



Atlantic Stewardship

Counties Included: Bergen, Essex, Middlesex, Monmouth, Morris, Passaic, Union,
Burlington, Camden, Gloucester NJ

This report includes data from:

2017 Home Mortgage Disclosure Act (HMDA)

2018 FFIEC Small Business Lending

June 2018 FDIC Branch Summary of Deposits

See final slide for definitions and methods.



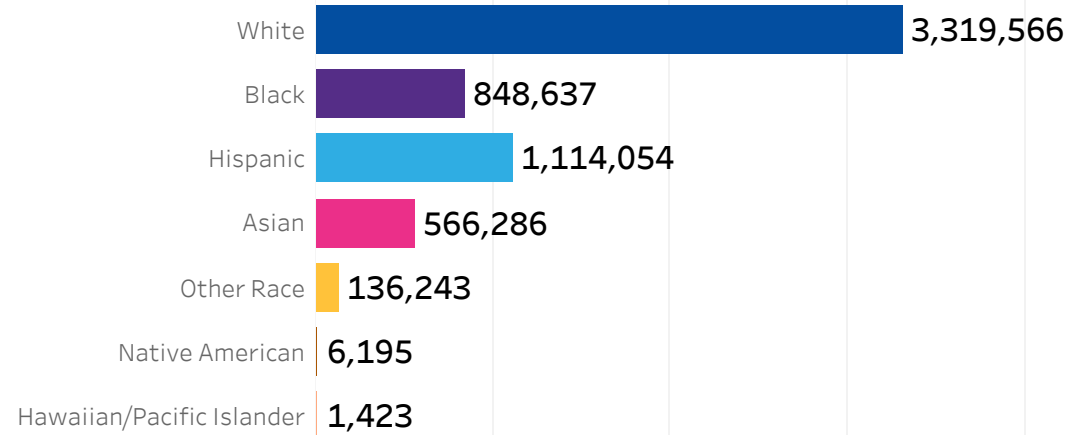
Demographic Profile

People
5,984,786

Median Family Income
\$95,579

LMI Threshold
\$76,463

Population

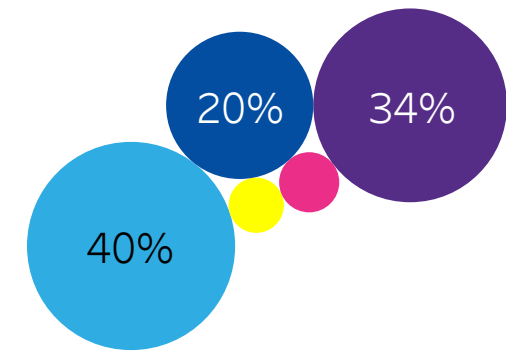


Where do different racial groups live?

Neighborhood Income	Total Persons	Asian %	White %	Black %	Hispanic %
Low and Moderate Income	1,474,111	9%	9%	60%	53%
Middle and Upper Income	4,502,824	91%	91%	40%	47%

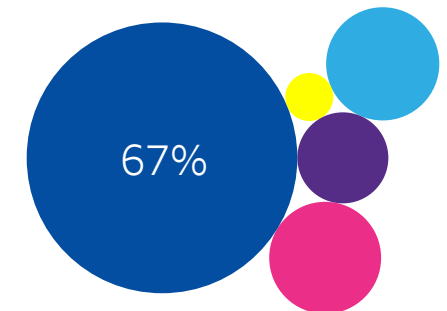
What is the racial distribution of LMI neighborhoods?

