates	Total number of delinquent open and closed accounts (including accounts in credit counselling, repossession or charge-off) at quarter-end divided by the total number of open or closed-with-a-balance or closed-and-delinquent accounts
Dollar delinquency rates	Total dollar amount of delinquent open and closed accounts (including accounts in credit counselling, repossession or charge-off) at quarter-end divided by the dollar balances of open or closed-with-a-balance accounts
Total new account volumes	Total number of new accounts reported opened during the calendar quarter
Total new account balances	Total dollar balances of new accounts reported opened during the calendar quarter, including open and closed-with-a-balance accounts, at quarter-end

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DATA CATEGORY	DEFINITION
Total new account credit lines	Total dollar amount of the credit lines of new, open revolving-type accounts reported opened during the calendar quarter, at quarter-end
Total new account open-to-buy	Total dollar amount of the open-to-buy (open account credit lines minus balances) of new, open revolving-type accounts reported opened during the calendar quarter, at quarter-end
Average new account balance	Total new account balances divided by the number of new accounts open-with-a-balance and closed-with-a-balance — reported opened during the calendar quarter
Average new account credit line	Total new account credit lines divided by the total number of new, open revolving-type accounts — reported opened during the calendar quarter
Average new account open-to-buy	Total new account open-to-buy divided by the total number of new, open revolving-type accounts — reported opened during the calendar quarter
Number of consumers with access to an active trade	Total number of consumers with access to at least one open revolving-type account, including authorized account users, at quarter-end
Number of consumers with a balance present	Total number of consumers with at least one open or closed account with a balance greater than zero, not including authorized users, at quarter-end
Percentage of borrowers with a delinquent balance	Total number of consumers with at least one open or closed account with a past-due balance greater than zero (30+, 60+, 90+ days past due) divided by the number of consumers with at least one open or closed-with-a-balance account, at quarter-end
Average number of accounts per consumer	Total number of open and closed-with-a-balance accounts divided by the total number of consumers with at least one open or closed-with-a-balance or closed-and-delinquent accounts, at quarter-end
Average total balance per consumer (of consumers with a balance)	Total dollar balances of all open and closed accounts divided by the number of consumers with at least one open or closed account with a balance or closed account that's delinquent, at quarter-end
Average credit line per consumer (of consumers with a credit line)	Total dollar credit lines of all open revolving-type accounts divided by the number of consumers with at least one open account with a credit line greater than zero, at quarter-end
Average open-to-buy per consumer	Total dollar open-to-buy of all open revolving-type accounts divided by the number of consumers with at least one open account with a credit line greater than zero, at quarter-end
Number of new collections accounts	Total number of new collections accounts reported during the quarter
Total new collections account dollars	Total dollar amount of new collections accounts reported during the quarter

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Report Generation Timing

Each quarter's data and calculations are generated from the data available on the last day of the quarter. There is typically a time lag between a new account opening date and when lenders report new accounts to credit reporting companies. As a result of this time lag, a significant number of new accounts opened during a quarter may not yet be reported as of the quarter-end date. In order to enable more accurate and robust reporting of new accounts, all new account counts and balances in this report are measured one quarter in arrears, with the latest quarter of data reflected being the quarter prior to the current report date.

A note about the calculation of total utilization

To derive total utilization, we use the following formula:

$$\text{Total utilization} = 1 - \left[\frac{\text{Total open-to-buy}}{\text{Total credit lines}}\right]$$

We do not calculate utilization as the ratio of total balance to total credit lines because the total balance measure includes balances on closed accounts that have balances, while total credit lines are zeroed out for closed accounts. Credit lines are only calculated where credit is actually available — a closed account cannot be used for further purchases and hence, should have a credit line of $0. Thus, calculating total utilization as total balances divided by total credit lines may lead to inaccurate utilization rates under certain circumstances.

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