

UNIVERSITY BANK

CRA PUBLIC FILE

SECTION A
FDIC APPROVED
CRA STRATEGIC PLAN



Federal Deposit Insurance Corporation
Division of Depositor and Consumer Protection
300 South Riverside Plaza, Suite 1700, Chicago, IL 60606

Chicago Regional Office
Phone (312) 382-7500
Fax (312) 382-6901

March 11, 2025

Board of Directors
University Bank
2015 Washtenaw Avenue
Ann Arbor, MI 48104

Subject: Community Reinvestment Act (CRA) Strategic Plan Approval

Members of the Board:

This letter is to inform you that the FDIC approved the CRA Strategic Plan (Plan) last submitted on March 7, 2025, by University Bank (Bank). The effective date of the Plan is January 1, 2025, for a term of five years. A copy of the Plan is enclosed for your records.

Section 345.27(a)(4) of the FDIC's Rules and Regulations requires the Bank to operate under the Plan for at least one year before the FDIC can evaluate your institution's performance under the Plan. Therefore, the earliest that our agency will evaluate the Bank under the Plan is January 1, 2026. Our approval is based primarily on the Bank's lending commitments and supported through the community development investment and service goals. If there are any modifications to the Bank's business strategy during the Plan's duration that may have a material effect on the approved performance targets, you must advise the Chicago Regional Office to determine whether an amendment to the Plan is appropriate. Should you subsequently decide to terminate the Plan or upon expiration of the Plan, the FDIC would evaluate the Bank under the default performance standards delineated in Section 345 in place at that time (currently, the Bank maintains assets consistent with an intermediate small institution).

In addition, please be advised that Part 345 of the regulation addresses the impact of discriminatory or other illegal credit practices on an institution's CRA rating. The presence of these credit practices may adversely impact an institution's CRA rating, irrespective of the achievement of the CRA goals established in the Plan.

Thank you for your cooperation during the review process. If you have any questions, please contact Senior Review Examiner Steve Murphy at (312) 382-7535 or stmurphy@fdic.gov.

Sincerely,

Teresa M. Sabanty
Deputy Regional Director

Enclosure

cc: State



**Community Reinvestment Act
Strategic Plan
2025 – 2029**

Introduction

The Community Reinvestment Act (“CRA”) regulations provide that a financial institution may elect to have its CRA performance evaluated under the strategic plan option. The strategic plan option enables the institution to tailor its CRA goals and objectives to address the needs of its community consistent with its business strategy, operational focus, and capacity and constraints. University Bank (“UB” or the “Bank”) first elected have its CRA performance evaluated under a 3-year strategic plan, effective January 1, 2022. The Bank has elected to implement a new strategic plan for 5-years, effective January 1, 2025. The Bank believes the plan provides an accurate indication of the Bank’s success in meeting the credit needs of its assessment areas. The use of a strategic plan permits the Bank to emphasize community development lending, investments, and services necessary to meet the credit needs of its assessment areas, while providing an evaluation method that measures the Bank’s success in these areas without being negatively skewed by the Bank’s nationwide mortgage lending program and related nationwide or regional business activities that exceed the scope of activities normally contemplated in the CRA.

Purpose of the Community Reinvestment Act

The CRA is intended to encourage depository institutions to help meet the credit needs of the communities in which they operate, including low- and moderate-income neighborhoods, consistent with safe and sound operations. It was enacted by the Congress in 1977 (12 U.S.C. 2901) and is implemented by Part 345 of the FDIC Rules & Regulations (12 CFR 345). The regulation was substantially revised in May 1995 and updated again in August 2005.

The CRA requires that each depository institution's record in helping meet the credit needs of its entire community be evaluated by the appropriate Federal financial supervisory agency periodically. Members of the public may submit comments on a bank's performance.

Use of the Strategic Plan

This Strategic Plan outlines how University Bank achieves compliance with the requirements of the CRA via a combination of targeted lending, investment, donation, and service hour activity commensurate with the Bank’s share of local deposits within its defined assessment area (AA) of Washtenaw County, Michigan. The Plan provides a brief analysis of the market environment and competitive factors within the assessment area, the Bank’s core business operations, and the Bank’s plans and goals for demonstrating comprehensive compliance with the CRA.

Table of Contents

Institution Background & Profile	4
Bank Profile	4
Branch & ATM Network	5
Loan Portfolio Composition	8
Assessment Area Analysis & Performance Context	9
General Demographics.....	9
Housing Demographics.....	13
Industry and Employment Demographics.....	13
Historic Lending Performance Analysis	14
Loan Distribution by Borrower’s Profile	14
Geographic Distribution of HMDA Loans	16
Small Business Lending.....	18
Small Farm Lending.....	19
Historic Community Development Analysis.....	20
Community Development Lending.....	20
Community Development Investments & Donations	20
Community Development Service Hours	21
Community Needs Interviews.....	22
Overview and Methodology	22
Community Contacts	22
Summary of Interview Results.....	23
Plan Overview and Methodology.....	24
Overview and Rationale.....	24
Methodology	26
Goal Attainment.....	26
Overall Rating - Required Goal Scores.....	27
Plan Changes and Contingencies	30
Alternative Evaluation	30
Plan Performance Goals.....	32
Performance Goal 1: HMDA Lending to LMI Borrowers.....	32
Performance Goal 2: HMDA Lending in LMI Geographies	38
Performance Goal 3: Community Development Loans	42
Performance Goal 4: Community Development Investments	45
Performance Goal 5: Community Development Grants and Donations	48
Performance Goal 6: Community Development Service Hours	51
Glossary.....	54
Appendix A: Rating System	59

Institution Background & Profile

Bank Profile

UB is a community bank headquartered in Ann Arbor, Michigan, and wholly owned by University Bancorp, Inc., a one-bank holding company also located in Ann Arbor, Michigan. The bank operates in Washtenaw County in southeastern Michigan. UB received a Satisfactory rating at its previous CRA Performance Evaluation dated August 19, 2024. The full-service main office operates in an upper-income census tract. The Bank converted a Loan Production Office (LPO) in a middle-income census tract in Ypsilanti, Michigan, to a full-service branch in 2024. UB offers various deposit products and mortgage, commercial, and consumer loans.

Bank Operations

University Bank principally operates from its main facility in Ann Arbor, Michigan located at 2015 Washtenaw Avenue and the Ypsilanti branch located at 301 W. Michigan Avenue. In addition, the Bank maintains two non-deposit taking administrative facilities: 2755 Carpenter Road, Ann Arbor, MI and 29777 Telegraph Road, Southfield, MI. These administrative facilities house staff engaged in shared backroom services for the Bank and its divisions and operating subsidiaries. These shared services include Human Resources, Deposit Operations, Compliance, Accounting and Finance, as well as Secondary and Capital Markets.

Principal lines of business for University Bank involve traditional lending activities, principally focused on residential lending within the Bank's market area, as evidenced by the concentration of 1-4 Family residential real estate loans in the bank's portfolio (totaling 77.1% of the loan portfolio as of June 30, 2024). The Bank conducts in-house residential lending activities through its University Lending Group (ULG) division.¹ It also owns a controlling interest in UIF Corporation (UIF).

ULG and UIF engage in robust mortgage origination activities, which are principally focused on origination of mortgages eligible for sale on the secondary mortgage market. ULG is primarily a conventional retail lender and originates loans under most government supported programs such as FHA, VA, USDA-RD and various State bond programs that support first-time home buyers and others. UIF provides non-traditional faith-based home financing products to clients with religious beliefs that prohibit them from engaging in "interest-based" lending programs. ULG and UIF have a combined 22 Loan Production Offices (LPOs) located in 11 States which include California, Florida, Georgia, Illinois, Indiana, Michigan, Minnesota, New Jersey, Tennessee, Texas, and Virginia . While University Lending Group is a division of the Bank, UIF Corporation, is characterized as an affiliate for CRA purposes, as further detailed below. The bank also originates other types of loans, such as commercial real estate (12.4% of the loan portfolio); however, these activities are secondary lines of business in contrast to the bank's residential real estate lending activities.

The Bank's Midwest Loan Services, a division of the bank, provides loan servicing and subservicing for financial institutions across the country. This division is a provider of mortgage

¹ The University Lending Group division was previously University Lending Group, LLC, a subsidiary of University Bank. In 2022, the Bank underwent a corporate reorganization in which ULG, LLC was dissolved and made a division of the Bank.

sub-servicing to over 300 clients, mainly comprised of credit unions, and some banks and mortgage companies. Over 50 percent of the credit unions that the company serves are designated as low-income credit unions. To qualify as a low-income credit union, a majority of the credit union’s membership (50.01 percent) must meet certain low-income thresholds, based on data from the Census Bureau and requirements outlined in the NCUA’s Rules and Regulations.

In general, and as further reflected in this self-assessment, the Community Bank business unit comprises a relatively small subset of the operations of University Bank. This department includes approximately 23 full- and part-time staff, contributes ten percent (10.0%) of the Bank’s deposits by dollar volume, and approximately twenty (20.0%) percent of the loan portfolio by dollar volume. Further information regarding the nature of this portfolio is detailed in the Market Competition section of this Plan below.

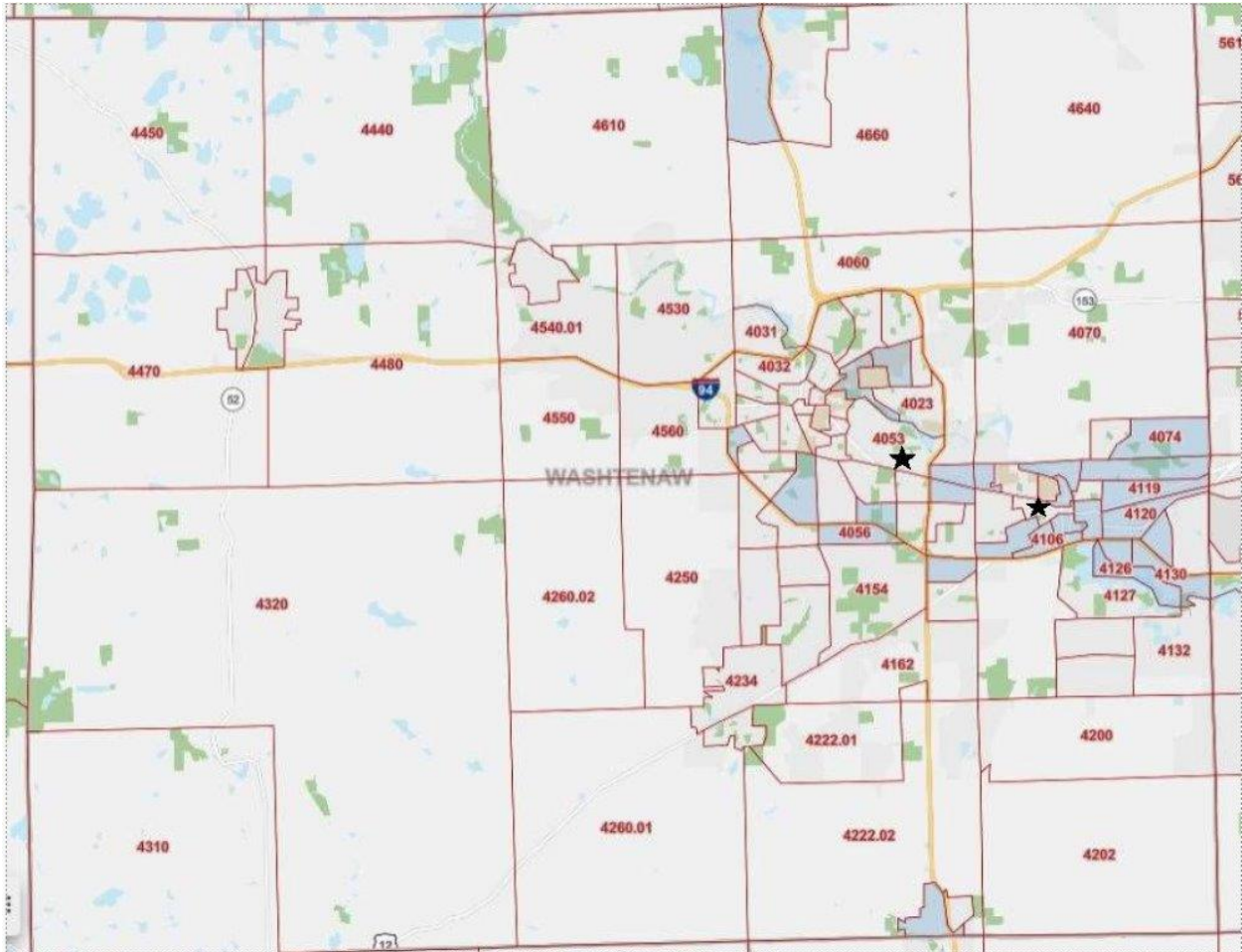
Branch & ATM Network

The present structure of the Bank’s branch network is detailed in the matrix below (information provided as of September 30, 2024).

Branch / ATM	Location	County	Branch CT Income Level
Full Service Branch Locations			
Ann Arbor	2015 Washtenaw Avenue Ann Arbor, Michigan 48104	Washtenaw	Upper
Ypsilanti	301 Michigan Avenue Ypsilanti, Michigan 48197	Washtenaw	Middle
Automated Teller Machines			
Bear Claw (Depository ATM)	2460 Washtenaw Avenue Ann Arbor, MI 48104	Washtenaw	Upper
Pot Belly	300 S State Street Ann Arbor, MI 48104	Washtenaw	Unknown
Ypsilanti (Depository ATM)	301 Michigan Avenue Ypsilanti, Michigan 48197	Washtenaw	Middle

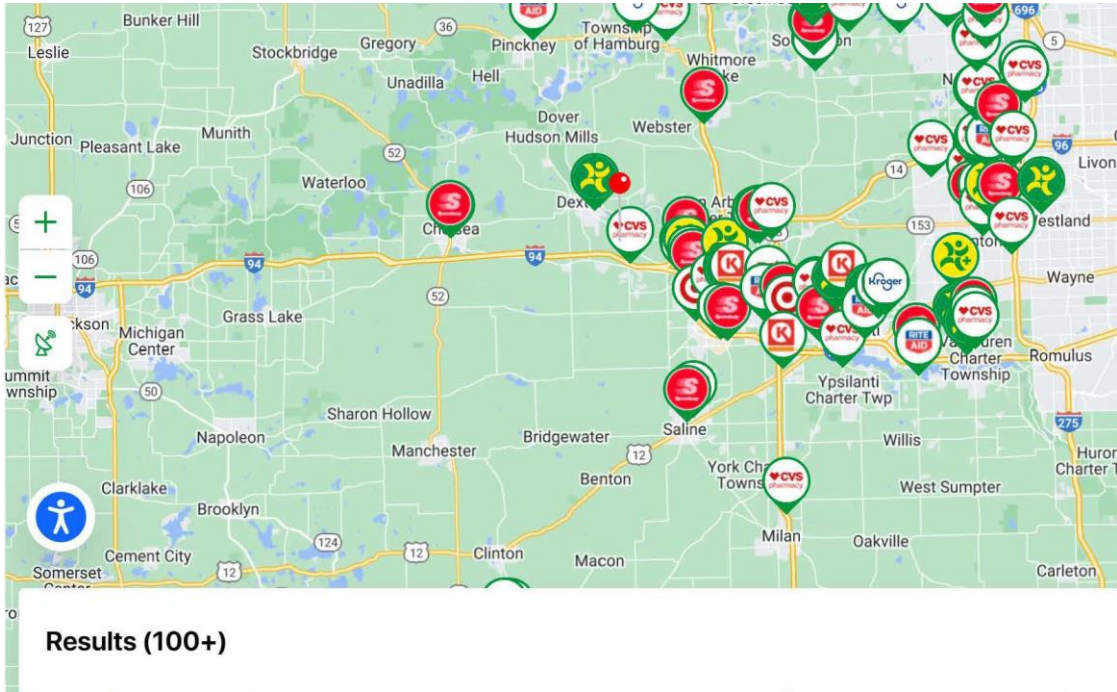
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A map of the AA of Washtenaw County, which is also the sole county in the Ann Arbor Metropolitan Statistical Area (MSA), is detailed below (census tracts with branch locations are highlighted with a star):



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In addition to the present network of branch locations, University Bank also maintains an extensive network of automated teller machines (ATMs) throughout Washtenaw County for use by bank customers and other consumers present within the communities of the region. This network is comprised of both on-site and other bank-owned and administered ATMs, as well as ATMs in the Allpoint ATM network, which provide free services to University Bank customers. A map to illustrate the coverage of this network, including 3rd party ATMs, is provided below. Based upon the results of a search of Washtenaw County, the Allpoint ATM locator service indicates there are 135 ATMs within the county, which appear to be reasonably dispersed and available to consumers within the designated AA.



