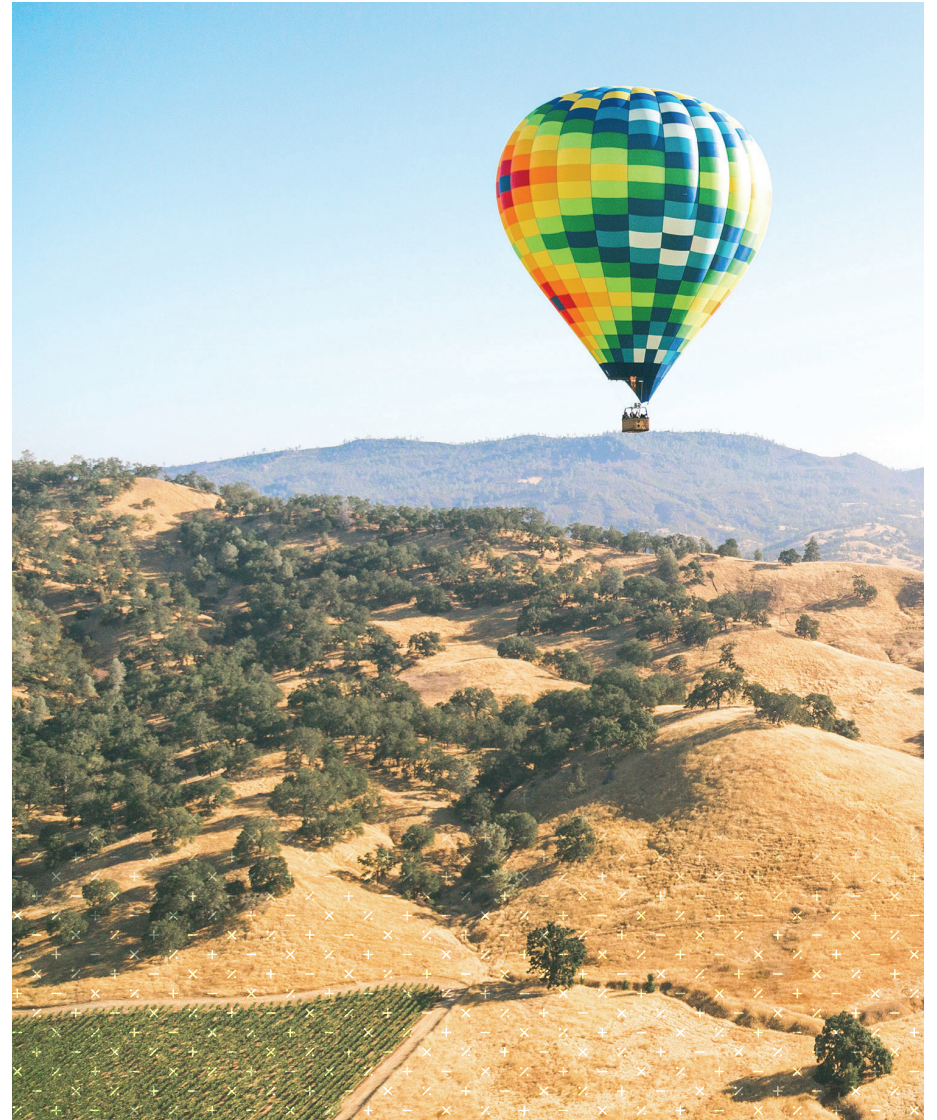


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# Bankers' Index

AN ANALYSIS OF NEW MEXICO COMMUNITY BANKS





The Bankers' Index is published by the New Mexico office of Moss Adams. For more information on the data presented in this report, contact **Rebecca Radell, Senior Manager**, at **(209) 955-6136**.

## New Mexico

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### ALBUQUERQUE

6565 Americas Parkway NE  
Suite 600  
Albuquerque, NM 87110  
**(505) 878-7200**

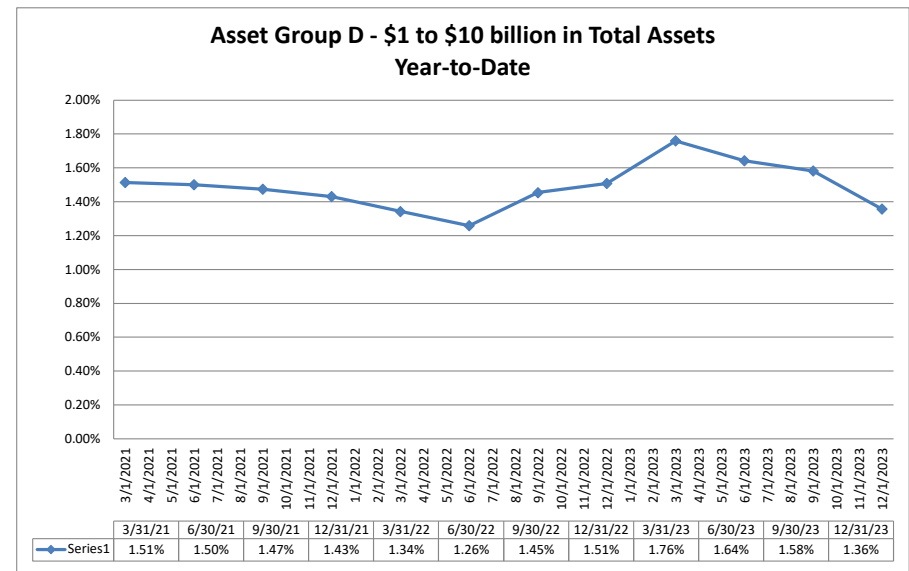
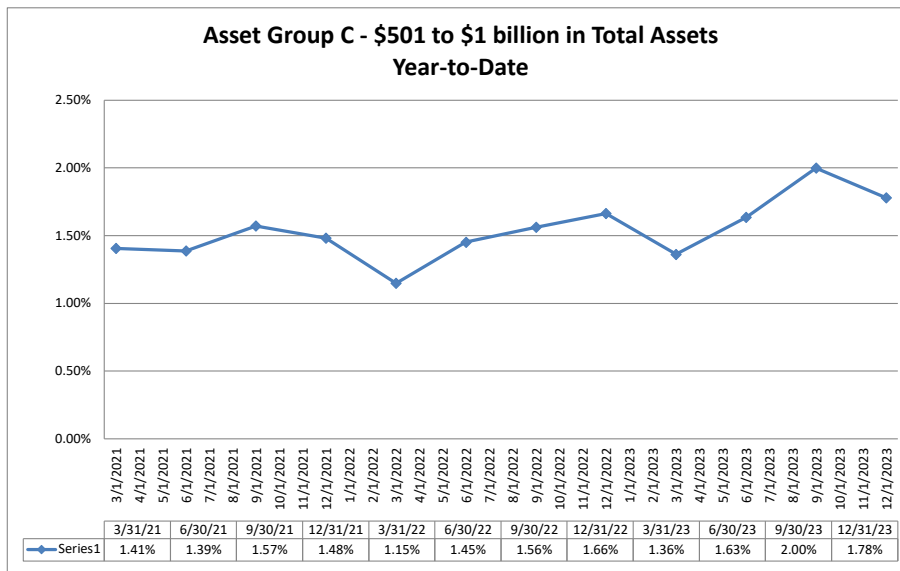
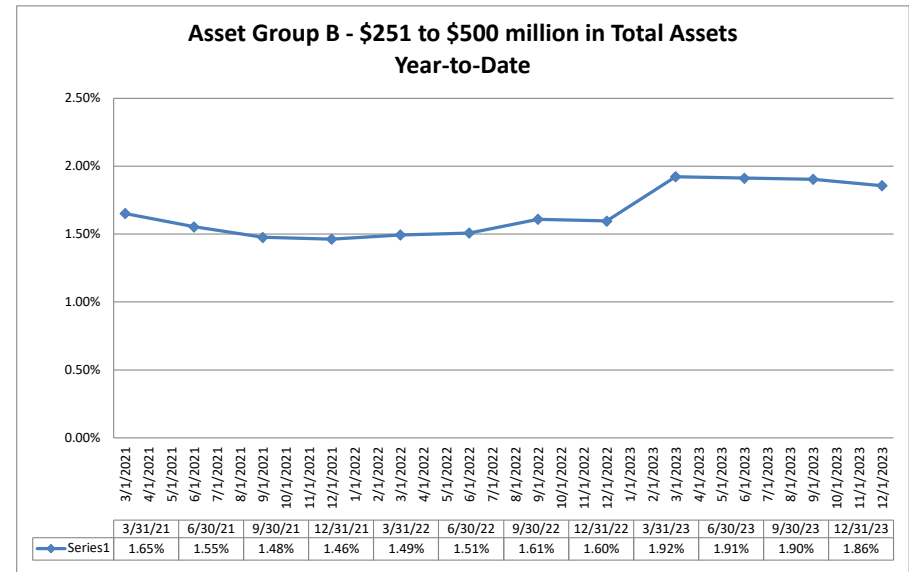
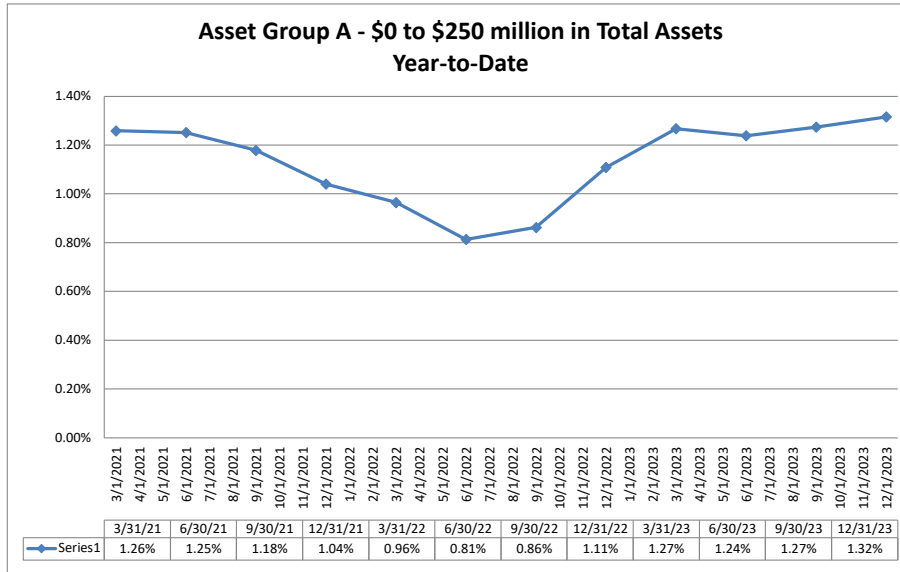
## ASSET SIZE DEFINITION

