



## **PUBLIC DISCLOSURE**

December 03, 2012

### **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

Astoria Bank  
Charter Number: **704115**

3716 30th Ave  
Long Island City, NY 11103-4331

Office of the Comptroller of the Currency

400 7th Street SW  
Washington, D.C. 20219

**NOTE:** This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, and should not be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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## General Information and Overall CRA Rating

The Community Reinvestment Act (CRA) requires each federal financial supervisory agency to use its authority, when examining financial institutions subject to its supervision, to assess the institution’s record of meeting the credit needs of its entire community, including low- and moderate-income (LMI) neighborhoods, consistent with the safe and sound operation of the institution. Upon conclusion of such examination, the agency must prepare a written evaluation of the institution’s record of meeting the credit needs of its community.

This document is an evaluation of the CRA performance of Astoria Bank (Astoria or the bank) issued by the Office of the Comptroller of the Currency (OCC), the institution’s supervisory agency for the evaluation period ending November 30, 2012. The agency rates the CRA performance of a Federal savings association consistent with the provisions set forth in Appendix A to 12 CFR Part 195.

**Institution’s CRA Rating:** This institution is rated **Satisfactory**.

The following table indicates the performance level of **Astoria Bank** with respect to the Lending, Investment, and Service tests:

Performance Levels	Astoria Bank Performance Tests		
	Lending Test*	Investment Test	Service Test
Outstanding			
High Satisfactory	X		
Low Satisfactory		X	X
Needs to Improve			
Substantial Noncompliance			

\* The Lending Test is weighted more heavily than the Investment and Service Tests when arriving at an overall rating.

The major factors that support this rating include:

- The bank originates a substantial majority of loans within its assessment areas (AA).
- The bank’s lending activity is good.
- The bank’s overall geographic distribution of loans is adequate, based upon overall poor home mortgage lending performance and excellent small loans to businesses performance.
- The borrower distribution of lending is adequate, based upon adequate home mortgage lending performance and excellent borrower distribution of loans to small businesses.
- Community development (CD) lending has a significantly positive impact on the bank’s performance under the Lending Test.

- The level of qualified investments is adequate, when considering the bank's responsiveness to community needs through its strong lending performance.
- Service delivery systems are reasonably accessible to essentially all portions of the bank's AAs.
- The provision of community development services is good.

## Definitions and Common Abbreviations

The following terms and abbreviations are used throughout this performance evaluation, including the CRA tables. The definitions are intended to provide the reader with a general understanding of the terms, not a strict legal definition.

**Affiliate:** Any company that controls, is controlled by, or is under common control with another company. A company is under common control with another company if the same company directly or indirectly controls both companies. A bank subsidiary is controlled by the bank and is, therefore, an affiliate.

**Aggregate Lending:** The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the MA/assessment area.

**Census Tract (CT):** A small subdivision of metropolitan and other densely populated counties. Census tract boundaries do not cross county lines; however, they may cross the boundaries of metropolitan statistical areas. Census tracts usually have between 2,500 and 8,000 persons, and their physical size varies widely depending upon population density. Census tracts are designed to be homogeneous with respect to population characteristics, economic status, and living conditions to allow for statistical comparisons.

**Community Development:** Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas; or loans, investments, and services that support, enable or facilitate projects or activities under HUD Neighborhood Stabilization Program criteria that benefit low-, moderate-, and middle-income individuals and geographies in the bank's assessment area(s) or outside the assessment area(s) provided the bank has adequately addressed the community development needs of its assessment area(s).

**Community Reinvestment Act (CRA):** the statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its local community, consistent with the safe and sound operation of the bank, and to take this record into account when evaluating certain corporate applications filed by the bank.

**Consumer Loan(s):** A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, home equity loans, other secured consumer loans, and other unsecured consumer loans.

**Family:** Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is

further classified into ‘male householder’ (a family with a male householder’ and no wife present) or ‘female householder’ (a family with a female householder and no husband present).

**Full Review:** Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

**Geography:** A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

**Home Mortgage Disclosure Act (HMDA):** The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applications, the amount of loan requested, the disposition of the application (e.g., approved, denied, and withdrawn). Beginning in 2004, the reports also include data on loan pricing, the lien status of the collateral, any requests for preapproval and loans for manufactured housing.

**Home Mortgage Loans:** Such loans include home purchase, home improvement and refinancing, as defined in the HMDA regulation. These include loans for multifamily (five or more families) dwellings, manufactured housing and one-to-four family dwellings other than manufactured housing.

**Household:** Includes all persons occupying a housing unit. Persons not living in households are classified as living in group quarters. In 100 percent tabulations, the count of households always equals the count of occupied housing units.

**Limited Review:** Performance under the Lending, Investment, and Service Tests is analyzed using only quantitative factors (e.g., geographic distribution, borrower distribution, total number and dollar amount of investments, and branch distribution).

**Low-Income:** Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent, in the case of a geography.

**Market Share:** The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the MA/assessment area.

**Median Family Income (MFI):** The median income determined by the U.S. Census Bureau every ten years and used to determine the income level category of geographies. Also, the median income determined by the Department of Housing and Urban Development annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above it and half below it.

**Metropolitan Area (MA):** Any metropolitan statistical area or metropolitan division, as defined by the Office of Management and Budget and any other area designated as such by the appropriate federal financial supervisory agency.

**Metropolitan Division:** As defined by Office of Management and Budget, a county or group of counties within a Metropolitan Statistical Area that contains a population of at least 2.5 million. A

Metropolitan Division consists of one or more counties that represent an employment center or centers, plus adjacent counties associated with the main county or counties through commuting ties.

**Metropolitan Statistical Area:** An area, defined by the Office of Management and Budget, as having at least one urbanized area that has a population of at least 50,000. The Metropolitan Statistical Area comprises the central county or counties, plus adjacent outlying counties having a high degree of social and economic integration with the central county as measured through commuting.

**Middle-Income:** Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 percent and less than 120 percent, in the case of a geography

**Moderate-Income:** Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 percent and less than 80 percent, in the case of a geography.

**Multifamily:** Refers to a residential structure that contains five or more units.

**Other Products:** Includes any unreported optional category of loans for which the institution collects and maintains data for consideration during a CRA examination. Examples of such activity include consumer loans and other loan data an institution may provide concerning its lending performance.

**Owner-Occupied Units:** Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

**Qualified Investment:** A qualified investment is defined as any lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

**Rated Area:** A rated area is a state or multi-state metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multi-state metropolitan area, the institution will receive a rating for the multi-state metropolitan area.

**Small Loan(s) to Business(es):** A loan included in 'loans to small businesses' as defined in the Consolidated Report of Condition and Income (Call Report) and the Thrift Financial Reporting (TFR) instructions. These loans have original amounts of \$1 million or less and typically are secured by either nonfarm or nonresidential real estate or are classified as commercial and industrial loans.

**Small Loan(s) to Farm(s):** A loan included in 'loans to small farms' as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, or are classified as loans to finance agricultural production and other loans to farmers.

**Tier One Capital:** The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

**Upper-Income:** Individual income that is at least 120 percent of the area median income, or a median family income that is at least 120 percent, in the case of a geography.



## Description of Institution

Astoria Bank (Astoria or bank) is a federally chartered, stock-owned institution with assets totaling \$17.0 billion as of September 30, 2012. Astoria Financial Corporation (Astoria Financial) is the holding company for Astoria Bank. Established in 1888, Astoria, with deposits in New York totaling \$10.7 billion, is the largest thrift depository in New York. It provides its customers and local communities with a full range of financial products and services through 85 retail banking offices and multiple delivery channels, including its website, [www.astoriabank.com](http://www.astoriabank.com).

Astoria originates residential mortgage loans through its banking and loan production offices in New York, a broker network in four states, primarily along the East Coast, and through correspondent relationships covering nine states and the District of Columbia. Astoria is also an active originator of multi-family and commercial real estate loans, primarily focusing on rent controlled and rent stabilized apartment buildings, located in New York City and the metropolitan area.

The \$13.4 billion loan portfolio consisted of 75 percent residential real estate loans, 17 percent multi-family mortgages, 5 percent commercial loans and 3 percent in consumer loans. The bank has Tier One Capital of \$1,387 million or 8.7 percent of total assets as of September 30, 2012. The bank's AAs are contained entirely in the state of New York with a majority of the lending occurring within the AAs. Federal savings associations are subject to certain regulatory investment authority limitations. There are no other legal, financial, or other factors impeding the bank's ability to help meet the credit needs of its AAs.

The administrative office is located in Nassau County, New York. Astoria operates 85 branch offices in New York City and its surrounding counties: 12 in Kings County (Brooklyn), 28 in Nassau County, 17 in Queens County, 25 in Suffolk County, and three in Westchester County.