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Loan Portfolio Composition

According to the Call Report dated June 30, 2024, the institution reported total assets of approximately \$996.7 million, total loans of \$877.9 million, total deposits of \$813 million, and total securities of \$15.4 million. UB experienced significant growth within all balance sheet categories in recent years. For example, total assets as of December 31, 2019 were \$357.8 million, total loans were \$202.3 million, and total deposits were \$300.5 million. The institution's strong growth includes significant increases in deposits, which allowed for an increase in the volume of mortgages originated and held in portfolio. Significant consumer lending growth also occurred. The following table illustrates the loan portfolio distribution as of June 30, 2024. For illustrative purposes, the 2024 CRA examination considered the following portfolio:

Loan Portfolio Distribution as of 06/30/2024		
Loan Category	\$(000s)	%
Construction, Land Development, and Other Land Loans	17,126	2.0
Secured by Farmland	0	0.0
Secured by 1-4 Family Residential Properties	676,425	77.1
Secured by Multifamily (5 or more) Residential Properties	2,417	0.2
Secured by Nonfarm Nonresidential Properties	109,286	12.4
Total Real Estate Loans	805,284	91.7
Commercial and Industrial Loans	6,972	0.8
Agricultural Production and Other Loans to Farmers	0	0.0
Consumer Loans	7,297	0.8
Obligations of State and Political Subdivisions in the U.S.	0	0.0
Other Loans	58,372	6.6
Lease Financing Receivable (net of unearned income)	0	0.0
Less: Unearned Income	0	0.0
Total Loans	877,895	100.0
<i>Source: Reports of Condition and Income 06/30/2024. Due to rounding, may not equal 100.0%</i>		

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Assessment Area (AA) Analysis & Performance Context

General Demographics

University Bank has delineated one distinct AA for purposes of examination under the requirements of the CRA. This AA is comprised of Washtenaw County, Michigan, which solely comprises the entirety of the Ann Arbor Metropolitan Statistical Area (MSA). Within this county, University Bank has designated all census tracts as its AA. This AA, with a population of 372,258 (2020 Census), is located in southeast Michigan, southwest of Detroit, Michigan, the largest major metropolitan area in the State of Michigan. The bank’s main office is located in Ann Arbor, Michigan, which is the county seat of Washtenaw County and has a population of 123,851 as of the 2020 census. Washtenaw County is the home of the main campus of the University of Michigan and its wholly owned academic medical center Michigan Medicine, as well as Eastern Michigan University and Washtenaw Community College. In addition to medical and educational institutions, the city features a mixed industry of retail, industrial, service-oriented businesses, and non-profits, including another large hospital, as well as other governmental services. Based on information from Crain Communications, a Detroit-based publisher, the following entities are the largest reported employers in Washtenaw County as of July 2024:

Largest Employers - Washtenaw County	
<i>with greater than 1,000 employees</i>	
Employer	# of Employees
University of Michigan	37,430
Trinity Health	7,602
United States Government	4,031
Ann Arbor Public Schools	2,704
Trinity Health Michigan Medical Groups	1,981
Washtenaw County	1,436
State of Michigan	1,376
Eastern Michigan University	1,326
Domino’s Pizza Inc.	1,200
TOTAL	59,086

Market Competition

Banking competition is intense in the AA, with 17 Federal Deposit Insurance Corporation (FDIC)-insured depository institutions maintaining 78 offices throughout the designated AA. According to the FDIC Deposit Market Share Report, as of June 30, 2024, the bank ranked 8th in terms of deposit market share, encompassing 6.77 percent of the total AA deposit dollars totaling \$813,033M. It should also be noted that the AA includes a very high number of large, national or regional depository institutions with significant market presence in the AA, with only one locally operated community bank in competition with University Bank in the city of Ann Arbor (Bank of Ann Arbor) and only one other locally operated community bank elsewhere in Washtenaw County (Chelsea State Bank). Other competitors with greater share in the nationwide deposit market

ranged in size from \$67.6B in total deposits to \$2,068B and with total domestic offices from 409 to 4,875 offices.

Deposit Market Share - as of June 30, 2024				
Metropolitan Statistical Area – ANN ARBOR, MI				
Institution	State Headquartered	# of Offices in Market	Deposits (\$000s)	Market Share %
JP Morgan Chase Bank, NA	OH	9	2,418,894	20.15%
Bank of Ann Arbor	MI	6	1,428,267	11.90%
PNC Bank, NA	DE	9	1,387,551	11.56%
The Huntington National Bank	OH	10	1,340,183	11.16%
KeyBank National Association	OH	8	1,023,317	8.52%
Comerica Bank	TX	8	847,273	7.06%
Bank of America, NA	NC	3	824,828	6.87%
University Bank	MI	1	813,033	6.77%
Old National Bank	IN	5	468,174	3.90%
Chelsea State Bank	MI	3	363,970	3.03%
Flagstar Bank	MI	5	304,431	2.54%
Fifth Third Bank	OH	3	273,536	2.28%
First Merchants Bank	IN	4	266,888	2.22%
Northstar Bank	MI	1	140,147	1.17%
Citizens Bank, NA	RI	1	70,016	0.58%
Bank Michigan	MI	1	34,388	0.29%
Comerica Bank & Trust, NA	MI	1	520	0.00%
Number of Institutions in the Market: 17				
TOTAL		78	\$12,005,416	100.00%

As a further reflection on the competitiveness within the AA, it is worth noting that with respect to the Bank's overall performance context, the deposit volume reported in the Deposit Market Share report summarized above is inclusive of deposits originating from outside the defined AA based upon the Bank's sub-servicing activities. These mortgage subservicing activities generate a large but variable volume of seasonally affected deposits relating to remitted payments and escrow account administration. These balances fluctuate throughout the year based on a number of factors, including the number of secondary market loans currently serviced by the Bank and the relative volume of escrow balances. With regard to the number of loans serviced, changes in market rates and other economic conditions can affect volumes of refinancing activity and the number of loans actively serviced. Escrow account balances tend to reflect fluctuation based on timing of account remittances and the seasonal patterns of loan origination activity (the corollary of when escrow accounts are opened). Certain escrow remittances, such as property tax payments, are concentrated during specific times (e.g., year-end) whereas payments for services like hazard insurance also tend to be concentrated most heavily during high loan production/homes sales months. Based on these externalities, account balances tend to fluctuate throughout the year, resulting in a greater

degree of instability in non-local funding sources in contrast to institutions with more traditional commercial banking business models. Deposits originating solely from the Bank’s community banking activities are detailed below:

Community Bank Deposits (Consumer & Commercial)					Total Deposits (including mortgage subservicing deposits)	Percent of Community Bank Deposits/Total Deposits
As of Date	Demand Deposits	Savings	CDs	Total		
12-31-19	\$12,585,274	\$330,732	\$1,936,771	\$17,934,973	\$300,487,000	5.97%
12-31-20	\$20,650,269	\$432,242	\$1,561,140	\$22,643,651	\$439,893,000	5.15%
12-31-21	\$27,745,717	\$487,341	\$2,012,114	\$30,245,172	\$362,764,000	8.34%
12-31-22	\$28,412,181	\$579,675	\$3,578,112	\$32,569,968	\$612,871,000	5.31%
12-31-23	\$24,792,897	\$527,767	\$42,387,993	\$67,708,657	\$676,202,000	10.01%

The table above reports Bank deposits originating from only community banking activities and total deposits over the past five years. It illustrates the percentages of Bank deposits attributable to community banking activities have ranged from 5% to 10% and that most of the Bank’s deposits (90% to 95%) are attributable to mortgage subservicing activities. The unique nature of the Bank’s deposits must be considered when attempting to compare it to other institutions of similar size based on total assets or total deposits.

Economic and Demographic Data

According to the 2023 Federal Financial Institution Examination Council (FFIEC) Online Census Data System and the American Community Survey (ACS) data, there are 107 census tracts within the Bank’s AA with the following income designations: 13 low-income, 13 moderate-income, 40 middle-income, 30 upper-income, and 11 tracts with no income designation. Low- and moderate-income tracts are mostly in and around the City of Ypsilanti, on the east side of the county, with a few moderate-income tracts near Ann Arbor. The tracts with no income designation include Eastern Michigan University and Willow Run Airport in Ypsilanti, and tracts in downtown Ann Arbor comprised of the University of Michigan. The following table illustrates select demographic information about the AA.

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Demographic Information of the Assessment Area						
University Bank Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	107	12.2	12.2	37.4	28.0	10.3
Population by Geography	372,258	11.1	11.3	38.8	30.6	8.2
Housing Units by Geography	151,753	11.9	12.0	40.3	31.6	4.3
Owner-Occupied Units by Geography	87,938	4.7	8.6	46.9	39.3	0.4
Occupied Rental Units by Geography	55,102	22.9	17.0	30.8	19.5	9.9
Vacant Units by Geography	8,713	14.5	13.5	34.4	29.1	8.5
Business Units by Geography	33,063	7.2	8.9	39.6	40.0	4.3
Farms by Geography	1,105	3.3	5.3	60.2	30.9	0.4
Family Distribution by Income Level	81,292	20.8	17.7	21.4	40.1	0.0
Household Distribution by Income Level	143,040	25.8	15.4	16.7	42.1	0.0
Median Family Income MSA - 11460 Ann Arbor, MI MSA		\$105,224	Median Housing Value			\$278,500
			Median Gross Rent			\$1,161
			Families Below Poverty Level			6.3%

*Source: 2020 U.S. Census, 2016-2020 ACS, and 2023 D&B Data. Due to rounding, totals may not equal 100.0%
(*) The NA category consists of geographies that have not been assigned an income classification.*

The above table reveals the largest portion of the AA population resides in middle-income census tracts, totaling 38.8% of the AA population.

Based on 2020 ACS 5-year estimate, the estimated median family income for the Ann Arbor MSA was \$105,224. At the same time, the state of Michigan non-MSA median family income was \$75,470. The following table summarizes the income ranges for low-, moderate-, middle-, and upper-income designations based on estimated FFIEC income values for the MSA for the 2019 to 2023 reporting years. It should be noted that FFIEC estimated data are subject to periodic correction based on census and ACS survey results.

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Area Estimated Median Family Income Ranges					
Dataset	Low	Moderate	Middle	Upper	Median
Ann Arbor MSA - FFIEC Estimated MFI					
2019	\$ 50,599	\$ 50,600 \$ 80,959	\$ 80,960 \$ 121,439	\$ 121,440	\$ 101,200
2020	\$ 50,749	\$ 50,750 \$ 81,199	\$ 81,200 \$ 121,799	\$ 121,800	\$ 101,500
2021	\$ 53,299	\$ 53,300 \$ 85,279	\$ 85,280 \$ 127,919	\$ 127,920	\$ 106,600
2022	\$ 58,899	\$ 58,900 \$ 94,239	\$ 94,240 \$ 141,359	\$ 141,360	\$ 117,800
2023	\$ 61,999	\$ 62,000 \$ 99,199	\$ 99,200 \$ 148,799	\$ 148,800	\$ 124,000

Housing Demographics

Based on housing values, income levels, and rental costs, housing in the AA appears to be less affordable than in the state of Michigan at large. The median housing value for the Ann Arbor MSA AA was \$278,500 based on the 2020 ACS 5-Year Estimates Data Profile, which is significantly higher than the estimated median housing value for the State of Michigan of \$162,600². Similarly, the owner-occupied housing unit rate for Washtenaw County also trends lower than statewide estimates at 61.2% versus 72.5%. Median gross rents from 2020 ACS data were also significantly greater than median gross rents on a statewide basis, totaling \$1,161 versus \$892. This differential (~ +30.2%) is likely attributable not only to the greater area median income, but also to the large concentration of student housing in the AA to support the University of Michigan and Eastern Michigan University.

Industry and Employment Demographics

The AA economy is diverse and is supported by a mixture of education, health care and social assistance, retail trade, and other service-oriented sectors. According to the U.S. Census Bureau 2022 County Business Patterns, by number of paid employees in the AA (excluding governmental employment, including the majority of the education sector), health care and social assistance was the largest source of employment (41,323), followed by retail trade (16,289), professional, scientific, or technical services (15,742), accommodation and food service (15,306), and manufacturing (13,313). Total paid employees for all sectors were reported as 151,846. According to the U.S. Department of Labor, Bureau of Labor Statistics, the average unemployment rate (not seasonally adjusted) was estimated to be 3.9% during 2023 for the state of Michigan, which was slightly greater than the projected annual rate for Washtenaw County for the same period, which was estimated to be 3.3%.

² See 2020 U.S. Census Bureau, American Community Survey (ACS), 5-Year Estimates - https://data.census.gov/table/ACSST5Y2020.B25077?q=median%20housing%20value&g=040XX00US26_050XX00US26161

Conclusions as to Performance Context and Community Needs

As supported by independent Community Needs Interviews commissioned by the Bank in 2020 when implementing its previous Strategic Plan and further detailed below, a review of the AA indicates that wealth inequality and access to affordable housing remains one of the greatest challenges in the AA. The AA is a competitive banking market with seventeen (17) institutions reported in the most recent FDIC Deposit Market Share report and many more participating in the AA through direct and indirect lending activity. Access to credit for commercial enterprises is determined to be generally good based on the number and portfolio composition of these peer institutions; however, access to affordable housing, particularly for low-to-moderate income persons is a significant ongoing challenge. Significant variances in tract level income designations and individual tract median incomes further reveal challenges in income and wealth inequality in the area. Recent ACS 5-year estimated data (2016-20) also indicated that gross rents were up to 30.2% higher than state averages within the AA. Although reinforced strongly by the results of the Community Needs Interviews, an independent analysis of the AA supports the conclusion that access to and support for affordable housing is the most impactful focus area for the Bank's CRA efforts and initiatives.

Historic Lending Performance Analysis

HMDA Loan Distribution by Borrower's Profile

Borrowers are classified into low-, moderate-, middle-, and upper-income categories by comparing their reported income on the HMDA Loan Application Register (LAR) for University Bank (LEI: 549300IFOE4SCP384147)³ and the Bank's affiliate UIF (LEI: 549300BXWU32AYWT1A56) to the applicable median family income figure applicable to the geography of the applicant, as detailed in the Economic and Demographic section of the assessment above. All activity detailed below was reported by University Bank in the Washtenaw County AA during the applicable reporting year. The following tables show the distribution of HMDA loans by borrower income level on the basis of the nominal number of loans originated (count) and dollar volume. Additional aggregate analysis and peer information is provided in the Peer Analysis and Conclusions section of the self-assessment below.

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³ In September 2022, the Bank underwent an internal reorganization in which its subsidiary, University Lending Group, LLC (ULG) (LEI: 549300DZCP6EQ7DCSD79), became a division of the Bank. Consequently, ULG's loans were reported on its own HMDA LAR in 2021 and part of 2022. Since the reorganization, ULG's loans are reported on the Bank's HMDA LAR.

Ann Arbor MSA Assessment Area:

The following table is provided for the Washtenaw County/ Ann Arbor MSA AA (as defined in the AA Analysis section above).

Distribution of University Bank Home Mortgage Loans by Borrower Income Level In Assessment Area					
Borrower Income Level	% of Families	#	%	\$(000s)	%
Low					
2019	22.7	30	8.1%	3,872	4.2%
2020	22.7	85	9.4%	12,604	5.1%
2021	22.7	85	12.0%	13,682	7.6%
2022	20.8	38	10.1%	5,492	5.6%
2023	20.8	16	7.0%	2,471	4.1%
Moderate					
2019	17.0	83	23.5%	17,119	18.4%
2020	17.0	203	21.6%	40,541	16.5%
2021	17.0	156	23.3%	33,443	18.7%
2022	17.7	79	25.3%	17,995	18.3%
2023	17.7	63	27.6%	12,937	21.6%
Middle					
2019	19.6	107	30.3%	26,360	28.3%
2020	19.6	258	27.5%	66,947	27.2%
2021	19.6	169	25.3%	44,879	25.1%
2022	21.4	78	25.0%	24,426	24.9%
2023	21.4	53	23.2%	13,051	21.8%
Upper					
2019	40.7	123	34.8%	42,312	45.5%
2020	40.7	372	39.7%	120,955	49.1%
2021	40.7	238	35.6%	81,430	45.5%
2022	40.1	109	34.9%	48,557	49.5%
2023	40.1	91	39.9%	30,325	50.7%
Not Available					
2019	0.0	10	2.8%	3,352	3.6%
2020	0.0	20	2.1%	5,105	2.1%
2021	0.0	21	3.1%	5,648	3.2%
2022	0.0	8	2.6%	1,674	1.7%
2023	0.0	5	2.2%	1,038	1.7%
Totals					
2019	100	353	100	93,015	100
2020	100	938	100	246,152	100
2021	100	669	100	179,082⁴	100
2022	100	312	100	98,144	100
2023	100	228	100	59,822	100

Source: 2019 -2023 HMDA Aggregate Data. Due to rounding, totals may not equal 100.0%.

⁴ Due to rounding, 2021 total loans differs by one thousand dollars depending on the calculation methodology.

Geographic Distribution of HMDA Loans

As noted in the description of the Bank's AA above, the AA is comprised of 107 census tracts consisting of 13 low-income tracts, 13 moderate-income tracts, 40 middle-income tracts, 30 upper-income tracts, and 11 unrated tracts. The analysis in this section illustrates the distribution of the Bank's loan activity, as well as activity from its CRA affiliates, across these geographies. The following tables display the geographic distribution of HMDA loans within the AA.

Ann Arbor MSA Assessment Area:

The following table is provided for the Washtenaw County/ Ann Arbor MSA assessment area (as defined in the Assessment Area Analysis section above)

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Geographic Distribution of University Bank HMDA Reported Loans in the Assessment Area					
Tract Income Level	% of Owner-Occupied Housing Units	#	%	\$(000s)	%
Low					
2019	6.6	30	8.5%	3,872	4.2%
2020	6.6	57	6.1%	10,102	4.1%
2021	6.6	55	8.2%	11,855	6.6%
2022	4.7	23	7.4%	3,946	4.0%
2023	4.7	20	8.8%	3,907	6.5%
Moderate					
2019	12.0	83	23.5%	17,119	18.4%
2020	12.0	103	11.0%	19,961	8.1%
2021	12.0	85	12.7%	16,900	9.4%
2022	8.6	41	13.1%	7,897	8.0%
2023	8.6	33	14.5%	5,758	9.6%
Middle					
2019	44.7	107	30.3%	26,360	28.3%
2020	44.7	387	41.3%	94,660	38.5%
2021	44.7	299	44.7%	74,265	41.5%
2022	46.9	132	42.3%	36,076	36.8%
2023	46.9	98	43.0%	25,531	42.7%
Upper					
2019	36.5	123	34.8%	42,312	45.5%
2020	36.5	388	41.4%	120,423	48.9%
2021	36.5	228	34.1%	75,364	42.1%
2022	39.3	114	36.5%	49,176	50.1%
2023	39.3	76	33.3%	24,228	40.5%
Not Available					
2019	0.2	10	2.8%	3,352	3.6%
2020	0.2	3	0.3%	1,006	0.4%
2021	0.2	2	0.3%	697	0.4%
2022	0.4	2	0.6%	1,049	1.1%
2023	0.4	1	0.4%	398	0.7%
Totals					
2019	100	353	100	93,015	100
2020	100	938	100	246,152	100
2021	100	669	100	179,081	100
2022	100	312	100	98,144	100
2023	100	228	100	59,822	100
<i>Source: 2019 -2023 HMDA Aggregate Data. Due to rounding, totals may not equal 100.0%.</i>					

Small Business Lending

Small business lending performance was evaluated for inclusion in this Strategic Plan; however, based on the historical loan origination activity for this product, current and projected business model of the Bank, and apparent community needs based on the Community Needs Interviews commissioned by the Bank, it was determined to omit small business lending as a performance goal for the proposed plan years.

