



**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, 2003

**Institution:** Emigrant Savings Bank  
5 East 42<sup>nd</sup> Street  
New York, NY 10017

**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 on-site evaluation of the Community Reinvestment Act ("CRA") performance of Emigrant Savings Bank ("ESB") 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, 2003.

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 an institution's 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 written summary ("evaluation") be made available to the public. Evaluations are primarily based on a review of performance tests and standards described in Section 76.7 and detailed in Sections 76.8 through 76.13 of the regulation. These 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.

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## OVERVIEW OF INSTITUTION'S PERFORMANCE

### Overall Rating

ESB is rated "2", indicating a satisfactory record of helping to meet community credit needs. The rating is based on the following factors:

### Lending Test – "High Satisfactory"

- Lending Activity - During the evaluation period, ESB's lending level for HMDA-reportable loans reflected excellent responsiveness to the credit needs of its assessment area. In 2002, ESB ranked 33<sup>rd</sup> out of 614 lenders by originating 1,642 HMDA-reportable loans. In 2003, the bank ranked 33<sup>rd</sup> out of 626 lenders by originating 2,314 HMDA-reportable loans.
- Assessment Area Concentration - ESB made a substantial majority of its HMDA-reportable loans inside the assessment area. In 2002, the bank's assessment area concentration was 93.4% based on the number of loans and 93.1% based on dollar volume. In 2003, the assessment area concentration was 92.7% based on number of loans and 93.1% based on dollar volume.
- Geographic Distribution - The geographic distribution of ESB's HMDA-reportable loans reflects good penetration throughout the assessment area.

In 2002, ESB granted 18.6% of its HMDA-reportable loans in LMI geographies, outperforming the aggregate's rate of 14.2%. During 2003, the bank's LMI penetration rate declined slightly to 18.2%, but the bank still outperformed the aggregate by 2.4 percentage points.

- Borrower Characteristics - The distribution of ESB's loans based on borrower characteristics reflects good penetration among customers of different income levels.

A high percentage of ESB's loans do not contain borrower income information because they were originated under the bank's no documentation ("no-doc") loan program. In 2002 and 2003, 80% and 84%, respectively, of the bank's HMDA-reportable lending involved "no-doc" loans. When no-doc loans are excluded from the distribution analysis, ESB's LMI penetration rate of 26.0% for 2002 surpassed the aggregate's rate of 20.6%. In 2003, the bank's penetration rate of 16.1% was comparable to the aggregate's rate of 16.0%.

- Community Development Lending - ESB is a leading provider of community development loans. During the evaluation period, ESB originated \$424.5 million in community development loans. Although these loans were not particularly innovative, the dollar volume is outstanding for an institution of ESB's size.

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- *Product Innovation* - ESB made significant use of flexible lending practices in addressing the credit needs of its assessment area.

### **Investment Test – “High Satisfactory”**

- During the evaluation period, ESB had a significant level of qualified community development investments. These investments totaled \$21.9 million, including \$2.4 million (11%) in new originations (“new money”) during the evaluation period.
- Although ESB holds a high volume of qualified investments, ESB usually does not assume a leadership position with its community development investment activities. The bank makes occasional use of innovative and/or complex investments to support community development initiatives.

### **Service Test – “Outstanding”**

- ESB’s delivery systems are readily accessible to all portions of the bank’s assessment area. Approximately 56% of the bank’s branches are located within or adjacent to LMI census tracts.
- ESB did not open or close any branches or ATMs during the evaluation period. Consequently, the bank’s record of opening and closing of branches has not adversely affected the accessibility of its delivery systems.
- ESB’s services do not vary in a way that inconveniences any particular portion of its assessment area. Branch hours are tailored to the needs of the particular community being served.
- ESB is a leader in providing community development services within its assessment area. Through its Community Lending Team, ESB actively participates in mortgage seminars, community events, branch open houses and other activities that help the bank identify and respond to the assessment area’s credit needs.

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

Emigrant Savings Bank was founded as a state-chartered mutual institution in 1850 under the name Emigrant Industrial Savings Bank. In 1967, the bank changed its name to Emigrant Savings Bank. Then, in 1986, the bank converted from a mutual savings bank to public company with shareholders. In 1994, ESB became a wholly owned subsidiary of a holding company, Emigrant Bancorp, Inc. ("EBI"). Both ESB and its parent company, EBI, are based in Manhattan (New York County).

ESB operates 36 full-service branches across seven counties. ESB has 25 branches within New York City, including 12 branches in Manhattan, five in the Bronx, five in Queens, and three in Brooklyn. The bank also has seven branches in Nassau County, one branch in Suffolk County and three branches in Westchester County.

ESB also operates 43 on-site automatic teller machines ("ATMs") distributed across 29 of the bank's 36 branches. In addition, ESB operates six off-site, non-deposit-taking ATMs within its assessment area.

- **Assets:** On its year-end Call Report for 2003, ESB reported total assets of \$9.2 billion. The following table summarizes the composition of ESB's assets at the end of calendar years 2001 through 2003.

Emigrant Savings Bank - Summary of Assets (\$ Shown in Thousands)						
Category	12/31/2001		12/31/2002		12/31/2003	
	\$	%	\$	%	\$	%
Net Loans & Leases	6,355,251	71.1	6,282,584	64.6	6,203,654	67.4
Securities	2,086,813	23.4	3,013,215	31.0	2,600,965	28.3
Other Assets	227,401	2.5	229,456	2.4	212,339	2.3
Cash/Balances from Depository Institutions	55,191	0.6	54,752	0.6	52,725	0.6
Premises/Fixed Assets	77,228	0.9	74,343	0.8	74,392	0.8
Federal Funds Sales	110,000	1.2	50,000	0.5	30,000	0.3
Intangible Assets	19,477	0.2	24,228	0.2	30,236	0.3
Trading Assets	353	0.0	0	0.0	0	0.0
Other Real Estate Owned	1,923	0.0	1,064	0.0	1,609	0.0
<b>Total</b>	<b>8,933,637</b>	<b>100.0</b>	<b>9,729,642</b>	<b>100.0</b>	<b>9,205,920</b>	<b>100.0</b>

As of year-end 2003, Net Loans and Leases accounted for 67.4% of ESB's assets. The next largest category, Securities, accounted for 28.3% of total assets. During the evaluation period, the bank's investment portfolio grew by 24.6% in absolute dollar volume. In contrast, most other asset categories shrank in dollar volume and as a percentage of the total balance sheet during the two-year evaluation period.

- **Loan Portfolio:** As shown in the table below, ESB is primarily a residential real estate lender:

<b>Gross Loans Outstanding (\$ in Thousands)</b>						
<b>Loan Type</b>	<b>12/31/2003</b>		<b>12/31/2002</b>		<b>12/31/2001</b>	
	<b>\$</b>	<b>%</b>	<b>\$</b>	<b>%</b>	<b>\$ (000's)</b>	<b>%</b>
1-4 Family Residential Mortgage	4,273,572	68.4	4,407,438	69.7	4,552,306	71.2
Multifamily Mortgage	1,109,584	17.8	1,128,633	17.8	1,071,474	16.8
Commercial Real Estate	707,647	11.3	651,030	10.3	651,060	10.2
Lease Financing Receivables	114,797	1.8	110,758	1.8	86,082	1.3
Commercial and Industrial	37,523	0.6	17,552	0.3	21,764	0.3
Consumer	7,902	0.1	8,494	0.1	8,431	0.1
<b>Total Gross Loans</b>	<b>6,251,025</b>	<b>100.0</b>	<b>6,323,905</b>	<b>100.0</b>	<b>6,391,117</b>	<b>100.0</b>

ESB offers a wide variety of loans, including the following products:

- Conventional mortgage loans for home purchases or refinances
- Multifamily mortgage loans for purchases or refinances
- Commercial and industrial mortgage loans
- Co-operative apartment loans
- Home equity lines of credit
- Overdraft loans on checking accounts
- Personal loans
- Small business loans
- Student loans through the NY State Higher Education Services Corporation
- Credit cards (through an agreement with First BankCard)

ESB participates in governmentally-insured, -guaranteed or -subsidized loan programs sponsored by the State of New York Mortgage Agency (“SONYMA”) and Fannie Mae. These programs include loans for housing, small businesses and small farms. Also included are reduced-rate mortgage loans through SONYMA and Community Home Buyers Program and Federal Housing Authority loans provided by Fannie Mae.

- Deposits: ESB’s primary funding source continues to be core deposits. As of December 31, 2003, the bank reported total deposits of \$4.8 billion, with core deposits accounting for 93.1% of that total.

The most recent deposit market information available from the FDIC indicates that ESB held \$5.0 billion in deposits as of June 30, 2003. Within its assessment area, ESB held a market share of 1.1% and ranked 13<sup>th</sup> among 124 FDIC-insured institutions. The bank’s 36 branches represented the 15<sup>th</sup> largest branch network with the bank’s seven-county assessment area. The chart on the following page summarizes the bank’s deposit volume and market share within each county of its assessment area.

Due to its location within the New York City metropolitan area, ESB must compete against countless banks and financial service providers, including several institutions with significantly larger resources and branch networks. For example, the five largest deposit-taking institutions in ESB’s assessment area control 68.4% of the deposit market through their 1,080 branches.

<b>Emigrant Savings Bank - Deposit Market Share by County (as of 6/30/03)</b>						
County	# of Branches	Deposits in \$000's	% of ESB's Total Deposits	Market Share %	Rank within County	# of Competing FDIC-Insured Institutions*
New York	12	2,205,966	44.2	0.7	11	91
Bronx	5	896,586	18.0	9.5	3	23
Nassau	7	543,020	10.9	1.3	15	30
Queens	5	478,406	9.6	1.4	17	46
Kings	3	412,224	8.3	1.4	14	41
Westchester	3	364,266	7.3	1.5	14	33
Suffolk	1	86,434	1.7	0.3	22	25
<b>Assessment Area</b>	<b>36</b>	<b>4,986,902</b>	<b>100.0</b>	<b>1.1</b>	<b>13</b>	<b>124</b>

\* The last column does not sum to 124 because several institutions have branches in more than one county.

- **Subsidiaries:** ESB processes loans through three wholly-owned subsidiaries: Emigrant Mortgage Company, Emigrant Funding Corporation and American Property Financing. The combined activities of ESB and its subsidiaries are included in this evaluation and are referred to collectively as “ESB.”

A brief description of each subsidiary’s activities is provided below:

- Emigrant Mortgage Company (“EMC”) - EMC originates one- to four-family residential mortgage loans, including refinances, in selected counties within New York State and across sixteen other states.
- Emigrant Funding Corporation (“EFC”) – EFC originates multifamily and housing-related, mixed-use loans in portions of New York State, throughout nine other states and in the District of Columbia. EFC’s loans generally involve smaller dollar amounts than those financed by Emigrant Savings Bank’s Commercial Real Estate Department.
- American Property Financing, Inc. (“APF”) - APF is a full-service mortgage company that operates nationwide with offices in New York and ten other states. APF specializes in financing rental and cooperative apartment buildings. Loans financed by APF are typically larger than those financed by EFC.

At its prior CRA performance evaluation, conducted as of December 31, 2001, ESB received a rating of “2,” indicating a satisfactory record of helping to meet community credit needs.

There are no legal or financial impediments affecting ESB’s ability to meet the credit needs of its assessment area.

## Assessment Area

ESB's assessment area comprises the following seven counties in their entirety: New York (Manhattan), Bronx, Kings (Brooklyn), Queens, Westchester, Nassau and Suffolk.

Nassau and Suffolk Counties comprise Metropolitan Statistical Area ("MSA") 5380. The other five counties are part of MSA 5600. Although MSA 5600 includes three additional counties (Richmond, Rockland and Putnam), all further references within this report to MSA 5600 can be understood to refer only to those five counties from ESB's assessment area that fall within MSA 5600

Based on data from the 2000 U.S. Census, ESB's assessment area contains 2,925 census tracts, including 929 LMI census tracts (31.7%).

In accordance with Home Mortgage Disclosure Act ("HMDA") reporting requirements, all geographic data from 2002 have been coded based on 1990 Census data. Similarly, data for 2003 reflect updated coding information from the 2000 census.

Census Tracts within the Assessment Area as of 2002 (Based on 1990 Census Data)							
County	Census Tract Income Level					Total	LMI %
	Low	Moderate	Middle	Upper	Zero		
Kings	114	207	302	147	19	789	40.7
Queens	7	80	331	238	17	673	12.9
New York	63	65	33	126	11	298	43.0
Bronx	126	65	88	61	15	355	53.8
Westchester	2	18	35	163	2	220	9.1
Nassau	1	20	180	66	3	270	7.8
Suffolk	2	59	205	39	7	312	19.6
<b>County Total</b>	<b>315</b>	<b>514</b>	<b>1,174</b>	<b>840</b>	<b>74</b>	<b>2,917</b>	<b>28.4</b>
% of Total Tracts	10.8	17.6	40.2	28.8	2.5	100.0	

Census Tracts within the Assessment Area as of 2003 (Based on 2000 Census Data)							
County	Census Tract Income Level					Total	% LMI
	Low	Moderate	Middle	Upper	Zero		
Kings	100	271	250	147	15	783	47.4
Queens	12	107	298	238	18	673	17.7
New York	47	68	26	146	9	296	38.9
Bronx	117	99	72	53	14	355	60.8
Westchester	2	17	37	161	4	221	8.6
Nassau	2	20	179	68	8	277	7.9
Suffolk	2	65	196	49	8	320	20.9
<b>County Total</b>	<b>282</b>	<b>647</b>	<b>1,058</b>	<b>862</b>	<b>76</b>	<b>2,925</b>	<b>31.8</b>
% of Total Tracts	9.6	22.1	36.2	29.5	2.6	100.0	

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Within ESB's assessment area, the highest concentrations of LMI census tracts can be found in the Bronx (60.8%), Brooklyn (47.4%) and Manhattan (38.9%). Due to changes in metropolitan area boundaries introduced after the 2000 Census, the percentage of LMI tracts in the Bronx, Brooklyn and Queens increased 13.1%, 16.5% and 36.8%, respectively. Similarly, the assessment area as a whole saw an 11.8% increase in LMI census tracts. In contrast, Manhattan experienced a 9.5% decrease in LMI census tracts.