The bank offers a full menu of products and services. Primary credit products are one-to-four family residential mortgages and multi-family mortgages funded by locally gathered retail deposits and, to a lesser extent, borrowed funds. Funds are also invested in commercial real estate loans, consumer loans, small business lending (including Small Business Administration lending), and mortgage-backed securities.

Astoria's efforts to meet the community development needs of low- and moderate-income families in its AAs include permanent financing to not-for-profit and for-profit developers, and owners of rental properties and homeownership projects that look to provide affordable housing to these individuals. The institution also works with community groups to identify affordable-housing needs in its AAs and to provide the necessary funding to satisfy these needs through either direct loans or loan participations. The institution also provides community development grants to qualified organizations. Astoria's managing officers are members of community development organizations and participate in outreach programs.

Astoria was rated Outstanding at its last CRA evaluation dated October 13, 2009. The last evaluation reflected the bank's performance from January 1, 2007 through June 30, 2009.

## Scope of the Evaluation

### Evaluation Period/Products Evaluated

During this evaluation, we reviewed Astoria's CRA performance under the Lending, Investment, and Service Test. Our review of Astoria's lending consisted of the HMDA loan originations and purchases, and small business lending for the period of July 1, 2009 through December 31, 2011. We evaluated performance under the Service Test, community development lending, and qualified investments for the period from July 1, 2009 through November 30, 2012. More weight was placed on the bank's home mortgage lending for refinances and purchases compared to small loans to businesses and multi-family home mortgage loans. No home improvement loans or small loans to farms were originated during the period and those products were not evaluated.

### Data Integrity

In October 2012, we reviewed samples of home mortgage and small business loans, and community development (CD) files to determine the accuracy of data submitted for the purpose of this CRA evaluation. We reviewed a sample of 2009, 2010, and 2011 HMDA (60) and small business (60) loans and samples of CD loans, investments, and services. Based on this review we concluded the HMDA and other CRA loan data was found to be accurate and can be relied on in the CRA exam.

Our review also noted the majority of CD loans, investments, and services submitted met the CD primary purpose definition and are included in this CRA evaluation. We did not consider those that did not qualify.

### Ratings

The bank's overall rating is based on their performance in the state of New York. The bank has two AAs within the New York-Northern New Jersey-Long Island (NY-NJ-PA) Multistate MSA: the New York-White Plains-Wayne, NY-NJ MD (New York MD) and the Nassau-Suffolk, NY MD (Nassau-Suffolk MD). Both AAs are located entirely within the state of New York and our evaluation is only of the bank's performance within the state. We conducted full-scope reviews of each AA. The bank's single- and multi-family lending products carry more weight in the New York MD, given the area and bank's exposure to Queens and Manhattan markets.

## **Fair Lending or Other Illegal Credit Practices Review**

Pursuant to 12 C.F.R. 195.28(c), in determining a Federal savings association's (bank) CRA rating the OCC considers evidence of discriminatory or other illegal credit practices in any geography by the bank, or in any assessment area by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Consumer Financial Protection Bureau.

The OCC did not identify evidence of discriminatory or other illegal credit practices with respect to this institution.

The OCC will consider any evidence of discriminatory or other illegal credit practices relative to this institution that other Federal agencies may provide to the OCC before the end of the institution's next performance evaluation in that subsequent evaluation, even if the information provided concerns activities that occurred during the evaluation period addressed in this performance evaluation.

## State Rating

### State of New York

**CRA Rating for New York: Satisfactory**

**The Lending Test is rated: High Satisfactory**

**The Investment Test is rated: Low Satisfactory**

**The Service Test is rated: Low Satisfactory**

The major factors that support this rating include:

- The bank originates a substantial majority of loans within its AAs.
- The bank's lending activity is good.
- The bank's overall geographic distribution of loans is adequate, based upon overall poor home mortgage lending performance and excellent small loans to businesses performance.
- The borrower distribution of lending is adequate, based upon adequate home mortgage lending performance and excellent borrower distribution of loans to small businesses.
- Community development (CD) lending in the New York MD is excellent and has a significantly positive impact on the bank's performance under the Lending Test.
- The level of qualified investments is adequate, when considering the bank's responsiveness to community needs through its strong lending performance.
- Service delivery systems are reasonably accessible to essentially all portions of the bank's AAs.
- The provision of community development services is good.

### Description of Institution's Operations in New York

Astoria's administrative office is located in Nassau County, New York. The bank has defined two AAs within the state of New York. The Nassau-Suffolk Metropolitan Division (MD) AA consists of Nassau and Suffolk Counties. Astoria has 53 branches in the AA: 28 in Nassau County and 25 in Suffolk County. The New York MD AA consists of six counties within the New York-White Plains-Wayne, NY-NJ MD. The six counties are Bronx, Kings, New York, Queens, Richmond, and Westchester Counties. Astoria has 12 branches in Kings County (Brooklyn), 17 in Queens County, and three in Westchester County. Both MDs are located within the New York-Northern New Jersey-Long Island, NY-NJ-PA Multistate Metropolitan Statistical Area (MMSA).

As of June 30, 2012, the bank had 61.1 percent of its deposits within the Nassau-Suffolk MD. As of June 30, 2012, Astoria ranked fourth among 47 depository institutions with a market share of approximately 6.79 percent for its deposit base, with JPMorgan Chase Bank, National Association (N.A), Capital One Bank, N.A., Citibank, N.A., and Bank of America N.A. having the largest shares. As of June 30, 2012, the bank had 38.86 percent of its deposits within the New York MD. Astoria is the

18th largest depository institution within the AA, with a market share of 0.51 percent. The five largest competitors in the AA are JPMorgan Chase Bank, N.A., The Bank of New York Mellon, Citibank, N.A., HSBC Bank USA, N.A., and the Bank of America, N.A.

The bank offers a full array of products and services to its customers, including loans and deposit products. Primary credit products are one-to-four family residential mortgages and multi-family mortgages. Loans are funded by local retail deposits and, to a lesser extent, borrowed funds when cost effective. The bank also makes commercial real estate loans, consumer loans, small business lending (including Small Business Administration lending), and invests in mortgage-backed securities.

Astoria's program for meeting the community development needs within its AAs includes permanent financing to not-for-profit and for-profit developers, and owners of rental properties and homeownership projects that look to provide affordable housing.

## **Scope of Evaluation in New York**

We performed full scope evaluations of the bank's CRA performance in both AAs for the Lending, Investment, and Service tests. The bank's AAs are located within two metropolitan divisions (MD) in the New York-Northern New Jersey-Long Island, NY-NJ-PA Multistate MSA: New York-White Plains-Wayne, NY-NJ MD (New York MD) and the Nassau-Suffolk, NY MD (Nassau-Suffolk MD).

## **LENDING TEST**

### **Conclusions for Areas Receiving Full-Scope Reviews**

Astoria's performance under the Lending Test is rated "High Satisfactory." Based upon full-scope reviews, the bank's performance is good within the Nassau-Suffolk MD and, when considering the significantly positive impact of CD lending performance, is good in the New York MD.

### **Lending Activity**

Refer to appendix C and Table 1 Lending Volume in appendix D and for the facts and data used to evaluate the bank's lending activity.

Lending activity is good in both the Nassau-Suffolk MD and the New York MD.

The bank's overall lending activity in the state of New York is good, considering the competition for reportable home mortgage loans and small loans to business. Lending volume in aggregate represents a good responsiveness to AA credit needs as demonstrated by the CRA reportable lending activity, including financing to small businesses, individuals, households, nonprofits, builders of affordable housing, and others. One important contextual factor that significantly affected the bank's lending activity during this evaluation period was the recession of the late 2000's. The recession had a lengthy negative effect on many sectors of the economy. Although not as severe in the state of New York as in most of the country, the loss of jobs, higher than normal unemployment, declining home values, and, as a result of those factors, a high volume of foreclosures, had an adverse impact on the banking environment within the AAs. However, the lending activity discussed below demonstrates that the bank was still able to achieve an overall good level of lending activity within the AA.

*Nassau-Suffolk MD*

Lending activity is good in the Nassau-Suffolk MD, considering the competition for reportable home mortgage loans and small loans to businesses. During the evaluation period, the bank originated or purchased 2,715 home mortgage, small business, and CD loans in the Nassau-Suffolk MD totaling more than \$550 million. These totals accounted for 43.3 percent of the total volume of these loans, with the other 56.7 percent occurring in the New York MD. By number of loans made and reported, home mortgage loans accounted for 66.6 percent of the total volume, small loans to businesses accounted for 33.2 percent, and CD loans were 0.2 percent. The bank had no volume of loans to small farms and the product was not evaluated. Deposit activity is notably higher and primarily concentrated in the Nassau-Suffolk MD as evidenced by a 61.1 percent deposit concentration in relation to New York MD's 38.9 percent. This deposit concentration reflects the location of the retail branch customer base versus the New York MD's concentration and focus in home mortgage activity.