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<b>Group A</b>	\$0-\$250 million
<b>Group B</b>	\$251 million-\$500 million
<b>Group C</b>	\$501 million-\$1 billion
<b>Group D</b>	Over \$1 billion

# Performance Analysis

Summary Trends of Historical Asset Group Averages: Return on Average Assets



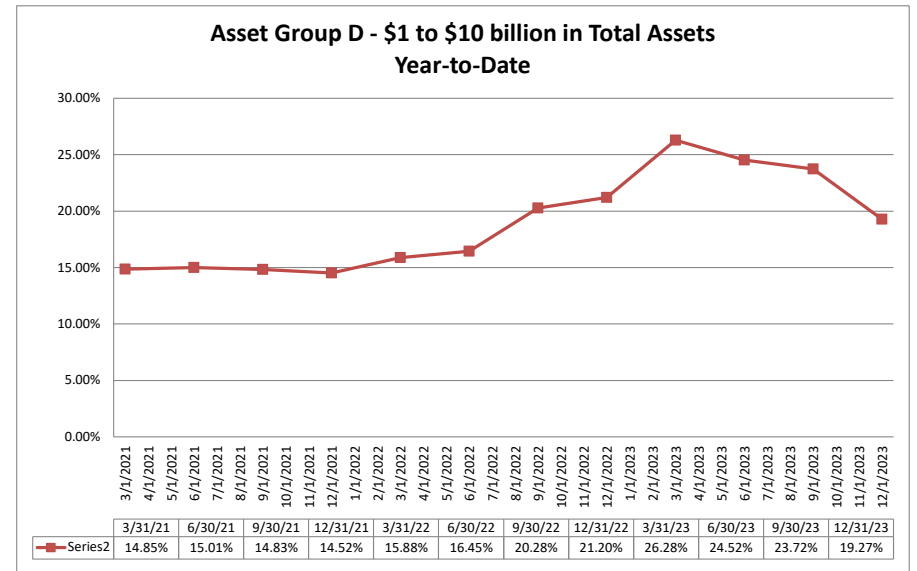
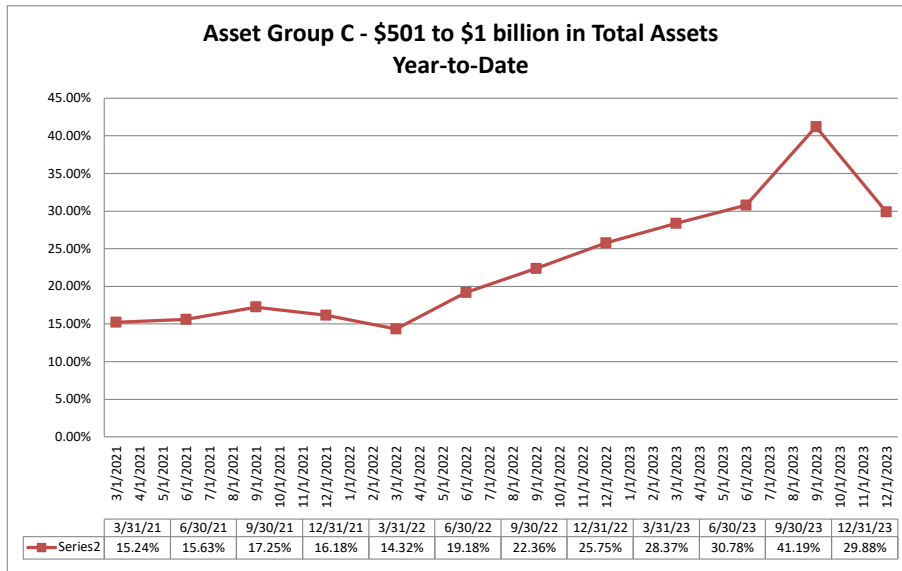
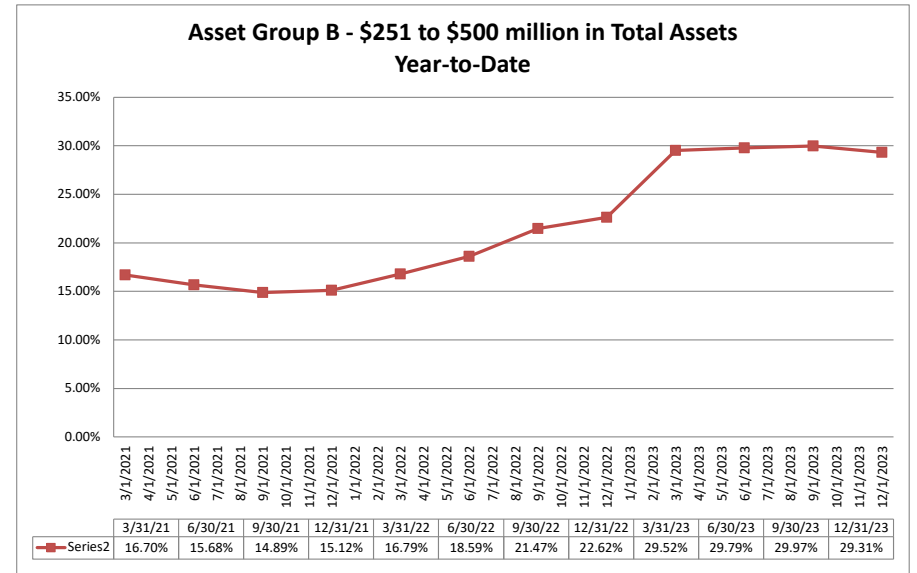
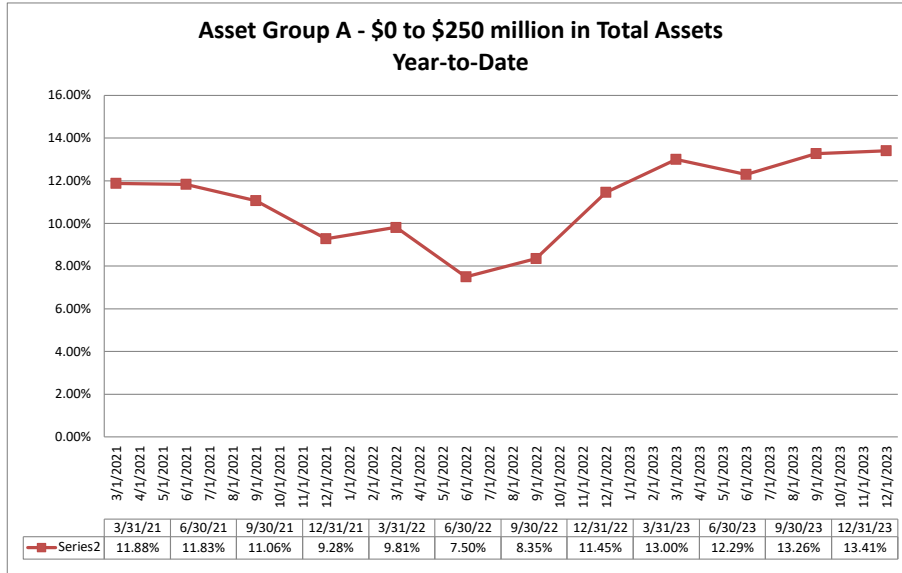
Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Summary Trends of Historical Asset Group Averages: Return on Average Equity



