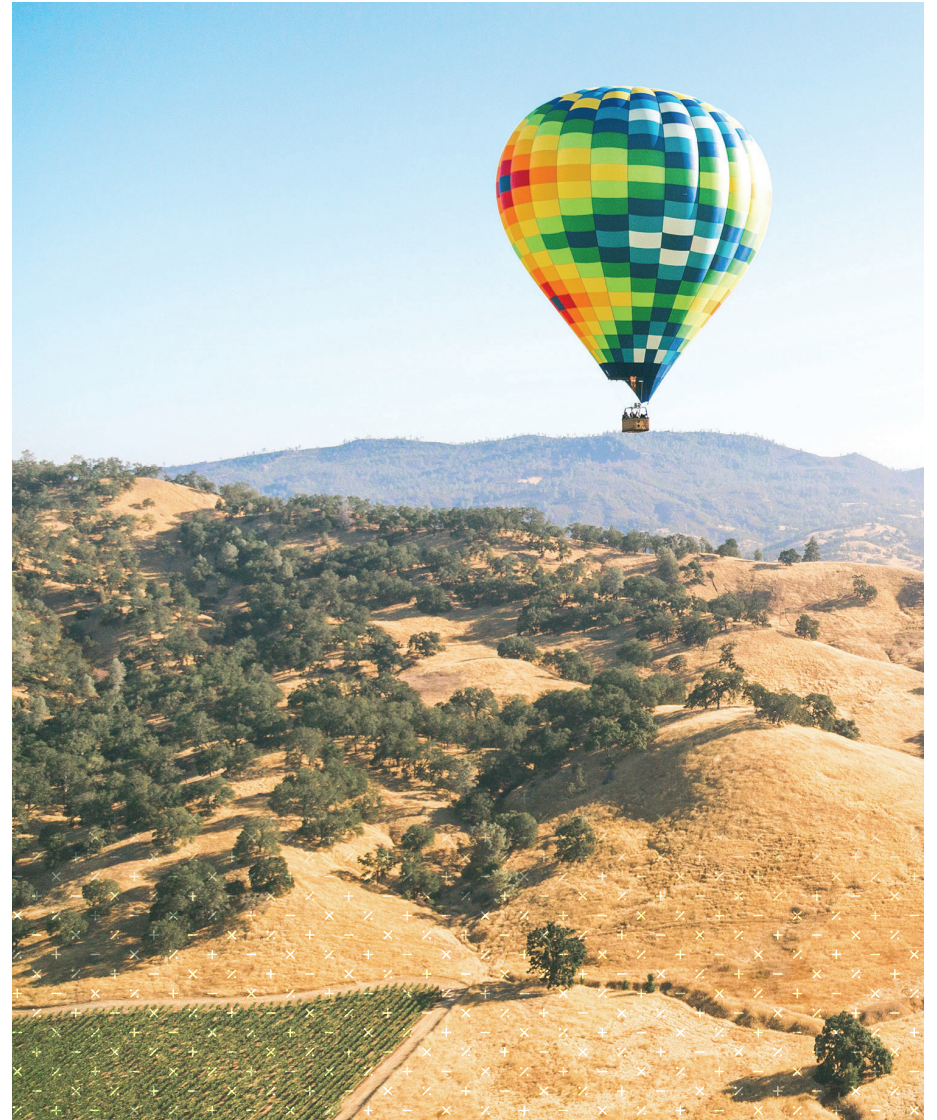


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Bankers' Index

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

ALBUQUERQUE

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ASSET SIZE DEFINITION

Group A	\$0-\$250 million
Group B	\$251 million-\$500 million
Group C	\$501 million-\$1 billion
Group D	Over \$1 billion-\$10 billion