Market share information for loans and deposits shows that Astoria operates in a highly competitive banking environment. Large financial institutions whose operations encompass large portions of the country are active within this AA. As of June 30, 2012, Astoria ranked fourth among 47 depository institutions with a market share of 6.79 percent for its deposit base, with JPMorgan Chase Bank, N.A., Capital One Bank, N.A., Citibank, N.A., and Bank of America N.A. having the largest shares. The bank's market share places it in the top nine percent among depository institutions in the AA.

Based upon the 2011 market share data, Astoria ranked 26th among 274 reporting lenders in originating home purchase loans, with a market share of 0.63 percent by number of loans. This places the bank in the top nine percent among lenders in the AA. For home refinance loans, the bank ranked 31<sup>st</sup> among 332 reporting lenders, with a market share of 0.52 percent by number of loans. Astoria is in the top nine percent for lenders making refinance loans in the AA. The bank's mortgage lending market shares, compared directly to its deposit market share of 6.79 percent, are lower. However, the number of lenders originating home mortgage loans is significantly larger than the number of depository institutions. The bank's mortgage lending activity, when considering the large population of lenders, is good compared to the bank's deposit activity.

The largest lenders for home purchase loans in this AA were Wells Fargo Bank, N.A., JPMorgan Chase Bank, N.A., Bank of America, N.A., Continental Home Mortgage Loans Inc., and CitiMortgage, Inc. These five lenders had market shares collectively totaling 51.07 percent in home purchase loans. The dominant lenders for home refinance loans in this AA were Wells Fargo Bank, N.A., JPMorgan Chase Bank, N.A., Bethpage Federal Credit Union, Teacher's Federal Credit Union, and Bank of America N.A. These five lenders had a combined market share of 44.17 percent in home refinance loans.

For small loans to businesses in 2011, the AA market data had Astoria ranked 23<sup>rd</sup> with a market share of 0.31 percent out of 108 lenders, placing the bank in the top 21 percent among those lenders. Although the bank's market share for small loans to businesses is lower than its deposit market share, its lending activity is adequate when considering the bank's percentile rankings. The top small business lenders in this AA were American Express Bank, FSB (Credit Card Bank), Chase Bank USA, N.A., Citibank (South Dakota) N.A. Texas Capital Bank, and Capital One Bank, N. A. (Credit Card Bank), which together had a combined market share of 74.36 percent.

*New York MD*

Lending activity is good in the New York MD, considering the competition for reportable home mortgage loans and small loans to businesses. During the evaluation period, the bank originated or purchased 3,561 home mortgages, small business, and CD loans in the New York MD that totaled more than \$2,076.5 million. These totals accounted for 56.74 percent of the total volume of these loans originated or purchased by Astoria. By number of loans made and reported, home mortgage loans accounted for 84.0 percent of the total volume, small loans to businesses accounted for 12.1 percent, and CD loans were 3.9 percent. Consistent with the Nassau-Suffolk MD, the bank had no volume of loans to small farms and the product was not evaluated. While the noted deposit activity is lower in this AA, the majority of the bank's lending activity occurs within the New York MD. While small business loans totaled \$27.1 million in comparison to Nassau-Suffolk MD's \$51.0 million, this AA generated significantly more CD loans, totaling \$432.3 million versus Nassau Suffolk's \$5.5 million.

Market share information for loans and deposits shows that Astoria operates in a highly competitive banking environment. Large financial institutions whose operations encompass large portions of the country are active within this AA. As of June 30, 2012, Astoria ranked 18th among 134 depository institutions with a market share of 0.51 percent for its deposit base, with JPMorgan Chase Bank, N. A., The Bank of New York Mellon, Citibank, N. A., HSBC Bank USA, N. A., and the Bank of America, N.A. having the largest shares. The bank's market share places it in the top 13 percent among depository institutions in the AA.

Based upon the 2011 market share data, Astoria ranked 23<sup>rd</sup> among 368 reporting lenders for home purchase loans, with a market share of 0.68 percent by number of loans. This places the bank in the top six percent among lenders in the AA. For home refinance loans, the bank ranked 16th among 416 reporting lenders, with a market share of 0.96 percent by number of loans. That level of activity places the bank in the top four percent. The bank's mortgage lending market shares exceed its deposit market share of 0.51 percent. The number of lenders originating home mortgage loans is significantly larger than the number of depository institutions. The bank's mortgage lending activity, when measured as a percentile of the population of lenders, is good compared to the bank's deposit activity, when also measured as a percentile of the depository institutions.

The largest lenders for home purchase loans in this AA were Wells Fargo Bank, N.A., JPMorgan Chase Bank, N.A., Bank of America, N.A., Continental Home Mortgage Loans Inc., and CitiMortgage, Inc. These five lenders had a combined market share of 51.07 percent in home purchase loans. The largest lenders for home refinance loans in this AA were Wells Fargo Bank, N.A., JPMorgan Chase Bank, N.A., CitiMortgage, Inc., Bank of America N.A., and Citibank, N.A. These five lenders had a combined market share of 51.11 percent in home refinance loans.

For small loans to businesses in 2011, the AA market data indicated Astoria ranked 33<sup>rd</sup> with a market share of 0.06 percent out of 195 lenders, placing the bank in the top 17 percent among lenders. Although the bank's market share for small loans to businesses is lower than its deposit market share in the New York MD, its lending activity is adequate when considering the bank's percentile ranking. The dominant small business lenders in this AA were American Express Bank, FSB (Credit Card Bank), Chase Bank USA, N.A., Citibank (South Dakota) N.A. Texas Capital Bank, and Capital One Bank, N.A. (Credit Card Bank), which together achieved a combined market share of 78.62 percent.

## **Distribution of Loans by Income Level of the Geography**

Overall, the geographic distribution of the bank's lending activity reflects adequate penetration throughout the AAs, based upon poor distribution of home mortgage lending and excellent distribution of small loans to businesses.

### ***Home Mortgage Loans***

Refer to Tables 2 and 4 in appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

The overall geographic distribution of home mortgage loans is poor, based upon adequate distribution of mortgage lending in the Nassau-Suffolk MD and very poor distribution in the New York MD.

### ***Nassau-Suffolk MD***

The geographic distribution of Astoria's home mortgage loans within the Nassau-Suffolk MD is adequate. Geographic distribution for home purchase loans is good and for refinance loans is poor. We considered the level of owner-occupied housing units in the AA when assessing the bank's performance in the Nassau-Suffolk MD. The opportunity to make home mortgage loans in low-income geographies is very limited because the level of owner-occupied units in low-income geographies is very low (0.22 percent).

Geographic distribution of home purchase loans is good.

The bank did not make any home purchase loans in low-income geographies within the Nassau-Suffolk MD. However, the bank's ability to make those loans is significantly constrained by the very low percentage of owner-occupied housing units in those geographies (0.22 percent). Because of the low level of owner-occupied housing units, the bank's performance is considered adequate and given little consideration. The percentage of home purchase lending in moderate-income geographies is near to the percentage of owner-occupied units in those geographies, and is considered good. An analysis of the bank's market share is not meaningful as the bank had only 0.63 percent of the home purchase loan market share in the AA.

Geographic distribution of mortgage refinance loans is poor.

The bank did not make any refinance loans in low-income geographies within the Nassau-Suffolk MD. However, the bank's ability to make those loans is significantly constrained by the very low percentage of owner-occupied housing units in those geographies (0.22 percent). Because of the low level of owner-occupied housing units, performance is considered adequate and given little consideration. Refinance lending in moderate-income geographies is well below the percentage of owner-occupied units in those geographies and is poor. An analysis of the bank's market share is not meaningful as the bank had only 0.52 percent of the refinance loan market share in the AA.

The bank did not make any multi-family loans within the Nassau-Suffolk MD.



*New York MD*

Overall, the geographic distribution of home mortgage loans in the New York MD is very poor. Geographic distribution for home purchase and mortgage refinance loans is very poor, but geographic distribution for multi-family loans is adequate. We considered the level of owner-occupied housing units in the AA when assessing the bank's performance in the New York MD. As in the Nassau-Suffolk MD, the bank's ability to make home mortgage loans in low-income geographies is somewhat limited because the level of owner-occupied units is low (2.75 percent) in those geographies.

Geographic distribution of home purchase loans is very poor.

The bank did not make a significant number of loans in low-income geographies within the New York MD. However, the bank's ability to make home mortgage loans is constrained by the low percentage of owner-occupied housing units in those geographies (2.75 percent). Because of the low level of owner-occupied housing units, the bank's performance is considered adequate and given little consideration. The bank's portion of home purchase lending in moderate-income geographies within the New York MD is significantly below the percentage of owner-occupied units in those geographies, and considered very poor. An analysis of the bank's market share is not meaningful as the bank had only 0.69 percent of the home purchase loan market share in the AA.