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Performance Analysis

December 31, 2023

Run Date: February 12, 2024

Region	Institution Name	As of Date	Quarter to Date					Year to Date				
		Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
<b>Asset Group A - \$0 to \$250 million in total assets</b>												
	DSRM National Bank	\$4,111	\$15	1.46%	1.72%	88.11%	\$152	\$50	1.22%	1.44%	88.52%	\$135
	Tucumcari Federal Savings & Loan Association	\$40,147	\$43	0.43%	3.14%	83.61%	\$102	\$117	0.29%	2.15%	88.65%	\$120
	American Heritage Bank	\$128,363	\$631	1.96%	24.68%	42.26%	\$72	\$2,403	1.92%	25.22%	47.58%	\$75
	First New Mexico Bank of Silver City	\$136,011	\$532	1.57%	13.11%	56.86%	\$83	\$2,050	1.49%	12.87%	57.85%	\$83
	First New Mexico Bank, Las Cruces	\$154,119	\$645	1.68%	13.28%	61.05%	\$97	\$2,259	1.44%	11.85%	58.17%	\$91
	Bank of the Southwest	\$180,752	\$1,138	2.44%	26.36%	70.89%	\$58	\$3,970	2.10%	23.90%	66.47%	\$58
	Community 1st Bank Las Vegas	\$198,963	\$515	1.03%	18.52%	70.54%	\$82	\$1,998	1.08%	19.29%	68.52%	\$74
	First State Bank	\$199,648	\$520	1.10%	9.73%	59.77%	\$54	\$1,632	0.89%	7.87%	63.40%	\$54
	Main Bank	\$249,721	\$803	1.28%	14.12%	56.38%	\$100	\$3,548	1.41%	16.10%	55.17%	\$133
	Average of Asset Group A	\$143,537	\$538	1.44%	13.85%	65.50%	\$89	\$2,003	1.32%	13.41%	66.04%	\$91
<b>Asset Group B - \$251 to \$500 million in total assets</b>												
	First New Mexico Bank	\$266,958	\$786	1.20%	9.32%	52.74%	\$76	\$3,481	1.38%	10.49%	53.74%	\$86
	Western Bank	\$286,840	\$1,346	1.92%	17.40%	47.83%	\$63	\$5,445	1.92%	18.95%	48.12%	\$68
	The Bank of Clovis	\$305,566	\$973	1.22%	15.36%	60.11%	\$158	\$3,599	1.15%	14.96%	58.37%	\$147
	Valley Bank of Commerce	\$323,712	\$3,140	4.01%	38.23%	23.78%	\$99	\$11,460	3.62%	39.08%	29.35%	\$121
	Western Heritage Bank	\$326,906	\$851	1.02%	9.32%	67.07%	\$74	\$4,772	1.44%	13.78%	60.72%	\$77
	Western Bank, Artesia, New Mexico	\$333,416	\$1,988	2.46%	37.02%	39.52%	\$192	\$8,884	2.74%	43.30%	36.27%	\$146
	James Polk Stone Community Bank	\$388,678	\$1,069	1.22%	26.27%	66.00%	\$60	\$4,348	1.31%	28.32%	69.48%	\$69
	Centinel Bank of Taos	\$414,563	\$1,885	1.81%	39.55%	47.93%	\$78	\$8,154	2.04%	43.60%	44.53%	\$72
	Southwest Capital Bank	\$435,612	\$1,236	1.13%	13.73%	71.67%	\$76	\$6,707	1.53%	19.11%	66.41%	\$76
	First National Bank	\$477,591	\$1,604	1.42%	68.80%	61.88%	\$70	\$5,880	1.30%	62.87%	63.11%	\$66
	Four Corners Community Bank	\$494,399	\$1,992	1.62%	18.89%	54.82%	\$97	\$9,519	1.95%	22.72%	50.60%	\$84
	The Citizens Bank of Clovis	\$499,896	\$2,039	1.67%	35.82%	47.03%	\$55	\$8,476	1.89%	34.52%	40.29%	\$61
	Average of Asset Group B	\$379,511	\$1,576	1.73%	27.48%	53.37%	\$92	\$6,727	1.86%	29.31%	51.75%	\$89
<b>Asset Group C - \$501 million to \$1 billion in total assets</b>												
	Lea County State Bank	\$666,801	\$1,618	0.95%	22.23%	69.21%	\$144	\$7,615	1.20%	27.61%	56.85%	\$84
	The Citizens Bank	\$790,557	(\$4,398)	(2.08%)	(100.70%)	50.25%	\$53	\$5,688	0.66%	29.76%	51.32%	\$60
	Western Commerce Bank	\$791,385	\$5,963	3.07%	35.44%	42.49%	\$113	\$22,954	3.02%	38.21%	39.19%	\$88
	CNB Bank	\$818,120	\$3,967	1.97%	27.63%	50.71%	\$124	\$15,387	2.08%	27.56%	47.66%	\$103
	Pioneer Bank	\$991,436	\$4,556	1.78%	26.48%	59.20%	\$82	\$20,406	1.99%	31.07%	55.02%	\$84
	Citizens Bank of Las Cruces	\$999,314	\$4,587	1.78%	23.15%	52.84%	\$99	\$17,756	1.72%	25.06%	55.00%	\$104
	Average of Asset Group C	\$842,936	\$2,716	1.25%	5.71%	54.12%	\$103	\$14,968	1.78%	29.88%	50.84%	\$87
<b>Asset Group D - \$1 billion to \$10 billion in total assets</b>												
	InBank	\$1,339,475	\$2,466	0.77%	6.99%	65.18%	\$105	\$11,783	0.93%	8.56%	63.77%	\$106
	Century Bank	\$1,372,563	\$3,178	0.91%	13.16%	60.43%	\$144	\$11,680	0.84%	11.97%	57.88%	\$130
	First American Bank	\$1,807,137	\$9,813	2.09%	31.51%	24.21%	\$23	\$43,094	2.30%	37.29%	39.18%	\$71
	Average of Asset Group D	\$1,506,392	\$5,152	1.26%	17.22%	49.94%	\$91	\$22,186	1.36%	19.27%	53.61%	\$102

Source: SNL Financial

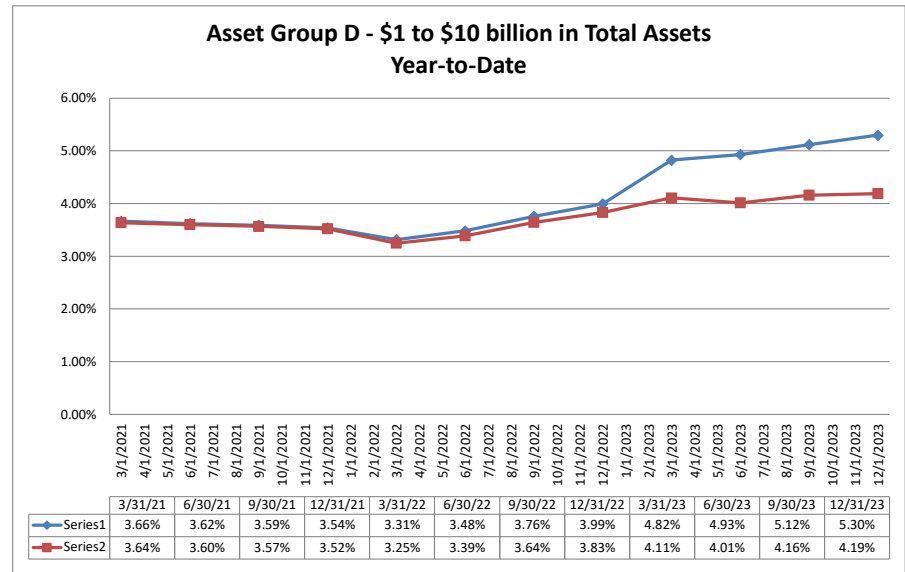
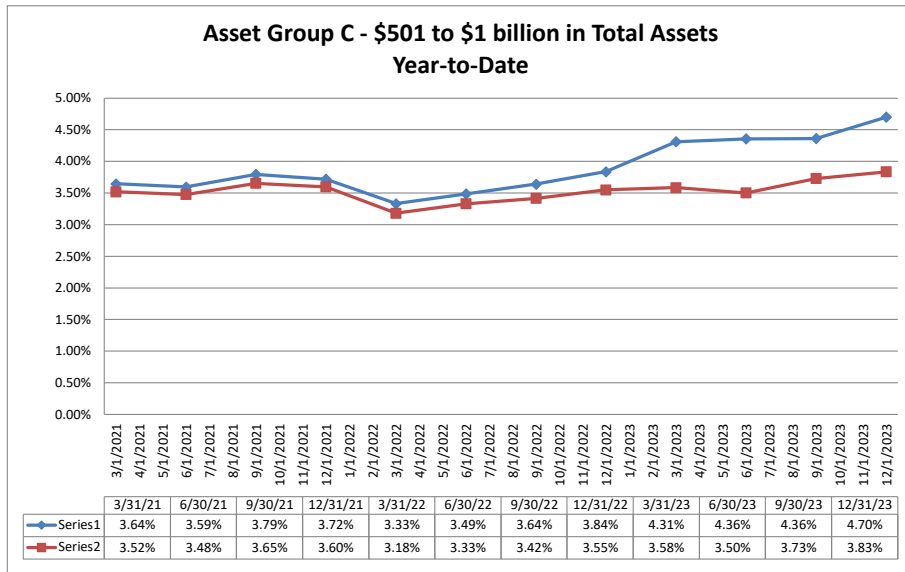
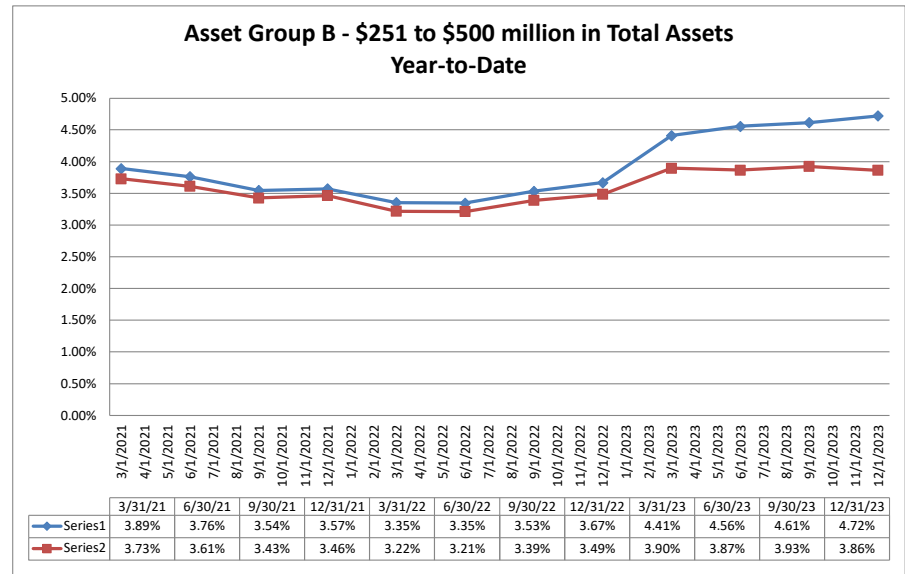
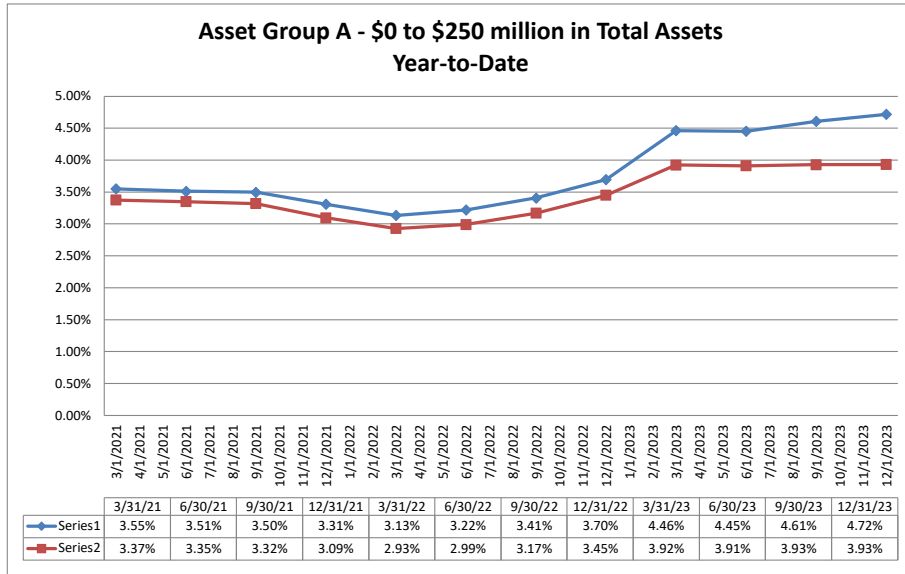
Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