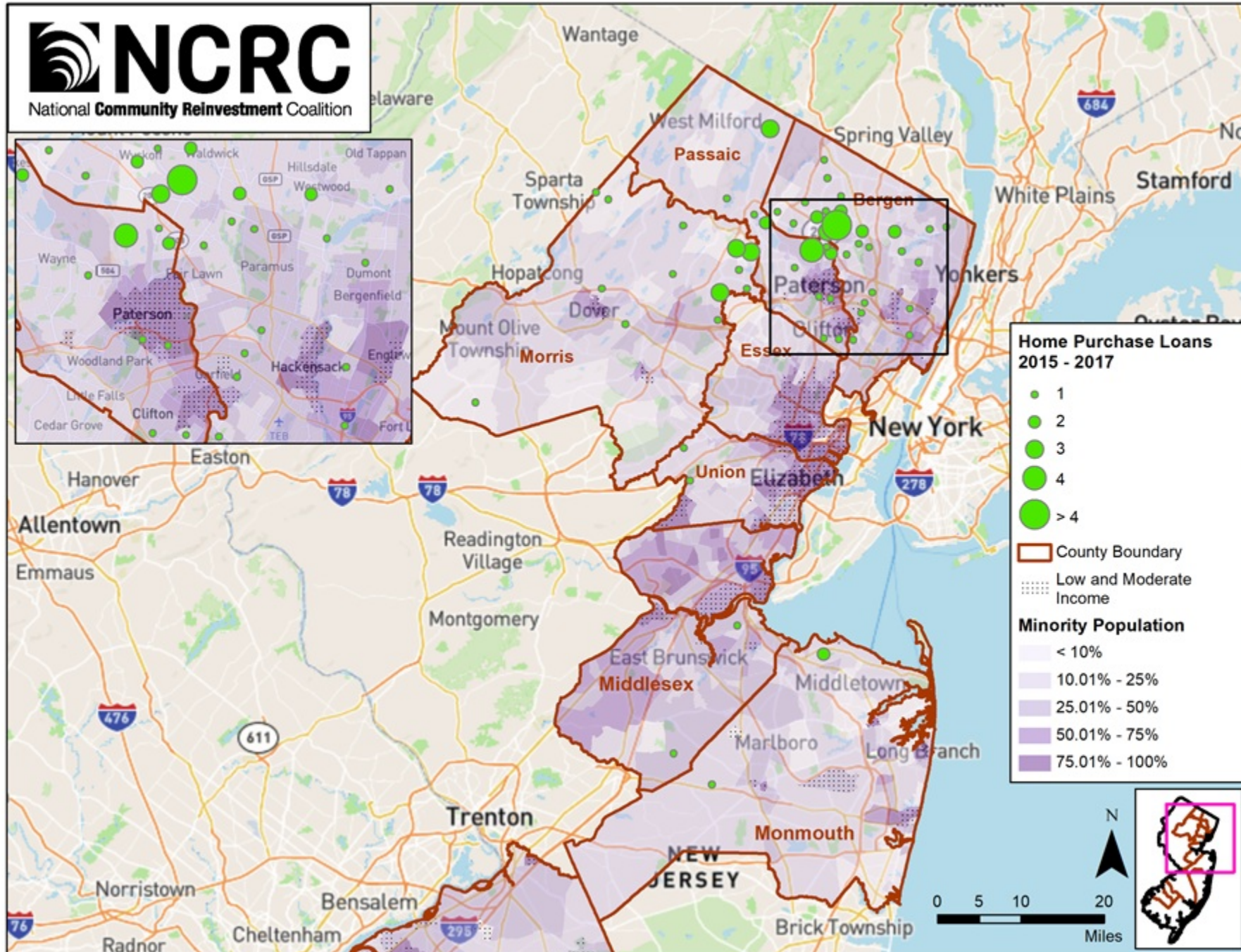
Low and Moderate Income (LMI) Neighborhood Population



- Percent White
- Percent Black
- Percent Asian
- Percent Other
- Percent Hispanic

Middle and Upper Income Neighborhood Population





Atlantic Stewardship Home Purchase Loans (2015 - 2017)

