



Columbia Bank

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

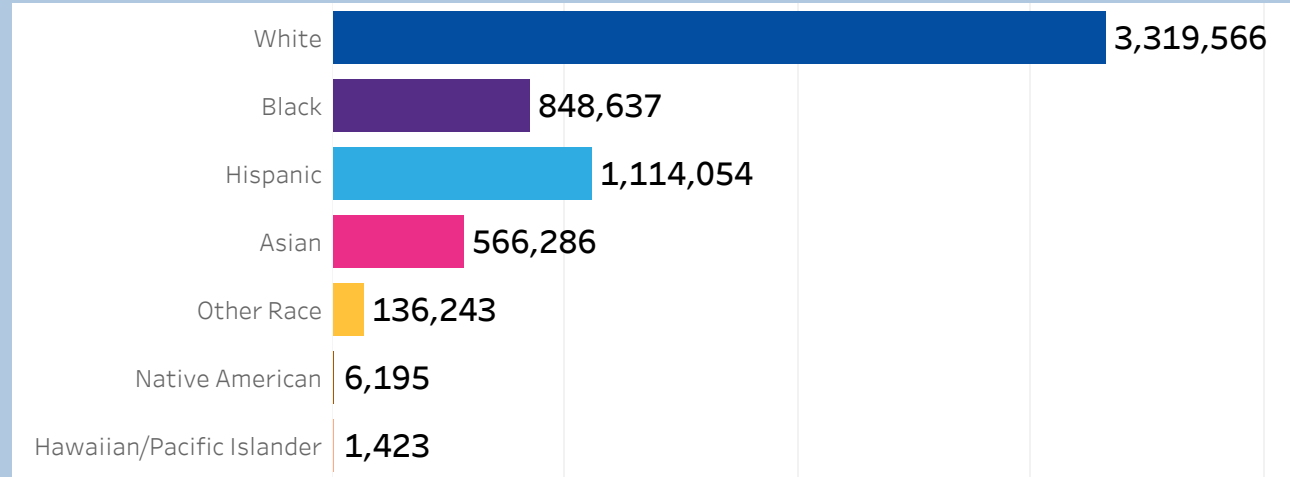
Median Family Income

\$100,700

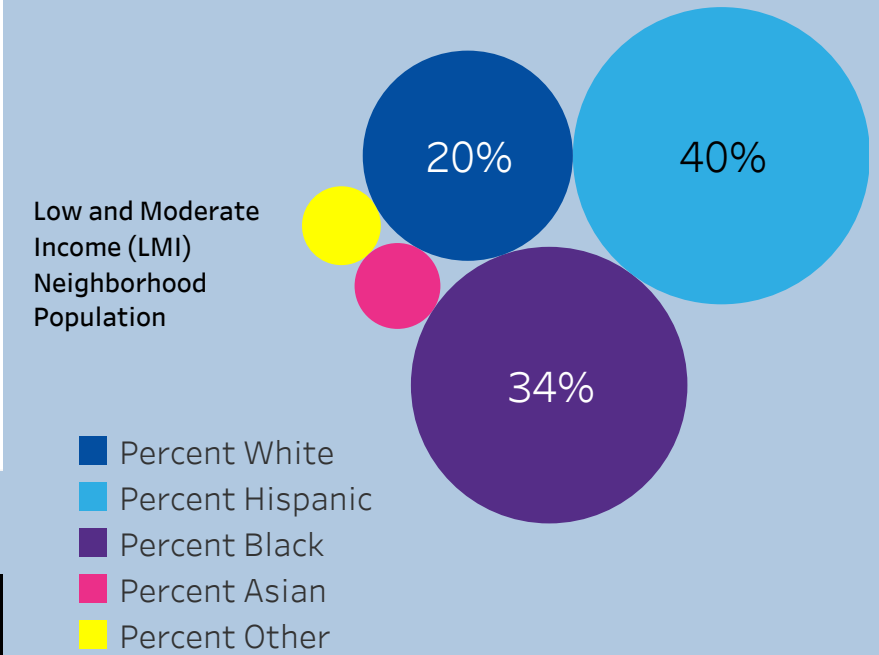
LMI Income

\$80,560

Population

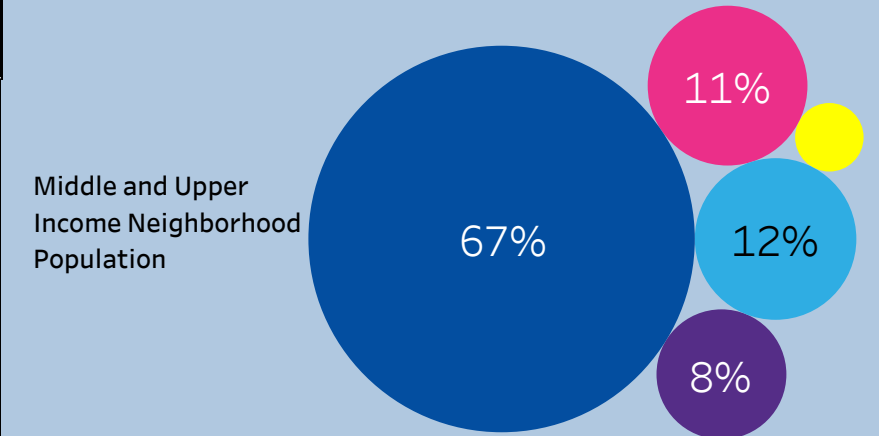


What is the racial distribution of LMI neighborhoods?



Where do different racial groups live?

