

Summary of Selected Findings: West Virginia

| | State | Nation | Region | |
|---|-------|--------|--------|---|
| Making Ends Meet | | | | |
| Difficulty covering expenses and paying bills | | | | |
| Very difficult | 20% | 18% | 19% | |
| Somewhat difficult | 48% | 43% | 42% | |
| Not at all difficult | 30% | 36% | 36% | |
| Overdraw checking account occasionally | 28% | 26% | 25% | Respondents with checking accounts |
| Number of times mortgage payments have been late | | | | |
| Once | 7% | 8% | 9% | Respondents with mortgages |
| More than once | 19% | 13% | 14% | |
| Have taken a loan from retirement account in past year | 10% | 10% | 11% | Respondents with self-directed employer plan or non-employer plan |
| Have taken a hardship withdrawal from retirement account in past year | 7% | 8% | 8% | |
| Spending vs. saving | | | | |
| Spending less than income | 36% | 42% | 42% | |
| Spending about equal to income | 39% | 35% | 35% | |
| Spending more than income | 21% | 20% | 20% | |
| Have experienced large unexpected drop in income in past year | 37% | 40% | 41% | |
| Planning Ahead | | | | |
| Have emergency funds | 31% | 35% | 36% | |
| Do not have emergency funds | 65% | 60% | 60% | |
| Have tried to figure out retirement savings needs | 28% | 37% | 37% | Non-retired households |
| Have not tried to figure out retirement savings needs | 68% | 58% | 58% | |
| Have set aside money for children’s college education | 20% | 31% | 33% | Respondents with financially dependent children |
| Have not set aside money for children’s college education | 77% | 66% | 64% | |
| Managing Financial Products | | | | |
| Banking | | | | |
| Have checking account | 91% | 91% | 91% | |
| Have savings account, money market account, or CDs | 62% | 74% | 74% | |

| | State | Nation | Region | |
|--|-------|--------|--------|---|
| Non-Bank Borrowing | | | | |
| Non-bank borrowing methods used in past 5 years | | | | |
| Auto title loan | 7% | 6% | 6% | |
| Short term 'payday' loan | 7% | 9% | 8% | |
| Advance on tax refund (refund anticipation loan) | 8% | 6% | 6% | |
| Pawn shop | 15% | 12% | 14% | |
| Rent-to-own store | 9% | 7% | 6% | |
| Used one or more non-bank borrowing methods in past 5 years | 30% | 24% | 24% | |
| Credit Cards | | | | |
| Number of credit cards | | | | |
| No credit cards | 33% | 24% | 25% | |
| 1 | 16% | 15% | 14% | |
| 2-3 | 27% | 30% | 29% | |
| 4 or more | 21% | 28% | 28% | |
| Credit card behaviors in past year | | | | |
| Always paid credit cards in full | 37% | 41% | 40% | |
| Carried over a balance and was charged interest | 60% | 56% | 57% | |
| Paid the minimum payment only | 44% | 40% | 40% | Respondents with credit cards |
| Charged a late fee for late payment | 23% | 26% | 25% | |
| Charged an over the limit fee for exceeding credit line | 16% | 15% | 16% | |
| Used the cards for a cash advance | 10% | 13% | 13% | |
| Mortgages | | | | |
| Have mortgage | 49% | 66% | 68% | Homeowners |
| Have home equity loan | 18% | 22% | 24% | |
| Retirement Accounts | | | | |
| Have employer-provided retirement plan (e.g., pension plan, 401(k)) | 43% | 52% | 49% | Non-retired respondents |
| Have non-employer retirement plan (e.g., IRA, Keogh, SEP, etc.) | 14% | 24% | 23% | |
| Regularly contribute to self-directed retirement account | 81% | 75% | 75% | Respondents with self-directed employer plan or non-employer plan |
| Portion of retirement portfolio invested in stocks or mutual funds that contain stocks | | | | |
| More than half | 40% | 37% | 38% | Respondents with self-directed employer plan or non-employer plan |
| Less than half | 26% | 25% | 26% | |
| None | 13% | 9% | 11% | |
| Don't know | 21% | 26% | 22% | |
| Stocks, Bonds, and Mutual Funds | | | | |
| Invest in stocks, bonds, mutual funds, or other securities outside of retirement account | 28% | 36% | 35% | All except unbanked respondents |

| | State | Nation | Region |
|--|-------|--------|--------|
| Financial Knowledge & Decision-Making | | | |
| <i>Financial Literacy</i> | | | |

