



PAYING FOR COLLEGE: COST AND VALUE

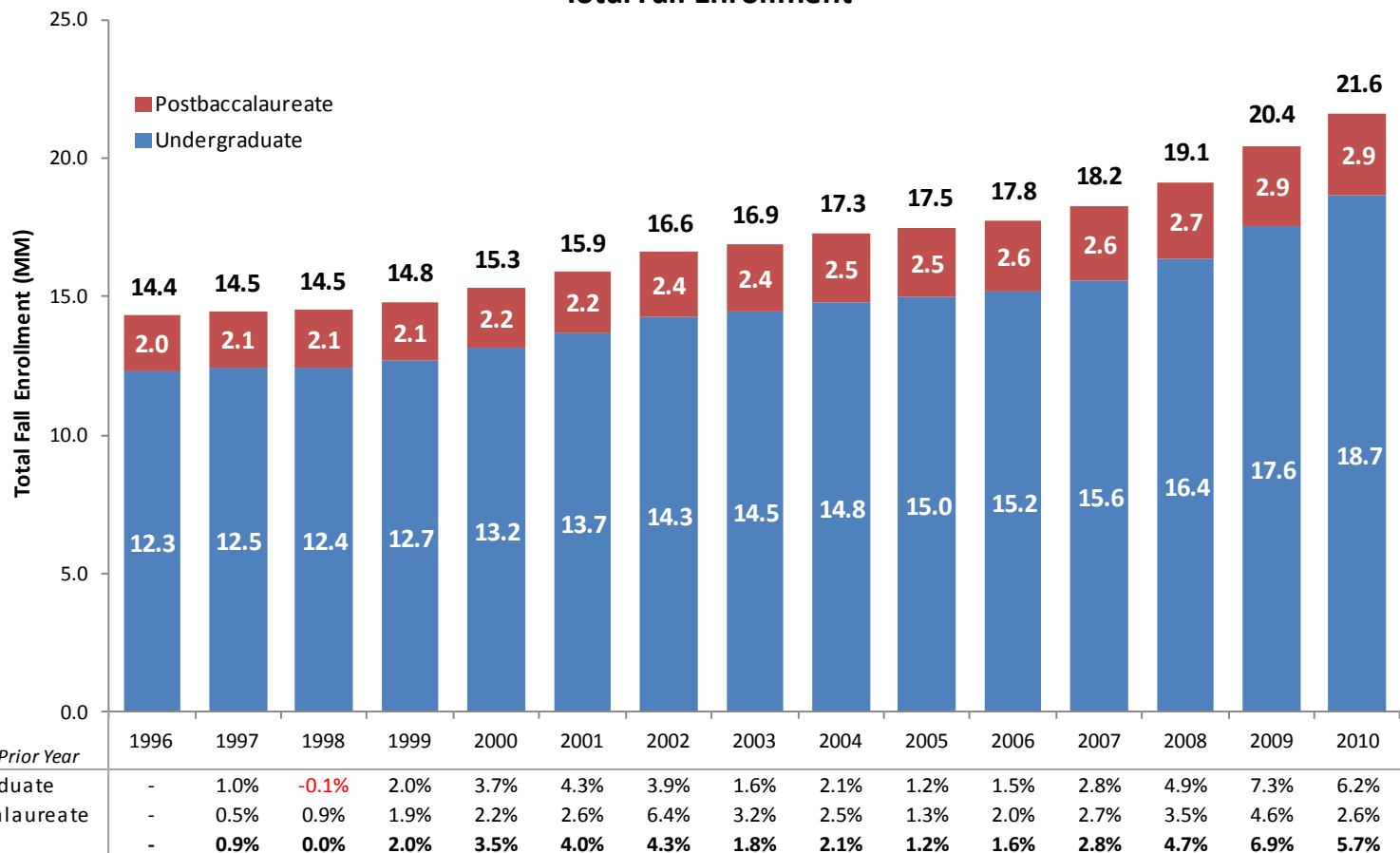
Findings from How America Pays for College