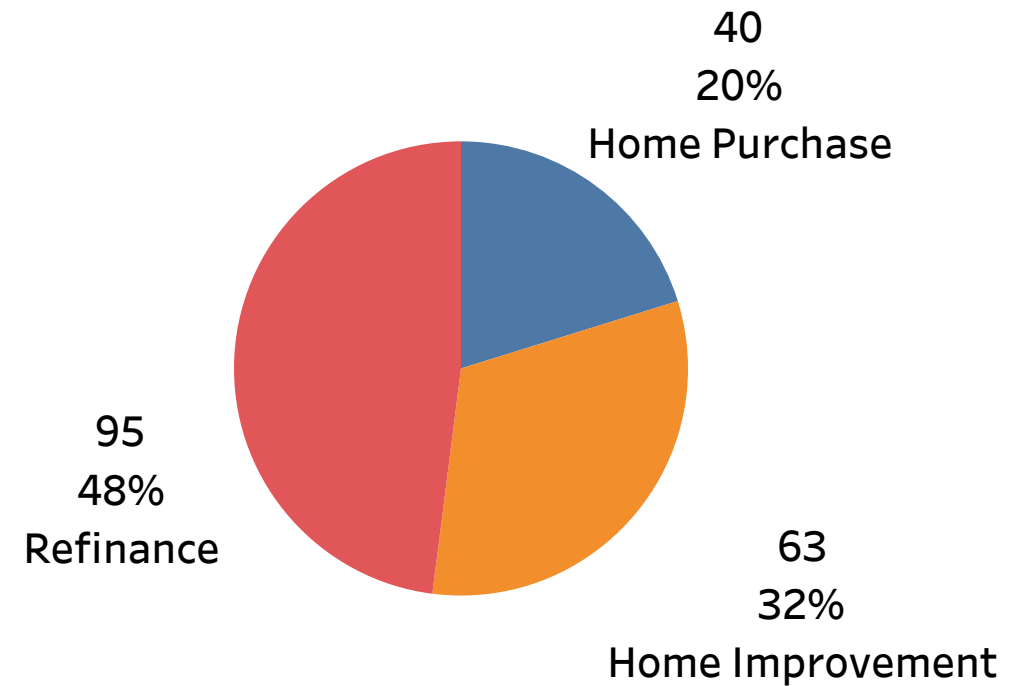
Home purchase loans originated on single-family, owner-occupied properties at the census tract level.

