



NEW YORK STATE BANKING DEPARTMENT
CONSUMER SERVICES DIVISION
One State Street
New York, NY 10004

PUBLIC SUMMARY

**COMMUNITY REINVESTMENT ACT
PERFORMANCE EVALUATION**

Date of Evaluation: December 31, 2002

Institution: GreenPoint Bank
90 Park Avenue
New York, NY 10016

Note: This evaluation is not an assessment of the financial condition of this institution. The rating assigned does not represent an analysis, conclusion or opinion of the New York State Banking Department concerning the safety and soundness of this financial institution.

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GENERAL INFORMATION

This document is an evaluation of the Community Reinvestment Act (“CRA”) performance of GreenPoint Bank (“GreenPoint”) prepared by the New York State Banking Department. The evaluation represents the Banking Department’s current assessment and rating of the institution’s CRA performance based on an evaluation conducted as of December 31, 2002.

Section 28-b of the New York State Banking Law, as amended, requires that when evaluating certain applications, the Superintendent of Banks shall assess a banking institution’s record of helping to meet the credit needs of its entire community, including low- and moderate-income (“LMI”) areas, consistent with safe and sound operations.

Part 76 of the General Regulations of the Banking Board implements Section 28-b and further requires that the Banking Department assess the CRA performance records of regulated financial institutions. Part 76 establishes the framework and criteria by which the Department will evaluate the performance. Section 76.5 further provides that the Banking Department will prepare a written report summarizing the results of such assessment and will assign to each institution a numerical CRA rating based on a 1 to 4 scoring system. The numerical scores represent an assessment of CRA performance as follows:

- (1) outstanding record of meeting community credit needs;
- (2) satisfactory record of meeting community credit needs;
- (3) needs to improve record of meeting community credit needs; and
- (4) substantial noncompliance in meeting community credit needs.

Section 76.5 further requires that the CRA rating and the written summary be made available to the public (“Evaluation”). Evaluations are primarily based on a review of performance tests and standards described in Section 76.7 and detailed in Sections 76.8 – 76.13. The tests and standards incorporate the 12 assessment factors contained in Section 28-b of the New York State Banking Law.

For explanation of technical terms used in this report, please consult the **GLOSSARY** at the back of this document.

OVERVIEW OF INSTITUTION'S PERFORMANCE

Overall Rating

GreenPoint is rated "1," indicating an outstanding record of helping to meet community credit needs. This rating is based on the following factors:

Lending Test – "Outstanding"

- ❖ *Lending Activity*: The residential mortgage lending levels reported by GreenPoint and its affiliates for this evaluation period reflect excellent responsiveness to the credit needs of the assessment area. In 2001, GreenPoint Mortgage Funding Inc ("GPM") attained a 2.4% market share of Home Mortgage Disclosure Act ("HMDA")-reportable loans within the assessment area, ranking it 11th out of 570 lenders. The number and dollar volume of assessment area loans reported for this evaluation were 54.1% and 111.1%, respectively, higher than the levels reported at the prior evaluation.
- ❖ *Assessment Area Concentration*: Since 1999, GreenPoint Financial Company has conducted its mortgage lending nationally through GPM, which in turn sells its non-conforming no-documentation/low-documentation ("no doc/low-doc") loans to GreenPoint Bank. Since this unique product niche results in a large volume of purchases from outside of the assessment area, GreenPoint's assessment area lending concentration is not a meaningful indicator of its record of serving the community. Accordingly, no rating was assigned to this factor.
- ❖ *Geographic Distribution of Loans*: GreenPoint's geographic distribution of HMDA-reportable loans reflects excellent dispersion throughout the assessment area. In 2001, the bank extended 19.2% of the number and 16.8% of the dollar volume of its HMDA-reportable loans in LMI geographies, well above 13.7% and 12.8%, respectively, for the aggregate. In 2002, the bank's LMI penetration rates slightly decreased to 17.1% and 14.5%, respectively.
- ❖ *Borrowers' Characteristics*: While GreenPoint had a good distribution of HMDA-reportable loans to borrowers of different income levels, it is noted that borrower income data was not available for 62.9% and 45.6% of loans originated in 2001 and 2002. The high percentage of loans in this category was the result of GPM's no-doc loan product, which does not include borrower income in the credit decision. Based on known borrower income data, in 2001, the bank made 18.4% of its loans in LMI areas, slightly below 19.1% for the aggregate. In 2002, the bank's LMI penetration rate declined to 14.9%.
- ❖ *Community Development Lending*: The bank has a relatively high level of community development loans. On the evaluation date, GreenPoint's community development lending totaled \$59.9 million, of which \$49.2 million (82.1%) was new money.
- ❖ *Innovative and/or Flexible Lending Practices*: GreenPoint makes use of innovative

and/or flexible lending practices in serving the credit needs of its assessment area.

Investment Test – “High Satisfactory”

- ❖ GreenPoint has a good level of qualified community development investments and grants, occasionally in a leadership position, particularly for those not routinely provided by private investors. For this evaluation period, the bank’s qualified community development and grants totaled \$17.9 million, of which almost \$8.0 million (44.5%) represented new money.
- ❖ GreenPoint uses innovative, complex and responsive investments to serve the community development needs of its assessment area.

Service Test – “Outstanding”

- ❖ GreenPoint’s delivery systems are accessible to essentially all portions of the bank’s assessment area. The bank had 81 branches, of which 16 (19.8%) were located in moderate-income tracts and 24 (29.6%) were located adjacent to LMI tracts.
- ❖ The bank’s record of opening and closing of branches has not adversely affected the accessibility of its delivery system, particularly in LMI geographies and/or by LMI individuals. GreenPoint opened seven branches during the evaluation period, of which six were located in upper-income census tract and one was in a middle-income census tract. The bank has not closed any branches since the previous evaluation.
- ❖ The bank’s business hours and services are tailored to the convenience and needs of the assessment area, particularly LMI geographies and/or LMI individuals. GreenPoint had extended-hour services available in all branches during the week and majority of branches were open on Saturdays.
- ❖ GreenPoint is a leader in providing community development services. The bank developed a guide on its mortgage products and the homeownership process that is used in homebuyer seminars. The bank also provided financial literacy training in cooperation with the New York City Department of the Aging and other banks. GreenPoint’s senior management and officers served on boards of directors and advisory committees of various community development organizations.

This “on-site” evaluation was conducted based on a review of the 12 assessment factors set forth in Section 28-b of the New York State Banking Law and Part 76 of the General Regulations of the Banking Board.

PERFORMANCE CONTEXT

Institution's Profile

GreenPoint Bank, chartered in 1868 as a mutual savings bank, converted from mutual to stock form on January 28, 1994 and became a wholly owned subsidiary of GreenPoint Financial Corporation ("GFC"). The bank is an FDIC insured non-Federal Reserve member institution and a shareholder of the Federal Home Loan Bank of New York.

The bank's parent, GFC was incorporated in August 1993 as a Delaware corporation and owns all outstanding stock of the bank. GFC is a \$22 billion asset bank holding company with two principal businesses: national mortgage banking and New York metro area retail banking. The holding company has three active subsidiaries including the bank. The bank has 12 subsidiaries, of which GPM and GreenPoint Credit, LLC ("GPC") are the principal subsidiaries and are involved in originating and servicing loans.

Financial Profile

As of December 31, 2002, the bank had total assets of \$21.8 billion, compared to \$20.2 billion at the prior year-end. Deposits increased to \$12.0 billion from \$11.0 billion, and equity capital increased to \$2.1 billion from \$1.8 billion during the same period. For the period ended December 31, 2002, net income increased to \$513.5 million from a loss of \$284 million. GreenPoint's profitability is primarily due to the increase in mortgage originations resulting from lower interest rates, continued strength in the consumer banking business, and balance sheet management. The bank's earnings have been historically strong. Negative results during the previous year were due to an extraordinary charge of \$704 million incurred in order to discontinue the manufacturing housing program.

At December 31, 2002, the bank's assets were comprised primarily of loans totaling \$15.6 billion (71.6%), and the majority of its liabilities were comprised of deposits in the amount of \$12.0 billion (60.9%), other borrowed funds of \$4.6 billion (23.4%), and federal funds purchased and securities sold under agreements to purchase of \$2.3 billion (11.7%). The bank's average loan-to-deposit ("LTD") ratio for the quarter ending December 31, 2002 was 129.3%, well above its national peer group's average of 83.4%.

The bank's loan portfolio has grown substantially over the years. The following table summarizes the composition of the bank's loan portfolio at December 31, 2002, 2001 and 2000. The summary shows an emphasis on residential mortgages lending, followed by commercial real estate mortgages.

Loan Portfolio Composition*						
Loan Type	12/31/2002		12/31/2001		12/31/2000	
	\$000's	%	\$'000's	%	\$000's	%
Residential Mortgage	14,686,779	93.9	13,602,325	90.8	9,081,157	85.1
Commercial Real Estate	558,905	3.6	403,278	2.7	569,358	5.3
Multifamily	248,816	1.6	307,127	2.0	275,850	2.6
Construction	1	0.0	25,784	0.2	46,806	0.4
Loans to Individuals	22,441	0.1	584,164	3.9	646,510	6.1
Commercial & Industrial	127	0.0	0	0	0	0
Other Loans	118,642	0.8	62,621	0.4	53,786	0.5
Total Gross Loans	15,635,711	100.0	14,985,299	100.0	10,673,467	100.0

Source: * FDIC Call Report.

Detailed in the table below is the bank's market share of deposits as of June 30, 2002. The bank obtained 2.7% of total deposits held by institutions in the New York assessment area.

Assessment Area Deposits and Market Share of Deposits by County As of June 30, 2002				
County	Deposit (\$ in thousands)	% of A/A Deposits	Deposit as % of County Total	Deposit Ranking in County
Nassau	3,857,515	34.2	10.00%	3 rd of 30
Suffolk	900,215	8.0	3.64%	10 th of 26
Bronx	0	0.0	0	0
Kings	2,491,893	22.1	9.15%	5 th of 38
New York	1,447,481	12.9	0.58%	15 th of 95
Queens	2,121,979	18.9	6.66%	7 th of 47
Richmond	0	0.0	0	0
Westchester	434,016	3.9	1.96%	11 th of 33
Assessment Area	11,253,099	100.0	2.73%	6th of 131

The bank's 81 branches in New York state are situated throughout eight counties as of year-end 2002: New York County (11), Kings County (15), Bronx County (one), Queens County (19), Westchester County (four), Richmond County (one), Nassau County (22), and Suffolk County (eight). Supplementing the branches' lobby hours are 80 on-site automated teller machines (ATMs), and 48 off-site ATMs.

GreenPoint operates in highly competitive markets and competes against numerous institutions, some of which have substantially greater resources and larger branch systems.

Affiliates/Subsidiaries

In addition to the bank, GFC has two other active subsidiaries: GreenPoint Community Development Corporation, and GreenPoint Capital Trust I.

GreenPoint Community Development Corp. ("GPCDC"): - This for-profit community development subsidiary was incorporated in 1993. GPCDC provides financing to improve housing for LMI individuals and for economic development in the New York metropolitan

area. In addition to special lending programs and other community development opportunities, GPCDC considers financing for projects such as those involving medical, religious, and educational facilities that will help LMI communities. It makes loans directly to individuals and entities for specific projects as well as to intermediary not-for-profit organizations. GPCDC also makes equity investments directly or through intermediaries in housing projects.

GreenPoint Capital Trust I: - This subsidiary was incorporated on June 3, 1997. The subsidiary issued \$200 million of Capital Securities, the proceeds of which were used for general corporate purposes, including the repurchase of stock and financing growth.

As of September 30, 2002, the bank had twelve subsidiaries, the majority of which are wholly-owned, and incorporated in the State of New York for the purposes of holding and maintaining certain properties acquired by the bank in foreclosure proceedings or deeds in lieu. Two subsidiaries, GPM and GPC, are the principal subsidiaries of the bank.

GPM: - Acquired on April 8, 1999 and headquartered in Novato, California, GPM originates, sells and services mortgage loans. GPM's strategy is to focus on specialized mortgage loan products for primarily high credit quality borrowers. GPM presently offers a broad range of mortgage loan products in order to provide maximum flexibility to borrowers, third party mortgage brokers and other entities through which it originates mortgage loans. These products include conforming agency mortgage loans, non-conforming mortgage loans (including Alt A mortgage loans), home equity loans and limited documentation ("No Doc") loans. GPM depends primarily on independent mortgage brokers and, to a lesser extent, on correspondent lenders, for the origination and purchase of its wholesale mortgage loans.

GPM originates mortgage loans throughout the United States, including mortgage loans on properties in GreenPoint's assessment area. The bank, itself, no longer originates mortgages; rather, it purchases, for its loan portfolio, primarily the non-conforming no doc and low doc loans originated by GPM.

GPC: - GPC originates, sells and services manufactured housing loans. In 2001, the bank decided to exit the manufactured housing finance business, and sold substantially all of its manufactured home loans in March 2002.

For purposes of this evaluation, mortgage loans originated by GPCDC and GPM within the bank's assessment area were considered. All such mortgage loans are referred to hereinafter as loans made by GreenPoint or "the bank."

The bank received a rating of "1" at its last Performance Evaluation by the Banking Department on December 31, 2000, reflecting outstanding performance in helping to meet the credit needs of its community.

Examiners noted neither legal nor financial impediments that adversely impact the bank's ability to meet the credit needs of its community.

Assessment Area:

GreenPoint's assessment area consists of the five boroughs of New York City (Kings, Queens, New York, Bronx, and Richmond) and Westchester County, which are part of Metropolitan Statistical Area ("MSA") 5600 (New York), and Nassau and Suffolk Counties in MSA 5380 (Nassau-Suffolk).

Census Tracts: The assessment area has 3,018 census tracts, including 319 low- (10.6%), 516 moderate- (17.1%), 1,199 middle- (39.7%) and 906 upper-income tracts (30%). There are also 78 zero-income tracts (2.6%). The following chart provides a summary of the census tracts within the assessment area:

Distribution of Census Tracts in Assessment Area						
Counties	Zero-Income Tracts	Low-Income Tracts	Moderate-Income Tracts	Middle-Income Tracts	Upper-Income Tracts	Total Census Tracts
005-Bronx	15	126	65	88	61	355
047-Kings	19	114	207	302	147	789
061-New York	11	63	65	33	126	298
081-Queens	17	7	80	331	238	673
085-Richmond	4	4	2	25	66	101
119-Westchester	2	2	18	35	163	220
059-Nassau	3	1	20	180	66	270
103-Suffolk	7	2	59	205	39	312
Total	78	319	516	1,199	906	3,018

The assessment area appears reasonable based upon the location of branches and lending patterns. There is no evidence that LMI areas have been arbitrarily excluded.

Demographic Information

The following is a demographic and economic summary of the bank's assessment area.

Population: In 1990, according to the U.S. Census Bureau, the assessment area had a population of approximately 10.8 million, of which about 1.4 million (13%) were over the age of 65 and about 2.2 million (20.4%) were under the age of 16.

Families/Households: In 1990, there were approximately 2.7 million families in the assessment area, of which 624.4 thousand (23.3%) were low-income families, 441.1

thousand (16.5%) were moderate-income families, 545.4 thousand (20.4%) were middle-income families and 1.1 million (39.8%) were upper-income families. Of the 1.1 million LMI families, 513.1 thousand (48.2%) lived in LMI tracts, accounting for 65.8% of all the families (779.5 thousand) that lived in LMI tracts. There were about 4.0 million households in the assessment area, of which 561.9 thousand (14.1%) had incomes below the poverty level.

