



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

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

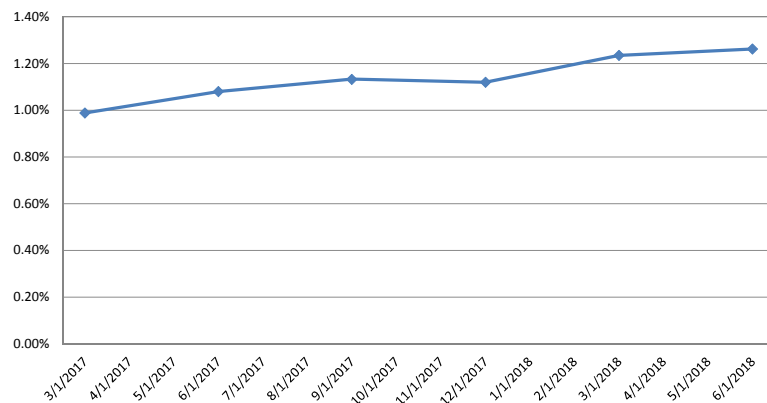
ASSET SIZE DEFINITION

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

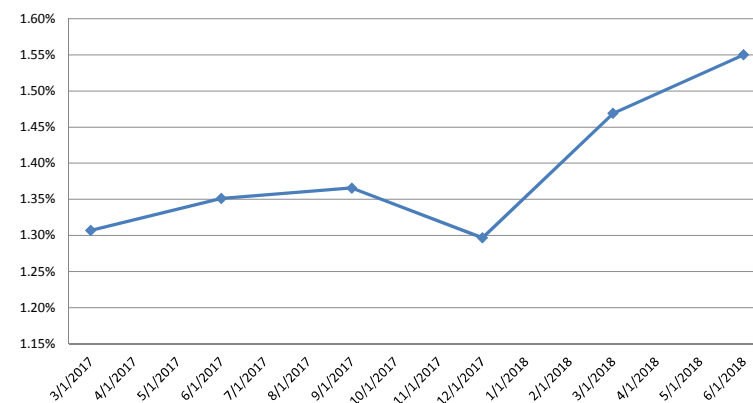
Performance Analysis

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

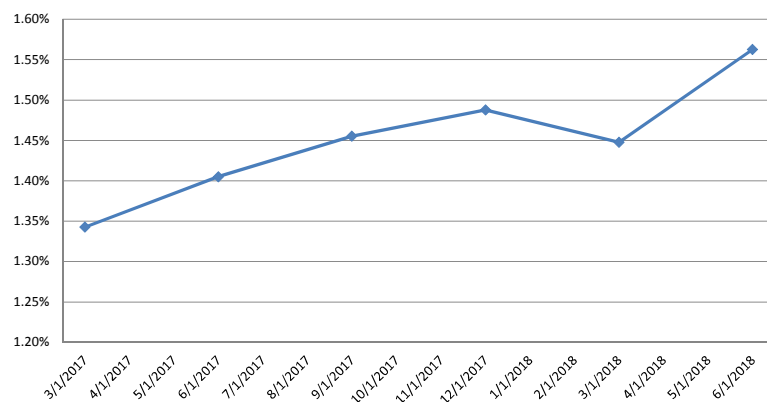
Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



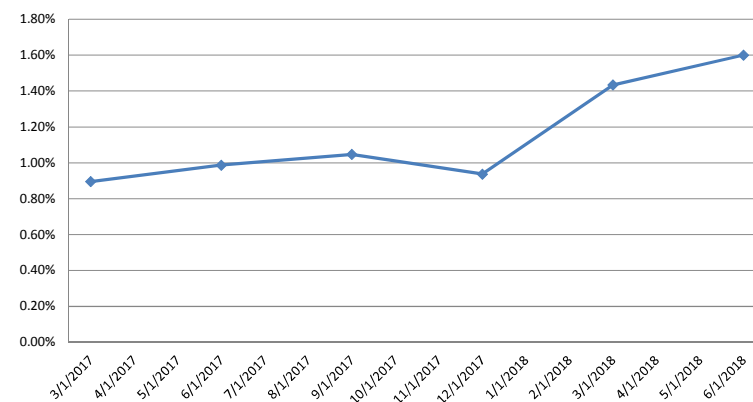
Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



Asset Group C - \$501 to \$1 billion in Total Assets
Year-to-Date



Asset Group D - \$1 to \$10 billion in Total Assets
Year-to-Date



Source: SNL Financial

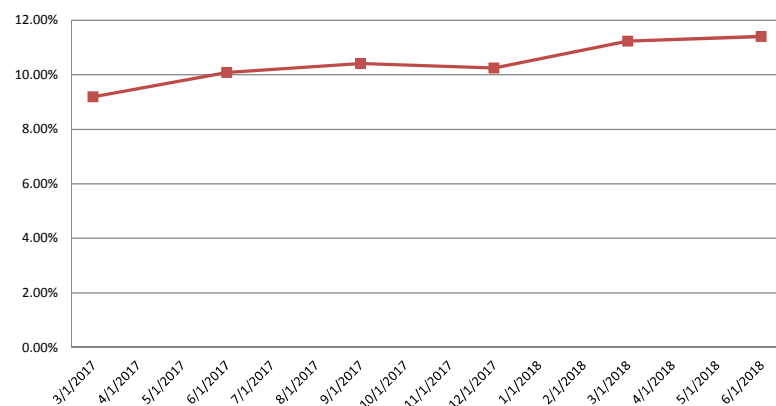
Note: Report includes only bank-level data.

NA = data was not available.

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

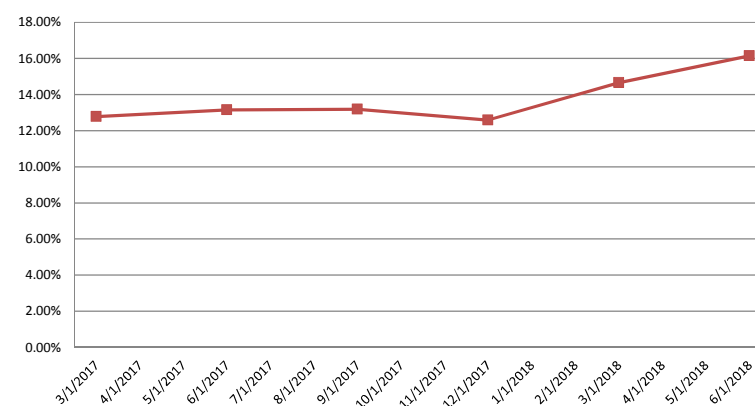
Summary Trends of Historical Asset Group Averages: Return on Average Equity

Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



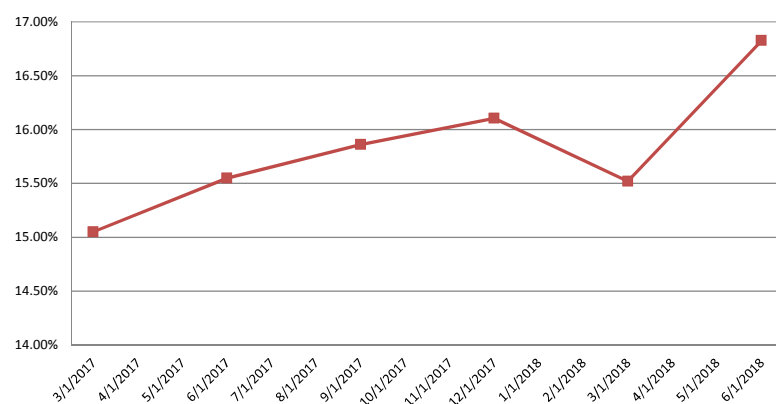
Return on Avg Equity

Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



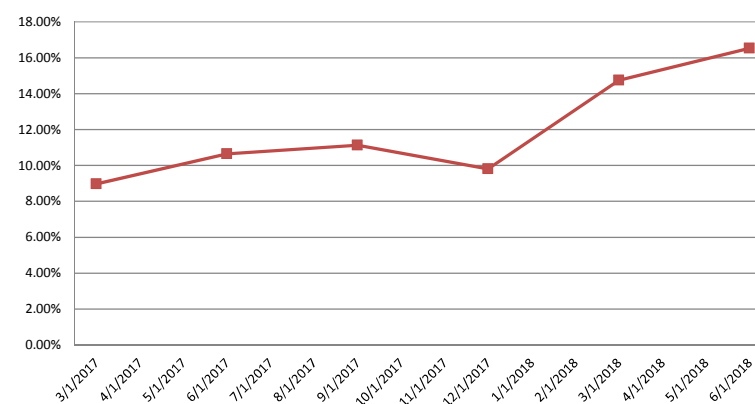
Return on Avg Equity

Asset Group C - \$501 to \$1 billion in Total Assets
Year-to-Date



Return on Avg Equity

Asset Group D - \$1 to \$10 billion in Total Assets
Year-to-Date



Return on Avg 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

June 30, 2018

Run Date: August 16, 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	\$3,762	\$17	1.79%	2.12%	86.06%	\$95	\$29	1.53%	1.81%	88.29%	\$92
	Tucumcari Federal Savings and Loan											
	Association	\$33,607	\$19	0.23%	1.49%	89.45%	\$91	\$62	0.37%	2.44%	84.41%	\$90
	Western Bank	\$66,002	\$114	0.69%	4.39%	73.17%	\$42	\$225	0.69%	4.35%	75.74%	\$42
	Western Bank of Clovis	\$77,584	\$177	0.88%	8.21%	66.06%	\$51	\$389	0.91%	9.11%	63.82%	\$49
	American Heritage Bank	\$89,943	\$291	1.31%	11.86%	61.54%	\$68	\$616	1.40%	12.47%	60.88%	\$67
	First New Mexico Bank of Silver City	\$108,838	\$354	1.29%	10.96%	53.06%	\$59	\$704	1.29%	10.96%	54.76%	\$60
	First New Mexico Bank, Las Cruces	\$117,239	\$423	1.46%	10.38%	57.45%	\$74	\$836	1.45%	10.30%	58.85%	\$73
	Community 1st Bank Las Vegas	\$131,039	\$118	0.36%	4.11%	89.07%	\$51	\$206	0.31%	3.57%	90.16%	\$51
	Main Bank	\$134,252	\$707	2.09%	21.53%	46.70%	\$103	\$1,413	2.10%	21.63%	46.49%	\$103
	Bank of the Southwest	\$147,102	\$304	0.82%	8.64%	85.91%	\$50	\$647	0.87%	9.19%	83.04%	\$51
	First State Bank	\$149,659	\$265	0.73%	7.05%	71.45%	\$58	\$563	0.75%	7.47%	70.53%	\$58
	Bank of New Mexico	\$154,933	\$468	1.19%	12.88%	69.16%	\$73	\$896	1.15%	12.21%	68.59%	\$69
	MyBank	\$156,837	\$353	0.90%	7.57%	75.31%	\$60	\$730	0.92%	7.84%	74.67%	\$59
	Western Bank	\$175,892	\$780	1.79%	15.52%	61.37%	\$65	\$1,413	1.60%	13.93%	62.46%	\$61
	Valley Bank of Commerce	\$178,183	\$965	2.21%	23.90%	41.48%	\$86	\$1,875	2.10%	23.09%	42.34%	\$85
	Bank of Clovis	\$190,881	\$640	1.30%	11.33%	57.52%	\$101	\$1,215	1.23%	10.79%	59.87%	\$104
	Western Heritage Bank	\$191,146	\$88	0.22%	1.60%	88.65%	\$48	\$128	0.18%	1.31%	90.78%	\$44
	Western Bank, Artesia, New Mexico	\$194,238	\$1,067	2.20%	23.19%	45.57%	\$65	\$2,156	2.26%	23.38%	44.64%	\$64
	Farmers & Stockmens Bank	\$207,216	\$1,378	2.67%	21.89%	63.43%	\$115	\$2,444	2.37%	19.53%	66.53%	\$117
	First New Mexico Bank	\$213,072	\$686	1.27%	9.91%	50.06%	\$62	\$1,398	1.27%	10.15%	50.91%	\$62
	James Polk Stone Community Bank	\$221,717	\$737	1.28%	11.86%	71.63%	\$71	\$1,599	1.41%	12.88%	69.61%	\$67
	FNB New Mexico	\$242,838	\$698	1.16%	12.40%	72.53%	\$76	\$1,308	1.09%	11.84%	71.66%	\$74
	Centinel Bank of Taos	\$244,462	\$1,107	1.83%	23.44%	52.55%	\$58	\$2,123	1.77%	22.12%	53.60%	\$58
	Average of Asset Group A	\$149,150	\$511	1.29%	11.58%	66.49%	\$70	\$999	1.26%	11.41%	66.64%	\$70
Asset Group B - \$251 to \$500 million in total assets												
	Lea County State Bank	\$318,801	\$1,058	1.33%	14.87%	58.05%	\$64	\$1,965	1.25%	13.56%	59.49%	\$65
	International Bank	\$335,176	\$50	NA	NA	80.29%	NA	\$50	NA	NA	80.29%	NA
	First National Bank	\$344,903	\$1,396	1.62%	14.79%	61.65%	\$55	\$2,728	1.59%	14.22%	61.71%	\$54
	Citizens Bank of Clovis	\$346,867	\$1,688	1.90%	18.14%	46.22%	\$56	\$3,340	1.90%	17.75%	46.17%	\$55
	Four Corners Community Bank	\$351,921	\$1,953	2.21%	19.65%	50.90%	\$66	\$3,944	2.22%	19.79%	51.01%	\$66
	Southwest Capital Bank	\$369,729	\$1,289	1.40%	14.38%	71.13%	\$54	\$2,607	1.41%	14.55%	67.07%	\$54
	BANK 34	\$377,334	\$388	0.44%	3.62%	92.25%	\$103	\$763	0.44%	3.57%	92.48%	\$96
	Carlsbad National Bank	\$410,579	\$1,604	1.68%	23.10%	55.69%	\$65	\$3,141	1.67%	22.27%	55.94%	\$64
	Western Commerce Bank	\$439,829	\$2,280	2.07%	26.24%	49.60%	\$54	\$4,154	1.92%	23.48%	53.34%	\$56
	Average of Asset Group B	\$366,127	\$1,301	1.58%	16.85%	62.86%	\$65	\$2,521	1.55%	16.15%	63.06%	\$64

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

June 30, 2018

Run Date: August 16, 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 C - \$501 million to \$1 billion in total assets												
	Citizens Bank of Las Cruces	\$544,617	\$3,058	2.26%	22.98%	55.78%	\$94	\$6,103	2.25%	23.06%	55.62%	\$93
	Citizens Bank	\$703,400	\$2,971	1.68%	17.61%	49.33%	\$51	\$5,755	1.62%	16.93%	51.97%	\$51
	Pioneer Bank	\$812,754	\$2,610	1.28%	15.65%	68.83%	\$72	\$3,866	0.94%	11.45%	74.25%	\$71
	Century Bank	\$845,217	\$3,038	1.47%	16.41%	63.80%	\$95	\$5,912	1.44%	15.86%	64.83%	\$95
	Average of Asset Group C	\$726,497	\$2,919	1.67%	18.16%	59.44%	\$78	\$5,409	1.56%	16.83%	61.67%	\$77
Asset Group D - \$1 billion to \$10 billion in total assets												
	First American Bank	\$1,101,562	\$5,223	1.90%	18.99%	58.01%	\$79	\$10,012	1.81%	17.91%	58.87%	\$80
	Los Alamos National Bank	\$1,278,599	\$4,678	1.46%	15.43%	62.08%	\$100	\$7,057	1.10%	11.66%	67.61%	\$102
	New Mexico Bank & Trust	\$1,466,311	\$7,043	1.94%	20.53%	50.25%	\$82	\$13,487	1.89%	20.01%	51.66%	\$78
	Regional Average	\$1,282,157	\$5,648	1.77%	18.32%	56.78%	\$87	\$10,185	1.60%	16.53%	59.38%	\$87

Source: SNL Financial

Note: Report includes only bank-level data.

