

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

<b>Employment Growth Rates (% change from year ago, unless noted)</b>	<b>Q4-23</b>	<b>Q3-23</b>	<b>Q4-22</b>	<b>2023</b>	<b>2022</b>
Total Nonfarm (share of trailing four quarter employment in parentheses)	1.3%	1.7%	3.1%	2.0%	5.0%
Manufacturing (4%)	-0.5%	-0.4%	1.6%	-0.1%	3.4%
Other (non-manufacturing) Goods-Producing (4%)	-1.0%	0.1%	2.4%	0.8%	3.2%
Private Service-Providing (77%)	1.4%	1.8%	3.9%	2.4%	6.1%
Government (15%)	2.1%	2.0%	-0.2%	1.4%	0.5%
Unemployment Rate (% of labor force, seasonally adjusted)	4.6%	4.3%	4.2%	4.2%	4.3%
<b>Other Indicators (% change of 4-qtr moving total, unless noted)</b>	<b>Q4-23</b>	<b>Q3-23</b>	<b>Q4-22</b>	<b>2023</b>	<b>2022</b>
Single-Family Home Permits	-12.6%	-15.9%	-8.3%	-12.6%	-8.3%
Multifamily Building Permits	-50.0%	-50.0%	2.1%	-50.0%	2.1%
Home Price Index (change from year ago)	7.7%	7.0%	10.5%	7.1%	13.6%
Nonbusiness Bankruptcy Filings per 1000 people (quarterly annualized level)	N/A	0.92	0.74	N/A	0.73

**BANKING TRENDS**

<b>General Information</b>	<b>Q4-23</b>	<b>Q3-23</b>	<b>Q4-22</b>	<b>2023</b>	<b>2022</b>
Institutions (#)	117	119	121	117	121
Total Assets (in millions)	\$1,672,956	\$1,679,127	\$1,710,118	\$1,672,956	\$1,710,118
New Institutions (# < 3 years)	1	1	1	1	1
Subchapter S Institutions (#)	3	3	4	3	4

<b>Asset Quality</b>	<b>Q4-23</b>	<b>Q3-23</b>	<b>Q4-22</b>	<b>2023</b>	<b>2022</b>
Past-Due and Nonaccrual Loans / Total Loans (median %)	1.03	0.85	0.95	1.03	0.95
Noncurrent Loans / Total Loans (median %)	0.44	0.44	0.47	0.44	0.47
Loan and Lease Allowance / Total Loans (median %)	1.04	1.03	1.05	1.04	1.05
Loan and Lease Allowance / Noncurrent Loans (median multiple)	1.90	1.86	1.69	1.90	1.69
Net Loan Losses / Total Loans (median %, year-to-date annualized)	0.03	0.02	0.02	0.03	0.02

<b>Capital / Earnings (year-to-date annualized, unless noted)</b>	<b>Q4-23</b>	<b>Q3-23</b>	<b>Q4-22</b>	<b>2023</b>	<b>2022</b>
Tier 1 Leverage (median %, end of period)	10.26	10.24	10.30	10.26	10.30
Return on Assets (median %)	0.71	0.79	0.85	0.71	0.85
Pretax Return on Assets (median %)	0.94	1.00	1.05	0.94	1.05
Net Interest Margin (median %)	3.13	3.19	3.29	3.13	3.29
Yield on Earning Assets (median %)	4.74	4.69	3.62	4.74	3.62
Cost of Funding Earning Assets (median %)	1.55	1.42	0.41	1.55	0.41
Provisions to Avg. Assets (median %)	0.05	0.04	0.05	0.05	0.05
Noninterest Income to Avg. Assets (median %)	0.40	0.41	0.36	0.40	0.36
Overhead to Avg. Assets (median %)	2.41	2.39	2.32	2.41	2.32

<b>Liquidity / Sensitivity</b>	<b>Q4-23</b>	<b>Q3-23</b>	<b>Q4-22</b>	<b>2023</b>	<b>2022</b>
Net Loans to Assets (median %)	69.65	69.01	67.48	69.65	67.48
Noncore Funding to Assets (median %)	14.34	13.41	10.66	14.34	10.66
Long-term Assets to Assets (median %, call filers)	38.59	37.97	40.43	38.59	40.43
Brokered Deposits (number of institutions)	71	73	70	71	70
Brokered Deposits to Assets (median % for those above)	5.34	5.39	5.57	5.34	5.57

**Loan Concentrations**

<b>(median % of Tier 1 Capital plus the Reserve for Loan and Lease Losses)</b>	<b>Q4-23</b>	<b>Q3-23</b>	<b>Q4-22</b>	<b>2023</b>	<b>2022</b>
Commercial and Industrial	36	35	35	36	35
Commercial Real Estate	230	224	220	230	220
Construction & Development	13	15	16	13	16
Multifamily Residential Real Estate	40	38	38	40	38
Nonresidential Real Estate	130	129	131	130	131
Residential Real Estate	173	165	160	173	160
Consumer	4	4	4	4	4
Agriculture	0	0	0	0	0

**BANKING PROFILE**

<b>Largest Deposit Markets (from 2023 Summary of Deposits)</b>	<b>Institutions in Market</b>		<b>Asset Distribution</b>		<b>Institutions</b>	
New York-Newark-Jersey City, NY-NJ-PA	161	\$2,584,090	< \$100 million	7	(6.0%)	
Buffalo-Cheektowaga, NY	19	\$72,834	\$100 million to \$250 million	14	(12.0%)	
Albany-Schenectady-Troy, NY	24	\$38,118	\$250 million to \$1 billion	43	(36.8%)	
Rochester, NY	18	\$23,672	\$1 billion to \$10 billion	40	(34.2%)	
Poughkeepsie-Newburgh-Middletown, NY	27	\$18,691	\$10 billion	13	(11.1%)	