Performance Analysis

Performance Analysis

March 31, 2018

Run Date: May 24, 2018

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)
Asset Group A - \$0 to \$250 million in total assets												
	DSRM National Bank	\$3,788	\$12	1.27%	1.50%	90.48%	\$89	\$12	1.27%	1.50%	90.48%	\$89
	Tucumcari Federal Savings and Loan Association	\$33,238	\$43	0.52%	3.39%	79.73%	\$77	\$43	0.52%	3.39%	79.73%	\$77
	Western Bank	\$66,119	\$111	0.68%	4.31%	78.46%	\$44	\$111	0.68%	4.31%	78.46%	\$44
	American Heritage Bank	\$89,605	\$325	1.48%	13.06%	60.22%	\$68	\$325	1.48%	13.06%	60.22%	\$68
	Western Bank of Clovis	\$91,756	\$212	0.94%	10.03%	61.69%	\$60	\$212	0.94%	10.03%	61.69%	\$60
	First New Mexico Bank of Silver City	\$109,273	\$350	1.30%	10.96%	56.63%	\$60	\$350	1.30%	10.96%	56.63%	\$60
	First New Mexico Bank, Las Cruces	\$114,850	\$413	1.44%	10.23%	60.32%	\$75	\$413	1.44%	10.23%	60.32%	\$75
	Community 1st Bank Las Vegas	\$131,693	\$88	0.27%	3.04%	91.31%	\$49	\$88	0.27%	3.04%	91.31%	\$49
	Main Bank	\$133,701	\$706	2.11%	21.74%	46.27%	\$102	\$706	2.11%	21.74%	46.27%	\$102
	First State Bank	\$148,232	\$298	0.77%	7.90%	69.66%	\$58	\$298	0.77%	7.90%	69.66%	\$58
	Western Heritage Bank	\$150,478	\$40	0.12%	0.93%	93.48%	\$80	\$40	0.12%	0.93%	93.48%	\$80
	Bank of the Southwest	\$150,999	\$343	0.93%	9.74%	80.11%	\$50	\$343	0.93%	9.74%	80.11%	\$50
	Bank of New Mexico	\$154,860	\$428	1.12%	11.55%	68.00%	\$60	\$428	1.12%	11.55%	68.00%	\$60
	MyBank	\$158,083	\$377	0.95%	7.98%	74.04%	\$61	\$377	0.95%	7.98%	74.04%	\$61
	Western Bank	\$175,948	\$633	1.41%	12.36%	63.71%	\$56	\$633	1.41%	12.36%	63.71%	\$56
	Valley Bank of Commerce	\$178,874	\$910	2.00%	22.28%	43.23%	\$80	\$910	2.00%	22.28%	43.23%	\$80
	Western Bank, Artesia, New Mexico	\$188,787	\$1,089	2.32%	23.56%	43.70%	\$75	\$1,089	2.32%	23.56%	43.70%	\$75
	Bank of Clovis	\$201,806	\$575	1.16%	10.25%	62.28%	\$114	\$575	1.16%	10.25%	62.28%	\$114
	Farmers & Stockmens Bank	\$205,141	\$1,066	2.06%	17.14%	69.77%	\$117	\$1,066	2.06%	17.14%	69.77%	\$117
	James Polk Stone Community Bank	\$225,909	\$862	1.55%	13.89%	67.55%	\$67	\$862	1.55%	13.89%	67.55%	\$67
	First New Mexico Bank	\$228,770	\$712	1.26%	10.39%	51.77%	\$62	\$712	1.26%	10.39%	51.77%	\$62
	FNB New Mexico	\$236,972	\$610	1.02%	11.26%	70.76%	\$77	\$610	1.02%	11.26%	70.76%	\$77
