

Fourth Quarter 2024

ECONOMIC INDICATORS (NOT SEASONALLY ADJUSTED, UNLESS NOTED)

Employment Growth Rates (% change from year ago, unless noted)		Q4-24	Q3-24	Q4-23	2024	2023
Total Nonfarm (share of trailing four quarter employment in parentheses)		1.4%	1.5%	1.5%	1.6%	2.1%
Manufacturing	(4%)	-1.5%	-1.8%	-1.4%	-1.6%	-0.4%
Other (non-manufacturing) Goods-Producing	(4%)	-0.6%	-0.7%	0.0%	-0.6%	1.2%
Private Service-Providing	(77%)	1.6%	1.7%	1.6%	1.7%	2.4%
Government	(15%)	1.8%	2.2%	2.4%	2.3%	1.4%
Unemployment Rate (% of labor force, seasonally adjusted)		4.4%	4.4%	4.2%	4.3%	4.0%
Other Indicators (% change of 4-qtr moving total, unless noted)		Q4-24	Q3-24	Q4-23	2024	2023
Single-Family Home Permits		14.2%	9.3%	-12.6%	14.2%	-12.6%
Multifamily Building Permits		123.4%	65.6%	-50.0%	123.4%	-50.0%
Home Price Index (change from year ago)		7.7%	7.6%	7.8%	8.1%	7.0%
Nonbusiness Bankruptcy Filings per 1000 people (quarterly annualized level)		N/A	0.99	0.90	N/A	0.90

BANKING TRENDS

General Information	Q4-24	Q3-24	Q4-23	2024	2023
Institutions (#)	115	117	117	115	117
Total Assets (in millions)	\$1,727,736	\$1,749,971	\$1,670,670	\$1,727,736	\$1,670,670
New Institutions (# < 3 years)	1	1	1	1	1
Subchapter S Institutions (#)	1	1	3	1	3
Asset Quality	Q4-24	Q3-24	Q4-23	2024	2023
Past-Due and Nonaccrual Loans / Total Loans (median %)	1.26	1.07	0.97	1.26	0.97
Noncurrent Loans / Total Loans (median %)	0.65	0.61	0.43	0.65	0.43
Loan and Lease Allowance / Total Loans (median %)	1.03	1.04	1.04	1.03	1.04
Loan and Lease Allowance / Noncurrent Loans (median multiple)	1.35	1.32	1.91	1.35	1.91
Net Loan Losses / Total Loans (median %, year-to-date annualized)	0.03	0.02	0.03	0.03	0.03
Capital / Earnings (year-to-date annualized, unless noted)	Q4-24	Q3-24	Q4-23	2024	2023
Tier 1 Leverage (median %, end of period)	10.55	10.54	10.19	10.55	10.19
Return on Assets (median %)	0.65	0.72	0.71	0.65	0.71
Pretax Return on Assets (median %)	0.83	0.83	0.94	0.83	0.94
Net Interest Margin (median %)	2.99	2.99	3.13	2.99	3.13
Yield on Earning Assets (median %)	5.23	5.19	4.74	5.23	4.74
Cost of Funding Earning Assets (median %)	2.11	2.11	1.55	2.11	1.55
Provisions to Avg. Assets (median %)	0.05	0.03	0.05	0.05	0.05
Noninterest Income to Avg. Assets (median %)	0.43	0.39	0.39	0.43	0.39
Overhead to Avg. Assets (median %)	2.47	2.40	2.41	2.47	2.41
Liquidity / Sensitivity	Q4-24	Q3-24	Q4-23	2024	2023
Net Loans to Assets (median %)	70.52	69.94	69.65	70.52	69.65
Noncore Funding to Assets (median %)	14.83	13.29	14.34	14.83	14.34
Long-term Assets to Assets (median %, call filers)	35.09	35.65	38.59	35.09	38.59
Brokered Deposits (number of institutions)	71	73	70	71	70
Brokered Deposits to Assets (median % for those above)	5.21	4.67	5.31	5.21	5.31

Loan Concentrations

(median % of Tier 1 Capital plus the Reserve for Loan and Lease Losses)	Q4-24	Q3-24	Q4-23	2024	2023
Commercial and Industrial	33	35	36	33	36
Commercial Real Estate	229	228	229	229	229
Construction & Development	9	9	13	9	13
Multifamily Residential Real Estate	44	42	40	44	40
Nonresidential Real Estate	128	129	130	128	130
Residential Real Estate	172	173	173	172	173
Consumer	2	3	4	2	4
Agriculture	0	0	0	0	0

BANKING PROFILE

Largest Deposit Markets (from 2024 Summary of Deposits)	Institutions in Market	Deposits (\$ millions)	Asset Distribution	Institutions	
New York-Newark-Jersey City, NY-NJ	150	\$2,586,649	< \$100 million	7	(6.1%)
Buffalo-Cheektowaga, NY	18	\$61,561	\$100 million to \$250 million	13	(11.3%)
Albany-Schenectady-Troy, NY	24	\$29,616	\$250 million to \$1 billion	43	(37.4%)
Rochester, NY	18	\$23,594	\$1 billion to \$10 billion	39	(33.9%)
Kiryas Joel-Poughkeepsie-Newburgh, NY	27	\$19,168	\$10 billion	13	(11.3%)