The table below reports the Bank’s small business loans in the AA over the past five years.

Historic SMB Lending in AA 2019 - 2023	
Year	Volume \$(000s)
2019	2,204
2020	7,515
2021	8,499
2022	5,413
2023	4,475
Total:	28,106
Average:	5,621

In contrast, mortgage lending activity in the AA totaled the following:

Historic HMDA Lending Volume in AA 2019 - 2023	
Year	Total \$(000s)
2019	93,015
2020	246,152
2021	179,082
2022	98,144
2023	59,822
Total:	676,215
Average:	135,243

Small business lending was equal to only 4.2% of mortgage lending volume over the last five years. It should be noted, however, that 2020 and 2021 activity for small business lending is not likely to occur in proportion relative to mortgage lending activity as small business lending was inclusive of PPP activity for those years. Given the disparity in the dollar volume in the AA, small business lending activity is not a significant line of business for the Bank. Based on these performance factors, it was determined to exclude small business lending as a plan goal for the proposed plan term; however, management will continue to evaluate small business lending performance to determine if inclusion of this factor as a plan goal is supported in the future.

Small Farm Lending

As reported in the Bank's loan portfolio distribution table earlier in this Strategic Plan, the Bank does not engage in small farm lending. Accordingly, the Bank excluded small farm lending as a plan goal for this Plan.

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Historic Community Development Analysis

With regard to the historic performance context information presented below, it should be noted that University Bank was classified as a ‘small bank’ for purposes of examinations of compliance under the CRA through the 2019 reporting year and first became an ‘intermediate small bank’ for the 2020 reporting year. The change to ‘intermediate small bank’ status introduced new requirements in relation to the former ‘small bank’ examination methodology with regard to assessment of community development performance in the defined assessment area.

Community Development Lending

University Bank originated or renewed a total of 37 community development loans within its AA totaling \$11,532,000 in dollar volume between January 1, 2019 and December 31, 2023. The number and dollar volume of these loans is summarized in the table below:

Community Development Loans - Inside AA: 2019 – 2023 (\$000s)		
Dataset	Community Development Loans	
2019	2	\$722
2020	8	\$531
2021	6	\$332
2022	11	\$4,712
2023	10	\$5,235
Total	<u>_37_</u>	\$11,532

Notable achievements in the Bank’s community development lending activities in the Ann Arbor MSA during the period of 2022 – 2023 (post-pandemic) include:

- Loans made to promote and support affordable housing for LMI individuals (3 loans totaling \$931,692);
- Loans that supported new businesses and/or business growth/expansion which promoted economic development resulting in permanent job creation and/or job retention (13 loans totaling \$5,734,003);
- Loans to assist in community revitalization and stabilization (3 loans totaling \$726,880); and
- Loans that supported businesses which provide community services such as childcare, financial literacy, education, and other vital community services targeted to LMI individuals (2 loans totaling \$2,554,000).

Community Development Investments & Donations

University Bank reported 10 securities totaling \$11,985,000 in qualifying community development investments for the 2021 – 2023 performance years. In addition, the Bank reported 33 qualifying donations totaling \$259,443 for the 2021 through 2023 reporting years. The following tables summarize this information:

Community Development Investments - Inside AA: 2021 – 2023			
Year	Community Development Investments		
	#	Annual (\$100s)	Cumulative (\$000s)
2021	3	4,140	4,140
2022	3	3,806	7,666
2023	4	4,039	11,322

Community Development Grants & Donations - Inside AA: 2021 – 2023		
Dataset	Community Development Grants & Donations	
2021	10	\$82,000
2022	10	\$103,000
2023	13	\$74,443

Donation activity includes multiple investments in the Habitat for Humanity of Huron Valley, a non-profit organization focused on improving accessibility to affordable housing for low-income persons located in Washtenaw County, Michigan; Community Family Life Center, Ypsilanti, financial literacy program; Renovare Development, a provider of affordable housing; Association of Businesses of Color small business technical workshops; and Upward Bound Program matching grants to low income and first-generation college bound youth.

Community Development Service Hours

University Bank recorded community development service hours between 40 functions during the 2019 through 2023 performance years.

Community Development Services						
Activity Year	Affordable Housing	Community Services	Economic Development	Revitalize or Stabilize	Total	Hours
	#	#	#	#	#	#
2019	0	2	2	0	4	Unavailable
2020	0	1	1	0	2	*
2021	2	0	1	0	3	*
2022	6	7	3	0	16	95
2023	3	9	3	0	15	308
Total	11	19	10	0	40	403

*During the Covid Pandemic, service hours were negligible due to in-person restrictions.

Community Development Services are reported for the Bank for a five-year historic period by number of services offered. Statistics on number of hours associated with these services are reported for a two-year period (2022-2023). Due to limitations on in-person opportunities in 2020 and 2021, the hours associated with services offered were negligible. Below are notable narratives of the Bank's service hour activities for the 2022 through 2023 performance period:

- Development of a financial literacy summer program, "Kids and Money Workshop," which was delivered by numerous Bank employees and which served over 115 children in 2023 and 2024. This program earned the 2024 Michigan Bankers Financial Literacy award.
- A Bank SVP serves as a board member of Habitat for Humanity of Huron Valley.
- A Bank employee serves as board member of Educate Youth, an organization, which encourages Ypsilanti high school students to complete high school with a two-year post high school plan and become future leaders.
- Numerous Bank employees taught the Money Smart financial literacy curriculum to students in an after-school program at an Ypsilanti community center.

Community Needs Interviews

In the course of development of the previous CRA Strategic Plan, University Bank engaged independent consultant Kim Kuhle of Omaha, Nebraska to perform a series of verbal interviews of community contacts with business and community leaders in the Washtenaw County AA during August 2020. Because these interviews were conducted within the past five years, the Bank believes the views shared regarding affordable housing, financial education, and financial literacy are still applicable to the current environment. In fact, the Bank believes the need for affordable housing is even greater given the low housing inventory created by the rise in mortgage interest rates as discussed below.

Overview and Methodology

Contacts were selected based on input from bank staff and a review of active associations and not-for-profit entities operating in the AA and focused on meeting community needs considered in the community development context of the CRA. Each identified community contact was interviewed by the independent consultant to assist in identifying outstanding needs within the AA that may be addressed via this Strategic Plan. Results from these interviews were included in a summary notation to University Bank and a brief summary of each contact and the results of this process are detailed below.

Community Contacts

Ann Arbor SPARK – Phil Santer

Ann Arbor SPARK is an economic development organization for the Ann Arbor area with a focus on helping companies grow, connecting job seekers to new opportunities, and supporting millions in investments in local businesses.

Economic Development Commission of the City of Ann Arbor – Peter Long

The Economic Development Corporation of the City of Ann Arbor was formed under Michigan's Economic Development Corporation Act in 1978. Its purpose is to assist in the attraction, relocation, retention and expansion of profit and non-profit organizations which provide

employment and which are considered desirable and beneficial to the City. It has carried this out primarily by its issuance of tax-exempt revenue bonds. This has permitted borrowers to realize substantial savings in financing costs due to the difference between taxable and tax-exempt interest rates.

Michigan Small Business Development Center – Charlie Penner

The ‘SBDC’ provides business planning and technical support services to emerging businesses in the Ann Arbor region.

Shelter Association of Washtenaw County – Daniel Kelly, Alisha Lon

The Shelter Association of Washtenaw County provides temporary shelter and connections to services in a safe and caring environment and works with the community to allocate the necessary resources to meet the needs of people who are experiencing homelessness. The Association serves nearly 1,200 adults experiencing homelessness each year.

Ann Arbor Housing Commission – Jennifer Hall

Ann Arbor Housing Commission seeks to provide desirable housing and related supportive services for low-income individuals and families on a transitional and/or permanent basis. AAHC partners with housing and service providers to build healthy residential communities and promote an atmosphere of pride and responsibility.

United Way of Washtenaw County – Pamela Smith, Ugbaad Kenyan

The United Way provides funding for nonprofits that, in turn, provide basic social services to low- and moderate-income people.

Summary of Interview Results

The independent verbal interviews performed by Ms. Kuhle during August 2020 identified access to affordable housing as the greatest extant need within the Washtenaw County AA. Strong economic performance in the AA in recent years and high levels of existing development have resulted in significantly increasing home prices; a trend which has been further exacerbated by inflation in home prices and associated housing inputs such as materials costs. Stocks of affordable housing are limited in the AA and new development and rehabilitation activity has been outpaced by demand for affordable housing supply. A secondary need identified via the interview process was access to financial education and financial literacy programs. Respondents indicated that within low-to-moderate income communities, financial literacy remains low, and many persons are unaware of the programs available from financial institutions and other entities, indicating that opportunities for expanding outreach programs in the AA exist.

Plan Overview and Methodology

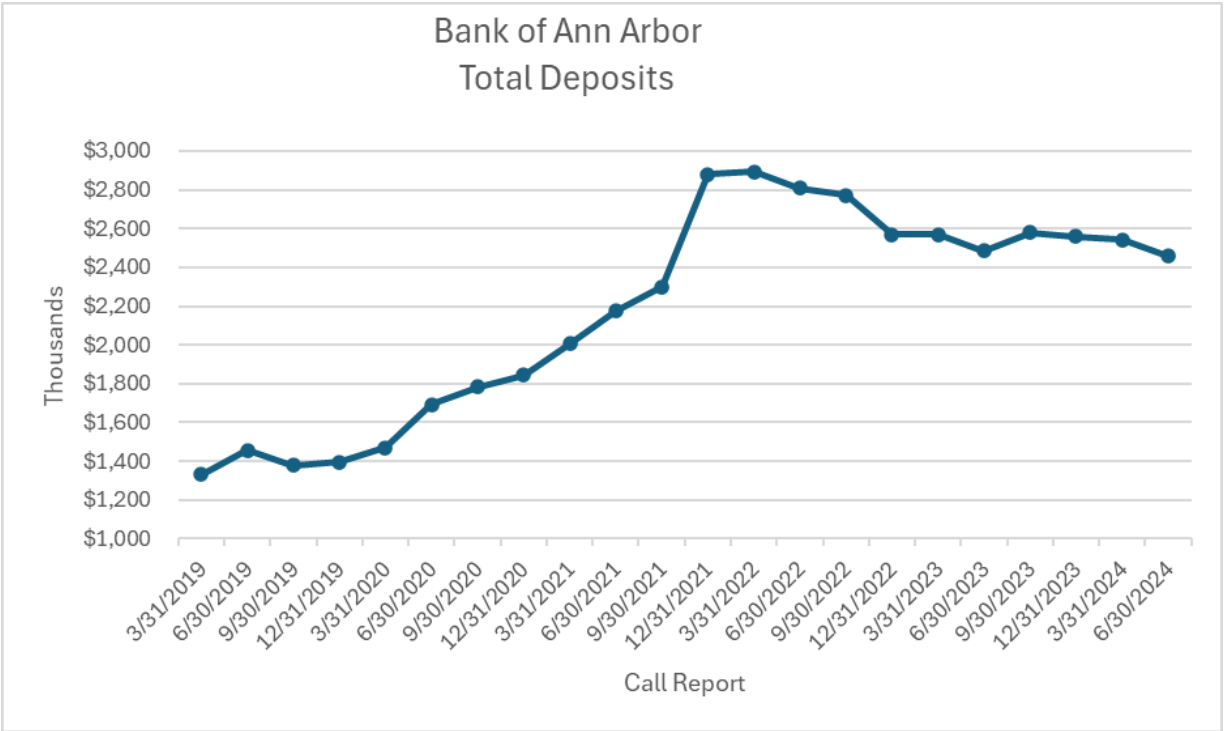
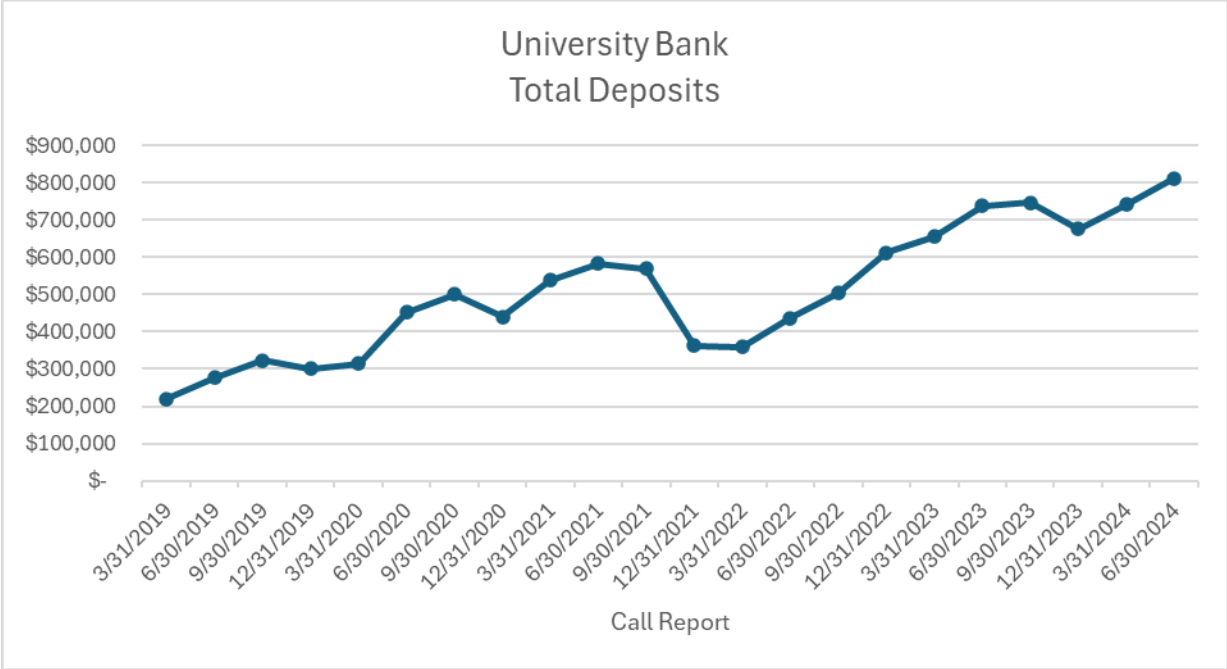
This CRA Strategic Plan has been established in accordance with the following rationale and methodology:

Overview and Rationale

Based on the unique business model of University Bank and its affiliated entity detailed above, the Bank derives a substantial majority of deposits from outside the local AA via the mortgage origination and mortgage servicing activities undertaken directly by the Bank and indirectly via its affiliate UIF. This business model presents unique challenges with respect to CRA performance as the associated deposits are not derived from consumers, businesses, and other entities living or operating in the Ann Arbor AA, but rather are received from consumers throughout the nation in connection with mortgage servicing activities such as payment processing, remittance and escrow account administration. As these deposits are not locally derived through normal business operations, an imbalance is created between the Bank's local community banking business activities and these nationwide services. The Bank's asset size is primarily derived from its substantial mortgage business operations and is not reflective of the Bank's community banking operations. In contrast to traditional commercial banks of comparable asset size, University Bank maintains a smaller branch footprint, has fewer commercial or retail lending staff, and generally supports a smaller operational footprint within the AA, which diminishes the capacity of the Bank to generate comparable levels of activity in the AA based on this more limited presence and local business activity.

Another significant consideration pertains to the nature of the Bank's deposit sources. Mortgage subservicing activity is highly cyclical with respect to continuous inflows and outflows of cash deposits. Large transactional inflows derived from refinancing or home sales events occur unevenly throughout the year, as do new home purchase transactions and corresponding increases in servicing activities. Other events, such as payments of property taxes for administered escrow accounts, also tend to be disproportionately concentrated in specific months of a given year. Coupled with the cycle of remittances of received payments or mortgage payoffs to the underlying investors that own mortgage-backed securities, the Bank routinely experiences significant variations in cash deposits throughout a given year, creating a fluctuating deposit base that cannot be utilized in the same proportion for direct lending activities in contrast to deposit sources that traditionally comprise the majority of deposit portfolios among the Bank's AA peers. In addition, monthly deposit flows are significant, with month-end cash deposits significantly higher than the monthly average.

To illustrate this cyclicity, charts from FFIEC Uniform Bank Performance Reports were extracted for University Bank and the Bank of Ann Arbor, which is a more conventional commercial bank operating in the Ann Arbor, MI AA. As indicated in the charts below, University Bank experienced a greater level of volatility in deposit volumes in contrast to a more traditional area competitor based on the business model factors discussed above.



Based on these considerations, this Strategic Plan will formulate goals focused upon perceived community needs, historic bank performance, and peer performance. To formulate objective performance goals, we have determined that the most reasonable metric available to establish annual goals will utilize an analysis of historical, peer, and/or aggregate performance within the AA of the Bank for the prior performance year. Where practicable, metrics such as a percentage of loan volume targeted to low-to-moderate income persons or other comparable metrics will be used in preference to a static plan goal; however, static goals may be utilized where aggregate or peer performance is unavailable or inconclusive. Individual goals will generally be established based upon several factors, including: (1) historic performance of the Bank, (2) peer performance, (3) apparent community needs, (4) projected capacity of the Bank to meet the performance goal based on current business activities and market conditions.

Methodology

For each Plan Year, the Bank will be assessed in its AA based on six measurable goals: (1) Lending to Low-to-moderate (LMI) Borrowers for HMDA-reportable transactions, (2) Lending in LMI Geographies for HMDA-reportable transactions, (3) Lending meeting the ‘community development’ definition, (4) Investments meeting the ‘community development’ definition, (5) Donations or grants meeting the ‘community development’ definition, and (6) Services / Service Hours meeting the ‘community development’ definition. These measurable goals will be combined in the methods detailed below to ultimately determine the Bank’s CRA Performance Evaluation rating. Performance for University Bank, as well as any eligible affiliated entities, will be considered when evaluating performance in the defined AA, which is comprised of the entirety of the Ann Arbor, Michigan Metropolitan Statistical Area, which is also presently equivalent to the entirety of Washtenaw County, Michigan.