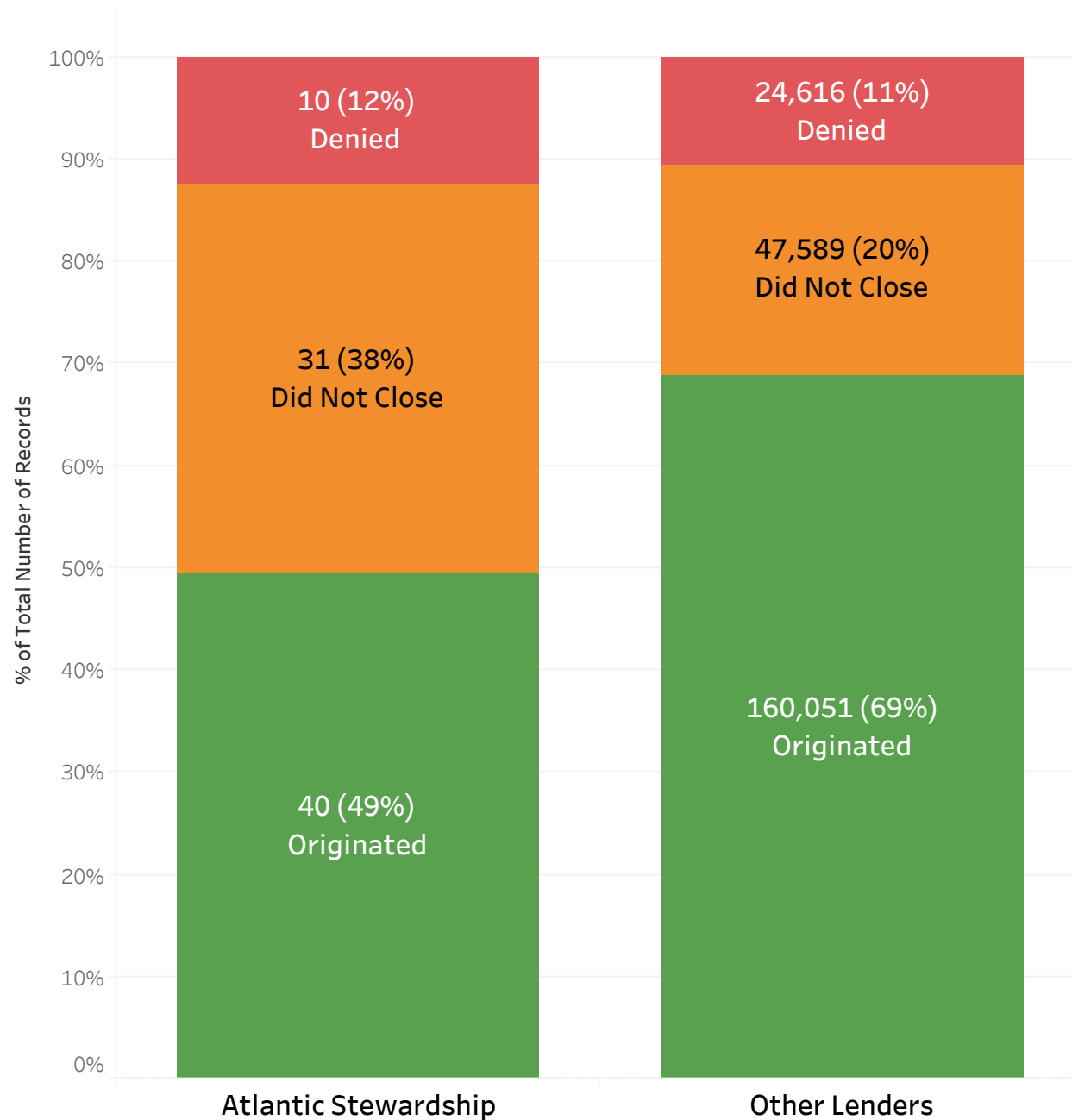


		# Loans	Loan Amount (\$000s)
Originated by lender	Home Purchase	40	13,859
	Home Improvement	63	6,539
	Refinance	95	24,263

Atlantic Stewardship

The Home Mortgage Disclosure Act (HMDA) requires most lenders to report details about the mortgage applications that they take. This data is from the 2015-2017 HMDA dataset.





Outcomes of 2015-2017 Loan Applications reported by Atlantic Stewardship

(compared with the rest of the lenders in the market)

Lenders can originate their own loans or purchase loans from correspondent lenders or other sources. Applications can also be denied or fail to close for a number of reasons.



Neighborhood Race	Borrower Race	Atlantic Stewardship		Other Lenders	
		# Loans	% Loans	# Loans	% Loans
White Majority	White	35	88%	146,479	64%
	Asian	3	8%	14,622	6%
	Hispanic	1	3%	11,492	5%
	Native American			215	0%
	Hawaiian or Pac..			322	0%
	Black			5,974	3%
	Total		39	98%	179,104
Minority Majority	Hispanic	1	3%	11,008	5%
	White			25,116	11%
	Native American			82	0%
	Hawaiian or Pac..			90	0%
	Black			7,201	3%
	Asian			6,623	3%
	Total		1	3%	50,120

Neighborhood and borrower race of 2015-2017 originations made by Atlantic Stewardship
(compared with all other lenders)

Home purchase lending is compared by race of the borrower and the majority race of the neighborhood.

In cases where the borrower did not indicate a race or ethnicity, and the lender did not collect it, the loan is included with white borrowers.



Denial Disparity by Race

		Originated	Denied	Did Not Close	Grand Total
Atlantic Stewardship	Asian	3		1	4
	White	35	10	28	73
	Hispanic	2		2	4
Other Lenders	Asian	19,235	2,915	5,795	29,955
	Black	11,516	3,422	4,843	21,440
	Native American	280	72	116	485
	White	108,850	13,985	29,878	215,463
	Hawaiian or Pacific Islander	364	66	119	597
	Hispanic	19,806	4,156	6,838	33,496