Sallie Mae's National Study of College Students and Parents

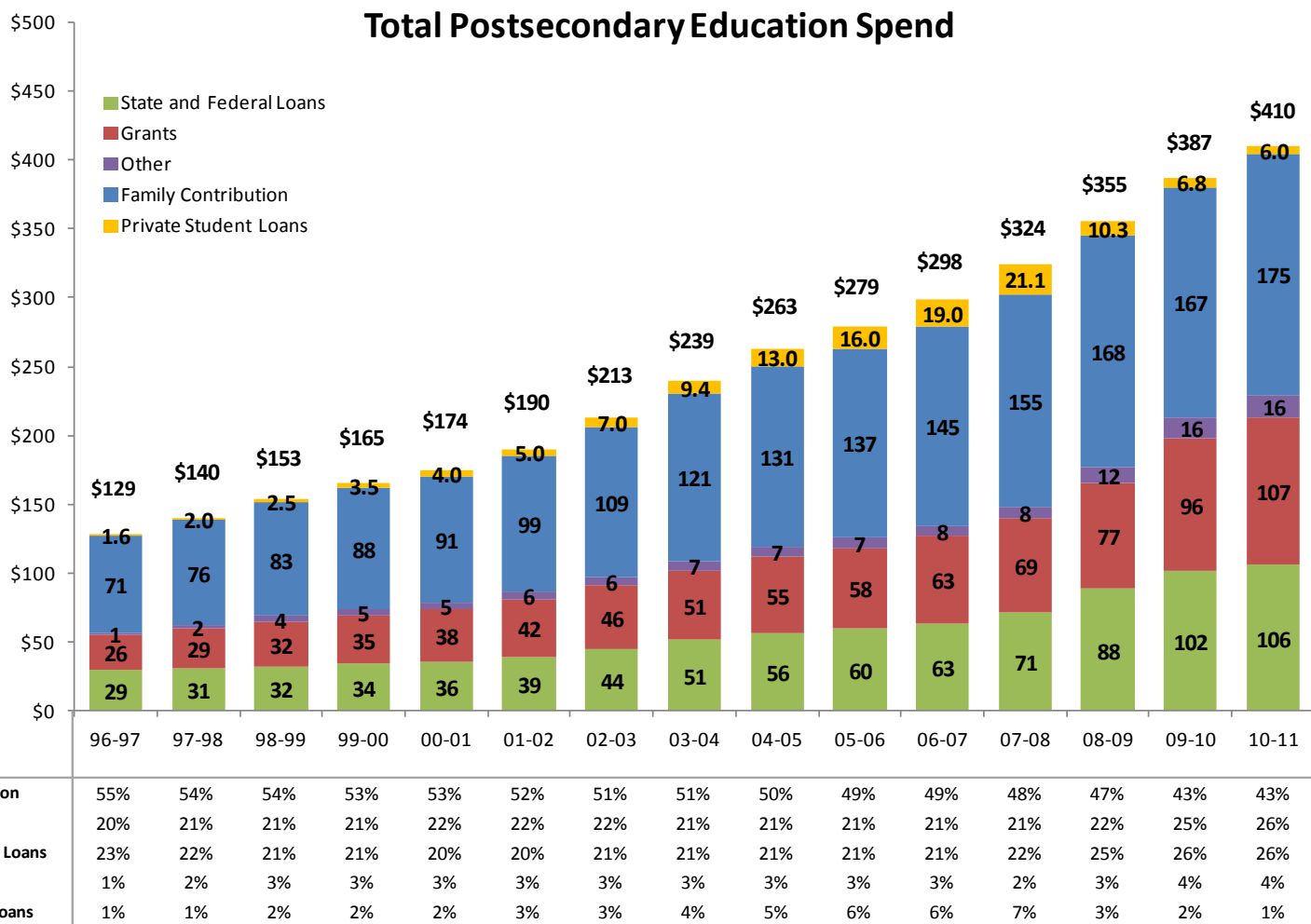
Sarah E. Ducich, Senior Vice President for Public Policy
Government-University-Industry Research Roundtable Meeting
October 9, 2012