# Balance Sheet & Net Interest Margin

Summary Trends of Historical Asset Group Averages: Yield on Earning Assets & Net Interest Margin (FTE)



Source: SNL Financial

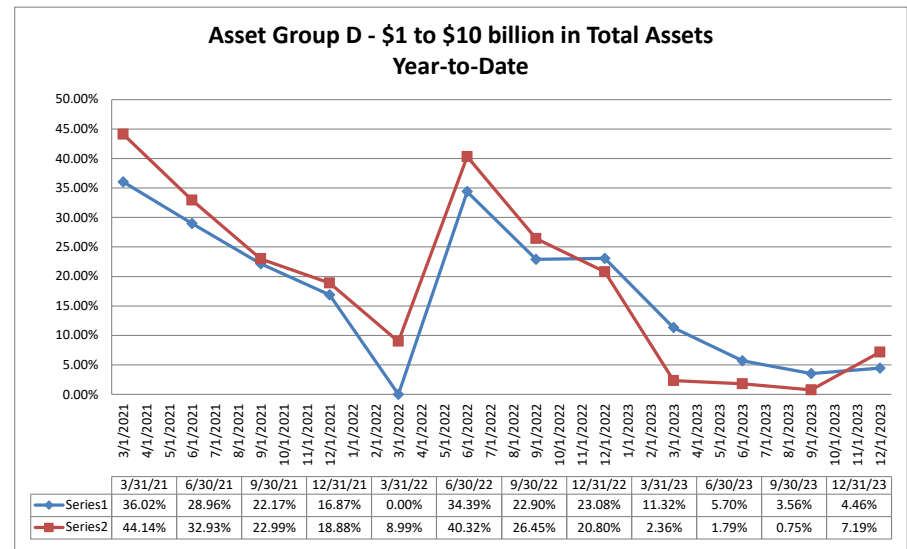
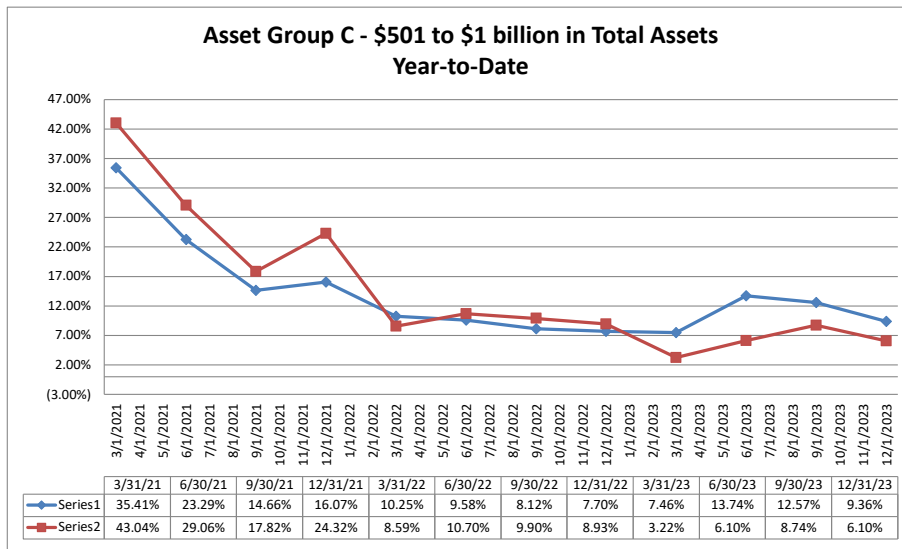
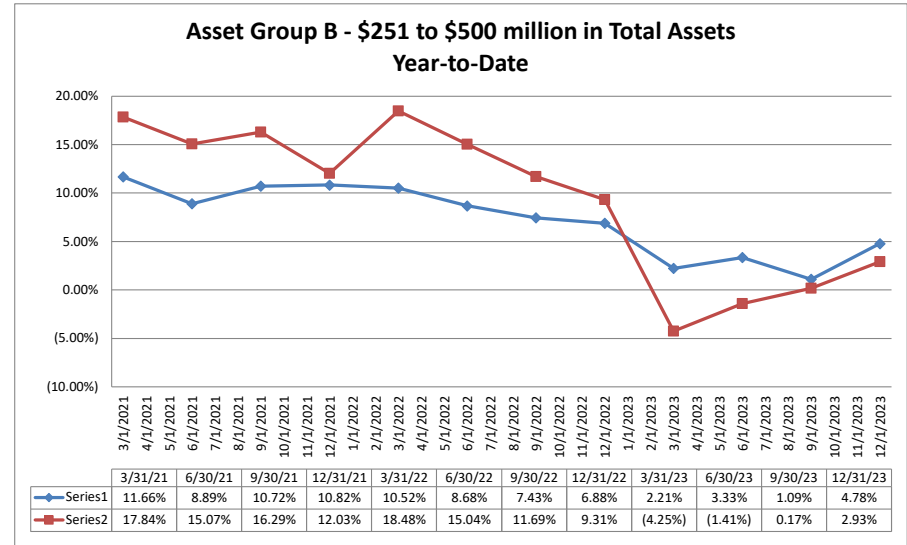
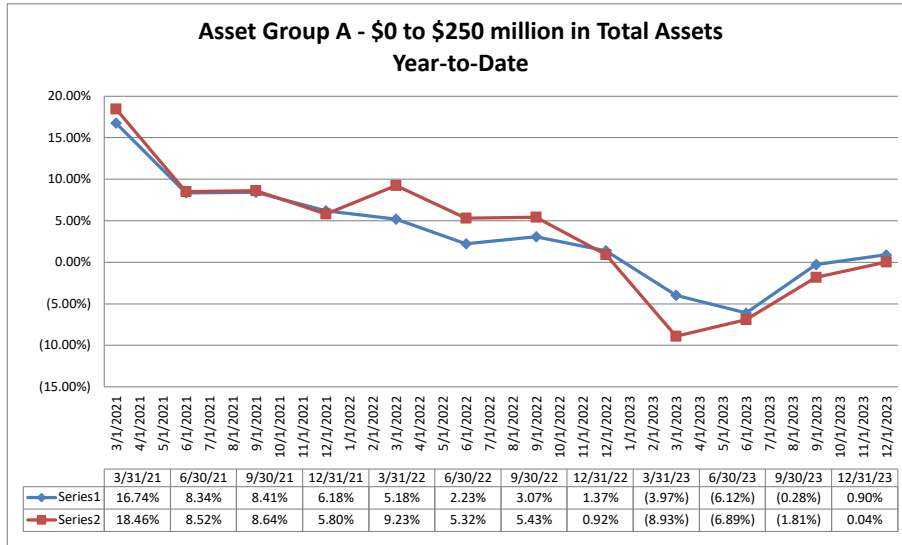
Note: Report includes only bank-level data.