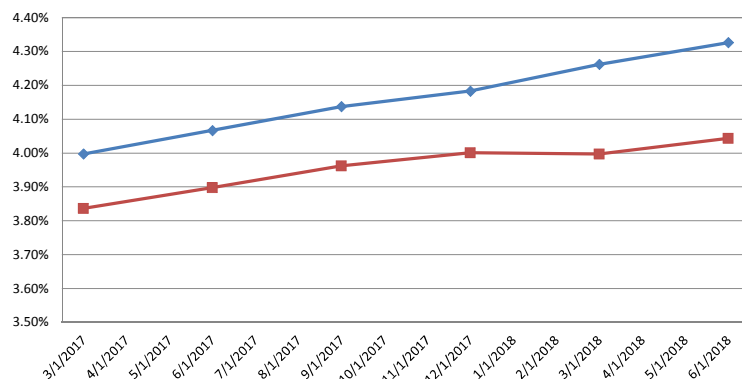
NA = data was not available.

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

Balance Sheet & Net Interest Margin

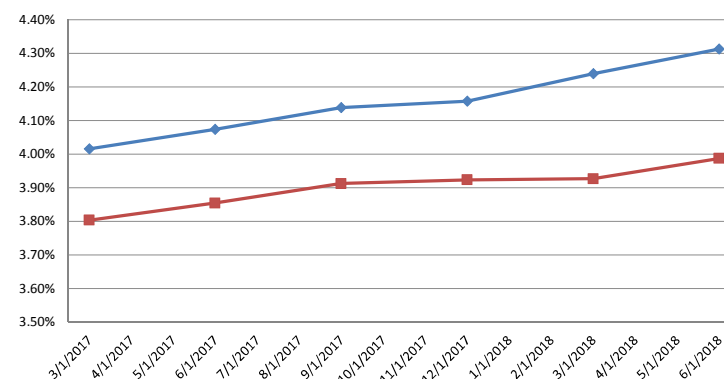
Summary Trends of Historical Asset Group Averages: Yield on Earning Assets & Net Interest Margin (FTE)

Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



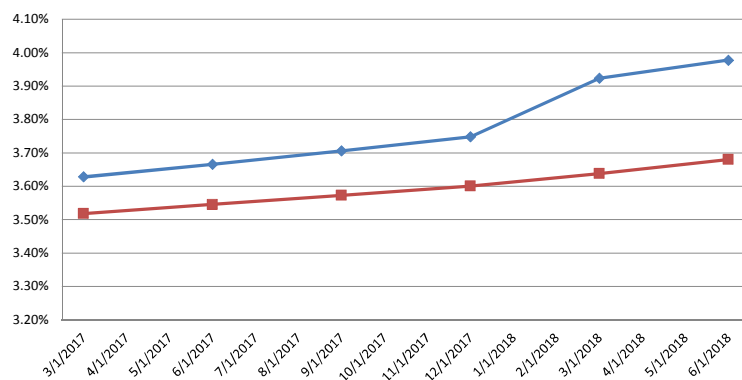
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Yield on Earning Assets	4.00%	4.07%	4.14%	4.18%	4.26%	4.33%
Net Interest Margin (FTE)	3.84%	3.90%	3.96%	4.00%	4.00%	4.04%

Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



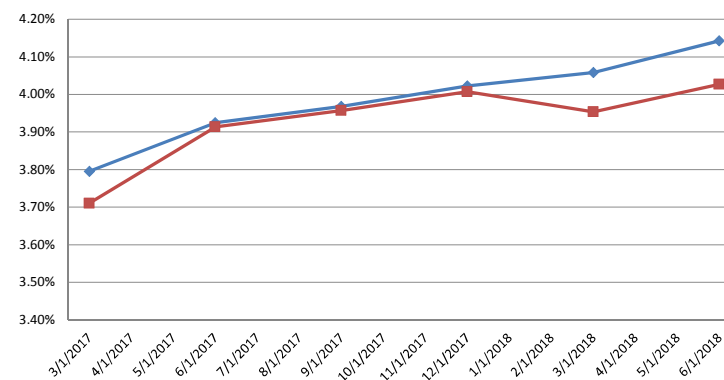
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Yield on Earning Assets	4.02%	4.07%	4.14%	4.16%	4.24%	4.31%
Net Interest Margin (FTE)	3.80%	3.85%	3.91%	3.92%	3.93%	3.99%

Asset Group C - \$501 to \$1 billion in Total Assets
Year-to-Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Yield on Earning Assets	3.63%	3.67%	3.71%	3.75%	3.92%	3.98%
Net Interest Margin (FTE)	3.52%	3.55%	3.57%	3.60%	3.64%	3.68%

Asset Group D - \$1 to \$10 billion in Total Assets
Year-to-Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Yield on Earning Assets	3.80%	3.92%	3.97%	4.02%	4.06%	4.14%
Net Interest Margin (FTE)	3.71%	3.91%	3.96%	4.01%	3.95%	4.03%

Source: SNL Financial

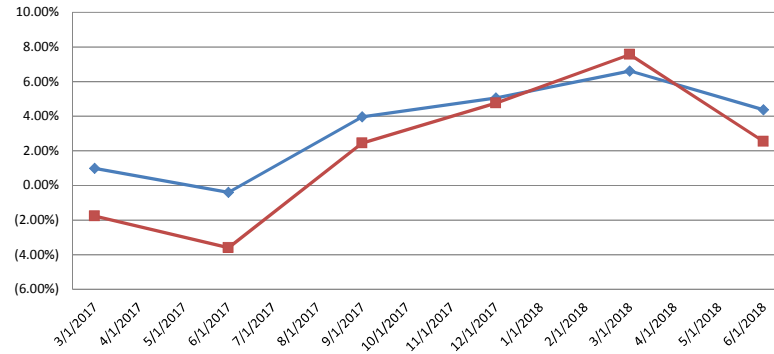
Note: Report includes only bank-level data.

NA = data was not available.

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

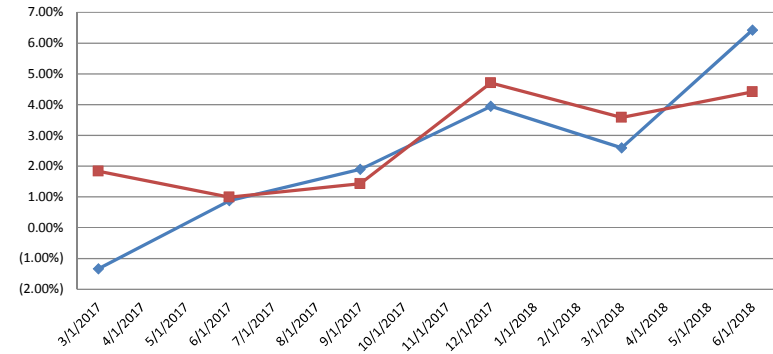
Summary Trends of Historical Asset Group Averages: Asset Growth Rate & Deposit Growth Rate

Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



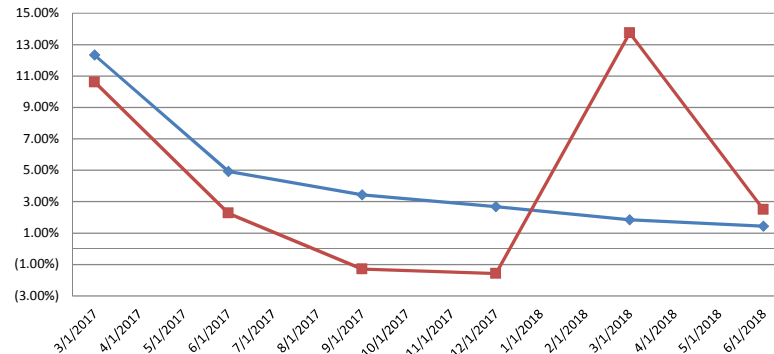
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Asset Growth Rate	0.99%	(0.40%)	3.97%	5.06%	6.62%	4.37%
Deposit Growth Rate	(1.76%)	(3.60%)	2.44%	4.77%	7.56%	2.55%

Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



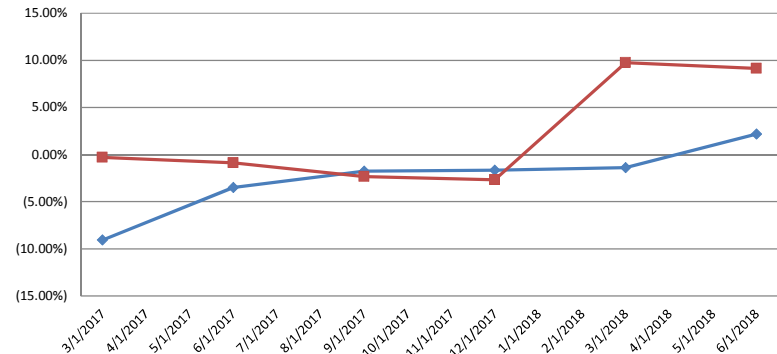
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Asset Growth Rate	(1.33%)	0.88%	1.90%	3.95%	2.60%	6.42%
Deposit Growth Rate	1.83%	0.99%	1.43%	4.71%	3.59%	4.41%

Asset Group C - \$501 to \$1 billion in Total Assets
Year-to-Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Asset Growth Rate	12.33%	4.92%	3.44%	2.69%	1.85%	1.43%
Deposit Growth Rate	10.61%	2.27%	(1.30%)	(1.58%)	13.75%	2.49%

Asset Group D - \$1 to \$10 billion in Total Assets
Year-to-Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Asset Growth Rate	(9.07%)	(3.50%)	(1.75%)	(1.66%)	(1.39%)	2.17%
Deposit Growth Rate	(0.30%)	(0.89%)	(2.35%)	(2.69%)	9.75%	9.15%

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

June 30, 2018

Run Date: August 16, 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	\$3,762	\$0	\$500	0.00%	NM	\$1,254	1.81%	3.20%	3.20%	1.36%	(0.16%)	0.00%
	Tucumcari Federal Savings and Loan Association	\$33,607	\$19,702	\$24,648	79.93%	12.76%	\$5,601	4.41%	1.15%	1.14%	3.43%	3.62%	(1.91%)
	Western Bank	\$66,002	\$35,732	\$50,997	70.07%	27.76%	\$3,000	5.22%	0.81%	0.67%	4.60%	0.42%	8.29%
	Western Bank of Clovis	\$77,584	\$39,255	\$59,770	65.68%	32.93%	\$5,968	3.71%	0.45%	0.40%	3.34%	(14.57%)	(18.59%)
	American Heritage Bank	\$89,943	\$50,175	\$73,478	68.29%	40.35%	\$4,283	4.97%	0.74%	0.55%	4.61%	4.56%	1.24%
	First New Mexico Bank of Silver City	\$108,838	\$48,396	\$93,438	51.79%	59.64%	\$4,031	4.31%	0.33%	0.27%	4.28%	3.04%	2.91%
	First New Mexico Bank, Las Cruces	\$117,239	\$58,590	\$97,982	59.80%	50.07%	\$3,908	5.04%	0.48%	0.32%	4.90%	(1.66%)	(2.59%)
	Community 1st Bank Las Vegas	\$131,039	\$45,061	\$118,678	37.97%	40.44%	\$3,360	3.54%	0.36%	0.30%	3.27%	1.73%	2.45%
	Main Bank	\$134,252	\$98,645	\$116,520	84.66%	22.69%	\$10,327	4.87%	0.77%	0.64%	4.25%	1.98%	(5.22%)
	Bank of the Southwest	\$147,102	\$126,196	\$128,025	98.57%	8.15%	\$1,772	6.52%	0.17%	0.14%	6.38%	(1.05%)	(1.28%)
	First State Bank	\$149,659	\$7,648	\$134,328	5.69%	54.38%	\$5,161	3.49%	0.10%	0.09%	3.42%	(4.72%)	(5.20%)
	Bank of New Mexico	\$154,933	\$71,650	\$139,670	51.30%	39.52%	\$4,187	3.98%	0.27%	0.21%	3.97%	2.51%	3.73%
	MyBank	\$156,837	\$79,391	\$136,262	58.26%	45.86%	\$2,752	4.50%	0.19%	0.14%	4.39%	(5.64%)	(5.01%)
	Western Bank	\$175,892	\$71,346	\$153,218	46.57%	54.85%	\$3,257	3.96%	0.23%	0.14%	4.01%	(3.49%)	(1.00%)
	Valley Bank of Commerce	\$178,183	\$53,714	\$161,178	33.33%	74.66%	\$9,899	3.49%	0.21%	0.12%	3.38%	(12.06%)	(12.81%)
	Bank of Clovis	\$190,881	\$106,162	\$157,896	67.24%	26.54%	\$6,157	4.40%	0.58%	0.43%	4.13%	(7.17%)	(8.70%)
	Western Heritage Bank	\$191,146	\$116,482	\$153,952	75.66%	37.75%	\$3,240	4.68%	1.03%	0.72%	3.99%	133.13%	122.72%
	Western Bank, Artesia, New Mexico	\$194,238	\$86,679	\$175,707	49.33%	51.91%	\$7,194	4.15%	0.31%	0.16%	4.04%	6.27%	7.15%
	Farmers & Stockmens Bank	\$207,216	\$150,882	\$167,627	90.01%	27.15%	\$3,837	5.52%	0.98%	0.71%	4.87%	(4.36%)	(5.98%)
	First New Mexico Bank	\$213,072	\$80,907	\$183,125	44.18%	49.29%	\$6,088	3.74%	0.29%	0.22%	3.74%	(10.65%)	(13.06%)
	James Polk Stone Community Bank	\$221,717	\$106,444	\$184,820	57.59%	29.82%	\$3,309	4.72%	0.24%	0.12%	4.62%	(10.28%)	(13.15%)
	FNB New Mexico	\$242,838	\$180,364	\$201,740	89.40%	7.40%	\$3,794	5.09%	0.71%	0.48%	4.68%	7.81%	(8.62%)
	Centinel Bank of Taos	\$244,462	\$88,774	\$223,379	39.74%	54.17%	\$5,093	3.39%	0.16%	0.10%	3.34%	11.16%	13.23%
	Regional Average	\$149,150	\$74,878	\$127,693	57.61%	38.55%	\$4,673	4.33%	0.60%	0.49%	4.04%	4.37%	2.55%