Neighborhood Income	Neighborhoods	Total Persons	Asian %	White %	Black %	Hispanic %
Low and Moderate Income	368	1,474,111	9%	9%	60%	53%
Middle and Upper Income	946	4,502,824	91%	91%	40%	47%

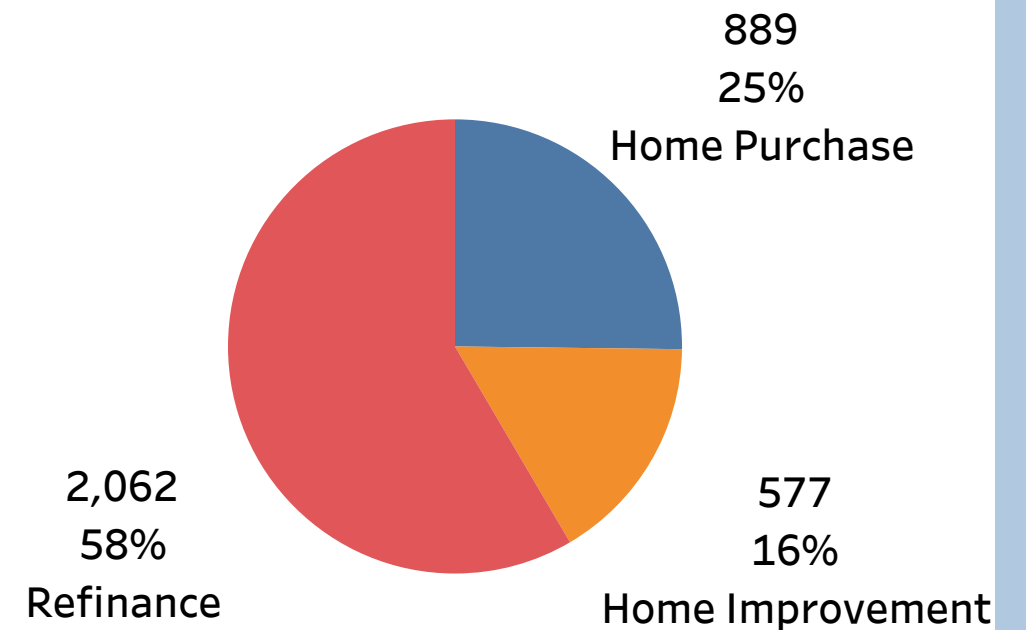


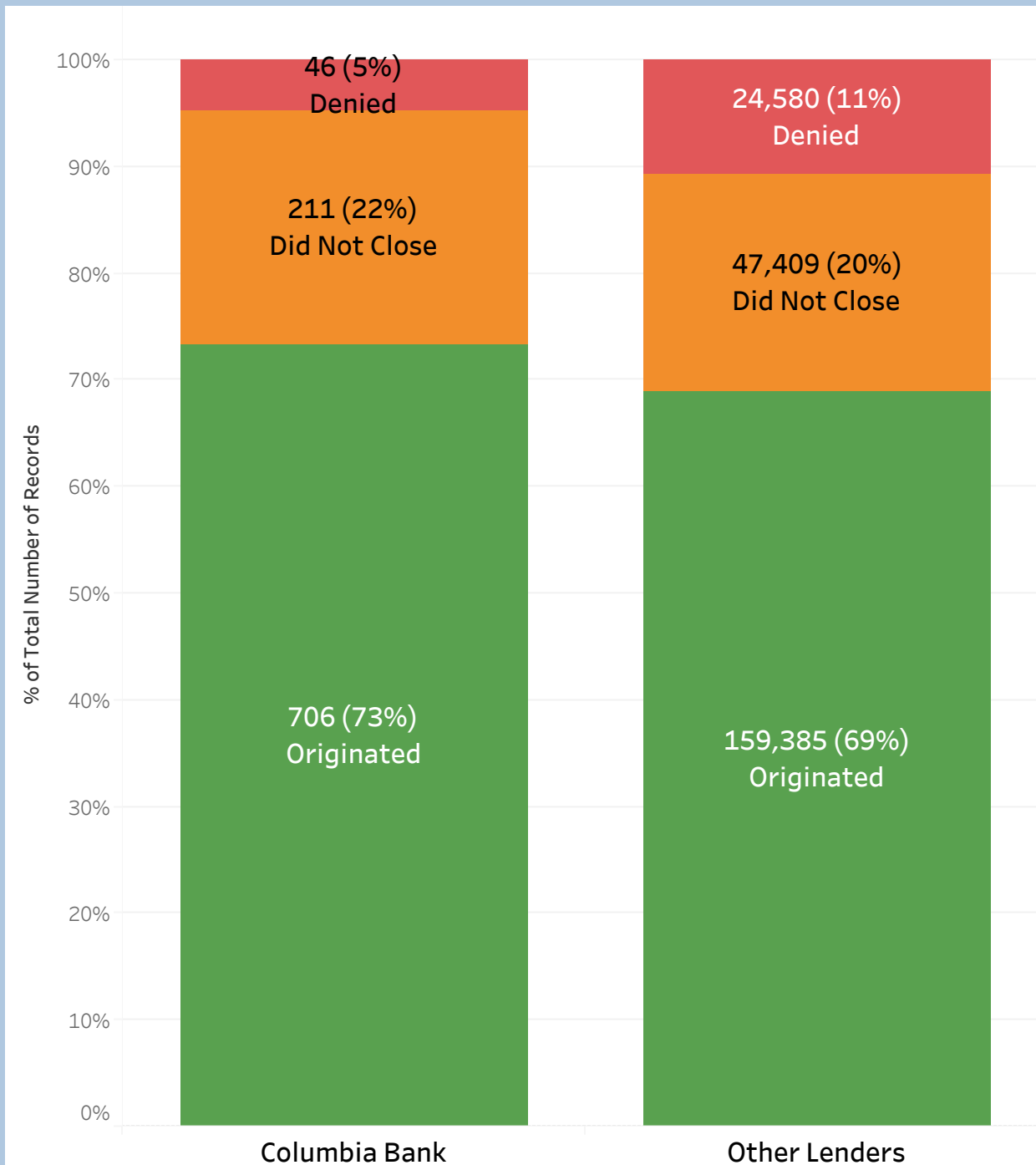


		# Loans	Loan Amount (\$000s)
Originated by lender	Home Purchase	706	\$275,810
	Home Improvement	547	\$133,742
	Refinance	1,969	\$604,192
Purchased from other lenders	Home Purchase	183	\$29,328
	Home Improvement	30	\$2,072
	Refinance	93	\$14,146

Columbia Bank

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. Originations and purchased loans included if available.





Home Purchase Application Outcomes

2015-2017 loan applications reported by Columbia Bank by outcome compared to the rest of the lenders in the market.

Applications can also be denied or fail to close for a number of reasons.