Rising Enrollment

Total Fall Enrollment

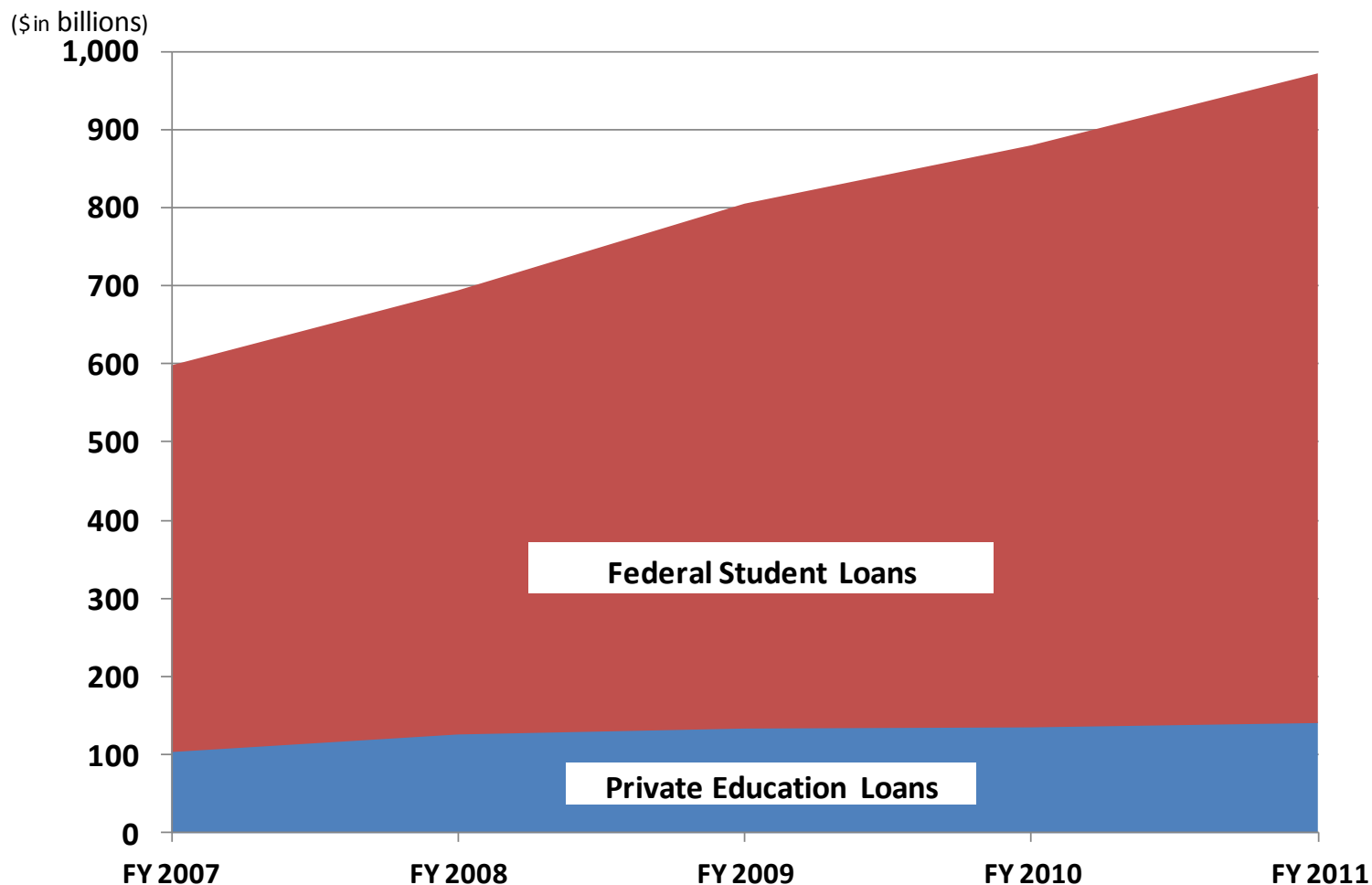


Americans Spent \$3.7 Trillion on Education in 15 Years



Sources: College Board, 2011 Trends in Student Aid, McKinsey & Company

85% of All Loans Outstanding are Federal Student Loans

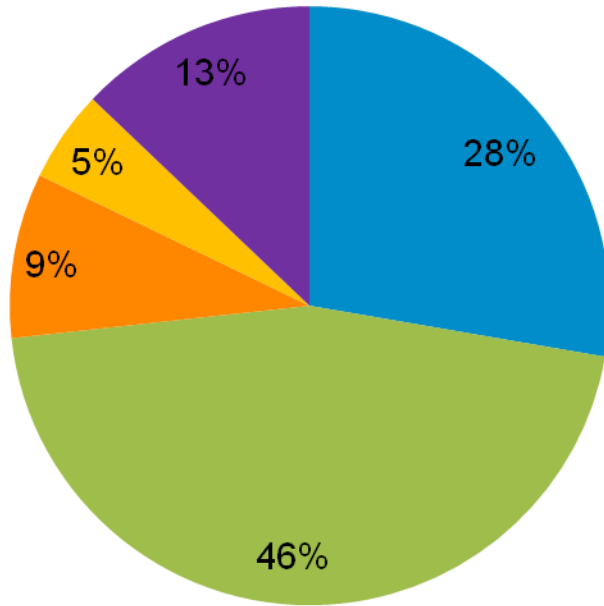


Source: Department of Education Annual Performance and Accountability Reports, FY 2006 to FY 2011, Notes to the Principal Financial Statements, Credit Programs note; Federally-owned FFELP is calculated based on receivables in purchase program and participated loans sold to the Department; private education loan volume estimate based on SLM outstanding and estimate of market share

Recent Graduates & The Great Recession

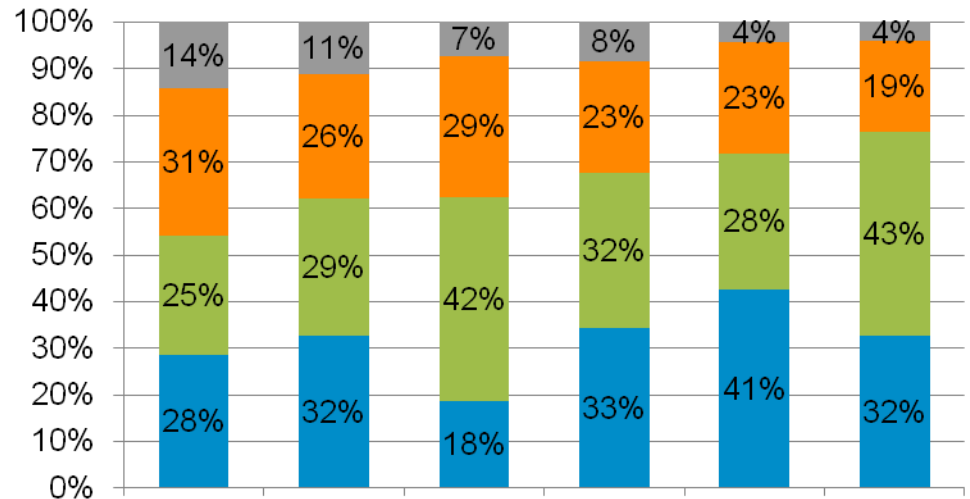
Of those who graduated between 2006 -2011

Progress Students Have Made Paying Off Debt



- Less Than One-Quarter
- One-Quarter
- One-Half
- Three-Quarters
- All of It

Confidence in the Next 10 Years That...