ESB's assessment area remains unchanged from the past two examinations and continues to be reasonable based upon the bank's lending patterns and the location of its branches. There is no evidence that LMI areas have been arbitrarily excluded from the assessment area.

## County Demographics

### New York County (Manhattan)

- Census Tract Distribution: New York County contains 296 census tracts, including nine (3.0%) zero-income, 47 (15.9%) low-income, 68 (23.0%) moderate-income, 26 (8.8%) middle-income and 146 (49.3%) upper-income tracts.
- Population: As of the 2000 Census, New York County had a population of 1.537 million residents, including approximately 186.8 thousand (12.2%) people over the age of 65 and 229.8 thousand (15.0%) people under the age of 16. By 2002, the county's population had increased to an estimated 1.546 million residents (+0.6%).
- Families and Households: As of 2000, there were 306.2 thousand families in New York County, including 84.5 thousand (27.6%) low-income, 39.7 thousand (13.0%) moderate-income, 38.3 thousand (12.5%) middle-income and 143.7 thousand (46.9%) upper-income families.

Of the 124.2 thousand LMI families living in the county, 95.7 thousand (77.1%) lived in LMI census tracts. These same 95.7 thousand families accounted for 66.6% of all families living in LMI tracts.

Included among the county's 739.2 thousand households are 123.0 thousand (16.6%) households with income below the poverty level.

- Housing: New York County contains 798.1 thousand housing units, including 769.4 thousand units (96.4%) in multifamily buildings, 28.2 thousand units (3.5%) in one- to four-family buildings and 237 units (0.03%) in mobile homes.\*

Approximately 148.7 thousand (18.6%) of the county's housing units were owner occupied while another 589.9 thousand units (73.9%) were occupied by renters.

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\* Multifamily buildings are those with five or more residential units.

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Housing in LMI census tracts accounted for 10.6% of total owner-occupied units and 37.7% of all renter-occupied units.

As of the 2000 Census, approximately 59.5 thousand housing units (7.5%) in the county were vacant. In 2000, the median housing value was \$345.1 thousand and the median age of the housing stock was 50 years.

- Median Family Income: In 2000, the median family income in Manhattan was \$71.6 thousand, compared to \$46.5 thousand for MA 5600 as a whole.
- Unemployment: According to the New York State Department of Labor, the unemployment rate in Manhattan was 8.3% in 2002 and 8.2% in 2003. By comparison, the statewide average unemployment rates were 6.1% in 2002 and 6.3% in 2003.

### Queens County

- Census Tract Distribution: Queens County has 673 census tracts, including 18 (2.7%) zero-income, 12 (1.8%) low-income, 107 (15.9%) moderate-income, 298 (44.3%) middle-income and 238 (35.3%) upper-income census tracts.
- Population: As of the 2000 Census, Queens County had a population of 2.229 million residents, including approximately 283.0 thousand people (12.7%) over the age of 65 and 453.9 thousand people (20.4%) under the age of 16. As of 2002, the Census Bureau estimated the county's population to be 2.237 million residents (+0.4%).
- Families and Households: In 2000, there were 542.8 thousand families in Queens County, including 114.2 thousand (21.0%) low-income, 88.8 thousand (16.4%) moderate-income, 104.9 thousand (19.3%) middle-income and 234.9 thousand (43.3%) upper-income families.

Of the 203.0 thousand LMI families living in the county, 62.2 thousand (30.6%) lived in LMI census tracts. These same 62.2 thousand families accounted for 56.2% of all families living in LMI tracts.

Among the county's 782.6 thousand households, there are 110.5 thousand households (14.1%) with income below the poverty level.

- Housing: Queens County contains 817.3 thousand housing units, including 494.1 thousand units (60.5%) in one- to four-family buildings, 322.2 thousand units (39.4%) in multifamily buildings and 632 units (0.1%) in mobile homes.

Approximately 334.9 thousand (41.0%) of the county's housing units were owner occupied and 447.8 thousand units (54.8%) were occupied by renters. Housing in LMI census tracts accounted for 28.8 thousand units (8.6%) of owner-occupied housing and 128.2 thousand units (28.6%) of renter-occupied housing. As of the 2000 Census,

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approximately 34.6 thousand housing units (4.2%) in Queens County were vacant. In 2000, the median housing value was \$199.1 thousand and the median age of the housing stock was 50 years.

- Median Family Income: In 2000, the median family income for census tracts in Queens County was \$49.8 thousand. By comparison, the median family income for MA 5600 as a whole was \$46.5 thousand.
- Unemployment: According to the New York State Department of Labor, the unemployment rate in Queens County was 6.5% in 2002 and 6.9% in 2003. The statewide unemployment rate was 6.1% in 2002 and 6.3% in 2003.

### Bronx County

- Census Tract Distribution: Bronx County contains 355 census tracts, including 14 (3.9%) zero-income, 117 (33.0%) low-income, 99 (27.9%) moderate-income, 72 (20.3%) middle-income, and 53 (14.9%) upper-income tracts.
- Population: As of the 2000 Census, Bronx County had a population of 1.333 million residents, including 133.9 thousand (10.0%) people over the age of 65 and 356.9 thousand people (26.8%) under the age of 16. As of 2002, the Census Bureau estimated the county's population to be 1.354 million people (+1.6%).
- Families and Households: In 2000, there were 317.2 thousand families in the county, including 126.4 thousand (39.8%) low-income, 57.1 thousand (18.0%) moderate-income, 51.6 thousand (16.3%) middle-income and 82.1 thousand (25.9%) upper-income families. Of the 183.5 thousand LMI families in the county, 150.9 thousand (82.2%) lived in LMI tracts. These same 150.9 thousand families accounted for 68.9% of all families living in LMI tracts.

Included among the county's 463.2 thousand households are 134.4 thousand households (29.0%) with income below the poverty level.

- Housing: As of the 2000 Census, there were 490.7 thousand housing units in Bronx County, including 132.7 thousand units (27.0%) in one- to four-family buildings, 357.5 thousand units (72.9%) in multifamily buildings and 333 units (0.1%) in mobile homes.

Approximately 90.5 thousand (18.4%) of the county's housing units are owner occupied and 28.4 thousand (31.3%) of these are in LMI tracts. A further 372.7 thousand (76.0%) are occupied by renters, and 282.0 thousand (75.7%) of these renter-occupied units were located in LMI census tracts. Approximately 27.4 thousand housing units (5.6%) were vacant.

In 2000, the median housing value in Bronx County was \$159.6 thousand and the median age of the housing stock was 46 years.

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- Median Family Income: In 2000, census tracts in Bronx County had a median family income of \$33.1 thousand. By comparison, the median family income for the entire metropolitan area (MA 5600) was \$46.5 thousand.
  - Unemployment: According to the New York State Department of Labor, Bronx County's unemployment rate was 9.2% in 2002 and 10.4% in 2003. The county's average unemployment rates were considerably above the statewide averages of 6.1% in 2002 and 6.3% in 2003.

### Kings County (Brooklyn)

- Census Tract Distribution: Kings County contains 783 census tracts, including 15 (1.9%) zero-income, 100 (12.8%) low-income, 271 (34.6%) moderate-income, 250 (31.9%) middle-income, and 147 (18.8%) upper-income tracts.
- Population: As of the 2000 U.S. Census, Kings County had a population of 2.465 million, including 282.7 thousand residents (11.5%) over the age of 65 and 587.6 thousand residents (23.8%) under the age of 16. As of 2002, the county's population had increased to an estimated 2.488 million people (+0.9%).
- Families and Households: In 2000, there were 588.9 thousand families in Kings County, including 199.9 thousand (33.9%) low-income, 100.2 thousand (17.0%) moderate-income, 98.1 thousand (16.7%) middle-income and 190.7 thousand (32.4%) upper-income families.

Approximately 69% of Kings County's 300.1 thousand LMI families live in LMI census tracts. These same 206.7 thousand families accounted for 63.4 % of all the families living in LMI tracts.

As of the 2000 Census, Kings County contained 881.0 thousand households, including 211.5 thousand households (24.0%) with income below the poverty level.

- Housing: Kings County contains 930.9 thousand housing units, including 455.9 thousand units (49.0%) in one- to four-family buildings, 474.1 thousand units (50.9%) in multifamily buildings and 637 units (0.1%) in mobile homes.

Approximately 238.3 thousand (25.6%) of the county's housing units are owner occupied, while another 642.4 thousand units (69.0%) are occupied by renters. Housing in LMI areas accounts for 77.3 thousand of the county's owner-occupied units and 386.5 thousand of its renter-occupied units. Approximately 50.1 thousand housing units (5.4%) in Kings County are vacant.

In 2000, the median housing value in Kings County was \$235.7 thousand and the median age of the housing stock was 53 years.

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- Median Family Income: In 2000, the median family income in Kings County was \$39.3 thousand. By comparison, the entire metropolitan area (MA 5600) had a median family income of \$46.5 thousand.
  - Unemployment: According to the New York State Department of Labor, Kings County had an unemployment rate of 8.6% in 2002 and 9.2% in 2003. These rates are well above the statewide average of 6.1% in 2002 and 6.3% in 2003.

### Westchester County

- Census Tract Distribution: As of the 2000 Census, Westchester County contained 221 census tracts, including four (1.8%) zero-income, two (0.9%) low-income, 17 (7.7%) moderate-income, 37 (16.7%) middle-income, and 161 (72.9%) upper-income tracts.
- Population: As of the 2000 Census, Westchester County had a population of 923.5 thousand residents, including 128.9 thousand people (14.0%) over the age of 65 and 207.2 thousand people (22.4%) under the age of 16. By 2002, the area's population had increased approximately 1.5% to 937.3 thousand residents.
- Families and Households: As of 2000, Westchester County was home to 237.0 thousand families, including 27.8 thousand (11.7%) low-income, 23.0 thousand (9.7%) moderate-income, 31.3 thousand (13.2%) middle-income and 154.9 thousand (65.4%) upper-income families.

Approximately 11.1 thousand (21.8%) of the county's 50.9 thousand LMI families live in LMI tracts. These same 11.1 thousand families account for 62.2% of all families living in LMI tracts.

As of the 2000 Census, Westchester County contained 337.5 thousand households, including 28.6 thousand households (8.5%) with income below the poverty level.

- Housing: As of 2000, there were 349.4 thousand housing units in Westchester County, including 237.1 thousand units (67.9%) in one- to four-family buildings, 112.1 thousand units (32.1%) in multifamily buildings and 152 units (0.04%) in mobile homes.

Approximately 202.8 thousand (58.0%) of the county's housing units were owner occupied and 134.4 thousand (38.5%) were occupied by renters. Another 12.3 thousand (3.5%) units were vacant. Housing in LMI census tracts accounted for 3.6 thousand (1.8%) of the county's total owner-occupied units and 23.2 thousand (17.3%) of the county's total renter-occupied units.

In 2000, the median housing value was \$285.8 thousand and the median age of the housing stock was 46 years.

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- Median Family Income: In 2000, the median family income for Westchester County was \$89.2 thousand, compared to the median of \$46.5 thousand for the entire metropolitan area (MA 5600).
  - Unemployment: According to the New York State Department of Labor, Westchester County's unemployment rate was 4.2% in 2002 and 4.0% in 2003. The county's average unemployment rates were well below the statewide averages of 6.1% in 2002 and 6.3% in 2003.

### Nassau County

- Census Tract Distribution: Nassau County contains 277 census tracts, including eight (2.9%) zero-income, two (0.7%) low-income, 20 (7.2%) moderate-income, 179 (64.6%) middle-income and 68 (24.5%) upper-income tracts.
- Population: As of the 2000 Census, Nassau County had a population of 1.335 million residents, including 200.8 thousand people (15.0%) over the age of 65 and 293.1 thousand people (22.0%) under the age of 16. By 2002, the county's population had increased by approximately 0.8%, to 1.344 million residents.
- Families and Households: In 2000, there were 349.7 thousand families in Nassau County, including 58.4 thousand (16.7%) low-income, 59.7 thousand (17.1%) moderate-income, 80.5 thousand (23.0%) middle-income and 151.1 thousand (43.2%) upper-income families.

Only 17.0 thousand (14.4%) of the county's 118.1 thousand LMI families lived in LMI tracts. Nonetheless, LMI families accounted for 61.6% of the 27.6 thousand families living in LMI census tracts.

In 2000, approximately 23.5 thousand (5.2%) of the county's 447.8 thousand households had income below the poverty level.

- Housing: As of 2000, there were 458.2 thousand housing units in Nassau County, including 408.7 thousand units (89.2%) in one- to four-family buildings, 49.0 thousand units (10.7%) in multifamily buildings and 418 units (0.1%) in mobile homes.

The county's housing stock includes 359.3 thousand units (78.4%) of owner-occupied housing, 88.1 thousand units (19.2%) of renter-occupied housing and 10.8 thousand (2.4%) vacant units.

Housing in LMI areas accounts for 4.9% (17.6 thousand units) of the county's owner-occupied housing and 23.5% (20.7 thousand units) of its renter-occupied housing.

In 2000, the median housing value in Nassau County was \$278.8 thousand and the median age of the housing stock was 47 years.