Neighborhood Race	Borrower Race	Columbia Bank		Other Lenders	
		# Loans	% Loans	# Loans	% Loans
White Majority	White	550	78%	97,568	61%
	Asian	48	7%	13,273	8%
	Hispanic	20	3%	10,162	6%
	Black	5	1%	5,249	3%
	Total	624	88%	126,735	80%
Minority Majority	White	41	6%	10,726	7%
	Asian	22	3%	5,895	4%
	Hispanic	13	2%	9,613	6%
	Black	6	1%	6,256	4%
	Total	82	12%	32,650	20%

2015-2017 originations by race made by Columbia Bank 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.

Purchased loans are excluded.

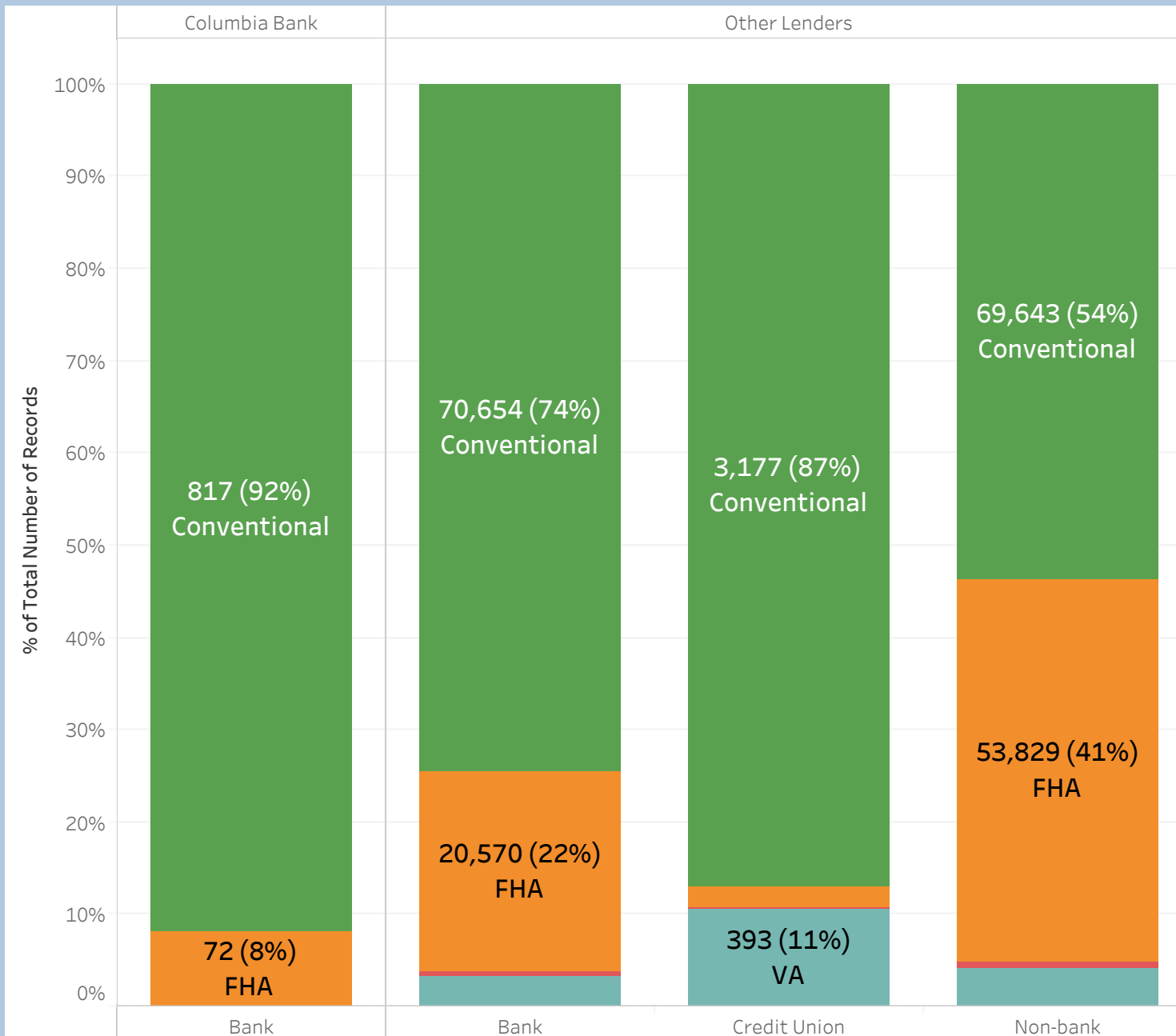


Neighborhood Income	Borrower Income	Columbia Bank		Other Lenders	
		# Loans	% Loans	# Loans	% Loans
Middle and Upper Income Neighborhoods	Middle or Upper Income Borrower	607	86%	117,597	74%
	Low or Moderate Income Borrower	69	10%	24,519	15%
	Total	676	96%	142,116	89%
Low and Moderate Income Neighborhoods	Middle or Upper Income Borrower	12	2%	7,840	5%
	Low or Moderate Income Borrower	18	3%	9,429	6%
	Total	30	4%	17,269	11%

2015-2017 Home purchase loans made by Columbia Bank compared with all other lenders.

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

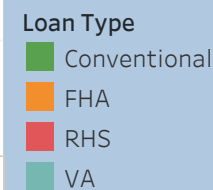
Purchased loans are excluded.



2015-2017 Home purchase loan types made by Columbia Bank 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.

Originations and purchased loans included if available.

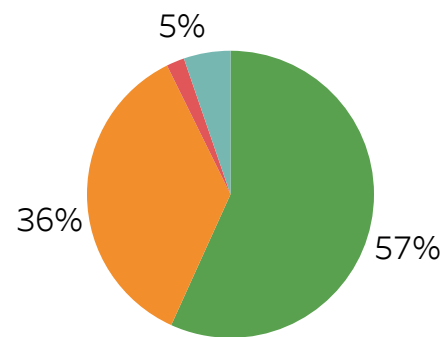
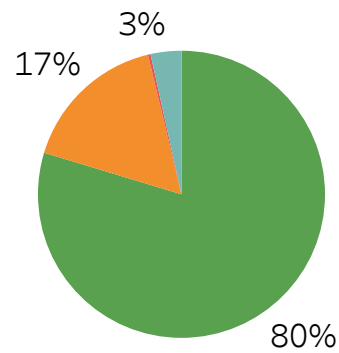