NA = data was not available.

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Summary Trends of Historical Asset Group Averages: Asset Growth Rate & Deposit Growth Rate



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

**Balance Sheet & Net Interest Margin**

**December 31, 2023**

**Run Date: February 12, 2024**

Region	Institution Name	As of Date					Year to Date						
		Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
<b>Asset Group A - \$0 to \$250 million in total assets</b>													
	<b>DSRM National Bank</b>	\$4,111	\$0	\$500	0.00%	NM	\$2,056	1.96%	6.00%	6.00%	1.15%	0.12%	0.00%
	<b>Tucumcari Federal Savings &amp; Loan Association</b>	\$40,147	\$28,969	\$27,043	107.12%	17.49%	\$8,029	5.65%	2.93%	2.90%	3.10%	4.93%	15.70%
	<b>American Heritage Bank</b>	\$128,363	\$70,451	\$116,266	60.59%	41.52%	\$6,418	5.53%	1.25%	0.83%	4.75%	4.84%	3.04%
	<b>First New Mexico Bank of Silver City</b>	\$136,011	\$62,188	\$116,059	53.58%	57.94%	\$5,037	4.57%	0.51%	0.39%	4.21%	(5.16%)	(6.63%)
	<b>First New Mexico Bank, Las Cruces</b>	\$154,119	\$74,696	\$130,039	57.44%	50.45%	\$4,533	6.00%	1.20%	0.70%	5.35%	(8.25%)	(10.81%)
	<b>Bank of the Southwest</b>	\$180,752	\$119,050	\$163,203	72.95%	34.16%	\$2,178	6.63%	0.04%	0.03%	6.61%	(6.31%)	(5.42%)
	<b>Community 1st Bank Las Vegas</b>	\$198,963	\$77,857	\$186,177	41.82%	45.62%	\$5,852	3.78%	0.45%	0.33%	3.47%	13.97%	12.67%
	<b>First State Bank</b>	\$199,648	\$11,206	\$177,622	6.31%	69.35%	\$7,679	3.48%	0.19%	0.14%	3.34%	1.81%	0.98%
	<b>Main Bank</b>	\$249,721	\$192,069	\$199,641	96.21%	22.38%	\$14,689	4.86%	2.31%	1.61%	3.40%	2.12%	(9.21%)
	<b>Average of Asset Group A</b>	<b>\$143,537</b>	<b>\$70,721</b>	<b>\$124,061</b>	<b>55.11%</b>	<b>42.36%</b>	<b>\$6,275</b>	<b>4.72%</b>	<b>1.65%</b>	<b>1.44%</b>	<b>3.93%</b>	<b>0.90%</b>	<b>0.04%</b>
<b>Asset Group B - \$251 to \$500 million in total assets</b>													
	<b>First New Mexico Bank</b>	\$266,958	\$111,317	\$228,200	48.78%	53.93%	\$8,090	4.42%	1.03%	0.65%	3.84%	2.24%	1.27%
	<b>Western Bank</b>	\$286,840	\$73,010	\$251,507	29.03%	65.58%	\$6,519	3.90%	0.85%	0.47%	3.47%	1.49%	(1.11%)
	<b>The Bank of Clovis</b>	\$305,566	\$166,712	\$245,116	68.01%	29.38%	\$9,549	5.10%	2.11%	1.45%	3.74%	4.01%	5.85%
	<b>Valley Bank of Commerce</b>	\$323,712	\$157,810	\$288,574	54.69%	54.48%	\$15,415	5.72%	2.63%	1.50%	4.51%	(0.80%)	(3.42%)
	<b>Western Heritage Bank</b>	\$326,906	\$252,761	\$280,972	89.96%	22.01%	\$5,189	5.74%	2.23%	1.15%	4.69%	0.89%	(2.45%)
	<b>Western Bank, Artesia, New Mexico</b>	\$333,416	\$145,591	\$309,267	47.08%	53.64%	\$14,496	4.53%	0.42%	0.14%	4.40%	1.14%	(0.27%)
	<b>James Polk Stone Community Bank</b>	\$388,678	\$162,615	\$341,827	47.57%	35.62%	\$4,798	4.81%	2.05%	1.04%	3.77%	19.13%	16.41%
	<b>Centinel Bank of Taos</b>	\$414,563	\$142,546	\$388,863	36.66%	50.07%	\$7,677	3.85%	1.31%	0.77%	3.14%	6.76%	5.45%
	<b>Southwest Capital Bank</b>	\$435,612	\$179,408	\$396,114	45.29%	16.50%	\$4,840	4.44%	1.09%	0.65%	3.84%	1.51%	0.88%
	<b>First National Bank</b>	\$477,591	\$203,725	\$437,464	46.57%	27.16%	\$5,191	3.82%	1.15%	0.74%	3.12%	5.40%	(1.25%)
	<b>Four Corners Community Bank</b>	\$494,399	\$330,599	\$419,107	78.88%	26.69%	\$5,886	5.18%	1.45%	0.89%	4.37%	3.57%	4.87%
	<b>The Citizens Bank of Clovis</b>	\$499,896	\$312,467	\$422,611	73.94%	21.16%	\$9,613	5.16%	2.33%	1.81%	3.47%	12.04%	8.93%
	<b>Average of Asset Group B</b>	<b>\$379,511</b>	<b>\$186,547</b>	<b>\$334,135</b>	<b>55.54%</b>	<b>38.02%</b>	<b>\$8,105</b>	<b>4.72%</b>	<b>1.55%</b>	<b>0.94%</b>	<b>3.86%</b>	<b>4.78%</b>	<b>2.93%</b>
<b>Asset Group C - \$501 million to \$1 billion in total assets</b>													
	<b>Lea County State Bank</b>	\$666,801	\$242,646	\$539,144	45.01%	20.86%	\$8,232	4.37%	1.84%	1.09%	3.10%	18.85%	12.67%
	<b>The Citizens Bank</b>	\$790,557	\$282,471	\$674,466	41.88%	53.80%	\$6,700	3.53%	1.18%	0.85%	2.76%	(1.96%)	(11.06%)
	<b>Western Commerce Bank</b>	\$791,385	\$440,276	\$716,780	61.42%	21.12%	\$8,159	4.96%	0.43%	0.26%	4.72%	17.53%	15.95%
	<b>CNB Bank</b>	\$818,120	\$558,277	\$754,477	74.00%	19.57%	\$10,227	5.27%	1.08%	1.17%	4.36%	19.66%	21.42%
	<b>Pioneer Bank</b>	\$991,436	\$539,877	\$775,856	69.58%	15.20%	\$6,235	5.34%	1.17%	0.85%	4.50%	(0.84%)	(2.67%)
	<b>Citizens Bank of Las Cruces</b>	\$999,314	\$698,852	\$869,426	80.38%	10.69%	\$7,628	4.74%	1.87%	1.26%	3.56%	2.91%	0.26%
	<b>Average of Asset Group C</b>	<b>842,935.50</b>	<b>\$460,400</b>	<b>\$721,692</b>	<b>62.05%</b>	<b>23.54%</b>	<b>\$7,864</b>	<b>4.70%</b>	<b>1.26%</b>	<b>0.91%</b>	<b>3.83%</b>	<b>9.36%</b>	<b>6.10%</b>
<b>Asset Group D - \$1 billion to \$10 billion in total assets</b>													
	<b>InBank</b>	\$1,339,475	\$902,141	\$1,159,455	77.81%	16.83%	\$7,654	5.17%	2.30%	1.51%	3.74%	7.66%	9.15%
	<b>Century Bank</b>	\$1,372,563	\$925,438	\$1,247,813	74.16%	16.12%	\$8,074	5.52%	1.73%	0.98%	4.41%	2.24%	8.30%
	<b>First American Bank</b>	\$1,807,137	\$955,901	\$1,525,407	62.67%	24.27%	\$7,200	5.21%	1.38%	0.69%	4.42%	3.47%	4.13%
	<b>Average of Asset Group D</b>	<b>\$1,506,392</b>	<b>\$927,827</b>	<b>\$1,310,892</b>	<b>71.55%</b>	<b>19.07%</b>	<b>\$7,643</b>	<b>5.30%</b>	<b>1.80%</b>	<b>1.06%</b>	<b>4.19%</b>	<b>4.46%</b>	<b>7.19%</b>