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- Median Family Income: In 2000, Nassau County's median family income was \$85.8 thousand. By comparison, the median family income for the entire Long Island metropolitan area (MA 5380) was \$76.4 thousand.
  - Unemployment: According to the New York State Department of Labor, Nassau County's unemployment rates were 4.1% in 2002 and 3.9% in 2003. The county's average unemployment rates were well below the statewide average rates of 6.1% in 2002 and 6.3% in 2003.

### Suffolk County

- Census Tract Distribution: Suffolk County contains 320 census tracts, including eight (2.5%) zero-income, two (0.6%) low-income, 65 (20.3%) moderate-income, 196 (61.3%) middle-income, and 49 (15.3%) upper-income tracts.
- Population: As of the 2000 Census, Suffolk County had a population of 1.419 million residents, including 167.6 thousand people (11.8%) over the age of 65 and 332.5 thousand people (23.4%) under the age of 16. By 2002, the county's population had increased by an estimated 2.8% to 1.459 million residents.
- Families and Households: In 2000, there were 362.9 thousand families in Suffolk County, including 70.1 thousand (19.3%) low-income families, 72.9 thousand (20.1%) moderate-income, 91.9 thousand (25.3%) middle-income and 128.0 thousand (35.3%) upper-income families. As of 2000, approximately 31.2% of the county's 143.0 thousand LMI families lived in LMI tracts. These same 44.6 thousand families accounted for 57.1 % of all families living in LMI areas.

Of the 469.5 thousand households in the county, 26.5 thousand (5.6%) had income below the poverty level.

- Housing: As of 2000, there were 522.3 thousand housing units in Suffolk County, including 478.9 thousand units (91.7%) in one- to four-family buildings, 38.0 thousand units (7.3%) in multifamily buildings and 5.4 thousand units (1.0%) in mobile homes.

The county's housing stock includes 374.4 thousand (71.7%) owner-occupied, 94.9 thousand (18.2%) renter-occupied and 53.0 thousand (10.2%) vacant units. Approximately 20.0% of owner-occupied units and 35.0% of renter-occupied units were located in LMI census tracts.

In 2000, the median housing value in Suffolk County was \$207.2 thousand and the median age of the housing stock was 34 years.

- Median Family Income: In 2000, the median family income for Suffolk County was \$74.5 thousand, compared to \$76.4 thousand for the entire Long Island metropolitan area (MA 5380).

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- Unemployment: According to the New York State Department of Labor, Suffolk County's unemployment rate was 4.4% in both 2002 and 2003. By comparison, the statewide average unemployment rate was 6.1% in 2002 and 6.3% in 2003.

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## **PERFORMANCE TESTS AND ASSESSMENT FACTORS**

*The Banking Department assesses a large bank's CRA performance by evaluating its lending, investment and service activities using the tests established in Parts 76.8, 76.9 and 76.10 of the General Regulations of the Banking Board.*

This performance evaluation is based on a review of ESB's lending, investment, and service activities within its assessment area during calendar years 2002 and 2003. The evaluation focuses on the bank's residential loans and community development activities. ESB does not offer home improvement loans, so its HMDA-reportable lending activity only includes home purchase, refinancing and multifamily loans. This evaluation does not consider ESB's small business lending activity because small business loans constitute a nominal percentage of the bank's total loan portfolio.

Statistics used in this evaluation were derived from various sources. In addition to loan information submitted by the bank, aggregated market data for HMDA-reportable loans within the bank's assessment area were obtained from the Federal Financial Institutions Examination Council ("FFIEC") and PCi Corporation's CRA Wiz<sup>®</sup> software ("CRA Wiz"). Demographic data for 2003 is taken from the 2000 U.S. Census. Updated median income figures for 2003 were obtained from annual estimates by the U.S. Department of Housing and Urban Development ("HUD").

### **I. Lending Test: "High Satisfactory"**

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

#### **Lending Activity: "Outstanding"**

For the evaluation period, ESB's lending levels reflect excellent responsiveness to the credit needs of its assessment area.

During 2002, ESB originated 1,642 HMDA-reportable loans totaling \$1.2 billion. According to a CRA Wiz market share report, this level of lending ranked ESB 33<sup>rd</sup> (0.5% market share) in loan originations and 14<sup>th</sup> (1.6% market share) in dollar volume out of 614 lenders in the assessment area.

In 2003, ESB's originations increased to 2,314 loans totaling \$1.3 billion. During that year, the bank ranked 33<sup>rd</sup> (0.6% market share) in loan originations and 18<sup>th</sup> (1.3% market share) in dollar volume out of 626 lenders.

ESB is a leading provider of multifamily loans in its assessment area. Together with its subsidiaries, ESB ranked as one of the top five multifamily lenders within the assessment area during 2002 and 2003. Based on dollar volume, the bank ranked 1<sup>st</sup> out of 81 lenders in 2002 and 4<sup>th</sup> out of 88 lenders in 2003. The bank's market share for these two years was 17.0% and 12.1%, respectively. Based on number of originations, ESB ranked 5<sup>th</sup> during both years of the evaluation period, with market shares of 6.1% in 2002 and 5.0% in 2003.

Most of ESB's residential lending occurred in MSA 5600, where the majority of its branches (77.8%) are located. Over the review period, the bank originated or purchased 2,910 (70.7%) HMDA-reportable loans totaling \$2.08 billion (83.8%) in MSA 5600. The bank also originated or purchased 1,208 (29.3%) HMDA-reportable loans totaling \$400.9 million (16.2%) in Nassau and Suffolk Counties (MSA 5380).

**Assessment Area Concentration: "Outstanding"**

ESB made a substantial majority of its HMDA-reportable loans within its assessment area. In accordance with Paragraph 76.8(c)(3) of the General Regulations of Banking Board, affiliate lending is not considered in assessing a bank's record of lending in its assessment area. Thus, the table immediately below only reflects loans originated or purchased by ESB and will not reconcile to HMDA tables found elsewhere in this report that include the lending activity of both ESB and its affiliates.

HMDA-Reportable Lending Within and Beyond the Assessment Area								
Emigrant Savings Bank Only (Excludes Affiliate Lending)								
Location	2002				2003			
	#	% by #	\$000	% by \$	#	% by #	\$000	% by \$
Within AA	1,038	93.4	393,088	93.1	1,412	92.7	492,356	93.1
Beyond AA	73	6.6	29,300	6.9	111	7.3	36,261	6.9
<b>Total</b>	<b>1,111</b>	<b>100.0</b>	<b>422,388</b>	<b>100.0</b>	<b>1,523</b>	<b>100.0</b>	<b>528,617</b>	<b>100.0</b>

As shown above, the bank's assessment area concentration ratio was approximately 93% for both number and dollar volume of loans during each year of the evaluation period.

**Geographic Distribution of Loans: "High Satisfactory"**

ESB achieved a good dispersion of HMDA-reportable loans among geographies of different income levels throughout the assessment area. The following table summarizes the bank's HMDA-reportable lending distribution based on number and dollar volume of loans and geographic income level. As a point of reference, the table also includes the percentage of owner-occupied housing in each geographic income category. In accordance with regulatory reporting requirements, the census tract income categories used in calendar year 2002 reflect data from 1990 U.S. Census. The categories used during 2003 reflect updated data from the 2000 U.S. Census.

Assessment Area HMDA Loan Distribution by Census Tract Income Level in 2002							
Census Tract Income Level	% of Owner Occupied Housing Units	ESB				Aggregate	
		#	% by #	\$000	% by \$	% by #	% by \$
Low	1.3	28	1.6	5,914	0.5	2.0	2.4
Moderate	10.3	292	17.0	183,604	16.3	12.2	10.7
<b>LMI Total</b>	<b>11.6</b>	<b>320</b>	<b>18.6</b>	<b>189,518</b>	<b>16.8</b>	<b>14.2</b>	<b>13.1</b>
Middle	48.2	543	31.5	162,888	14.4	47.9	39.9
Upper	40.2	857	49.8	775,468	68.7	37.8	46.9
N/A	0.0	2	0.1	625	0.1	0.1	0.1
<b>Total</b>	<b>100</b>	<b>1,722</b>	<b>100</b>	<b>1,128,499</b>	<b>100</b>	<b>100</b>	<b>100</b>

  

Assessment Area HMDA Loan Distribution by Census Tract Income Level in 2003							
Census Tract Income Level	% of Owner Occupied Housing Units	ESB				Aggregate	
		#	% by #	\$000	% by \$	% by #	% by \$
Low	1.4	51	2.1	15,039	1.1	1.6	1.8
Moderate	12.7	384	16.0	127,217	9.4	14.2	12.8
<b>LMI Total</b>	<b>14.1</b>	<b>435</b>	<b>18.2</b>	<b>142,256</b>	<b>10.5</b>	<b>15.8</b>	<b>14.6</b>
Middle	44.9	835	34.8	336,554	24.9	44.8	38.3
Upper	41.1	1,120	46.7	868,926	64.4	39.2	46.6
N/A	0.0	6	0.3	1,969	0.1	0.2	0.4
<b>Total</b>	<b>100</b>	<b>2,396</b>	<b>100</b>	<b>1,349,705</b>	<b>100</b>	<b>100</b>	<b>100</b>

As illustrated above, ESB's distribution of loans to LMI areas outperformed the market aggregate in 2002 and 2003 by 4.4 percentage points (31%) and 2.4 percentage points (15%), respectively, based on number of loans. Based on dollar volume, ESB outperformed the aggregate by 3.7 percentage points (28%) in 2002 but underperformed the aggregate by 4.1 percentage points (28%) in 2003.

During both years of the evaluation period, ESB ranked as one of the leading lenders in LMI areas based on both number and dollar volume of loans. In 2002, the bank's lending in LMI areas placed ESB in the top 10% of all HMDA-reporting lenders based on number of loans and in the top 3% based on dollar volume. During 2003, ESB's lending in LMI areas ranked in the top 10% based on number of loans and in the top 7% based on dollar volume.

#### *Multifamily HMDA-Reportable Lending*

The following table is based on the dollar volume of multifamily HMDA-reportable loans made in LMI areas of select counties within ESB's assessment area. The four counties shown in the table were selected for analysis because they have the highest percentages of multifamily housing in the assessment area: New York (96.4%), Bronx (72.9%), Kings (50.9%), and Queens (39.4%).

Percentage of Multifamily Mortgage Loans in LMI Census Tracts Based on Dollar Volume of Loans				
County	2002		2003	
	LMI-Area Lending		LMI-Area Lending	
	ESB	Aggregate	ESB	Aggregate
Bronx	36.0	79.4	96.1	85.4
Kings	40.9	46.6	37.0	58.2
Queens	40.8	19.4	3.2	28.9
New York	19.1	31.2	0.6	18.1

As illustrated chart, ESB generally originated a lower percentage of its multifamily loans in LMI census tracts compared to the market aggregate. During 2002, the bank surpassed the aggregate's performance only in Queens County. In 2003, ESB outperformed the aggregate's multifamily lending distribution only in Bronx County.

#### *One- to Four-Family HMDA-Reportable Lending*

The following chart summarizes ESB's HMDA-reportable lending on one- to four-family properties in LMI areas. The percentages in the table are based on the number of reportable loans in LMI areas, and are shown only for select counties within the assessment area. The four counties shown in the table were selected for analysis because they have the highest percentages of one- to four-family housing in the assessment area: Suffolk (91.7%), Nassau (89.2%), Westchester (67.9%) and Queens (60.5%).

Percentage of One- to Four-Family Mortgage Loans in LMI Areas Based on Number of Loans				
County	2002		2003	
	LMI-Area Lending		LMI-Area Lending	
	ESB	Aggregate	ESB	Aggregate
Queens	10.6	7.2	14.3	10.0
Westchester	0.7	2.3	1.6	2.2
Nassau	7.9	6.5	5.7	6.6
Suffolk	45.0	20.7	30.5	22.1

As illustrated in the table above, ESB's LMI penetration rate for residential lending exceeds the aggregate's penetration in Queens and Suffolk counties. In Westchester County, ESB underperformed the aggregate in both 2002 and 2003, while in Nassau County the bank outperformed the aggregate in 2002 but underperformed it in 2003.

#### **Borrower Characteristics: "High Satisfactory"**

The distribution of ESB's loans based on borrower income characteristics is good.

Based on ESB's extensive use of no documentation ("no-doc") loan programs, this portion of the Lending Test can only provide a limited profile of the bank's lending performance. To be specific, banks that originate no-doc loans do not consider an applicant's income in

reaching a credit decision, but instead rely on the borrower's initial equity in the property. Since the underwriting decision is made without considering the borrower's income, regulatory reporting guidelines do not require banks to report borrower income information for no-doc loans.

As shown in the table below, ESB's use of no-doc loans has increased steadily since 2000. During the two years of the current evaluation period (2002 and 2003), the bank's use of no-doc loans reached 80.0% and 84.0%, respectively. By comparison, the market aggregate only originated 9.7% of its loans under programs that do not consider income as part of the underwriting decision.

No-Doc Loans as Percentage of HMDA Loans			
Year	Total # of HMDA Loans	No-Doc Loans	
		#	%
2000			53.0
2001			57.5
2002	1,518	1,214	80.0
2003	2,206	1,853	84.0

The following chart summarizes the distribution of ESB's HMDA-reportable loans by borrower income, excluding multifamily loans and one- to four-family mortgage loans for which income data were unavailable. As shown in the table, ESB's lending distribution based on loans for which income data were available surpassed the aggregate by a wide margin during 2002 and was on par with the aggregate during 2003.