Geographic distribution of mortgage refinance loans is very poor.

Astoria did not make a significant number of mortgage refinance loans in low-income geographies within the New York MD. However, the bank's ability to make mortgage refinance loans is constrained by the low percentage of owner-occupied housing units in those geographies (2.75 percent). Because of the low level of owner-occupied housing units, the bank's performance is considered adequate and given little consideration. The bank's portion of mortgage refinance lending in moderate-income geographies within the New York MD is significantly below the percentage of owner-occupied units in those geographies, and is considered very poor. An analysis of the bank's market share is not meaningful as the bank had only 0.88 percent of the refinance loan market share in the AA.

The geographic distribution of multi-family lending is adequate.

The bank made a sufficient number of multi-family loans within the New York MD for analysis to be performed. The bank's portion of multi-family lending in low-income geographies within the New York MD is significantly below the percentage of multi-family units in low-income geographies, and is very poor. The percentage of multi-family lending in moderate-income geographies exceeds the percentage of multi-family units in those geographies, and is excellent. The bank's market share for multi-family lending in low-income geographies is significantly below the bank's overall market share for multi-family lending, and is very poor. The bank's market share for multi-family lending in moderate-income geographies exceeds the overall market share, and is excellent.

***Small Loans to Businesses***

Refer to Table 6 in appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to businesses.

The geographic distribution of small loans to businesses is excellent.

*Nassau-Suffolk MD*

The geographic distribution of small loans to businesses in this AA is excellent.

Astoria made a limited number of small loans to businesses in low-income geographies within the New York MD. However, the bank's ability to make loans to businesses in those geographies is significantly constrained by the very low number of businesses located in low-income geographies (0.58 percent). Because of the low number of businesses, the bank's performance is considered adequate and given little consideration. The percentage of small loans to businesses in moderate-income geographies exceeds the percentage of businesses in those geographies, and is excellent. An analysis of the bank's market share is not meaningful as the bank had only 0.31 percent of the market share of small loans to businesses in the AA.

*New York MD*

The geographic distribution of small loans to business in the New York MD is good.

The percentage of small loans to businesses in low-income geographies within the New York MD is below the percentage of businesses located in those geographies, and is adequate. The percentage of small loans to businesses in moderate-income geographies exceeds the percentage of businesses in those geographies, and is excellent. An analysis of the bank's market share is not meaningful as the bank had only 0.06 percent of the market share of small loans to businesses in the AA.

**Lending Gap Analysis***Nassau-Suffolk MD*

We analyzed Astoria's lending distribution within the Nassau-Suffolk MD to determine if any unexplained conspicuous gaps existed in the bank's home mortgage loan and small business loan activity. We used lending distribution reports to identify geographies where the bank did not make any loans. We also reviewed the demographics of geographies where no loans were made. We considered loan distributions, branch locations, and demographic information. As a result of this analysis, no unexplained conspicuous gaps were found in either the home mortgage or small business lending activity.

*New York MD*

We analyzed Astoria's lending distribution within the New York MD to determine if any unexplained conspicuous gaps existed in the bank's home mortgage loan and small business loan activity. We used lending distribution reports to identify geographies where the bank did not make any loans. We also reviewed the demographics of geographies where no loans were made. We considered loan distributions, branch locations, and demographic information. As a result of this analysis, no unexplained conspicuous gaps were found in either the home mortgage or small business lending activity.

## **Inside/Outside Ratio**

The ratio is a bank-wide calculation, and is not calculated by individual AA. Analysis is limited to bank originations and purchases. For the evaluation period, a majority of the loans were made inside the bank's AAs. The percentage in number of loans made inside the AAs by loan type are as follows: small loans to businesses (99.7 percent), home purchase loans (77.7 percent), and home refinance loans (66.8 percent). The distribution indicated that a majority of the loans being made in the AA resulted in favorable consideration under the Lending Test.

## **Distribution of Loans by Income Level of the Borrower**

The overall borrower distribution of the bank's lending, based upon the income of the borrowers is adequate. The distribution of mortgage loans to borrowers of different income levels is adequate and the distribution of small loans to businesses of different revenue levels is excellent.

### ***Home Mortgage Loans***

The overall borrower distribution of the bank's home mortgage lending is adequate, based upon good distribution in the Nassau-Suffolk MD and poor distribution in the New York MD.

Refer to Tables 8 and 10 in the state of New York section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

### ***Nassau-Suffolk MD***

In our assessment of the bank's performance, we considered external factors that can affect the bank's ability to make mortgage loans in the AA, such as affordability of housing in the market and the demographics of the population base. As of December 31, 2011, according to the National Association of Realtors, the median housing price was \$375,900, which is not affordable to many low- and moderate-income homebuyers. The cost of housing significantly impacts the bank's ability to make mortgage loans in the AA.

Borrower distribution of home purchase loans is excellent.

The portion of home purchase loans made to low-income borrowers in the Nassau-Suffolk MD is below the percentage of low-income families in the AA, and is good considering the housing affordability constraints. The portion of home purchase loans made to moderate-income borrowers in the AA significantly exceeds the percentages of moderate-income families living in the AA, and is excellent. An analysis of the bank's market share is not meaningful as the bank has only 0.68 percent market share for home purchase loans in the AA.

Borrower distribution of mortgage refinance loans is good.

The portion of mortgage refinance loans made to low-income borrowers in the Nassau-Suffolk MD is well below the percentage of low-income families in the AA, and is adequate considering the housing affordability constraints. The portion of mortgage refinance loans made to moderate-income borrowers in the AA exceeds the percentage of moderate-income families living in the AA, and is excellent. An

analysis of the bank's market share is not meaningful as the bank has only 0.59 percent market share for mortgage refinance loans in the AA.

#### *New York MD*

In our assessment of the bank's performance, we considered factors affecting the bank's ability to make mortgage loans in the AA, such as housing affordability and the demographics of the AA. As of December 31, 2011, according to the National Association of Realtors, the median housing price in the New York AA was \$422,600, significantly higher than prices in many markets and prohibitively unaffordable for low- and moderate-income borrowers. Further, the percentage of families in the AA living under the poverty level is 19 percent of the total population. The cost of housing and high poverty rate significantly impacts the bank's ability to make mortgage loans in the AA.

The borrower distribution of home purchase loans in this AA is poor.

The portions of home purchase loans made to both low- and moderate-income borrowers in the New York MD are significantly below the percentages of low- and moderate-income families in the AA. While mitigated somewhat by the external factors impacting its ability to make mortgage loans, the bank's performance is considered poor. An analysis of the bank's market share is not meaningful as the bank has only 0.74 percent market share for home purchase loans in the AA.

The borrower distribution of mortgage refinance loans in the New York MD is poor.

The portions of mortgage refinance loans made to low- and moderate-income borrowers in the New York MD are significantly below the percentages of those families in the AA. While mitigated somewhat by the external factors described above, the bank's performance is considered poor. An analysis of the bank's market share is not meaningful as the bank's overall market share for mortgage refinance lending in the New York MD is only 0.99 percent.

#### **Small Loans to Businesses**

Refer to Table 11 in appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses.

Overall borrower distribution of small loans to businesses is excellent, based upon excellent distribution of lending in both the Nassau-Suffolk and New York MDs.

#### *Nassau-Suffolk MD*

The overall borrower distribution of small loans to businesses in the Nassau-Suffolk MD is excellent.

The portion of the bank's small loans to businesses with revenues of \$1 million or less, exceeds the percentage of small businesses in the AA. The bank's market share of small loans to businesses with revenues of \$1 million or less exceeds its overall market share for small loans to businesses.

#### *New York MD*

Overall, the distribution of small loans to businesses in the New York MD, based upon revenue of the business, is excellent.

The portion of bank's small loans to businesses with revenues of \$1 million or less, exceeds the percentage of small businesses in the AA. The bank's market share of small loans to businesses with revenues of \$1 million or less exceeds its overall market share for small loans to businesses.

### **Community Development Lending**

The bank's community development lending has a significantly positive impact on the overall Lending Test conclusions. The community development lending has a significantly positive impact on the conclusions for the New York MD and a neutral impact on the conclusions for the Nassau-Suffolk MD.

Refer to Table 1 Lending Volume in appendix D for the facts and data used to evaluate the bank's level of community development lending. This table includes all CD loans, including multi-family loans that also qualify as CD loans. In addition, Table 5 includes geographic lending data on multi-family loans, including those that also qualify as CD loans. Table 5 does not separately list CD loans, however.

#### *Nassau-Suffolk MD*

Astoria's level of CD lending in the Nassau-Suffolk MD has a neutral impact on our evaluation of the bank's lending performance. During the evaluation period, the bank originated five CD loans totaling \$5.5 million. The bank's CD lending included a \$2.75 million line of credit to a non-profit organization providing services to low-income families with autistic children. The line of credit provides working capital and supports the operations of the organization. The bank also provided a \$1.5 million line of credit to a non-profit organization providing housing and support services to low-income individuals and individuals with disabilities. The Nassau-Suffolk MD has a significantly smaller number of low- and moderate-income geographies and families than the New YorkMD.