Asset Group B - \$251 to \$500 million in total assets

	Lea County State Bank	\$318,801	\$92,306	\$275,279	33.53%	53.03%	\$5,497	3.38%	0.41%	0.25%	3.43%	13.93%	12.74%
	International Bank	\$335,176	\$152,998	\$281,905	54.27%	29.12%	\$4,038	NA	NA	NA	NA	9.84%	6.02%
	First National Bank	\$344,903	\$146,656	\$306,232	47.89%	36.77%	\$3,415	4.14%	0.33%	0.19%	4.06%	(0.47%)	0.88%
	Citizens Bank of Clovis	\$346,867	\$201,554	\$295,214	68.27%	25.58%	\$5,686	4.12%	0.82%	0.66%	3.51%	(2.86%)	(3.13%)
	Four Corners Community Bank	\$351,921	\$255,032	\$279,169	91.35%	13.76%	\$4,570	4.72%	0.53%	0.36%	4.41%	(4.03%)	(2.36%)
	Southwest Capital Bank	\$369,729	\$264,657	\$325,413	81.33%	22.78%	\$3,933	5.22%	0.68%	0.44%	4.81%	(7.72%)	(8.27%)
	BANK 34	\$377,334	\$301,067	\$247,616	121.59%	13.83%	\$2,040	5.17%	1.15%	0.98%	4.26%	24.67%	4.31%
	Carlsbad National Bank	\$410,579	\$160,642	\$378,705	42.42%	51.82%	\$5,702	3.50%	0.17%	0.16%	3.36%	12.85%	15.46%
	Western Commerce Bank	\$439,829	\$207,610	\$404,473	51.33%	42.14%	\$4,582	4.26%	0.34%	0.20%	4.06%	11.60%	14.07%
	Regional Average	\$366,127	\$198,058	\$310,445	65.78%	32.09%	\$4,385	4.31%	0.55%	0.41%	3.99%	6.42%	4.41%

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

June 30, 2018

Run Date: August 16, 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 C - \$501 million to \$1 billion in total assets													
	Citizens Bank of Las Cruces	\$544,617	\$385,102	\$478,160	80.54%	17.22%	\$5,138	4.55%	0.36%	0.25%	4.35%	2.44%	4.38%
	Citizens Bank	\$703,400	\$266,374	\$561,806	47.41%	49.78%	\$5,495	3.59%	0.55%	0.40%	3.30%	(0.02%)	4.63%
	Pioneer Bank	\$812,754	\$348,432	\$529,280	65.83%	35.73%	\$4,781	3.30%	0.75%	0.59%	2.71%	(1.17%)	(5.55%)
	Century Bank	\$845,217	\$473,901	\$696,795	68.01%	30.14%	\$4,914	4.47%	0.45%	0.30%	4.36%	4.48%	6.50%
	Regional Average	\$726,497	\$368,452	\$566,510	65.45%	33.22%	\$5,082	3.98%	0.53%	0.39%	3.68%	1.43%	2.49%

Asset Group D - \$1 billion to \$10 billion in total assets

	First American Bank	\$1,101,562	\$689,071	\$954,097	72.22%	19.09%	\$4,515	4.42%	0.37%	0.25%	4.24%	5.46%	28.15%
	Los Alamos National Bank	\$1,278,599	\$720,766	\$1,127,632	63.92%	33.00%	\$6,003	3.67%	0.18%	0.18%	3.60%	(0.70%)	(2.88%)
	New Mexico Bank & Trust	\$1,466,311	\$1,057,220	\$1,242,673	85.08%	11.53%	\$8,284	4.33%	0.31%	0.18%	4.24%	1.76%	2.17%
	Regional Average	\$1,282,157	\$822,352	\$1,108,134	73.74%	21.21%	\$6,267	4.14%	0.29%	0.20%	4.03%	2.17%	9.15%

Source: SNL Financial

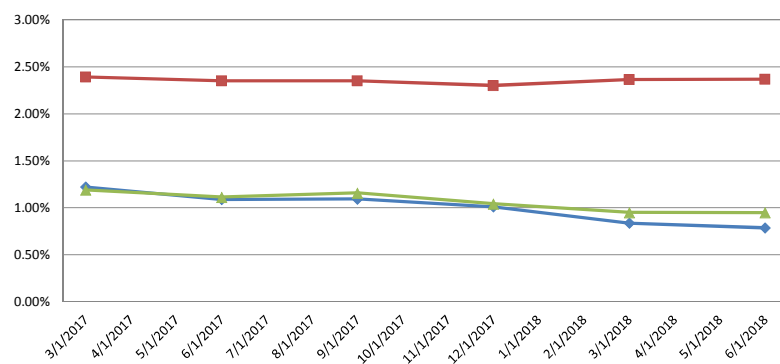
Note: Report includes only bank-level data.

NA = data was not available.

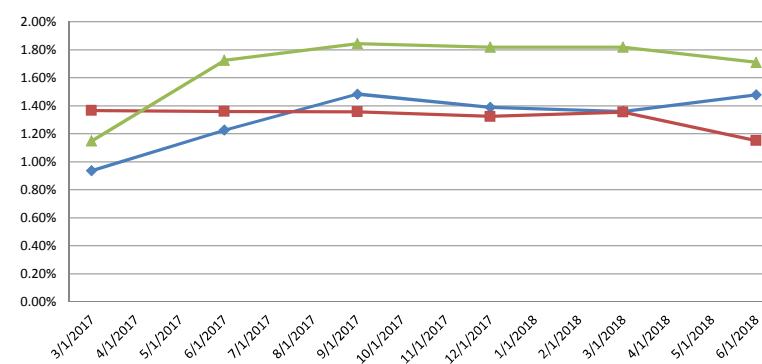
NIM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Asset Quality

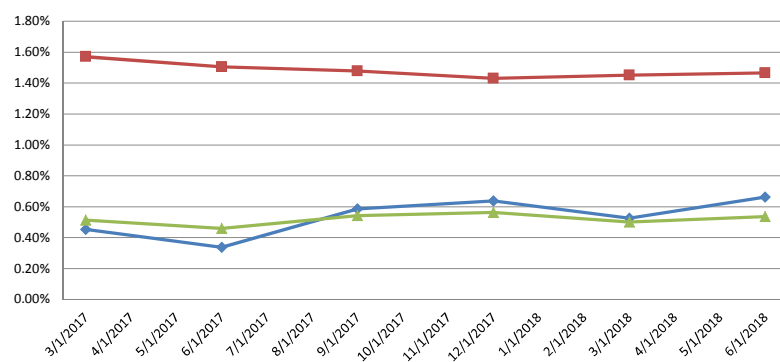
Summary Trends of Historical Asset Group Averages: Non accruals/Loans, Reserves/Loans & NPAs/Total Assets

Asset Group A - \$0 to \$250 million in Total Assets
As of Date

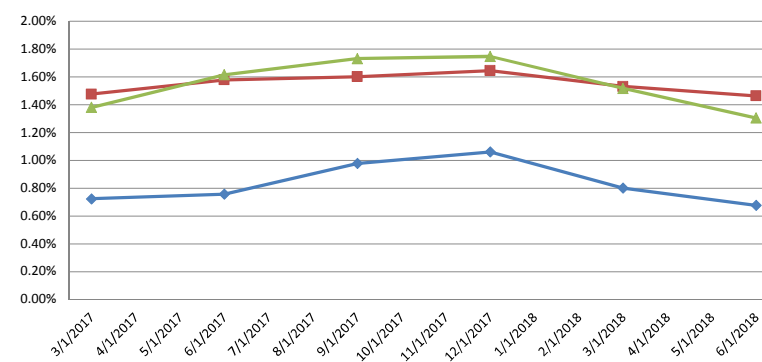
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Nonaccruals/Loans	1.22%	1.09%	1.09%	1.01%	0.84%	0.79%
Reserves/Loans	2.39%	2.35%	2.35%	2.30%	2.36%	2.37%
NPAs/Total Assets	1.19%	1.11%	1.16%	1.04%	0.95%	0.95%

Asset Group B - \$251 to \$500 million in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Nonaccruals/Loans	0.94%	1.23%	1.48%	1.39%	1.36%	1.48%
Reserves/Loans	1.37%	1.36%	1.36%	1.32%	1.35%	1.15%
NPAs/Total Assets	1.15%	1.72%	1.84%	1.82%	1.82%	1.71%

Asset Group C - \$501 to \$1 billion in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Nonaccruals/Loans	0.45%	0.34%	0.59%	0.64%	0.53%	0.66%
Reserves/Loans	1.57%	1.51%	1.48%	1.43%	1.45%	1.47%
NPAs/Total Assets	0.51%	0.46%	0.54%	0.56%	0.50%	0.54%