- Already there
- Next few years
- A number of years off
- 10 years or more/never

A SNAPSHOT OF HOW AMERICA PAYS FOR COLLEGE 2012

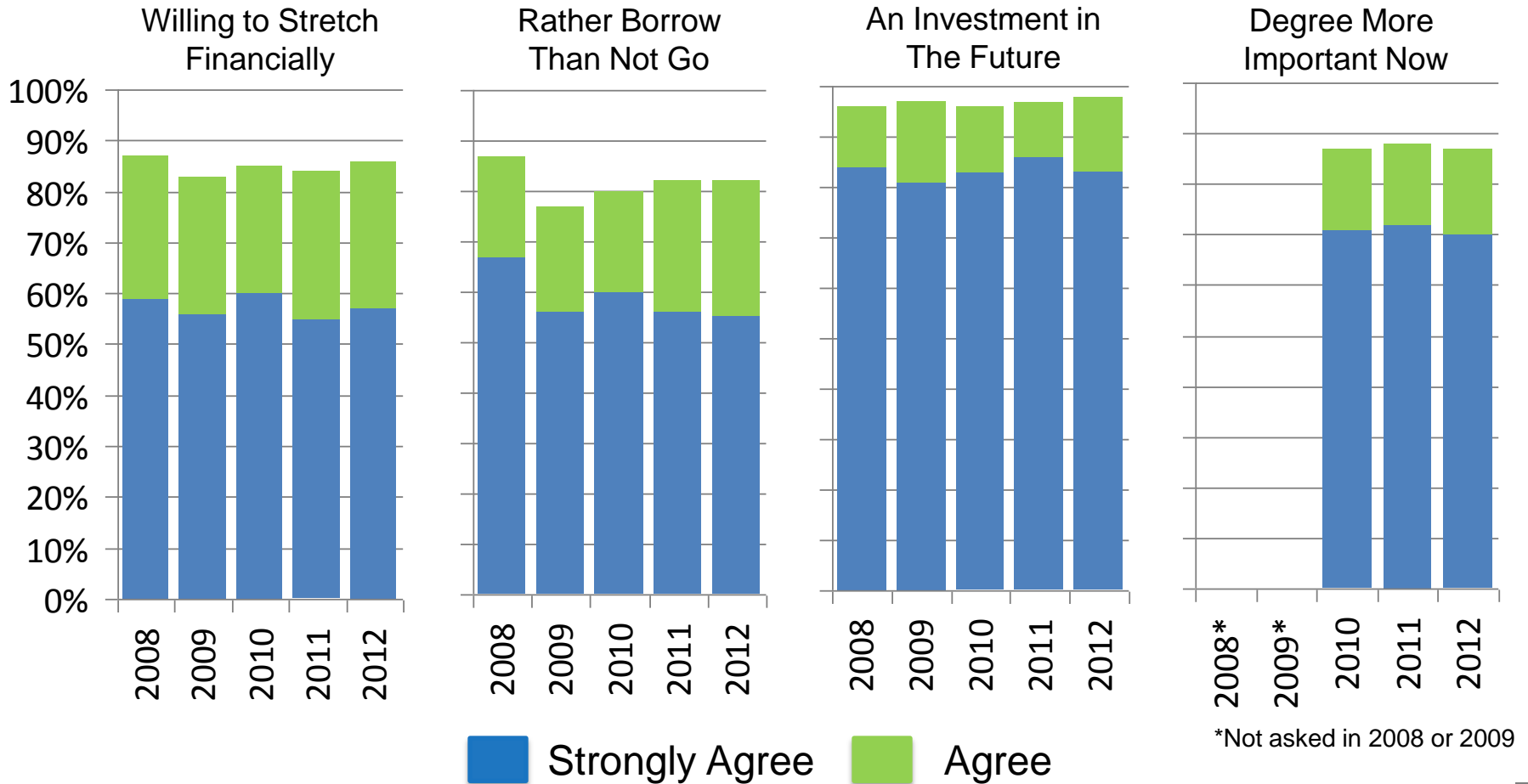
The national study, *How America Pays for College*, paints a picture of the commitment and resourcefulness of undergraduate college students and parents as they make the investment in higher education.