Distribution of HMDA Reportable Loans by Borrower Income Level ( <i>Less Multi-family and No Documentation Loans</i> )						
Income Type	2002			2003		
	ESB		Aggregate	ESB		Aggregate
	#	% by #	% by #	#	% by #	% by #
Low	15	4.9	3.8	8	2.3	2.8
Moderate	64	21.1	16.8	49	13.9	13.2
<b>LMI Total</b>	<b>79</b>	<b>26.0</b>	<b>20.6</b>	<b>57</b>	<b>16.1</b>	<b>16.0</b>
Middle	84	27.6	27.9	102	28.9	25.1
Upper	141	46.4	51.5	194	55.0	58.9
<b>Total</b>	<b>304</b>	<b>100.0</b>	<b>100.0</b>	<b>353</b>	<b>100.0</b>	<b>100.0</b>

### Community Development Lending: "Outstanding"

ESB is a leading community development lender and has maintained an excellent level of loans and commitments. For the current evaluation period, the bank has received CRA credit for 161 community development loans totaling \$424.5 million. This amount is approximately 5.0% of total assets (\$9.2 billion) and represents nearly 2.5 times the amount reported at the previous evaluation (\$171.3 million). Please refer to the table below for details about the activity reported during the current evaluation period.

Community Development Loans and Commitments								
	Affordable Housing		Community Services		Revitalize and Stabilize		Total	
	#	\$000	#	\$000	#	\$000	#	\$000
Prior Review	9	104,743	1	723	12	21,862	22	127,328
This Review	139	297,122	0	0	0	0	139	297,122
<b>Total</b>	<b>148</b>	<b>401,865</b>	<b>1</b>	<b>723</b>	<b>12</b>	<b>21,862</b>	<b>161</b>	<b>424,450</b>

Based on the numbers contained in the table above, examiners determined that 94.7% of ESB's total commitments supported affordable housing activities, while 5.2% financed community revitalization and stabilization initiatives in LMI areas. A nominal amount of the bank's community development lending supported community services targeted to LMI individuals.

#### *Credit Enhancement Program*

Approximately 60% of ESB's community development lending activity (21 loans totaling \$254.5 million) relates to a program through which the bank guarantees dividend repayments on affordable housing bonds. In the event that a developer of bond-financed affordable housing defaults, the bank steps in to make payments on the developer's behalf. ESB shares the risk associated with this type of lending with Fannie Mae.

Each of the projects financed by the guaranteed bonds contains a pre-determined percentage of units (20% or greater) set aside for low- income tenants. Since at least 20% of the bond's proceeds will support affordable housing, ESB has been given CRA credit for 20% of each guaranteed bonds' face value. Many of the financed projects were approved by the New York City Housing Development Corporation under its "80/20" affordable housing program.

#### *Multifamily Housing Loans*

The regulatory definition of "community development loan" includes multifamily HMDA-reportable mortgage loans that finance affordable housing for LMI individuals. When these loans are originated in LMI census tracts, they help a bank's lending performance under the Geographic Distribution criterion. Unlike other loans, however, multifamily loans can be counted a second time in a CRA performance evaluation if they also happen to support affordable housing.

During the evaluation period, ESB originated 121 multifamily loans, totaling \$47.1 million, in LMI census tracts inside the assessment area. Based on a sampling of these loans and a review of the underlying properties' rent rolls, examiners determined that these multifamily loans finance affordable housing. As a result, these 121 multifamily loans are included as community development loans.

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## *Collaborative Lending Initiatives*

ESB maintains strong relationships with two major non-profit organizations: Community Preservation Corporation and Neighborhood Housing Services of New York City. Examples of ESB's lending-related interaction with these two organizations are provided below:

- Community Preservation Corporation ("CPC"): ESB has a commitment to finance \$7.3 million of CPC's proprietary Revolving Credit Facility. This facility provides financing to help CPC develop, preserve and improve affordable housing for LMI individuals in New York City and the surrounding metropolitan area.

Under a previous agreement that traces back to 1999, ESB made an \$18 million commitment to support CPC's Parkchester Preservation Project. In 2002, this commitment converted to a construction loan as part of an overall, multi-lender financing package totaling more than \$120 million. Upon completion, the project will have substantially renovated a 35-building apartment complex and preserved critically needed affordable housing in Bronx County.

- Neighborhood Housing Services of New York City ("NHS"): ESB participates in NHS's \$7.5 million Multifamily/Mixed-Use Loan Program via a \$500 thousand revolving line of credit. This program finances affordable housing rehabilitation and construction loans, including construction and permanent financing for multifamily rental properties that serve LMI individuals in LMI neighborhoods.

In 2002, ESB originated a \$200 thousand revolving line of credit for NHS's Closing Assistance Support for Homebuyers ("CASH") program. This line of credit, which is part of a \$2 million multi-bank facility, allows NHS to lend money for closing costs to home buyers who qualify for a one- to four-family residential mortgage but who need financial assistance to cover their closing costs.

## **Innovative or Flexible Lending Practices**

ESB routinely makes use of innovative and/or flexible lending practices in serving the credit needs of its assessment area.

As part of its "Affordable Home Ownership Program," ESB and its subsidiaries offer non-conventional loans that are retained in their portfolios. ESB also offers loans that conform to flexible underwriting standards used by Fannie Mae, Freddie Mac and the State of New York Mortgage Agency ("SONYMA") and sells these loans into the secondary market.

The following paragraphs provide brief descriptions of special loan programs that resulted in loan originations by ESB or its subsidiaries during the evaluation period:

- Reduced Pricing Pool: ESB maintains a reduced-pricing loan pool that provides an opportunity for the bank's lenders to make loans at preferred interest rates as a way of remaining competitive with other lenders. Money from the pool may be blended with

residential mortgage products and a waiver of application, credit, and appraisal fees for properties in LMI tracts.

- **Fannie Mae Community Home Buyers Program (“CHBP”)**: The CHBP provides flexible underwriting criteria for conforming fixed-rate mortgages to borrowers whose income is below the area’s median family income level. The program offers higher loan-to-value financing (95%) and relaxed underwriting ratios compared to conventional products. In addition, closing cost assistance and alternate credit references are permitted. Furthermore, the CHBP includes an educational component that covers topics such as home ownership planning, the home buying process and home repair or remodeling.
- **Fannie Mae Fixed Rate Co-op Product**: This product allows high loan-to-value ratios and more flexible occupancy requirements.
- **SONYMA’s Low-Interest Rate and Achieving the Dream Mortgages**: ESB offers these two specially designed products for first-time homebuyers through the State of New York Mortgage Agency. SONYMA uses its access to low cost funding to provide participating lenders with a secondary market for low downpayment (3%), below market rate loans for low-income borrowers who have completed an approved home buyer education program. SONYMA also administers a mortgage insurance program through which it guarantees mortgage payments on higher risk construction and rehabilitation properties.

ESB’s lending activity under each of the programs identified above is summarized in the table below.

<b>ESB's "Affordable Home Ownership Program" Originations</b>										
<i>Year</i>	SONYMA		Fannie Mae Community Home Buyers Program		Fannie Mae Co-op Program		ESB Reduced Pricing Pool		All Loan Products	
	#	\$000	#	\$000	#	\$000	#	\$000	#	\$000
2002	2	222	0	0	102	11,121	11	904	115	12,247
2003	2	389	6	1,262	133	16,644	8	720	149	19,015
<b>Total</b>	<b>4</b>	<b>611</b>	<b>6</b>	<b>1,262</b>	<b>235</b>	<b>27,765</b>	<b>19</b>	<b>1,624</b>	<b>264</b>	<b>31,262</b>

At the prior examination, ESB reported 172 affordable home ownership loans totaling \$15.2 million. These totals include 147 loans (85.5%) and \$12.2 million (79.9%) in Fannie Mae Co-op loans, the bank’s most active loan program for affordable housing.

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## II. Investment Test: “High Satisfactory”

*The Investment Test evaluates a 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 innovation and/or complexity, their responsiveness to community development needs, and the degree to which the investments are not routinely provided by private investors.*

ESB has a significant volume of qualified investments, including a high level of grants. ESB occasionally takes a leadership position with its investment activities and occasionally makes investments not routinely provided by private investors. In addition, ESB sometimes uses innovative or complex investments to support community development initiatives.

ESB's qualified investments for the current evaluation period total \$21.9 million, including \$2.4 million (11.0%) in “new money.” This total also includes \$1.2 million (5.5%) that ESB distributed through more than 1,000 grants to community development programs. The following chart summarizes ESB's qualified investments:

Summary of Qualified Investment Commitments (\$ in Thousands)					
Investment	#	Dollar Commitment	Commitment as % of Total	New Dollar Commitment (This Exam)	Outstanding Dollars (as of 12/31/03)
CPC Collateral Trust Notes	1	\$9,850	45.0	\$0	\$4,416
CPC Securitized Loan Pools (FHLMC)	1	\$6,668	30.5	\$0	\$6,257
ECC (SBIC)	1	\$3,000	13.7	\$0	\$3,000
CPC Securitized Loan Pools (FNMA)	1	\$1,019	4.7	\$1,019	\$1,007
CCB Certificate of Deposit	1	\$100	0.5	\$100	\$100
Grants	1,020	\$1,235	5.6	\$1,235	\$1,235
<b>Total</b>	<b>1,025</b>	<b>\$21,872</b>	<b>100.0</b>	<b>\$2,354</b>	<b>\$16,015</b>

Some of the bank's most noteworthy investments are described below:

- Community Preservation Corporation (“CPC”) Collateral Trust Notes: CPC is a lending consortium that makes construction and permanent loans to finance the creation, rehabilitation and preservation of affordable housing throughout New York State. As of the evaluation date, ESB had a \$9.9 million commitment to CPC for collateral trust notes.

In 2001, CPC entered into a swap and securitization of \$56.5 million in Collateral Trust Mortgage Participation Certificates with Freddie Mac. These certificates are backed by CPC originated mortgages to LMI individuals and were issued to “free up” funds, thus enabling the CPC to make new loans. The bank purchased \$6.7 million of this investment and as of December 31, 2003, ESB's outstanding balance was \$6.3 million. This security is backed by mortgages for affordable multifamily housing projects

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previously financed by CPC. These projects are located throughout New York State, including many within the bank's assessment area.

In 2003, the bank purchased \$1 million in securities formed from CPC's originated loans. The transaction was undertaken to free up cash to enable CPC to make new loans. The loan pool was comprised of Fannie Mae mortgages for affordable multifamily housing projects previously financed by CPC.

- Emigrant Capital Corporation ("ECC"): ECC is a Small Business Investment Corporation that ESB capitalized in 1999 with \$10 million. The bank's equity investment entailed the purchase of an on-line company's stock. The company is located in a moderate-income census tract.
- Community Capital Bank Certificates of Deposit: ESB has a \$100 thousand certificate of deposit with Community Capital Bank ("CCB"). CCB is a Brooklyn-based community development financial institution ("CDFI") that focuses on financing affordable housing and small business development throughout New York City.
- Scholarship Fund: ESB established a scholarship fund in collaboration with a consortium of community-oriented business and education leaders. The fund awards \$1 thousand scholarships to LMI students for use towards higher education. ESB endows and administers the scholarship program, and the bank's CRA Officer serves as the Chairman of the fund's board. During the review period, 55 students received \$1 thousand scholarships.

### **III. Service Test: "Outstanding"**

*The Service Test evaluates a 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:** "Outstanding"

#### ***Accessibility of Delivery Systems***

ESB's retail banking systems are readily accessible to all portions of the bank's assessment area. Twenty (55.6%) of the bank's 36 branches are located within or adjacent to LMI census tracts. The table below provides a county-by-county summary of the distribution of ESB's retail branches across geographies of different income levels:

Distribution of Branches by Tract Income Level as of 12/31/03											
County	Tract Income Level (2000 Census)					Branches by County		LMI Branches			
	Low	Moderate	Middle	Upper	N/A	#	% of Total ESB Branches	#	LMI Branches as % of County Total	Branches Adjacent to LMI Areas	% Within or Next to LMI Areas
New York	0	0	1	10	1	12	33.3	0.0	0.0	6	50.0
Bronx	3	1	1	0	0	5	13.9	4.0	80.0	0	80.0
Queens	0	1	2	2	0	5	13.9	1.0	20.0	1	40.0
Kings	0	0	3	0	0	3	8.3	0.0	0.0	2	66.7
Westchester	0	1	0	2	0	3	8.3	1.0	33.3	0	33.3
Nassau	0	0	6	1	0	7	19.4	0.0	0.0	5	71.4
Suffolk	0	0	1	0	0	1	2.8	0.0	0.0	0	0.0
<b>Total</b>	<b>3</b>	<b>3</b>	<b>14</b>	<b>15</b>	<b>1</b>	<b>36</b>	<b>100.0</b>	<b>6.0</b>	<b>16.7</b>	<b>14</b>	<b>55.6</b>

All of ESB's branches have Spanish-speaking staff. In addition, the bank's branch at 105 Second Avenue in Manhattan employs staff conversant in Russian and Polish.

### Alternative Delivery Systems

As a supplement to its brick-and-mortar branch network, ESB offers a network of automated teller machines, bank-by-phone and bank-by-mail services, and internet-based banking.

- Automated Teller Machines ("ATMs"): ESB operates 43 ATMs at 29 branch locations, as well as six off-site ATMs at four remote locations in Nassau, New York, and Westchester Counties. All six of ESB's LMI-area branches have ATMs and three of those branches feature 24-hour ATM access.
- Bank-by-Mail and Bank-by-Phone: ESB's bank-by-phone ("PhoneAccess") and bank-by-mail services are available through each branch including the main office.
- On-line Banking: Using the bank's "EmigrantOnline" service, customers can pay bills electronically from their home computers. In addition, the bank's website ([www.emigrant.com](http://www.emigrant.com)) allows customers to make account inquiries.