Housing Units: There were about 4.3 million housing units in the assessment area, of which more than 2.1 million (48.8%) were 1 to 4 family units and about 2.1 million (48.8%) were multifamily units. About 1.7 million (39.5%) of the housing units were owner-occupied, of which 187.8 thousand (11.1%) were in LMI tracts. Almost 2.3 million (nearly 54%) were rental occupied units, of which about 942.2 thousand (40.8%) were in LMI tracts. Approximately 270.9 thousand housing units (nearly 6.0%) were vacant and/or boarded up. In 1990, the weighted average median housing value was \$196.9 thousand and the weighted average median age of the housing was 39 years.

The following chart illustrates selected housing characteristics by income level of census tracts of the bank's New York State assessment area:

Selected Housing Characteristics by Income Level of Tract in the New York State Assessment Area*									
Tract Income Level	Percentage						Median		
	Census Tracts	Households	Housing Units	Owner-Occup.	Renter-Occup.	Vacant Units	Age	Home Value	Gross Rent
Low	10.6	9.9	9.8	1.3	16.1	8.0	37	\$68,788	\$340
Moderate	17.1	18.5	18.7	9.8	24.7	23.2	40	\$136,885	\$477
Middle	39.7	38.8	38.6	46.5	33.3	33.8	39	\$181,353	\$568
Upper	30.0	32.8	32.9	42.4	25.8	35.0	38	\$287,377	\$691
NA	2.6	0.0	0.0	0.0	0.0	0.0	39	\$1,256	\$295
Total	100.0	100.0	100.0	100.0	100.0	100.0	39	\$196,924	\$541

* Source: 1990 U.S. Census Data

Median Family Income: In 1990, the weighted average median family income of tracts for the assessment area was \$45.4 thousand and the weighted average of MSA/non-MSA's census median family income was \$41.2 thousand. In 2002, the weighted average of MSA/non-MSA's updated median family income reported by HUD was \$66.7 thousand.

Unemployment Rates: According to the New York State Department of Labor, the average unemployment rates for MSA 5600 were 5.6% in 2001 and 7.3% in 2002. The unemployment rates for MSA 5600 were above the state's average rates of 4.9% in 2001 and 6.1% in 2002.

Demographics and Economic Data of Individual Assessment Area Counties:

Bronx County – Census Tracts: Excluding 15 zero-income tracts, Bronx County has 340 census tracts, of which 126 (37.1) are low-income, 65 (19.1%) moderate-income, 88 (25.9%) middle-income and 61 (17.9%) upper-income tracts.

Population: According to the U.S. Census Bureau, the Bronx had a population of approximately 1.2 million in 1990 and it increased by about 100 thousand (8.3%) to 1.3 million in 2000. Of the 1990 population, about 139.5 thousand (11.6%) were over the age of 65 and 297.9 thousand (24.7%) were under the age of 16.

Families/Households: In 1990, there were almost 292 thousand families in the county, of which 113.2 thousand (38.8%) were low-income, 52.3 thousand (17.9%) were moderate-income, 52.1 thousand (17.9%) were middle-income and 74.3 thousand (25.4%) were upper-income. Of the total 165.5 thousand LMI families, 127.7 thousand (77.2%) lived in LMI tracts, accounting for 72.2% of all families (177 thousand) that lived in LMI tracts. There were almost 423.2 thousand households in the county, of which 114 thousand (26.9%) had incomes below the poverty level.

Housing Units: There were nearly 441 thousand housing units in the Bronx, of which 103.1 thousand (23.4%) were 1 to 4 family units, 329.2 thousand (74.7%) were multifamily units and 58 (0.01%) were mobile homes. Approximately 75.8 thousand housing units were owner-occupied, of which 15.1 thousand (19.9%) were in LMI areas. Of all the housing units, 348.3 thousand were rental occupied and 231.3 thousand (66.4%) of these were in LMI areas. There were 17.5 thousand (almost 4%) housing units that were vacant and/or boarded up. In 1990, the weighted average median housing value was nearly \$131 thousand and the weighted average median age of the housing was 38 years.

Median Family Income: In 1990, the weighted average median family income for the county was \$27.2 thousand and the weighted average census MSA median family income was \$37.5 thousand. The HUD-updated MSA weighted average median family income for 2002 was \$62.8 thousand.

Unemployment Rates: According to the New York State Department of Labor, the county's average unemployment rates were 7.2% in 2001 and 9.3% in 2002. The county's unemployment rates were above the state's average rates of 4.9% and 6.1% respectively.

Empire Zones: Portions of the Bronx have been designated Empire Zones ("EZ") by the State of New York, based on community economic distress. The Hunts Point and Port Morris neighborhoods are designated EZs. Firms located in these areas may be eligible for assistance including various tax credits, such as wage tax credits, investment tax credits, zone capital credits, sales tax refunds, real property tax abatements, technical assistance and utility rate savings.

A portion of the South Bronx shares a designated Federal Empowerment Zone ("FEZ") with Harlem (part of New York County). This area receives financial and technical support from

a multiple of federal agencies, including HUD, USDA, HHS, Treasury, Labor and Justice as well as from the state and local governments. The program's purpose is to increase employment opportunities for residents through job training and economic development, to create new jobs and retain current jobs as well as programs for affordable housing, education and childcare. Various federal tax benefits and other assistance are available to businesses that open or employ residents in a FEZ.

Kings County (Brooklyn) – *Census Tracts:* Excluding 19 zero-income tracts, the county has 770 census tracts including 114 (14.8%) low-income tracts, 207 (26.9%) moderate-income tracts, 302 (39.2%) middle-income tracts and 147 (19.1%) upper-income tracts.

Population: According to the U.S. Census Bureau, Kings County had a population of about 2.3 million in 1990, increasing to approximately 2.5 million in 2000, a difference of about 200 thousand, or nearly 8.7%. Of the 1990 population, nearly 287 thousand (12.5%) were over the age of 65 and 539.7 thousand (23.5%) were under the age of 16.

Families/Households: In 1990, there were almost 563.3 thousand families in the county, of which almost 182.3 thousand (32.4%) were low-income, 99.1 thousand (17.6%) were moderate-income, 106.6 thousand (nearly 19.0%) were middle-income and 174.9 thousand (31.1%) were upper-income families. Of the total 281.6 LMI families, 175.4 thousand (62.3%) lived in LMI tracts, accounting for 65.9% of the 266.1 thousand families that lived in LMI tracts. There were almost 827.7 thousand households in the county, of which about 178.1 thousand (21.5%) had incomes below the poverty level.

Housing Units: There were almost 873.7 thousand housing units in Kings County, of which about 404.7 thousand (46.3%) were 1-4 family units, about 455.7 thousand (52.2%) were multifamily units and 104 (0.01%) were mobile homes. Approximately 215.8 thousand (24.7%) of the housing units were owner-occupied, with 55.5 thousand (25.7%) of these located in LMI areas. About 612.4 thousand were rental occupied units, with 314.1 thousand (51.3%) of these located in LMI areas. Of all the housing units, 48.9 thousand (5.6%) were vacant and/or boarded up. In 1990, the weighted average median housing value was \$181.4 thousand and the weighted average median age of houses was 44 years.

Median Family Income: In 1990, the weighted average median family income for the county was \$31.5 thousand and the weighted average census MSA median family income was \$37.5 thousand. The HUD-updated weighted average MSA median family income for 2002 was \$62.8 thousand.

Unemployment Rates: According to the New York State Department of Labor, the county's average unemployment rates were 6.7% in 2001 and 8.6% in 2002. The county's average unemployment rates were above the state's average rates of 4.9% and 6.1%, respectively,

Empire Zones: Portions of Kings County have been designated as EZs by the State of New York, based on community economic distress. The Brooklyn Navy Yard, Sunset Park and Red Hook neighborhoods are designated EZs. Firms located in these areas may be eligible for assistance including various tax credits, such as wage tax credits, investment tax credits, zone capital credits, sales tax refunds, real property tax abatements, technical

assistance and utility rate savings.

New York County (Manhattan) – Census Tracts: Excluding 11 zero-income tracts, New York County has 287 census tracts, of which 63 (nearly 22%) are low-income, 65 (22.6%) are moderate-income, 33 (11.5%) are middle-income and 126 (43.9%) are upper-income tracts.

Population: According to the U.S. Census Bureau, New York County had a population of almost 1.5 million in 1990 and increased by 49.7 thousand, or 3.3%, to more than 1.5 million in 2000. Approximately 198.2 thousand (13.3%) of the 1990 population was over the age of 65 and about 221.1 thousand (14.9%) were under the age of 16.

Families/Households: In 1990, there were about 305.4 thousand families in the county, of which about 88 thousand (28.8%) were low-income, almost 42.3 thousand (13.8%) moderate-income, about 43.8 thousand (14.4%) middle-income and almost 131.3 thousand (43.0%) upper-income families. Of the total 130.2 thousand LMI families, 99.7 thousand (76.6%) lived in LMI tracts, accounting for 68.3% of the 145.9 thousand families that lived in LMI tracts. There were about 716.8 thousand households in the county, of which about 120.1 thousand (16.8%) had incomes below the poverty level.

Housing Units: There were 785.1 thousand housing units in New York County, of which about 22.6 thousand (2.9%) were 1 to 4 family units, and about 751.4 thousand (95.7%) were multifamily units. Of all the housing units, nearly 128 thousand (16.3%) were owner-occupied and about 12.4 thousand (9.7%) of these were located in LMI tracts. Approximately 588.4 thousand (nearly 75%) the housing units were rental occupied and 233.8 thousand (39.7%) of these were located in LMI tracts. About 71.2 thousand (9.1%) of all the units were vacant or boarded up. In 1990, the weighted average median housing value was \$212.4 thousand and the weighted average median age of the housing was 41 years.

Median Family Income: In 1990, the weighted average median family income for the county was \$48.6 thousand and the weighted average census MSA median family income was \$37.5 thousand. The HUD-updated weighted average MSA median family income for 2002 was \$62.8 thousand.

Unemployment Rates: According to the New York State Department of Labor, the county's average unemployment rates were 6.4% in 2001 and 8.2% in 2002. The county's average unemployment rates were above the state's average rates of 4.9% and 6.1%, respectively.

Empire Zones: A portion of New York County (East Harlem) has been designated as an EZ by the State of New York, based on community economic distress. Firms located in this area may be eligible for assistance including various tax credits, such as wage tax credits, investment tax credits, zone capital credits, sales tax refunds, real property tax abatements, technical assistance and utility rate savings.

A portion of the New York County (Harlem) shares a designated FEZ with the South Bronx.

This area receives financial and technical support from a multiple of federal agencies, including HUD, USDA, HHS, Treasury, Labor and Justice as well as from the state and local governments. The program's purposes is to increase employment opportunities for residents through job training and economic development, to create new jobs and retain current jobs as well as programs for affordable housing, education and childcare. Various federal tax benefits and other assistance are available to businesses that open or employ residents in a FEZ.

Liberty Zone: In an effort to boost reinvestment and help rebuild Lower Manhattan following the devastating terrorist attacks, federal legislation created the *Liberty Zone*. The zone covers most of the area south of Canal Street, East Broadway and Grand Streets, and the law gives specific federal tax benefits to businesses located in the zone.

Queens County – Census Tracts: Excluding 17 zero-income tracts, Queens County has 656 census tracts, of which seven (1.1%) are low-income, 80 (12.2%) are moderate-income, 331 (50.4%) are middle-income and 238 (36.3%) are upper-income tracts.

Population: According to the U.S. Census Bureau, Queens County had a population of almost 2.0 million in 1990, increasing to approximately 2.2 million in 2000, a difference of about 200 thousand, or 10.0%. Of the 1990 population, about 286.2 thousand (14.3%) were over the age of 65 and about 400 thousand (20.0%) were under the age of 16.

Families/Households: In 1990, there were approximately 495.6 thousand families in the county, of which about 90.2 thousand (18.2%) were low-income, almost 81.5 thousand (16.4%) were moderate-income, 107.5 thousand (21.7%) were middle-income and about 216.4 thousand (43.7%) were upper-income families. Of about 171.7 thousand LMI families, nearly 41.9 thousand (24.4%) lived in LMI tracts, accounting for nearly 58% of the 72.3 thousand families that lived in LMI tracts. There were about 718.4 thousand households in the county, of which almost 77.9 thousand (10.8%) had incomes below the poverty level.

Housing Units: There were nearly 752.7 thousand housing units in Queens County, of which just over 426.3 thousand (56.6%) were 1 to 4 family units and nearly 311.8 thousand (41.4%) were multifamily units. Of all the housing units, 306.1 thousand (40.7%) were owner-occupied, with nearly 18 thousand (5.9%) of these located in LMI tracts. Just over 414 thousand (55%) were rental-occupied units, with about 87.1 thousand (21%) of these situated in LMI tracts. Almost 34 thousand (4.5%) housing units were vacant and/or boarded up. In 1990, the weighted average median housing value was \$198.1 thousand and the weighted average median age of housing was 41 years.

Median Family Income: In 1990, the weighted average median family income for the county was \$41.1 thousand and the weighted average census MSA median family income was \$37.5 thousand. The HUD-updated weighted average MSA median family income for 2002 was \$62.8 thousand.

Unemployment Rates: According to the New York State Department of Labor, the county's average unemployment rates were 4.9% in 2001 and 6.5% in 2002. The county's average unemployment rate was comparable to the state's average unemployment rates of 4.9% in 2001, but was above the state's average unemployment rates of 6.1% in 2002.

Empire Zones: Portions of Queens County (Far Rockaway and South Jamaica) have been designated as EZs by the State of New York, based on community economic distress. Firms located in these areas may be eligible for assistance including various tax credits, such as wage tax credits, investment tax credits, zone capital credits, sales tax refunds, real property tax abatements, technical assistance and utility rate savings.

Richmond County – Census Tracts: Excluding four zero-income tracts, the county has 97 census tracts, of which four (4.1%) are low-income, two (2.1%) are moderate-income, 25 (25.8%) are middle-income and 66 (68%) are upper-income.

Population: According to the U.S. Census Bureau, the county had a population of approximately 379 thousand in 1990, increasing by about 64.7 thousand (17.1%) to 443.7 thousand in 2000. Of the 1990 population, about 41.9 thousand (11.1%) were over the age of 65 and 83.8 thousand (22.1%) were under the age of 16.

Families/Households: In 1990, there were almost 99.5 thousand families in the county, of which 13.1 thousand (13.2%) were low-income, 10.7 thousand (10.7%) were moderate-income, 18.4 thousand (18.5%) were middle-income and 57.3 thousand (57.6%) were upper-income. Of the total 23.7 thousand LMI families, 3.8 thousand (16%) lived in LMI tracts, accounting for 67.9% of all the families (5.6 thousand) that lived in LMI tracts. There were almost 130.2 thousand households in the county, of which 10.9 thousand (8.4%) had incomes below the poverty level.

Housing Units: There were nearly 139.7 thousand housing units in the county, of which 115.5 thousand (82.7%) were 1 to 4 family units, 20.9 thousand (15%) were multifamily units and 186 (0.1%) were mobile homes. Of all the housing units, 83.1 thousand (59.5%) were owner-occupied and 1.7 thousand (2.1%) of these were in LMI areas. Of all the housing units, 47.4 thousand (33.9%) were rental-occupied, of which 6.2 thousand (13.1%) were in LMI areas. There were 9.6 thousand (6.9%) housing units that were vacant and/or boarded up. In 1990, the weighted average median housing value was nearly \$183.4 thousand and the weighted average median age of the housing was 28 years.

