

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)	0.6%	0.3%	2.9%	0.9%	5.5%
Manufacturing (7%)	-0.8%	-1.6%	2.9%	-0.3%	4.3%
Other (non-manufacturing) Goods-Producing (5%)	2.3%	-0.1%	1.8%	0.1%	3.3%
Private Service-Providing (73%)	0.2%	0.0%	3.2%	0.7%	6.4%
Government (15%)	2.8%	2.9%	2.1%	2.8%	2.6%
Unemployment Rate (% of labor force, seasonally adjusted)	5.1%	4.8%	4.3%	4.7%	4.3%

Other Indicators (% change of 4-qtr moving total, unless noted)	Q4-23	Q3-23	Q4-22	2023	2022
Single-Family Home Permits	-6.0%	-16.7%	-8.7%	-6.0%	-8.7%
Multifamily Building Permits	0.4%	-7.0%	-1.4%	0.4%	-1.4%
Home Price Index (change from year ago)	3.8%	1.3%	7.3%	1.8%	15.6%
Nonbusiness Bankruptcy Filings per 1000 people (quarterly annualized level)	N/A	0.97	0.72	N/A	0.75

BANKING TRENDS

General Information	Q4-23	Q3-23	Q4-22	2023	2022
Institutions (#)	128	129	131	128	131
Total Assets (in millions)	\$550,559	\$559,839	\$1,185,329	\$550,559	\$1,185,329
New Institutions (# < 3 years)	5	5	3	5	3
Subchapter S Institutions (#)	10	10	10	10	10

Asset Quality	Q4-23	Q3-23	Q4-22	2023	2022
Past-Due and Nonaccrual Loans / Total Loans (median %)	0.44	0.42	0.34	0.44	0.34
Noncurrent Loans / Total Loans (median %)	0.24	0.20	0.13	0.24	0.13
Loan and Lease Allowance / Total Loans (median %)	1.36	1.37	1.27	1.36	1.27
Loan and Lease Allowance / Noncurrent Loans (median multiple)	3.49	3.69	4.76	3.49	4.76
Net Loan Losses / Total Loans (median %, year-to-date annualized)	0.01	0.00	0.00	0.01	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)	11.78	11.55	10.75	11.78	10.75
Return on Assets (median %)	1.04	1.10	1.17	1.04	1.17
Pretax Return on Assets (median %)	1.38	1.47	1.57	1.38	1.57
Net Interest Margin (median %)	3.64	3.69	3.63	3.64	3.63
Yield on Earning Assets (median %)	5.28	5.17	3.99	5.28	3.99
Cost of Funding Earning Assets (median %)	1.51	1.40	0.37	1.51	0.37
Provisions to Avg. Assets (median %)	0.05	0.04	0.05	0.05	0.05
Noninterest Income to Avg. Assets (median %)	0.29	0.27	0.32	0.29	0.32
Overhead to Avg. Assets (median %)	2.34	2.32	2.17	2.34	2.17

Liquidity / Sensitivity	Q4-23	Q3-23	Q4-22	2023	2022
Net Loans to Assets (median %)	72.81	71.83	71.14	72.81	71.14
Noncore Funding to Assets (median %)	17.73	17.37	12.89	17.73	12.89
Long-term Assets to Assets (median %, call filers)	32.84	33.53	37.62	32.84	37.62
Brokered Deposits (number of institutions)	76	77	65	76	65
Brokered Deposits to Assets (median % for those above)	6.54	6.99	5.24	6.54	5.24

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	39	38	46	39	46
Commercial Real Estate	354	362	354	354	354
Construction & Development	15	15	16	15	16
Multifamily Residential Real Estate	45	45	47	45	47
Nonresidential Real Estate	241	240	250	241	250
Residential Real Estate	46	46	47	46	47
Consumer	0	0	0	0	0
Agriculture	0	0	0	0	0

BANKING PROFILE

Largest Deposit Markets (from 2023 Summary of Deposits)	Institutions in Market		Asset Distribution		Institutions	
Los Angeles-Long Beach-Anaheim, CA	108	\$695,551	< \$100 million	7	(5.5%)	
San Francisco-Oakland-Berkeley, CA	67	\$467,522	\$100 million to \$250 million	16	(12.5%)	
San Jose-Sunnyvale-Santa Clara, CA	41	\$160,620	\$250 million to \$1 billion	41	(32.0%)	
San Diego-Chula Vista-Carlsbad, CA	45	\$121,700	\$1 billion to \$10 billion	52	(40.6%)	
Sacramento-Roseville-Folsom, CA	36	\$94,852	\$10 billion	12	(9.4%)	