2015-2017 Loan Application Outcomes by Race

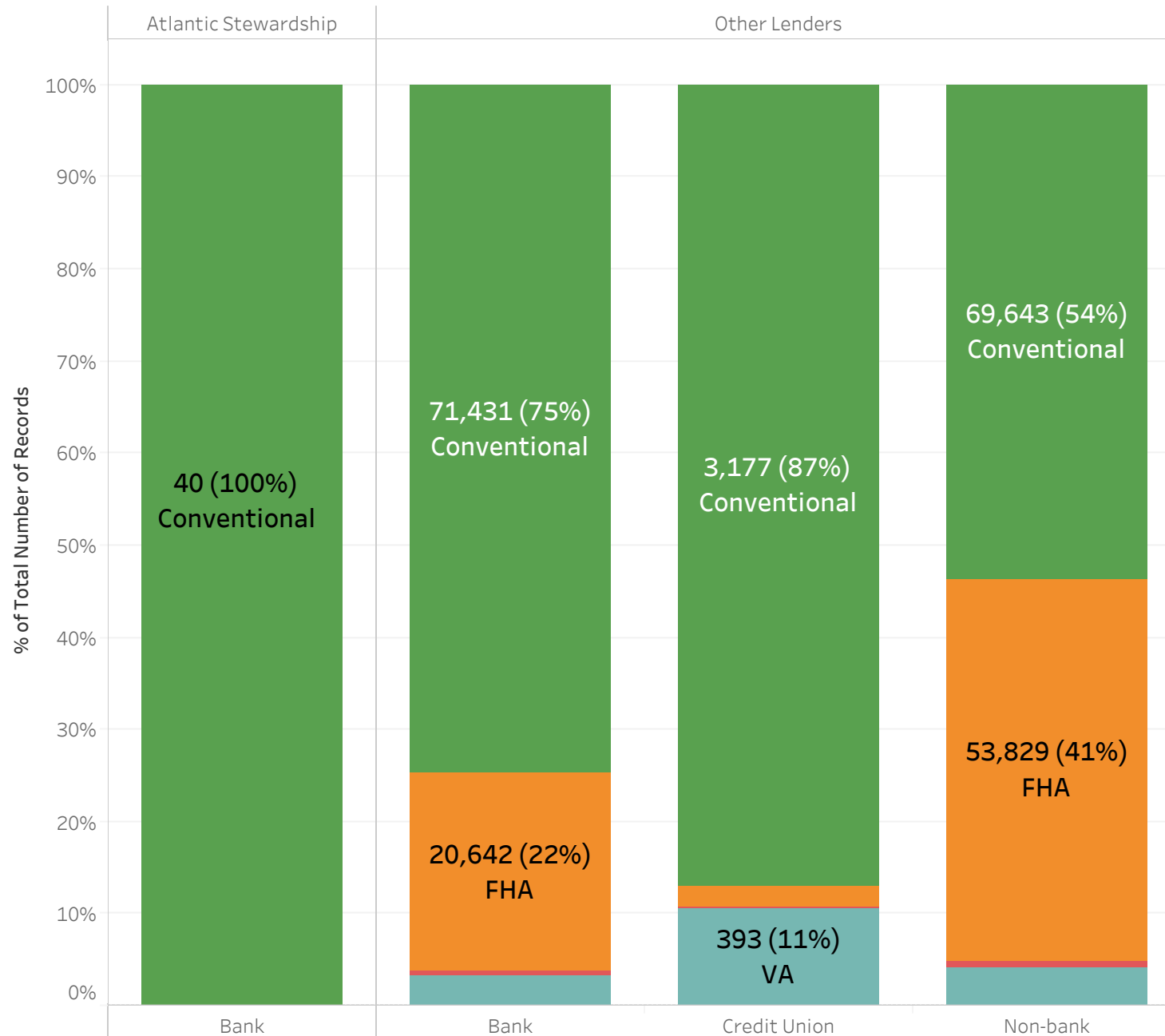
Atlantic Stewardship Bank reported no applications from a black home purchase applicant during any of the three years reviewed for this report.



Neighborhood Income	Borrower Income	Atlantic Stewardship		Other Lenders	
		# Loans	% Loans	# Loans	% Loans
Middle and Upper Income Neighborhoods	Middle or Upper Income Borrower	33	83%	169,563	74%
	LMI Borrower	7	18%	30,847	13%
	Total	40	100%	200,410	87%
Low and Moderate Income Neighborhoods	Middle or Upper Income Borrower			16,794	7%
	LMI Borrower			12,020	5%
	Total			28,814	13%

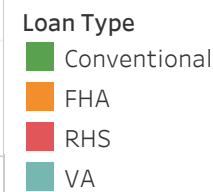
Neighborhood and borrower income of 2015-2017 home purchase loans made by Atlantic Stewardship (compared with all other lenders)

Home purchase lending is compared by income of the borrower and the median family income of the neighborhood.



