

Third Quarter 2025
ECONOMIC INDICATORS (NOT SEASONALLY ADJUSTED, UNLESS NOTED)

Employment Growth Rates (% change from year ago, unless noted)	Q3-25	Q2-25	Q3-24	2024	2023
Total Nonfarm (share of trailing four quarter employment in parentheses)	1.4%	1.1%	1.5%	1.6%	2.1%
Manufacturing	(4%)	-0.7%	-1.0%	-1.8%	-1.6%
Other (non-manufacturing) Goods-Producing	(4%)	-2.9%	-2.0%	-0.7%	-0.6%
Private Service-Providing	(77%)	1.7%	1.2%	1.7%	2.4%
Government	(15%)	1.6%	1.5%	2.2%	2.3%
Unemployment Rate (% of labor force, seasonally adjusted)	4.1%	4.1%	4.4%	4.3%	4.0%
Other Indicators (% change of 4-qtr moving total, unless noted)	Q3-25	Q2-25	Q3-24	2024	2023
Single-Family Home Permits	N/A	8.4%	9.3%	14.2%	-12.6%
Multifamily Building Permits	N/A	3.8%	65.6%	123.4%	-50.0%
Home Price Index (change from year ago)	6.8%	7.3%	7.3%	8.1%	6.9%
Nonbusiness Bankruptcy Filings per 1000 people (quarterly annualized level)	N/A	1.13	0.97	0.98	0.89

BANKING TRENDS

General Information	Q3-25	Q2-25	Q3-24	2024	2023
Institutions (#)	111	112	117	115	117
Total Assets (in millions)	\$1,860,363	\$1,867,539	\$1,752,121	\$1,730,686	\$1,670,670
New Institutions (# < 3 years)	0	1	1	1	1
Subchapter S Institutions (#)	1	1	1	1	3
Asset Quality	Q3-25	Q2-25	Q3-24	2024	2023
Past-Due and Nonaccrual Loans / Total Loans (median %)	1.15	1.08	1.07	1.26	0.97
Noncurrent Loans / Total Loans (median %)	0.69	0.70	0.61	0.65	0.43
Loan and Lease Allowance / Total Loans (median %)	1.03	1.05	1.04	1.03	1.04
Loan and Lease Allowance / Noncurrent Loans (median multiple)	1.31	1.35	1.32	1.35	1.91
Net Loan Losses / Total Loans (median %, year-to-date annualized)	0.04	0.03	0.02	0.03	0.03
Capital / Earnings (year-to-date annualized, unless noted)	Q3-25	Q2-25	Q3-24	2024	2023
Tier 1 Leverage (median %, end of period)	10.75	10.63	10.54	10.49	10.19
Return on Assets (median %)	0.88	0.79	0.72	0.65	0.71
Pretax Return on Assets (median %)	1.14	1.03	0.83	0.83	0.94
Net Interest Margin (median %)	3.30	3.21	2.99	2.99	3.13
Yield on Earning Assets (median %)	5.20	5.19	5.19	5.23	4.74
Cost of Funding Earning Assets (median %)	1.91	1.94	2.11	2.11	1.55
Provisions to Avg. Assets (median %)	0.05	0.07	0.03	0.05	0.05
Noninterest Income to Avg. Assets (median %)	0.42	0.41	0.39	0.43	0.39
Overhead to Avg. Assets (median %)	2.46	2.45	2.40	2.47	2.41
Liquidity / Sensitivity	Q3-25	Q2-25	Q3-24	2024	2023
Net Loans to Assets (median %)	70.31	69.96	69.94	70.52	69.65
Noncore Funding to Assets (median %)	11.74	13.12	13.29	14.83	14.34
Long-term Assets to Assets (median %, call filers)	32.21	32.24	35.65	35.09	38.59
Brokered Deposits (number of institutions)	65	69	73	71	70
Brokered Deposits to Assets (median % for those above)	5.30	5.46	4.67	5.21	5.31

Loan Concentrations

(median % of Tier 1 Capital plus the Reserve for Loan and Lease Losses)	Q3-25	Q2-25	Q3-24	2024	2023
Commercial and Industrial	33	33	35	33	36
Commercial Real Estate	230	225	228	229	229
Construction & Development	8	8	9	9	13
Multifamily Residential Real Estate	41	42	42	44	40
Nonresidential Real Estate	127	126	129	128	130
Residential Real Estate	160	155	173	172	173
Consumer	3	3	3	2	4
Agriculture	0	0	0	0	0

BANKING PROFILE

Largest Deposit Markets (from 2025 Summary of Deposits)	Institutions in Market	Asset Distribution	Institutions
New York-Newark-Jersey City, NY-NJ	149	\$2,763,001	< \$100 million 7 (6.3%)
Buffalo-Cheektowaga, NY	19	\$61,103	\$100 million to \$250 million 12 (10.8%)
Albany-Schenectady-Troy, NY	20	\$30,265	\$250 million to \$1 billion 41 (36.9%)
Rochester, NY	20	\$24,708	\$1 billion to \$10 billion 38 (34.2%)
Kiryas Joel-Poughkeepsie-Newburgh, NY	26	\$19,179	\$10 billion 13 (11.7%)