Median Family Income: In 1990, the weighted average median family income for the county was \$50.5 thousand and the weighted average census MSA median family income was \$37.5 thousand. The HUD updated MSA weighted average median family income for 2002 was \$62.8 thousand.

Unemployment Rates: According to the New York State Department of Labor, the county's average unemployment rates were 4.7% in 2001 and 6.5% in 2002. The county's unemployment rates were in line with the state's average rates of 4.9% and 6.1%, respectively.

Economic Development Zone (EDZ): A portion of Richmond County, the North Shore neighborhood has been designated an Economic Development Zone (“EDZ”) by the State of New York, based on community economic distress. Firms located in these areas may be eligible for assistance including various tax credits.

Westchester County – Census Tracts: Excluding two zero-income tracts, Westchester County has 218 census tracts, including two (0.9%) low-income tracts, 18 (8.3%) moderate-income tracts, 35 (16%) middle-income tracts and 163 (74.8%) upper-income tracts.

Population: According to the U.S. Census Bureau, Westchester County had a population of almost 874.9 thousand in 1990, increasing to about 923.5 thousand in 2000, a difference of 48.6 thousand, or 5.6%. About 126.3 thousand (14.4%) of the 1990 population was over the age of 65 and about 168.7 thousand (19.3%) were under the age of 16.

Families/Households: In 1990, there were about 229.5 thousand families in the county, of which 24.5 thousand (10.7%) were low-income, 22.3 thousand (9.7%) were moderate-income, 35.7 thousand (15.6%) were middle-income and almost 147 thousand (64%) were upper-income families. Of the 46.8 thousand LMI families, nearly 11.1 thousand (23.7%) lived in LMI tracts, accounting for 59.4% (18.7 thousand) of all the families that lived in LMI tracts. There were almost 319.7 households in the county, of which 21.9 thousand (6.9%) had incomes below the poverty level.

Housing Units: There were approximately 336.7 thousand housing units in Westchester County, of which 220.7 thousand (65.6%) were 1 to 4 family units and 110.8 thousand (32.9%) were multifamily units. Nearly 191 thousand (56.7%) of the housing units were owner-occupied, with 3.6 thousand (1.9%) of these located in LMI tracts. A further 129.1 thousand (38.3%) were rental-occupied, of which almost 24.2 thousand (18.7%) were situated in LMI tracts. Of the total number of housing units, 17 thousand (5.1%) were vacant and/or boarded up. In 1990, the weighted average median housing value was \$264.2 thousand and the weighted average median age of the housing was 39 years.

Median Family Income: In 1990, the weighted average median family income for the county was \$64.1 thousand and the weighted average census MSA median family income was \$37.5 thousand. The HUD updated weighted average MSA median family income for 2002 was \$62.8 thousand.

Unemployment Rates: According to the New York Department of Labor, the county’s average unemployment rates were 3.4% in 2001 and 4.2% in 2002. The county’s average unemployment rates were below the state’s average unemployment rates of 4.9% and 6.1%, respectively.

Empire Zones: The City of Yonkers in Westchester County has been designated an EZ by the State of New York, based on community economic distress. Firms located in this area may be eligible for assistance including various tax credits, such as wage tax credits,

investment tax credits, zone capital credits, sales tax refunds, real property tax abatements, technical assistance and utility rate savings.

Nassau County – Census Tracts: Excluding three zero-income tracts, the county has 267 census tracts, of which one (0.4%) is low-income, 20 (7.5%) are moderate-income, 180 (67.4%) are middle-income and 66 (24.7%) are upper-income tracts.

Population: According to the U.S. Census Bureau, the county had a population of almost 1.3 million in 1990, increasing by about 47.2 thousand (3.7%) to more than 1.3 million in 2000. Of the 1990 population, about 182.6 thousand (14.2%) were over the age of 65 and 247.6 thousand (19.2%) were under the age of 16.

Families/Households: In 1990, there were almost 346.8 thousand families in the county, of which 51.1 thousand (14.7%) were low-income, 60.8 thousand (17.6%) were moderate-income, 86.9 thousand (25.1%) were middle-income and 147.9 thousand (42.7%) were upper-income families. Of the total 112 thousand LMI families, 14.5 thousand (13%) lived in LMI tracts, accounting for 55.1% of all the families (26.3 thousand) that lived in LMI tracts. There were almost 431.1 thousand households in the county, of which 18.0 thousand (4.2%) had incomes below the poverty level.

Housing Units: There were nearly 446.3 thousand housing units in the county, of which 394.2 thousand (88.3%) were 1 to 4 family units, 46.9 thousand (10.5%) were multifamily units and 282 (0.06%) were mobile homes. Of all the housing units, 347.2 thousand (77.8%) were owner-occupied and 18 thousand (5.2%) of these were in LMI areas. Of all the housing units, 84.4 thousand (18.9%) were rental occupied, of which 19.1 thousand (22.7%) were in LMI areas. There were 15.1 thousand (3.4%) housing units that were vacant and/or boarded up. In 1990, the weighted average median housing value was nearly \$237 thousand and the weighted average median age of the housing was 38 years.

Median Family Income: In 1990, the weighted average median family income for the county was \$63.6 thousand and the weighted average census MSA median family income was \$56.7 thousand. The HUD updated MSA weighted average median family income for 2002 was \$83 thousand.

Unemployment Rates: According to the New York State Department of Labor, the county's average unemployment rates were 3.1% in 2001 and 4.1% in 2002. The county's unemployment rates were well below the state's average rates of 4.9% and 6.1%, respectively.

Suffolk County – Census Tracts: Excluding seven zero-income tracts, the county has 305 census tracts, of which two (0.7%) are low-income, 59 (19.3%) are moderate-income, 205 (67.2%) are middle-income and 39 (12.8%) are upper-income tracts.

Population: According to the U.S. Census Bureau, the county had a population of approximately 1.3 million in 1990, increasing by about 97.5 thousand (7.4%) to 1.4 million in 2000. Of the 1990 population, about 141 thousand (10.7%) was over the age of 65 and

288.4 thousand (21.8%) were under the age of 16.

Families/Households: In 1990, there were almost 343.6 thousand families in the county, of which 61.9 thousand (18%) were low-income, 72.1 thousand (nearly 21.0%) were moderate-income, 94.7 thousand (27.6%) were middle-income and 114.9 thousand (33.4%) were upper-income. Of the total 134 thousand LMI families, 39 thousand (29.1%) lived in LMI tracts, accounting for 57.6% of all the families (67.7 thousand) that lived in LMI tracts. There were almost 424.6 thousand households in the county, of which 21 thousand (5.0%) had incomes below the poverty level.

Housing Units: There were nearly 481.3 thousand housing units in the county, of which 438.9 thousand (91.2%) were 1 to 4 family units, 31.7 thousand (6.6%) were multifamily units and 5 thousand (1.0%) were mobile homes. Of all the housing units, 340.3 thousand (70.7%) were owner-occupied and 63.5 thousand (18.7%) of these were in LMI areas. Of all the housing units, 84.4 thousand (17.5%) were rental occupied and 26.5 thousand (31.4%) of these were in LMI areas. There were 57.6 thousand (12%) housing units that were vacant and/or boarded up. In 1990, the weighted average median housing value was nearly \$178.4 thousand and the weighted average median age of the housing was 27 years.

Median Family Income: In 1990, the weighted average median family income for the county was \$54.7 thousand and the weighted average census MSA median family income was \$56.7 thousand. The HUD-updated MSA weighted average median family income for 2002 was \$83 thousand.

Unemployment Rates: According to the New York State Department of Labor, the county's average unemployment rates were 3.5% in 2001 and 4.4% in 2002. The county's unemployment rates were well below the state's average rates of 4.9% and 6.1%, respectively.

PERFORMANCE TESTS AND ASSESSMENT FACTORS

This performance evaluation is based on a review of GreenPoint’s lending, investment, and service activities within the assessment area, during 2001 and 2002. As noted above, this evaluation concerns only the bank’s activities in New York State.

Statistics utilized in this evaluation were derived from various sources. In addition to loan information submitted by the bank, aggregate data for HMDA-reportable loans was obtained from the Federal Financial Institutions Examination Council (“FFIEC”) and PCI Services, Inc. CRA Wiz©, an external vendor. Demographic data are from the 1990 U.S. Census data, with the 2002 median family income estimates furnished by HUD.

The bank’s HMDA-reportable lending was compared to that of the 2001 aggregate. The 2002 aggregate data was not available for purposes of this evaluation.

I. Lending Test: “Outstanding”

The bank’s lending performance was evaluated pursuant to the following criteria: (1) Lending Activity;(2) Assessment Area Lending; (3) Geographic Distribution; (4) Borrower Characteristics; (5) Community Development Lending; and (6) Innovative or Flexible Lending Practices.

In the analysis of factors (1), (2), and (3) and (4) above, examiners considered HMDA-reportable mortgage loans originated by GPCDC and GPM. All such mortgage loans are referred to hereinafter as loans made by GreenPoint or “the bank.”

The bank’s rating of “Outstanding” is based on the following:

Lending Activity: “Outstanding”

Overall, the bank’s lending volume reflect excellent responsiveness to its assessment area credit needs, taking into consideration its performance context.

In 2001, GreenPoint originated 6,010 HMDA-reportable loans totaling nearly \$1.3 billion in its assessment area. In 2002, the bank’s lending volume increased to 8,951 totaling \$2.2 billion. The growth was primarily in the refinancing category, which roughly doubled (both in number and dollar volume) between years. Refer to the chart below, which illustrates a comparison between the year’s lending activities.

DISTRIBUTION OF HMDA REPORTABLE LOANS BY PURPOSE								
Loan Type	2001				2002			
	#	%	\$000's	%	#	%	\$000's	%
Home Purchase	3,326	55.3%	802,252	61.5%	3,624	40.5%	1,053,145	47.0%
Refinancing	2,522	42.0%	467,998	35.9%	5,150	57.5%	1,136,962	50.8%
Multifamily	162	2.7%	33,431	2.6%	177	2.0%	48,500	2.2%
TOTAL	6,010	100.0%	1,303,681	100.0%	8,951	100.0%	2,238,607	100.0%

According to the “Mortgage Lender Market Share Report”, GPM’s lending market share increased between evaluations. In 2001, GPM ranked 11th out of 570 total HMDA-reporting lenders in its assessment area, with a 2.38% market share. This is a significant increase from the 1.73% HMDA market share reported in 1999. Refer to the chart below for detail.

Bank’s Assessment Area HMDA Lending Market Share*						
	1999			2001		
County	Rank	Count	%Market Share	Rank	Count	%Market Share
005-Bronx	25	147	1.04%	14 th of 258	174	1.92%
047-Kings	8	1,157	2.69%	4 th of 325	1,106	3.87%
081-Queens	10	1,039	2.07%	8 th of 348	1,331	3.42%
061-New York	32	185	0.65%	29 th of 290	111	0.61%
085-Richmond	13	309	1.79%	12 th of 277	328	2.21%
119-Westchester	30	363	1.08%	18 th of 364	422	1.52%
059-Nassau	13	1,020	1.90%	10 th of 371	1,184	2.52%
103-Suffolk	13	1,232	1.64%	13 th of 401	1,355	1.97%
Assessment Area	14	5,452	1.73%	11th of 570	6,011	2.38%

* GreenPoint Mortgage Funding, Inc

The chart below shows that the bank originated significantly more HMDA-reportable loans during this evaluation period than it did for the prior evaluation period.

COMPARISON OF HMDA ORIGINATIONS BETWEEN EVALUATIONS								
Loan Type	This Evaluation		Prio Evaluation		Change Between Evaluations			
	(2001& 2002)		(1999 & 2000)		#	%	\$000's	%
	#	\$000's	#	\$000's				
Home Purchase	6,950	1,855,397	5,554	1,033,374	1,396	25.1%	822,023	79.5%
Refinancing	7,672	1,604,960	3,623	543,943	4,049	111.8%	1,061,017	195.1%
Multifamily	339	81,931	533	100,311	-194	-36.4%	-18,380	-18.3%
TOTAL	14,961	3,542,288	9,710	1,677,628	5,251	54.1%	1,864,660	111.1%

Assessment Area Lending: No rating assigned

Since 1999, GPF has conducted its mortgage lending nationally through GPM, which in turn sells all of its non-conforming no-doc and low-doc loans to the GreenPoint Bank. Since this unique product niche results in the bank purchasing a substantial volume of loans from outside of its assessment area, GreenPoint’s 13% assessment area lending concentration¹ is not a meaningful indicator of its record of serving the community. Accordingly, no rating was assigned to this factor.

¹ When considering only purchases of loans made within New York State, the bank’s assessment area concentration increases to 95%.

Geographic Distribution: “Outstanding”

The geographic distribution of GreenPoint’s HMDA-reportable loans reflects excellent penetration throughout the assessment area. This analysis is based on comparisons of the bank’s performance to the aggregate and to the demographic profile of the assessment area.

The bank’s LMI penetration rates for the number and dollar volume HMDA-reportable loans in the assessment area were significantly higher than those achieved by the aggregate. In 2001, the bank extended 19.2% of the number and 16.8% of the dollar volume of its HMDA-reportable loans in LMI geographies, compared with 13.7% and 12.8%, respectively, for the aggregate. In 2002, the bank’s LMI penetration rates slightly decreased to 17.1% and 14.5%, respectively. For details, refer to the chart below.

Assessment Area HMDA Loan Distribution by Census Tract Income Level					
Census Tract Income Level	% of Owner Occupied Housing Units	2001			
		Bank		Aggregate	
		#	\$	#	\$
Low	1.3%	2.4%	2.3%	1.9%	2.4%
Moderate	9.8%	16.8%	14.5%	11.8%	10.4%
LMI Total	11.1%	19.2%	16.8%	13.7%	12.8%
Middle	46.5%	51.3%	47.1%	47.7%	40.0%
Upper	42.4%	29.5%	36.1%	38.5%	47.1%
N/A	0.0%	0.0%	0.1%	0.1%	0.1%
Assessment Area HMDA Loan Distribution by Census Tract Income Level					
Census Tract Income Level	% of Owner Occupied Housing Units	2002			
		Bank		Aggregate	
		#	\$	#	\$
Low	1.3%	2.2%	1.8%	-	-
Moderate	9.8%	14.9%	12.7%	-	-
LMI Total	11.1%	17.1%	14.5%	-	-
Middle	46.5%	50.1%	44.6%	-	-
Upper	42.4%	32.7%	40.8%	-	-
N/A	0.0%	0.1%	0.2%	-	-

The following chart shows that the bank out-performed the aggregate in extending loans to LMI geographies across all product lines in 2001 and compared favorably with percentage of owner occupied housing units within LMI portions of the assessment area. In 2002, the bank’s home purchase and multifamily LMI rates decreased while the refinancing LMI rate remained the same.

2001 A/A Distribution of HMDA Loans by Low and Moderate-Income Geography (by number)									
Geography Income Level	% of TOOHU*	Home Purch.		Refinancing		Multifamily		Total	
		Bk %	Agg %	Bk %	Agg %	Bk %	Agg %	Bk %	Agg %
Low	1.3	2.2	2.3	1.7	1.3	19.8	15.2	2.5	1.9
Moderate	9.8	17.1	12.1	14.8	10.9	42.0	29.7	16.8	11.8
LMI Total	11.1	19.3	14.4	16.5	12.2	61.8	44.9	19.3	13.7
2002 A/A Distribution of HMDA Loans by Low and Moderate-Income Geography (by number)									
Low	1.3	2.5	-	1.5	-	18.1	-	2.2	-
Moderate	9.8	13.8	-	14.8	-	40.1	-	14.9	-
LMI Total	11.1	16.3	-	16.3	-	58.2	-	17.1	-

* Total Owner Occupied Housing Units

The following is a discussion of the bank’s performance in the two MSAs within the assessment area. For details, refer to the exhibits titled “HMDA Loans – Geography Income Level Distribution.”

