Q3'12 versus Q3'11 change (%) Consumer loan types Commercial loan types

Nonres

-2.93

-11.37

-5.21

-15.37

-10.53

Multi-

15.69

-2.86

-2.57

-1.30

-2.39

Com

real

6.88

-1.48

3.37

2.75

0.40

-11.39

-3.67

-1.86

-4.03

-0.93

Agri-

-13.35

-4.83

1.74

0.03

0.00

6.25

-1.56

3.63

1.46

0.92

4.07

-2.81

4.81

0.74

0.54

Median loan growth by geography and type for banks under \$10B in assets

Non real

estate

Closed-

end 1st

7.55

-0.53

3.87

3.58

0.95

Home

-3.87

-6.38

-8.75

-9.76

-7.55

Nondepository trust chartered banks and companies with loans/assets below 25% are excluded.

Res

-3.06

-7.01

2.89

-3.59

-3.68

Loan categories are not representative of entire loan portfolio.

be below \$10 billion in assets as of O2'12.

Data based on regulatory filings.

New England

Southeast

Southwest

National

As of Nov. 5, 2012

Source: SNI Financial

West

Region	constr.	lien 1-4	equity	consumer	constr.	family	estate	Farm	cultural	C&I	Total
Mid-Atlantic	-8.63	3.23	-4.52	-7.36	-7.13	0.97	4.18	-2.25	-6.10	1.74	2.80
Midwest	-4.02	0.14	-8.23	-4.27	-11.90	-2.82	-0.67	1.88	0.96	0.44	0.68

-2.28

-6.03

-4.60

-8.88

-4.94

Banks included are commercial banks below \$10 billion in assets as of Q3'12, Q2'12, Q3'11. Ultimate parent must also