Measurable Goals

With respect to each plan goal detailed below, performance targets will be established at the beginning of each Plan Year using data from the end of the previous year as a performance guide, as applicable. Plan goals will be displayed for the baseline ‘Satisfactory’ rating as well as the ‘Outstanding’ rating, although individual ratings for plan goals will be dependent on the relative percentage to which that goal was achieved (e.g., achieving 110% of the baseline goal will result in a ‘High Satisfactory’ rating as further detailed below).

Goal Attainment

When assessing attainment of performance goals, goals will be deemed to be satisfied in the event the targeted percentage of average assets or other quantitative goal is met or exceeded. As noted above, performance goals will include activity from Bank affiliates occurring within the defined AA. The Bank’s CRA Lending, CD Investment and CD Services Performance Goals will be measured using a points system. The following chart lays out the scoring system for the CRA performance activity. It assigns points based on the percentage of Plan Goal achieved multiplied by the tier point multipliers. Tier levels are utilized in the plan to provide a mechanism to ‘weight’ different plan goals based upon the importance of the goal relative to community needs and the degree to which the goal complements the Bank’s business model, enhancing the capacity of the Bank to demonstrate strong performance in that area.

Plan Goals: Points Matrix		
Ratings	Base Value	Definition
Outstanding	12	120% of PG*
High Satisfactory	9	110% of PG
Satisfactory	6	100% of PG ⁵
Low Satisfactory	4	90% of PG
Needs to Improve	2	80% of PG
Substantial Noncompliance	0	< 80% of PG

*PG = Plan Goal

As discussed above, the base points assigned for each rating is multiplied by the tier ranking assigned to each plan goal. For example, a ‘Tier 1’ plan goal will have a point range of 0 – 18 points based on the 1.5x multiplier applied to that goal.

Goal Level: Point Multipliers	
Tier 1	1.5x
Tier 2	1.0x
Tier 3	0.5x

The following table summarizes the total points from all defined plan goals needed to achieve a given rating. Total points represent the aggregate total from all plan goals calculated using the methodology discussed above, which is inclusive of goal Tier Levels and associated multipliers. As noted in this table, the ‘Satisfactory’ rating is subdivided into several sub-categories to provide greater delineation of the Bank’s performance and to better align with existing regulatory methodologies for grading CRA performance.

Overall Rating - Required Goal Scores	
Ratings	Total Pts to Earn
Outstanding	60+
Satisfactory	36 - 59
Needs to Improve	18 - 35
Substantial Noncompliance	< 18

See *Appendix A* for illustrative examples as to the performance of this rating system under various performance scenarios.

⁵ 100% of the Plan Goal represents the baseline scenario for performance. Actual performance falling under this baseline will receive a lesser rating, while performance sufficiently in excess of this threshold will receive a higher rating.

Peer Selection

As discussed in the Assessment Area Analysis & Performance Context of this Plan, University Bank has a very limited number of similarly situated institutions in the AA. University Bank’s business model as a multi-state secondary market originator and the comparatively diminished size and complexity of local community bank operations within the market result in a scenario where we have been able to identify no highly comparable peers within the AA; however, we have endeavored to identify a limited number of peer institutions that have an established branch presence in the AA, are locally-controlled, and engage in business activities in competition with University Bank within the AA.

Peer Institution Survey				
Institution	Total Assets (12/31/2023)	Main Office	Last CRA Exam Type	Last Exam Date
University Bank	909,718	Ann Arbor, MI	ISB	08/19/2024
<i>Intermediate Small Bank PE Institutions</i>				
Northstar Bank	923,300	Bad Axe, MI	ISB	02/06/2023
Chelsea State Bank*	403,647	Chelsea, MI	ISB	02/26/2024
<i>Other Regional Institutions Evaluated</i>				
Bank of Ann Arbor	3,087,990	Ann Arbor, MI	LB	03/01/2022

* Based on a search of the CFPB's HMDA data products, Chelsea State Bank began HMDA reporting in 2023. For this reason, Chelsea will not be used as a peer for HMDA reporting based goals, but it may be significant for these purposes in future performance analyses. It will be used as a peer for other Plan goals..

As indicated in the table above, the only peer in a comparable total asset size range with the Bank was Northstar Bank. Although that bank has additional branch locations outside of the AA, Northstar Bank also maintains a single branch location in the AA (this location services approximately 2x the deposit base of University Bank within the AA). As indicated by the table below, Northstar Bank is not a best fit peer with respect to that bank’s mortgage origination activities; however, it was retained as a peer institution based on asset size and presence within the market. Bank of Ann Arbor is considerably larger than the Bank and has a greater established local market presence with regard to locally held deposits and branch infrastructure but generated comparable levels of mortgage production activity. Chelsea State Bank operates its main office in Chelsea, Michigan and two branch locations in Chelsea and Dexter, Michigan. It is roughly half the size of University Bank based on total assets. As noted above, Chelsea State Bank did not appear to begin reporting HMDA data until 2023. Therefore, Chelsea will not be used as a peer for HMDA-reporting-based goals, but it may be significant for these purposes in future performance analyses. It will be used as a peer for other Plan goals.

The table below summarizes the HMDA lending activity of each peer in the selected AA:

HMDA Reported Loan Activity in AA		
Lender	Year	Loans Originated
University Bank⁶	2019	\$3,774,000
	2020	\$1,323,000
	2021	\$2,366,000
	2022	\$23,363,000
	2023	\$58,889,000
	Subtotal	
UIF (bank subsidiary)	2019	\$660,000
	2020	\$789,000
	2021	\$2,504,000
	2022	\$3,463,000
	2023	\$933,000
	Subtotal	
ULG (bank subsidiary)	2019	\$78,358,000
	2020	\$235,947,000
	2021	\$173,180,000
	2022	\$71,318,000
	2023	N/A
	Subtotal	
MLS (bank subsidiary)	2019	\$10,223,000
	2020	\$8,094,000
	2021	\$1,031,000
	2022	N/A
	2023	N/A
	Subtotal	
University Bank + Subsidiaries Total	2019	\$93,015,000
	2020	\$246,153,000
	2021	\$179,081,000 ⁷
	2022	\$98,144,000
	2023	\$59,822,000
	University Bank + Subsidiaries Total	
Bank of Ann Arbor	2019	\$54,470,000
	2020	\$151,185,000
	2021	\$95,540,000
	2022	\$41,545,000
	2023	\$35,320,000
	Bank of Ann Arbor Total	

⁶ Includes ULG originations after September 2022 reorganization. 2021 and 2022 UB volumes do not match HMDA reported loans as 2021 excludes \$5,749,000 of loans purchased from ULG, which are reflected as originated by ULG. 2022 excludes \$25,435,000 of loans purchased from ULG, which are reflected as originated by ULG.

⁷ Total dollar amount for 2021 loans differs from other calculations of this year's total due to rounding.

Chelsea State Bank		
	2019	-----
	2020	-----
	2021	-----
	2022	-----
	2023	\$3,165,000
Chelsea State Bank Total		\$3,165,000
Northstar Bank		
	2019	\$5,200,000
	2020	\$9,310,000
	2021	\$11,710,000
	2022	\$9,890,000
	2023	\$5,410,000
Northstar Bank Total		\$41,520,000
Grand Total		\$1,134,343,000

Other institutions surveyed during the analysis of HMDA lending activity for the analysis period that had comparable mortgage origination volume were not apparently suitable peers based on factors such as the size of the institution (e.g., large national or international banks), the type of institution (e.g. non-bank mortgage originator), or the lack of any branch presence in the AA (e.g. institutions only operating loan production offices in the AA).

Plan Changes and Contingencies

The Strategic Plan will operate based on a five-year plan term. This term may be amended in the future based on the strategic needs of the Bank. As discussed above, plan performance goals are to be established and take effect at the beginning of each new plan term based on conditions immediately preceding the commencement of the new plan term. Performance goals will be based upon static dollar volume or other quantitative targets for each given term suitable to the character of the plan goal (e.g., employee count for service hour goals).

Due to the nature of the Bank’s mortgage-focused business model, prevailing macroeconomic conditions, including the interest rate policy pursued by the Federal Reserve Board, have a significant impact upon the transaction volumes of the Bank’s secondary market mortgage origination and subservicing subsidiaries. As experienced during and in the aftermath of the 2008 Financial Crisis, the 2020 Pandemic, and the 5.25% increase in the Federal Funds rate from 2022 to 2023 (contributing to increased mortgage rates and slowing in home buying/refinancing), economic crises or other comparable disruptions can materially change market conditions that may preclude the achievement of the plan goals established and believed to be reasonably achievable at the onset of a given plan term. In the event that market conditions substantially impact the capacity of the Bank to achieve stated goals, the Bank will proactively work with the Federal Deposit Insurance Corporation to amend the Plan as needed in order to ensure that goals are reasonably achievable based on current conditions.

Alternative Evaluation

If University Bank fails to meet the strategic plan goals outlined below for a “Satisfactory” rating, the Bank elects to be evaluated under the examination methodology that would otherwise be in

effect based upon the Bank's asset size and the current CRA examination procedures (e.g., Intermediate Small Bank methodology).

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Plan Performance Goals

The following performance goals have been defined based on the performance context, AA profile, historic performance of the Bank, and outstanding credit needs of the community in the defined AA.

Performance Goal 1: HMDA Lending to LMI Borrowers

Goal Summary: The Bank expects to achieve its measurable LMI lending goals through the origination and/or purchase of HMDA loans originated in the Ann Arbor, MI MSA AA. This goal will be based on a targeted percentage of total HMDA loans originated within the AA going to low- or moderate-income individuals based on borrower income levels.

Goal Targets: Based on the Bank’s projected asset size and financial situation, the Bank has established the following measurable lending goals. The goals have been stated as a percentage of our total originated HMDA loans in terms of lending goal to low-to-moderate income borrowers. The Bank has chosen to tie its goal to a percentage of its total HMDA loans and a concrete and measurable volume for performance that is supported via peer and aggregate analysis. The Bank’s measurable goals are set at a level that should be sustainable, depending on the relevant economic conditions at that time.

Plan Goal 1: LMI HMDA Loans as a percentage (%) of Total HMDA Loans* in AA (only low- to moderate-income borrowers) by Dollar Volume	
Satisfactory	Outstanding
20.3%	24.4%

* Determined in conjunction with an overall HMDA loan volume further detailed below.

Goal Rationale:

As indicated by the income and wealth demographics of the AA and from the results of the independent Community Needs Interviews commissioned by the Bank, access to and support for affordable housing is the greatest extant need within the AA among all income demographics, but with particular reference to low-to-moderate income households.

Percent of Loans to LMI Borrowers

To determine the Bank’s goal for percentage of loans to LMI borrowers, the Bank evaluated five-year historic performance data for the Bank, selected peers, and aggregate performance. These results are summarized in the following table:

Selected Peer Group & Aggregate Performance Lending to LMI Borrowers % of Total Loans by Dollar Volume 2019 – 2023 Averages			
Institution	Low Income	Moderate Income	Total
University Bank	5.6%	18.0%	23.7%
Selected Peers			
Bank of Ann Arbor	2.9%	11.4%	14.3%
Chelsea State Bank*	N/A	N/A	N/A
Northstar Bank*	N/A	N/A	N/A
Aggregate Performance ⁸	4.7%	15.7%	20.3%

Source: County-level HMDA data from the CFPB Data Browser (<https://ffiec.cfpb.gov/data-browser>) for Washtenaw County, Michigan. Totals may be slightly off due to rounding.
*Chelsea State Bank began reporting HMDA loans in 2023 and Northstar Bank reported few owner-occupied loans in the assessment area over the five-year period. Therefore, neither institution will be used as a peer for HMDA lending purposes.

As noted in the table above, Chelsea State Bank and Northstar Bank were excluded from the peer analysis as Chelsea began HMDA reporting in 2023 and Northstar had few owner-occupied HMDA loans over the five-year period. This left Bank of Ann Arbor as the remaining peer for HMDA lending comparative purposes. Based on the historic performance data for the Bank and Bank of Ann Arbor, satisfactory performance for this Plan Goal will be achieved by attaining the five-year historic aggregate performance of 20.3% of loans to LMI borrowers as identified above and subject to the lending volume discussed below.

Lending Volume

In addition to a goal for percent of loans to LMI borrowers, Plan Goal 1 also incorporates a goal for lending volume. Performance goals for lending volume previously have been designated based on historic lending volume performance in the Ann Arbor MSA Assessment Area. This volume has been turbulent over the past five years.

Historic Lending Volume in the Assessment Area

As summarized in the table below and the narrative that follows, the Bank’s lending volume substantially fluctuated over the past five years.

Historic Lending Volume in AA 2019 - 2023	
Year	Total
2019	\$95,015,000
2020	\$246,152,000
2021	\$179,082,000
2022	\$ 98,144,000
2023	\$ 59,822,000

⁸ Adjusted for relative dollar volume. This calculation is calculated for the total number of low- or moderate-income loans originated by the Bank and Bank of Ann Arbor relative to the total loans originated by both institutions. It is not a simple average of the individual LMI performance figures. Excludes Chelsea State Bank and Northstar Bank.

Mortgage Market 2020-2021

In 2020, the mortgage market experienced an unprecedented boom attributable to the convergence of multiple factors affecting potential homebuyers and sellers. These factors included the following:

- **Ultra-low Interest Rates**
Amid massive economic uncertainty at the outset of the COVID-19 pandemic, the Federal Reserve dropped the Federal Funds Benchmark Interest Rate in March 2020 to 0.25% for the first time since the end of 2015. Moreover, this rate dropped rapidly, from 1.75% to 0.25% within 15 days from February to March 2020, quickly lowering the cost of borrowing across the US. The benchmark rate had been at 2.5% as recently as June 19, 2019. This set the stage for a refinance boom in the US as the average interest rate on a 30 year fixed rate mortgage fell to 3% and even lower from March 2020 through the end of 2021, when rates began rising again. This period of ultra-low rates is the lowest that has been reported since this data began being published in 1971.
- **Refinance Boom**
The ultra-low interest rates allowed millions of homeowners to benefit from refinancing their home mortgages, as they had the opportunity to lock in interest rates well below recent and historical average levels and save hundreds of dollars or more per month on mortgage interest. Refinance applications spiked as the Federal Reserve rapidly cut its benchmark interest rate and remained elevated for much of the next two years as average interest rates remained extremely low by historical standards. This boom accelerated activity in the refinance market and could potentially affect the refinance market for years to come, as the pool of potential refinance applicants was shrunk by this massive spike in refinance activity in 2020 and 2021.
- **Work-from-home Boom**
During the COVID pandemic, millions of white-collar workers shifted to remote work as employers tried to stay productive despite shelter-in-place orders and widespread business closures in many areas of the country. In many cases, this shift towards remote work was pronounced permanent, lessening pressure on employees to remain tethered to the cities where their work offices were located. Many such employees relocated to areas where housing was cheaper, and with the cheap financing available through ultra-low interest rates, they were able to secure mortgages on desirable properties. This unprecedented freedom in choice of living location brought a surge in demand and buying power to previously less-popular areas, leading to bidding wars and spiking home prices in different areas of the US.
- **Financial Assistance**
During the COVID pandemic, federal student loan payments were placed into forbearance, putting hundreds or even thousands of dollars per month back into the pockets of some consumers. The US government also issued several stimulus payments to the population during this time. While temporary, this increase in spending power allowed consumers to feel comfortable dedicating more income towards a mortgage payment, decreasing

concerns about the affordability of mortgages, particularly when combined with the historically low interest rates that were available during the pandemic.

Mortgage Market 2022 to present

In 2022, inflation began to rise, prompting a change to monetary policy and an increase in the Federal Funds rate. From 2022 through 2023, the Federal Funds rate increased 5.25%, contributing to an increase in mortgage interest rates. During this period, mortgage interest rates rose to a 40-year high. This was coupled with a high percentage of homes financed at low interest rates in 2020 through 2021. Statistics derived from the Federal Housing Finance Agency’s National Mortgage Database as of the first quarter of 2024 shows 85.7% of mortgaged homeowners have a rate below 6%; 76.1% have a rate below 5%; 57.4% have a rate below 4%, and 22% have a rate below 3%. Higher interest rates and the significant number of homeowners in ultra-low-interest-rate mortgages have influenced consumers to remain in an existing home versus purchasing another home at a higher mortgage rate for the foreseeable future. This in turn has resulted a tremendous drop in housing inventory. The result has been a massive slow-down in home buying and home refinancing and a mortgage industry downturn which continued through third-quarter 2024 with an unknown duration.

Plan Goal Lending Volume in the Assessment Area

Due to the mortgage industry turbulence over the past five years, the Bank believes using historic lending volume to establish this Plan’s volume goal as its previous Strategic Plan did, incorporates volatility and is not necessarily predictive of the next five years. The Bank finds it more reasonable to establish a Lending Volume Goal based on its average historic market share of the total HMDA reported lending volume in the Ann Arbor MSA and the most-current Ann Arbor MSA HMDA reported lending volume data.⁹

To obtain its historic market share, the Bank compiled HMDA reported data from 2019 to 2023 to determine its five-year average share of total Ann Arbor MSA HMDA reported lending in dollars. To counter volatility in this data due to the factors discussed above, the highest and lowest market shares years (2020 and 2023) were excluded to derive a more-balanced average market share as reported in the table below:

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⁹ HMDA reported data includes originated and purchased loans.