### Basic Banking Account

ESB offers a Basic Banking account that has terms more advantageous to the consumer than is mandated by NYS regulation. The bank markets this account using individual fliers and prominent advertising in all branch lobbies. The bank's basic checking account allows customers to make up to 12 free withdrawals per statement cycle, as opposed to the minimum of eight withdrawals required by NYS regulations. As of the evaluation date, ESB had more than 7.9 thousand basic banking accounts on file, with combined balances of more than \$9.2 million on deposit. The average balance of \$1.2 thousand per account suggests that this product is serving the banking needs of LMI individuals.

**Changes in Branch Locations**

Since ESB has not opened or closed any branches during the evaluation period, the bank’s record of modifying its branch network has not adversely affected the accessibility of its delivery systems. The only network adjustment during the evaluation period involved the 2002 relocation of an existing branch to a new space within the same census tract.

**Reasonableness of Business Hours and Services-** The bank’s services do not vary in a way that inconveniences any particular portion of the assessment area.

Retail banking services are available to all segments of the assessment area, including LMI areas. All offices open between 8:30AM and 10:00AM. Regular closing hours are 3:00 PM at most branches; however, two branches routinely remain open until 4:00PM.

As illustrated in the table below, ESB’s branches in LMI areas offer hours and services that are comparable, if not superior, to those offered at the bank’s non-LMI locations. All branches offer the same basic products and services, with the exception of safe deposit boxes that are offered in more residential areas.

Retail Banking Service Availability								
Services	30 Branches in Non-LMI Tracts				6 Branches in LMI Tracts			
	Offered	%	Not Offered	%	Offered	%	Not Offered	%
ATMs	23	76.7	7	23.3	6	100.0	-	-
Extended Weekday Hrs.	29	96.7	1	3.3	6	100.0	-	-
Saturday Hours	21	70.0	9	30.0	5	83.3	1	16.7
Safe Deposit Boxes	14	46.7	16	53.3	5	83.3	1	16.7

**Community Development Services: “Outstanding”**

The bank is a leader in providing community development services within its assessment area.

The bank participates in a variety of supervised service programs tailored by branch managers to meet the needs of the community. For example, the bank’s East Village branch participates in a program established in collaboration with the Human Resources Administration of New York City to help people recovering from substance abuse regain their financial independence. The program assists individuals with financial management issues and opening savings accounts.

ESB implemented a formalized training program to enhance access to retail banking services for disabled customers. A professional company that specializes in the Americans

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with Disabilities Act conducted “Disability Sensitivity” training as a division-wide initiative for ESB’s customer service personnel. In addition, the bank’s training curriculum was updated to ensure that all newly hired customer service representatives are trained in this area. Evidence of the bank’s commitment to this initiative can be seen in two branch-based programs. First, a branch in Manhattan provides technical assistance to local residents who are visually impaired. Customers from the local Associated Blind Residents building receive assistance with individualized banking services and personal bill paying. These customers also receive fee waivers for teller check preparation. Second, a similar program is in place at a branch in Suffolk County, where staff members help residents of a local group home with their banking needs. The participants in this program are not charged fees for the additional assistance provided.

The bank’s subsidiary, Emigrant Mortgage Company, has a Community Lending Team to generate residential mortgage applications in LMI areas and from LMI borrowers. Activities undertaken by the team include mortgage seminars, branch open houses, trade shows, community events and street fairs. The events provide an opportunity for the bank to assess the area’s credit needs, disseminate financial information, and provide financial education for attendees. Through this group, the bank participated in 123 events during the evaluation period. Some of the organizations with which EMC’s team met include:

- Asian Americans for Equality
- Banana Kelly Community Improvement
- Haitian-American Tri-State Chamber of Commerce, Inc.
- Harlem Congregation for Community Improvement,
- Los Sures Local Development Corporation.
- Neighbors Helping Neighbors, Inc.
- South Bronx Overall Economic Development Corporation.

The bank also has continued its participation in a program administered by the Futures in Education Foundation (“FIEF”). FIEF’s mission is to provide affordable alternative education to needy families in the Diocese of Brooklyn and Queens. ESB joined this program in 1995 by adopting a school whose students come primarily from LMI families. The program includes a commitment by ESB to provide significant financial assistance and hands-on support. As part of its commitment, ESB arranged and financed major renovations at the school to improve the learning environment. In 1999, the Bank adopted a second school and has since completed structural improvements there as well.

ESB commenced an innovative marketing initiative in 2002 called “Building the Future One Life at a Time.” The bank is the underwriting sponsor of this public/private alliance of celebrities, businesses and civic organizations that have come together to assist needy children. Through the initiative, ESB supports three program partners: Communities in Schools New York, Mentoring USA, and the City of New York Parks & Recreation Department. These organizations bring a wide range of services and resources to more than 70 schools, parks and community centers. As part of their accomplishments, the bank

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and its partners played a vital role in providing a comprehensive support mechanism for at-risk children.

Since 1996, the bank has participated in a corporate partnership with Big Brothers/Big Sisters. The program provides a structured opportunity for ESB employees to serve as role models and mentors to youths from a low-income neighborhoods in Manhattan. The bank's active involvement includes providing financial and technical support for the partnership.

ESB is a major participant in the activities and programs of Neighborhood Housing Services of New York City ("NHS"). For example, Emigrant Mortgage Company's Community Lending Team provides financial literacy counseling in collaboration with NHS's local offices. Established in 1981, NHS provides neighborhood assistance to revitalize the five counties within New York City.

Through its subsidiary, APF, the bank has provided technical assistance in connection with the evaluation of "80/20" multifamily rental housing projects that benefit LMI individuals. To be specific, APF has worked with developers throughout the entire development phase. For example, during the pre-construction phase, APF helped affordable housing developers obtain letters of credit and construction financing to begin development. Once the projects were complete, APF also helps the developers obtain low-cost, long-term financing.

During the evaluation period, ESB sponsored the financial literacy efforts of the Community Home Purchase Process Initiative ("CHIPPI"), a consortium of thrift institutions formed to promote financial literacy among prospective mortgage applicants. Through this initiative, the bank participated in or helped fund various home buying expositions that were opened to participants for free.

The bank also participates with other financial institutions through various lending consortia to finance projects requiring complex, layered funding. The largest of ESB's commitments in this regard involves Community Preservation Corporation ("CPC"), as previously described. By way of technical assistance, a senior vice president of the bank sits on CPC's board of directors and its loan committee.

ESB's management and employees have shared their financial expertise with various community development organizations, government-related entities, and small business organizations, including:

- Bronx Council for Economic Development
- Brooklyn Sisters of Mercy of the Americas
- Caribbean American Chamber of Commerce
- New York State Association for Affordable Housing
- Second Avenue Merchant's Association
- South Bronx Overall Economic Development Corporation
- Midwood Development Association

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#### **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 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 examination was conducted concurrently with this evaluation and has found satisfactory adherence to antidiscrimination and 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.**

ESB determines community credit needs by consulting with prospective mortgage applicants and by conducting ongoing outreach with community-based organizations, municipal and state officials and various financial intermediaries.

**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.**

ESB's targeted marketing and advertising programs focus on print advertising. The bank uses local neighborhood and ethnic print media, church bulletins and community-based organization journals to reach consumers within its market area. The bank also sends direct mailings to account holders and provides signage and "take one" brochures in its branches.

ESB consistently advertises in a range of publications to reach LMI individuals, minority neighborhoods, and other local interests. Some of the local print media employed by the bank in promoting its affordable home ownership products include: *USA of ACORN*, *Caribbean Life*, *The New York Beacon*, *The Amsterdam News*, *Hoy*, *El Diario*, and *Black Star News*.

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**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 board of directors oversees all aspects of the bank's CRA program. Several board members are also executive managers involved with the daily operations of the bank. In this capacity, they review CRA matters regarding new and existing loan products as well as CRA investments.

The bank maintains a formal CRA Department and a standing CRA Committee comprised of senior or executive managers, including the President and Chief Executive Officer. The CRA Committee includes representatives of various departments and subsidiaries, and meets on a regular basis to oversee compliance with and performance under the CRA. At each meeting, one of the bank's two CRA Officers presents a report analyzing ESB's *Affordable Home Ownership Program*, LMI penetration levels and community outreach efforts. In addition to the standing CRA Committee, ESB has created a one- to four-family residential mortgage unit to facilitate the bank's affordable housing efforts.

ESB also maintains a comprehensive CRA Operating Statement that is approved annually by the board of directors. Furthermore, the bank conducts routine self-assessments to monitor and document the bank's CRA performance.

## **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.**

In addition to the community development grants noted above, the bank donated over \$762 thousand in other grants to various charities and educational associations during the review period.

**HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2002**

**GEOGRAPHY INCOME LEVEL DISTRIBUTION -- NUMBER OF LOANS**

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	0	0.00	0	0.00	2	0.00	0	0.00	0	0.00	0	0.00	2	0.00
	moderate	12	12.00	1,277	7.65	7	4.96	2,468	6.02	0	0.00	15	22.39	19	7.76	3,760	6.51
	middle	53	53.00	11,244	67.39	75	53.19	28,735	70.10	4	100.00	47	70.15	136	55.51	40,026	69.32
	upper	35	35.00	4,164	24.96	59	41.84	9,781	23.86	0	0.00	5	7.46	94	38.37	13,950	24.16
	zero & NAs	0	0.00	1	0.01	0	0.00	3	0.01	0	0.00	0	0.00	0	0.00	4	0.01
	<b>14.2 total</b>	<b>100</b>	<b>100.00</b>	<b>16,686</b>	<b>100.00</b>	<b>141</b>	<b>100.00</b>	<b>40,989</b>	<b>100.00</b>	<b>4</b>	<b>100.00</b>	<b>67</b>	<b>100.00</b>	<b>245</b>	<b>100.00</b>	<b>57,742</b>	<b>100.00</b>
Suffolk	low	0	0.00	23	0.10	1	0.92	42	0.07	0	0.00	0	0.00	1	0.38	65	0.08
	moderate	81	52.94	5,629	24.57	36	33.03	11,236	19.13	0	0.00	21	42.00	117	44.32	16,886	20.67
	middle	57	37.25	14,818	64.67	53	48.62	40,301	68.62	2	100.00	26	52.00	112	42.42	55,145	67.50
	upper	15	9.80	2,422	10.57	19	17.43	7,101	12.09	0	0.00	3	6.00	34	12.88	9,526	11.66
	zero & NAs	0	0.00	21	0.09	0	0.00	51	0.09	0	0.00	0	0.00	0	0.00	72	0.09
	<b>15.3 total</b>	<b>153</b>	<b>100.00</b>	<b>22,913</b>	<b>100.00</b>	<b>109</b>	<b>100.00</b>	<b>58,731</b>	<b>100.00</b>	<b>2</b>	<b>100.00</b>	<b>50</b>	<b>100.00</b>	<b>264</b>	<b>100.00</b>	<b>81,694</b>	<b>100.00</b>
MSA 5380	low	0	0.00	23	0.06	1	0.40	44	0.04	0	0.00	0	0.00	1	0.20	67	0.05
	moderate	93	36.76	6,906	17.44	43	17.20	13,704	13.74	0	0.00	36	30.77	136	26.72	20,646	14.81
	middle	110	43.48	26,062	65.81	128	51.20	69,036	69.23	6	100.00	73	62.39	248	48.72	95,171	68.25
	upper	50	19.76	6,586	16.63	78	31.20	16,882	16.93	0	0.00	8	6.84	126	25.15	23,476	16.84
	zero & NAs	0	0.00	22	0.06	0	0.00	54	0.05	0	0.00	0	0.00	0	0.00	76	0.05
	<b>29.6 total</b>	<b>253</b>	<b>100.00</b>	<b>39,599</b>	<b>100.00</b>	<b>250</b>	<b>100.00</b>	<b>99,720</b>	<b>100.00</b>	<b>6</b>	<b>100.00</b>	<b>117</b>	<b>100.00</b>	<b>509</b>	<b>100.00</b>	<b>139,436</b>	<b>100.00</b>
Bronx	low	2	6.67	702	16.40	5	12.82	601	10.09	3	27.27	176	43.78	10	12.50	1,479	13.90
	moderate	5	16.67	554	12.94	4	10.26	771	12.95	2	18.18	127	31.59	11	13.75	1,452	13.65
	middle	13	43.33	1,570	36.67	9	23.08	2,205	37.03	4	36.36	78	19.40	26	32.50	3,853	36.22
	upper	10	33.33	1,450	33.87	21	53.85	2,370	39.81	1	9.09	20	4.98	32	40.00	8,840	36.10
	zero & NAs	0	0.00	5	0.12	0	0.00	7	0.12	0	0.00	1	0.25	0	0.00	13	0.12
	<b>4.6 total</b>	<b>30</b>	<b>100.00</b>	<b>4,281</b>	<b>100.00</b>	<b>39</b>	<b>100.00</b>	<b>5,954</b>	<b>100.00</b>	<b>11</b>	<b>100.00</b>	<b>402</b>	<b>100.00</b>	<b>80</b>	<b>100.00</b>	<b>10,637</b>	<b>100.00</b>
Kings	low	5	6.94	1,630	12.00	2	2.06	1,271	6.68	4	5.41	215	17.34	11	4.53	3,116	9.21
	moderate	17	23.61	3,051	22.46	23	23.71	4,326	22.74	34	45.95	482	38.87	74	30.45	7,859	23.22
	middle	30	41.67	5,660	41.66	37	38.14	7,975	41.92	22	29.73	431	34.76	89	36.63	14,066	41.56
	upper	19	26.39	3,209	23.62	35	36.08	5,394	28.35	14	18.92	111	8.95	68	27.98	24,174	25.74
	zero & NAs	1	1.39	35	0.26	0	0.00	58	0.30	0	0.00	1	0.08	1	0.41	94	0.28
	<b>14.1 total</b>	<b>72</b>	<b>100.00</b>	<b>13,585</b>	<b>100.00</b>	<b>97</b>	<b>100.00</b>	<b>19,024</b>	<b>100.00</b>	<b>74</b>	<b>100.00</b>	<b>1,240</b>	<b>100.00</b>	<b>243</b>	<b>100.00</b>	<b>33,849</b>	<b>100.00</b>
New York	low	0	0.00	507	4.31	3	1.23	277	1.89	3	3.53	150	15.20	6	1.31	934	3.41
	moderate	7	5.38	732	6.22	12	4.94	747	5.10	13	15.29	244	24.72	32	6.99	1,723	6.29
	middle	13	10.00	946	8.04	18	7.41	1,053	7.18	5	5.88	109	11.04	36	7.86	2,108	7.69
	upper	110	84.62	9,557	81.21	210	86.42	12,565	85.73	64	75.29	480	48.63	384	83.84	22,602	82.45
	zero & NAs	0	0.00	26	0.22	0	0.00	15	0.10	0	0.00	4	0.41	0	0.00	45	0.16
	<b>26.6 total</b>	<b>130</b>	<b>100.00</b>	<b>11,768</b>	<b>100.00</b>	<b>243</b>	<b>100.00</b>	<b>14,657</b>	<b>100.00</b>	<b>85</b>	<b>100.00</b>	<b>987</b>	<b>100.00</b>	<b>458</b>	<b>100.00</b>	<b>27,412</b>	<b>100.00</b>
Queens	low	0	0.00	91	0.48	0	0.00	119	0.46	0	0.00	1	0.21	0	0.00	211	0.46
	moderate	26	15.85	1,400	7.35	2	1.98	1,621	6.21	9	37.50	135	28.42	37	12.80	3,156	6.92
	middle	80	48.78	9,150	48.04	50	49.50	21,412	82.06	9	37.50	280	58.95	139	48.10	30,842	67.61
	upper	58	35.37	8,375	43.97	49	48.51	11,909	45.64	6	25.00	59	12.42	113	39.10	20,343	44.60
	zero & NAs	0	0.00	32	0.17	0	0.00	32	0.12	0	0.00	0	0.00	0	0.00	64	0.14
	<b>16.8 total</b>	<b>164</b>	<b>100.00</b>	<b>19,048</b>	<b>100.00</b>	<b>101</b>	<b>100.00</b>	<b>26,093</b>	<b>100.00</b>	<b>24</b>	<b>100.00</b>	<b>475</b>	<b>100.00</b>	<b>289</b>	<b>100.00</b>	<b>45,616</b>	<b>100.00</b>
Westchester	low	0	0.00	32	0.26	0	0.00	21	0.09	0	0.00	1	0.70	0	0.00	54	0.15
	moderate	0	0.00	334	2.71	1	1.30	409	1.80	1	25.00	29	20.28	2	1.40	772	2.19
	middle	5	8.06	1,234	10.02	1	1.30	1,611	7.07	3	75.00	56	39.16	9	6.29	2,901	8.23
	upper	57	91.94	10,718	87.00	75	97.40	20,737	91.03	0	0.00	57	39.86	132	92.31	31,512	89.42
	zero & NAs	0	0.00	1	0.01	0	0.00	2	0.01	0	0.00	0	0.00	0	0.00	3	0.01
	<b>8.3 total</b>	<b>62</b>	<b>100.00</b>	<b>12,319</b>	<b>100.00</b>	<b>77</b>	<b>100.00</b>	<b>22,780</b>	<b>100.00</b>	<b>4</b>	<b>100.00</b>	<b>143</b>	<b>100.00</b>	<b>143</b>	<b>100.00</b>	<b>35,242</b>	<b>100.00</b>
MSA 5600*	low	7	1.53	2,962	4.86	10	1.80	2,289	2.59	10	5.05	543	16.72	27	2.23	5,794	3.79
	moderate	55	12.01	6,071	9.95	42	7.54	7,874	8.90	59	29.80	1,017	31.32	156	12.86	14,962	9.79
	middle	141	30.79	18,560	30.43	115	20.65	34,256	38.70	43	21.72	954	29.38	299	24.65	53,770	35.20
	upper	254	55.46	33,309	54.60	390	70.02	52,975	59.85	85	42.93	727	22.39	729	60.10	87,011	56.96
	zero & NAs	1	0.22	99	0.16	0	0.00	114	0.13	0	0.00	6	0.18	1	0.08	219	0.14
	<b>70.4 total</b>	<b>458</b>	<b>100.00</b>	<b>61,001</b>	<b>100.00</b>	<b>557</b>	<b>100.00</b>	<b>88,508</b>	<b>100.00</b>	<b>198</b>	<b>100.00</b>	<b>3,247</b>	<b>100.00</b>	<b>1,213</b>	<b>100.00</b>	<b>152,756</b>	<b>100.00</b>
A/A Total	low	7	0.98	2,985	2.97	11	1.36	2,333	1.24	10	4.90	543	16.14	28	1.63	5,861	2.01
	moderate	148	20.82	12,977	12.90	85	10.53	21,578	11.46	59	28.92	1,053	31.30	292	16.96	35,608	12.19
	middle	251	35.30	44,622	44.36	243	30.11	103,292	54.88	49	24.02	1,027	30.53	547	31.77	148,941	50.97
	upper	304	42.76	39,895	39.66	468	57.99	69,857	37.11	85	41.67	735	21.85	857	49.77	110,487	37.81
	zero & NAs	1	0.14	121	0.12	0	0.00	168	0.09	0	0.00	6	0.18	1	0.06	292	0.10
	<b>100.0 total</b>	<b>711</b>	<b>100.00</b>	<b>100,600</b>	<b>100.00</b>	<b>807</b>	<b>100.00</b>	<b>188,228</b>	<b>100.00</b>	<b>204</b>	<b>100.00</b>	<b>3,364</b>	<b>100.00</b>	<b>1,722</b>	<b>100.00</b>	<b>292,195</b>	<b>100.00</b>

\* 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 2003**  
**GEOGRAPHY INCOME LEVEL DISTRIBUTION -- NUMBER OF LOANS**

County/Area % of Total A/A Loans	Geography Income Level	Home Purchase				Refinancing				Multifamily				Total	
		Bank #	Bank %	Agg. #	Agg. %	Bank #	Bank %	Agg. #	Agg. %	Bank #	Bank %	Agg. #	Agg. %	Bank #	Bank %
Nassau	low	0	0.00	71	0.41	1	0.43	154	0.25	0	0.00	3	5.36	1	0.31
	moderate	3	3.61	1,330	7.66	14	6.03	3,587	5.91	0	0.00	8	14.29	17	5.30
	middle	51	61.45	11,809	68.02	131	56.47	42,067	69.30	5	83.33	39	69.64	187	58.26
	upper	29	34.94	4,151	23.91	86	37.07	14,899	24.54	1	16.67	6	10.71	116	36.14
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
<b>13.4</b>	<b>total</b>	<b>83</b>	<b>100.00</b>	<b>17,361</b>	<b>100.00</b>	<b>232</b>	<b>100.00</b>	<b>60,707</b>	<b>100.00</b>	<b>6</b>	<b>100.00</b>	<b>56</b>	<b>100.00</b>	<b>321</b>	<b>100.00</b>
Suffolk	low	0	0.00	122	0.49	0	0.00	237	0.27	0	0.00	0	0.00	0	0.00
	moderate	53	35.10	6,650	26.72	62	27.43	17,648	20.40	0	0.00	9	19.57	115	30.42
	middle	79	52.32	14,789	59.42	131	57.96	55,736	64.41	1	100.00	34	73.91	211	55.82
	upper	19	12.58	3,327	13.37	33	14.60	12,908	14.92	0	0.00	3	6.52	52	13.76
	zero & NAs	0	0.00	0	0.00	0	0.00	1	0.00	0	0.00	0	0.00	0	0.00
<b>15.8</b>	<b>total</b>	<b>151</b>	<b>100.00</b>	<b>24,888</b>	<b>100.00</b>	<b>226</b>	<b>100.00</b>	<b>86,530</b>	<b>100.00</b>	<b>1</b>	<b>100.00</b>	<b>46</b>	<b>100.00</b>	<b>378</b>	<b>100.00</b>
MSA 5380	low	0	0.00	193	0.46	1	0.22	391	0.27	0	0.00	3	2.94	1	0.14
	moderate	56	23.93	7,980	18.89	76	16.59	21,235	14.42	0	0.00	17	16.67	132	18.88
	middle	130	55.56	26,598	62.96	262	57.21	97,803	66.43	6	85.71	73	71.57	398	56.94
	upper	48	20.51	7,478	17.70	119	25.98	27,807	18.89	1	14.29	9	8.82	168	24.03
	zero & NAs	0	0.00	0	0.00	0	0.00	1	0.00	0	0.00	0	0.00	0	0.00
<b>29.2</b>	<b>total</b>	<b>234</b>	<b>100.00</b>	<b>42,249</b>	<b>100.00</b>	<b>458</b>	<b>100.00</b>	<b>147,237</b>	<b>100.00</b>	<b>7</b>	<b>100.00</b>	<b>102</b>	<b>100.00</b>	<b>699</b>	<b>100.00</b>
Bronx	low	9	20.93	660	12.77	4	7.27	937	9.70	5	50.00	217	40.56	18	16.67
	moderate	13	30.23	1,345	26.03	10	18.18	2,052	21.24	2	20.00	236	44.11	25	23.15
	middle	13	30.23	1,570	30.39	16	29.09	3,250	33.64	3	30.00	64	11.96	32	29.63
	upper	8	18.60	1,586	30.69	25	45.45	3,410	35.30	0	0.00	16	2.99	33	30.56
	zero & NAs	0	0.00	6	0.12	0	0.00	11	0.11	0	0.00	2	0.37	0	0.00
<b>4.5</b>	<b>total</b>	<b>43</b>	<b>100.00</b>	<b>5,167</b>	<b>100.00</b>	<b>55</b>	<b>100.00</b>	<b>9,660</b>	<b>100.00</b>	<b>10</b>	<b>100.00</b>	<b>535</b>	<b>100.00</b>	<b>108</b>	<b>100.00</b>
Kings	low	7	6.54	1,231	8.16	11	4.91	1,662	5.21	6	7.79	193	14.76	24	5.88
	moderate	34	31.78	4,654	30.86	53	23.66	9,032	28.33	25	32.47	637	48.70	112	27.45
	middle	34	31.78	4,998	33.14	82	36.61	11,077	34.74	17	22.08	315	24.08	133	32.60
	upper	32	29.91	4,157	27.56	78	34.82	1,020	3.20	29	37.66	160	12.23	139	34.07
	zero & NAs	0	0.00	42	0.28	0	0.00	96	0.30	0	0.00	3	0.23	0	0.00
<b>17.0</b>	<b>total</b>	<b>107</b>	<b>100.00</b>	<b>15,082</b>	<b>100.00</b>	<b>224</b>	<b>100.00</b>	<b>31,887</b>	<b>100.00</b>	<b>77</b>	<b>100.00</b>	<b>1,308</b>	<b>100.00</b>	<b>408</b>	<b>100.00</b>
New York	low	2	1.22	310	2.29	2	0.78	295	1.24	4	7.02	97	8.67	8	1.67
	moderate	4	2.44	956	7.07	24	9.30	1,456	6.13	3	5.26	252	22.52	31	6.47
	middle	12	7.32	813	6.01	12	4.65	994	4.19	4	7.02	129	11.53	28	5.85
	upper	145	88.41	11,293	83.51	215	83.33	20,653	86.96	46	80.70	632	56.48	406	84.76
	zero & NAs	1	0.61	151	1.12	5	1.94	351	1.48	0	0.00	9	0.80	6	1.25
<b>20.0</b>	<b>total</b>	<b>164</b>	<b>100.00</b>	<b>13,523</b>	<b>100.00</b>	<b>258</b>	<b>100.00</b>	<b>23,749</b>	<b>100.00</b>	<b>57</b>	<b>100.00</b>	<b>1,119</b>	<b>100.00</b>	<b>479</b>	<b>100.00</b>
Queens	low	0	0.00	128	0.60	0	0.00	149	0.36	0	0.00	1	0.20	0	0.00
	moderate	34	15.74	2,351	11.09	33	13.04	3,692	8.85	12	40.00	179	36.02	79	15.83
	middle	106	49.07	9,760	46.04	106	41.90	18,274	43.80	15	50.00	268	53.92	227	45.49
	upper	76	35.19	8,935	42.15	114	45.06	19,568	46.90	3	10.00	49	9.86	193	38.68
	zero & NAs	0	0.00	23	0.11	0	0.00	37	0.09	0	0.00	0	0.00	0	0.00
<b>20.9</b>	<b>total</b>	<b>216</b>	<b>100.00</b>	<b>21,197</b>	<b>100.00</b>	<b>253</b>	<b>100.00</b>	<b>41,720</b>	<b>100.00</b>	<b>30</b>	<b>100.00</b>	<b>497</b>	<b>100.00</b>	<b>499</b>	<b>100.00</b>
Westchester	low	0	0.00	29	0.23	0	0.00	29	0.08	0	0.00	6	2.80	0	0.00
	moderate	0	0.00	339	2.70	3	2.34	660	1.87	1	11.11	49	22.90	4	2.00
	middle	8	12.70	1,438	11.47	6	4.69	2,994	8.50	3	33.33	71	33.18	17	8.50
	upper	55	87.30	10,726	85.52	119	92.97	31,531	89.51	5	55.56	88	41.12	179	89.50
	zero & NAs	0	0.00	10	0.08	0	0.00	14	0.04	0	0.00	0	0.00	0	0.00
<b>8.4</b>	<b>total</b>	<b>63</b>	<b>100.00</b>	<b>12,542</b>	<b>100.00</b>	<b>128</b>	<b>100.00</b>	<b>35,228</b>	<b>100.00</b>	<b>9</b>	<b>100.00</b>	<b>214</b>	<b>100.00</b>	<b>200</b>	<b>100.00</b>
MSA 5600*	low	18	3.04	2,358	3.49	17	1.85	3,072	2.16	15	8.20	514	13.99	50	2.95
	moderate	85	14.33	9,645	14.29	123	13.40	16,892	11.88	43	23.50	1,353	36.84	251	14.82
	middle	173	29.17	18,579	27.52	222	24.18	36,589	25.72	42	22.95	847	23.06	437	25.80
	upper	316	53.29	36,697	54.36	551	60.02	76,182	53.56	83	45.36	945	25.73	950	56.08
	zero & NAs	1	0.17	232	0.34	5	0.54	509	0.36	0	0.00	14	0.38	6	0.35
<b>70.8</b>	<b>total</b>	<b>593</b>	<b>100.00</b>	<b>67,511</b>	<b>100.00</b>	<b>918</b>	<b>100.00</b>	<b>142,244</b>	<b>100.00</b>	<b>183</b>	<b>100.00</b>	<b>3,673</b>	<b>100.00</b>	<b>1,694</b>	<b>100.00</b>
A/A Total	low	18	2.18	2,551	2.32	18	1.31	3,463	1.20	15	7.89	517	13.70	51	2.13
	moderate	141	17.05	17,625	16.06	199	14.46	38,127	13.17	43	22.63	1,370	36.29	383	16.01
	middle	303	36.64	45,177	41.16	484	35.17	134,392	46.43	48	25.26	920	24.37	835	34.89
	upper	364	44.01	44,175	40.25	670	48.69	103,989	35.92	84	44.21	954	25.27	1,118	46.72
	zero & NAs	1	0.12	232	0.21	5	0.36	510	0.18	0	0.00	14	0.37	6	0.25
<b>100.0</b>	<b>total</b>	<b>827</b>	<b>100.00</b>	<b>109,730</b>	<b>100.00</b>	<b>1,376</b>	<b>100.00</b>	<b>289,481</b>	<b>100.00</b>	<b>190</b>	<b>100.00</b>	<b>3,775</b>	<b>100.00</b>	<b>2,393</b>	<b>100.00</b>