Source: SNL Financial

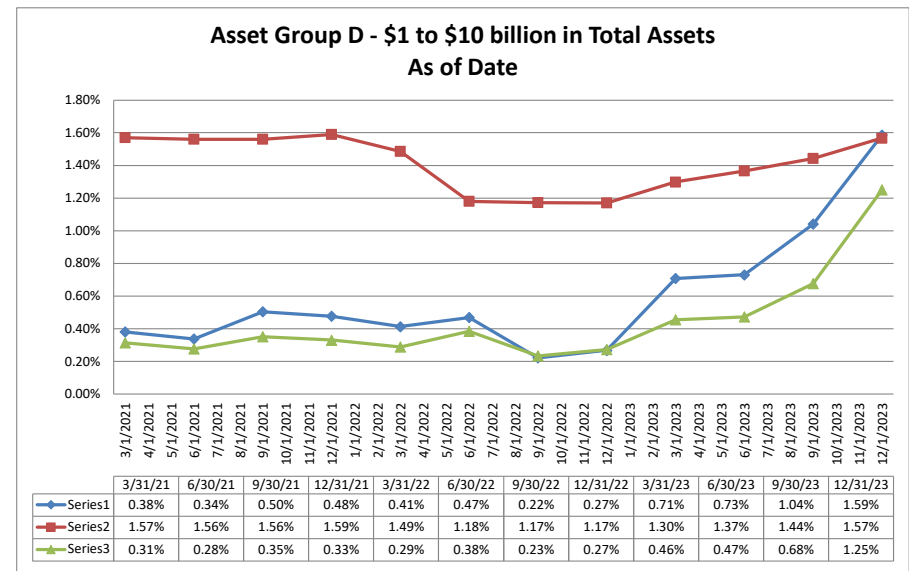
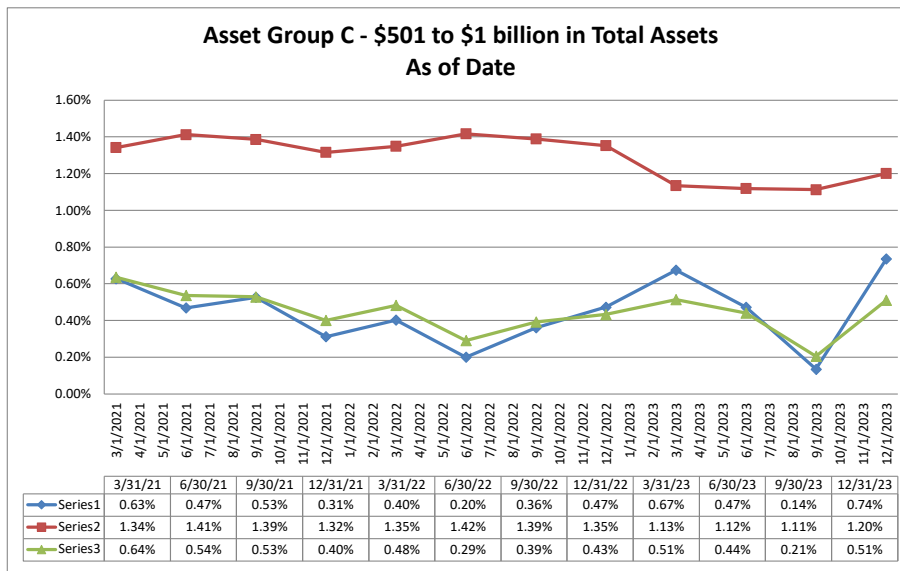
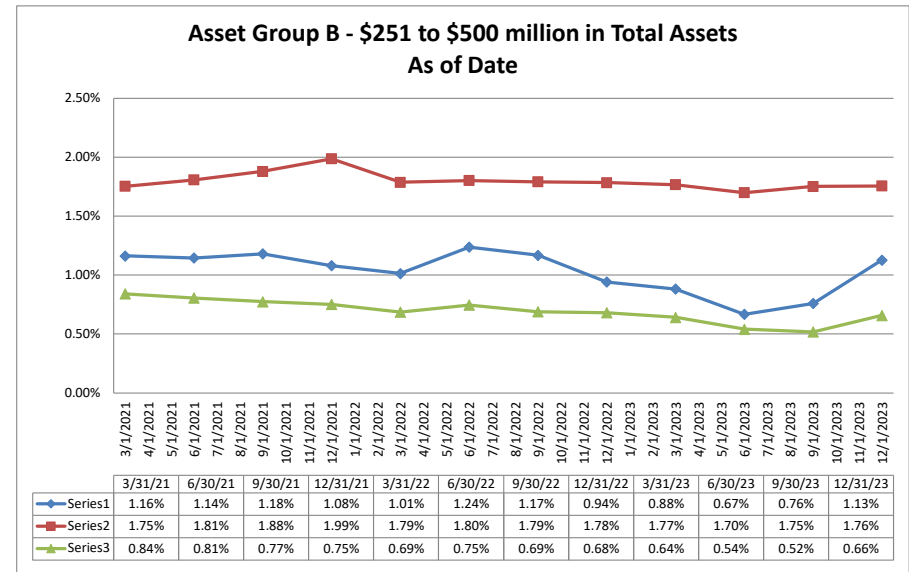
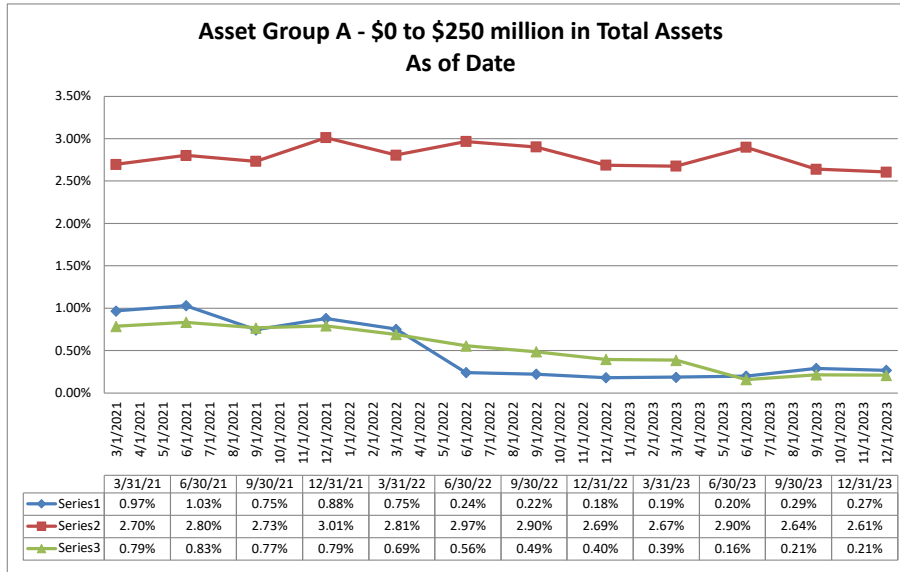
Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

# Asset Quality

Summary Trends of Historical Asset Group Averages: Non accruals/Loans, Reserves/Loans & NPAs/Total Assets



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

**Asset Quality**

**December 31, 2023**

**Run Date: February 12, 2024**

		As of Date						
Region	Institution Name	Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Assets (%)
<b>Asset Group A - \$0 to \$250 million in total assets</b>								
	DSRM National Bank	\$4,111	\$0	NA	NA	NA	0.00%	0.00%
	Tucumcari Federal Savings & Loan Association	\$40,147	\$270	0.93%	1.05%	92.12%	6.45%	0.82%
	American Heritage Bank	\$128,363	\$347	0.49%	1.54%	264.08%	3.34%	0.32%
	First New Mexico Bank of Silver City	\$136,011	\$0	0.00%	1.66%	NA	0.00%	0.00%
	First New Mexico Bank, Las Cruces	\$154,119	\$0	0.00%	2.26%	NA	0.00%	0.00%
	Bank of the Southwest	\$180,752	\$156	0.13%	1.00%	759.62%	3.90%	0.40%
	Community 1st Bank Las Vegas	\$198,963	\$10	0.01%	1.41%	NM	0.07%	0.01%
	First State Bank	\$199,648	\$21	0.19%	10.66%	NM	0.34%	0.04%
	Main Bank	\$249,721	\$724	0.38%	1.27%	337.85%	2.80%	0.29%
	Average of Asset Group A	\$143,537	\$170	0.27%	2.61%	363.42%	1.88%	0.21%
<b>Asset Group B - \$251 to \$500 million in total assets</b>								
	First New Mexico Bank	\$266,958	\$4,546	4.08%	2.33%	57.02%	12.47%	1.70%
	Western Bank	\$286,840	\$453	0.62%	2.19%	352.76%	1.34%	0.16%
	The Bank of Clovis	\$305,566	\$0	0.00%	1.68%	NA	0.00%	0.00%
	Valley Bank of Commerce	\$323,712	\$4,589	2.91%	1.75%	60.21%	13.25%	1.52%
	Western Heritage Bank	\$326,906	\$8	0.00%	1.17%	NM	0.04%	0.00%
	Western Bank, Artesia, New Mexico	\$333,416	\$0	0.00%	1.20%	NA	0.00%	0.00%
	James Polk Stone Community Bank	\$388,678	\$907	0.56%	2.47%	181.65%	9.20%	0.57%
	Centinel Bank of Taos	\$414,563	\$0	0.00%	1.22%	NA	1.35%	0.00%
	Southwest Capital Bank	\$435,612	\$6,726	3.75%	2.09%	55.00%	17.74%	1.67%
	First National Bank	\$477,591	\$2,074	1.02%	1.62%	57.36%	33.21%	1.21%
	Four Corners Community Bank	\$494,399	\$1,944	0.59%	2.13%	361.68%	10.07%	1.06%
	The Citizens Bank of Clovis	\$499,896	\$0	0.00%	1.21%	NA	0.00%	0.00%
	Average of Asset Group B	\$379,511	\$1,771	1.13%	1.76%	160.81%	8.22%	0.66%
<b>Asset Group C - \$501 million to \$1 billion in total assets</b>								
	Lea County State Bank	\$666,801	\$981	0.40%	0.80%	197.76%	2.57%	0.15%
	The Citizens Bank	\$790,557	\$200	0.07%	1.30%	75.77%	15.78%	0.61%
	Western Commerce Bank	\$791,385	\$939	0.21%	1.21%	566.77%	4.43%	0.12%
	CNB Bank	\$818,120	\$53	0.01%	1.13%	NM	0.33%	0.01%
	Pioneer Bank	\$991,436	\$20,082	3.72%	1.33%	33.36%	25.95%	2.17%
	Los Alamos National Bank	\$999,314	\$0	0.00%	1.43%	NM	0.02%	0.00%
	Average of Asset Group C	\$842,936	\$3,709	0.74%	1.20%	218.42%	8.18%	0.51%
<b>Asset Group D - \$1 billion to \$10 billion in total assets</b>								
	MyBank	\$1,339,475	\$1,646	0.18%	1.19%	127.82%	7.17%	0.65%
	Century Bank	\$1,372,563	\$31,419	3.40%	1.74%	50.29%	27.09%	2.33%
	First American Bank	\$1,807,137	\$11,263	1.18%	1.77%	149.85%	10.41%	0.77%
	Average of Asset Group D	\$1,506,392	\$14,776	1.59%	1.57%	109.32%	14.89%	1.25%