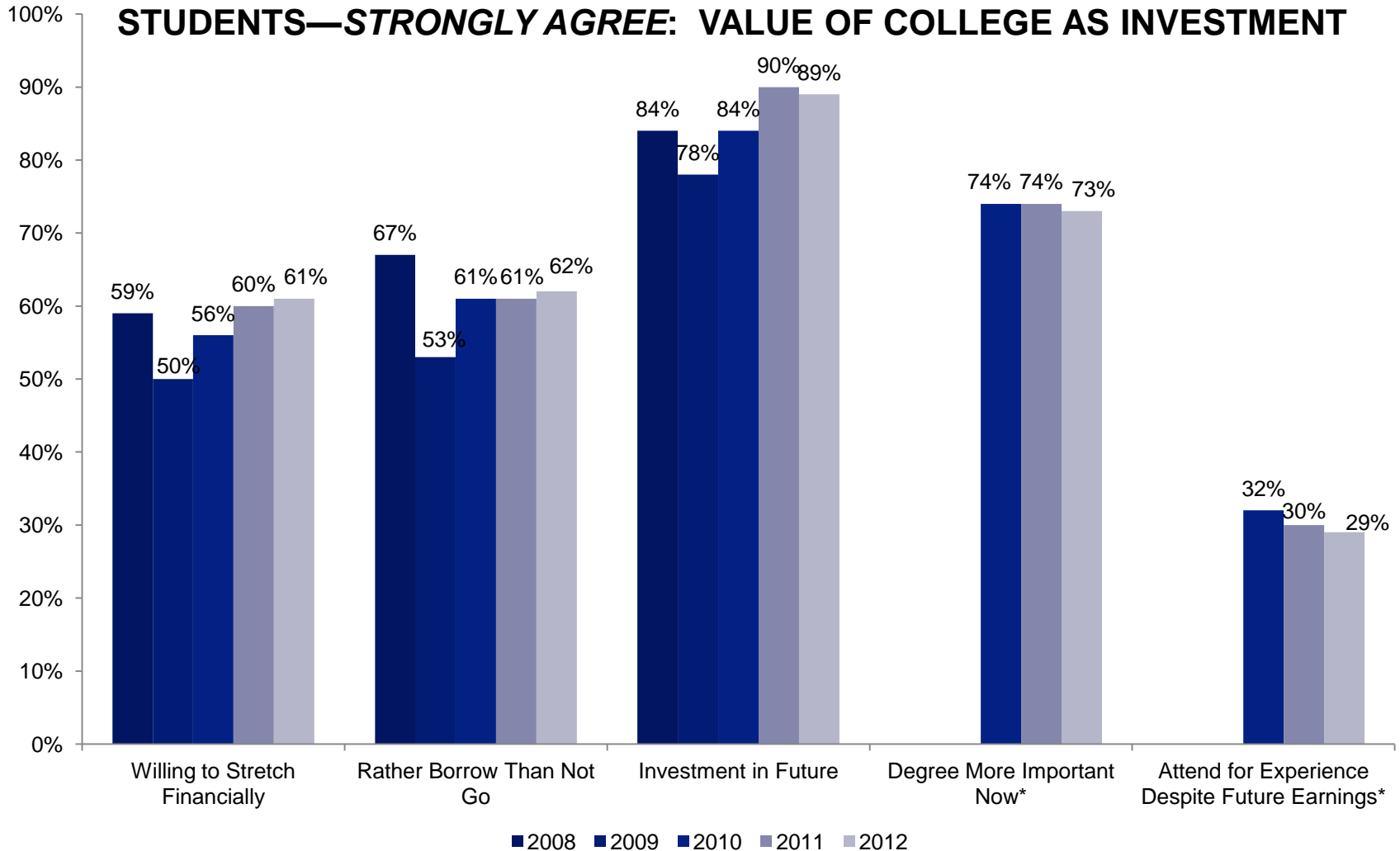
AMERICAN FAMILIES
ARE SAYING...