#### *New York MD*

The bank's CD lending has a significantly positive impact on lending performance in the New York MD. The bank made 140 CD loans totaling \$432.3 million during the evaluation period. The bank's CD lending includes a \$2.5 million line of credit to a not-for-profit company providing training programs and employment opportunities to unemployed visually-impaired people in the New York City area. CD lending also includes a \$165 thousand line of credit to a not-for-profit human service agency that provides services for adult children with intellectual and developmental disabilities. These services are designed and developed to strengthen individuals' abilities and to help them develop necessary skills in order to eventually obtain employment.

Astoria's CD lending also includes 137 multi-family loans in the AA totaling \$429.5 million and located in low- and moderate-income geographies with a majority of the rents in each building set at prices affordable to low-and moderate-income people. These loans qualify as community development since they provide affordable housing to low- and moderate-income people. The 137 buildings contained 5,802 units with prices affordable to low- or moderate-income people.

### **Product Innovation and Flexibility**

Product innovation and flexibility have a neutral impact on our assessment of the bank's performance under the Lending Test. Astoria offers a variety of mortgage products for low- and moderate-income

borrowers and geographies. These mortgage products are offered within the bank's AAs. The bank offers State of New York Mortgage Agency (SONYMA) loans for 1-4 family homes. Other products include loans for condominium and cooperatives, and down-payment assistance programs for low- and moderate-income borrowers and geographies. Astoria also offers a portfolio of Affordable Housing Program mortgage products for persons with income below 80 percent of area median income. Flexible underwriting features include loan approvals with loan to value limits up to 95 percent as well as the down-payment assistance programs referenced above. Additionally, rate reductions are granted in comparison to the regular 30-year mortgage rate. During the review period, Astoria originated 249 SONYMA loans for \$50.81 million and 65 AFS Affordable Housing Program loans for \$6.78 million.

## **INVESTMENT TEST**

### **Conclusions for Areas Receiving Full-Scope Reviews**

The bank's performance under the Investment Test is rated "Low Satisfactory." Based on full-scope reviews, the bank's performance in the Nassau-Suffolk and New York MDs is adequate, considering its investment authority limitations as a federal savings association and its "High Satisfactory" performance under the Lending Test. Significant consideration was given to the bank's overall good lending performance in the Nassau-Suffolk and New York MDs. The bank's lending demonstrated adequate responsiveness to community needs.

Refer to Table 14 in appendix D for the facts and data used to evaluate the bank's level of qualified investments.

#### *Nassau-Suffolk MD*

During the evaluation period, the bank made few qualified investments. The bank made 49 grants totaling \$714 thousand in the Nassau-Suffolk MD. The grants primarily addressed the community need for affordable housing. The limited amount of grants were responsive to community needs.

#### *New York MD*

During the evaluation period, the bank made an adequate number of qualified investments. The bank made 138 grants totaling \$1.68 million in the New York MD. The bank also had four prior period investments totaling \$16.37 million that remained outstanding in the current evaluation period and continued to benefit the AA. The investments and grants primarily addressed the community need of affordable housing. The investments and grants were responsive to community needs.

## **SERVICE TEST**

### **Conclusions for Areas Receiving Full-Scope Reviews**

The bank's performance under the Service Test is rated "Low Satisfactory." Based on full-scope reviews, the bank's performance in the Nassau-Suffolk MD and the New York MD is adequate.

## **Retail Banking Services**

Delivery systems are reasonably accessible to essentially all portions of the bank's AAs. Accessibility of service delivery systems is adequate in the Nassau Suffolk MD and good in the New York MD. Refer to Table 15 in appendix D for the facts and data used to evaluate the distribution of the bank's branch delivery system and branch openings and closings.

### *Nassau-Suffolk MD*

The bank's branches are reasonably accessible to essentially all portions of the AA. While the bank has no branches in low-income geographies, one branch in an upper-income geography is across the border from and accessible to a low-income geography. Also considering the proportion of the total AA population in low-income geographies is very limited, accessibility is adequate. While the percentage of branches in moderate-income geographies is well below the percentage of the population in those geographies, accessibility is adequate considering the proportion of the total AA population in moderate-income geographies is somewhat limited.

The bank's opening and closing of branches in the AA generally did not adversely affect the accessibility of its branches, particularly in low- and moderate-income geographies or to low- and moderate-income individuals. The bank closed one branch during the evaluation period in an upper-income geography. The branch was closed because of its close proximity to another branch. One branch was opened during the evaluation period in a middle-income geography.

The bank offers a full range of deposit and loan products and banking services at each branch. There are no material differences in the products and services offered in bank branches. Hours are tailored to the needs of the AA. Branches are generally open at least one evening during the week and have Saturday hours. Customers use alternative delivery systems offered by the bank, including ATMs, telephone banking, and online banking services, to access banking services. These delivery methods provide increased access to banking services throughout all areas of the AA. We placed no significant weight on these alternative delivery systems, as the bank did not maintain metrics to determine the effectiveness of these services to low- and moderate-income geographies and individuals.

### *New York MD*

The bank's branches are accessible to essentially all portions of the AA. While the bank has no branches in low-income geographies, three branches in middle-income geographies are either across the border from or within a half mile of low-income geographies, making them accessible to those low-income geographies. Also considering the proportion of the total AA population in low-income geographies is somewhat limited, accessibility is adequate. The percentage of branches in moderate-income geographies exceeds the percentage of the population in those geographies, and is considered excellent.

The bank opened or closed no branches in the AA during the evaluation period, resulting in no impact to the accessibility of its branches.

The bank offers a full range of deposit and loan products and banking services at each branch. The products and services offered do not differ between branches. The hours offered at the branches are designed to meet the needs of the AA. Branches have Saturday hours and are generally open at least one

evening during the week. Customers use alternative delivery systems, including ATMs, telephone banking, and online banking services, to access banking services. These delivery methods provided increased access to banking services throughout all areas of the AA. We placed no significant weight on these alternative delivery systems, as the bank did not maintain metrics to determine the effectiveness of these services to low- and moderate-income geographies and individuals.

## **Community Development Services**

The bank's provision of community development services is good in both the Nassau-Suffolk MD and the New York MD. Employees shared their expertise in financial services to local organizations promoting the development of affordable housing, promoting economic development within low- and moderate-income geographies, or providing services that benefitted low- and moderate-income individuals. They frequently take leadership positions in many of the organizations, including board and committee memberships in these organizations. Examples of community development services and the roles of bank employees are listed below.

### *Nassau-Suffolk MD*

During the evaluation period, the bank provided a relatively high level of community development services. Bank employees worked with 23 different organizations within the Nassau Suffolk MD. Some examples of the services provided by the employees and the organizations they work with include the following:

- Bank employees provided critical support to a local Habitat for Humanity. The bank serviced the loan portfolio for the organization. The portfolio consisted of 106 loans totaling \$4.09 million.
- Employees hosted bank branch events to inform potential borrowers within low- and moderate-income geographies about mortgage lending options offered by the bank.
- Employees provided financial expertise to an organization developing affordable housing in Nassau and Suffolk counties.
- A bank officer served on the board of directors of a county industrial development agency. The agency promotes economic development within the county by assisting companies obtain financing for acquiring, building, rehabilitating, or equipping facilities engaged in manufacturing, warehousing, and researching civic, commercial, or industrial activities.

### *New York MD*

During the evaluation period, the bank provided a relatively high level of community development services. Bank employees provided financial expertise to 14 organizations in the New York MD. Many of these activities were ongoing programs administered by the bank or in conjunction with community development organizations. Some examples of the services provided by employees and the organizations they work with include the following:

- The former CEO/Chairman of the Board served on the advisory board of a local organization providing affordable housing within the AA.



- Bank loan officers worked with an organization consisting of banks and community development organizations that provided access to homeownership education and mortgage loans to low- and moderate-income residents in New York City and the surrounding counties of Westchester, Rockland, Nassau, and Suffolk. Loan officers helped the organization's mortgage counselors prepare their clients for homeownership. One officer served as the secretary to the Board of Directors.
- The bank partnered with 17 schools in the AA to introduce students to the banking system and teach them about different financial products and the benefits of those products. Bank employees visited the schools and worked with students. They also worked with teachers and parents. The schools included three in moderate-income geographies in the New York MD with over 1,200 active students. As of November 2012, there were 520 Student Saver accounts with a total balance of approximately \$85 thousand.