Source: SNL Financial

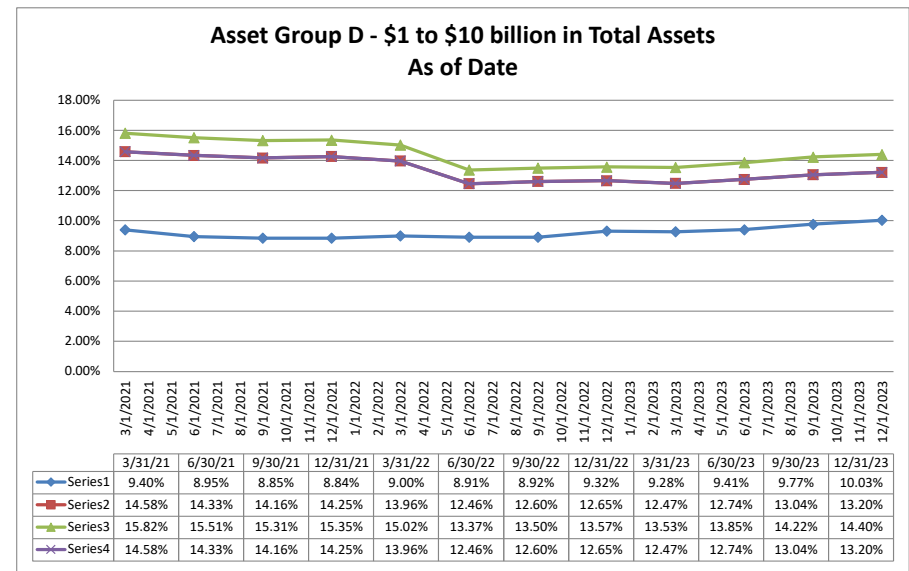
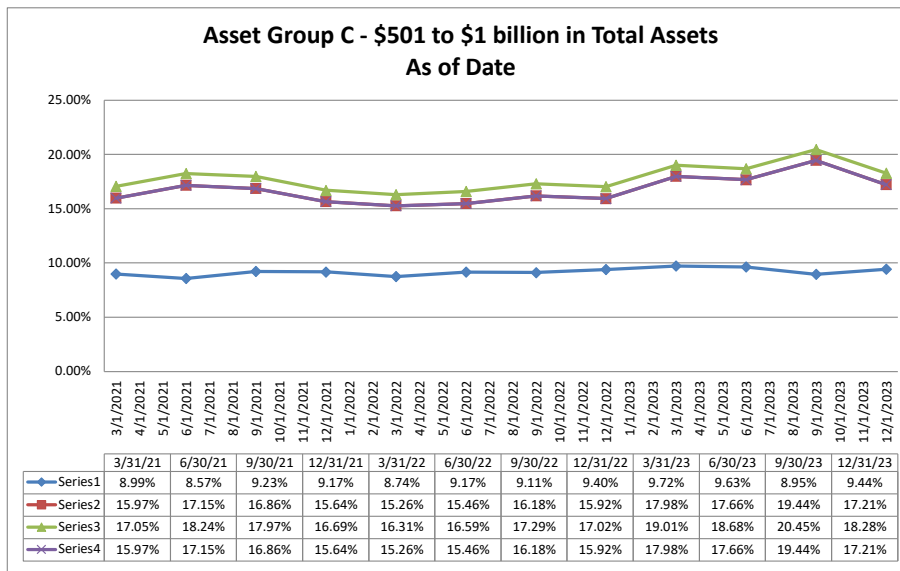
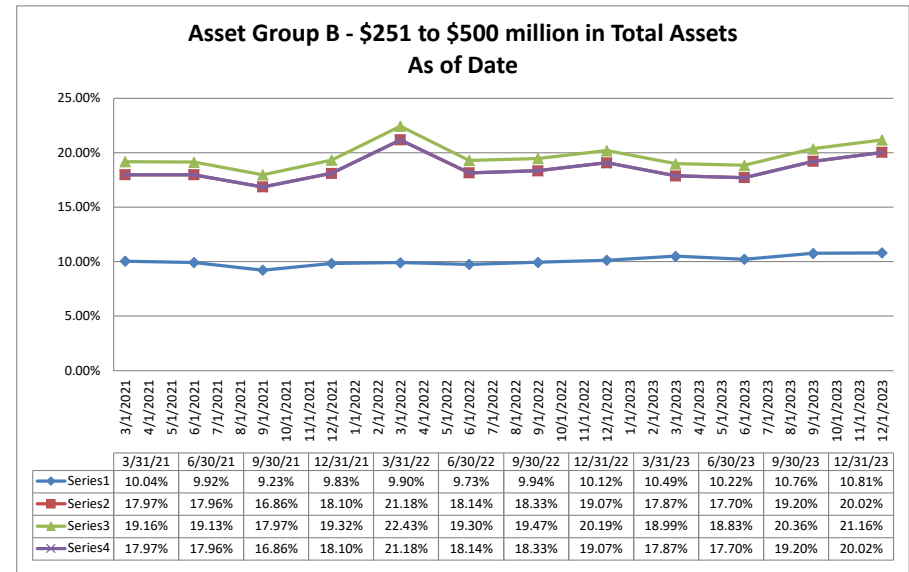
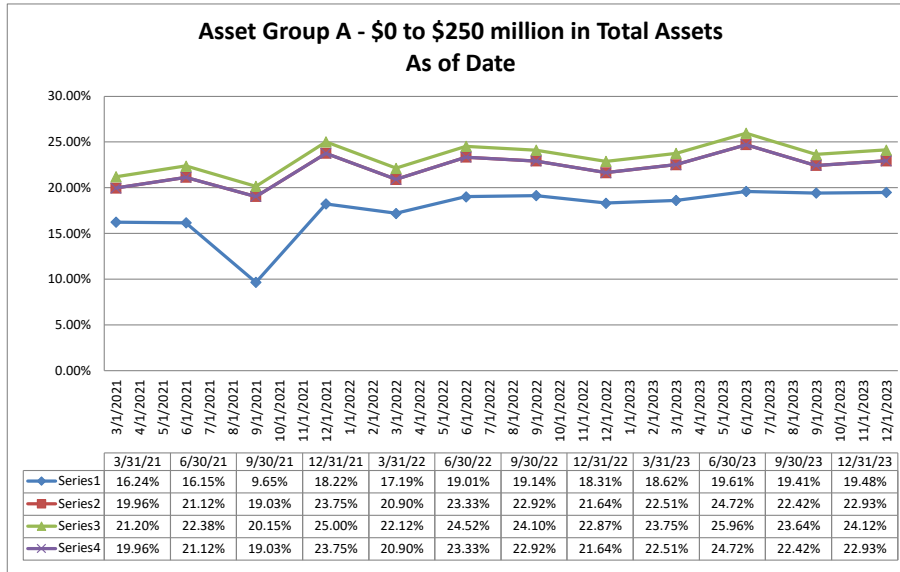
Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

# Capital Adequacy

Summary Trends of Historical Asset Group Averages: Leverage Ratio, Tier 1 Risk Based Ratio, Risk Based Capital Ratio & Common Equity Tier 1 Risk Based Ratio