MSA 5380 (Nassau-Suffolk)

The geographic distribution of HMDA-reportable loans reflects excellent penetration in this MSA.

In 2001, the bank extended 17.4% by number and 14.0% by dollar volume of its HMDA-reportable loans in LMI areas in this MSA, well above 14.9% and 12.3%, respectively, for the aggregate. The bank outperformed the aggregate across all product lines. In 2002, the bank’s LMI penetration rates decreased to 14.9% and 11.2%, respectively, but were still considered good.

MSA 5600 (New York)

The geographic distribution of HMDA-reportable loans reflects excellent penetration in MSA 5600.

In 2001, the bank extended 20.6% by number and 18.7% by dollar volume of its HMDA-reportable loans in LMI areas in the MSA, well above 12.8% and 13.1%, respectively, for the aggregate. The bank performed significantly better than the aggregate across all product lines. In 2002, the bank’s LMI penetration rates decreased to 19% and 17%, respectively, but were still considered strong.

Distribution by Borrower Characteristics: “High Satisfactory”

The bank had a good distribution of HMDA-reportable loans, given the product lines offered, among borrowers of different income levels in its assessment area.

Borrower income data was not available for 62.9% and 45.6% of the HMDA-reportable loans originated in 2001 and 2002, respectively, due to Greenpoint’s no-doc products that do not require income data for a credit decision. To make the analysis meaningful, only

loans with income data were included in the analysis. In 2001, the bank had 2,170 loans with income information, of which 399 (18.4%) loans were extended to LMI individuals within the assessment area, slightly below 19.1% for the aggregate. In 2002, the bank had 4,776 loans with income information, of which 710 (14.9%) loans were extended to LMI individuals within the assessment area.

Distribution of HMDA Loans by Borrower Income Level (by number)										
Borrower Income Level	%Total Families In A/A	2001						2002		
		Bank			Aggregate			Bank		
		#	%	%*	#	%	%*	#	%	%*
Low	23.3	82	1.4	3.8	7,500	3.2	3.6	119	1.4	2.5
Moderate	16.5	317	5.4	14.6	32,216	13.9	15.5	591	6.7	12.4
LMI-total	39.8	399	6.8	18.4	39,716	17.1	19.1	710	8.1	14.9
Middle	20.4	591	10.1	27.2	59,492	25.6	28.6	1,181	13.4	24.7
Upper	39.8	1,180	20.2	54.4	108,495	46.7	52.3	2,885	32.9	60.4
NA	0	3,678	62.9	NA	24,790	10.7	NA	3,998	45.6	NA
Total	100	5,848	100.0	100.0	232,493	100.0	100.0	8,774	100.0	100.0

* Excludes loans without borrower in income information

Community Development Loans: “High Satisfactory”

The bank made a relatively high level of community development loans, reflecting good responsiveness to the credit and community development needs of its assessment area.

At the evaluation date, the bank’s community development lending totaled \$59.9 million, of which \$49.2 million (82.1%) represented new money. Approximately \$58.5 million, or about 97.6% of the total community development lending supported the provision of affordable housing, a significant area of need in the bank’s assessment area. Included in the affordable housing total were 227 (\$49.0 million) HMDA-reportable loans secured by multi-family dwellings in LMI geographies within the bank’s assessment area.

The following chart shows a distribution of the bank’s community development lending according to county and purpose:

Community Development Lending Summary (\$ in thousands)												
County	Affordable Housing			Community Services			Revitalization & Stabilization			Total		
	#	\$	New Money	#	\$	New Money	#	\$	New Money	#	\$	New Money
Bronx	19	9,916	4,916							19	9,916	4,916
Brooklyn	164	30,852	30,626	2	199	74	1	260		167	31,311	30,700
New York	14	3,502	3,252				2	949		16	4,451	3,252
Queens	25	5,062	4,562							25	5,062	4,562
Richmond	1	377	377							1	377	377
Westchester	9	4,528	4,528							9	4,528	4,528
Nassau	2	438	438							2	438	438
Suffolk	3	500	452							3	500	452
Multi-Cty	1	3,300								1	3,300	
Total	238	58,475	49,151	2	199	74	3	1,209	0	243	59,883	49,225

The chart below shows a distribution of the bank’s community development lending by facility type:

Community Development Loan by Type (\$ in thousands)				
Loan Type	Number	%	\$	%
Multifamily Loan	227	93.4	49,019	81.9
Term Loan	14	5.8	7,064	11.8
Revolver Loan	2	0.8	3,800	6.3
Total	243	100.0	59,883	100.0

The following are examples of the bank’s community development lending initiatives originated since the prior evaluation. The flexible terms included in some of these loans reflect good responsiveness to local community development needs:

- ❖ *University Neighborhood Housing Program (“UNHP”)*: In 2002, the bank extended a \$100 thousand, three-year term loan at 2% to UNHP’s Green Loan Fund. UNHP is a nonprofit 501(c)3 organization working to create, preserve and finance affordable housing in the Northwest Bronx. The funds will be used to provide tenant and community organizations with low-interest loans to do weatherization, conservation and cost-cutting repairs and renovations in residential properties.
- ❖ *Shirley Chisholm Cultural Institute (“Chisholm”)*: Chisholm is a long-term provider of free tutorial services to LMI children living in the Crown Heights and Bedford Stuyvesant communities of Brooklyn. In July 2001, the bank extended a \$74 thousand term loan to this nonprofit organization. The loan was originated in order to lower the Institute’s monthly payments by refinancing an existing loan at a much lower rate. The loan is for a term of approximately three years with a 20-year payment schedule (balloon) and an interest rate of 6.5 % per annum. GPM assigned this loan to GPCDC at closing.
- ❖ *Windmill HDF*: GPCDC participated in the financing of Windmill Housing Development Fund Corp.’s affordable housing project targeted at LMI seniors. The property under construction is located in East Hampton, New York. GPCDC extended a \$32 thousand predevelopment loan that closed in June 2000.

The following are examples of community development loans made before the prior evaluation date and still on the bank’s books. The initiatives have innovative and complex features and demonstrated good responsiveness to community development needs:

- ❖ *Community Preservation Corporation (“CPC”)*: The bank has a \$3.3 million revolving credit with CPC to support the construction and rehabilitation of LMI housing. CPC is a lending consortium that makes construction and permanent loans for the creation, rehabilitation and preservation of affordable housing throughout the New York State. CPC’s member banks provide financing, under revolving bank lines of credit, for housing construction and rehabilitation, as well as permanent financing through purchases of collateral trust notes backed by CPC mortgages. The United States

Treasury Department has certified CPC as a Community Development Financial Institution (“CDFI”).

- ❖ *Parkchester*: The complex comprises two separate condominiums – Parkchester North with 3,985 units and Parkchester South with 8,286 units. The North and South condominiums were converted from rental apartments in 1973 and 1984 respectively. At the prior evaluation, the bank had a \$5 million participation in a \$130 million credit facility to Parkchester South Condominium Association in the Bronx. The proceeds of the loan are to be used for the rehabilitation and modernization of 8,286 units of the condominium complex. Details of this project include the installation of new windows, copper plumbing and adequate wiring in all 8,286 units. GreenPoint's participation in this loan is collateralized primarily by an income stream of common charges on condominium units. This is considered a complex and innovative financing structure.

Innovative or Flexible Lending Practices: “High Satisfactory”

The bank uses innovative and/or flexible lending practices to serve the credit needs of its assessment area. The bank’s flexible lending programs are designed to help LMI individuals with affordable financing for home ownership.

- ❖ *No-Doc and Low-Doc financial Products*: - GreenPoint is a leader in providing credit to a wide range of borrowers across income levels who simply cannot meet the income verification requirements imposed by conventional lenders. The bank’s No-Doc and Low-Doc financial products have been very successful for both GreenPoint and its customers. GMF’s lending programs are specifically designed to serve the financial needs of LMI households in the bank’s assessment area. As reported, during the evaluation period, GMF originated 8,014 of its loans for which borrower income was unavailable in LMI census tracts. All but 15 of these loans were classified as no-documentation or limited documentation loans.
- ❖ *Tribal-POINT™ Initiative for Native Americans*: - GreenPoint created the Tribal-POINT™ Housing Partnership (“Tribal-POINT™”) in 2002 to make home financing easier for Native Americans living on Indian reservations. Tribal-POINT™ offers T-Point *plus* – GPM’s own unique special purpose credit program for Native Americans living on reservation land that are encumbered by restrictions on alienation under federal or tribal law. Under the program, GPM provides a flexible, conventional mortgage loan product available at the same rate offered to its best-qualified borrowers. The bank had not originated any loans under this program as of the evaluation date.

GPM also offers the U.S. Department of Housing and Urban Development’s Section 184 Program, which guarantees mortgage loans made by GreenPoint to Native Americans or to the Indian Housing Authority and participates in the U.S. Department of Agriculture’s Rural Housing Program that provides mortgage loans at favorable rates and with no down payment for low-income rural applicants, including Native Americans purchasing homes on reservation land. In New York, GreenPoint is working with such brokers as Novastar Home Mortgage of Orchard Park, which caters to the Cattaraugus Reservation, and Crestview

Mortgage of Hampton Bays, which caters to the Shinnecock Reservation.

- ❖ *Affordable Housing Programs:* - GPM offers low down payment affordable mortgage loan products that conform to Federal National Mortgage Association (“FNMA”) or Federal Home Loan Mortgage Corporation (“FHLMC”) guidelines. GreenPoint’s Affordable Housing Mortgage Loans are available for 1 to 3 family properties, and condominium units that will be occupied by borrowers who meet certain minimum eligibility requirements and who receive home ownership counseling prior to receipt of the mortgage. Most importantly, borrowers under these programs are allowed to make lower down payments. The down payment can range from 3 to 10%, an amount that is significantly less than that required for bank’s traditional no-doc loan products. In addition to using their own funds, permissible sources for the borrower’s down payment include loans secured by the borrower’s assets and proceeds from the sale of the borrower’s assets. Some of these programs also allow two percent (2%) of the down payment to come from a source other than the borrower, such as gifts, grants from the government or nonprofit community organizations and contributions from an employer. The following chart summarizes the volume of FNMA and FHLMC loans originated by the bank during this evaluation period:

Summary of FNMA/FHLMC Loans Origination		
Year	Number of Loans	\$ (in thousands)
2001	1,968	370,645
2002	2,071	401,248
Total	4,039	771,893

II. Investment Test: “High Satisfactory”

This test evaluates the bank's record of helping to meet the needs of its assessment area through qualified investments. Qualified investments are evaluated based on their dollar volume, their level or degree of innovativeness and/or complexity, their responsiveness to community development needs, and the degree to which these investments are not routinely provided by private investors.

GreenPoint has a good level of qualified community development investments and grants, occasionally in a leadership position, particularly for those not routinely provided by private investors. As of the evaluation period, the bank had qualified community development investments and grants totaling \$17.9 million, of which almost \$8.0 million (44.5%) represented new money.

The following is a summary of the bank’s qualified investments and grants according to type and community development purpose:

Summary of Qualified Investments as of December 31, 2002 (\$ in thousands)							
Type	#	Amount	New Money	Affordable Housing	Community Services	Economic Developm't	Revitalization & Stabilization
CPC Collateral Trust Notes	1	2,074		2,074			
Low Income Housing Credit ("LIHTC") Fund	2	2,250		2,250			
Community Investment Fund	3	5,375		4,375			1,000
Community Investment CD	5	200				200	
SBIC (Colt Capital)	1	500	500			500	
Investment-subtotal	12	10,399	500	8,699	0	700	1,000
Grants		2,766	2,766	763	362	1,641	
Scholarship		1,606	1,606		1,606		
FHLB of NY (AHP)		3,080	3,080	3,080			
Grants- subtotal		7,452	7,452	3,843	1,968	1,641	0
Total		17,851	7,952	12,542	1,968	2,341	1,000
Percent of total		100.0%	44.5%	70.3%	11.0%	13.1%	5.6%

Level of Investments: For this evaluation, GreenPoint's investments totaled \$10.4 million (exclusive of grants), of which only \$500 thousand were new investments. The bulk of the qualified investments went to support affordable housing, and to a lesser extent economic development, revitalization and stabilization initiatives.

The following is a description of the new investment made since the prior evaluation:

- ❖ *Colt Capital (Also Known As Main Street):* A Small Business Investment Corp. ("SBIC"), which is privately owned investment fund licensed and regulated by the Small Business Administration ("SBA"). SBICs were created with the intention of providing financing and management assistance to small entrepreneurial businesses, and thereby address the major gap in the capital markets for long-term funding for growth-oriented small business. The bank has invested \$500 thousand in this SBIC. Because of its investment focus on manufacturing, Colt expects a considerable number of portfolio companies to be located in low-income neighborhoods. Over 50% of Colt's previous investments were in low-income areas.

Grants: Additionally, during this evaluation period, GreenPoint made a total of \$7.5 million in qualified grants, reflecting an outstanding level of activity. Of the total grants, \$3.8 million or 50.7% went to support affordable housing activities, almost \$2 million (26.7%) supported community services and \$1.6 million (21.3%) promoted economic development.

The following is a brief description of a few of the bank's grants:

- ❖ *Federal Home Loan Bank of New York's Affordable Housing Program ("FHLBNY"):* – The FHLBNY funds this program through a 10% set aside of its annual income.

GreenPoint’s pro rata share of this set aside, which is based upon its percentage of ownership, were almost \$1.4 million for 2001, and \$1.7 million for 2002.

- ❖ *The GreenPoint Achievers Scholarship Program:* – The Program was created by the GreenPoint Foundation in 1994, which makes available annual scholarships worth \$2.5 thousand and is renewable over a four-year period. To be eligible, students must maintain a B average or greater. A prime objective of the program is to grant a greater percentage of the total number of scholarships to applicants from LMI families. This objective was realized in 2003 when 100% of the 100 scholarship recipients came from LMI households. For the evaluation period, a total of \$771 thousand scholarships was awarded in 2001, and \$835 thousand in 2002.

In-Kind Support to Community Organizations: GreenPoint has provided in-kind support ranging from binding reports developed by nonprofit organizations, to mailing, to paying for professional fees. One such example is the Neighborhood Housing Services (“NHS”) legal fees for foreclosure. The bank is paying all legal fees and disbursements incurred by Cullen and Dykman in connection with its representation of NHS in certain mortgage foreclosure matters. The legal fees and disbursements of NHS that have been paid for by GreenPoint totaled \$40 thousand for the evaluation period. The breakdown of these fees is as follows:

Year	Legal fees	Disbursements	Total
2001	\$13,809	\$8,550.07	\$22,359.07
2002	\$13,289.50	\$4,365.40	\$17,654.90
Total	\$27,098.50	\$12,915.47	\$40,013.97

Innovative, Complexity and Responsiveness: “High Satisfactory”

The bank uses innovative and/or complex investments to support community development initiatives. One example of these investments is as follows:

- ❖ *LIHTC:* – GreenPoint has equity investments in these LIHTC limited partnership funds, which Congress created in 1986 as an incentive to stimulate corporate investment in affordable housing. The housing created must meet specific income restrictions for at least 15 years. Investors benefit by receiving dollar-for-dollar tax credit benefits plus pass through partnership losses and depreciation. The bank made two LIHTC investments in New York State, totaling \$2.3 million.
- ❖ As noted above, GreenPoint, through its foundation, made a high level of grants for this evaluation period. These activities are considered highly responsive to the community development needs of the assessment area.