Asset Group D - \$1 to \$10 billion in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Nonaccruals/Loans	0.72%	0.76%	0.98%	1.06%	0.80%	0.68%
Reserves/Loans	1.48%	1.58%	1.60%	1.64%	1.53%	1.46%
NPAs/Total Assets	1.38%	1.61%	1.73%	1.75%	1.52%	1.30%

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

June 30, 2018

Run Date: August 16, 2018

		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 (%)
Region	Institution Name							
Asset Group A - \$0 to \$250 million in total assets								
	DSRM National Bank	\$3,762	\$0	NA	NA	NA	0.00%	0.00%
	Tucumcari Federal Savings and Loan Association	\$33,607	\$359	1.82%	1.07%	50.60%	8.14%	1.24%
	Western Bank	\$66,002	\$482	1.35%	1.31%	53.60%	18.18%	3.00%
	Western Bank of Clovis	\$77,584	\$0	0.00%	1.53%	530.09%	1.21%	0.15%
	American Heritage Bank	\$89,943	\$668	1.33%	1.58%	91.45%	12.72%	1.26%
	First New Mexico Bank of Silver City	\$108,838	\$84	0.17%	1.72%	992.86%	2.40%	0.31%
	First New Mexico Bank, Las Cruces	\$117,239	\$0	0.00%	2.56%	NA	0.00%	0.00%
	Community 1st Bank Las Vegas	\$131,039	\$1,500	3.33%	2.51%	47.38%	44.55%	4.25%
	Main Bank	\$134,252	\$0	0.00%	1.29%	NA	0.00%	0.00%
	Bank of the Southwest	\$147,102	\$911	0.72%	0.96%	133.04%	22.62%	2.35%
	First State Bank	\$149,659	\$10	0.13%	14.29%	530.58%	1.29%	0.14%
	Bank of New Mexico	\$154,933	\$1,084	1.51%	1.66%	109.69%	8.33%	0.74%
	MyBank	\$156,837	\$1,355	1.71%	2.63%	122.06%	12.24%	1.63%
	Western Bank	\$175,892	\$672	0.94%	3.95%	141.15%	12.01%	1.57%
	Valley Bank of Commerce	\$178,183	\$7	0.01%	2.34%	NM	0.04%	0.00%
	Bank of Clovis	\$190,881	\$205	0.19%	1.85%	487.56%	2.66%	0.34%
	Western Heritage Bank	\$191,146	\$29	0.02%	0.71%	NM	0.85%	0.11%
	Western Bank, Artesia, New Mexico	\$194,238	\$2,442	2.82%	1.47%	52.13%	14.77%	1.50%
	Farmers & Stockmens Bank	\$207,216	\$0	0.00%	1.62%	NM	3.81%	0.12%
	First New Mexico Bank	\$213,072	\$381	0.47%	2.06%	437.80%	2.98%	0.35%
	James Polk Stone Community Bank	\$221,717	\$812	0.76%	1.94%	89.88%	14.77%	1.51%
	FNB New Mexico	\$242,838	\$61	0.03%	1.24%	93.78%	12.29%	1.24%
	Centinel Bank of Taos	\$244,462	\$0	0.00%	1.79%	NA	0.00%	0.00%
	Regional Average	\$149,150	\$481	0.79%	2.37%	247.73%	8.52%	0.95%

Asset Group B - \$251 to \$500 million in total assets

	Lea County State Bank	\$318,801	\$1,774	1.92%	1.31%	49.92%	8.10%
	International Bank	\$335,176	\$68	0.04%	0.02%	1.80%	9.97%
	First National Bank	\$344,903	\$3,522	2.40%	1.62%	51.07%	12.59%
	Citizens Bank of Clovis	\$346,867	\$1,464	0.73%	1.08%	148.16%	3.72%
	Four Corners Community Bank	\$351,921	\$7,796	3.06%	1.40%	45.81%	21.54%
	Southwest Capital Bank	\$369,729	\$6,877	2.60%	1.72%	26.29%	61.81%
	BANK 34	\$377,334	\$5,586	1.86%	1.06%	57.27%	12.13%
	Carlsbad National Bank	\$410,579	\$1,032	0.64%	1.09%	106.71%	5.73%
	Western Commerce Bank	\$439,829	\$93	0.04%	1.06%	NM	4.43%
	Regional Average	\$366,127	\$3,135	1.48%	1.15%	60.88%	15.56%

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
June 30, 2018
Run Date: August 16, 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 C - \$501 million to \$1 billion in total assets								
	Citizens Bank of Las Cruces	\$544,617	\$151	0.04%	1.75%	NM	1.55%	0.17%
	Citizens Bank	\$703,400	\$2,195	0.82%	1.46%	177.63%	3.55%	0.36%
	Pioneer Bank	\$812,754	\$4,981	1.43%	1.16%	68.01%	9.76%	0.76%
	Century Bank	\$845,217	\$1,706	0.36%	1.49%	226.54%	10.58%	0.85%
	Regional Average	\$726,497	\$2,258	0.66%	1.47%	157.39%	6.36%	0.54%
Asset Group D - \$1 billion to \$10 billion in total assets								
	First American Bank	\$1,101,562	\$3,044	0.44%	2.04%	437.31%	3.80%	0.41%
	Los Alamos National Bank	\$1,278,599	\$10,392	1.44%	1.45%	28.31%	31.93%	3.34%
	New Mexico Bank & Trust	\$1,466,311	\$1,563	0.15%	0.90%	606.33%	1.72%	0.16%
	Regional Average	\$1,282,157	\$5,000	0.68%	1.46%	357.32%	12.48%	1.30%

Source: SNL Financial

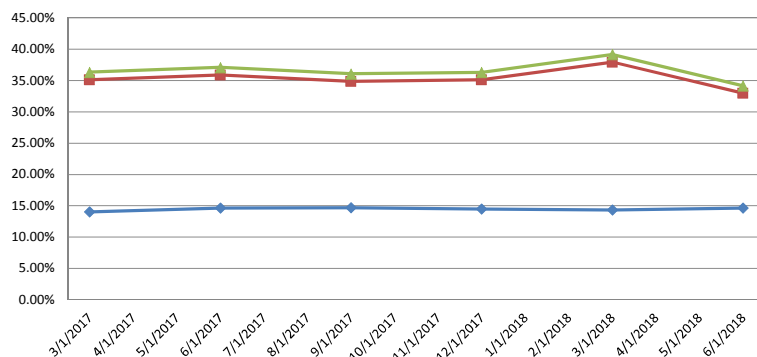
Note: Report includes only bank-level data.

NA = data was not available.

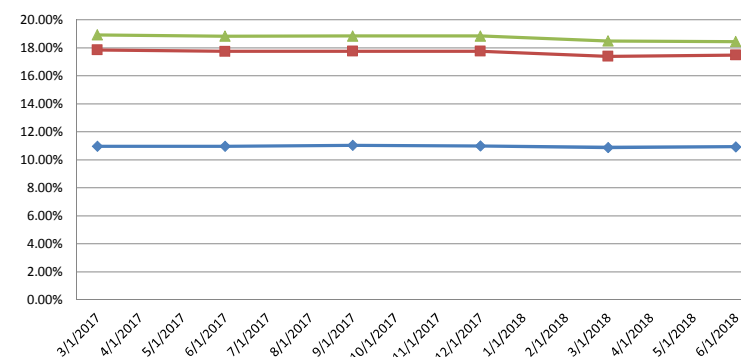
NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Capital Adequacy