	Centinel Bank of Taos	\$239,809	\$1,016	1.71%	20.85%	54.70%	\$60	\$1,016	1.71%	20.85%	54.70%	\$60
	Average of Asset Group A	\$148,639	\$488	1.23%	11.23%	66.86%	\$71	\$488	1.23%	11.23%	66.86%	\$71
Asset Group B - \$251 to \$500 million in total assets												
	Lea County State Bank	\$310,836	\$907	1.17%	12.30%	61.03%	\$66	\$907	1.17%	12.30%	61.03%	\$66
	International Bank	\$315,946	\$892	1.13%	8.09%	64.84%	\$64	\$892	1.13%	8.09%	64.84%	\$64
	BANK 34	\$340,840	\$375	0.44%	3.53%	92.74%	\$88	\$375	0.44%	3.53%	92.74%	\$88
	First National Bank	\$347,609	\$1,332	1.55%	13.67%	61.78%	\$54	\$1,332	1.55%	13.67%	61.78%	\$54
	Citizens Bank of Clovis	\$355,636	\$1,652	1.89%	17.37%	46.12%	\$54	\$1,652	1.89%	17.37%	46.12%	\$54
	Four Corners Community Bank	\$362,147	\$1,991	2.22%	19.94%	51.13%	\$66	\$1,991	2.22%	19.94%	51.13%	\$66
	Southwest Capital Bank	\$368,894	\$1,318	1.41%	14.72%	63.14%	\$51	\$1,318	1.41%	14.72%	63.14%	\$51
	Carlsbad National Bank	\$374,172	\$1,537	1.65%	21.46%	56.18%	\$66	\$1,537	1.65%	21.46%	56.18%	\$66
	Western Commerce Bank	\$439,971	\$1,874	1.76%	20.81%	57.23%	\$58	\$1,874	1.76%	20.81%	57.23%	\$58
	Average of Asset Group B	\$357,339	\$1,320	1.47%	14.65%	61.58%	\$63	\$1,320	1.47%	14.65%	61.58%	\$63
Asset Group C - \$501 million to \$1 billion in total assets												
	Citizens Bank of Las Cruces	\$547,654	\$3,045	2.23%	23.14%	55.45%	\$91	\$3,045	2.23%	23.14%	55.45%	\$91
	Citizens Bank	\$719,491	\$2,784	1.56%	16.26%	54.72%	\$51	\$2,784	1.56%	16.26%	54.72%	\$51
	Pioneer Bank	\$812,283	\$1,256	0.60%	7.35%	80.81%	\$60	\$1,256	0.60%	7.35%	80.81%	\$60
	Century Bank	\$813,731	\$2,874	1.40%	15.32%	65.89%	\$96	\$2,874	1.40%	15.32%	65.89%	\$96
	Average of Asset Group C	\$723,290	\$2,490	1.45%	15.52%	64.22%	\$74	\$2,490	1.45%	15.52%	64.22%	\$74
Asset Group D - \$1 billion to \$10 billion in total assets												
	First American Bank	\$1,091,864	\$4,789	1.73%	16.86%	59.76%	\$82	\$4,789	1.73%	16.86%	59.76%	\$82
	Los Alamos National Bank	\$1,278,721	\$2,379	0.74%	7.88%	73.90%	\$103	\$2,379	0.74%	7.88%	73.90%	\$103
	New Mexico Bank & Trust	\$1,416,788	\$6,444	1.83%	19.47%	53.18%	\$73	\$6,444	1.83%	19.47%	53.18%	\$73
	Regional Average	\$1,262,458	\$4,537	1.43%	14.74%	62.28%	\$86	\$4,537	1.43%	14.74%	62.28%	\$86