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

**Capital Adequacy**

**December 31, 2023**

**Run Date: February 12, 2024**

		As of Date							
Region	Institution Name	Total Assets (\$000)	Total Equity Capital (\$000)	Tier 1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)	Common Equity Tier 1 Risk Based Ratio (%)
<b>Asset Group A - \$0 to \$250 million in total assets</b>									
	DSRM National Bank	\$4,111	\$3,489	\$3,489	\$3,489	84.91%	NA	NA	NA
	Tucumcari Federal Savings & Loan Association	\$40,147	\$5,537	\$5,644	\$5,644	14.05%	NA	NA	NA
	American Heritage Bank	\$128,363	\$11,249	\$14,845	\$14,845	11.51%	16.44%	17.64%	16.44%
	First New Mexico Bank of Silver City	\$136,011	\$16,304	\$16,304	\$16,304	12.02%	NA	NA	NA
	First New Mexico Bank, Las Cruces	\$154,119	\$19,502	\$19,502	\$19,502	12.68%	NA	NA	NA
	Bank of the Southwest	\$180,752	\$17,488	\$17,488	\$17,488	9.37%	15.44%	16.49%	15.44%
	Community 1st Bank Las Vegas	\$198,963	\$12,367	\$18,083	\$18,083	9.06%	18.81%	19.98%	18.81%
	First State Bank	\$199,648	\$21,630	\$21,630	\$21,630	11.47%	50.99%	52.26%	50.99%
	Main Bank	\$249,721	\$23,401	\$25,854	\$25,854	10.29%	12.97%	14.21%	12.97%
	Average of Asset Group A	\$143,537	\$14,552	\$15,871	\$15,871	19.48%	22.93%	24.12%	22.93%
<b>Asset Group B - \$251 to \$500 million in total assets</b>									
	First New Mexico Bank	\$266,958	\$33,854	\$34,223	\$34,223	13.02%	NA	NA	NA
	Western Bank	\$286,840	\$32,317	\$36,846	\$36,846	13.11%	34.16%	35.41%	34.16%
	The Bank of Clovis	\$305,566	\$27,249	\$33,825	\$33,825	10.60%	19.35%	20.60%	19.35%
	Valley Bank of Commerce	\$323,712	\$34,258	\$34,318	\$34,318	10.96%	20.66%	21.92%	20.66%
	Western Heritage Bank	\$326,906	\$37,045	\$39,630	\$39,630	11.94%	14.42%	15.42%	14.42%
	Western Bank, Artesia, New Mexico	\$333,416	\$22,386	\$27,385	\$27,385	8.48%	13.66%	14.54%	13.66%
	James Polk Stone Community Bank	\$388,678	\$20,189	\$34,459	\$34,459	9.86%	NA	NA	NA
	Centinel Bank of Taos	\$414,563	\$22,043	\$34,698	\$34,698	8.33%	21.43%	22.50%	21.43%
	Southwest Capital Bank	\$435,612	\$37,301	\$45,031	\$45,031	10.30%	16.49%	17.75%	16.49%
	First National Bank	\$477,591	\$14,053	\$47,547	\$47,547	10.49%	NA	NA	NA
	Four Corners Community Bank	\$494,399	\$45,148	\$55,350	\$55,350	11.27%	NA	NA	NA
	The Citizens Bank of Clovis	\$499,896	\$24,879	\$55,153	\$55,153	11.30%	NA	NA	NA
	Average of Asset Group B	\$379,511	\$29,227	\$39,872	\$39,872	10.81%	20.02%	21.16%	20.02%
<b>Asset Group C - \$501 million to \$1 billion in total assets</b>									
	Lea County State Bank	\$666,801	\$36,294	\$59,171	\$59,171	8.73%	18.30%	18.90%	18.30%
	The Citizens Bank	\$790,557	\$26,956	\$75,726	\$75,726	8.96%	20.16%	21.24%	20.16%
	Western Commerce Bank	\$791,385	\$70,303	\$70,305	\$70,305	9.03%	19.50%	20.76%	19.50%
	CNB Bank	\$818,120	\$61,234	\$73,242	\$73,242	9.09%	NA	NA	NA
	Pioneer Bank	\$991,436	\$75,678	\$108,431	\$108,431	10.58%	15.46%	16.65%	15.46%
	Citizens Bank of Las Cruces	\$999,314	\$88,070	\$105,134	\$105,134	10.22%	12.63%	13.83%	12.63%
	Average of Asset Group C	\$842,936	\$59,756	\$82,002	\$82,002	9.44%	17.21%	18.28%	17.21%
<b>Asset Group D - \$1 billion to \$10 billion in total assets</b>									
	InBank	\$1,339,475	\$143,578	\$127,470	\$127,470	10.20%	11.85%	12.93%	11.85%
	Century Bank	\$1,372,563	\$102,191	\$130,355	\$130,355	9.32%	11.03%	12.28%	11.03%
	First American Bank	\$1,807,137	\$137,937	\$196,254	\$196,254	10.57%	16.73%	17.98%	16.73%
	Average of Asset Group D	\$1,506,392	\$127,902	\$151,360	\$151,360	10.03%	13.20%	14.40%	13.20%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.



# Definitions



<b>Total assets</b>	All assets owned by the company as of the date indicated, as carried on the balance sheet and defined under the indicated accounting principles.	<b>Cost of funds (%)</b>	Interest incurred on liabilities as a percent of average non-interest-bearing deposits and interest-bearing liabilities.
<b>Net income</b>	Net income after taxes, minority interest, and extraordinary and other after-tax items. Noncontrolling interest may be included, per relevant accounting standards. FASB Accounting Standards Codification® (ASC) Section 810-10-65, which includes noncontrolling interests for fiscal years starting after December 15, 2008, for example.	<b>Net interest margin (FTE) (%)</b>	Net interest income, on a fully taxable-equivalent basis if available, as a percent of average earning assets.
<b>Return on average assets (%)</b>	Return on average assets; net income as a percent of average assets.	<b>Asset growth rate (%)</b>	Growth in total assets. Annualized is equal to (current period total assets minus previous period total assets) divided by previous period total assets.
<b>Return on average equity (%)</b>	Return on average equity; net income as a percent of average equity.	<b>Deposit growth rate (%)</b>	Growth in deposits. Annualized is equal to ((current period deposits minus previous period deposits) times (domestic and foreign office)) divided by previous period deposits.
<b>Efficiency ratio (FTE) (%)</b>	Noninterest expense before foreclosed property expense, amortization of intangibles, and goodwill impairments as a percent of net interest income (fully taxable equivalent, if available) and noninterest revenues, excluding only gains from securities transactions and nonrecurring items.	<b>Total loans and leases nonaccrual</b>	Amount of loans and finance leases, gross of reserves, on which interest is no longer accruing.
<b>Salary expense ÷ employees</b>	Salary and benefits expense divided by number of full-time equivalent employees at end of period.	<b>Nonaccrual loans ÷ total loans (%)</b>	Nonaccrual loans, net of guaranteed loans, as a percent of total gross loans.
<b>Total loans and leases</b>	The total of loans and lease financing receivables, net of unearned income. Includes loans secured by real estate; loans to depository institutions; loans to finance agricultural production and other loans to farmers; commercial and industrial loans; acceptances of other banks (both US and foreign); loans to individuals for household, family, and other personal expenditures; loans to foreign governments and official institutions; obligations of states and political subdivisions in the United States; other loans (for purchasing or carrying securities, for example, and not including consumer loans); lease financing receivables (net of unearned income); and less any unearned income on loans reflected in items above.	<b>Reserves ÷ loans (%)</b>	Reserves for loan losses as a percent of loans before reserves.
<b>Total deposits</b>	Amounts in customers' banking deposits; any accounts subject to federal banking deposit insurance, including any portions in jumbo deposits that aren't insured but subject to the FDIC deposit regulations.	<b>Reserves ÷ nonperforming loans (%)</b>	Loan loss reserves as a percent of nonperforming loans.
<b>Liquidity ratio (%)</b>	Liquid assets (cash and balance due to deposit institution plus securities plus federal funding and repurchasing plus trading accounts minus pledged securities divided by total liabilities.	<b>Nonperforming assets / total assets (%)</b>	Nonperforming assets (nonperforming loans and leases, renegotiated loans and leases, and real estate owned) as a percent of assets.
<b>Total assets ÷ employees</b>	Total assets divided by number of full-time equivalent employees at end of period.	<b>Nonperforming assets + loans 90PD ÷ tangible equity + loan loss reserves (%)</b>	Nonperforming assets plus loans 90 days or more past due divided by tangible common equity and reserves. This is also known as the common version of the Texas ratio.
<b>Loans ÷ deposits (%)</b>	Loans held for investment, before reserves, as a percent of total insured deposits.	<b>Total equity capital</b>	Equity as defined under the indicated accounting principles. Includes par value, paid in capital, retained earnings, and other adjustments to equity. Minority interest may be included, per relevant accounting standards. ASC Section 810-10-65, which includes minority interest for fiscal years starting after December 15, 2008, for example.
<b>Yield on earning assets (%)</b>	Return earned on interest-earning assets, expressed as a percent. Total interest and dividend income divided by average earning assets.	<b>Tier 1 capital</b>	For Office of Thrift Supervision (OTS)-regulated institutions, it represents the amount of core capital as defined under the latest OTS guidelines at period-end. For FDIC-regulated institutions it represents the amount of Tier 1 capital as defined by the latest regulatory agency guidelines.
<b>Cost of interest-bearing liability (%)</b>	Interest incurred on liabilities as a percent of average interest-bearing liabilities. Total interest expense divided by average interest-bearing liabilities.	<b>Leverage ratio (%)</b>	Tier 1 leverage ratio according to regulatory capital guidelines. Usually defined as Tier 1 capital as a percent of tangible assets.
		<b>Tier 1 risk-based ratio (%)</b>	Tier 1 capital as a percent of total risk-adjusted assets.
		<b>Risk-Based Capital Ratio (%)</b>	The regulatory risk-based capital ratio as defined under the latest OTS or FDIC guidelines at period-end. This ratio is usually equal to total risk-based capital divided by total risk-adjusted assets.
		<b>Common Equity Tier Risk Based Ratio (%)</b>	Tier 1 common capital as a percent of risk-weighted assets.