Year	Total Ann Arbor MSA HMDA Reported Lending Volume \$(000s)	University Bank Ann Arbor MSA HMDA Reported Lending Volume \$(000s)	University Bank Market Share of Ann Arbor MSA HMDA Reported Lending %
2019	2,864,240	93,015	3.3
2020	4,862,865	246,152	5.1
2021	4,904,290	179,082	3.7
2022	2,697,745	98,144	3.6
2023	2,066,235	59,822	2.9
Total all years	17,395,375	676,215	3.9
Total excluding highest and lowest % market share years 2020 and 2023	10,466,275	370,241	3.5

The Bank’s adjusted average market share of the Ann Arbor MSA HMDA reported lending was 3.5%. Therefore, the Bank will set its Lending Volume Goal at 3.5% of the Ann Arbor MSA HMDA reported lending volume (MSA Volume). This will hold the Bank accountable for maintaining its historic market share, while accounting for market volume fluctuations.

HMDA data does not typically become publicly available until April or May of the following year. Therefore, the Bank will use HMDA reported volume from two calendar years prior to calculate a Benchmark Volume for its lending for the first half of each year (or longer if HMDA reported loan data availability is delayed). This Benchmark Volume will be calculated as one-half of the HMDA reported volume from two calendar years prior multiplied by 3.5% as illustrated below for 2025:

$$\text{Benchmark Volume} = (2023 \text{ Ann Arbor MSA HMDA Reported Lending Volume} / 2) * .035$$

When HMDA data becomes available for the previous calendar year, the Bank will take one-half of this volume multiplied by 3.5% and add the Benchmark Volume to determine the Lending Volume Goal for a Plan Year as illustrated below for 2025:

$$2025 \text{ Lending Volume Goal} = \text{Benchmark Volume} + [(2024 \text{ Ann Arbor MSA HMDA Reported Lending Volume} / 2) * .035]$$

The Bank will seek to achieve the Lending Volume Goal as calculated above for each Plan Year.

In the event lending for a Plan Year falls below the Lending Volume Goal, the Bank may still attain “low satisfactory” or “needs to improve” levels of performance as outlined below.

Plan Goal 1 Lending Volume Below Lending Volume Goal		
Percent of Lending Volume Goal	Percent of LMI HMDA Loans	Rating
90%	20.3% or higher	Low Satisfactory
80%	20.3% or higher	Needs to Improve

If the Bank fails to achieve 80% or 90% of the Lending Volume Goal and the percentages of LMI HMDA loans listed above, it will receive zero points for this goal. If the Bank does not achieve at least 80% of the Lending Volume Goal for a Plan Year, it will receive zero points for Goal 1, regardless of its percent of LMI HMDA loans.

Goal 1 Methodology

The performance for Goal 1 will be calculated by multiplying the volume of loans in the AA (in dollars) by the percentage (in dollars) of LMI HMDA loans. A HMDA loan volume at or higher than the Lending Volume Goal multiplied by the percent of LMI HMDA loans will result in the applicable rating listed on page 27 above. In the event the total origination volume falls below the volume goal, then production volumes at the levels listed in the table immediately above will result in corresponding less-than-satisfactory performance if the percent of LMI HMDA loans is 20.3% or higher. Volume below 80% of the Lending Volume Goal will result in zero points for Goal 1.

Goal Context

In the context of this Plan, the Bank has elected to establish plan goals based on achieving a targeted percentage of overall lending to LMI borrowers to accommodate changing economic conditions. High levels of potentially sustained inflation, record levels of federal debt and spending, and significant demand and supply issues in the economy create high levels of uncertainty as to future economic performance that make estimates as to growth or contraction equally difficult in nature. In addition, the Bank anticipates no significant changes in its business model in the AA during the performance period that would significantly affect the structure, portfolio composition, branch network, or personnel of the Bank.

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Performance Goal 2: HMDA Lending in LMI Geographies

Goal Summary: The Bank expects to achieve measurable lending goals through the origination and/or purchase of HMDA loans originated in the Ann Arbor, MI MSA AA. This goal will be based on a targeted percentage of total HMDA loans going to low- or moderate-income geographies based on the income designation of each tract in the AA.

Goal Targets: The Bank will seek to originate the following volume of HMDA-reportable mortgage loans in the defined AA. The goal has been stated as a percentage of the Bank’s total originated HMDA loans within low-to-moderate income census tracts. The Bank has chosen to tie this goal to a percentage of total HMDA loans to establish a concrete and measurable threshold for performance that can be supported via peer and aggregate analysis. The Bank’s measurable goals are set at a level that should be sustainable, depending on the relevant economic conditions at that time.

Plan Goal 2: LMI HMDA Loans as a percentage (%) of Total HMDA Loans* in AA (only low- to moderate-income tracts) by Dollar Volume	
Satisfactory	Outstanding
15.3%	18.4%

* Determined in conjunction with an overall HMDA loan volume further detailed below

Goal Rationale:

Performance Goal 2 builds upon performance Goal 1 to ensure that not only does the Bank extend a reasonable amount of credit to support access to affordable housing to LMI borrowers in the Ann Arbor AA, but also to support the goal of supporting geographies (i.e., census tracts) in Washtenaw County that are assigned a low-to-moderate income designation based on census and FFIEC data to ensure that persons in historically disadvantaged or less affluent areas of the community have meaningful access to fair and equitable credit products.

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Percent of Loans to LMI Tracts

To determine the Bank’s goal for percentage of loans to LMI tracts, the Bank evaluated five-year historic performance data for the Bank, selected peers, and aggregate performance. These results are summarized in the following table:

Selected Peer Group & Aggregate Performance			
Lending to LMI Tracts			
% of Total Loans by Dollar Volume			
2019 – 2023 Averages			
Institution	Low Income	Moderate Income	Total
University Bank	5.0%	10.0%	15.0%
Selected Peers			
Bank of Ann Arbor	7.9%	8.1%	15.9%
Chelsea State Bank*	N/A	N/A	N/A
Northstar Bank*	N/A	N/A	N/A
Aggregate Performance ¹⁰	6.0%	9.3%	15.3%

Source: County-level HMDA data from the CFPB Data Browser (<https://ffiec.cfpb.gov/data-browser>) for Washtenaw County, Michigan. Totals may be slightly off due to rounding.

*Chelsea State Bank began reporting HMDA loans in 2023 and Northstar Bank reported few owner-occupied loans in the assessment area over the five-year period. Therefore, neither institution will be used as a peer for HMDA lending purposes.

As noted in the table above, Chelsea State Bank and Northstar Bank were excluded from the peer analysis as Chelsea began HMDA reporting in 2023 and Northstar had few owner-occupied HMDA loans over the five-year period. This left Bank of Ann Arbor as the remaining peer for HMDA lending comparative purposes. Based on this historic performance data for the Bank and the Bank of Ann Arbor, satisfactory performance for this Plan Goal will be achieved by the Bank attaining the five-year historic aggregate performance of 15.3% of loans to LMI tracts as identified above and subject to the lending volume discussed below.

Lending Volume

In addition to a goal for percent of loans to LMI tracts, Plan Goal 2 also incorporates a goal for lending volume. Performance goals for lending volume previously have been designated based on historic lending volume performance in the Ann Arbor MSA Assessment Area. This volume has been turbulent over the past five years.

Historic Lending Volume in the Assessment Area

Like the rationale for Goal 1, the Bank analyzed its five-year historic performance and the distribution of loans within the AA between 2019 and 2023. As discussed in Goal 1 above, and illustrated in the table below, the Bank’s lending volume substantially fluctuated over the past five years for the reasons discussed above in Goal 1.

¹⁰ Adjusted for relative dollar volume. This calculation is calculated for the total number of low- or moderate-income loans originated by the peer group relative to the total loans originated by peers. It is not a simple average of the individual peer LMI performance figures. Excludes Chelsea State Bank and Northstar Bank.

Historic University Bank Lending Volume in AA 2019 - 2023	
Year	Total
2019	\$95,015,000
2020	\$246,152,000
2021	\$179,082,000
2022	\$ 98,144,000
2023	\$ 59,822,000

Plan Goal Lending Volume in the Assessment Area

Due to the mortgage industry turbulence over the past five years and as noted above for Goal 1, the Bank believes using historic lending volume to establish this Plan’s volume goal as its previous Strategic Plan did, incorporates volatility and is not necessarily predictive of the next five years. As detailed for Goal 1, the Bank will seek to achieve a Lending Volume Goal of 3.5% of the total Ann Arbor MSA HMDA reported lending volume (MSA Volume), which shall be calculated as was illustrated above for Goal 1. This will hold the Bank accountable for maintaining its historic market share, while accounting for market volume fluctuations.

In the event lending for a Plan Year falls below the Lending Volume Goal, the Bank may still attain “low satisfactory” or “needs to improve” levels of performance as outlined below.

Plan Goal 2 Lending Volume Below Lending Volume Goal		
Percent of Lending Volume Goal	Percent of LMI Tract Loans	Rating
90%	___ 15.3% or higher	Low Satisfactory
80%	___ 15.3% or higher	Needs to Improve

If the Bank fails to achieve 80% or 90% of the Lending Volume Goal and the percentages of LMI tract loans listed above, it will receive zero points for this goal. If the Bank does not achieve at least 80% of the Lending Volume Goal for a Plan Year, it will receive zero points for Goal 2, regardless of its percent of LMI tract loans.

Goal 2 Methodology

The performance for Goal 2 will be calculated by multiplying the volume of loans in the AA (in dollars) by the percentage (in dollars) of loans in LMI tracts. A HMDA loan volume at or higher than the Lending Volume Goal multiplied by the percent of loans to LMI tracts will result in the applicable rating listed on page 27 above. In the event the total origination volume falls below the target volume, then production volumes at the levels listed in the table immediately above will result in corresponding less-than-satisfactory performance if the percent of loans to LMI tracts is 15.3% or higher. Volume below 80% of the Lending Volume Goal will result in zero points for Goal 1.

Goal Context

In the context of this Plan, the Bank has elected to establish plan goals based on achieving a targeted percentage of overall lending in LMI tracts to accommodate changing economic conditions. High levels of potentially sustained inflation, record levels of federal debt and spending, and significant demand and supply issues in the economy create high levels of uncertainty as to future economic performance that make estimates as to growth or contraction equally difficult in nature. In addition, the Bank anticipates no significant changes in its business model in the AA during the performance period that would significantly affect the structure, portfolio composition, branch network, or personnel of the Bank.

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Performance Goal 3: Community Development Loans

Goal Summary: Achieve a designated dollar volume of loans meeting the CRA’s community development definition originated in the Ann Arbor, Michigan MSA AA.

Goal Targets: For the 2025-2029 plan years, the Bank will seek to originate a designated dollar volume of loans expressed as a percentage of average total assets in the defined AA of Ann Arbor, Michigan MSA. Additional lending on a regional or statewide basis, as otherwise allowed by Part 345 or the FFIEC CRA FAQs, may be included in this performance goal if community development lending activity inside the AA is sufficient to achieve a ‘satisfactory’ rating.

Plan Goal 3: Community Development Lending (as % of Avg. Total Assets)			
Plan Year	Satisfactory	Outstanding	Tier
2025	.40%	.48%	2
2026	.40%	.48%	2
2027	.44%	.53%	2
2028	.44%	.53%	2
2029	.44%	.53%	2

* Plan goals are presented based on Average Total Assets (as defined in the Glossary) as of December 31 of the calendar year immediately preceding the Plan Year identified in this table.

Goal Rationale:

University Bank is committed to ensuring that the Bank maintains a strong level of lending in qualifying community development activities in the defined AA. In furtherance of this commitment, the plan goals above have been established based on the capacity of the Bank as demonstrated by historic performance in recent years and analysis of area peer performance.

Goal targets are in alignment with historic community development lending performance of the Bank and selected peer institutions, as indicated by the summary table below and are believed to be a strong commitment to continued community development activities in the AA.

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Peer Comparison: Community Development Loans					
Institution	Evaluation Period Covered by Last CRA Examination	Total CD Loans During Evaluation Period (\$000s)	Annualized CD Loans During Evaluation Period ¹¹ (\$000s)	Average Total Assets During Evaluation Period ¹² (\$000s)	Annual CD Loans/Average Total Assets ¹³ (%)
University Bank	1/1/2022-12/31/2023 (24 months)	9,947	4,973.5	607,441	.82
Bank of Ann Arbor	3/1/2018-9/7/2021 (42 months)	54,275	15,507	1,676,400	.93
Chelsea State Bank	11/12/2018-2/26/2024 (63 months)	30,400	5,790	360,733	1.61
Northstar Bank	8/6/2019-2/16/2023 (42 months)	39,172	11,192	741,927	1.51
Peer Average					1.35
Aggregated Average					1.22

As indicated in the table above, University Bank made community development loans totaling \$9,947,000 over a two-year time period, or approximately \$5.0MM on an annualized basis. The Bank’s average community development lending as a percent of Average Total Assets over two years was .82%, which is much higher than the goal established by the Bank’s previous CRA Strategic Plan of .30% of Average Total Assets for satisfactory performance.

Peer data for community development lending activity as a percent of Average Total Assets ranged from .93% for Bank of Ann Arbor to 1.61% for Chelsea State Bank. The average percent of CD lending of Average Total Assets for the Bank and its peers was 1.22%. While the Bank’s average percent of CD lending of Average Total Assets at .82% is lower than the peer average, it is comparable to Bank of Ann Arbor, which has 16 full service locations versus the Bank’s two locations. Moreover, the evaluation periods for peer banks included years in which Paycheck Protection Program (PPP) loans were originated in response to the COVID -19 pandemic and several years of lower interest rates as opposed to the Bank’s evaluation period of 2022 and 2023, in which interest rates increased. Indeed, continued higher interest rates contributed to a decrease in the Bank’s 2024 CD lending in the assessment area reflecting the greater difficulty to make CD loans at higher rates and the highly competitive market for CD loans. For these reasons, the Bank has set its CD lending goals higher than its previous Strategic Plan, but lower than the peer average. Therefore, the Bank established its goals for CD lending as a percent of Total Average Assets at set forth in the table above, with satisfactory performance at .40% for the first two years of this Strategic Plan and .44% for the remaining three years of the Plan.

¹¹ Total CD loans made during Evaluation Period/# of months covered by Evaluation Period*12 months
¹² Sum of the total assets reported on the quarterly call reports filed during the evaluation period/# of quarterly call reports filed during the evaluation period
¹³ Annualized CD Loans During the Evaluation Period/Average Total Assets During the Evaluation Period

In the context of this Plan, the Bank's plan goals defined as a percentage of average total assets will accommodate potential adjustment in the Bank's balance sheet from changing economic conditions. High levels of potentially sustained inflation, record levels of federal debt and spending, and significant demand and supply issues in the economy create high levels of uncertainty as to future economic performance that make estimates as to growth or contraction equally difficult in nature. In addition, the Bank anticipates no significant changes in its business model in the AA during the performance period that would significantly affect the structure, portfolio composition, branch network, or personnel of the Bank.

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Performance Goal 4: Community Development Investments

Goal Summary: Achieve a designated dollar volume of annual and cumulative investments meeting the CRA’s community development definition in the Ann Arbor, Michigan MSA AA.

Goal Targets: The Bank will seek to acquire a designated dollar volume of investments expressed as a percentage of average total assets in the defined AA of Ann Arbor, Michigan MSA. Additional investments on a regional or statewide basis, as otherwise allowed by Part 345 or the FFIEC CRA FAQs, may be included in this performance goal if community development investment activity inside the AA is sufficient to achieve a ‘satisfactory’ rating.

Plan Goal 4: Community Development Investments (as % of Avg. Total Assets)*					
Plan Year	Satisfactory		Outstanding		Tier
	Annual	Cumulative**	Annual	Cumulative**	
2025	0.40%	1.2%	0.48%	1.4%	1
2026	0.40%	1.4%	0.48%	1.7%	1
2027	0.40%	1.6%	0.48%	1.9%	1
2028	0.40%	1.6%	0.48%	1.9%	1
2029	0.40%	1.6%	0.48%	1.9%	1

* Plan goals are presented based on Average Total Assets (as defined in the Glossary) as of December 31 of the calendar year immediately preceding the Plan Year identified in this table.

** Cumulative investment activity will be calculated on the basis of a quarterly weighted average for each Plan Year. For example, if an investment had an outstanding balance of \$1MM as of quarter-end for 4 of 4 quarters in the Plan Year, then \$1MM will be contributed to the Cumulative Goal. If this \$1MM investment maintained the same balance as of quarter-end for 2 of 4 quarters and no balance for the remaining 2 quarters, the investment would contribute \$500,000 to the cumulative plan goal. Progress on this goal will be tracked based on the average of the outstanding balance of all current or prior year qualified investments as of the quarter-end date for each of the four quarters in the Plan Years.

Goal Rationale:

University Bank is committed to ensuring that the Bank maintains a strong level of investment in qualifying community development activities in the defined AA. In furtherance of this commitment, the plan goals above have been established based on the capacity of the Bank as demonstrated by historic performance in recent years and by peer performance in the AA.

Goal targets are in alignment with historic community development investment performance of the Bank and selected peer institutions, as indicated by the summary table below and are believed to be a strong commitment to continued community development activities in the AA.

Peer Comparison: Community Development Investments					
Institution	Evaluation Period Covered by Last CRA Examination	Total CD Investments During Evaluation Period (\$000s)	Annualized CD Investments During Evaluation Period ¹⁴ (\$000s)	Average Total Assets During Evaluation Period ¹⁵ (\$000s)	Annual CD Investments/Average Total Assets ¹⁶ (%)
University Bank	1/1/2022-12/31/2023 (24 months)	7,845	3,922	607,441	.65
Bank of Ann Arbor	3/1/2018-9/7/2021 (42 months)	8,978	2,565	1,676,400	.15
Chelsea State Bank	11/12/2018-2/26/2024 (63 months)	1,233	235	360,733	.07
Northstar Bank	8/6/2019-2/16/2023 (42 months)	2,046	585	741,927	.08
Peer Average					.10
Aggregated Average					.24

As indicated in the table above, University Bank made community development investments totaling \$7,845,000 over a two-year time period, or approximately \$3.9MM on an annualized basis. The Bank’s average community development investment as a percent of Average Total Assets over two years was .65%, which is higher than the goal established by the Bank’s previous CRA Strategic Plan of .50% of Average Total Assets for satisfactory performance.