Types of 2015-2017 home purchase loans made by Atlantic Stewardship
(compared with all other lenders)

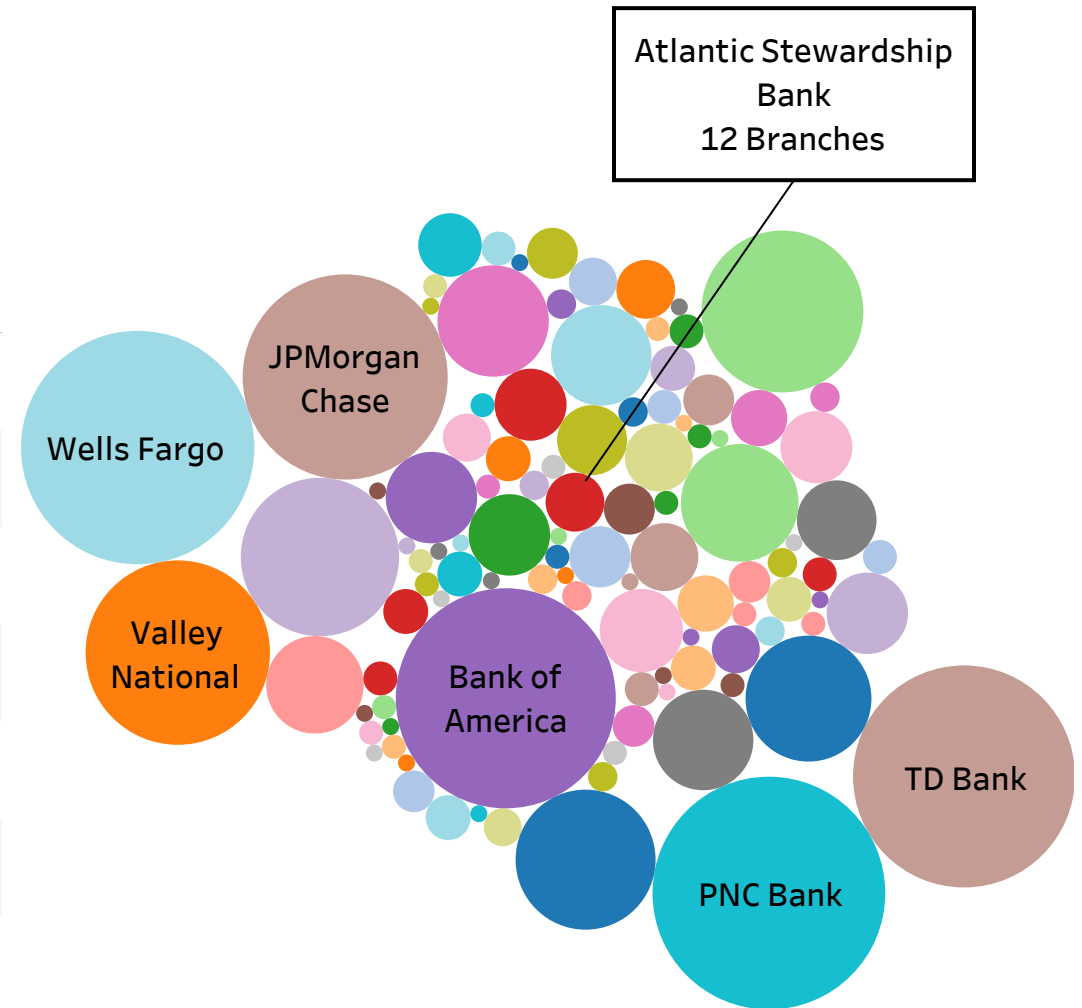
Increasingly, banks are focused on making conventional loan as opposed to FHA or VA insured loans. LMI and minority borrowers are reliant upon FHA and VA lending for most of their home purchases. There are conventional products offered by both Fannie Mae and Freddie Mac that offer terms similar to FHA lending.