Suppose you had \$100 in a savings account and the interest rate was 2% per year. After 5 years, how much do you think you would have in the account if you left the money to grow?

| | | | |
|---|-----|-----|-----|
| <u>More than \$102</u> (correct answer) | 75% | 78% | 77% |
| Exactly \$102 | 7% | 6% | 6% |
| Less than \$102 | 4% | 5% | 5% |
| Don't know | 13% | 10% | 10% |

Imagine that the interest rate on your savings account was 1% per year and inflation was 2% per year. After 1 year, how much would you be able to buy with the money in this account?

| | | | |
|---|-----|-----|-----|
| More than today | 6% | 7% | 7% |
| Exactly the same | 7% | 7% | 7% |
| <u>Less than today</u> (correct answer) | 62% | 65% | 63% |
| Don't know | 24% | 19% | 21% |

If interest rates rise, what will typically happen to bond prices?

| | | | |
|--|-----|-----|-----|
| They will rise | 17% | 18% | 18% |
| <u>They will fall</u> (correct answer) | 26% | 28% | 29% |
| They will stay the same | 6% | 5% | 5% |
| There is no relationship between bond prices and the interest rate | 11% | 10% | 10% |
| Don't know | 40% | 37% | 37% |

A 15-year mortgage typically requires higher monthly payments than a 30-year mortgage, but the total interest paid over the life of the loan will be less.

| | | | |
|------------------------------|-----|-----|-----|
| <u>True</u> (correct answer) | 71% | 76% | 77% |
| False | 13% | 9% | 9% |
| Don't know | 16% | 15% | 14% |

Buying a single company's stock usually provides a safer return than a stock mutual fund.

| | | | |
|-------------------------------|-----|-----|-----|
| True | 6% | 6% | 7% |
| <u>False</u> (correct answer) | 49% | 53% | 53% |
| Don't know | 43% | 40% | 39% |

| | | | |
|--|------|------|------|
| Mean number of correct quiz answers | 2.83 | 2.99 | 2.98 |
| Mean number of incorrect quiz answers | 0.76 | 0.73 | 0.74 |
| Mean number of "don't know" quiz answers | 1.36 | 1.21 | 1.20 |

Comparison Shopping

| | | | | |
|------------------------------|-----|-----|-----|--------------------------------------|
| Compared credit cards | 34% | 32% | 31% | <i>Respondents with credit cards</i> |
| Did not compare credit cards | 61% | 62% | 63% | |
| Compared auto loans | 45% | 44% | 46% | <i>Respondents with auto loans</i> |
| Did not compare auto loans | 52% | 53% | 50% | |

| <i>Credit Reports and Credit Scores</i> | State | Nation | Region |
|---|--------------|---------------|---------------|
| Obtained a copy of credit report in past year | 36% | 42% | 45% |
| Checked credit score in past year | 36% | 41% | 42% |

Notes:

Region = South Atlantic Census Division (Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, West Virginia).

State figures are weighted by age x gender, ethnicity and education.

National figures are weighed by age x gender, ethnicity, education and Census Division.

Census Division figures are weighted by age x gender, ethnicity and education.

Differences between groups may or may not be statistically significant.

Percentages may not add up to 100 because of missing or “don’t know” responses.

Survey was conducted June - October 2009.

For additional findings and details, full survey results are available for download at http://www.usfinancialcapability.org/table_pdf/full_data_tables.xls