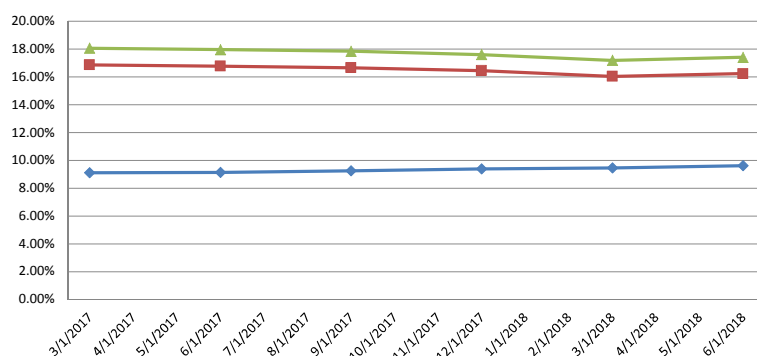
Summary Trends of Historical Asset Group Averages: Leverage Ratio, Tier 1 Risk Based Ratio & Risk Based Capital Ratio

Asset Group A - \$0 to \$250 million in Total Assets
As of Date

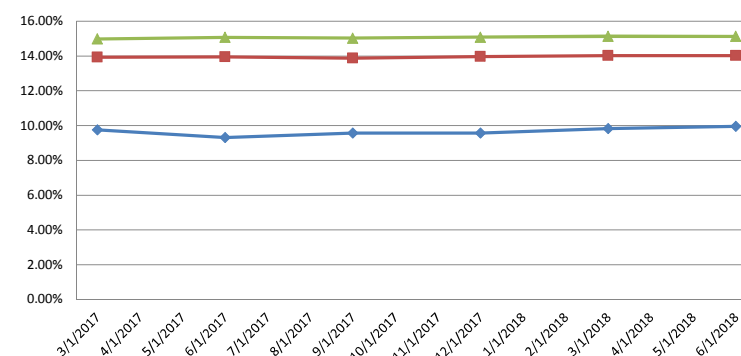
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Leverage Ratio	14.04%	14.63%	14.70%	14.48%	14.31%	14.62%
Tier 1 Risk Based Ratio	35.10%	35.86%	34.85%	35.08%	37.93%	32.96%
Risk Based Capital Ratio	36.29%	37.06%	36.04%	36.27%	39.12%	34.14%

Asset Group B - \$251 to \$500 million in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Leverage Ratio	10.96%	10.96%	11.02%	10.98%	10.88%	10.92%
Tier 1 Risk Based Ratio	17.84%	17.73%	17.74%	17.75%	17.38%	17.47%
Risk Based Capital Ratio	18.91%	18.81%	18.83%	18.83%	18.47%	18.44%

Asset Group C - \$501 to \$1 billion in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Leverage Ratio	9.10%	9.13%	9.24%	9.38%	9.44%	9.62%
Tier 1 Risk Based Ratio	16.87%	16.76%	16.65%	16.43%	16.03%	16.22%
Risk Based Capital Ratio	18.05%	17.95%	17.84%	17.60%	17.19%	17.39%

Asset Group D - \$1 to \$10 billion in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18
Leverage Ratio	9.75%	9.31%	9.57%	9.56%	9.83%	9.96%
Tier 1 Risk Based Ratio	13.93%	13.95%	13.88%	13.96%	14.02%	14.02%
Risk Based Capital Ratio	14.98%	15.07%	15.02%	15.08%	15.13%	15.12%

Source: SNL Financial

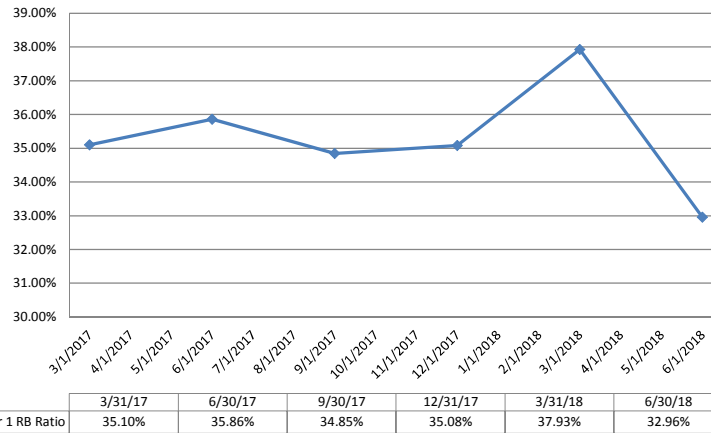
Note: Report includes only bank-level data.

NA = data was not available.

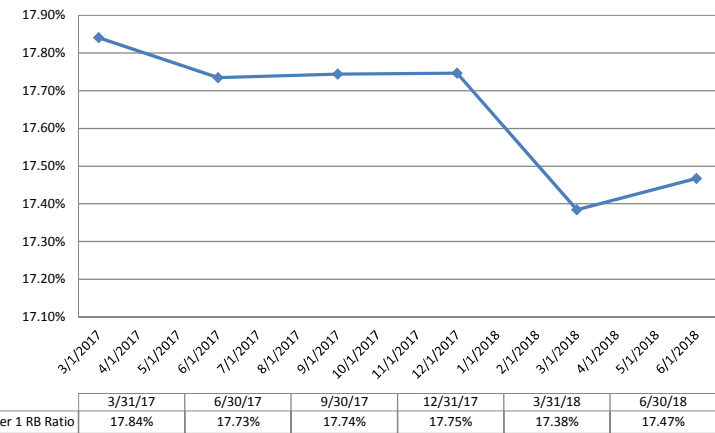
NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Summary Trends of Historical Asset Group Averages: Common Equity Tier 1 Risk Based Ratio

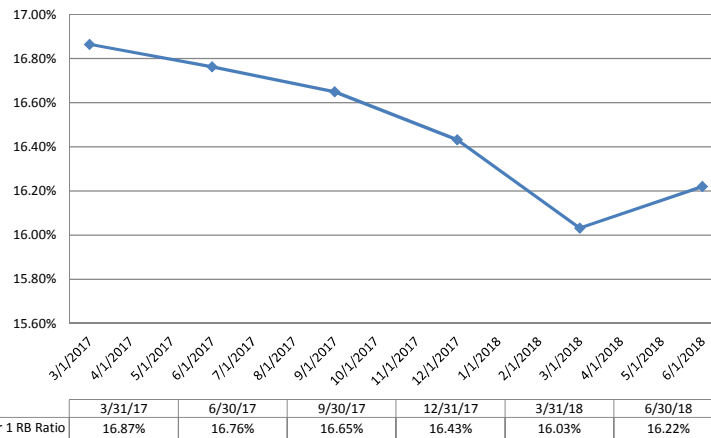
Asset Group A - \$0 to \$250 million in Total Assets
As of Date



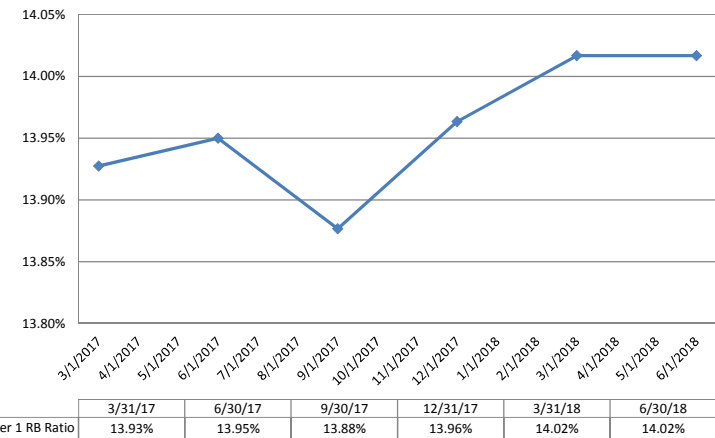
Asset Group B - \$251 to \$500 million in Total Assets
As of Date