Atlantic Stewardship Branch Count
 (as of June 2018 compared with the rest of the market)

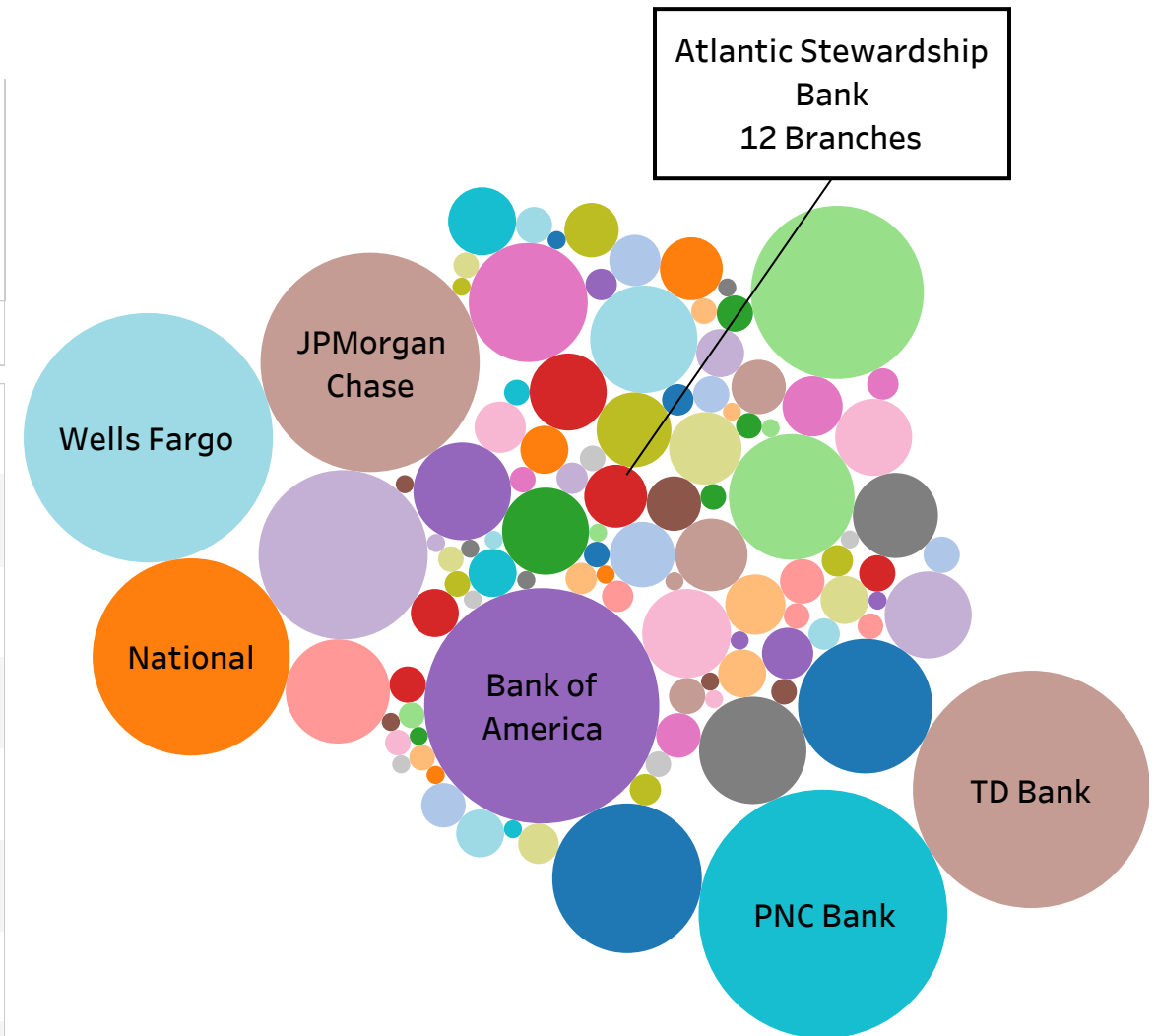
	All Branches	Deposits (\$000s)
Atlantic Stewardship Bank	12	\$792,621
Wells Fargo	193	\$28,991,676
PNC Bank	188	\$21,832,515
TD Bank	171	\$29,685,783
Bank of America	170	\$26,626,783
JPMorgan Chase	150	\$17,590,196
Valley National Bank	119	\$11,550,431
Santander Bank	92	\$7,523,683
Investors Bank	87	\$12,131,992
M&T Bank	68	\$5,691,899
Provident Bank	55	\$4,754,443