*Both MDs*

In addition to the activities described above, bank officers and employees participated in the following programs that benefitted low- and moderate-income individuals in both AAs:

- Bank employees assumed critical leadership roles by providing the technical assistance required for community development organizations to obtain \$4.4 million in subsidies from the Federal Home Loan Bank of New York. The subsidies provided 323 units of affordable housing.
- The bank partnered with eight not-for-profit mortgage and homeownership counseling groups in the First Home Club, a program initiated by the Federal Home Loan Bank of New York. The bank and its partners enrolled low- and moderate-income individuals in a combined mortgage education and savings plan through which the successful participant receives up to \$7,500 in down-payment assistant grants. During the evaluation period, the bank enrolled 70 households and closed 17 loans from this program.
- The bank serviced 56 loans originated by a not-for-profit organization providing a broad spectrum of services, including loans and financial education, to low- and moderate-income individuals in Nassau, Suffolk, and New York City. Additionally, bank employees provided financial expertise to support the organization and its programs.
- The bank offers deposit accounts specifically designed to meet the needs of low- and moderate-income customers. Easy Checking Accounts are targeted to persons in need of limited low-cost checking services, and available throughout the bank's footprint. Bank customers have 139,078 of these accounts with an average balance of \$2,423. Data is not available at the AA level. These checking accounts offer no maintenance fees. These accounts are attractive to persons of modest means and are well distributed throughout the branch system.

## Appendix A: Scope of Examination

The following table identifies the time period covered in this evaluation, affiliate activities that were reviewed, and loan products considered. The table also reflects the metropolitan and nonmetropolitan areas that received comprehensive examination review (designated by the term “full-scope”) and those that received a less comprehensive review (designated by the term “limited-scope”).

<b>Time Period Reviewed</b>	Lending Test (excludes CD Loans): 7/01/09 to 12/31/11 Investment Test, Service Test, and CD Loans: 7/01/09 to 11/30/12	
<b>Financial Institution</b>	<b>Products Reviewed</b>	
Astoria Bank Astoria, NY	Home Purchase Loans Home Refinance Loans Multifamily Loans Small Loans to Businesses Community Development Loans Qualified Investments Community Development Services	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
None		
<b>List of AAs and Type of Examination</b>		
<b>AA</b>	<b>Type of Exam</b>	<b>Other Information</b>
State of New York  • Nassau-Suffolk MD  • New York MD	Full-Scope  Full-Scope	Nassau and Suffolk Counties  Bronx, Kings, New York, Queens, Richmond, and Westchester Counties

# Appendix B: Summary of State Ratings

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<b>RATINGS Astoria Bank</b>				
<b>Overall Bank:</b>	Lending Test Rating*	Investment Test Rating	Service Test Rating	Overall Bank/State Rating
Astoria Bank	High Satisfactory	Low Satisfactory	Low Satisfactory	Satisfactory
<b>State:</b>				
New York	High Satisfactory	Low Satisfactory	Low Satisfactory	Satisfactory

(\*) The lending test is weighted more heavily than the investment and service tests in the overall rating.

## Appendix C: Market Profiles for Full-Scope Areas

### Nassau-Suffolk MD

Demographic Information for Full Scope Area: Nassau-Suffolk MD						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	597	0.67	14.07	62.81	19.77	2.68
Population by Geography	2,753,913	0.76	16.02	64.36	18.86	0.01
Owner-Occupied Housing by Geography	733,628	0.22	12.21	66.17	21.40	0.00
Business by Geography	335,372	0.58	12.84	62.87	23.70	0.01
Farms by Geography	6,174	0.34	17.96	65.40	16.29	0.00
Family Distribution by Income Level	712,551	18.03	18.61	24.19	39.18	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	261,056	1.25	22.16	65.10	11.48	0.00
Median Family Income		76,221	Median Housing Value		240,638	
HUD Adjusted Median Family Income for 2009		101,800	Unemployment Rate (2000 US Census)		1.89%	
Households Below Poverty Level		5%				

(\*) The NA category consists of geographies that have not been assigned an income classification.

Source: 2000 US Census and 2009 HUD updated MFI

The Nassau-Suffolk MD is comprised of Nassau and Suffolk Counties, New York. It is also one of the four MDs that make up the New York-Northern New Jersey-Long Island, NY-NJ-PA MSA.

Banking competition is strong with 47 financial institutions operating 973 branches in this AA. According to the FDIC's Deposit Market Share Report, as of June 30, 2012, Astoria Bank ranked fourth with a deposit market share of 6.79 percent and operates 53 offices. Major banking competitors include JP Morgan Chase, Capital One, N.A., and Citibank, N.A., and Bank of America, N.A. with deposit market shares of 20.09 percent, 16.35 percent, 12.41 percent and 5.78 percent, respectively.

At 118 miles long, Long Island geographically contains Kings, Queens, Nassau, and Suffolk County, but is generally regarded as suburban Nassau and Suffolk Counties, which make up most of the island. Although Long Island shares many similar traits with New York City, it differentiates from the city as well. Most notably is the higher cost of living particularly for housing and taxes. Some of the major employers are the North Shore-Long Island Jewish Healthcare System, Cablevision Systems, the Diocese of Rockville Center, State University of New York at Stony Brook, and Waldbaum's grocery stores.

Unemployment has increased in the region due to the economic recession resulting from the financial crisis of 2008. According to the U.S. Bureau of Labor Statistics, the unemployment rate in this AA for January 2009 was 6.8 percent, which was lower than the national and state unemployment rate of 7.8 percent and 7.1 percent respectively. For December 2011, the unemployment rate in this AA was 7.1 percent, while lower than the national rate of 8.5 percent it showed an increase from the start of the evaluation period. The unemployment rate for December 2011 for the state of New York was 8.2 percent, showing an increase from the start of the evaluation period.

Although the housing market began to soften in late 2008 and continued through the economic recession, the median housing cost is still very expensive for most low- and moderate-income families. The National Association of Realtors has estimated the median price of housing in the Nassau-Suffolk MD at \$375,900 as of December 31, 2011. At these prices, home ownership continues to be very difficult for most low- and moderate-income families.

Community contacts have identified the following credit and community development needs for this AA:

- Commercial lending to fund various revitalization projects;
- Foreclosure prevention assistance;
- Financing the development of commercial, industrial, and residential units;
- Lines of credit for non-profits;
- Loan to small businesses;
- Grants for non-profit organizations;
- Additional access to financial services (e.g., more branches);
- Small business training regarding financing and regulation;
- Financial literacy programs;
- Subsidies for affordable housing; and
- Programs to assist first time homebuyers.

Good opportunities exist to make community development investments and loans in this AA. Opportunities for participation by financial institutions include the following:

- Working with various non-profits on affordable housing financing;
- Grants to community development non-profit organizations; and
- Working with local government to assist low- and moderate-income individuals with affordable housing and small business lending.

## New York MD

Demographic Information for Full Scope Area: New York MD						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	2,438	13.54	26.00	28.79	29.12	2.54
Population by Geography	8,931,737	15.24	29.08	26.06	29.42	0.19
Owner-Occupied Housing by Geography	1,114,898	2.75	14.62	30.01	52.62	0.00
Business by Geography	860,747	8.02	20.58	22.10	48.08	1.21
Farms by Geography	4,487	3.92	11.68	21.75	62.22	0.42
Family Distribution by Income Level	2,106,819	28.71	15.99	16.70	38.59	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	941,769	25.62	38.35	23.61	12.42	0.00
Median Family Income HUD Adjusted Median Family Income for 2009 Households Below Poverty Level		49,461 64,800 19%	Median Housing Value Unemployment Rate (2000 US Census)		245,325 4.10%	

(\*) The NA category consists of geographies that have not been assigned an income classification.  
Source: 2000 US Census and 2009 HUD updated MFI

The New York MD is comprised of six counties in the New York-White Plains-Wayne NY-NJ MD; Bronx, Kings, New York, Queens and Richmond Counties make up New York City, with suburban Westchester County to the north of the city.

Banking competition is very strong with 134 financial institutions operating 2,132 branches in this AA. According to the FDIC's Deposit Market Share Report, as of June 30, 2012, Astoria Bank ranked 18<sup>th</sup> with a deposit market share of 0.51 percent and operates 32 offices. Major banking competitors include JP Morgan Chase, Bank of New York Mellon, Citibank, N.A., HSBC Bank USA, N.A., and Bank of America, N.A. with deposit market shares of 44.03 percent, 11.03 percent, 6.82 percent, 6.34 percent, and 5.9 percent, respectively.

New York City is home to a diversified mix of businesses including the headquarters of many national and international corporations. Historically, the downtown area of Manhattan has been dominated by the financial services industry, while midtown Manhattan has been home to advertising, publishing, and garment production. The retail sector is a major employer along with health and social care, finance, and insurance. Some of the largest employers in New York City include New York Presbyterian Healthcare Systems, Citigroup, JP Morgan Chase, Verizon, and Federated Department Stores. Westchester County is north of New York. It shares similar traits with New York City, but it is more affluent and has a higher cost of living. Westchester County is home to PepsiCo and IBM.