\* 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 2000 Census (geography income levels).

**HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2002**

**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	0	0.00	0	0.00	750	0.01	0	0.00	0	0.00	0	0.00	750	0.01
	moderate	2,135	6.32	251,076	5.49	708	1.66	413,099	4.83	0	0.00	12,113	10.18	2,843	3.61	676,288	5.11
	middle	14,368	42.54	2,680,629	58.63	12,381	29.02	5,183,504	60.65	2,288	100.00	52,672	44.26	29,037	36.88	7,916,805	59.80
	upper	17,271	51.14	1,640,004	35.87	29,578	69.32	2,949,292	34.51	0	0.00	54,226	45.56	46,849	59.51	4,643,522	35.08
	zero & NAs	0	0.00	194	0.00	0	0.00	276	0.00	0	0.00	0	0.00	0	0.00	470	0.00
<b>7.0</b>	<b>total</b>	<b>33,774</b>	<b>100.00</b>	<b>4,571,903</b>	<b>100.00</b>	<b>42,667</b>	<b>100.00</b>	<b>8,546,921</b>	<b>100.00</b>	<b>2,288</b>	<b>100.00</b>	<b>119,011</b>	<b>100.00</b>	<b>78,729</b>	<b>100.00</b>	<b>13,237,835</b>	<b>100.00</b>
Suffolk	low	0	0.00	3,437	0.06	168	0.44	6,462	0.06	0	0.00	0	0.00	168	0.19	9,899	0.06
	moderate	19,506	40.65	1,123,843	20.76	7,533	19.78	1,863,932	16.58	0	0.00	26,405	32.29	27,039	30.88	3,014,180	18.01
	middle	21,902	45.64	3,477,676	64.25	21,261	55.82	7,552,288	67.19	1,478	100.00	48,761	59.63	44,641	50.99	11,078,725	66.20
	upper	6,577	13.71	803,687	14.85	9,127	23.96	1,810,967	16.11	0	0.00	6,600	8.07	15,704	17.94	2,621,254	15.66
	zero & NAs	0	0.00	3,667	0.07	0	0.00	6,999	0.06	0	0.00	0	0.00	0	0.00	10,666	0.06
<b>7.8</b>	<b>total</b>	<b>47,985</b>	<b>100.00</b>	<b>5,412,310</b>	<b>100.00</b>	<b>38,089</b>	<b>100.00</b>	<b>11,240,648</b>	<b>100.00</b>	<b>1,478</b>	<b>100.00</b>	<b>81,766</b>	<b>100.00</b>	<b>87,552</b>	<b>100.00</b>	<b>16,734,724</b>	<b>100.00</b>
MSA 5380	low	0	0.00	3,437	0.03	168	0.21	7,212	0.04	0	0.00	0	0.00	168	0.10	10,649	0.04
	moderate	21,641	26.47	1,374,919	13.77	8,241	10.20	2,277,031	11.51	0	0.00	38,518	19.18	29,882	17.97	3,690,468	12.31
	middle	36,270	44.36	6,158,305	61.68	33,642	41.66	12,735,792	64.36	3,766	100.00	101,433	50.52	73,678	44.31	18,995,530	63.38
	upper	23,848	29.17	2,443,691	24.48	38,705	47.93	4,760,259	24.06	0	0.00	60,826	30.30	62,553	37.62	7,264,776	24.24
	zero & NAs	0	0.00	3,861	0.04	0	0.00	7,275	0.04	0	0.00	0	0.00	0	0.00	11,136	0.04
<b>14.7</b>	<b>total</b>	<b>81,759</b>	<b>100.00</b>	<b>9,984,213</b>	<b>100.00</b>	<b>80,756</b>	<b>100.00</b>	<b>19,787,569</b>	<b>100.00</b>	<b>3,766</b>	<b>100.00</b>	<b>200,777</b>	<b>100.00</b>	<b>166,281</b>	<b>100.00</b>	<b>29,972,559</b>	<b>100.00</b>
Bronx	low	374	9.29	147,432	17.82	767	11.72	98,020	9.22	971	19.61	247,022	51.77	2,112	13.61	492,474	20.80
	moderate	815	20.25	116,441	14.08	628	9.60	141,137	13.27	809	16.34	131,791	27.62	2,252	14.51	389,369	16.45
	middle	1,621	40.28	276,092	33.38	1,447	22.11	386,578	36.36	1,346	27.19	73,290	15.36	4,414	28.44	735,961	31.09
	upper	1,214	30.17	286,017	34.58	3,702	56.57	436,109	41.02	1,600	32.32	24,779	5.19	6,514	41.99	746,905	31.55
	zero & NAs	0	0.00	1,162	0.14	0	0.00	1,438	0.14	225	4.54	225	0.05	225	1.45	2,825	0.12
<b>1.4</b>	<b>total</b>	<b>4,024</b>	<b>100.00</b>	<b>827,144</b>	<b>100.00</b>	<b>6,544</b>	<b>100.00</b>	<b>1,063,283</b>	<b>100.00</b>	<b>4,951</b>	<b>100.00</b>	<b>477,107</b>	<b>100.00</b>	<b>15,519</b>	<b>100.00</b>	<b>2,367,534</b>	<b>100.00</b>
Kings	low	1,271	8.30	415,880	11.80	470	2.50	242,532	6.08	568	2.53	94,776	14.18	2,309	4.08	753,188	9.20
	moderate	3,303	21.57	835,541	23.70	4,769	25.33	862,896	21.61	8,622	38.41	216,453	32.38	16,694	29.50	1,914,890	23.39
	middle	5,876	38.38	1,386,191	39.33	7,603	40.39	1,678,834	42.05	8,870	39.51	274,855	41.05	22,349	39.50	3,339,410	40.80
	upper	4,461	29.14	877,860	24.91	5,893	31.30	1,196,193	29.96	4,389	19.55	82,503	12.34	14,743	26.05	2,156,556	26.35
	zero & NAs	400	2.61	9,319	0.26	0	0.00	11,701	0.29	0	0.00	263	0.04	400	0.71	21,283	0.26
<b>5.0</b>	<b>total</b>	<b>15,311</b>	<b>100.00</b>	<b>3,524,791</b>	<b>100.00</b>	<b>18,825</b>	<b>100.00</b>	<b>3,992,156</b>	<b>100.00</b>	<b>22,449</b>	<b>100.00</b>	<b>668,380</b>	<b>100.00</b>	<b>56,585</b>	<b>100.00</b>	<b>8,185,327</b>	<b>100.00</b>
New York	low	0	0.00	150,294	3.11	780	0.84	81,707	1.52	545	0.09	217,443	8.33	1,325	0.17	449,444	3.51
	moderate	1,517	2.41	188,219	3.90	2,596	2.79	169,886	3.15	119,348	19.02	596,910	22.87	123,461	15.75	955,015	7.45
	middle	5,501	8.74	357,830	7.41	8,373	9.00	430,393	7.99	21,750	3.47	240,271	9.21	35,624	4.55	1,028,494	8.02
	upper	55,949	88.85	4,120,701	85.39	81,332	87.38	4,700,184	87.28	485,985	77.43	1,548,463	59.33	623,266	79.53	10,369,348	80.88
	zero & NAs	0	0.00	8,852	0.18	0	0.00	2,968	0.06	0	0.00	7,013	0.27	0	0.00	18,833	0.15
<b>69.4</b>	<b>total</b>	<b>62,967</b>	<b>100.00</b>	<b>4,825,896</b>	<b>100.00</b>	<b>93,081</b>	<b>100.00</b>	<b>5,385,138</b>	<b>100.00</b>	<b>627,628</b>	<b>100.00</b>	<b>2,610,100</b>	<b>100.00</b>	<b>783,676</b>	<b>100.00</b>	<b>12,821,134</b>	<b>100.00</b>
Queens	low	0	0.00	17,408	0.43	0	0.00	18,409	0.37	0	0.00	520	0.15	0	0.00	36,337	0.39
	moderate	5,765	19.47	312,588	7.72	264	2.04	339,271	6.86	4,686	40.82	68,077	19.28	10,715	19.82	719,936	7.70
	middle	11,356	38.35	1,908,263	47.14	6,461	49.82	2,349,003	47.49	3,020	26.30	197,520	55.95	20,837	38.54	4,454,786	47.66
	upper	12,491	42.18	1,802,275	44.52	6,244	48.15	2,231,677	45.12	3,775	32.88	86,888	24.61	22,510	41.64	4,120,840	44.09
	zero & NAs	0	0.00	7,948	0.19	0	0.00	7,677	0.16	0	0.00	0	0.00	0	0.00	15,625	0.17
<b>4.8</b>	<b>total</b>	<b>29,612</b>	<b>100.00</b>	<b>4,048,382</b>	<b>100.00</b>	<b>12,969</b>	<b>100.00</b>	<b>4,946,037</b>	<b>100.00</b>	<b>11,481</b>	<b>100.00</b>	<b>353,005</b>	<b>100.00</b>	<b>54,062</b>	<b>100.00</b>	<b>9,347,424</b>	<b>100.00</b>
Westchester	low	0	0.00	5,766	0.16	0	0.00	3,206	0.05	0	0.00	1,600	0.92	0	0.00	10,572	0.10
	moderate	0	0.00	61,251	1.65	100	0.37	71,227	1.09	500	8.15	32,896	18.95	600	1.15	165,374	1.59
	middle	320	1.68	224,434	6.05	29	0.11	309,412	4.74	5,637	91.85	55,956	32.23	5,986	11.43	589,802	5.67
	upper	18,712	98.32	3,420,680	92.14	27,078	99.53	6,139,370	94.11	0	0.00	83,165	47.90	45,790	87.43	9,643,215	92.64
	zero & NAs	0	0.00	153	0.00	0	0.00	198	0.00	0	0.00	0	0.00	0	0.00	351	0.00
<b>4.6</b>	<b>total</b>	<b>19,032</b>	<b>100.00</b>	<b>3,712,284</b>	<b>100.00</b>	<b>27,207</b>	<b>100.00</b>	<b>6,523,413</b>	<b>100.00</b>	<b>6,137</b>	<b>100.00</b>	<b>173,617</b>	<b>100.00</b>	<b>52,376</b>	<b>100.00</b>	<b>10,409,314</b>	<b>100.00</b>
MSA 5600*	low	1,645	1.26	736,780	4.35	2,017	1.27	443,874	2.03	2,084	0.31	561,361	13.11	5,746	0.60	1,742,015	4.04
	moderate	11,400	8.71	1,514,040	8.94	8,357	5.27	1,584,417	7.23	133,965	19.92	1,046,127	24.43	153,722	15.98	4,144,584	9.61
	middle	24,674	18.84	4,152,810	24.52	23,913	15.08	5,154,221	23.52	40,623	6.04	841,422	19.65	89,210	9.27	10,148,453	23.53
	upper	92,827	70.89	10,507,533	62.03	124,249	78.33	14,703,533	67.11	495,749	73.70	1,825,798	42.64	712,825	74.08	27,036,864	62.69
	zero & NAs	400	0.31	27,334	0.16	0	0.00	23,982	0.11	225	0.03	7,501	0.18	625	0.06	58,817	0.14
<b>85.3</b>	<b>total</b>	<b>130,946</b>	<b>100.00</b>	<b>16,938,497</b>	<b>100.00</b>	<b>158,626</b>	<b>100.00</b>	<b>21,910,027</b>	<b>100.00</b>	<b>672,646</b>	<b>100.00</b>	<b>4,282,209</b>	<b>100.00</b>	<b>962,218</b>	<b>100.00</b>	<b>43,130,733</b>	<b>100.00</b>
A/A Total	low	1,645	0.77	740,217	2.75	2,185	0.91	451,086	1.08	2,084	0.31	561,361	12.52	5,914	0.52	1,752,664	2.40
	moderate	33,041	15.53	2,888,959	10.73	16,598	6.93	3,861,448	9.26	133,965	19.81	1,084,645	24.19	183,604	16.27	7,835,052	10.72
	middle	60,944	28.65	10,311,115	38.30	57,555	24.04	17,890,013	42.90	44,389	6.56	942,855	21.03	162,888	14.43	29,143,983	39.87
	upper	116,675	54.85	12,951,224													