HOW AMERICA PAYS FOR COLLEGE: 2012 KEY FINDINGS

VALUE OF COLLEGE AS INVESTMENT

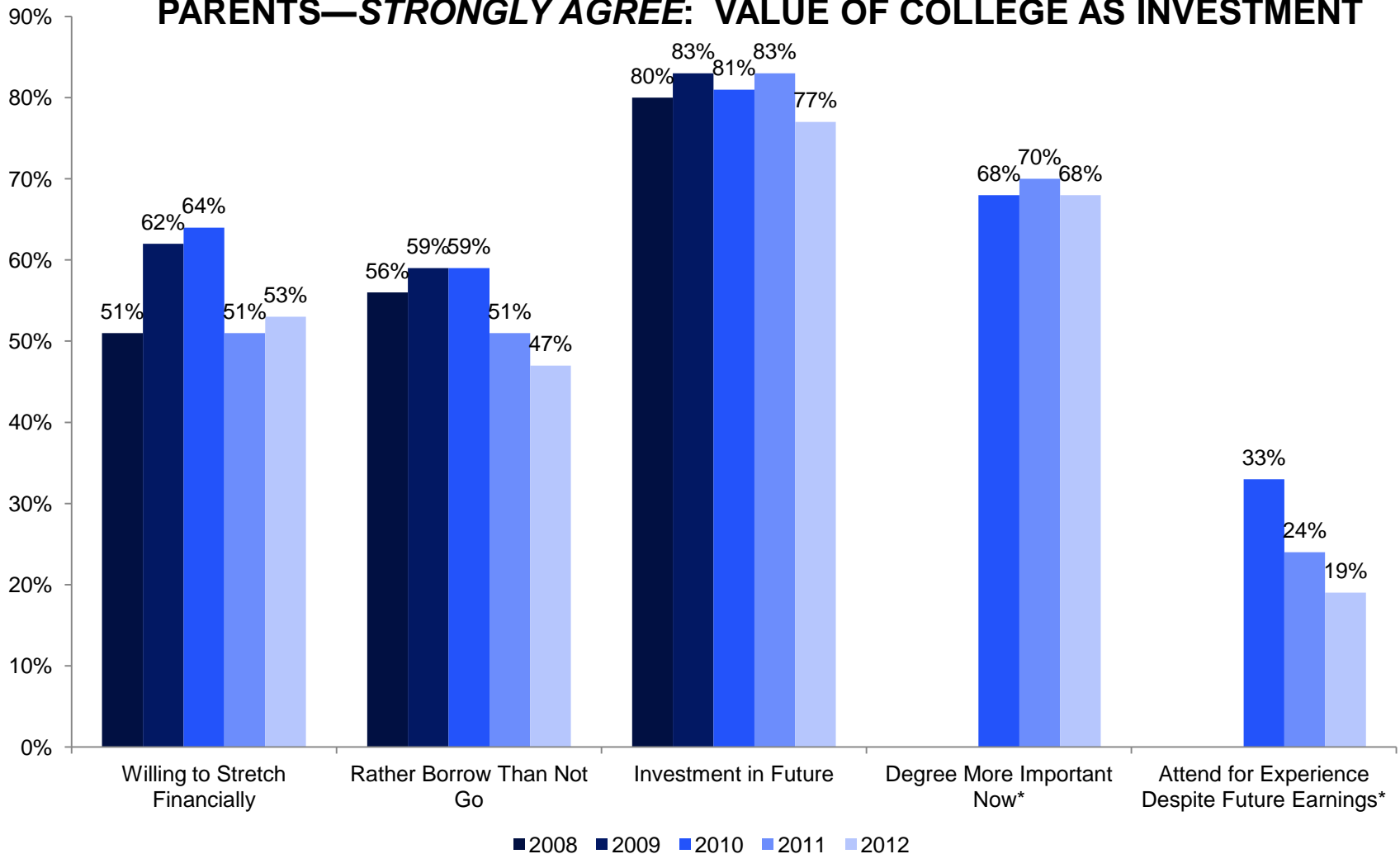


HOW AMERICA PAYS FOR COLLEGE: 2012 KEY FINDINGS



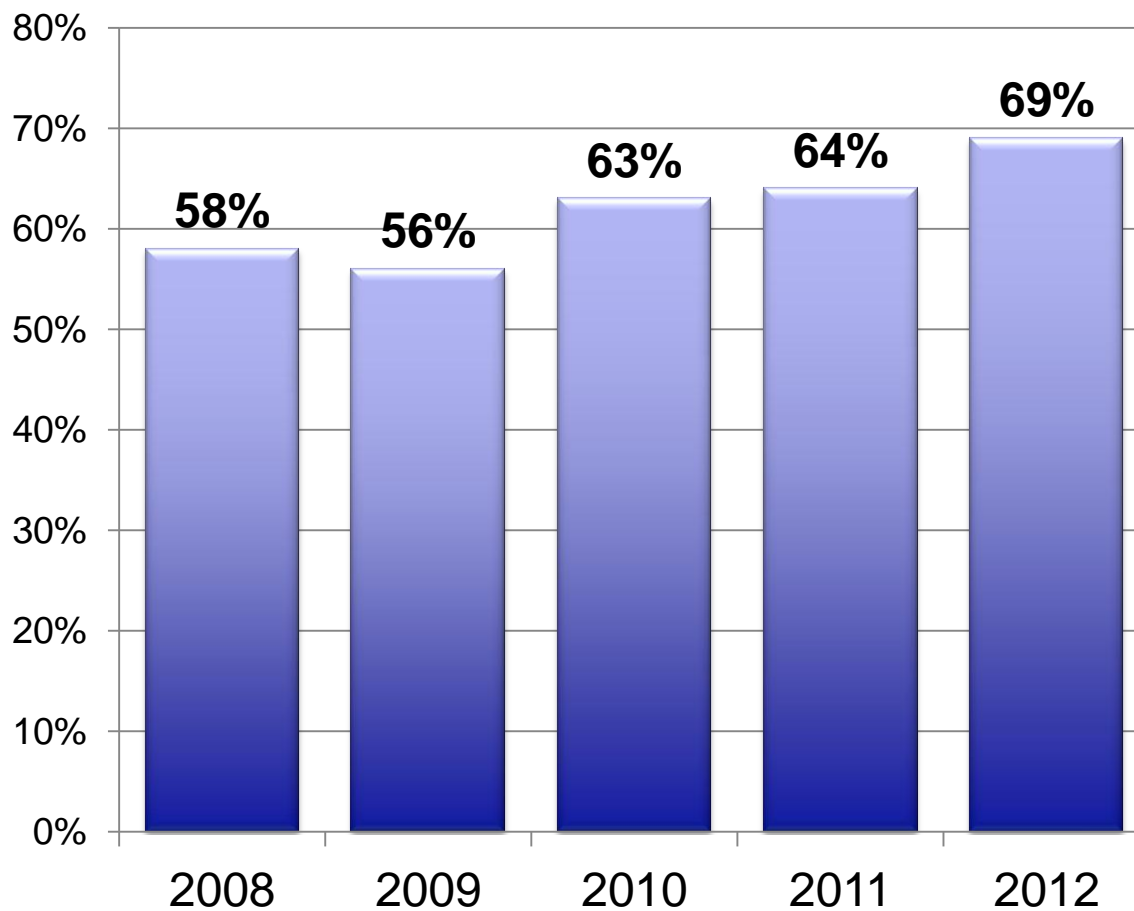
HOW AMERICA PAYS FOR COLLEGE: 2012 KEY FINDINGS