Unemployment has increased in the region due to the economic recession resulting from the financial crisis of 2008. According to the U.S. Bureau of Labor Statistics, the unemployment rate in this AA for January 2009 was 7.7 percent, which was lower than the national unemployment rate of 7.8 percent; however, the unemployment rate was higher than the 7.1 percent rate for the state of New York. For December 2011, the unemployment rate in this AA was 8.7 percent, which was higher than the national rate of 8.5 percent, and showed a fair increase from the start of the evaluation period. The unemployment rate for December 2011 for the state of New York was 8.2 percent, which also showed a fair increase from the start of the evaluation period.

While the housing market began to soften in late 2008 and continued through the economic recession. However, the median housing cost is still not affordable to most low- and moderate-income families.

The National Association of Realtors has estimated the median price of housing in the New York-Wayne-White Plains MD at \$442,600 as of December 31, 2011. At these prices, home ownership continues to be very difficult for most low- and moderate-income families.

Community contacts have identified the following credit and community development needs for this AA:

- Commercial lending to fund various revitalization projects;
- Financing the development of commercial, industrial, and residential units;
- Lines of credit for non-profits;
- Loan to small businesses;
- Grants to non-profit organizations;
- Additional access to financial services (e.g., more branches);
- Small business training regarding financing and regulation;
- Financial literacy programs;
- Subsidies for affordable housing;
- Foreclosure prevention assistance; and
- Programs to assist low- and moderate-income first time homebuyers.

Good opportunities exist to make community development investments and loans in the AA. At least 46 CDFIs are actively operating in NYC. Most are large CDFIs and offer various community development opportunities.

Opportunities for participation by financial institutions include the following:

- Working with various non-profits on affordable housing financing;
- Grants to community development non-profit organizations; and
- Working with local government to assist low- and moderate-income individuals with affordable housing and small business lending

## Appendix D: Tables of Performance Data

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### Content of Standardized Tables

References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of the Examination). For purposes of reviewing the lending test tables, the following are applicable: (1) purchased loans are treated as originations/purchases and market share is the number of loans originated and purchased by the bank as a percentage of the aggregate number of reportable loans originated and purchased by all lenders in the MA/AA; (2) Partially geocoded loans (loans where no census tract is provided) cannot be broken down by income geographies and, therefore, are only reflected in the Total Loans in Core Tables 2 through 7 and part of Table 13; and (3) Partially geocoded loans are included in the Total Loans and % Bank Loans Column in Core Tables 8 through 12 and part of Table 13. Tables without data are not included in this PE. [Note: Do not renumber the tables.]

The following is a listing and brief description of the tables:

**Table 1. Lending Volume** - Presents the number and dollar amount of reportable loans originated and purchased by the bank over the evaluation period by MA/AA. Community development loans to statewide or regional entities or made outside the bank’s AA may receive positive CRA consideration. See Interagency Q&As \_\_.12 (i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such loans. Refer to the CRA section of the Compliance Policy intranet page for guidance on table placement.

**Table 1. Other Products** - Presents the number and dollar amount of any unreported category of loans originated and purchased by the bank over the evaluation period by MA/AA. Examples include consumer loans or other data that a bank may provide, at its option, concerning its lending performance. This is a two-page table that lists specific categories.

**Table 2. Geographic Distribution of Home Purchase Loans** - Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of owner-occupied housing units throughout those geographies. The table also presents market share information based on the most recent aggregate market data available.

**Table 3. Geographic Distribution of Home Improvement Loans** - See Table 2.

**Table 4. Geographic Distribution of Home Mortgage Refinance Loans** - See Table 2.

**Table 5. Geographic Distribution of Multifamily Loans** - Compares the percentage distribution of the number of multifamily loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of multifamily housing units throughout those geographies. The table also presents market share information based on the most recent aggregate market data available.



**Table 6. Geographic Distribution of Small Loans to Businesses** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of businesses (regardless of revenue size) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small business data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's AA.

**Table 7. Geographic Distribution of Small Loans to Farms** - The percentage distribution of the number of small loans (less than or equal to \$500,000) to farms originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of farms (regardless of revenue size) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small farm data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's AA.

**Table 8. Borrower Distribution of Home Purchase Loans** - Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of families by income level in each MA/AA. The table also presents market share information based on the most recent aggregate market data available.

**Table 9. Borrower Distribution of Home Improvement Loans** - See Table 8.

**Table 10. Borrower Distribution of Refinance Loans** - See Table 8.

**Table 11. Borrower Distribution of Small Loans to Businesses** - Compares the percentage distribution of the number of small loans (less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to the percentage distribution of businesses with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the business. Market share information is presented based on the most recent aggregate market data available.

**Table 12. Borrower Distribution of Small Loans to Farms** - Compares the percentage distribution of the number of small loans (less than or equal to \$500,000) originated and purchased by the bank to farms with revenues of \$1 million or less to the percentage distribution of farms with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the farm. Market share information is presented based on the most recent aggregate market data available.

**Table 13. Geographic and Borrower Distribution of Consumer Loans (OPTIONAL)** - For geographic distribution, the table compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies

to the percentage distribution of households within each geography. For borrower distribution, the table compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage of households by income level in each MA/AA.

**Table 14. Qualified Investments** - Presents the number and dollar amount of qualified investments made by the bank in each MA/AA. The table separately presents investments made during prior evaluation periods that are still outstanding and investments made during the current evaluation period. Prior-period investments are reflected at their book value as of the end of the evaluation period. Current period investments are reflected at their original investment amount even if that amount is greater than the current book value of the investment. The table also presents the number and dollar amount of unfunded qualified investment commitments. In order to be included, an unfunded commitment must be legally binding and tracked and recorded by the bank's financial reporting system.

A bank may receive positive consideration for qualified investments in statewide/regional entities or made outside of the bank's AA. See Interagency Q&As \_\_.12 (i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such investments. Refer to the CRA section of the Compliance Policy intranet page for guidance on table placement.

**Table 15. Distribution of Branch Delivery System and Branch Openings/Closings** - Compares the percentage distribution of the number of the bank's branches in low-, moderate-, middle-, and upper-income geographies to the percentage of the population within each geography in each MA/AA. The table also presents data on branch openings and closings in each MA/AA.

**Tables of Performance Data**

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**State of New York**

**Institution ID: Astoria Bank**

**Institution ID: Astoria Bank (Included)**

**Table 1. Lending Volume**

LENDING VOLUME		Geography: STATE OF NEW YORK				Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011						
Assessment Area:	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	
<b>Full Review:</b>												
Nassau-Suffolk MD	43.26	1,809	499,799	906	50,994	0	0	5	5,500	2,715	550,793	61.84
New York MD	56.74	2,991	2,049,465	430	27,065	0	0	140	432,272	3,561	2,076,530	38.86

\* Loan Data as of December 31, 2011. Rated area refers to either state or multi-state MA rating area.  
 \*\* The evaluation period for Community Development Loans is from July 01, 2009 to November 30, 2012.  
 \*\*\* Deposit Data as of June 30, 2011. Rated Area refers to the state, multi-state MA, or institution, as appropriate.

Institution ID: Astoria Bank (Included)

**Table 2. Geographic Distribution of Home Purchase Loans**

Geographic Distribution: HOME PURCHASE															Geography: STATE OF NEW YORK					Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011				
Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography <sup>†</sup>													
	#	% of Total <sup>**</sup>	% Owner Occ Units <sup>***</sup>	% BANK Loans <sup>****</sup>	% Owner Occ Units <sup>***</sup>	% BANK Loans	% Owner Occ Units <sup>***</sup>	% BANK Loans	% Owner Occ Units <sup>***</sup>	% BANK Loans	% Owner Occ Units <sup>***</sup>	% BANK Loans	Over all	Low	Mod	Mid	Upp							
<b>Full Review:</b>																								
Nassau-Suffolk MD	685	41.54	0.22	0.00	12.21	10.51	66.17	69.93	21.40	19.56	0.63	0.00	0.56	0.60	0.78									
New York MD	964	58.46	2.75	0.62	14.62	5.91	30.01	15.35	52.62	78.11	0.69	0.16	0.30	0.35	1.06									

<sup>†</sup> Based on 2011 Peer Mortgage Data (USPR)

<sup>\*\*</sup> Home purchase loans originated and purchased in the MA/AA as a percentage of all home purchase loans originated and purchased in the rated area.

<sup>\*\*\*</sup> Percentage of Owner Occupied Units is the number of owner occupied units in a particular geography divided by the number of owner occupied housing units in the area based on 2000 Census information.