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

Balance Sheet & Net Interest Margin

March 31, 2018

Run Date: May 24, 2018

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 (%)
Asset Group A - \$0 to \$250 million in total assets													
	DSRM National Bank	\$3,788	\$0	\$500	0.00%	NM	\$1,263	1.38%	3.20%	3.20%	0.92%	2.44%	0.00%
	Tucumcari Federal Savings and Loan Association	\$33,238	\$19,786	\$24,901	79.46%		\$4,748	4.43%	1.08%	1.21%	3.50%	2.76%	0.24%
	Western Bank	\$66,119	\$32,844	\$49,942	65.76%		\$3,149	5.04%	0.75%	0.70%	4.45%	1.55%	7.96%
	American Heritage Bank	\$89,605	\$52,389	\$73,384	71.39%		\$4,480	4.91%	0.69%	0.56%	4.58%	7.59%	1.96%
	Western Bank of Clovis	\$91,756	\$37,868	\$73,873	51.26%		\$9,176	3.54%	0.44%	0.45%	3.18%	38.60%	48.43%
	First New Mexico Bank of Silver City	\$109,273	\$46,416	\$94,303	49.22%		\$4,047	4.41%	0.27%	0.23%	4.42%	7.69%	9.57%
	First New Mexico Bank, Las Cruces	\$114,850	\$56,507	\$95,746	59.02%		\$3,960	4.95%	0.45%	0.30%	4.84%	(11.40%)	(14.19%)
	Community 1st Bank Las Vegas	\$131,693	\$48,490	\$119,434	40.60%		\$3,292	3.52%	0.37%	0.31%	3.24%	5.46%	7.48%
	Main Bank	\$133,701	\$96,168	\$120,255	79.97%		\$10,285	4.78%	0.66%	0.55%	4.25%	2.30%	2.05%
	First State Bank	\$148,232	\$7,617	\$133,061	5.72%		\$5,111	3.45%	0.10%	0.09%	3.38%	(13.16%)	(14.08%)
	Western Heritage Bank	\$150,478	\$91,754	\$126,897	72.31%		\$5,016	4.69%	0.93%	0.69%	4.04%	124.51%	132.01%
	Bank of the Southwest	\$150,999	\$126,485	\$131,909	95.89%		\$1,776	6.43%	0.16%	0.14%	6.29%	8.45%	9.50%
	Bank of New Mexico	\$154,860	\$72,251	\$140,039	51.59%		\$3,872	3.99%	0.27%	0.21%	3.99%	4.83%	8.53%
	MyBank	\$158,083	\$79,768	\$136,839	58.29%		\$2,874	4.54%	0.19%	0.14%	4.43%	(8.99%)	(8.38%)
	Western Bank	\$175,948	\$71,931	\$153,894	46.74%		\$3,258	3.88%	0.21%	0.13%	3.95%	(6.86%)	(0.24%)
	Valley Bank of Commerce	\$178,874	\$61,712	\$162,685	37.93%		\$9,414	3.45%	0.20%	0.12%	3.34%	(22.66%)	(22.12%)
	Western Bank, Artesia, New Mexico	\$188,787	\$85,307	\$170,430	50.05%		\$8,208	4.18%	0.31%	0.16%	4.07%	0.95%	1.86%
	Bank of Clovis	\$201,806	\$103,201	\$169,402	60.92%		\$6,959	4.32%	0.57%	0.42%	4.06%	7.73%	10.49%
	Farmers & Stockmens Bank	\$205,141	\$167,028	\$165,714	100.79%		\$3,730	5.42%	0.93%	0.68%	4.79%	(12.65%)	(16.38%)
	James Polk Stone Community Bank	\$225,909	\$107,023	\$188,957	56.64%		\$3,586	4.70%	0.17%	0.09%	4.63%	(13.39%)	(17.94%)
	First New Mexico Bank	\$228,770	\$73,181	\$199,239	36.73%		\$6,536	3.63%	0.28%	0.21%	3.62%	6.60%	6.77%