III. Service Test: “Outstanding”

The service test evaluates the bank's record of helping to meet the credit needs of its assessment area by analyzing both the availability and effectiveness of the bank's systems for delivering retail banking services and the extent and innovativeness of its community development services.

Retail Banking Services: “High Satisfactory”

Accessibility of Delivery Systems

The bank's delivery systems are accessible to essentially all portions of the assessment area.

The bank had 81 branches, of which 16 (19.8%) were located in moderate-income tracts, 47 (58%) in middle-, and 18 (22.2%) in upper-income tracts. There were no branches located in low-income census tracts. Of the 65 branches located in non-LMI tracts, 24 (29.6%) were located adjacent to LMI tracts. As a result, 40 (49.4%) of the bank's branches were located in or adjacent to LMI tracts.

The following chart shows the distribution of branches in the assessment area (by county, by low- and moderate-income census tracts, and by areas adjacent to LMI geographies) in which the bank has a presence:

GREENPOINT Branch Location by County and Census Tract as of December 31, 2002						
County	Moderate-Income	Middle-Income	Upper-Income	Adj. to LMI Tracts	Total Branches	Pct. Per County
Bronx	0	1	0	1	1	1.2%
Kings	4	10	1	8	15	18.5%
New York	3	1	7	4	11	13.6%
Queens	5	10	4	4	19	23.5%
Richmond	0	0	1	0	1	1.2%
Westchester	0	1	3	2	4	4.9%
Nassau	2	18	2	3	22	27.2%
Suffolk	2	6	0	2	8	9.9%
Total	16	47	18	24	81	100.0%
Pct. Per Tract	19.8%	58.0%	22.2%	29.6%	100.0%	

Record of Opening and Closing of Branches

The bank's record of opening and closing of branches has not adversely affected the accessibility of its delivery system, particularly to LMI geographies and/or individuals.

GreenPoint opened seven branches during the evaluation period, of which six were located in upper-income census tract and one in middle-income census tract. The bank has not

closed any branches since the previous evaluation.

Alternative Delivery Systems

The bank's alternative delivery systems are reasonably accessible throughout its assessment area.

The bank had 80 on-site ATMs, of which 17, or 21.3%, were located in moderate-income geographies, and 24 (30%) were located adjacent to LMI areas. In addition, the bank had 48 off-site ATM locations, of which 13, or 27.1%, were located in moderate-income geographies while 18 (37.5%) were located adjacent to LMI areas. The bank currently offers Spanish and Chinese as alternative languages to English on its ATM network.

- ❖ *Telephone Banking:* GreenPoint has 24-hour; seven days a week, automated telephone banking that allows a customer to obtain current account information, transfer funds, and branch hours and locations. Telephone customer service representatives are available 12 hours a day, six days a week. In addition to English, operators who speak Italian, German and Spanish are also available. These operators can handle all transactions, inquiries, applications (loan/account ATM) and can refer calls to licensed representatives for Annuity/Mutual Fund inquiries or applications. Mortgage calls are referred to specialists either in origination or servicing. The bank's telebanking system accommodates the hearing-impaired through TTY (800-267-9011).
- ❖ *Web Site:* GreenPoint can be reached at its web site address (www.greenpoint.com). Using this site, the bank customers can review their accounts, transfer money, and pay bills electronically. The site also describes products, services, rates on loan and deposit products, and a listing of all branches and ATMs.
- ❖ *Bank by Mail:* GreenPoint has a bank by mail program that is available for deposit and loan products. Also available is automatic direct deposit in which social security, government and military pensions, payroll, dividends, and other sources of funds can be deposited directly into a customer's account.

Reasonableness of Business Hours and Services in Meeting Assessment Area Needs

Services are tailored to the convenience and needs of the assessment area, particularly LMI geographies and/or LMI individuals.

For example, there are earlier openings in areas near mass transportation, where customers may bank on the way either to or from work. Also, late night hours vary based on customer need (Thursday, Friday, Wednesday or Monday) as do Saturday hours. General weekday banking hours start between 8:00AM and 9:00 AM and end between 3:00 PM and 4:00 PM. All branch offices have extended evening hours until either 6:00PM or 7:00 PM one night per week. Saturday hours are available at most branches from either 9:00 AM to 1:00 PM, or 10:00 AM to 2:00 PM, with the exception of 18 branches, which are closed on Saturdays. Of the branches that do not offer Saturday hours, 11 are located in

middle- and upper-income census tracts. In addition, 35 branch locations offer limited services through drive-up facilities, which are typically available during branch hours only. Many branch offices are now open on Sundays.

Community Development Services: - “Outstanding”

GreenPoint is a leader in providing community development services. The following are some examples of these services:

- ❖ *Homebuyer Seminars:* - GreenPoint’s mortgage specialists are encouraged to have homebuyer seminars in their branches for the public at large. These seminars are designed to help participants put homeownership within their reach. GreenPoint has developed a guide on its products and the homeownership process, generally, that is used in these seminars, along with FNMA’s “A Guide to Homeownership”. In addition to homebuyer seminars held at its branches, the bank participates in seminars and fairs organized by various housing and community organizations.

- ❖ *Affordable Housing Program:* - As a member of the FHLB NY, the bank participates in the FHLB Affordable Housing Program (“AHP”). Under this program, the FHLB provides subsidies to projects that finance homeownership for households having 80% of the area medium income or below, or projects that finance rental housing where at least 20% of the units will be occupied by households with 50% of the area medium income or below. As only FHLB NY members can submit AHP applications to qualify for subsidies, nonprofit agencies, local governments and community development organizations must obtain the support of member institutions. As a result, GreenPoint serves, through its employees, as a facilitator, which entails advising, coordinating and submitting applications for these groups. In 2001, GreenPoint submitted 10 AHP applications sponsored by different organizations to the FHLB NY, of which five projects, supporting 332 units of affordable housing, were approved for direct subsidy funding totaling \$2.3 million. In 2002, the bank submitted 13 AHP applications to the FHLB NY, of which eight projects, supporting 459 units of affordable housing, were approved for grants totaling \$3.2 million. Refer to the chart below.

FHLB of NY – AHP Award (\$ in thousand)				
Year	# of Projects Submitted	# of Projects Approved	Subsidy Committed \$	# of Units Assisted
2001	10	5	2,326	332
2002	13	8	3,195	459
Total	23	13	5,521	791

- ❖ *Banc3*: - GreenPoint is a member of Banc3, a committee comprised of members from seven banks and two other financial institutions that provide technical assistance to childcare centers in Nassau County, the majority of which serve low-income families. Banc3 offered a series of seminars on running and managing a small business in the childcare sector for the executives of childcare centers. These seminars were held at the bank's Lake Success branch.
- ❖ *Financial Literacy Training*: - The bank provides financial literacy training ("Basic Banking 101") in cooperation with the New York City Department of the Aging's Total Resource Center and other banks. Basic Banking seminars cover such topics as checking and savings accounts, credit responsibilities and reconciling a statement.
- ❖ *Individual Retirement Accounts ("IRA") Seminars*: - GreenPoint has a marketing campaign for IRA products, including the Roth IRA and Education IRA. Seminars were conducted at all branches, including branches located in LMI communities, to increase public awareness and understanding of the changes to traditional IRAs.
- ❖ *Electronic Benefits Transfer ("EBT")*: - GreenPoint participates in the EBT program, which is a means of disbursing government benefits electronically. EBT allows recipients to access their benefits through ATMs and retail point-of-sale ("POS") terminals. Through EBT, recipients can receive funds more reliably and safely, because the use of PIN and other security features reduce benefit theft. Most frequently, EBT is used to provide food stamps and cash assistance benefits.
- ❖ *First Home Club*: - GreenPoint will be participating in the FHLBNY's First Home Club. The club is designed to assist low-and very low-income homebuyers by assisting them with the down payment and/or closing costs. Participants open a savings account and systematically save a portion of their income over a period of 10-24 months. For every dollar deposited in the customer's account with the bank, the FHLBNY will match \$3, not to exceed \$5 thousand per household. Currently, the bank is working on the programmatic structure for the First Home Club, and plans to roll it out in the last quarter of 2003.
- ❖ *Banking On Youth ("BOY")*: - In 2002, GreenPoint participated in the Banking on Youth project. This innovative project was a complex partnership between regulators, banks, the City of New York's Department of Education and Labor, and local community based organizations. As participants in the Banking on Youth program, students had an opportunity to spend five weeks in July and August learning how to prepare themselves for a financially stable future. The course provided valuable information on how to save money, maintain a bank account, the benefits and pitfalls of credit, mortgages and home equity products. BOY 2003 project participants will be offered a statement savings account from GreenPoint. This is a special product designed for the Banking On Youth Initiative and will be offered to program participants who are 14 to 18 years old.

Senior management and officers of the bank serve on boards of directors and advisory committees of various community development organizations. Some of the organizations benefiting from this service include: *Neighborhood Housing Services of New York City, Neighborhood Housing Services of Northern Queens, Local Initiatives Support Corporation, Council of Senior Centers and Services, Community Access, New York Mortgage Coalition, Supportive Housing Network, and Bedford-Stuyvesant Restoration Corporation.*

IV. Discrimination or Other Illegal Practices

Any practices intended to discourage applications for types of credit set forth in the banking institution's CRA Public File.

Examiners noted no practices that were intended to discourage applications for the types of credit offered by the institution.

Evidence of prohibited discriminatory or other illegal credit practices.

The most recent regulatory compliance report, dated April 22, 2002, indicates satisfactory adherence to anti-discrimination or other applicable laws and regulations. No evidence of prohibited discrimination or other illegal credit practices was noted.

V. Process Factors

Activities conducted by the banking institution to ascertain the credit needs of its community, including the extent of the banking institution's efforts to communicate with members of its community regarding the credit services being provided by the banking institution.

GreenPoint maintains ongoing and meaningful contact with government officials, neighborhood-based organizations, and housing and real estate professionals throughout its assessment area in order to identify community credit and financial service needs.

Contact with local community-based organizations is initiated and coordinated by the bank's CRA Officer, who meets with all organizations that express an interest in gaining an understanding of its policies regarding lending, neighborhood development and community revitalization. Discussions have taken place with a wide spectrum of community organizations, including nonprofit financial intermediaries, community-based housing organizations, and municipal housing officers. The bank expands and builds on its community outreach by encouraging all officers and staff to participate in local organizations and learn about community needs.

The extent of the banking institution's marketing and special credit-related programs to make members of the community aware of the credit services offered by the banking institution.

GreenPoint markets its products through advertisements in general and local media, signage, statement stuffers, brochures, mortgage centers, direct contact with real estate

professionals, housing counselors, direct mail, housing seminars and other special events.

Brochures on GPM's products, including its special low-doc/no-doc and affordable housing products are available in the bank's branches and mortgage centers. In addition, GPM's product brochures are displayed in offices of several real estate brokers and bankers. In addition, GreenPoint utilizes newspapers, radio, and television to solicit mortgage customers.

GPM's Wholesale Lending Department generates business from outside originators including mortgage bankers, mortgage brokers, real estate brokers, attorneys, financial planners, and accountants. GPM mortgage officers regularly meet with real estate brokers, attend real estate board meetings and functions sponsored by real estate professionals.

GPM retail mortgage representatives attend fairs and shows conducted by professional groups, not-for-profit organizations, and educational entities. The bank also conducts homebuyer seminars at its branches, often participating with community groups. These seminars inform prospective homebuyers of the responsibilities of home ownership, the fundamentals of budgeting, and available GreenPoint products.

The extent of participation by the banking institution's board of directors in formulating the banking institution's policies and reviewing its performance with respect to the purposes of the Community Reinvestment Act.

The bank's board of directors is directly involved with CRA compliance through communication with the bank's senior management, reviewing and approving community development grants, the creation of a branch manager's community outreach program, and implementation of a formal CRA training program. The board is instrumental in the management of both GPCDC and the GreenPoint Foundation.

GreenPoint does not have a CRA Committee. The CRA Officer discusses CRA-related issues directly with senior management via conference calls and E-mails.

The board of directors has created a formal program of community outreach for branch managers, coordinated by the Regional Branch Vice President and reported to the CRA Officer. Branch managers are required to report to senior management on any comments on existing credit products and suggestions for new credit products that will improve community service.

Management has implemented an expansive formal CRA training program for all existing employees and new hires. The program's aim is to ensure that all members of GreenPoint's staff understand the importance to the bank of CRA and CRA-related issues. The training includes a manual specifically designed for the bank, a summary sheet and training videos.

VI. Other Factors

Other factors that in the judgment of the Superintendent and Banking Board bear upon the extent to which a banking institution is helping to meet the credit needs of its entire community.

GreenPoint Bank is actively involved in local community activities and is very supportive of local community organizations engaged in education, health care, religion, civic, and other not-for-profit purposes. In addition to the qualified CRA grants noted above, the bank contributed \$3.6 million to various organizations during the assessment period.

Awards

During the exam period, GreenPoint received numerous awards recognizing both the bank and its staff for outstanding community service. The following are some examples of these awards:

- The American Red Cross in Greater New York awarded GreenPoint a Corporate Community Partnership Award. The award was in recognition of Bank volunteers who have contributed time, efforts and talents to the American Red Cross in Greater New York.
- Mr. Tom Johnson, GreenPoint's CEO, has received numerous honors over the past few years in the form of, or from such organizations as: Chair of the Regional Planning Association Conference, Metro International and Boy Scouts of America.
- GreenPoint Bank received a special award from Habitat for Humanity, Queens Chapter for its support.
- The Westchester Interfaith Housing organization recognized the CRA Officer for the Bank's contribution to initiatives seeking to address affordable housing in Westchester.
- NHS has provided awards to recognize the extensive participation of both GreenPoint as an institution, and its staff, including its General Counsel and Executive Vice President.

HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2001
GEOGRAPHY INCOME LEVEL DISTRIBUTION -- NUMBER OF LOANS

County/Area	Geography % of Total A/A Loans	Income Level	Home Purchase				Refinancing				Multifamily				Total			
			Bank #	Bank %	Agg. #	Agg. %	Bank #	Bank %	Agg. #	Agg. %	Bank #	Bank %	Agg. #	Agg. %	Bank #	Bank %	Agg. #	Agg. %
Nassau		low	0	0.00	1	0.01	0	0.00	1	0.00	0	0.00	0	0.00	0	0.00	2	0.00
		moderate	71	11.81	1,233	7.89	41	7.06	1,688	6.06	1	50.00	13	24.07	113	9.54	3,136	6.69
		middle	390	64.89	10,749	68.79	408	70.22	20,158	72.32	0	0.00	36	66.67	798	67.40	33,401	71.22
		upper	140	23.29	3,641	23.30	132	22.72	6,025	21.61	1	50.00	5	9.26	273	23.06	10,357	22.08
		zero & NAs	0	0.00	2	0.01	0	0.00	3	0.01	0	0.00	0	0.00	0	0.00	5	0.01
	19.7	total	601	100.00	15,626	100.00	581	100.00	27,875	100.00	2	100.00	54	100.00	1,184	100.00	46,901	100.00
Suffolk		low	0	0.00	31	0.14	1	0.15	38	0.09	0	0.00	0	0.00	1	0.07	75	0.11
		moderate	202	29.11	5,356	24.51	126	19.09	7,325	18.08	0	0.00	15	31.91	328	24.21	13,918	20.31
		middle	417	60.09	14,002	64.07	450	68.18	28,288	69.84	1	100.00	27	57.45	868	64.06	46,502	67.87
		upper	74	10.66	2,444	11.18	83	12.58	4,834	11.93	0	0.00	5	10.64	157	11.59	7,984	11.65
		zero & NAs	1	0.14	20	0.09	0	0.00	20	0.05	0	0.00	0	0.00	1	0.07	42	0.06
	22.5	total	694	100.00	21,853	100.00	660	100.00	40,505	100.00	1	100.00	47	100.00	1,355	100.00	68,521	100.00
MSA 5380		low	0	0.00	32	0.09	1	0.08	39	0.06	0	0.00	0	0.00	1	0.04	77	0.07
		moderate	273	21.08	6,589	17.58	167	13.46	9,013	13.18	1	33.33	28	27.72	441	17.37	17,054	14.78
		middle	807	62.32	24,751	66.04	858	69.14	48,446	70.85	1	33.33	63	62.38	1,666	65.62	79,903	69.23
		upper	214	16.53	6,085	16.24	215	17.32	10,859	15.88	1	33.33	10	9.90	430	16.94	18,341	15.89
		zero & NAs	1	0.08	22	0.06	0	0.00	23	0.03	0	0.00	0	0.00	1	0.04	47	0.04
	42.2	total	1,295	100.00	37,479	100.00	1,241	100.00	68,380	100.00	3	100.00	101	100.00	2,539	100.00	115,422	100.00
Bronx		low	17	15.32	601	15.07	6	11.76	428	10.71	8	66.67	168	47.32	31	17.82	1,314	14.56
		moderate	23	20.72	487	12.21	10	19.61	542	13.56	2	16.67	94	26.48	35	20.11	1,235	13.69
		middle	42	37.84	1,394	34.95	19	37.25	1,484	37.13	2	16.67	75	21.13	63	36.21	3,215	35.63
		upper	29	26.13	1,504	37.70	16	31.37	1,541	38.55	0	0.00	18	5.07	45	25.86	3,250	36.02
		zero & NAs	0	0.00	3	0.08	0	0.00	2	0.05	0	0.00	0	0.00	0	0.00	9	0.10
	2.9	total	111	100.00	3,989	100.00	51	100.00	3,997	100.00	12	100.00	355	100.00	174	100.00	9,023	100.00
Kings		low	50	9.04	1,199	9.60	27	5.86	872	6.57	21	22.83	134	14.96	98	8.86	2,361	8.28
		moderate	156	28.21	2,714	21.73	135	29.28	3,055	23.03	42	45.65	341	38.06	333	30.11	6,622	23.22
		middle	245	44.30	5,371	43.00	216	46.85	5,680	42.81	26	28.26	329	36.72	487	44.03	12,151	42.60
		upper	101	18.26	3,166	25.35	83	18.00	3,631	27.37	3	3.26	90	10.04	187	16.91	7,312	25.63
		zero & NAs	1	0.18	41	0.33	0	0.00	29	0.22	0	0.00	2	0.22	1	0.09	78	0.27
	18.4	total	553	100.00	12,491	100.00	461	100.00	13,267	100.00	92	100.00	896	100.00	1,106	100.00	28,524	100.00
New York		low	3	5.56	299	3.24	6	12.50	180	2.31	3	37.50	127	15.70	12	10.91	641	3.53
		moderate	8	14.81	634	6.86	3	6.25	464	5.94	5	62.50	204	25.22	16	14.55	1,370	7.55
		middle	1	1.85	609	6.59	4	8.33	538	6.89	0	0.00	83	10.26	5	4.55	1,250	6.89
		upper	42	77.78	7,680	83.15	35	72.92	6,619	84.77	0	0.00	393	48.58	77	70.00	14,869	81.90
		zero & NAs	0	0.00	14	0.15	0	0.00	7	0.09	0	0.00	2	0.25	0	0.00	25	0.14
	1.8	total	54	100.00	9,236	100.00	48	100.00	7,808	100.00	8	100.00	809	100.00	110	100.00	18,155	100.00
Queens		low	2	0.24	69	0.38	2	0.44	79	0.44	0	0.00	0	0.00	4	0.30	162	0.42
		moderate	84	9.91	1,300	7.14	50	11.01	1,112	6.18	11	37.93	134	27.92	145	10.89	2,712	7.00
		middle	458	54.01	8,928	49.03	233	51.32	8,611	47.89	16	55.17	274	57.08	707	53.12	18,869	48.69
		upper	304	35.85	7,886	43.31	169	37.22	8,153	45.34	2	6.90	72	15.00	475	35.69	16,958	43.76
		zero & NAs	0	0.00	26	0.14	0	0.00	25	0.14	0	0.00	0	0.00	0	0.00	54	0.14
	22.1	total	848	100.00	18,209	100.00	454	100.00	17,980	100.00	29	100.00	480	100.00	1,331	100.00	38,755	100.00
Richmond		low	2	0.89	106	1.71	1	1.00	120	1.62	0	0.00	2	6.67	3	0.91	242	1.64
		moderate	3	1.34	48	0.77	1	1.00	50	0.67	0	0.00	3	10.00	4	1.22	107	0.72
		middle	40	17.86	1,145	18.42	37	37.00	1,164	15.67	2	50.00	9	30.00	79	24.09	2,479	16.78
		upper	179	79.91	4,916	79.10	61	61.00	6,092	82.04	2	50.00	16	53.33	242	73.78	11,946	80.86
		zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
	5.5	total	224	100.00	6,215	100.00	100	100.00	7,426	100.00	4	100.00	30	100.00	328	100.00	14,774	100.00
Westchester		low	0	0.00	23	0.19	0	0.00	13	0.09	0	0.00	0	0.00	0	0.00	48	0.17
		moderate	20	8.30	300	2.46	6	3.59	272	1.97	7	50.00	38	23.17	33	7.82	666	2.40
		middle	52	21.58	1,194	9.78	19	11.38	1,094	7.93	4	28.57	64	39.02	75	17.77	2,524	9.10
		upper	169	70.12	10,695	87.58	142	85.03	12,425	90.01	3	21.43	62	37.80	314	74.41	24,513	88.33
		zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
	7.0	total	241	100.00	12,212	100.00	167	100.00	13,804	100.00	14	100.00	164	100.00	422	100.00	27,751	100.00
MSA 5600*		low	74	3.64	2,297	3.68	42	3.28	1,692	2.63	32	20.13	431	15.76	148	4.26	4,768	3.48
		moderate	294	14.48	5,483	8.79	205	16.00	5,495	8.55	67	42.14	814	29.77	566	16.31	12,712	9.28
		middle	838	41.26	18,641	29.90	528	41.22	18,571	28.89	50	31.45	834	30.50	1,416	40.80	40,488	29.56
		upper	824	40.57	35,847	57.49	506	39.50	38,461	59.83	10	6.29	651	23.81	1,340	38.61	78,848	57.56
		zero & NAs	1	0.05	84	0.13	0	0.00	63	0.10	0	0.00	4	0.15	1	0.03	166	0.12
	57.8	total	2,031	100.00	62,352	100.00	1,281	100.00	64,282	100.00	159	100.00	2,734	100.00	3,471	100.00	136,982	100.00
A/A Total		low	74	2.22	2,329	2.33	43	1.70	1,731	1.30	32	19.75	431	15.20	149	2.48	4,845	1.92
		moderate	567	17.05	12,072	12.09	372	14.75	14,508	10.94	68	41.98	842	29.70	1,007	16.76	29,766	11.79
		middle	1,645	49.46	43,392	43.47	1,386	54.96	67,017	50.52	51	31.48	897	31.64	3,082	51.28	120,391	47.70
		upper	1,038	31.21	41,932	42.00	721	28										

HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2002

GEOGRAPHY INCOME LEVEL DISTRIBUTION -- NUMBER OF LOANS

County/Area % of Total A/A Loans	Geography Income Level	Home Purchase		Refinancing		Multifamily		Total	
		Bank #	Bank %	Bank #	Bank %	Bank #	Bank %	Bank #	Bank %
Nassau 21.8	low	0	0.00	0	0.00	0	0.00	0	0.00
	moderate	54	7.21	78	6.49	3	100.00	135	6.91
	middle	486	64.89	782	65.06	0	0.00	1,268	64.89
	upper	209	27.90	342	28.45	0	0.00	551	28.20
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00
total	749	100.00	1,202	100.00	3	100.00	1,954	100.00	
Suffolk 24.1	low	0	0.00	1	0.07	0	0.00	1	0.05
	moderate	169	22.84	305	21.65	2	50.00	476	22.11
	middle	467	63.11	934	66.29	2	50.00	1,403	65.16
	upper	103	13.92	167	11.85	0	0.00	270	12.54
	zero & NAs	1	0.14	2	0.14	0	0.00	3	0.14
total	740	100.00	1,409	100.00	4	100.00	2,153	100.00	
MSA 5380	low	0	0.00	1	0.04	0	0.00	1	0.02
	moderate	223	14.98	383	14.67	5	71.43	611	14.88
	middle	953	64.00	1,716	65.72	2	28.57	2,671	65.04
	upper	312	20.95	509	19.49	0	0.00	821	19.99
	zero & NAs	1	0.07	2	0.08	0	0.00	3	0.07
total	1,489	100.00	2,611	100.00	7	100.00	4,107	100.00	
Bronx 2.6	low	14	11.11	10	10.20	7	58.33	31	13.14
	moderate	30	23.81	17	17.35	1	8.33	48	20.34
	middle	54	42.86	33	33.67	4	33.33	91	38.56
	upper	28	22.22	38	38.78	0	0.00	66	27.97
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00
total	126	100.00	98	100.00	12	100.00	236	100.00	
Kings 16.7	low	62	10.76	52	6.41	23	21.70	137	9.18
	moderate	132	22.92	236	29.10	48	45.28	416	27.86
	middle	255	44.27	367	45.25	30	28.30	652	43.67
	upper	127	22.05	154	18.99	5	4.72	286	19.16
	zero & NAs	0	0.00	2	0.25	0	0.00	2	0.13
total	576	100.00	811	100.00	106	100.00	1,493	100.00	
New York 1.9	low	6	5.71	7	10.94	2	50.00	15	8.67
	moderate	11	10.48	11	17.19	2	50.00	24	13.87
	middle	4	3.81	3	4.69	0	0.00	7	4.05
	upper	82	78.10	43	67.19	0	0.00	125	72.25
	zero & NAs	2	1.90	0	0.00	0	0.00	2	1.16
total	105	100.00	64	100.00	4	100.00	173	100.00	
Queens 20.0	low	2	0.26	3	0.30	0	0.00	5	0.28
	moderate	84	10.82	104	10.56	13	43.33	201	11.22
	middle	373	48.07	488	49.54	17	56.67	878	49.02
	upper	315	40.59	389	39.49	0	0.00	704	39.31
	zero & NAs	2	0.26	1	0.10	0	0.00	3	0.17
total	776	100.00	985	100.00	30	100.00	1,791	100.00	
Richmond 4.4	low	4	1.95	3	1.60	0	0.00	7	1.77
	moderate	3	1.46	1	0.53	0	0.00	4	1.01
	middle	44	21.46	28	14.89	2	100.00	74	18.73
	upper	154	75.12	156	82.98	0	0.00	310	78.48
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00
total	205	100.00	188	100.00	2	100.00	395	100.00	
Westchester 8.4	low	2	0.58	0	0.00	0	0.00	2	0.26
	moderate	18	5.19	11	2.80	2	12.50	31	4.10
	middle	53	15.27	47	11.96	9	56.25	109	14.42
	upper	274	78.96	335	85.24	5	31.25	614	81.22
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00
total	347	100.00	393	100.00	16	100.00	756	100.00	
MSA 5600*	low	90	4.22	75	2.95	32	18.82	197	4.07
	moderate	278	13.02	380	14.97	66	38.82	724	14.95
	middle	783	36.67	966	38.05	62	36.47	1,811	37.39
	upper	980	45.90	1,115	43.91	10	5.88	2,105	43.46
	zero & NAs	4	0.19	3	0.12	0	0.00	7	0.14
total	2,135	100.00	2,539	100.00	170	100.00	4,844	100.00	
A/A Total	low	90	2.48	76	1.48	32	18.08	198	2.21
	moderate	501	13.82	763	14.82	71	40.11	1,335	14.91
	middle	1,736	47.90	2,682	52.08	64	36.16	4,482	50.07
	upper	1,292	35.65	1,624	31.53	10	5.65	2,926	32.69
	zero & NAs	5	0.14	5	0.10	0	0.00	10	0.11
total	3,624	100.00	5,150	100.00	177	100.00	8,951	100.00	

* The bank takes only that part of the county or MSA in its assessment area.

Sources of data: Bank (bank loans and assessment area); and 1990 Census (geography income levels).

HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2001

GEOGRAPHY INCOME LEVEL DISTRIBUTION -- VOLUME OF LOANS IN THOUSANDS OF DOLLARS

County/Area	Geography Income Level	Home Purchase				Refinancing				Multifamily				Total			
		Bank \$	Bank %	Agg. \$	Agg. %	Bank \$	Bank %	Agg. \$	Agg. %	Bank \$	Bank %	Agg. \$	Agg. %	Bank \$	Bank %	Agg. \$	Agg. %
Nassau	low	0	0.00	1,250	0.03	0	0.00	610	0.01	0	0.00	0	0.00	0	0.00	0	0.00
	moderate	13,735	8.97	218,141	5.93	7,176	6.70	261,100	4.98	200	68.97	5,579	12.12	21,111	8.11	495,068	5.38
	middle	86,158	56.30	2,198,972	59.73	63,560	59.35	3,310,049	63.12	0	0.00	35,881	77.95	149,718	57.49	5,690,574	61.89
	upper	53,145	34.73	1,262,631	34.30	36,349	33.94	1,671,924	31.88	90	31.03	4,570	9.93	89,584	34.40	3,006,493	32.70
	zero & NAs	0	0.00	445	0.01	0	0.00	649	0.01	0	0.00	0	0.00	0	0.00	1,094	0.01
20.0	total	153,038	100.00	3,681,439	100.00	107,085	100.00	5,244,332	100.00	290	100.00	46,030	100.00	260,413	100.00	9,195,089	100.00
Suffolk	low	0	0.00	4,259	0.10	65	0.06	4,543	0.07	0	0.00	0	0.00	65	0.03	9,116	0.08
	moderate	31,305	22.21	881,694	20.23	19,751	17.13	1,060,807	15.92	0	0.00	40,000	34.52	51,056	19.90	2,033,464	17.77
	middle	84,697	60.08	2,766,715	63.49	74,892	64.97	4,546,094	68.24	294	100.00	70,720	61.03	159,883	62.32	7,586,195	66.29
	upper	24,788	17.58	702,423	16.12	20,560	17.84	1,047,779	15.73	0	0.00	5,150	4.44	45,348	17.68	1,809,124	15.81
	zero & NAs	187	0.13	2,887	0.07	0	0.00	2,509	0.04	0	0.00	0	0.00	187	0.07	5,445	0.05
19.7	total	140,977	100.00	4,357,978	100.00	115,268	100.00	6,661,732	100.00	294	100.00	115,870	100.00	256,539	100.00	11,443,344	100.00
MSA 5380	low	0	0.00	5,509	0.07	65	0.03	5,153	0.04	0	0.00	0	0.00	65	0.01	10,976	0.05
	moderate	45,040	15.32	1,099,835	13.68	26,927	12.11	1,321,907	11.10	200	34.25	45,579	28.15	72,167	13.96	2,528,532	12.25
	middle	170,855	58.11	4,965,687	61.77	138,452	62.27	7,856,143	65.98	294	50.34	106,601	65.84	309,601	59.89	13,276,769	64.33
	upper	77,933	26.51	1,965,054	24.44	56,909	25.59	2,719,703	22.84	90	15.41	9,720	6.00	134,932	26.10	4,815,617	23.33
	zero & NAs	187	0.06	3,332	0.04	0	0.00	3,158	0.03	0	0.00	0	0.00	187	0.04	6,539	0.03
39.7	total	294,015	100.00	8,039,417	100.00	222,353	100.00	11,906,064	100.00	584	100.00	161,900	100.00	516,952	100.00	20,638,433	100.00
Bronx	low	3,528	13.44	117,759	16.41	854	9.42	63,880	9.92	1,917	74.36	157,959	42.62	6,299	16.62	342,920	19.53
	moderate	4,961	18.90	92,613	12.91	1,509	16.64	89,062	13.84	355	13.77	110,534	29.83	6,828	18.01	295,531	16.83
	middle	10,066	38.36	239,078	33.32	3,308	36.48	235,741	36.63	306	11.87	79,237	21.38	13,600	36.11	593,201	32.08
	upper	7,688	29.30	267,197	37.24	3,397	37.46	254,357	39.52	0	0.00	22,866	6.17	11,085	29.26	552,683	31.48
	zero & NAs	0	0.00	804	0.11	0	0.00	590	0.09	0	0.00	0	0.00	0	0.00	1,435	0.08
2.9	total	26,243	100.00	717,451	100.00	9,068	100.00	643,830	100.00	2,578	100.00	370,596	100.00	37,889	100.00	1,755,770	100.00
Kings	low	10,593	7.75	258,117	9.16	3,923	4.75	145,449	5.71	3,156	18.17	38,950	7.26	17,672	7.47	448,942	7.48
	moderate	33,857	24.78	616,855	21.89	22,990	27.81	546,408	21.47	8,004	46.09	153,468	28.60	64,851	27.40	1,339,041	22.32
	middle	63,599	46.55	1,175,230	41.71	39,446	47.71	1,094,147	42.99	5,533	31.86	276,063	51.45	108,578	45.88	2,590,670	43.18
	upper	28,018	20.51	757,347	26.88	16,313	19.73	753,132	29.59	674	3.88	65,330	12.18	45,005	19.02	1,601,688	26.70
	zero & NAs	551	0.40	9,961	0.35	0	0.00	5,915	0.23	0	0.00	2,765	0.52	551	0.23	18,924	0.32
18.2	total	136,618	100.00	2,817,510	100.00	82,672	100.00	2,545,051	100.00	17,367	100.00	536,576	100.00	236,657	100.00	5,999,265	100.00
New York	low	1,001	6.36	80,783	2.30	2,155	13.43	46,499	1.69	1,180	47.50	265,441	14.19	4,336	12.65	394,090	4.82
	moderate	2,216	14.08	142,363	4.05	781	4.87	107,664	3.92	1,304	52.50	315,002	16.84	4,301	12.55	567,150	6.94
	middle	180	1.14	185,773	5.29	1,705	10.63	164,864	6.00	0	0.00	209,693	11.21	1,885	5.50	563,969	6.90
	upper	12,346	78.42	3,101,085	88.27	11,402	71.07	2,427,221	88.32	0	0.00	1,062,187	56.78	23,748	69.30	6,619,372	81.04
	zero & NAs	0	0.00	3,262	0.09	0	0.00	1,931	0.07	0	0.00	18,475	0.99	0	0.00	23,693	0.29
2.6	total	15,743	100.00	3,513,266	100.00	16,643	100.00	2,748,179	100.00	2,484	100.00	1,870,798	100.00	34,270	100.00	8,168,274	100.00
Queens	low	326	0.15	11,575	0.33	203	0.27	11,096	0.36	0	0.00	0	0.00	529	0.18	23,034	0.32
	moderate	23,418	11.11	275,671	7.82	9,070	12.27	206,074	6.72	1,975	32.72	129,828	30.61	34,463	11.85	618,805	8.69
	middle	109,638	52.00	1,713,293	48.58	35,906	48.59	1,438,944	46.95	3,566	59.08	195,524	46.09	149,110	51.28	3,397,593	47.59
	upper	77,443	36.73	1,521,181	43.13	28,715	38.86	1,403,866	45.81	495	8.20	98,828	23.30	106,653	36.66	3,074,896	43.16
	zero & NAs	0	0.00	5,338	0.15	0	0.00	4,730	0.15	0	0.00	0	0.00	0	0.00	10,279	0.14
22.3	total	210,825	100.00	3,527,058	100.00	73,894	100.00	3,064,710	100.00	6,036	100.00	424,180	100.00	290,755	100.00	7,124,597	100.00
Richmond	low	312	0.65	15,328	1.25	320	2.16	15,590	1.31	0	0.00	9,721	22.68	632	1.00	41,325	1.64
	moderate	377	0.79	7,278	0.59	208	1.40	6,547	0.55	0	0.00	25,964	60.58	585	0.92	40,148	1.60
	middle	7,306	15.33	207,466	16.92	4,901	33.08	173,631	14.57	534	57.92	1,723	4.02	12,741	20.10	389,623	15.48
	upper	39,662	83.22	996,070	81.24	9,387	63.36	995,664	83.57	388	42.08	5,454	12.72	49,437	77.98	2,045,492	81.28
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
4.9	total	47,657	100.00	1,226,142	100.00	14,816	100.00	1,191,432	100.00	922	100.00	42,862	100.00	63,395	100.00	2,516,588	100.00
Westchester	low	0	0.00	3,745	0.12	0	0.00	1,704	0.05	0	0.00	0	0.00	0	0.00	5,819	0.09
	moderate	4,001	5.62	52,587	1.63	677	1.38	47,866	1.43	1,605	46.39	13,062	8.74	6,283	5.08	115,509	1.69
	middle	12,319	17.31	195,818	6.07	4,427	9.01	192,225	5.72	1,084	31.33	43,918	29.38	17,830	14.41	438,785	6.42
	upper	54,831	77.06	2,972,348	92.18	44,048	89.62	3,116,827	92.80	771	22.28	92,484	61.88	99,650	80.52	6,271,754	91.80
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
9.5	total	71,151	100.00	3,224,498	100.00	49,152	100.00	3,358,622	100.00	3,460	100.00	149,464	100.00	123,763	100.00	6,831,867	100.00
MSA 5600*	low	15,760	3.10	487,307	3.24	7,455	3.03	284,218	2.10	6,253	19.04	472,071	13.91	29,468	3.75	1,256,130	3.88
	moderate	68,830	13.54	1,187,367	7.90	35,235	14.34	1,003,621	7.41	13,243	40.32	747,858	22.03	117,308	14.91	2,976,184	9.19
	middle	203,108	39.96	3,716,658	24.73	89,693	36.51	3,299,552	24.35	11,023	33.56	806,158	23.75	303,824	38.62	7,943,841	24.52
	upper	219,988	43.28	9,615,228	63.99	113,262	46.11	8,951,067	66.05	2,328	7.09	1,347,149	39				

HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2002									
GEOGRAPHY INCOME LEVEL DISTRIBUTION -- VOLUME OF LOANS IN THOUSANDS OF DOLLARS									
County/Area % of Total A/A Loans	Geography Income Level	Home Purchase		Refinancing		Multifamily		Total	
		Bank \$	Bank %	Bank \$	Bank %	Bank \$	Bank %	Bank \$	Bank %
Nassau	low	0	0.00	0	0.00	0	0.00	0	0.00
	moderate	12,617	5.39	12,937	4.64	1,063	100.00	26,617	5.18
	middle	128,636	54.94	145,653	52.22	0	0.00	274,289	53.35
	upper	92,875	39.67	120,315	43.14	0	0.00	213,190	41.47
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00
	23.0 total		234,128	100.00	278,905	100.00	1,063	100.00	514,096
Suffolk	low	0	0.00	66	0.02	0	0.00	66	0.01
	moderate	33,516	17.89	48,288	17.64	634	50.32	82,438	17.83
	middle	114,843	61.31	181,177	66.19	626	49.68	296,646	64.17
	upper	38,787	20.71	43,915	16.04	0	0.00	82,702	17.89
	zero & NAs	171	0.09	256	0.09	0	0.00	427	0.09
	20.7 total		187,317	100.00	273,702	100.00	1,260	100.00	462,279
MSA 5380	low	0	0.00	66	0.01	0	0.00	66	0.01
	moderate	46,133	10.95	61,225	11.08	1,697	73.05	109,055	11.17
	middle	243,479	57.77	326,830	59.14	626	26.95	570,935	58.47
	upper	131,662	31.24	164,230	29.72	0	0.00	295,892	30.31
	zero & NAs	171	0.04	256	0.05	0	0.00	427	0.04
	43.6 total		421,445	100.00	552,607	100.00	2,323	100.00	976,375
Bronx	low	2,877	9.52	1,788	9.52	1,690	51.27	6,355	12.15
	moderate	7,293	24.14	3,195	17.01	715	21.69	11,203	21.42
	middle	11,448	37.89	5,552	29.56	891	27.03	17,891	34.21
	upper	8,593	28.44	8,250	43.92	0	0.00	16,843	32.21
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00
	2.3 total		30,211	100.00	18,785	100.00	3,296	100.00	52,292
Kings	low	11,834	7.24	9,736	5.65	4,986	19.58	26,556	7.35
	moderate	35,273	21.59	47,782	27.74	10,716	42.09	93,771	25.97
	middle	73,408	44.94	76,856	44.61	8,402	33.00	158,666	43.94
	upper	42,827	26.22	36,992	21.47	1,355	5.32	81,174	22.48
	zero & NAs	0	0.00	907	0.53	0	0.00	907	0.25
	16.1 total		163,342	100.00	172,273	100.00	25,459	100.00	361,074
New York	low	1,986	4.74	2,622	8.47	548	48.03	5,156	6.97
	moderate	3,073	7.34	2,990	9.66	593	51.97	6,656	9.00
	middle	1,340	3.20	2,338	7.55	0	0.00	3,678	4.97
	upper	34,329	81.99	23,003	74.32	0	0.00	57,332	77.51
	zero & NAs	1,141	2.73	0	0.00	0	0.00	1,141	1.54
	3.3 total		41,869	100.00	30,953	100.00	1,141	100.00	73,963
Queens	low	344	0.16	512	0.26	0	0.00	856	0.20
	moderate	25,875	11.68	24,740	12.43	3,566	34.37	54,181	12.57
	middle	101,194	45.67	93,759	47.11	6,808	65.63	201,761	46.81
	upper	93,375	42.14	79,863	40.13	0	0.00	173,238	40.20
	zero & NAs	799	0.36	150	0.08	0	0.00	949	0.22
	19.3 total		221,587	100.00	199,024	100.00	10,374	100.00	430,985
Richmond	low	679	1.36	447	1.26	0	0.00	1,126	1.31
	moderate	625	1.26	147	0.41	0	0.00	772	0.90
	middle	10,022	20.14	5,001	14.09	650	100.00	15,673	18.24
	upper	38,438	77.24	29,908	84.24	0	0.00	68,346	79.55
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00
	3.8 total		49,764	100.00	35,503	100.00	650	100.00	85,917
Westchester	low	382	0.31	0	0.00	0	0.00	382	0.15
	moderate	4,295	3.44	2,539	1.99	633	12.04	7,467	2.89
	middle	15,994	12.80	11,113	8.69	2,558	48.66	29,665	11.50
	upper	104,256	83.45	114,165	89.32	2,066	39.30	220,487	85.46
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00
	11.5 total		124,927	100.00	127,817	100.00	5,257	100.00	258,001
MSA 5600*	low	18,102	2.87	15,105	2.58	7,224	15.64	40,431	3.20
	moderate	76,434	12.10	81,393	13.93	16,223	35.13	174,050	13.79
	middle	213,406	33.78	194,619	33.30	19,309	41.82	427,334	33.86
	upper	321,818	50.94	292,181	50.00	3,421	7.41	617,420	48.91
	zero & NAs	1,940	0.31	1,057	0.18	0	0.00	2,997	0.24
	56.4 total		631,700	100.00	584,355	100.00	46,177	100.00	1,262,232
A/A Total	low	18,102	1.72	15,171	1.33	7,224	14.89	40,497	1.81
	moderate	122,567	11.64	142,618	12.54	17,920	36.95	283,105	12.65
	middle	456,885	43.38	521,449	45.86	19,935	41.10	998,269	44.59
	upper	453,480	43.06	456,411	40.14	3,421	7.05	913,312	40.80
	zero & NAs	2,111	0.20	1,313	0.12	0	0.00	3,424	0.15
	0.0 total		1,053,145	100.00	1,136,962	100.00	48,500	100.00	2,238,607

* The bank takes only that part of the county or MSA in its assessment area.

Sources of data: Bank (bank loans and assessment area); and 1990 Census (geography income levels).