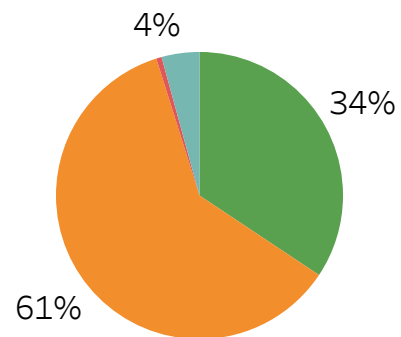
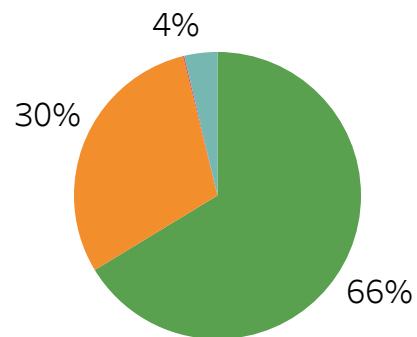
Middle or Upper Income Borrower

Low or Moderate Income Borrower

White Borrower



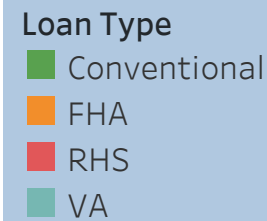
Minority Borrower

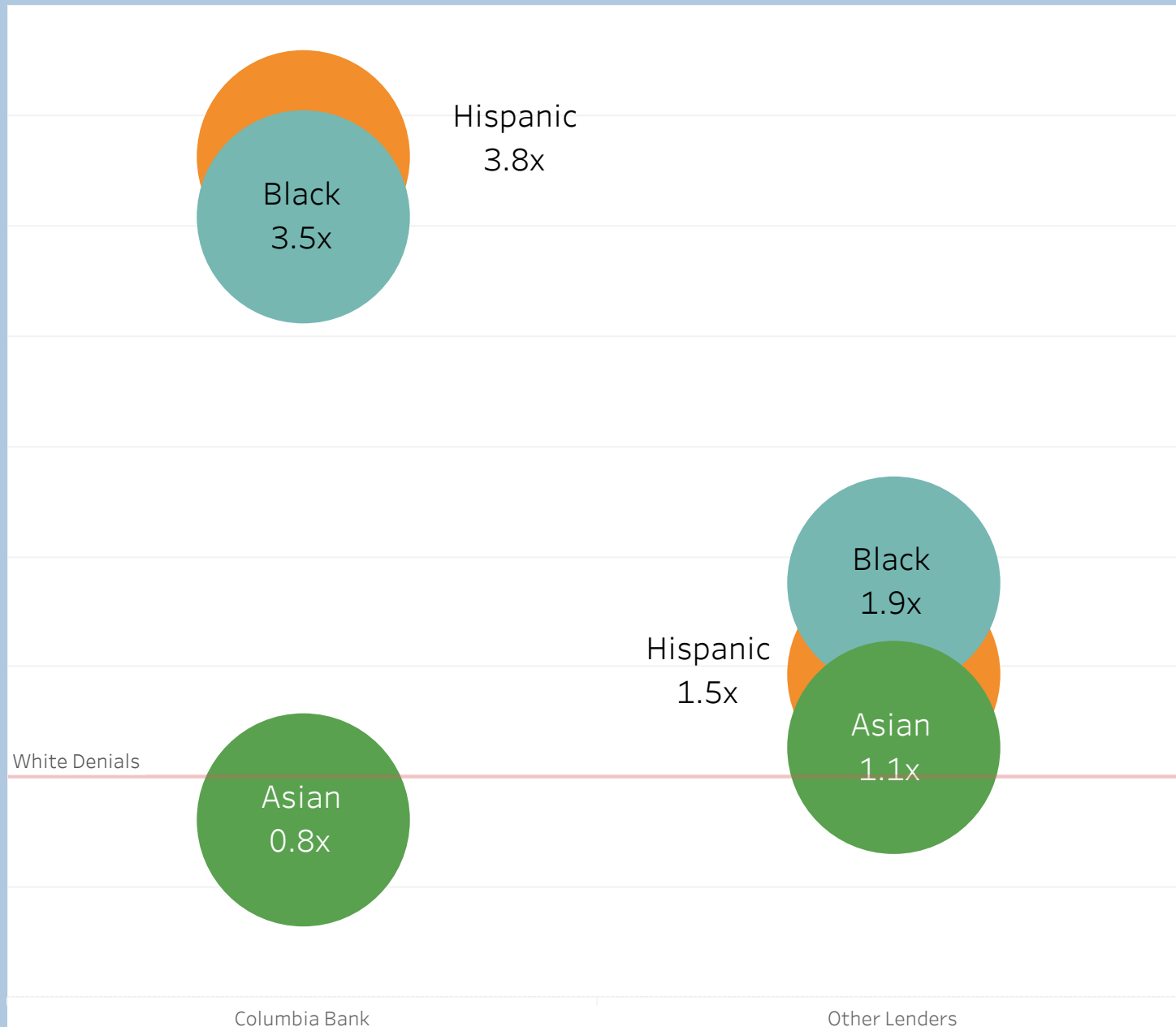


2015-2017 Home purchase loan types by race and income made by all lenders.

LMI borrowers, in particular minority LMI borrowers, rely on FHA lending for their home purchase lending to a much greater extent than other borrowers.