Asset Group C - \$501 to \$1 billion in Total Assets
As of Date



Asset Group D - \$1 to \$10 billion in Total Assets
As of Date



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

June 30, 2018

Run Date: August 16, 2018

		As of Date							
		Total Assets (\$000)	Total Equity Capital (\$000)	Tier1 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 (%)
Region	Institution Name								
Asset Group A - \$0 to \$250 million in total assets									
	DSRM National Bank	\$3,762	\$3,218	\$3,218	\$3,218	84.89%	280.31%	280.31%	280.31%
	Tucumcari Federal Savings and Loan Association	\$33,607	\$5,095	\$5,118	\$5,118	15.24%	37.86%	39.11%	37.86%
	Western Bank	\$66,002	\$10,427	\$10,407	\$10,407	15.85%	25.10%	26.33%	25.10%
	Western Bank of Clovis	\$77,584	\$8,702	\$8,702	\$8,702	10.76%	17.53%	18.74%	17.53%
	American Heritage Bank	\$89,943	\$9,954	\$9,959	\$9,959	11.19%	15.80%	17.05%	15.80%
	First New Mexico Bank of Silver City	\$108,838	\$12,998	\$12,998	\$12,998	11.86%	22.44%	23.70%	22.44%
	First New Mexico Bank, Las Cruces	\$117,239	\$16,378	\$16,378	\$16,378	14.11%	23.08%	24.34%	23.08%
	Community 1st Bank Las Vegas	\$131,039	\$11,508	\$12,153	\$12,153	9.17%	19.76%	21.02%	19.76%
	Main Bank	\$134,252	\$13,250	\$13,613	\$13,613	10.08%	12.85%	14.08%	12.85%
	Bank of the Southwest	\$147,102	\$14,059	\$14,059	\$14,059	9.46%	12.58%	13.71%	12.58%
	First State Bank	\$149,659	\$15,146	\$14,884	\$14,884	10.19%	45.36%	47.09%	45.36%
	Bank of New Mexico	\$154,933	\$14,739	\$12,793	\$12,793	8.21%	12.62%	13.79%	12.62%
	MyBank	\$156,837	\$18,767	\$19,477	\$19,477	12.36%	20.86%	22.13%	20.86%
	Western Bank	\$175,892	\$20,238	\$21,030	\$21,030	12.06%	24.85%	26.13%	24.85%
	Valley Bank of Commerce	\$178,183	\$16,549	\$16,549	\$16,549	9.46%	29.25%	30.51%	29.25%
	Bank of Clovis	\$190,881	\$22,834	\$23,937	\$23,937	12.17%	25.37%	26.63%	25.37%
	Western Heritage Bank	\$191,146	\$26,745	\$25,071	\$25,071	15.58%	18.62%	19.24%	18.62%
	Western Bank, Artesia, New Mexico	\$194,238	\$18,513	\$20,059	\$20,059	10.36%	18.16%	19.31%	18.16%
	Farmers & Stockmens Bank	\$207,216	\$25,332	\$21,878	\$21,878	10.80%	12.83%	14.09%	12.83%
	First New Mexico Bank	\$213,072	\$27,791	\$27,791	\$27,791	12.88%	29.01%	30.26%	29.01%
	James Polk Stone Community Bank	\$221,717	\$24,842	\$24,842	\$24,842	10.77%	20.00%	21.25%	20.00%
	FNB New Mexico	\$242,838	\$22,631	\$23,709	\$23,709	9.86%	12.32%	13.49%	12.32%
	Centinel Bank of Taos	\$244,462	\$18,545	\$21,527	\$21,527	8.88%	21.58%	22.84%	21.58%
	Regional Average	\$149,150	\$16,446	\$16,528	\$16,528	14.62%	32.96%	34.14%	32.96%

Asset Group B - \$251 to \$500 million in total assets

	Lea County State Bank	\$318,801	\$28,686	\$31,248	\$31,248	9.81%	19.08%	19.81%	19.08%
	International Bank	\$335,176	\$50,864	\$44,591	\$44,591	14.34%	19.63%	19.64%	19.63%
	First National Bank	\$344,903	\$37,670	\$41,182	\$41,182	11.95%	22.07%	23.32%	22.07%
	Citizens Bank of Clovis	\$346,867	\$37,175	\$40,764	\$40,764	11.49%	17.77%	18.72%	17.77%
	Four Corners Community Bank	\$351,921	\$39,893	\$41,535	\$41,535	11.78%	15.11%	16.36%	15.11%
	Southwest Capital Bank	\$369,729	\$35,938	\$37,035	\$37,035	10.07%	12.85%	14.10%	12.85%
	BANK 34	\$377,334	\$43,042	\$42,921	\$42,921	12.25%	15.24%	16.47%	15.24%
	Carlsbad National Bank	\$410,579	\$27,722	\$32,925	\$32,925	8.62%	17.54%	18.49%	17.54%
	Western Commerce Bank	\$439,829	\$35,092	\$35,091	\$35,091	7.97%	17.92%	19.05%	17.92%
	Regional Average	\$366,127	\$37,342	\$38,588	\$38,588	10.92%	17.47%	18.44%	17.47%

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

June 30, 2018

Run Date: August 16, 2018

		As of Date							
		Total Assets (\$000)	Total Equity Capital (\$000)	Tier1 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 (%)
Region	Institution Name								
Asset Group C - \$501 million to \$1 billion in total assets									
	Citizens Bank of Las Cruces	\$544,617	\$53,768	\$56,354	\$56,354	10.43%	12.49%	13.74%	12.49%
	Citizens Bank	\$703,400	\$67,493	\$70,330	\$70,330	9.92%	21.44%	22.69%	21.44%
	Pioneer Bank	\$812,754	\$66,365	\$75,738	\$75,738	9.27%	19.53%	20.62%	19.53%
	Century Bank	\$845,217	\$74,369	\$73,052	\$73,052	8.84%	11.42%	12.52%	11.42%
	Regional Average	\$726,497	\$65,499	\$68,869	\$68,869	9.62%	16.22%	17.39%	16.22%
Asset Group D - \$1 billion to \$10 billion in total assets									
	First American Bank	\$1,101,562	\$108,306	\$111,346	\$111,346	10.17%	15.46%	16.72%	15.46%
	Los Alamos National Bank	\$1,278,599	\$123,478	\$132,080	\$132,080	10.33%	15.25%	16.50%	15.25%
	New Mexico Bank & Trust	\$1,466,311	\$139,870	\$135,011	\$135,011	9.37%	11.34%	12.14%	11.34%
	Regional Average	\$1,282,157	\$123,885	\$126,146	\$126,146	9.96%	14.02%	15.12%	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.
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.
Return on average assets (%)	Return on average assets; net income as a percent of average assets.
Return on average equity (%)	Return on average equity; net income as a percent of average equity.
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.
Salary expense ÷ employees	Salary and benefits expense divided by number of full-time equivalent employees at end of period.
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.
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.
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.
Total assets ÷ employees	Total assets divided by number of full-time equivalent employees at end of period.
Loans ÷ deposits (%)	Loans held for investment, before reserves, as a percent of total insured deposits.
Yield on earning assets (%)	Return earned on interest-earning assets, expressed as a percent. Total interest and dividend income divided by average earning assets.
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.

Cost of funds (%)	Interest incurred on liabilities as a percent of average non-interest-bearing deposits and interest-bearing liabilities.
Net interest margin (FTE) (%)	Net interest income, on a fully taxable-equivalent basis if available, as a percent of average earning 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.
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.
Total loans and leases nonaccrual	Amount of loans and finance leases, gross of reserves, on which interest is no longer accruing.
Nonaccrual loans ÷ total loans (%)	Nonaccrual loans, net of guaranteed loans, as a percent of total gross loans.
Reserves ÷ loans (%)	Reserves for loan losses as a percent of loans before reserves.
Reserves ÷ nonperforming loans (%)	Loan loss reserves as a percent of nonperforming loans.
Nonperforming assets / total assets (%)	Nonperforming assets (nonperforming loans and leases, renegotiated loans and leases, and real estate owned) as a percent of assets.
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.
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.
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.
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.