	FNB New Mexico	\$236,972	\$173,707	\$212,946	81.57%		\$3,885	4.99%	0.66%	0.44%	4.62%	5.58%	4.02%
	Centinel Bank of Taos	\$239,809	\$87,183	\$218,122	39.97%		\$5,102	3.39%	0.15%	0.10%	3.34%	14.28%	16.43%
	Regional Average	\$148,639	\$73,853	\$128,803	56.17%		\$4,945	4.26%	0.57%	0.48%	4.00%	6.62%	7.56%
Asset Group B - \$251 to \$500 million in total assets													
	Lea County State Bank	\$310,836	\$84,469	\$273,843	30.85%		\$5,359	3.32%	0.37%	0.23%	3.38%	17.17%	23.27%
	International Bank	\$315,946	\$151,433	\$269,519	56.19%		\$4,579	4.06%	0.55%	0.38%	3.72%	(4.40%)	(6.07%)
	BANK 34	\$340,840	\$276,740	\$247,083	112.00%		\$1,803	5.18%	1.08%	0.92%	4.34%	5.88%	7.74%
	First National Bank	\$347,609	\$152,445	\$309,076	49.32%		\$3,511	4.10%	0.32%	0.19%	4.02%	2.18%	5.49%
	Citizens Bank of Clovis	\$355,636	\$207,887	\$297,209	69.95%		\$5,830	4.06%	0.79%	0.63%	3.47%	4.24%	(3.59%)
	Four Corners Community Bank	\$362,147	\$259,141	\$286,055	90.59%		\$4,703	4.66%	0.53%	0.36%	4.36%	3.33%	5.04%
	Southwest Capital Bank	\$368,894	\$270,170	\$324,059	83.37%		\$3,689	5.04%	0.67%	0.42%	4.64%	(16.30%)	(18.14%)
	Carlsbad National Bank	\$374,172	\$158,104	\$342,294	46.19%		\$5,345	3.48%	0.17%	0.16%	3.34%	(12.05%)	(10.52%)
	Western Commerce Bank	\$439,971	\$204,165	\$405,352	50.37%		\$4,681	4.26%	0.33%	0.20%	4.07%	23.34%	29.06%
	Regional Average	\$357,339	\$196,062	\$306,054	65.43%		\$4,389	4.24%	0.53%	0.39%	3.93%	2.60%	3.59%
Asset Group C - \$501 million to \$1 billion in total assets													
	Citizens Bank of Las Cruces	\$547,654	\$371,758	\$490,410	75.81%		\$5,118	4.50%	0.36%	0.25%	4.30%	7.14%	19.24%
	Citizens Bank	\$719,491	\$255,731	\$571,740	44.73%		\$5,621	3.54%	0.54%	0.40%	3.25%	9.12%	16.50%
	Pioneer Bank	\$812,283	\$352,652	\$557,439	63.26%		\$4,187	3.22%	0.73%	0.56%	2.66%	(2.58%)	9.60%
	Century Bank	\$813,731	\$454,940	\$691,153	65.82%		\$4,759	4.43%	0.42%	0.29%	4.34%	(6.27%)	9.66%
	Regional Average	\$723,290	\$358,770	\$577,686	62.41%		\$4,921	3.92%	0.51%	0.38%	3.64%	1.85%	13.75%
Asset Group D - \$1 billion to \$10 billion in total assets													
	First American Bank	\$1,091,864	\$670,041	\$912,924	73.40%		\$4,493	4.32%	0.37%	0.26%	4.14%	7.31%	36.62%
	Los Alamos National Bank	\$1,278,721	\$705,346	\$1,148,421	61.42%		\$5,948	3.59%	0.17%	0.16%	3.53%	(1.36%)	1.50%
	New Mexico Bank & Trust	\$1,416,788	\$1,042,141	\$1,202,051	86.70%		\$7,959	4.26%	0.27%	0.16%	4.19%	(10.11%)	(8.87%)
	Regional Average	\$1,262,458	\$805,843	\$1,087,799	73.84%		\$6,133	4.06%	0.27%	0.19%	3.95%	(1.39%)	9.75%