PARENTS—*STRONGLY AGREE*: VALUE OF COLLEGE AS INVESTMENT



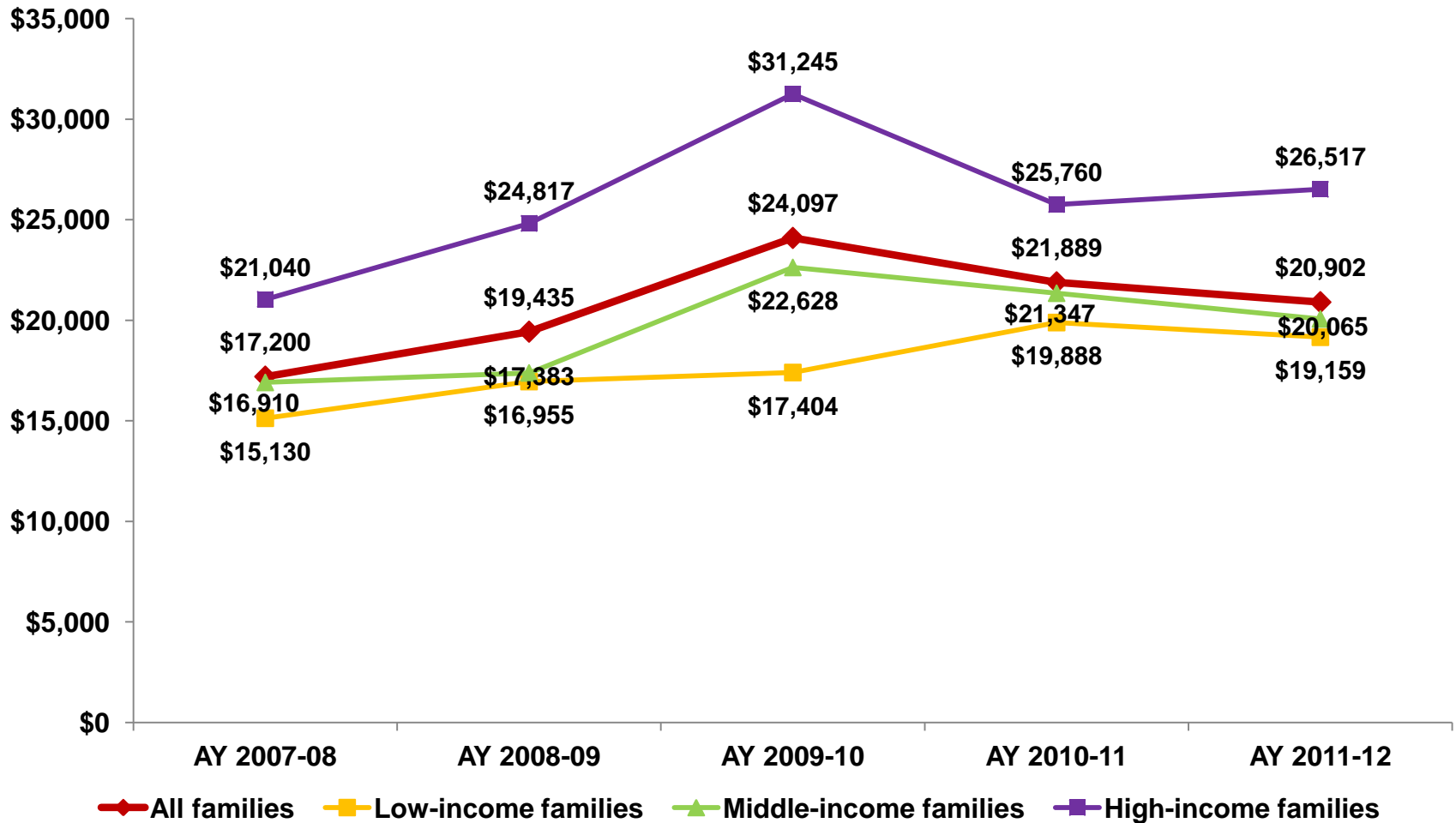
HOW AMERICA PAYS FOR COLLEGE: 2012 KEY FINDINGS

COST CONSIDERATION: % OF FAMILIES THAT CONSIDER COST AT SOME POINT IN APPLICATION/DECISION PROCESS



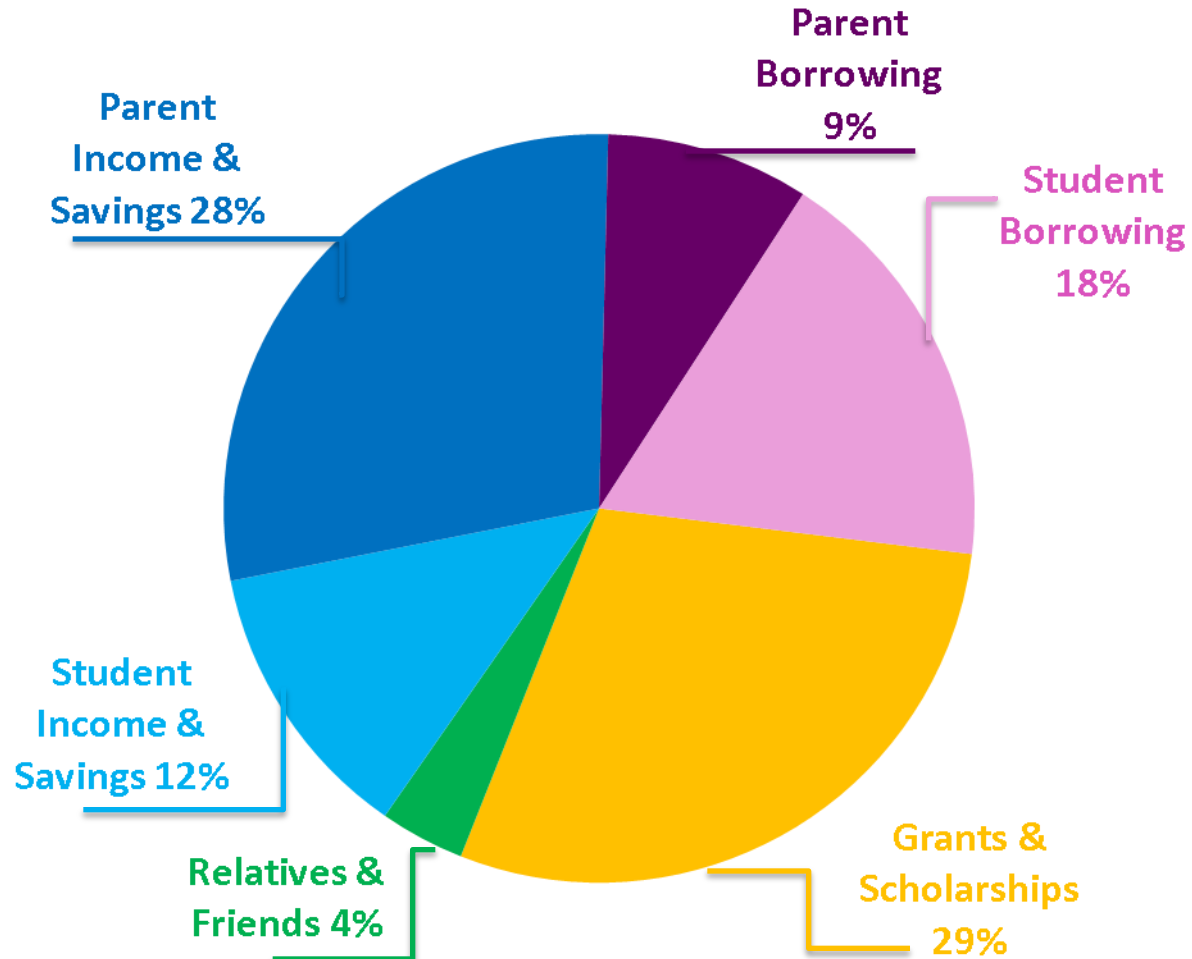
HOW AMERICA PAYS FOR COLLEGE: 2012 KEY FINDINGS