1-4 FAMILY HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2001

BORROWER INCOME LEVEL DISTRIBUTION -- NUMBER OF LOANS

County/Area	Borrower Income Level	Home Purchase				Refinancing				Total			
		Bank #	Bank %	Agg. #	Agg. %	Bank #	Bank %	Agg. #	Agg. %	Bank #	Bank %	Agg. #	Agg. %
Nassau	% of Total A/A Loans												
		6	1.00	419	2.68	22	3.79	1,106	3.97	28	2.37	1,525	3.51
	moderate	27	4.49	2,180	13.95	60	10.33	4,454	15.98	87	7.36	6,634	15.25
	middle	41	6.82	4,618	29.55	115	19.79	8,158	29.27	156	13.20	12,776	29.37
	upper	149	24.79	6,726	43.04	122	21.00	11,058	39.67	271	22.93	17,784	40.88
	zero & NAs	378	62.90	1,683	10.77	262	45.09	3,099	11.12	640	54.15	4,782	10.99
	20.2 total	601	100.00	15,626	100.00	581	100.00	27,875	100.00	1,182	100.00	43,501	100.00
Suffolk	low	5	0.72	1,134	5.19	24	3.64	2,262	5.58	29	2.14	3,396	5.45
	moderate	26	3.75	4,687	21.45	97	14.70	8,329	20.56	123	9.08	13,016	20.87
	middle	70	10.09	6,568	30.06	104	15.76	12,545	30.97	174	12.85	19,113	30.65
	upper	124	17.87	7,289	33.35	138	20.91	13,151	32.47	262	19.35	20,440	32.78
	zero & NAs	469	67.58	2,175	9.95	297	45.00	4,218	10.41	766	56.57	6,393	10.25
	23.2 total	694	100.00	21,853	100.00	660	100.00	40,505	100.00	1,354	100.00	62,358	100.00
MSA 5380	low	11	0.85	1,553	4.14	46	3.71	3,368	4.93	57	2.25	4,921	4.65
	moderate	53	4.09	6,867	18.32	157	12.65	12,783	18.69	210	8.28	19,650	18.56
	middle	111	8.57	11,186	29.85	219	17.65	20,703	30.28	330	13.01	31,889	30.12
	upper	273	21.08	14,015	37.39	260	20.95	24,209	35.40	533	21.02	38,224	36.11
	zero & NAs	847	65.41	3,858	10.29	559	45.04	7,317	10.70	1,406	55.44	11,175	10.56
	43.4 total	1,295	100.00	37,479	100.00	1,241	100.00	68,380	100.00	2,536	100.00	105,859	100.00
Bronx	low	1	0.90	150	3.76	1	1.96	157	3.93	2	1.23	307	3.84
	moderate	1	0.90	675	16.92	6	11.76	572	14.31	7	4.32	1,247	15.61
	middle	6	5.41	1,134	28.43	7	13.73	1,141	28.55	13	8.02	2,275	28.49
	upper	19	17.12	1,702	42.67	12	23.53	1,589	39.75	31	19.14	3,291	41.21
	zero & NAs	84	75.68	328	8.22	25	49.02	538	13.46	109	67.28	866	10.84
	2.8 total	111	100.00	3,989	100.00	51	100.00	3,997	100.00	162	100.00	7,986	100.00
Kings	low	1	0.18	246	1.97	8	1.74	468	3.53	9	0.89	714	2.77
	moderate	6	1.08	1,347	10.78	25	5.42	1,569	11.83	31	3.06	2,916	11.32
	middle	35	6.33	2,933	23.48	54	11.71	3,353	25.27	89	8.78	6,286	24.40
	upper	71	12.84	6,455	51.68	69	14.97	5,985	45.11	140	13.81	12,440	48.30
	zero & NAs	440	79.57	1,510	12.09	305	66.16	1,892	14.26	745	73.47	3,402	13.21
	17.3 total	553	100.00	12,491	100.00	461	100.00	13,267	100.00	1,014	100.00	25,758	100.00
New York	low	0	0.00	53	0.57	1	2.08	28	0.36	1	0.98	81	0.48
	moderate	0	0.00	342	3.70	1	2.08	199	2.55	1	0.98	541	3.17
	middle	0	0.00	883	9.56	1	2.08	707	9.05	1	0.98	1,590	9.33
	upper	22	40.74	7,526	81.49	16	33.33	6,303	80.72	38	37.25	13,829	81.14
	zero & NAs	32	59.26	432	4.68	29	60.42	571	7.31	61	59.80	1,003	5.88
	1.7 total	54	100.00	9,236	100.00	48	100.00	7,808	100.00	102	100.00	17,044	100.00
Queens	low	4	0.47	441	2.42	6	1.32	550	3.06	10	0.77	991	2.74
	moderate	16	1.89	2,400	13.18	29	6.39	2,435	13.54	45	3.46	4,835	13.36
	middle	64	7.55	5,045	27.71	50	11.01	4,827	26.85	114	8.76	9,872	27.28
	upper	129	15.21	8,288	45.52	86	18.94	7,547	41.97	215	16.51	15,835	43.76
	zero & NAs	635	74.88	2,035	11.18	283	62.33	2,621	14.58	918	70.51	4,656	12.87
	22.3 total	848	100.00	18,209	100.00	454	100.00	17,980	100.00	1,302	100.00	36,189	100.00
Richmond	low	1	0.45	79	1.27	1	1.00	164	2.21	2	0.62	243	1.78
	moderate	10	4.46	657	10.57	5	5.00	778	10.48	15	4.63	1,435	10.52
	middle	16	7.14	1,806	29.06	13	13.00	1,995	26.87	29	8.95	3,801	27.86
	upper	35	15.63	3,035	48.83	26	26.00	3,614	48.67	61	18.83	6,649	48.74
	zero & NAs	162	72.32	638	10.27	55	55.00	875	11.78	217	66.98	1,513	11.09
	5.5 total	224	100.00	6,215	100.00	100	100.00	7,426	100.00	324	100.00	13,641	100.00
Westchester	low	1	0.41	140	1.15	0	0.00	103	0.75	1	0.25	243	0.93
	moderate	3	1.24	945	7.74	5	2.99	647	4.69	8	1.96	1,592	6.12
	middle	6	2.49	1,919	15.71	9	5.39	1,860	13.47	15	3.68	3,779	14.53
	upper	73	30.29	8,330	68.21	89	53.29	9,897	71.70	162	39.71	18,227	70.06
	zero & NAs	158	65.56	878	7.19	64	38.32	1,297	9.40	222	54.41	2,175	8.36
	7.0 total	241	100.00	12,212	100.00	167	100.00	13,804	100.00	408	100.00	26,016	100.00
MSA 5600*	low	8	0.39	1,109	1.78	17	1.33	1,470	2.29	25	0.75	2,579	2.04
	moderate	36	1.77	6,366	10.21	71	5.54	6,200	9.65	107	3.23	12,566	9.92
	middle	127	6.25	13,720	22.00	134	10.46	13,883	21.60	261	7.88	27,603	21.80
	upper	349	17.18	35,336	56.67	298	23.26	34,935	54.35	647	19.54	70,271	55.49
	zero & NAs	1,511	74.40	5,821	9.34	761	59.41	7,794	12.12	2,272	68.60	13,615	10.75
	56.6 total	2,031	100.00	62,352	100.00	1,281	100.00	64,282	100.00	3,312	100.00	126,634	100.00
A/A Total	low	19	0.57	2,662	2.67	63	2.50	4,838	3.65	82	1.40	7,500	3.23
	moderate	89	2.68	13,233	13.26	228	9.04	18,983	14.31	317	5.42	32,216	13.86
	middle	238	7.16	24,906	24.95	353	14.00	34,586	26.07	591	10.11	59,492	25.59
	upper	622	18.70	49,351	49.43	558	22.13	59,144	44.58	1,180	20.18	108,495	46.67
	zero & NAs	2,358	70.90	9,679	9.70	1,320	52.34	15,111	11.39	3,678	62.89	24,790	10.66
	100.0 total	3,326	100.00	99,831	100.00	2,522	100.00	132,662	100.00	5,848	100.00	232,493	100.00

* The bank takes only that part of the county or MSA in its assessment area
Sources of data: Bank (bank loans and assessment area); and 1990 Census (geography income levels)

1-4 FAMILY HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2002

BORROWER INCOME LEVEL DISTRIBUTION -- NUMBER OF LOANS

County/Area % of Total A/A Loans	Borrower Income Level	Home Purchase		Refinancing		Total	
		Bank #	Bank %	Bank #	Bank %	Bank #	Bank %
Nassau 22.2	low	7	0.93	19	1.58	26	1.33
	moderate	37	4.94	121	10.07	158	8.10
	middle	97	12.95	213	17.72	310	15.89
	upper	298	39.79	366	30.45	664	34.03
	zero & NAs	310	41.39	483	40.18	793	40.65
	total	749	100.00	1,202	100.00	1,951	100.00
Suffolk 24.5	low	6	0.81	43	3.05	49	2.28
	moderate	50	6.76	166	11.78	216	10.05
	middle	107	14.46	251	17.81	358	16.66
	upper	232	31.35	343	24.34	575	26.76
	zero & NAs	345	46.62	606	43.01	951	44.25
	total	740	100.00	1,409	100.00	2,149	100.00
MSA 5380 46.7	low	13	0.87	62	2.37	75	1.83
	moderate	87	5.84	287	10.99	374	9.12
	middle	204	13.70	464	17.77	668	16.29
	upper	530	35.59	709	27.15	1,239	30.22
	zero & NAs	655	43.99	1,089	41.71	1,744	42.54
	total	1,489	100.00	2,611	100.00	4,100	100.00
Bronx 2.6	low	1	0.79	0	0.00	1	0.45
	moderate	8	6.35	11	11.22	19	8.48
	middle	24	19.05	23	23.47	47	20.98
	upper	29	23.02	30	30.61	59	26.34
	zero & NAs	64	50.79	34	34.69	98	43.75
	total	126	100.00	98	100.00	224	100.00
Kings 15.8	low	3	0.52	15	1.85	18	1.30
	moderate	19	3.30	44	5.43	63	4.54
	middle	46	7.99	102	12.58	148	10.67
	upper	197	34.20	191	23.55	388	27.97
	zero & NAs	311	53.99	459	56.60	770	55.52
	total	576	100.00	811	100.00	1,387	100.00
New York 1.9	low	2	1.90	0	0.00	2	1.18
	moderate	1	0.95	0	0.00	1	0.59
	middle	5	4.76	6	9.38	11	6.51
	upper	59	56.19	37	57.81	96	56.80
	zero & NAs	38	36.19	21	32.81	59	34.91
	total	105	100.00	64	100.00	169	100.00
Queens 20.1	low	2	0.26	14	1.42	16	0.91
	moderate	25	3.22	68	6.90	93	5.28
	middle	81	10.44	144	14.62	225	12.78
	upper	282	36.34	284	28.83	566	32.14
	zero & NAs	386	49.74	475	48.22	861	48.89
	total	776	100.00	985	100.00	1,761	100.00
Richmond 4.5	low	2	0.98	4	2.13	6	1.53
	moderate	8	3.90	17	9.04	25	6.36
	middle	25	12.20	34	18.09	59	15.01
	upper	75	36.59	55	29.26	130	33.08
	zero & NAs	95	46.34	78	41.49	173	44.02
	total	205	100.00	188	100.00	393	100.00
Westchester 8.4	low	0	0.00	1	0.25	1	0.14
	moderate	5	1.44	11	2.80	16	2.16
	middle	8	2.31	15	3.82	23	3.11
	upper	173	49.86	234	59.54	407	55.00
	zero & NAs	161	46.40	132	33.59	293	39.59
	total	347	100.00	393	100.00	740	100.00
MSA 5600* 53.3	low	10	0.47	34	1.34	44	0.94
	moderate	66	3.09	151	5.95	217	4.64
	middle	189	8.85	324	12.76	513	10.98
	upper	815	38.17	831	32.73	1,646	35.22
	zero & NAs	1,055	49.41	1,199	47.22	2,254	48.22
	total	2,135	100.00	2,539	100.00	4,674	100.00
A/A Total 100.0	low	23	0.63	96	1.86	119	1.36
	moderate	153	4.22	438	8.50	591	6.74
	middle	393	10.84	788	15.30	1,181	13.46
	upper	1,345	37.11	1,540	29.90	2,885	32.88
	zero & NAs	1,710	47.19	2,288	44.43	3,998	45.57
	total	3,624	100.00	5,150	100.00	8,774	100.00

* The bank takes only that part of the county or MSA in its assessment area.

Sources of data: Bank (bank loans and assessment area); and 1990 Census (geography income levels).

GLOSSARY

Aggregate

The cumulative lending by all HMDA-reporting lenders in the same geographic area under evaluation.

Community Development

The term “community development” is defined to mean:

1. Affordable housing (including multifamily housing) for low- or moderate-income (“LMI”) individuals;
2. Community services targeted to LMI individuals;
3. Activities that promote economic development by financing business or farms that meet the size eligibility standards of the United States Small Business Administration (“SBA”) Development Company or Small Business Investment Company programs, or have gross annual incomes of \$1 million or less;
4. Activities that revitalize or stabilize LMI geographies; and
5. Activities that seek to prevent defaults and/or foreclosures in loans included in (1) and (3), above.

A “community development loan” is defined as a loan that has as its *primary purpose* community development. This includes but is not limited to loans to:

- Borrowers for affordable housing rehabilitation and construction, including construction and permanent financing for multifamily rental property serving low or moderate income (“LMI”) persons;
- Nonprofit organizations serving primarily LMI or other community development needs;
- Borrowers to construct or rehabilitate community facilities that are located in LMI areas or that primarily serve LMI individuals;
- Financial intermediaries including community development financial institutions, community development corporations, minority- and women-owned financial institutions, community loan funds or pools, micro-finance institutions, and low-income or community development credit unions that primarily lend or facilitate lending to promote community development;
- Local, state and tribal governments for community development activities; and
- Borrowers to finance environmental clean up or redevelopment of an industrial site as part of an effort to revitalize the LMI community in which the property is located.

A “qualified investment” is defined as a lawful investment, deposit, membership share or grant that has as its *primary purpose* community development. This includes but is not limited to investments, deposits, membership shares or grants in or to:

- Financial intermediaries (including community development financial institutions,

community development corporations, minority- and women-owned financial institutions, community loan funds, micro-finance institutions and low-income or community development credit unions) that primarily lend or facilitate lending in LMI areas or to LMI individuals in order to promote community development;

- Organizations engaged in affordable housing rehabilitation and construction;
- Organizations, including, for example, small business investment corporations that promote economic development by financing small businesses;
- Facilities that promote community development in LMI areas or LMI individuals, such as youth programs, homeless centers, soup kitchens, health care facilities, battered women's centers, and alcohol and drug recovery centers;
- Projects eligible for low-income housing tax credits;
- State and municipal obligations, such as revenue bonds that specifically support affordable housing or other community development needs;
- Organizations serving LMI housing or other community development needs, such as counseling for credit, home ownership, home maintenance, and other financial services education; and
- Organizations supporting activities essential to the capacity of LMI individuals or geographies to utilize credit to sustain economic development, such as day care operations and job training programs that facilitate access to permanent jobs.

A "community development service" is defined as a service that has as its *primary purpose* community development, is related to the provision of financial services, and has not been considered in the evaluation of the banking institution's retail banking services. This includes but is not limited to:

- Providing technical assistance on financial matters to nonprofit, tribal or government organizations serving LMI housing or economic revitalization and development needs;
- Providing technical assistance on financial matters to small businesses or community development organizations;
- Lending employees to provide financial services for organizations facilitating affordable housing construction and rehabilitation or development of affordable housing;
- Providing credit counseling, home buyers and home maintenance counseling, financial planning or other financial services education to promote community development and affordable housing;
- Establishing school savings programs for LMI individuals;
- Providing seminars for LMI persons on banking and bank account record-keeping;
- Making ATM "Training Machines" available for extended periods at LMI community sites or at community facilities that serve LMI individuals; and
- Technical assistance activities to community development organizations such as:
 - ❖ Serving on a loan review committee;
 - ❖ Developing loan application and underwriting standards;
 - ❖ Developing loan processing systems;
 - ❖ Developing secondary market vehicles or programs;
 - ❖ Assisting in marketing financial services, including the development of advertising and promotions, publications, workshops and conferences;

- ❖ Furnishing financial services training for staff and management;
- ❖ Contributing accounting/bookkeeping services; and
- ❖ Assisting in fund raising, including soliciting or arranging investments.

Home Mortgage Disclosure Act (“HMDA”)

The Home Mortgage Disclosure Act, enacted by Congress in 1975, and subsequently amended, requires institutions to annually report data about applications for residential (including multifamily) financing.

Loans to Small Businesses

Small business loans to businesses with gross annual revenues of \$1 million or less.

Low or Moderate Income (“LMI”) Geographies

Those census tracts or block numbering areas (“BNAs”), where according to the 1990 US Census, the median family income is less than 80% of the area median family income. In the case of tracted areas that are part of a Metropolitan Statistical Area (“MSA”) or Primary Metropolitan Statistical Area (“PMSA”), this would relate to the median family income for the MSA or PMSA in which the tracts are located. In the case of BNAs and tracted areas that are not part of a MSA or PMSA, the area median family income would be the statewide nonmetropolitan median family income.

LMI Borrowers

Borrowers whose income, as reported on the loan application which the lender relied upon in making the credit decision, is less than 80% of the area median family income. In the case where the residential property is located in a MSA or PMSA, this would relate to the median family income for that MSA or PMSA. Otherwise, the area median family income would be the statewide nonmetropolitan median family income. In all instances, the area median family incomes used to measure borrower income levels are updated annually by the U.S. Department of Housing and Urban Development (“HUD”).

LMI Individuals/Persons

Those individuals, whose income is less than 80% of the area median family income. In the case where the individual resides in a MSA or PMSA, this would relate to the median family income for that MSA or PMSA. Otherwise, the area median family income would be the statewide nonmetropolitan median family income. In all instances, the area median family incomes used to measure individual income levels are updated annually by HUD.

LMI Penetration Rate

A number that depicts the percentage of a bank’s total loans extended to LMI

geographies or borrowers. For example, an LMI penetration rate of 20% would indicate that the bank made 20 out of a total of 100 loans to LMI geographies or borrowers.

Small Business Loans

Loans to businesses with original amounts of \$1 million or less.