<sup>\*\*\*\*</sup> Data shown includes only One to Four-family and manufactured housing. (Property type of 1 or 2)

Institution ID: Astoria Bank (Included)

**Table 4. Geographic Distribution of Home Mortgage Refinance Loans**

Geographic Distribution: HOME MORTGAGE REFINANCE															Geography: STATE OF NEW YORK					Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011				
Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*													
	#*****	% of Total**	% Owner Occ Units***	% BANK Loans****	% Owner Occ Units***	% BANK Loans****	% Owner Occ Units***	% BANK Loans****	% Owner Occ Units***	% BANK Loans****	Overall	Low	Mod	Mid	Upp									
<b>Full Review:</b>																								
Nassau-Suffolk MD	1,123	36.34	0.22	0.00	12.21	6.59	66.17	67.59	21.40	25.82	0.52	0.00	0.50	0.49	0.61									
New York MD	1,967	63.66	2.75	0.71	14.62	3.97	30.01	13.83	52.62	81.49	0.88	0.26	0.24	0.50	1.16									

\* Based on 2011 Peer Mortgage Data (USPR)

\*\* Home refinance loans originated and purchased in the MA/AA as a percentage of all home refinance loans originated and purchased in the rated area.

\*\*\* Percentage of Owner Occupied Units is the number of owner occupied units in a particular geography divided by the number of owner occupied housing units in the area based on 2000 Census information.

\*\*\*\* Data shown includes only One to Four-family and manufactured housing. (Property type of 1 or 2)

\*\*\*\*\*One loan in each AA was originated in a census tract without an income designation

**Institution ID:** Astoria Bank (Included)

**Table 5. Geographic Distribution of Multi-family Loans**

Geographic Distribution: MULTIFAMILY		Geography: STATE OF NEW YORK					Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011					Market Share (%) by Geography <sup>*</sup>				
Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp	
	#	% of Total <sup>**</sup>	% of MF Units <sup>***</sup>	% BANK Loans <sup>****</sup>	% MF Units <sup>***</sup>	% BANK Loans	% MF Units <sup>***</sup>	% BANK Loans	% MF Units <sup>***</sup>	% BANK Loans						
<b>Full Review:</b>																
Nassau-Suffolk MD	0	0.00	3.51	0.00	27.94	0.00	58.07	0.00	10.49	0.00	0.00	0.00	0.00	0.00	0.00	
New York MD	59	100.00	19.34	6.78	30.15	32.20	19.60	30.51	30.91	30.51	2.52	0.68	2.54	4.14	2.34	

<sup>\*</sup> Based on 2011 Peer Mortgage Data (USPR)

<sup>\*\*</sup> Multi-family loans originated and purchased in the MA/AA as a percentage of all multi-family loans originated and purchased in the rated area.

<sup>\*\*\*</sup> Percentage of Multi-Family Units is the number of multi-family units in a particular geography divided by the number of multifamily housing units in the area based on 2000 Census information.

<sup>\*\*\*\*</sup> Multifamily loan distribution includes Home Purchases, Home Improvement and Refinances.

Institution ID: Astoria Bank (Included)

**Table 6. Geographic Distribution of Small Loans to Businesses**

Geographic Distribution: SMALL LOANS TO BUSINESSES															Geography: STATE OF NEW YORK					Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011				
Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*													
	#	% of Total**	% of Businesses***	% BANK Loans	% of Businesses***	% BANK Loans	% of Businesses***	% BANK Loans	% of Businesses***	% BANK Loans	Overall	Low	Mod	Mid	Upp									
<b>Full Review:</b>																								
Nassau-Suffolk MD	903	67.79	0.58	0.00	12.84	13.40	62.87	68.55	23.70	18.05	0.31	0.00	0.44	0.34	0.23									
New York MD	429	32.21	8.02	5.94	20.58	22.80	22.10	34.20	48.08	37.05	0.06	0.06	0.08	0.09	0.04									

\* Based on 2011 Peer Small Business Data -- US and PR

\*\* Small loans to businesses originated and purchased in the MA/AA as a percentage of all small loans to businesses originated and purchased in the rated area.

\*\*\* Source Data - Dun and Bradstreet (2011).

Institution ID: Astoria Bank (Included)

**Table 8. Borrower Distribution of Home Purchase Loans**

Borrower Distribution: HOME PURCHASE		Geography: STATE OF NEW YORK					Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011					Market Share <sup>*</sup>				
Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp	
	#	% of Total <sup>**</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>1</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>						
<b>Full Review:</b>																
Nassau-Suffolk MD	685	41.54	18.03	10.50	18.61	36.83	24.19	30.33	39.18	22.34	0.68	1.45	0.89	0.54	0.51	
New York MD	964	58.46	28.71	0.42	15.99	6.39	16.70	15.62	38.59	77.57	0.74	0.53	0.52	0.52	0.84	

<sup>\*</sup> Based on 2011 Peer Mortgage Data (USPR)

<sup>\*\*</sup> Home purchase loans originated and purchased in the MA/AA as a percentage of all home purchase loans originated and purchased in the rated area.

<sup>\*\*\*</sup> Percentage of Families is based on the 2000 Census information.

<sup>\*\*\*\*</sup> As a percentage of loans with borrower income information available. No information was available for 1.2% of loans originated and purchased by bank.

<sup>1</sup> Data shown includes only One to Four-family and manufactured housing. (Property type of 1 or 2)



Institution ID: Astoria Bank (Included)

**Table 10. Borrower Distribution of Home Mortgage Refinance Loans**

Borrower Distribution: HOME MORTGAGE REFINANCE		Geography: STATE OF NEW YORK					Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011					Market Share <sup>*</sup>				
Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp	
	#	% of Total <sup>**</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>2</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>						
<b>Full Review:</b>																
Nassau-Suffolk MD	1,124	36.35	18.03	6.11	18.61	26.86	24.19	30.46	39.18	36.57	0.59	0.75	0.77	0.50	0.54	
New York MD	1,968	63.65	28.71	0.41	15.99	2.46	16.70	9.24	38.59	87.89	0.99	0.00	0.72	0.60	1.13	

<sup>\*</sup> Based on 2011 Peer Mortgage Data (USPR)

<sup>\*\*</sup> Home refinance loans originated and purchased in the MA/AA as a percentage of all home refinance loans originated and purchased in the rated area.

<sup>\*\*\*</sup> Percentage of Families is based on the 2000 Census information.

<sup>\*\*\*\*</sup> As a percentage of loans with borrower income information available. No information was available for 1.0% of loans originated and purchased by bank.

<sup>2</sup> Data shown includes only One to Four-family and manufactured housing. (Property type of 1 or 2)

Institution ID: Astoria Bank (Included)

**Table 11. Borrower Distribution of Small Loans to Businesses**

Borrower Distribution: SMALL LOANS TO BUSINESSES		Geography: STATE OF NEW YORK			Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011				
Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share <sup>*</sup>	
	#	% of Total <sup>**</sup>	% of Businesses <sup>***</sup>	% BANK Loans <sup>****</sup>	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev\$ 1 Million or Less
<b>Full Review:</b>									
Nassau-Suffolk MD	903	67.79	70.83	79.73	91.81	4.87	3.32	0.31	0.74
New York MD	429	32.21	65.60	71.10	90.68	3.73	5.59	0.06	0.13

<sup>\*</sup> Based on 2011 Peer Small Business Data -- US and PR

<sup>\*\*</sup> Small loans to businesses originated and purchased in the MA/AA as a percentage of all small loans to businesses originated and purchased in the rated area.

<sup>\*\*\*</sup> Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2011).

<sup>\*\*\*\*</sup> Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 0.00% of small loans to businesses originated and purchased by the bank.

Institution ID: Astoria Bank (Included)

**Table 14. Qualified Investments**

QUALIFIED INVESTMENTS		Geography: STATE OF NEW YORK				Evaluation Period: JULY 1, 2009 TO NOVEMBER 30, 2012			
Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
<b>Full Review:</b>									
Nassau-Suffolk MD	0	0	49	714	49	704	3.75	0	0
NY MD	4	16,374	138	1,675	142	18,049	96.25	0	0

\* 'Prior Period Investments' means investments made in a previous period that are outstanding as of the examination date.

\*\* 'Unfunded Commitments' means legally binding investment commitments that are tracked and recorded by the institution's financial reporting system.

Institution ID: Astoria Bank (Included)

**Table 15. Distribution of Branch Delivery System and Branch Openings/Closings**

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS				Geography: STATE OF NEW YORK				Evaluation Period: JULY 1, 2009 TO DECEMBER 31, 2011									
Assessment Area:	Deposits	Branches						Branch Openings/Closings				Population					
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
<b>Full Review:</b>																	
Nassau-Suffolk MD	61.14	53	62.35	0.00	3.77	79.25	16.98	1	1	0	0	1	-1	0.76	16.02	64.36	18.86
New York MD	38.86	32	37.65	0.00	31.25	46.88	21.88	0	0	0	0	0	0	15.24	29.08	26.06	29.42