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

Asset Quality

March 31, 2018

Run Date: May 24, 2018

Region	Institution Name	As of Date						
		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 (%)
Asset Group A - \$0 to \$250 million in total assets								
	DSRM National Bank	\$3,788	\$0	NA	NA	NA	0.00%	0.00%
	Tucumcari Federal Savings and Loan Association	\$33,238	\$59	0.30%	1.17%	245.74%	2.07%	0.28%
	Western Bank	\$66,119	\$484	1.47%	1.38%	51.59%	18.42%	3.01%
	American Heritage Bank	\$89,605	\$683	1.30%	1.48%	104.60%	9.64%	1.12%
	Western Bank of Clovis	\$91,756	\$0	0.00%	1.56%	523.89%	1.24%	0.12%
	First New Mexico Bank of Silver City	\$109,273	\$225	0.48%	1.72%	354.67%	2.14%	0.27%
	First New Mexico Bank, Las Cruces	\$114,850	\$0	0.00%	2.63%	NA	0.00%	0.00%
	Community 1st Bank Las Vegas	\$131,693	\$1,530	3.16%	2.32%	46.37%	47.95%	4.57%
	Main Bank	\$133,701	\$0	0.00%	1.27%	NA	0.00%	0.00%
	First State Bank	\$148,232	\$0	0.00%	14.17%	691.67%	1.22%	0.13%
	Western Heritage Bank	\$150,478	\$37	0.04%	0.83%	NM	1.30%	0.15%
	Bank of the Southwest	\$150,999	\$786	0.62%	0.99%	159.80%	22.75%	2.31%
	Bank of New Mexico	\$154,800	\$1,338	1.85%	1.78%	95.96%	9.92%	0.86%
	MyBank	\$158,083	\$1,377	1.73%	2.61%	120.32%	12.29%	1.63%
	Western Bank	\$175,948	\$676	0.94%	3.82%	133.53%	13.67%	1.76%
	Valley Bank of Commerce	\$178,874	\$55	0.09%	2.04%	NM	0.32%	0.03%
	Western Bank, Artesia, New Mexico	\$188,787	\$2,147	2.52%	1.65%	65.67%	16.56%	1.53%
	Bank of Clovis	\$201,806	\$515	0.50%	1.77%	256.04%	2.95%	0.35%
	Farmers & Stockmens Bank	\$205,141	\$1,323	0.79%	1.48%	185.41%	6.47%	0.75%
	James Polk Stone Community Bank	\$225,909	\$988	0.92%	1.97%	82.71%	15.99%	1.64%
	First New Mexico Bank	\$228,770	\$1,198	1.64%	2.27%	138.48%	5.55%	0.71%
	FNB New Mexico	\$236,972	\$63	0.04%	1.23%	271.32%	6.13%	0.62%
	Centinel Bank of Taos	\$239,809	\$0	0.00%	1.83%	NA	1.40%	0.00%
	Regional Average	\$148,639	\$586	0.84%	2.36%	207.52%	8.61%	0.95%
Asset Group B - \$251 to \$500 million in total assets								
	Lea County State Bank	\$310,836	\$1,840	2.18%	1.32%	43.84%	8.66%	0.82%
	International Bank	\$315,946	\$71	0.05%	2.01%	64.76%	18.07%	2.68%
	BANK 34	\$340,840	\$5,695	2.06%	1.13%	54.82%	12.50%	1.67%
	First National Bank	\$347,609	\$2,482	1.63%	1.55%	42.44%	14.93%	1.73%
	Citizens Bank of Clovis	\$355,636	\$1,465	0.70%	1.04%	147.92%	3.71%	0.41%
	Four Corners Community Bank	\$362,147	\$7,198	2.78%	1.42%	51.21%	19.63%	2.28%
	Southwest Capital Bank	\$368,894	\$4,727	1.75%	1.65%	29.19%	54.45%	5.94%
	Carlsbad National Bank	\$374,172	\$1,058	0.67%	1.06%	158.60%	3.74%	0.28%
	Western Commerce Bank	\$439,971	\$845	0.41%	1.01%	243.79%	6.59%	0.54%
	Regional Average	\$357,339	\$2,820	1.36%	1.35%	92.95%	15.81%	1.82%
Asset Group C - \$501 million to \$1 billion in total assets								
	Citizens Bank of Las Cruces	\$547,654	\$337	0.09%	1.78%	886.44%	1.73%	0.19%
	Citizens Bank	\$719,491	\$2,453	0.96%	1.35%	140.97%	3.75%	0.37%
	Pioneer Bank	\$812,283	\$2,347	0.67%	1.15%	114.77%	6.06%	0.48%
	Century Bank	\$813,731	\$1,741	0.38%	1.52%	218.08%	9.85%	0.96%
	Regional Average	\$723,290	\$1,720	0.53%	1.45%	340.07%	5.35%	0.50%
Asset Group D - \$1 billion to \$10 billion in total assets								
	First American Bank	\$1,091,864	\$3,089	0.46%	2.05%	421.24%	3.52%	0.39%
	Los Alamos National Bank	\$1,278,721	\$12,625	1.79%	1.59%	25.35%	38.97%	3.97%
	New Mexico Bank & Trust	\$1,416,788	\$1,597	0.15%	0.95%	617.78%	2.02%	0.18%
	Regional Average	\$1,262,458	\$5,770	0.80%	1.53%	354.79%	14.84%	1.52%