Purchased loans excluded





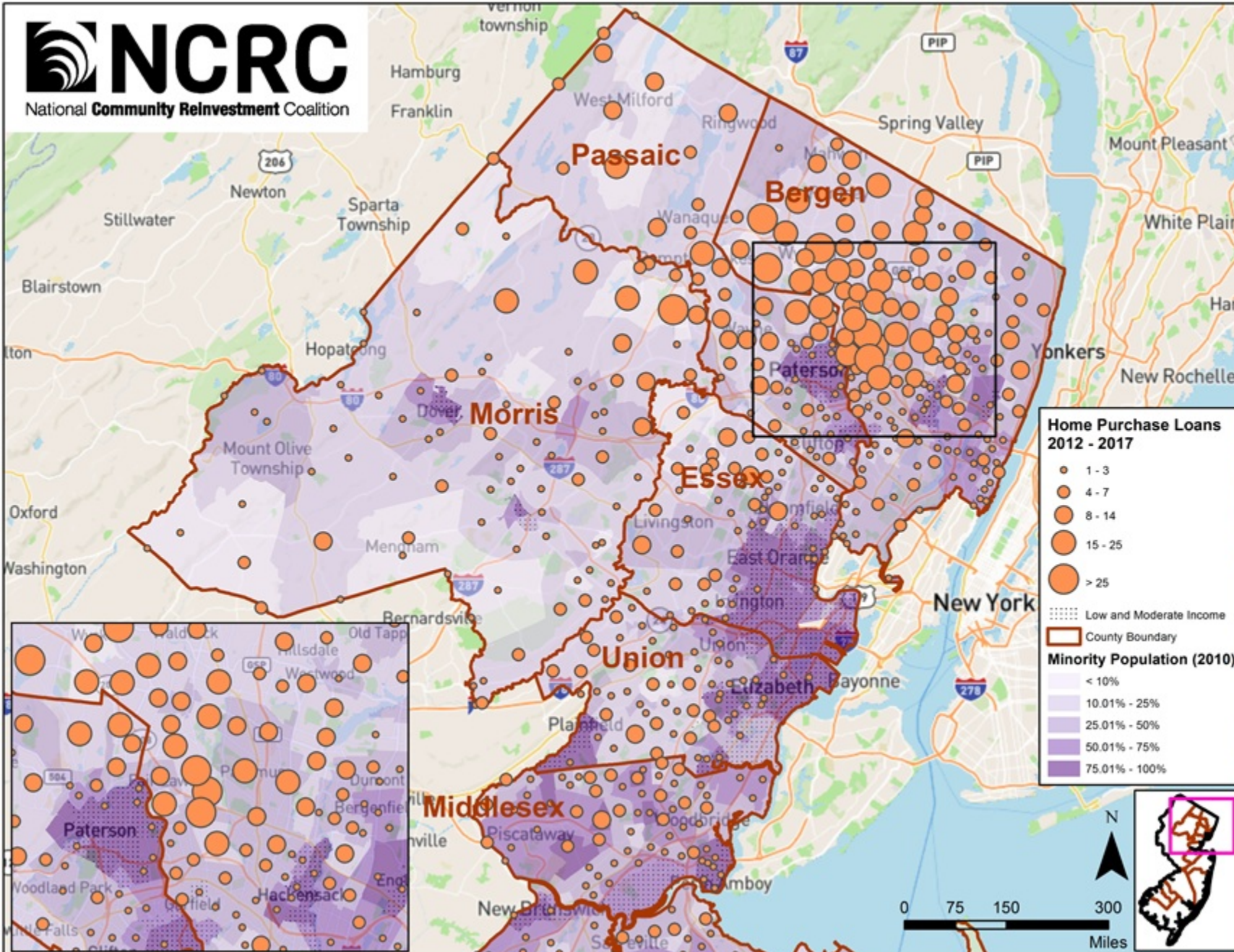
2015-2017 Denial disparities by Race

How likely is it that a person of color would be denied a home purchase loan in comparison to a white borrower?

Here we look at the instance of loan denial by both race of the borrower.

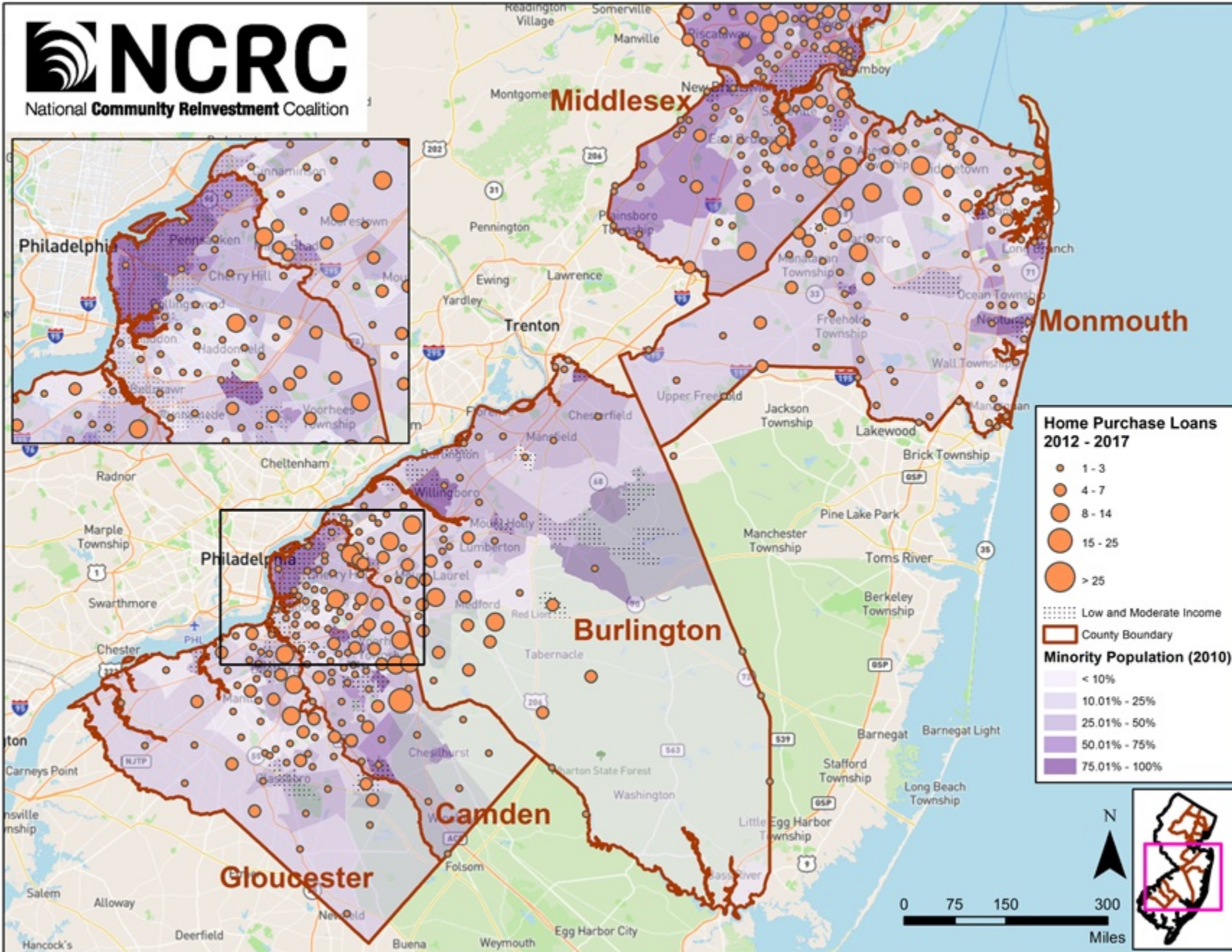
A 1.00x would mean that a borrower has the same chance of being denied as a white non-Hispanic borrower.