Average Amount Spent on College



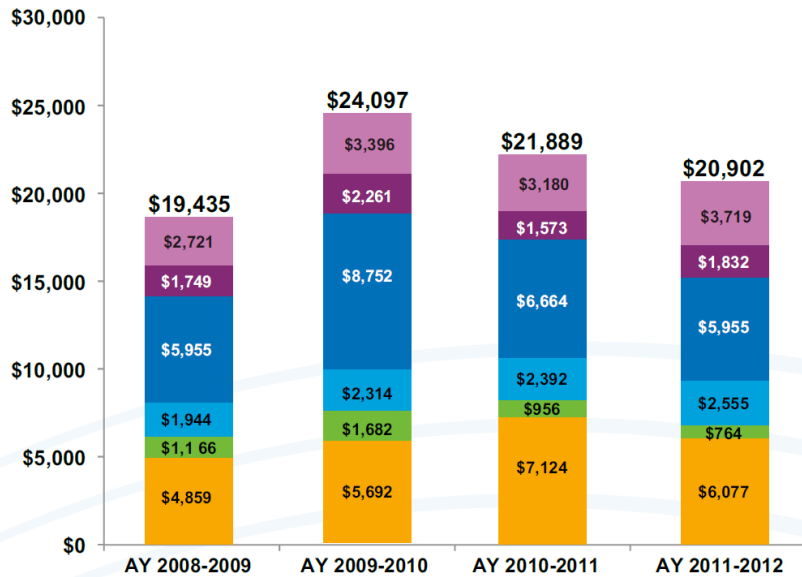
HOW AMERICA PAYS FOR COLLEGE

FUNDING UNDERGRADUATE EDUCATION

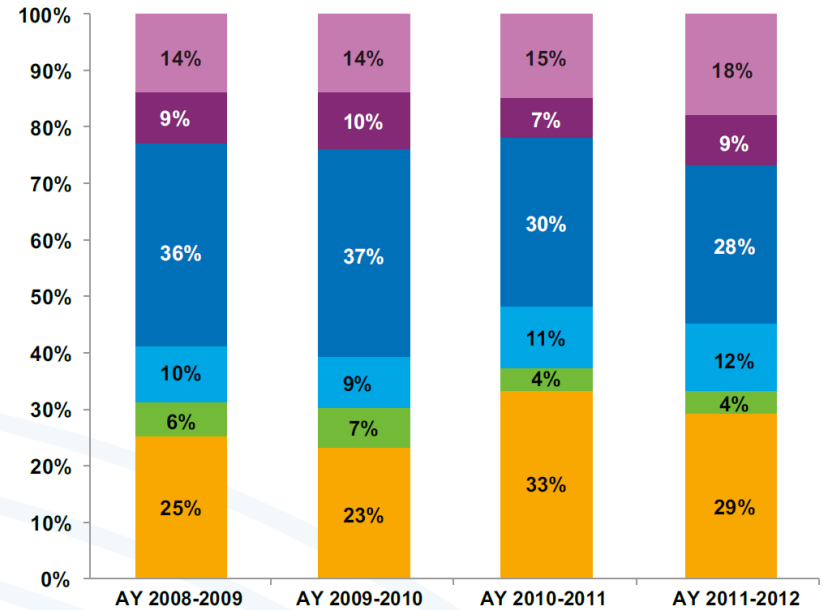


HOW AMERICA PAYS FOR COLLEGE: 2012 KEY FINDINGS

Average Amounts



Funding Source Share



■ Student Borrowing
 ■ Parent Income and Savings
 ■ Relatives and Friends
■ Parent Borrowing
 ■ Student Income and Savings
 ■ Grants and Scholarships

QUESTIONS?