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

Capital Adequacy

March 31, 2018

Run Date: May 24, 2018

Region	Institution Name	As of Date							
		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 (%)
Asset Group A - \$0 to \$250 million in total assets									
	DSRM National Bank	\$3,788	\$3,201	\$3,201	\$3,201	84.68%	414.64%	414.64%	414.64%
	Tucumcari Federal Savings and Loan Association	\$33,238	\$5,080	\$5,098	\$5,098	15.37%	37.64%	38.90%	37.64%
	Western Bank	\$66,119	\$10,348	\$10,332	\$10,332	15.73%	27.06%	28.31%	27.06%
	American Heritage Bank	\$89,605	\$9,669	\$9,668	\$9,668	11.04%	15.05%	16.25%	15.05%
	Western Bank of Clovis	\$91,756	\$8,545	\$8,545	\$8,545	9.48%	16.77%	17.93%	16.77%
	First New Mexico Bank of Silver City	\$109,273	\$12,844	\$12,844	\$12,844	11.89%	25.13%	26.39%	25.13%
	First New Mexico Bank, Las Cruces	\$114,850	\$16,225	\$16,225	\$16,225	14.10%	18.62%	19.88%	18.62%
	Community 1st Bank Las Vegas	\$131,693	\$11,434	\$12,042	\$12,042	9.18%	18.36%	19.61%	18.36%
	Main Bank	\$133,701	\$13,021	\$13,340	\$13,340	9.95%	12.90%	14.11%	12.90%
	First State Bank	\$148,232	\$14,946	\$14,618	\$14,618	9.45%	45.48%	47.33%	45.48%
	Western Heritage Bank	\$150,478	\$17,171	\$16,870	\$16,870	13.12%	15.75%	16.46%	15.75%
	Bank of the Southwest	\$150,999	\$14,095	\$14,095	\$14,095	9.51%	12.76%	13.90%	12.76%
	Bank of New Mexico	\$154,860	\$14,328	\$12,325	\$12,325	8.19%	11.85%	13.09%	11.85%
	MyBank	\$158,083	\$18,879	\$19,502	\$19,502	12.26%	21.39%	22.65%	21.39%
	Western Bank	\$175,948	\$19,959	\$20,650	\$20,650	11.54%	24.28%	25.55%	24.28%
	Valley Bank of Commerce	\$178,874	\$15,759	\$15,759	\$15,759	8.64%	24.46%	25.71%	24.46%
	Western Bank, Artesia, New Mexico	\$188,787	\$18,299	\$19,617	\$19,617	10.44%	17.59%	18.84%	17.59%
	Bank of Clovis	\$201,806	\$22,348	\$23,448	\$23,448	11.79%	25.66%	26.92%	25.66%
	Farmers & Stockmens Bank	\$205,141	\$25,029	\$21,570	\$21,570	10.60%	11.91%	13.16%	11.91%
	James Polk Stone Community Bank	\$225,909	\$24,851	\$24,851	\$24,851	11.14%	19.86%	21.12%	19.86%
	First New Mexico Bank	\$228,770	\$27,564	\$27,564	\$27,564	12.19%	20.59%	21.84%	20.59%
	FNB New Mexico	\$236,972	\$23,371	\$23,372	\$23,372	9.76%	12.56%	13.72%	12.56%
	Centinel Bank of Taos	\$239,809	\$19,234	\$21,787	\$21,787	9.17%	22.12%	23.37%	22.12%
	Regional Average	\$148,639	\$15,879	\$15,971	\$15,971	14.31%	37.93%	39.12%	37.93%
Asset Group B - \$251 to \$500 million in total assets									
	Lea County State Bank	\$310,836	\$28,222	\$30,590	\$30,590	9.88%	19.86%	20.58%	19.86%
	International Bank	\$315,946	\$44,301	\$44,264	\$44,264	14.03%	21.81%	23.06%	21.81%
	BANK 34	\$340,840	\$42,651	\$42,339	\$42,339	12.49%	16.09%	17.34%	16.09%
	First National Bank	\$347,609	\$37,845	\$40,811	\$40,811	11.88%	20.31%	21.54%	20.31%
	Citizens Bank of Clovis	\$355,636	\$37,286	\$40,483	\$40,483	11.61%	17.27%	18.20%	17.27%
	Four Corners Community Bank	\$362,147	\$39,634	\$41,045	\$41,045	11.45%	14.64%	15.89%	14.64%
	Southwest Capital Bank	\$368,894	\$35,772	\$36,691	\$36,691	9.80%	12.14%	13.39%	12.14%
	Carlsbad National Bank	\$374,172	\$27,831	\$32,377	\$32,377	8.71%	17.93%	18.87%	17.93%
	Western Commerce Bank	\$439,971	\$34,414	\$34,414	\$34,414	8.07%	16.41%	17.40%	16.41%
	Regional Average	\$357,339	\$36,440	\$38,113	\$38,113	10.88%	17.38%	18.47%	17.38%
Asset Group C - \$501 million to \$1 billion in total assets									
	Citizens Bank of Las Cruces	\$547,654	\$52,678	\$55,054	\$55,054	10.08%	12.47%	13.72%	12.47%
	Citizens Bank	\$719,491	\$67,499	\$69,860	\$69,860	9.78%	20.32%	21.47%	20.32%
	Pioneer Bank	\$812,283	\$67,067	\$76,134	\$76,134	9.11%	19.70%	20.80%	19.70%
	Century Bank	\$813,731	\$73,740	\$71,758	\$71,758	8.79%	11.64%	12.76%	11.64%
	Regional Average	\$723,290	\$65,246	\$68,202	\$68,202	9.44%	16.03%	17.19%	16.03%
Asset Group D - \$1 billion to \$10 billion in total assets									
	First American Bank	\$1,091,864	\$111,763	\$114,260	\$114,260	10.34%	16.18%	17.44%	16.18%
	Los Alamos National Bank	\$1,278,721	\$119,067	\$127,014	\$127,014	9.93%	14.89%	16.14%	14.89%
	New Mexico Bank & Trust	\$1,416,788	\$134,548	\$128,849	\$128,849	9.21%	10.98%	11.82%	10.98%
	Regional Average	\$1,262,458	\$121,793	\$123,374	\$123,374	9.83%	14.02%	15.13%	14.02%