However, a 2.00x would suggest that a borrower is twice as likely to be denied a loan as a white borrower.



Columbia Bank - North Jersey
Mortgages
2012-2017

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



Columbia Bank - South Jersey Mortgages 2012-2017

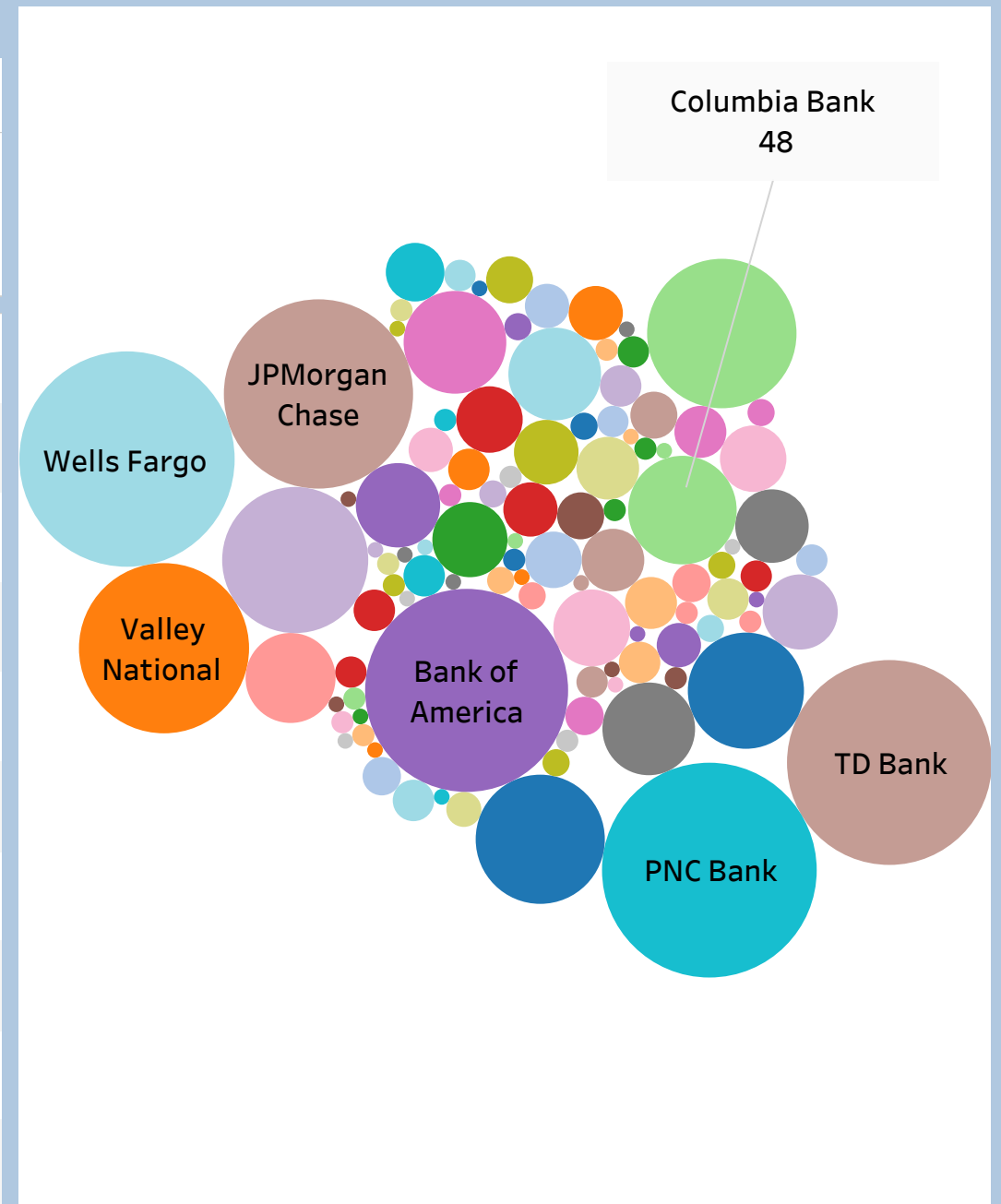
Home purchase loans originated on
single family, owner occupied
properties at the census tract
level.



Columbia Bank branch count as of June 2018 compared with the rest of the market.

	All Branches	Deposits (\$000s)
Columbia Bank	48	\$4,523,856
Wells Fargo	189	\$21,565,204
PNC Bank	188	\$21,832,515
TD Bank	171	\$29,685,783
Bank of America	168	\$26,626,783
JPMorgan Chase	146	\$17,590,196
Valley National Bank	118	\$11,550,431
Santander	91	\$7,523,683
Investors Bank	87	\$12,131,992
M&T Bank	68	\$5,691,899
Provident Bank	55	\$4,754,443