Atlantic Stewardship Branch Count (as of June 2018 compared with the rest of the market)

	All Branches		LMI Branches		Minority Branches		
	Atlantic Stewardship	Other Banks	Atlantic Stewardship	Other Banks	Atlantic Stewardship	Other Banks	
	12	1,978	0%	17%	8%	31%	
NJ	Bergen	5	428	0	35	0	145
	Burlington		114		20		11
	Camden		120		25		25
	Essex		228		90		92
	Gloucester		75		16		3
	Middlesex		258		32		155
	Monmouth		251		17		23
	Morris	3	206	0	13	1	28
	Passaic	4	119	0	26	0	44
	Union		179		56		81





	Low and Moderate Income Neighborhoods		Middle and Upper Income Neighborhoods	
	# Loans	% Loans	# Loans	% Loans
Atlantic Stewardship	852	8%	10,356	92%
Other Lenders	488,783	13%	3,231,533	87%

2015-2017 Business Lending by Atlantic Stewardship
(compared with all other lenders)

Section 1071 of the Dodd-Frank Act of 2010 directed the Consumer Finance Protection Bureau (CFPB) to collect detailed data on business lending.

To date, this has not been done. In the meantime, under, the CRA banks report limited data on business loans including the income of the neighborhood where the loan is made.

There is a strong correlation between business lending and bank branch locations, the relationships that local business owners build with bank branch staff are a key element in make buisness loans.



	Low and Moderate Income Neighborhoods		Middle and Upper Income Neighborhoods	
	# Small Business Loans	% Small Business Loans	# Small Business Loans	% Small Business Loans
Atlantic Stewardship	528	9%	5,559	91%
Other Lenders	211,057	13%	1,371,766	87%

2015-2017 Small Business Lending made by Atlantic Stewardship

(compared with all other lenders)

Small business loans are those business loans made to businesses that report less than \$1 million a year in revenue.

Small business loans are a critical source of funds for LMI neighborhoods and entrepreneurs. These small loans and credit cards help start new businesses and expand small companies.



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Definitions

Low to Moderate Income (LMI) a person or borrower (LMIB) or census tract (LMIT) with a family income less than 80% of the median family income for the MSA.

Minority- Any person other than a non-Hispanic white that is a borrower (MINB) or a tract with more than 50% minority residents (MINT).

Application- a mortgage loan application.

Origination- a mortgage loan that results in a home purchase.

Community Reinvestment Act (CRA)- Law that requires banks to service the credit needs of the communities they operate in and report data on Small Business lending.

Home Mortgage Disclosure Act (HMDA)- Law that requires lenders to report details about mortgage loan applications.

Deposit Market Share- Share of cash deposits held by a particular bank.

Bank Branch- Any brick and mortar location where a person can make a deposit to a teller.

Data Sources

Mortgage lending is taken from the CFPB website and is for 2015-2017 unless otherwise indicated. Home purchase loans to owner occupants on single family homes are used. Action Code 1 is considered an origination and Action codes 1-5 are considered 'applications'. Purchased loans and preapprovals are not included unless specifically indicated.

Census data for HMDA is drawn from the FFIEC census file for 2017 and uses the 2009 – 2015 American Community Survey data from the US Census.

Small business lending is taken from the FFIEC website and uses their definitions of small business. Small business data is from 2017.

Person of color or minority refers to any person that is not a non-Hispanic white. In instances where race is missing that borrower is considered to be a non-Hispanic white.

Branch data is current as of June 2018 and includes service type 11 and 12 only.