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



Total assets	All assets owned by the company as of the date indicated, as carried on the balance sheet and defined under the indicated accounting principles.	Cost of funds (%)	Interest incurred on liabilities as a percent of average non-interest-bearing deposits and interest-bearing liabilities.
Net income	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.	Net interest margin (FTE) (%)	Net interest income, on a fully taxable-equivalent basis if available, as a percent of average earning assets.
Return on average assets (%)	Return on average assets; net income as a percent of average assets.	Asset growth rate (%)	Growth in total assets. Annualized is equal to (current period total assets minus previous period total assets) divided by previous period total assets.
Return on average equity (%)	Return on average equity; net income as a percent of average equity.	Deposit growth rate (%)	Growth in deposits. Annualized is equal to ((current period deposits minus previous period deposits) times (domestic and foreign office)) divided by previous period deposits.
Efficiency ratio (FTE) (%)	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.	Total loans and leases nonaccrual	Amount of loans and finance leases, gross of reserves, on which interest is no longer accruing.
Salary expense ÷ employees	Salary and benefits expense divided by number of full-time equivalent employees at end of period.	Nonaccrual loans ÷ total loans (%)	Nonaccrual loans, net of guaranteed loans, as a percent of total gross loans.
Total loans and leases	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.	Reserves ÷ loans (%)	Reserves for loan losses as a percent of loans before reserves.
Total deposits	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.	Reserves ÷ nonperforming loans (%)	Loan loss reserves as a percent of nonperforming loans.
Liquidity ratio (%)	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.	Nonperforming assets / total assets (%)	Nonperforming assets (nonperforming loans and leases, renegotiated loans and leases, and real estate owned) as a percent of assets.
Total assets ÷ employees	Total assets divided by number of full-time equivalent employees at end of period.	Nonperforming assets + loans 90PD ÷ tangible equity + loan loss reserves (%)	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.
Loans ÷ deposits (%)	Loans held for investment, before reserves, as a percent of total insured deposits.	Total equity capital	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.
Yield on earning assets (%)	Return earned on interest-earning assets, expressed as a percent. Total interest and dividend income divided by average earning assets.	Tier 1 capital	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.
Cost of interest-bearing liability (%)	Interest incurred on liabilities as a percent of average interest-bearing liabilities. Total interest expense divided by average interest-bearing liabilities.	Leverage ratio (%)	Tier 1 leverage ratio according to regulatory capital guidelines. Usually defined as Tier 1 capital as a percent of tangible assets.
		Tier 1 risk-based ratio (%)	Tier 1 capital as a percent of total risk-adjusted assets.
		Risk-Based Capital Ratio (%)	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.
		Common Equity Tier Risk Based Ratio (%)	Tier 1 common capital as a percent of risk-weighted assets.