2018 Bank Branch Count



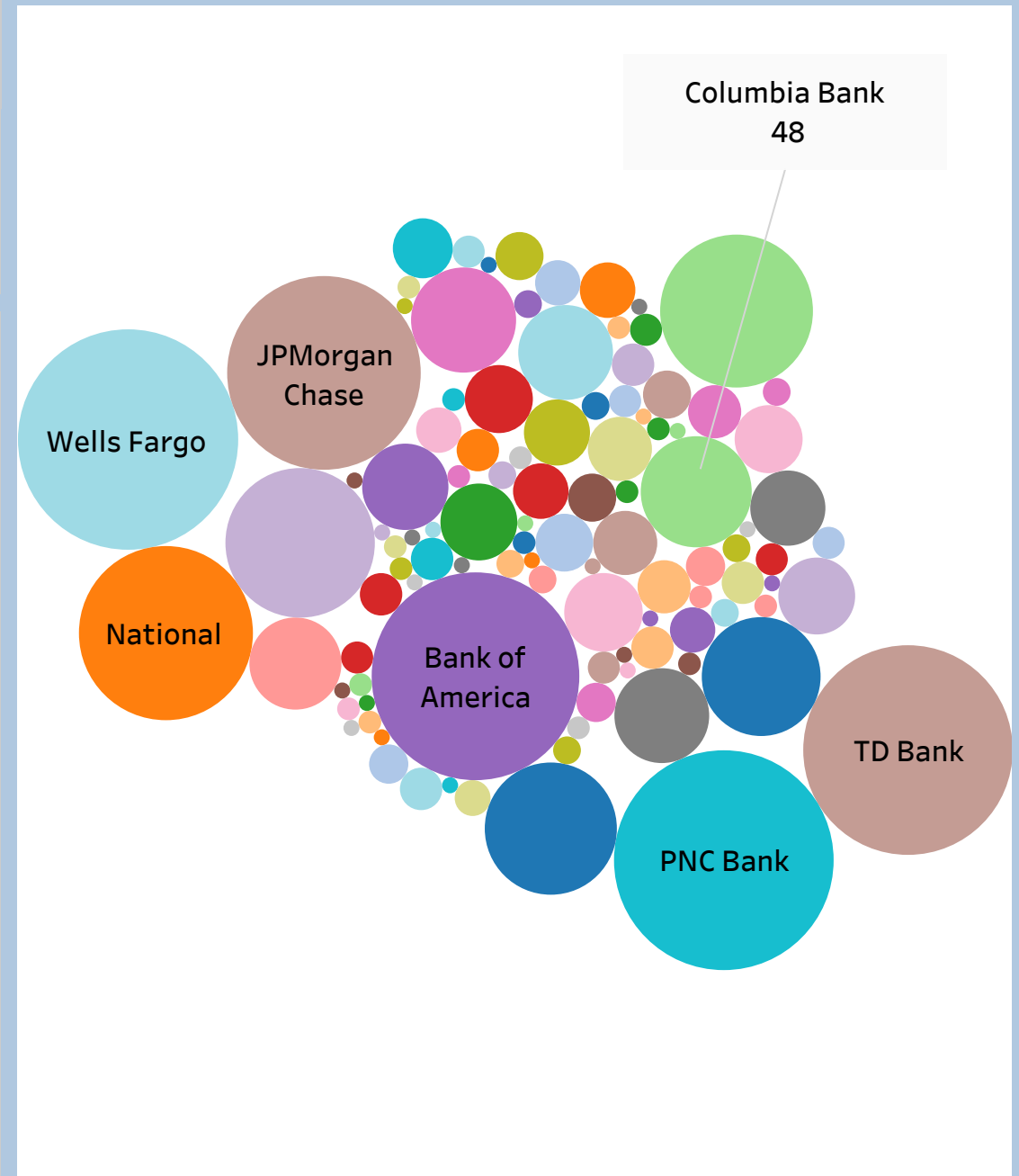


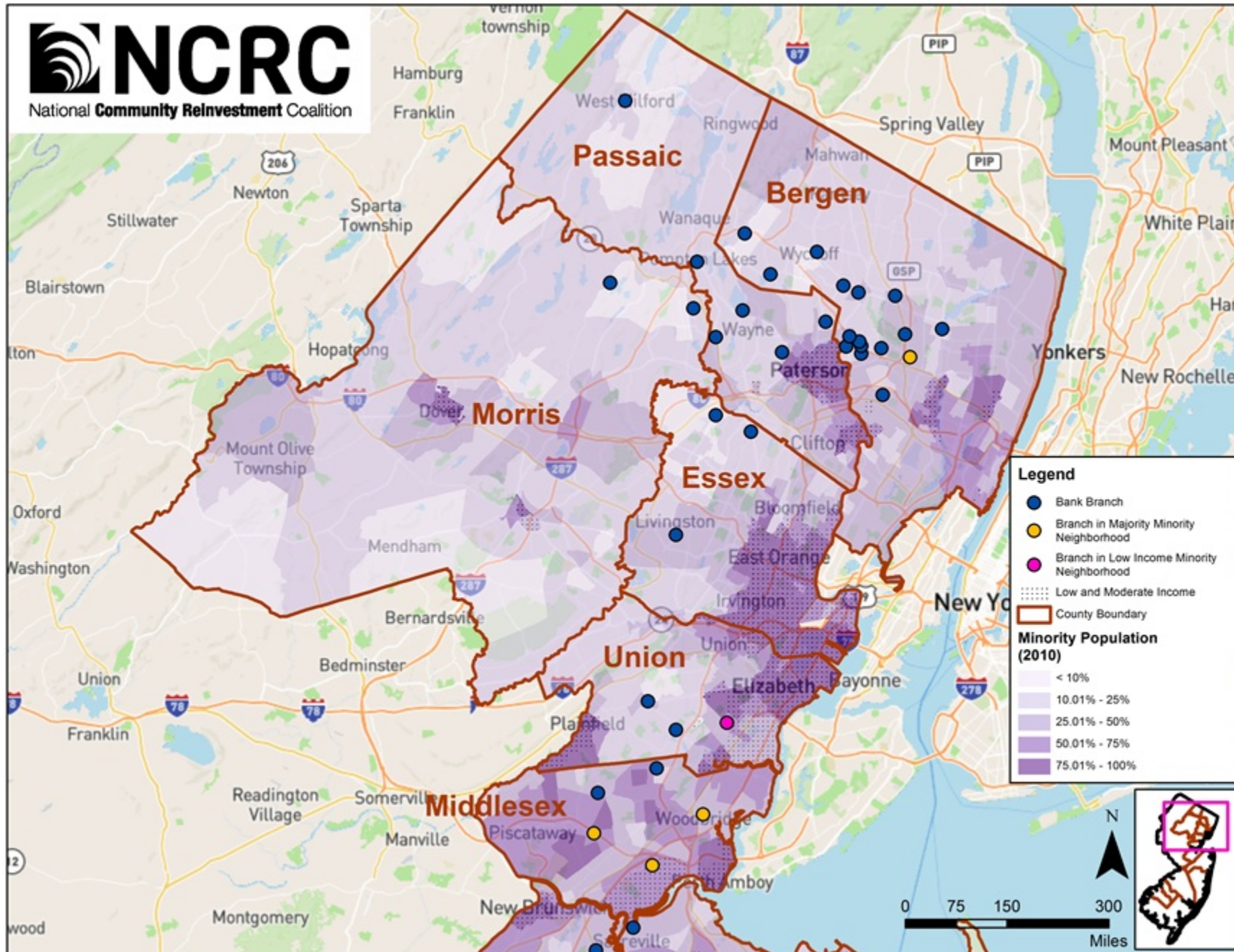
Columbia Bank branch count as of June 2018

