

Fourth Quarter 2023
ECONOMIC INDICATORS (NOT SEASONALLY ADJUSTED, UNLESS NOTED)

Employment Growth Rates (% change from year ago, unless noted)	Q4-23	Q3-23	Q4-22	2023	2022
Total Nonfarm (share of trailing four quarter employment in parentheses)	1.6%	1.4%	2.6%	1.9%	3.5%
Manufacturing (10%)	-0.3%	0.2%	2.4%	0.5%	3.4%
Other (non-manufacturing) Goods-Producing (5%)	1.7%	3.1%	3.1%	3.3%	3.7%
Private Service-Providing (73%)	1.8%	1.5%	3.1%	2.2%	4.0%
Government (13%)	1.5%	1.0%	-0.4%	0.7%	0.7%
Unemployment Rate (% of labor force, seasonally adjusted)	2.6%	2.3%	2.3%	2.2%	2.3%
Other Indicators (% change of 4-qtr moving total, unless noted)	Q4-23	Q3-23	Q4-22	2023	2022
Single-Family Home Permits	-5.1%	-3.3%	-7.4%	-5.1%	-7.4%
Multifamily Building Permits	12.0%	15.9%	9.7%	12.0%	9.7%
Home Price Index (change from year ago)	8.4%	9.4%	12.3%	9.3%	16.8%
Nonbusiness Bankruptcy Filings per 1000 people (quarterly annualized level)	N/A	0.53	0.44	N/A	0.46

BANKING TRENDS

General Information	Q4-23	Q3-23	Q4-22	2023	2022
Institutions (#)	19	19	19	19	19
Total Assets (in millions)	\$17,114	\$16,938	\$16,242	\$17,114	\$16,242
New Institutions (# < 3 years)	1	1	1	1	1
Subchapter S Institutions (#)	0	0	0	0	0

Asset Quality	Q4-23	Q3-23	Q4-22	2023	2022
Past-Due and Nonaccrual Loans / Total Loans (median %)	0.55	0.41	0.28	0.55	0.28
Noncurrent Loans / Total Loans (median %)	0.08	0.13	0.11	0.08	0.11
Loan and Lease Allowance / Total Loans (median %)	0.95	0.96	0.96	0.95	0.96
Loan and Lease Allowance / Noncurrent Loans (median multiple)	5.76	3.75	6.75	5.76	6.75
Net Loan Losses / Total Loans (median %, year-to-date annualized)	0.00	0.00	0.00	0.00	0.00

Capital / Earnings (year-to-date annualized, unless noted)	Q4-23	Q3-23	Q4-22	2023	2022
Tier 1 Leverage (median %, end of period)	10.36	11.12	10.56	10.36	10.56
Return on Assets (median %)	0.45	0.42	0.68	0.45	0.68
Pretax Return on Assets (median %)	0.55	0.52	0.79	0.55	0.79
Net Interest Margin (median %)	2.79	2.81	3.20	2.79	3.20
Yield on Earning Assets (median %)	4.12	4.06	3.56	4.12	3.56
Cost of Funding Earning Assets (median %)	1.42	1.31	0.33	1.42	0.33
Provisions to Avg. Assets (median %)	0.04	0.04	0.05	0.04	0.05
Noninterest Income to Avg. Assets (median %)	0.38	0.43	0.42	0.38	0.42
Overhead to Avg. Assets (median %)	2.58	2.54	2.68	2.58	2.68

Liquidity / Sensitivity	Q4-23	Q3-23	Q4-22	2023	2022
Net Loans to Assets (median %)	74.13	74.10	75.50	74.13	75.50
Noncore Funding to Assets (median %)	17.31	17.68	10.92	17.31	10.92
Long-term Assets to Assets (median %, call filers)	63.43	62.27	63.14	63.43	63.14
Brokered Deposits (number of institutions)	13	13	12	13	12
Brokered Deposits to Assets (median % for those above)	4.10	3.23	3.63	4.10	3.63

Loan Concentrations

(median % of Tier 1 Capital plus the Reserve for Loan and Lease Losses)	Q4-23	Q3-23	Q4-22	2023	2022
Commercial and Industrial	33	34	28	33	28
Commercial Real Estate	215	216	234	215	234
Construction & Development	34	30	34	34	34
Multifamily Residential Real Estate	35	36	32	35	32
Nonresidential Real Estate	148	135	154	148	154
Residential Real Estate	342	345	333	342	333
Consumer	11	11	12	11	12
Agriculture	0	0	0	0	0

BANKING PROFILE

Largest Deposit Markets (from 2023 Summary of Deposits)	Institutions in Market		Asset Distribution		Institutions	
Boston-Cambridge-Newton, MA-NH	106	\$491,718	< \$100 million	2	(10.5%)	
Manchester-Nashua, NH	22	\$15,409	\$100 million to \$250 million	1	(5.3%)	
			\$250 million to \$1 billion	10	(52.6%)	
			\$1 billion to \$10 billion	6	(31.6%)	
			\$10 billion	0	(0.0%)	