Peer data for community development investment activity as a percent of Average Total Assets ranged from .15% for Bank of Ann Arbor to .07% for Chelsea State Bank. The average percent of CD investment of Average Total Assets for the Bank and its peers was .24%. The Bank’s CD investments as a percent of Average Total Assets at .65% is 6.5 times higher than the peer average and 2.7 times higher than the aggregated average. The previous goal of .5% for satisfactory performance was established without the benefit of using a peer average for CD investments as a percent of Average Total Assets, which would have better guided goal calibration. The fact that the Bank met this previous goal for the two-year evaluation period, is not conclusive that it was an appropriate target, especially when comparing peer performance using the same measurements. Accordingly, the Bank has chosen to slightly lower its CD investments as a percent of Average Total Assets, as outlined in the table above, to remain challenging at four times the peer average and 1.7 times the aggregated average and to better align with peer performance.

¹⁴ Total CD investments made during Evaluation Period/# of months covered by Evaluation Period*12 months

¹⁵ Sum of the total assets reported on the quarterly call reports filed during the evaluation period/# of quarterly call reports filed during the evaluation period

¹⁶ Annualized CD Investments During the Evaluation Period/Average Total Assets During the Evaluation Period

During assignment of a rating for this Plan Goal, examiners should assess performance under both the annual investment goals and the cumulative goals. In the event of different ratings between the annual and cumulative goals, the lesser of the respective ratings should be assigned for the Bank's overall performance for this Plan Goal.

In the context of this Plan, the Bank has elected to establish goals defined as a percentage of average total assets to accommodate potential adjustment in the Bank's balance sheet from changing economic conditions. High levels of potentially sustained inflation, record levels of federal debt and spending, and significant demand and supply issues in the economy create high levels of uncertainty as to future economic performance that make estimates as to growth or contraction equally difficult in nature. In addition, the Bank anticipates no significant changes in its business model in the AA during the performance period that would significantly affect the structure, portfolio composition, branch network, or personnel of the Bank.

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Performance Goal 5: Community Development Grants and Donations

Goal Summary: Achieve a designated dollar volume of grants and donations meeting the CRA’s community development definition in the Ann Arbor, Michigan MSA AA.

Goal Targets: The Bank will seek to provide a designated dollar volume of grants and donations expressed as a percentage of average total assets in the defined AA of Ann Arbor, Michigan MSA or on a regional or statewide basis as otherwise allowed by Part 345 or the FFIEC CRA FAQs.

Plan Goal 5: Community Development Grants & Donations (as % of Avg. Total Assets)*		
Satisfactory	Outstanding	Tier
0.010%	0.012%	3

* Plan goals are presented based on Average Total Assets (as defined in the Glossary) as of December 31 of the calendar year immediately preceding the Plan Year identified in this table.

Goal Rationale:

University Bank is committed to ensuring that the Bank maintains a strong level of activity in qualifying community development grant and donation activities in the defined AA. In furtherance of this commitment, the plan goals above have been established based on the capacity of the Bank as demonstrated by historic performance in recent years and by peer performance in the AA.

Goal targets are in alignment with historic community development lending performance of the Bank and selected peer institutions, as indicated by the summary table below and are believed to be a strong commitment to continued community development activities in the AA.

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Peer Comparison: Community Development Grants & Donations					
Institution	Evaluation Period Covered by Last CRA Examination	Total CD Grants & Donations During Evaluation Period (\$000s)	Annualized CD Grants & Donations During Evaluation Period ¹⁷ (\$000s)	Average Total Assets During Evaluation Period ¹⁸ (\$000s)	Annual CD Grants & Donations/Average Total Assets ¹⁹ (%)
University Bank	1/1/2022-12/31/2023 (24 months)	177.4	88.7	607,441	.015
Bank of Ann Arbor	3/1/2018-9/7/2021 (42 months)	486	139	1,676,400	.008
Chelsea State Bank	11/12/2018-2/26/2024 (63 months)	208	40	360,733	.011
Northstar Bank	8/6/2019-2/16/2023 (42 months)	111	32	741,927	.004
Peer Average					.008
Aggregated Average					.010

As indicated in the table above, University Bank made \$177,400 of community development donations over a two-year time period, or approximately \$88,700 on an annualized basis. Peer data for community development grants and donations activity as a percent of Average Total Assets ranged from .011% for Chelsea State Bank to .004% for Northstar Bank. The average percent of CD Grants & Donations of Average Total Assets for the Bank and its peers was .010%. The Bank believes its historic volume of grant and donation activity of .010% of Total Average Assets is well aligned to its peers. Therefore, the Bank will maintain a plan goal for CD grants and donations of 0.010% of Average Total Assets for a satisfactory rating.

In the context of this Plan, the Bank has elected to establish goals defined as a percentage of average total assets to accommodate potential adjustment in the Bank’s balance sheet from changing economic conditions. High levels of potentially sustained inflation, record levels of federal debt and spending, and significant demand and supply issues in the economy create high levels of uncertainty as to future economic performance that make estimates as to growth or contraction equally difficult in nature. In addition, the Bank anticipates no significant changes in

¹⁷ Total CD grants and donations made during Evaluation Period/# of months covered by Evaluation Period*12 months

¹⁸ Sum of the total assets reported on the quarterly call reports filed during the evaluation period/# of quarterly call reports filed during the evaluation period

¹⁹ Annualized CD Grants & Donations During the Evaluation Period/Average Total Assets During the Evaluation Period

its business model in the AA during the performance period that would significantly affect the structure, portfolio composition, branch network, or personnel of the Bank.

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Performance Goal 6: Community Development Service Hours

Goal Summary: Achieve a designated number of service hours meeting the CRA’s community development definition in the Ann Arbor, Michigan MSA AA.

Goal Targets: The Bank will seek to dedicate the following number of full-time Community Bank staff hours toward qualifying community development activities in the Ann Arbor AA.

Plan Goal 6: Community Development Service Hours**		
Satisfactory	Outstanding	Tier
10 Hours per Full Time Equivalent Employee*	12 Hours per Full Time Equivalent Employee*	3

* Based upon the number of equivalent FTEs employed as of December 31 of the year preceding the beginning of the next Plan Year (e.g., December 31, 2024 for the 2025 Plan Year). See the Glossary for further information.

** Subject to a minimum goal of total hours, as detailed below.

Goal Rationale:

For this plan goal, the Bank has established an annual community development service hours goal based on hours per full-time-equivalent Community Bank employee metric. This allows the service hour goal to expand or shrink proportionally with the number of employees available to complete the service. The Bank has focused its service requirements on the Community Bank staff as they more closely align with peer institution staff and because over 90% of the Bank’s workforce, consisting primarily of mortgage operations and mortgage servicing staff, reside outside of the Ann Arbor AA and work remotely.

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Peer Comparison: Community Development Service Hours					
Institution	Evaluation Period Covered by Last CRA Examination	Total CD Service Hours During Evaluation Period	Annualized CD Service Hours During Evaluation Period ²⁰	Average Number of Employees During Evaluation Period ²¹	Annual CD Service Hours/Average Number of Employees ²²
University Bank	1/1/2022-12/31/2023 (24 months)	403	201.5	24.25	8.2
Bank of Ann Arbor	3/1/2018-9/7/2021 (42 months)	Not Reported	N/A	N/A	N/A
Chelsea State Bank	11/12/2018-2/26/2024 (63 months)	4,710	897	53	17.0
Northstar Bank	8/6/2019-2/16/2023 (42 months)	1,949	557	147	3.8
Peer Average					10.4
Aggregate Average					9.7

As indicated in the table above, University Bank engaged in 403 community development service hours over a two-year period. This equated to 201.5 service hours on an annualized basis or an average of 8.2 hours per employee per year. Peer data for average annual community development service hours per employee ranged from 3.8 for Northstar Bank to 17.0 for Chelsea State Bank. While Bank of Ann Arbor engaged in a number of community service activities during its CRA evaluation period, it did not report the number of hours contributed to these services. Therefore, the lack of community development service hour data did not allow Bank of Ann Arbor to be used for comparison. The average number of annual CD service hours per employee for the Bank and its comparative peers is 9.7.

Further analysis of other financial institutions operating under CRA strategic plans²³ within the Chicago FDIC Region reflects a range of per employee service hour goals of between less than 1.75 to 2.7 hours for a Satisfactory rating, and between 3.0 and 3.2 hours for an Outstanding rating.

Based on peer data and data from other regionally-located banks with CRA strategic plans, the Bank will maintain an annual goal of 10 hours of community development services per employees

²⁰ Total CD service hours during Evaluation Period/# of months covered by Evaluation Period*12 months
²¹ Sum of the total employees reported on the quarterly call reports filed during the evaluation period/# of quarterly call reports filed during the evaluation period
²² Annualized CD Service Hours During the Evaluation Period/Average Number of Employees During the Evaluation Period
²³ See Strategic Plans for Evergreen Bank Group, First Internet Bank of Indiana, and Merchants Bank of Indiana.

employed in the Bank's Community Banking business unit. The Bank believes the goals set forth remain realistically reachable and maintainable with the current resources and employees available, and with expected organic growth in Bank staffing levels over the next five years of the plan. The Bank's goals are expressed in terms of the number of hours spent performing qualifying community development services, within the Bank's Ann Arbor, MI AA. At current staffing levels, the service hour goals would equate to a goal of 225 hours per year for a 'satisfactory' rating.

Access to financial literacy programs and financial education was identified as a significant secondary need based on the independent Community Needs Interviews commissioned by the Bank. In addition, providing expertise to qualifying entities and projects remains an important component of the Bank's role within the AA. In furtherance of this goal, the Bank has established the performance goals outlined above. We believe these service hours will provide a meaningful benefit within the AA and are reasonable in relation to historic performance of the Bank, peer performance, and identified community needs.

To provide consistency and ensure that changes in staffing levels do not adversely affect this Plan Goal, a minimum total hourly goal equivalent to 20 FTEs will be established as a performance floor for this Goal. This would equate to 200 service hours per year for a satisfactory rating.

In the context of this Plan, the Bank has elected to establish plan goals tied to FTE levels to accommodate any changes in staffing due to improving or deteriorating economic conditions. High levels of potentially sustained inflation, record levels of federal debt and spending, and significant demand and supply issues in the economy create high levels of uncertainty as to future economic performance that make estimates as to growth or contraction equally difficult in nature. In addition, the Bank anticipates no significant changes in its business model in the AA during the performance period that would significantly affect the structure, portfolio composition, branch network, or personnel of the Bank.

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GLOSSARY

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 metropolitan area/assessment area.

American Community Survey (ACS): A nationwide United States Census survey that produces demographic, social, housing, and economic estimates in the form of five-year estimates based on population thresholds.

Area Median Income: The median family income for the MSA, if a person or geography is located in an MSA; or the statewide nonmetropolitan median family income, if a person or geography is located outside an MSA.

Assessment Area or AA: A geographic area delineated by the bank under the requirements of the Community Reinvestment Act.

Average Total Assets: Average of the total assets represented on the balance sheet and derived from the four quarterly CALL reports for the previous calendar year, calculated as follows: (March assets + June assets + September assets + December assets) / 4.

Census Tract: A small, relatively permanent statistical subdivision of a county or equivalent entity. The primary purpose of census tracts is to provide a stable set of geographic units for the presentation of statistical data. Census tracts generally have a population size between 1,200 and 8,000 people, with an optimum size of 4,000 people. Census tract boundaries generally follow visible and identifiable features, but they may follow nonvisible legal boundaries in some instances. State and county boundaries always are census tract boundaries.

Combined Statistical Area (CSA): A combination of several adjacent metropolitan statistical areas or micropolitan statistical areas or a mix of the two, which are linked by economic ties.

Community Development: For loans, investments, and services to qualify as community development activities, their primary purpose must:

- (1) Support affordable housing for low- and moderate-income individuals;
- (2) Target community services toward low- and moderate-income individuals;
- (3) Promote economic development by financing small businesses or farms; or
- (4) Provide activities that revitalize or stabilize low- and moderate-income geographies, designated disaster areas, or distressed or underserved nonmetropolitan middle-income geographies.

Community Development Corporation (CDC): A CDC allows banks and holding companies to make equity type of investments in community development projects. Institution CDCs can develop innovative debt instruments or provide near-equity investments tailored to the development needs of the community. Institution CDCs are also tailored to their financial and marketing needs. A CDC may purchase, own, rehabilitate, construct, manage, and sell real property. Also, it may make equity or debt investments in development projects and in local

businesses. The CDC activities are expected to directly benefit low- and moderate-income groups, and the investment dollars should not represent an undue risk on the banking organization.

Full-time Equivalent Employee: The calculation of full-time equivalent (FTE) is an employee's scheduled hours divided by the employer's hours for a full-time workweek. For a 40-hour workweek, employees who are scheduled to work 40 hours per week are 1.0 FTEs. Employees scheduled to work 20 hours per week are 0.5 FTEs. For this definition, the total number of FTEs will be determined based upon use of this formula. For example, if the Community Bank business unit employs fifteen full-time employees working a 40-hour workweek and ten part-time employees each working a 20 hour workweek, the number of full-time equivalent employees will be 20 based on the calculation: $[15 \times (40/40)] + [10 \times (20/40)] = 20$. For purposes of this calculation, part-time employees hours may be approximated and rounded to a representative figure based on employee schedules in effect at the time the total number of FTEs is to be calculated.

Geography: A census tract delineated by the U.S. 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 applicants; the amount of loan requested; and the disposition of the application (approved, denied, and withdrawn).

Home Mortgage Loans: Includes closed-end mortgage loans or open-end line of credits as defined in the HMDA regulation that are not an excluded transaction per the HMDA regulation.

Housing Unit: Includes a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters.

Income Level – Geography: The income designation of a geography, defined as a tract in which:

Low-Income — Median family income less than 50 percent of the area median income

Moderate-Income — Median family income at least 50 percent and less than 80 percent of the area median income

Middle-Income — Median family income at least 80 percent and less than 120 percent of the area median income

Upper-Income — Median family income at least 120 percent of the area median income

Income Level – Individual: The income designation of an individual natural-person borrower, defined as income that is:

Low-Income — Less than 50 percent of the area median income

Moderate-Income — At least 50 percent and less than 80 percent of the area median income

Middle-Income — At least 80 percent and less than 120 percent of the area median income

Upper-Income — At least 120 percent of area median income

LMI: Low-to-moderate income. A term indicating the borrower or tract falls within the low or moderate income definitions detailed above.

Low Income Housing Tax Credit: The Low-Income Housing Tax Credit Program is a housing program contained within the Internal Revenue Code of 1986, as amended. It is administered by the U.S. Department of the Treasury and the Internal Revenue Service. The U.S. Treasury Department distributes low-income housing tax credits to housing credit agencies through the Internal Revenue Service. The housing agencies allocate tax credits on a competitive basis.

Developers who acquire, rehabilitate, or construct low-income rental housing may keep their tax credits. Or, they may sell them to corporations or investor groups, who, as owners of these properties, will be able to reduce their own federal tax payments. The credit can be claimed annually for ten consecutive years. For a project to be eligible, the developer must set aside a specific percentage of units for occupancy by low-income residents. The set-aside requirement remains throughout the compliance period, usually 30 years.

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 metropolitan area/assessment area.

Median Income: The median income divides the income distribution into two equal parts, one having incomes above the median and other having incomes below the median.

Metropolitan Division (MD): A county or group of counties within a CBSA that contain(s) an urbanized area with a population of at least 2.5 million. An MD is one or more main/secondary counties representing an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area (MSA): CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

Multi-family: Refers to a residential structure that contains five or more units.

Nonmetropolitan Area (also known as non-MSA): All areas outside of metropolitan areas. The definition of nonmetropolitan area is not consistent with the definition of rural areas. Urban and rural classifications cut across the other hierarchies. For example, there is generally urban and rural territory within metropolitan and nonmetropolitan areas.

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 lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

Rated Area: A rated area is a state or multistate 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 multistate metropolitan area, the institution will receive a rating for the multistate metropolitan area.

Rural Area: Territories, populations, and housing units that are not classified as urban.

Small Business Investment Company (SBIC): SBICs are privately-owned investment companies which are licensed and regulated by the Small Business Administration (SBA). SBICs provide long-term loans and/or venture capital to small firms. Because money for venture or risk investments is difficult for small firms to obtain, SBA provides assistance to SBICs to stimulate and supplement the flow of private equity and long-term loan funds to small companies. Venture capitalists participate in the SBIC program to supplement their own private capital with funds borrowed at favorable rates through SBA's guarantee of SBIC debentures. These SBIC debentures are then sold to private investors. An SBIC's success is linked to the growth and profitability of the companies that it finances. Therefore, some SBICs primarily assist businesses with significant growth potential, such as new firms in innovative industries. SBICs finance small firms by providing straight loans and/or equity-type investments. This kind of financing gives them partial ownership of those businesses and the possibility of sharing in the companies' profits as they grow and prosper.

Small Business Loan: A loan included in "loans to small businesses" as defined in the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$1 million or less and are either secured by nonfarm nonresidential properties or are classified as commercial and industrial loans.

Small Farm Loan: 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, including farm residential and other improvements, or are classified as loans to finance agricultural production and other loans to farmers.

Underserved Middle-Income Nonmetropolitan Geographies: A nonmetropolitan middle-income geography will be designated as underserved if it meets criteria for population size, density, and dispersion indicating the area's population is sufficiently small, thin, and distant from a population center that the tract is likely to have difficulty financing the fixed costs of meeting essential community needs.

Upper-Income: Individual income that is 120 percent or more of the area median income, or a

median family income that is 120 percent or more in the case of a geography.

Urban Area: All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, “urban” consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

“Urban” excludes the rural portions of “extended cities;” census designated place of 2,500 or more persons; and other territory, incorporated or unincorporated, including in urbanized areas.