**HMDA LOAN ORIGINATIONS/PURCHASES -- YEAR 2003**  
**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 %	Agg. \$	Agg. %	Bank \$	Bank %	Agg. \$	Agg. %	Bank \$	Bank %	Agg. \$	Agg. %	Bank \$	Bank %
Nassau	low	0	0.00	14,420	0.28	165	0.24	28,986	0.21	0	0.00	11,450	10.07	165	0.14
	moderate	774	2.31	294,204	5.64	2,068	3.03	665,363	4.90	0	0.00	41,306	36.31	2,842	2.41
	middle	15,029	44.95	3,094,425	59.34	24,350	35.70	8,327,898	61.35	15,890	97.84	53,989	47.46	55,269	46.89
	upper	17,634	52.74	1,811,864	34.74	41,616	61.02	4,551,616	33.53	350	2.16	7,013	6.16	59,600	50.56
	zero & NAs	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
<b>8.7</b>	<b>total</b>	<b>33,437</b>	<b>100.00</b>	<b>5,214,913</b>	<b>100.00</b>	<b>68,199</b>	<b>100.00</b>	<b>13,573,863</b>	<b>100.00</b>	<b>16,240</b>	<b>100.00</b>	<b>113,758</b>	<b>100.00</b>	<b>117,876</b>	<b>100.00</b>
Suffolk	low	0	0.00	22,976	0.34	0	0.00	36,136	0.21	0	0.00	0	0.00	0	0.00
	moderate	12,034	22.73	1,450,324	21.74	14,742	23.20	3,132,059	18.02	0	0.00	15,955	13.46	26,776	22.93
	middle	31,568	59.63	4,023,426	60.31	35,365	55.66	10,983,464	63.19	275	100.00	101,385	85.51	67,208	57.56
	upper	9,336	17.64	1,174,664	17.61	13,436	21.14	3,228,779	18.58	0	0.00	1,230	1.04	22,772	19.50
	zero & NAs	0	0.00	0	0.00	0	0.00	350	0.00	0	0.00	0	0.00	0	0.00
<b>8.7</b>	<b>total</b>	<b>52,938</b>	<b>100.00</b>	<b>6,671,390</b>	<b>100.00</b>	<b>63,543</b>	<b>100.00</b>	<b>17,380,780</b>	<b>100.00</b>	<b>275</b>	<b>100.00</b>	<b>118,570</b>	<b>100.00</b>	<b>116,756</b>	<b>100.00</b>
MSA 5380	low	0	0.00	37,396	0.31	165	0.13	65,122	0.21	0	0.00	11,450	4.93	165	0.07
	moderate	12,808	14.83	1,744,528	14.68	16,810	12.76	3,797,422	12.27	0	0.00	57,261	24.65	29,618	12.62
	middle	46,597	53.95	7,117,851	59.88	59,715	45.33	19,311,362	62.39	16,165	97.88	155,374	66.88	122,477	52.20
	upper	26,970	31.22	2,986,528	25.13	55,052	41.79	7,780,395	25.13	350	2.12	8,243	3.55	82,372	35.11
	zero & NAs	0	0.00	0	0.00	0	0.00	350	0.00	0	0.00	0	0.00	0	0.00
<b>17.4</b>	<b>total</b>	<b>86,375</b>	<b>100.00</b>	<b>11,886,303</b>	<b>100.00</b>	<b>131,742</b>	<b>100.00</b>	<b>30,954,651</b>	<b>100.00</b>	<b>16,515</b>	<b>100.00</b>	<b>232,328</b>	<b>100.00</b>	<b>234,632</b>	<b>100.00</b>
Bronx	low	2,036	23.21	157,195	13.90	860	11.13	180,989	9.50	2,429	6.73	279,745	36.50	5,525	10.12
	moderate	2,320	26.44	271,247	23.99	1,137	14.71	401,693	21.07	32,266	89.39	375,130	48.95	35,723	67.92
	middle	3,312	37.75	347,060	30.70	1,761	22.79	640,090	33.58	1,400	3.88	92,190	12.03	6,473	12.31
	upper	1,105	12.60	353,666	31.28	3,970	51.37	681,184	35.74	0	0.00	16,356	2.13	5,075	9.65
	zero & NAs	0	0.00	1,378	0.12	0	0.00	2,092	0.11	0	0.00	3,000	0.39	0	0.00
<b>3.9</b>	<b>total</b>	<b>8,773</b>	<b>100.00</b>	<b>1,130,546</b>	<b>100.00</b>	<b>7,728</b>	<b>100.00</b>	<b>1,906,048</b>	<b>100.00</b>	<b>36,095</b>	<b>100.00</b>	<b>766,421</b>	<b>100.00</b>	<b>52,596</b>	<b>100.00</b>
Kings	low	2,428	8.23	344,745	8.13	2,470	4.58	353,479	4.93	1,210	4.77	105,809	11.66	6,108	5.61
	moderate	10,216	34.62	1,275,003	30.07	10,420	19.30	1,966,154	27.43	8,184	32.26	422,285	46.54	28,820	26.47
	middle	7,206	24.42	1,301,892	30.71	16,591	30.73	2,446,793	34.14	4,505	17.76	235,160	25.92	28,302	26.00
	upper	9,663	32.74	1,304,741	30.78	24,503	45.39	2,379,562	33.20	11,472	45.22	140,480	15.48	45,638	41.92
	zero & NAs	0	0.00	13,116	0.31	0	0.00	21,169	0.30	0	0.00	3,575	0.39	0	0.00
<b>8.1</b>	<b>total</b>	<b>29,513</b>	<b>100.00</b>	<b>4,239,497</b>	<b>100.00</b>	<b>53,984</b>	<b>100.00</b>	<b>7,167,157</b>	<b>100.00</b>	<b>25,371</b>	<b>100.00</b>	<b>907,309</b>	<b>100.00</b>	<b>108,868</b>	<b>100.00</b>
New York	low	1,175	1.86	80,714	1.48	695	0.79	80,215	1.02	1,571	0.33	138,731	4.33	3,441	0.55
	moderate	1,721	2.73	272,213	5.00	10,212	11.58	379,420	4.80	1,445	0.31	442,291	13.80	13,378	2.16
	middle	3,200	5.08	222,937	4.10	2,252	2.55	218,213	2.76	1,425	0.30	345,971	10.80	6,877	1.11
	upper	56,659	89.87	4,741,895	87.18	73,386	83.18	7,007,917	88.70	464,741	99.05	2,261,040	70.57	594,786	95.86
	zero & NAs	292	0.46	121,422	2.23	1,677	1.90	215,141	2.72	0	0.00	15,969	0.50	1,969	0.32
<b>46.0</b>	<b>total</b>	<b>63,047</b>	<b>100.00</b>	<b>5,439,181</b>	<b>100.00</b>	<b>88,222</b>	<b>100.00</b>	<b>7,900,906</b>	<b>100.00</b>	<b>469,182</b>	<b>100.00</b>	<b>3,204,002</b>	<b>100.00</b>	<b>620,451</b>	<b>100.00</b>
Queens	low	0	0.00	29,172	0.56	0	0.00	27,375	0.32	0	0.00	8,500	1.49	0	0.00
	moderate	7,347	13.54	601,958	11.56	7,163	16.03	846,817	9.92	4,151	3.20	156,563	27.42	18,661	8.16
	middle	27,638	50.94	2,350,625	45.15	17,452	39.04	3,713,261	43.50	86,108	66.44	289,699	50.74	131,198	57.40
	upper	19,270	35.52	2,220,022	42.64	20,083	44.93	3,940,974	46.17	39,350	30.36	116,166	20.35	78,703	34.43
	zero & NAs	0	0.00	5,046	0.10	0	0.00	7,655	0.09	0	0.00	0	0.00	0	0.00
<b>16.9</b>	<b>total</b>	<b>54,255</b>	<b>100.00</b>	<b>5,206,823</b>	<b>100.00</b>	<b>44,698</b>	<b>100.00</b>	<b>8,536,082</b>	<b>100.00</b>	<b>129,609</b>	<b>100.00</b>	<b>570,928</b>	<b>100.00</b>	<b>228,562</b>	<b>100.00</b>
Westchester	low	0	0.00	6,623	0.16	0	0.00	6,038	0.06	0	0.00	3,217	1.17	0	0.00
	moderate	0	0.00	71,025	1.76	287	0.84	135,199	1.43	530	1.18	60,715	22.05	817	0.79
	middle	1,093	4.43	309,198	7.68	709	2.07	618,613	6.53	39,425	87.41	98,573	35.80	41,227	39.61
	upper	23,561	95.57	3,636,898	90.36	33,321	97.10	8,714,196	91.96	5,150	11.42	112,803	40.97	62,032	59.60
	zero & NAs	0	0.00	1,269	0.03	0	0.00	1,563	0.02	0	0.00	0	0.00	0	0.00
<b>7.7</b>	<b>total</b>	<b>24,654</b>	<b>100.00</b>	<b>4,025,013</b>	<b>100.00</b>	<b>34,317</b>	<b>100.00</b>	<b>9,475,609</b>	<b>100.00</b>	<b>45,105</b>	<b>100.00</b>	<b>275,308</b>	<b>100.00</b>	<b>104,076</b>	<b>100.00</b>
MSA 5600*	low	5,639	3.13	618,449	3.09	4,025	1.76	648,096	1.85	5,210	0.74	536,002	9.36	14,874	1.33
	moderate	21,604	11.99	2,491,446	12.43	29,219	12.76	3,729,283	10.66	46,576	6.60	1,456,984	25.45	97,399	8.74
	middle	42,449	23.55	4,531,712	22.61	38,765	16.93	7,636,970	21.83	132,863	18.84	1,061,593	18.55	214,077	19.21
	upper	110,258	61.17	12,257,222	61.16	155,263	67.82	22,723,833	64.95	520,713	73.82	2,646,845	46.24	786,234	70.54
	zero & NAs	292	0.16	142,231	0.71	1,677	0.73	247,620	0.71	0	0.00	22,544	0.39	1,969	0.18
<b>82.6</b>	<b>total</b>	<b>180,242</b>	<b>100.00</b>	<b>20,041,060</b>	<b>100.00</b>	<b>228,949</b>	<b>100.00</b>	<b>34,985,802</b>	<b>100.00</b>	<b>705,362</b>	<b>100.00</b>	<b>5,723,968</b>	<b>100.00</b>	<b>1,114,553</b>	<b>100.00</b>
A/A Total	low	5,639	2.12	655,845	2.05	4,190	1.16	713,218	1.08	5,210	0.72	547,452	9.19	15,039	1.11
	moderate	34,412	12.91	4,235,974	13.27	46,029	12.76	7,526,705	11.41	46,576	6.45	1,514,245	25.42	127,017	9.41
	middle	89,046	33.40	11,649,563	36.49	98,480	27.30	26,948,332	40.87	149,028	20.64	1,216,967	20.43	336,554	24.94
	upper	137,228	51.47	15,243,750	47.75	210,315	58.31	30,504,228	46.26	521,063	72.18	2,655,088	44.58	868,606	64.38
	zero & NAs	292	0.11	142,231	0.45	1,677	0.46	247,970	0.38	0	0.00	22,544	0.38	1,969	0.15
<b>0.0</b>	<b>total</b>	<b>266,617</b>	<b>100.00</b>	<b>31,927,363</b>	<b>100.00</b>	<b>360,691</b>	<b>100.00</b>	<b>65,940,453</b>	<b>100.00</b>	<b>721,877</b>	<b>100.00</b>	<b>5,956,296</b>	<b>100.00</b>	<b>1,349,185</b>	<b>100.00</b>

\* 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 2000 Census (geography income levels)

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## 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.

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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

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- 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.

### **Demand-Adjusted Penetration Rate**

The number of owner-occupied loans made by the institution (or aggregate as appropriate) in a geographic area per thousand owner-occupied housing units in that area. Mathematically, it is arrived at by dividing the number of owner-occupied housing units into the number of loans made and then multiplying by 1,000.

### **Demand-Adjusted Penetration Ratio**

A ratio that depicts geographic penetration of loans by comparing demand-adjusted lending in LMI areas with non-LMI areas. Mathematically, it is arrived at by dividing the demand-adjusted penetration rate in non-LMI areas into the demand-adjusted penetration rate in LMI areas and then expressed as a percentage.

A ratio of 100% means that the institution (or aggregate as appropriate) made an equal number of loans proportionally in LMI and non-LMI areas. Less than 100 percent would indicate less lending in LMI areas on the same basis compared to non-LMI areas, whereas over 100 percent would indicate a greater level of lending in LMI areas versus non-LMI areas.

### **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.

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## **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.

## **Small Business Loans**

Business loans with original amounts of \$1 million or less.