All Branches		LMI Branches		Minority Branches	
Columbia Bank	Other Banks	Columbia Bank	Other Banks	Columbia Bank	Other Banks
48	1,942	2%	17%	13%	31%

	Columbia Bank	Other Banks	Columbia Bank	Other Banks	Columbia Bank	Other Banks
NJ	Bergen	16	417	0	35	144
	Burlington	3	111	0	20	11
	Camden	2	118	0	25	24
	Essex	3	225	0	90	92
	Gloucester	3	72	0	16	3
	Middlesex	8	250	0	32	152
	Monmouth	3	248	0	17	23
	Morris	2	207	0	13	29
	Passaic	5	118	0	26	44
	Union	3	176	1	55	80

2018 Bank Branch Count



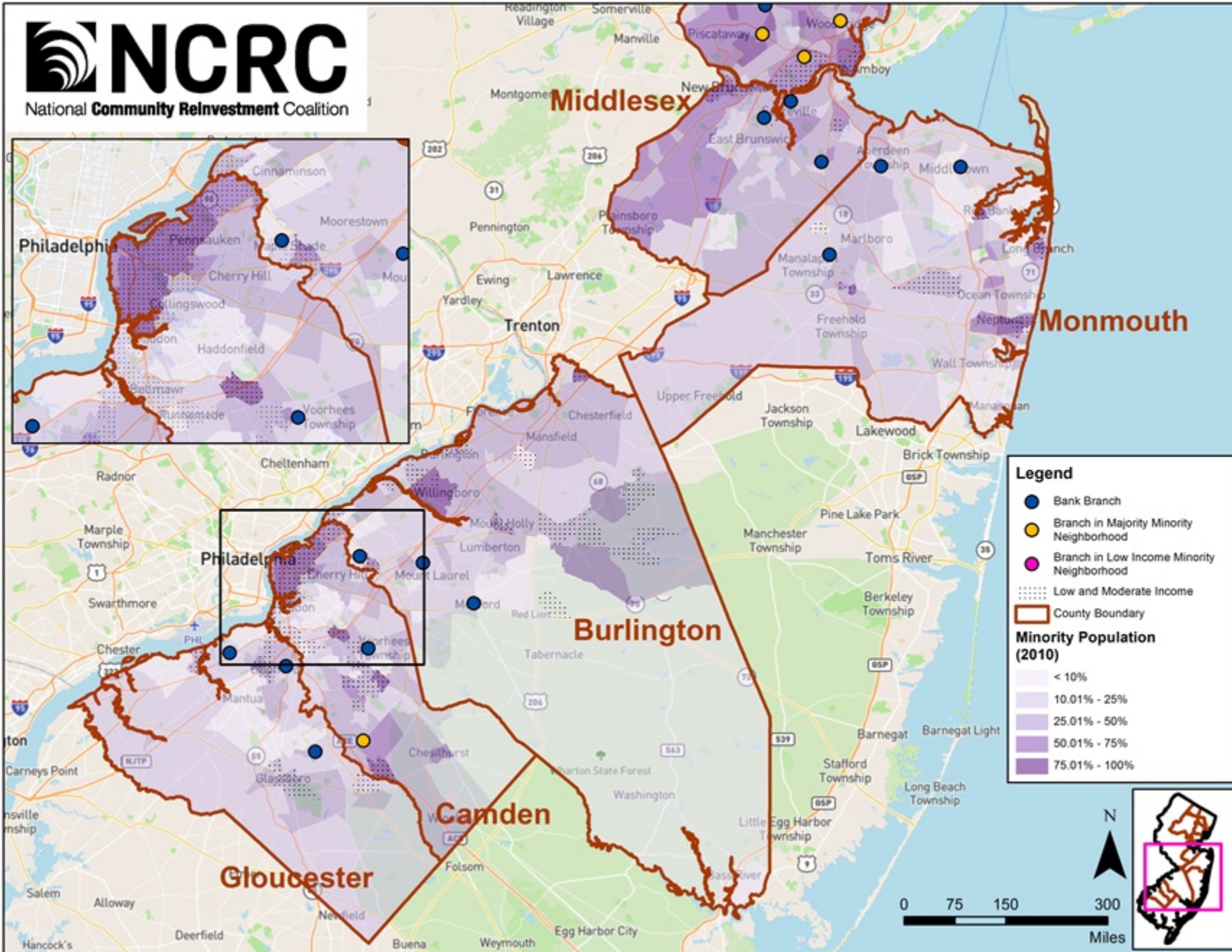


Columbia Bank - North Jersey Branches

Branch Locations as of June 2018

Branch locations have strong impact on business lending and the share of residents that are un-banked.

Service type 11 (brick and mortar) and 12 (retail) locations only



Columbia Bank - South Jersey Branches

Branch Locations as of June 2018

Branch locations have strong impact on business lending and the share of residents that are un-banked.

Service type 11 (brick and mortar) and 12 (retail) locations only



	Low and Moderate Income Neighborhoods		Middle and Upper Income Neighborhoods	
	# Loans	% Loans	# Loans	% Loans
Columbia Bank	771	11%	5,946	89%
Other Lenders	488,864	13%	3,235,943	87%

2015-2017 Business lending by Columbia Bank 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 business loans.



	Low and Moderate Income Neighborhoods		Middle and Upper Income Neighborhoods	
	# Small Business Loans	% Small Business Loans	# Small Business Loans	% Small Business Loans
Columbia Bank	237	10%	2,193	90%
Other Lenders	211,348	13%	1,375,132	87%

2015-2017 Small business lending made by Columbia Bank 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.