Appendix A: Rating System

Points - Rating System Illustrative Examples

The following examples are provided to demonstrate how the points and rating system developed for use of evaluating performance under University Bank’s CRA Strategic Plan will function under various performance scenarios. The point system is summarized below:

Points Matrix		
Ratings	Base Value	Definition
Outstanding	12	120% of PG
High Satisfactory	9	110% of PG
Satisfactory	6	100% of PG
Low Satisfactory	4	90% of PG
Needs to Improve	2	80% of PG
Substantial Noncompliance	0	< 80% of PG

Plan goals are assigned a tier rating to ‘weight’ the plan goal’s relative importance in contrast to the overall Strategic Plan. The tiers are summarized below:

Goal Level: Point Multipliers	
Tier 1	1.5x
Tier 2	1.0x
Tier 3	0.5x

Overall ratings are based on the total amount of points earned during a given plan year. The total points for each plan goal are determined based on the degree to which the plan goal was achieved. If a plan goal was 100% achieved, a satisfactory rating will be assigned. If the plan goal is met and exceeded by 10% (or performance equals 110% of goal performance), a ‘high satisfactory’ rating is assigned with a corresponding number of points. Points are adjusted based on the goal tier, which is a multiplier ranging from 0.50x to 1.5x. Based on the aggregate total of points earned, one of the following ratings will be assigned:

Overall Rating - Required Goal Scores	
Ratings	Total Pts to Earn
Outstanding	60+
Satisfactory	36 - 59
Needs to Improve	18 - 35
Substantial Noncompliance	< 18

Illustrative Examples:

The following examples are provided to illustrate how the points system will function under various performance scenarios. The purpose of these examples is to demonstrate that the points system is balanced and reasonable in construction. Note: The minimum points listed below are the minimum points greater than zero that may be obtained for each goal.

Example 1

Tier 1 Goals	Min	Max	Simulated Pts	Rating
HMDA LMI Borrowers	3	18	6	Low Satisfactory
HMDA LMI Geographies	3	18	14	High Satisfactory
CD Investments	3	18	18	Outstanding
Tier 2 Goals				
CD Lending	2	12	6	Satisfactory
Tier 3 Goals				
CD Donations	1	6	3	Satisfactory
CD Service Hours	1	6	3	Satisfactory
Min - Max Pts.	13	78	50	Satisfactory

Example 2

Tier 1 Goals	Min	Max	Simulated Pts	Rating
HMDA LMI Borrowers	3	18	18	Outstanding
HMDA LMI Geographies	3	18	0	Substantial Non-Compliance
CD Investments	3	18	0	Substantial Non-Compliance
Tier 2 Goals				
CD Lending	2	12	12	Outstanding
Tier 3 Goals				
CD Donations	1	6	0	Substantial Non-Compliance
CD Service Hours	1	6	0	Substantial Non-Compliance
Min - Max Pts.	13	78	30	Needs to Improve

Example 3

Tier 1 Goals	Min	Max	Simulated Pts	Rating
HMDA LMI Borrowers	3	18	6	Low Satisfactory
HMDA LMI Geographies	3	18	6	Low Satisfactory
CD Investments	3	18	6	Low Satisfactory
Tier 2 Goals				
CD Lending	2	12	4	Low Satisfactory
Tier 3 Goals				
CD Donations	1	6	2	Low Satisfactory
CD Service Hours	1	6	2	Low Satisfactory
Min - Max Pts.	13	78	26	Needs to Improve

Example 4

Tier 1 Goals	Min	Max	Simulated Pts	Rating
HMDA LMI Borrowers	3	18	9	Satisfactory
HMDA LMI Geographies	3	18	9	Satisfactory
CD Investments	3	18	9	Satisfactory
Tier 2 Goals				
CD Lending	2	12	6	Satisfactory
Tier 3 Goals				
CD Donations	1	6	3	Satisfactory
CD Service Hours	1	6	3	Satisfactory
Min - Max Pts.	13	78	39	Satisfactory

Example 5

Tier 1 Goals	Min	Max	Simulated Pts	Rating
HMDA LMI Borrowers	3	18	9	Satisfactory
HMDA LMI Geographies	3	18	14	High Satisfactory
CD Investments	3	18	18	Outstanding
Tier 2 Goals				
CD Lending	2	12	6	Satisfactory
Tier 3 Goals				
CD Donations	1	6	6	Outstanding
CD Service Hours	1	6	6	Outstanding
Min - Max Pts.	13	78	59	Satisfactory

Example 6

Tier 1 Goals	Min	Max	Simulated Pts	Rating
HMDA LMI Borrowers	3	18	18	Outstanding
HMDA LMI Geographies	3	18	14	High Satisfactory
CD Investments	3	18	18	Outstanding
Tier 2 Goals				
CD Lending	2	12	6	Satisfactory
Tier 3 Goals				
CD Donations	1	6	3	Satisfactory
CD Service Hours	1	6	3	Satisfactory
Min - Max Pts.	13	78	62	Outstanding

Example 7

Tier 1 Goals	Min	Max	Simulated Pts	Rating
HMDA LMI Borrowers	3	18	9	Satisfactory
HMDA LMI Geographies	3	18	9	Satisfactory
CD Investments	3	18	9	Satisfactory

Tier 2 Goals					
CD Lending	2	12	12	Outstanding	
Tier 3 Goals					
CD Donations	1	6	6	Outstanding	
CD Service Hours	1	6	6	Outstanding	
Min - Max Pts.	13	78	51	Satisfactory	

Example 8

Tier 1 Goals	Min	Max	Simulated Pts	Rating	
HMDA LMI Borrowers	3	18	3	Needs to Improve	
HMDA LMI Geographies	3	18	3	Needs to Improve	
CD Investments	3	18	3	Needs to Improve	
Tier 2 Goals					
CD Lending	2	12	2	Needs to Improve	
Tier 3 Goals					
CD Donations	1	6	1	Needs to Improve	
CD Service Hours	1	6	1	Needs to Improve	
Min - Max Pts.	13	78	13	Substantial Non-compliance	

Example 9

Tier 1 Goals	Min	Max	Simulated Pts	Rating	
HMDA LMI Borrowers	3	18	6	Low Satisfactory	
HMDA LMI Geographies	3	18	6	Low Satisfactory	
CD Investments	3	18	9	Satisfactory	
Tier 2 Goals					
CD Lending	2	12	6	Satisfactory	
Tier 3 Goals					
CD Donations	1	6	3	Satisfactory	
CD Service Hours	1	6	3	Satisfactory	
Min - Max Pts.	13	78	33	Needs to Improve	

Example 10

Tier 1 Goals	Min	Max	Simulated Pts	Rating	
HMDA LMI Borrowers	3	18	6	Low Satisfactory	
HMDA LMI Geographies	3	18	6	Low Satisfactory	
CD Investments	3	18	14	High Satisfactory	
Tier 2 Goals					
CD Lending	2	12	6	Satisfactory	
Tier 3 Goals					
CD Donations	1	6	3	Satisfactory	
CD Service Hours	1	6	3	Satisfactory	
Min - Max Pts.	13	78	38	Satisfactory	

SECTION B
PUBLIC COMMENTS

PUBLIC COMMENTS

No Public Comments Have Been Submitted

Updated as of March 31, 2025

SECTION C

CRA PERFORMANCE EVALUATION

PUBLIC DISCLOSURE

August 19, 2024

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

University Bank
Certificate Number: 14587

2015 Washtenaw Ave
Ann Arbor, Michigan 48104

Federal Deposit Insurance Corporation
Division of Depositor and Consumer Protection
Chicago Regional Office

300 South Riverside Plaza, Suite 1700
Chicago, Illinois 60606

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, nor should it 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.

TABLE OF CONTENTS

INSTITUTION RATING	1
DESCRIPTION OF INSTITUTION	1
DESCRIPTION OF ASSESSMENT AREA.....	3
SCOPE OF EVALUATION.....	6
CONCLUSIONS ON PERFORMANCE CRITERIA.....	7
DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW	13
GLOSSARY	14

INSTITUTION RATING

INSTITUTION'S CRA RATING: This institution is rated **Satisfactory**.

An institution in this group has a satisfactory record of helping to meet the credit needs of its assessment area, including low- and moderate-income neighborhoods, in a manner consistent with its resources and capabilities.

University Bank (University) operated under a CRA Strategic Plan (Plan) during this evaluation period. The current Plan is effective from January 1, 2022, through December 31, 2024, and includes annual performance goals for lending, investments, grants/donations, and services. Examiners evaluated University's performance based on the annual goals for each full calendar year of the evaluation period, 2022 and 2023, as of the current evaluation date. University met the Plan goals for Satisfactory performance in both 2022 and 2023. As such, the FDIC assigned an overall institution rating of Satisfactory for this evaluation.

Refer to the Scope of Evaluation and Conclusions on Performance Criteria sections of the evaluation for specific details regarding Plan goals and University's performance under each goal.

DESCRIPTION OF INSTITUTION

University is located in Ann Arbor, Michigan, and primarily focuses on home mortgage lending. The institution is a wholly-owned subsidiary of University Bancorp, Inc., a one-bank holding company also located in Ann Arbor. The bank received a "Satisfactory" rating at its previous FDIC CRA Performance Evaluation dated June 21, 2021, based on Interagency Intermediate Small Institution Examination Procedures.

University operates a main office in Ann Arbor in an upper-income census tract and opened a full-service office in Ypsilanti, Michigan, on June 24, 2024, in a low-income tract. The bank maintains 11 loan production offices in Florida, Indiana, Michigan, and Tennessee. Additionally, the bank maintains a virtual loan officer in California. The bank offers traditional deposit products including checking, savings, money market deposit accounts, and certificates of deposit. Additionally, the bank offers home mortgage, consumer, and commercial loan products. University owns three ATMs, with one located at the Ypsilanti branch and two located at local businesses in Ann Arbor. University is also part of the Allpoint ATM Network, which provides free ATM access to customers nationwide. Lastly, the bank offers electronic banking via a website and a mobile banking application.

According to Call Report data as of March 31, 2024, the bank's assets totaled approximately \$940.5 million, including total loans of \$820.4 million and total securities of \$15.1 million. As of the same date, deposits totaled \$742.4 million. Since the previous evaluation, total assets grew by approximately 42.8 percent. As shown in the following table, University's primary lending focus is one-to-four family residential mortgage loans, which make up 78.1 percent of the total loan portfolio.

Loan Portfolio Distribution as of 3/31/2024		
Loan Category	\$(000s)	%
Construction, Land Development, and Other Land Loans	18,380	2.3
Secured by Farmland	0	0.0
Secured by 1-4 Family Residential Properties	641,053	78.1
Secured by Multifamily (5 or more) Residential Properties	2,439	0.3
Secured by Nonfarm Nonresidential Properties	105,880	12.9
Total Real Estate Loans	767,752	93.6
Commercial and Industrial Loans	6,287	0.8
Agricultural Production and Other Loans to Farmers	0	0.0
Consumer Loans	6,927	0.8
Obligations of State and Political Subdivisions in the U.S.	0	0.0
Other Loans	39,445	4.8
Lease Financing Receivable (net of unearned income)	0	0.0
Less: Unearned Income	(0)	(0.0)
Total Loans	820,411	100.0
<i>Source: Reports of Condition and Income; Due to rounding, totals may not equal 100%</i>		

Examiners did not identify any financial, legal, or other impediments that would limit University’s ability to meet the credit needs of its assessment area.

The following University subsidiaries engage in significant lending activity and are considered in the evaluation:

University Lending Group (ULG)

At the previous evaluation, ULG operated as a lending subsidiary of University. In 2022, University dissolved ULG as a subsidiary and restructured it as a division of the bank. ULG product offerings did not significantly change following this restructuring. ULG offers residential mortgages including conventional, Fair Housing Administration, streamlined 203k Fair Housing Administration, Veterans Affairs, United States Department of Agriculture Rural Development, jumbo, and construction loans, as well as home equity lines of credit. ULG maintains loan production offices in various states including California, Florida, Indiana, Michigan, Tennessee, and Texas. Although ULG was a separate legal entity in 2022, University elected to have ULG’s home mortgage loans considered as part of the Plan in that year. In 2023, University began reporting ULG loans on the bank’s Home Mortgage Disclosure Act (HMDA) loan application register, and these loans are similarly included in Plan analysis for 2023.

UIF Corporation (“UIF”)

UIF is a lending subsidiary of University focused on faith-based financing solutions for those with ethical aversions to paying or receiving interest. UIF operates in various states nationwide and offers residential, residential construction, commercial, and vehicle financing. UIF sells to Fannie Mae and Freddie Mac. This evaluation includes UIF HMDA lending activity for both 2022 and 2023.

DESCRIPTION OF ASSESSMENT AREA

University's assessment area includes all of Washtenaw County, Michigan, which in turn makes up the entirety of the Ann Arbor, Michigan Metropolitan Statistical Area ("Ann Arbor MSA"). The assessment area conforms to CRA regulatory requirements. It consists of whole geographies where the bank has full-service offices, does not reflect illegal discrimination, and does not arbitrarily exclude any low- or moderate-income geographies.

Economic and Demographic Data

According to the 2020 U.S. Census data, the assessment area includes 107 tracts with the following income designations:

- 13 low-income
- 13 moderate-income
- 40 middle-income
- 30 upper-income
- 11 tracts with no income designation.

Most low- and moderate-income tracts in the assessment area are in Ann Arbor and Ypsilanti. Tracts with no income designation are primarily on the University of Michigan campus in Ann Arbor.

The following table details select demographic and economic characteristics of the assessment area.

Demographic Information of the Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	107	12.1	12.1	37.4	28.0	10.3
Population by Geography	372,258	11.1	11.3	38.8	30.6	8.2
Housing Units by Geography	151,753	11.9	12.0	40.3	31.6	4.3
Owner-Occupied Units by Geography	87,938	4.7	8.6	46.9	39.3	0.4
Occupied Rental Units by Geography	55,102	22.9	17.0	30.8	19.5	9.9
Vacant Units by Geography	8,713	14.5	13.5	34.4	29.1	8.5
Businesses by Geography	33,063	7.2	8.9	39.6	40.0	4.3
Farms by Geography	1,105	3.3	5.3	60.2	30.9	0.4
Family Distribution by Income Level	81,292	20.8	17.7	21.4	40.1	0.0
Household Distribution by Income Level	143,040	25.8	15.4	16.7	42.1	0.0
Median Family Income MSA - 11460 Ann Arbor, MI MSA		\$105,224	Median Housing Value			\$286,668
			Median Gross Rent			\$1,194
			Families Below Poverty Level			6.3%
<i>Source: 2020 U.S. Census and 2023 D&B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

According to 2020 U.S. Census data, the assessment area contains approximately 152,000 housing units. Of these, 57.9 percent are owner occupied, 36.3 percent are occupied rental units, and 5.7 percent are vacant.

According to D&B business demographic data, the largest industries in the assessment area are services (47.1 percent); retail trade (10.7 percent); and financial, insurance, and real estate (9.4 percent). According to Moody's Analytics, major employers in the area include the University of Michigan, Trinity Health, and General Motors.

Data obtained from the U.S. Bureau of Labor and Statistics shows that Washtenaw County experienced relatively low and stable unemployment rates throughout the evaluation period. As shown in the following table, the Washtenaw County unemployment rate was slightly lower than both state and national average during the evaluation period.

Unemployment Rates			
Area	2022	2023	May 2024
	%	%	%
Washtenaw County	3.5	3.3	3.4
State of Michigan	4.1	3.9	4.1
National Average	3.6	3.6	4.0
<i>Source: Bureau of Labor Statistics</i>			

Examiners analyze mortgage lending to borrowers of different income levels using Federal Financial Institutions Examination Council (FFIEC)-estimated median family income levels for the year in which a loan is originated. The following table presents the low-, moderate-, middle-, and upper-income ranges for the assessment area during the evaluation period.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
Ann Arbor, MI MSA Median Family Income (11460)				
2022 (\$117,800)	<\$58,900	\$58,900 to <\$94,240	\$94,240 to <\$141,360	≥\$141,360
2023 (\$124,000)	<\$62,000	\$62,000 to <\$99,200	\$99,200 to <\$148,800	≥\$148,800
<i>Source: FFIEC</i>				

Competition

University operates in a competitive market for financial services. According to FDIC Deposit Market Share Data as of June 30, 2023, 17 FDIC-insured financial institutions operate 80 offices in the assessment area with \$12.0 billion in deposits. University ranked eighth in market share with 6.1 percent of total deposits. The top three institutions account for 46.1 percent of the deposit market share.

There is a high level of competition for home mortgage loans from credit unions, non-bank lenders, and regional and national banks. In 2022, the most recent year for which aggregate data was available, 408 lenders subject to HMDA data collection requirements reported 15,042 home mortgage loans originated or purchased in Washtenaw County. University ranked 26th with a market share of 1.1 percent, ULG ranked 15th with 2.0 percent, and UIF ranked 119th with 0.1 percent. The top five lenders accounted for 23.5 percent of the market share.

Community Contact

As part of the evaluation process, examiners contact third parties active in the assessment area to assist in identifying credit and community development needs. This information helps determine whether local financial institutions are responsive to these needs. It also shows what credit and community development opportunities are available.

Examiners contacted a community development-related organization that supports economic development in the assessment area. The contact noted that start-up and early-stage financing for

small businesses is a need in the community. Additionally, the contact identified a need for secondary/subordinate fundings for housing development in the county as high interest rates and inflation has led to difficulty financing and constructing multifamily housing in the area.

Furthermore, the contact identified a need for donations, grants, and financial education to residents of the county who are employed but have income constraints and asset limitations. Lastly, the contact identified a need for financial institution involvement in summer education programs that pair local youth and young adults with area employers to build professional networks, gain exposure to career paths, and develop workforce skills.

Credit and Community Development Needs and Opportunities

Considering information from the community contact, bank management, and demographic and economic data, examiners determined that new multifamily and other affordable housing construction represent primary needs in the assessment area. Community development needs and opportunities include outreach efforts and financial education in low- and moderate-income communities and donations to organizations supporting low- and moderate-income families.

SCOPE OF EVALUATION

Examiners evaluated University’s CRA performance using Interagency Strategic Plan Examination Procedures. This evaluation includes a review of University’s performance in meeting its annual Plan goals for 2022 and 2023. Examiners did not review partial year performance for 2024, and performance for that year will be included in the next CRA evaluation.

Although University and its subsidiaries operate throughout the United States, the Plan primarily evaluates University’s performance within its single assessment area in Michigan. The Plan contains measurable goals that examiners used to evaluate bank performance with respect to lending, investments, grants/donations, and services. The goals specify quantitative performance thresholds that correspond to various ratings.

For each individual goal, the Plan establishes a system to award points toward an overall annual score based on the following table. Examiners used this matrix to assign an overall performance score for each year evaluated.

Plan Goals: Points Matrix		
Ratings	Base Value	Definition
Outstanding	12	120% of Plan Goal
High Satisfactory	9	110% of PG
Satisfactory	6	100% of PG
Low Satisfactory	4	90% of PG
Needs to Improve	2	80% of PG
Substantial Noncompliance	0	< 80% of PG

In addition to this point matrix, each performance goal is assigned a weight. Performance goals in the first tier will receive a 1.5 times multiplier, goals in the second tier will receive a 1.0 times multiplier, goals in the third tier will receive a 0.5 times multiplier. After factoring in point multipliers, the bank must attain at least 36 points per year for a Satisfactory rating, and 60 points per year for an Outstanding rating. The following table illustrates overall annual ratings and applicable point ranges for each.

Overall Rating Points Matrix	
Ratings	Total Points to Earn
Outstanding	60+
Satisfactory	36-59
Needs to Improve	18-35
Substantial Noncompliance	<18

CONCLUSIONS ON PERFORMANCE CRITERIA

Examiners reviewed University’s performance for 2022 and 2023 under the Plan. As discussed in the following sections, University achieved Satisfactory performance in both 2022 and 2023 based on the thresholds contained in Plan goals. The following table below illustrates University’s performance under each goal, the points awarded under each, applicable multipliers, and the final performance scores for 2022 and 2023.

Performance Goal Conclusions						
Performance Goals	Year	Goal Tier Level	Points Multiplier	Performance Level Attained	Performance Level Points Awarded	Final Points Awarded (with multiplier)
<i>Retail Lending - HMDA Lending to LMI* Borrowers</i>	2022	1	1.5x	Substantial Noncompliance	0	0
	2023	1	1.5x	Did not Meet Minimum Volume Threshold	0	0
<i>Retail Lending - HMDA Lending in LMI Geographies</i>	2022	1	1.5x	Satisfactory	6	9
	2023	1	1.5x	Did not Meet Minimum Volume Threshold	0	0
<i>Community Development Lending</i>	2022	2	1.0x	Outstanding	12	12
	2023	2	1.0x	Outstanding	12	12
<i>Community Development Investments</i>	2022	1	1.5x	Outstanding	12	18
	2023	1	1.5x	Outstanding	12	18
<i>Community Development Grants and Donations</i>	2022	3	0.5x	Outstanding	12	6
	2023	3	0.5x	Outstanding	12	6
<i>Community Development Services</i>	2022	3	0.5x	Substantial Noncompliance	0	0
	2023	3	0.5x	Outstanding	12	6
Total	2022			Satisfactory		45
	2023			Satisfactory		42

* Low- and Moderate-Income (LMI)

The following sections further describe University’s performance under each Plan goal.

Retail Lending Goals

This retail lending goals include two separate goals that measure the bank’s HMDA lending performance to both low- and moderate-income individuals, and in low- and moderate-income tracts in the assessment area. The Plan also requires the bank to achieve a minimum volume of HMDA lending to receive any points under these two goals.

HMDA Lending in Low- and Moderate-Income Geographies

The bank originated 70 of 376 loans in 2022, and 53 of 228 loans in 2023, in low- and moderate-income tracts. As shown in the following table, examiners evaluated the bank’s lending in low- and

moderate-income tracts as a percentage of the total dollar volume of HMDA lending in the assessment area. In 2022, University met the required minimum volume threshold; however, the bank’s lending was consistent with Substantial Noncompliance performance, as it achieved only 77.0 percent of the plan goal, resulting in zero points awarded to the bank’s overall rating.

In 2023, the bank did not meet the minimum HMDA volume threshold, resulting in no points awarded to the overall rating. However, examiners observed that despite not meeting the minimum volume threshold, of the HMDA loans the bank did originate, 16.2 percent were in low- and moderate-income tracts.

HMDA Lending in Low- and Moderate-Income Geographies						
Year	Loans in LMI Tracts	Total HMDA Loans	Loans in LMI Tracts as a percentage of Total HMDA Loans	Satisfactory Performance Goals	Outstanding Performance Goals	Performance Level Attained
	\$(000s)	\$(000s)	%	%	%	
2022	13,196	123,579	10.7	13.9	16.6	Substantial Noncompliance
2023	9,665	59,822	16.2	13.9	16.6	Did Not Meet Minimum Volume Threshold

Source: Bank Records and Strategic Plan

HMDA Lending to Low- and Moderate-Income Borrowers

The bank originated 117 of 376 loans in 2022, and 101 of 228 loans in 2023, to low- and moderate-income borrowers. As shown in the following table, examiners evaluated the bank’s lending to low- and moderate-income borrowers as a percentage of the total dollar volume of HMDA loans in the assessment area. In 2022, University met 103.7 percent of the Plan goal for Satisfactory performance, resulting in 9 points awarded to the bank’s overall performance score for that year after application of the multiplier.

In 2023, although the bank originated more than one-third of HMDA loans to low- and moderate-income borrowers, the bank did not meet the minimum volume threshold for total HMDA lending that year. Therefore, the bank received no points under this goal for 2023.

HMDA Lending to Low- and Moderate-Income Borrowers						
Year	Loans to LMI Borrowers	Total HMDA Loans	Loans to LMI Borrowers as a percentage of Total HMDA Loans	Satisfactory Performance Goals	Outstanding Performance Goals	Performance Level Attained
	\$(000s)	\$(000s)	%	%	%	
2022	23,487	123,579	19.0	18.5	22.2	Satisfactory
2023	20,490	59,822	34.3	18.5	22.2	Did Not Meet Minimum Volume Threshold

Source: Bank Records and Strategic Plan

Community Development Lending

This goal evaluates the bank’s community development lending as a percentage of average total assets. As shown in the following table, University met the threshold for Outstanding performance in both 2022 and 2023, resulting in 12 points awarded to the bank’s overall performance in each year.

Community Development Loans						
Year	Annual Community Development Loans	Average Total Assets	Annual Loans as a percentage of Average Total Assets	Annual Satisfactory Performance Goals	Annual Outstanding Performance Goals	Performance Level Attained
	\$(000s)	\$(000s)	%	%	%	
2022	4,712	618,538	0.76	0.300	0.360	Outstanding
2023	5,235	596,344	0.88	0.300	0.360	Outstanding

Source: Bank Records and Strategic Plan

Notable examples of the bank’s community development loans include the following:

- In 2022, a loan for a start-up medical practice to purchase medical machinery and create healthcare jobs for low- and moderate-income individuals.
- In 2023, two loans to purchase and staff a mobile medical unit to bring healthcare to low- and moderate-income individuals.
- In 2023, a loan to purchase a multifamily property in which all units are priced significantly below fair market rent in the assessment area, supporting the provision of affordable housing.

Community Development Investments

This goal evaluates the bank’s community development investment activity, including both new and outstanding investments, as percentages of average total assets. The Plan includes separate goals for both annual and cumulative investment activity. University maintained three prior period investments throughout the evaluation period, acquired three new investments in 2022, and acquired four new investments in 2023. All qualified investments held by the bank are mortgage-backed securities comprised of loans to low- and moderate-income borrowers. As shown in the following tables, University met the annual and cumulative community development investment goals for Outstanding performance in both years, resulting in 18 points awarded to the bank’s overall performance after the application of the multiplier.

Community Development Investments - Annual						
Year	Annual Qualified Investments	Average Total Assets	Annual Qualified Investments as a percentage of Average Total Assets	Annual Satisfactory Performance Goals	Annual Outstanding Performance Goals	Performance Level Attained
	\$(000s)	\$(000s)	%	%	%	
2022	3,806	618,538	0.6	0.5	0.6	Outstanding
2023	4,039	596,344	0.7	0.5	0.6	Outstanding

Source: Bank Records and Strategic Plan

Community Development Investments – Cumulative						
Year	Cumulative Qualified Investments	Average Total Assets	Cumulative Qualified Investments as a percentage of Average Total Assets	Cumulative Satisfactory Performance Goals	Cumulative Outstanding Performance Goals	Performance Level Attained
	\$(000s)	\$(000s)	%	%	%	
2022	7,666	618,538	1.2	0.6	0.7	Outstanding
2023	11,322	596,344	1.9	0.8	1.0	Outstanding

Source: Bank Records and Strategic Plan

Community Development Grants and Donations

This goal evaluates the bank’s qualified grant and donation activity, measured as a percentage of average total assets. As shown in the following table, University met the community development grants and donations goal for Outstanding performance in both 2022 and 2023. This performance resulted in 6 points awarded in both years to the bank’s overall performance score after the application of the multiplier.

Community Development Grants and Donations						
Year	Annual Community Development Grants and Donations	Average Total Assets	Annual Grants and Donations as a percentage of Average Total Assets	Annual Satisfactory Performance Goals	Annual Outstanding Performance Goals	Performance Level Attained
	\$(000s)	\$(000s)	%	%	%	
2022	103	618,538	0.017	0.010	0.012	Outstanding
2023	74.4	596,344	0.012	0.010	0.012	Outstanding

Source: Bank Records and Strategic Plan

Notable examples of the bank’s community development grants and donations include the following:

- Two donations of \$10,000 to a local community center to support after-school programs and educational services to low- and moderate-income youth in Ypsilanti.
- A \$10,000 donation to a local business organization to fund small business technical assistance workshops in Ypsilanti.
- Two Upward Bound education grants, which provide academic support for low-income students, including first-generation students.

Community Development Services

This goal evaluates the bank’s community development service activity, measured in service hours. Performance goals were calculated based on the number of full-time bank employees as of December 31 of the prior calendar year. As shown in the following table, University demonstrated performance consistent with Substantial Noncompliance in 2022. However, the bank met the threshold for Outstanding performance in 2023. As a result, the bank received no points in 2022 and 6 points in 2023 after application of the multiplier.

Community Development Services						
Year	Annual Community Development Service Hours	Number of Full Time Employees	Average Service Hours per Full Time Employee	Satisfactory Performance Goal per Full Time Employee	Outstanding Performance Goal per Full Time Employee	Performance Level Attained
	#	#	#	#	#	
2022	95	25	3.8	10	12	Substantial Noncompliance
2023	308	23.5	13.1	10	12	Outstanding

Source: Bank Records and Strategic Plan

Notable examples of the bank’s community development services include:

- Serving on the Board of Directors for Educate Youth, a Ypsilanti-based educational organization that assists lower-income Ypsilanti youth to acquire their General Education

Development certification.

- Teaching “Kids & Money” workshops throughout the assessment area using FDIC Money Smart content, primarily benefitting low- and moderate-income individuals.
- Providing financial literacy education through the Michigan Youth Opportunities Initiative, an organization focused on supporting low-income youth in foster care through education, housing, health, and employment services.

DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

Examiners reviewed the bank’s compliance with laws and relating to discrimination and other illegal credit practices, including the Fair Housing Act and Equal Credit Opportunity Act. Examiners did not identify any evidence of discriminatory or other illegal credit practices; therefore, this consideration did not affect the institution’s CRA rating.

GLOSSARY

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 metropolitan area/assessment area.

American Community Survey (ACS): A nationwide United States Census survey that produces demographic, social, housing, and economic estimates in the form of five year estimates based on population thresholds.

Area Median Income: The median family income for the MSA, if a person or geography is located in an MSA; or the statewide nonmetropolitan median family income, if a person or geography is located outside an MSA.

Assessment Area: A geographic area delineated by the bank under the requirements of the Community Reinvestment Act.

Census Tract: A small, relatively permanent statistical subdivision of a county or equivalent entity. The primary purpose of census tracts is to provide a stable set of geographic units for the presentation of statistical data. Census tracts generally have a population size between 1,200 and 8,000 people, with an optimum size of 4,000 people. Census tract boundaries generally follow visible and identifiable features, but they may follow nonvisible legal boundaries in some instances. State and county boundaries always are census tract boundaries.

Combined Statistical Area (CSA): A combination of several adjacent metropolitan statistical areas or micropolitan statistical areas or a mix of the two, which are linked by economic ties.

Community Development: For loans, investments, and services to qualify as community development activities, their primary purpose must:

- (1) Support affordable housing for low- and moderate-income individuals;
- (2) Target community services toward low- and moderate-income individuals;
- (3) Promote economic development by financing small businesses or farms; or
- (4) Provide activities that revitalize or stabilize low- and moderate-income geographies, designated disaster areas, or distressed or underserved nonmetropolitan middle-income geographies.

Community Development Corporation (CDC): A CDC allows banks and holding companies to make equity type of investments in community development projects. Bank CDCs can develop innovative debt instruments or provide near-equity investments tailored to the development needs of the community. Bank CDCs are also tailored to their financial and marketing needs. A CDC may purchase, own, rehabilitate, construct, manage, and sell real property. Also, it may make equity or debt investments in development projects and in local businesses. The CDC activities are expected to directly benefit low- and moderate-income groups, and the investment dollars should not represent an undue risk on the banking organization.

Community Development Financial Institutions (CDFIs): CDFIs are private intermediaries (either for profit or nonprofit) with community development as their primary mission. A CDFI facilitates the flow of lending and investment capital into distressed communities and to individuals who have been unable to take advantage of the services offered by traditional financial institutions. Some basic types of CDFIs include community development banks, community development loan funds, community development credit unions, micro enterprise funds, and community development venture capital funds.

A certified CDFI must meet eligibility requirements. These requirements include the following:

- Having a primary mission of promoting community development;
- Serving an investment area or target population;
- Providing development services;
- Maintaining accountability to residents of its investment area or targeted population through representation on its governing board of directors, or by other means;
- Not constituting an agency or instrumentality of the United States, of any state or political subdivision of a state.

Community Development Loan: A loan that:

- (1) Has as its primary purpose community development; and
- (2) Except in the case of a wholesale or limited purpose bank:
 - (i) Has not been reported or collected by the bank or an affiliate for consideration in the bank's assessment area as a home mortgage, small business, small farm, or consumer loan, unless it is a multifamily dwelling loan (as described in Appendix A to Part 203 of this title); and
 - (ii) Benefits the bank's assessment area(s) or a broader statewide or regional area including the bank's assessment area(s).

Community Development Service: A service that:

- (1) Has as its primary purpose community development;
- (2) Is related to the provision of financial services; and
- (3) Has not been considered in the evaluation of the bank's retail banking services under § 345.24(d).

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.

Core Based Statistical Area (CBSA): The county or counties or equivalent entities associated with at least one core (urbanized area or urban cluster) of at least 10,000 population, plus adjacent counties having a high degree of social and economic integration with the core as measured through commuting ties with the counties associated with the core. Metropolitan and Micropolitan Statistical Areas are the two categories of CBSAs.

Distressed Middle-Income Nonmetropolitan Geographies: A nonmetropolitan middle-income geography will be designated as distressed if it is in a county that meets one or more of the following triggers:

- (1) An unemployment rate of at least 1.5 times the national average;
- (2) A poverty rate of 20 percent or more; or
- (3) A population loss of 10 percent or more between the previous and most recent decennial census or a net migration loss of 5 percent or more over the 5-year period preceding the most recent census.

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. Other family 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).

FFIEC-Estimated Income Data: The Federal Financial Institutions Examination Council (FFIEC) issues annual estimates which update median family income from the metropolitan and nonmetropolitan areas. The FFIEC uses American Community Survey data and factors in information from other sources to arrive at an annual estimate that more closely reflects current economic conditions.

Full-Scope Review: A full-scope review is accomplished when examiners complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower profile, 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 applicants; the amount of loan requested; and the disposition of the application (approved, denied, and withdrawn).

Home Mortgage Loans: Includes closed-end mortgage loans or open-end line of credits as defined in the HMDA regulation that are not an excluded transaction per the HMDA regulation.

Housing Unit: Includes a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters.

Limited-Scope Review: A limited scope review is accomplished when examiners do not complete all applicable interagency examination procedures for an assessment area.

Performance under applicable tests is often analyzed using only quantitative factors (e.g., geographic distribution, borrower profile, 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.

Low Income Housing Tax Credit: The Low-Income Housing Tax Credit Program is a housing program contained within the Internal Revenue Code of 1986, as amended. It is administered by the U.S. Department of the Treasury and the Internal Revenue Service. The U.S. Treasury Department distributes low-income housing tax credits to housing credit agencies through the Internal Revenue Service. The housing agencies allocate tax credits on a competitive basis.

Developers who acquire, rehabilitate, or construct low-income rental housing may keep their tax credits. Or, they may sell them to corporations or investor groups, who, as owners of these properties, will be able to reduce their own federal tax payments. The credit can be claimed annually for ten consecutive years. For a project to be eligible, the developer must set aside a specific percentage of units for occupancy by low-income residents. The set-aside requirement remains throughout the compliance period, usually 30 years.

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 metropolitan area/assessment area.

Median Income: The median income divides the income distribution into two equal parts, one having incomes above the median and other having incomes below the median.

Metropolitan Division (MD): A county or group of counties within a CBSA that contain(s) an urbanized area with a population of at least 2.5 million. A MD is one or more main/secondary counties representing an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area (MSA): CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

Micropolitan Statistical Area: CBSA associated with at least one urbanized area having a population of at least 10,000, but less than 50,000.

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 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 and less than 80 percent in the case of a geography.

Multi-family: Refers to a residential structure that contains five or more units.

Nonmetropolitan Area (also known as non-MSA): All areas outside of metropolitan areas. The definition of nonmetropolitan area is not consistent with the definition of rural areas. Urban and rural classifications cut across the other hierarchies. For example, there is generally urban and rural territory within metropolitan and nonmetropolitan areas.

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 lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

Rated Area: A rated area is a state or multistate 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 multistate metropolitan area, the institution will receive a rating for the multistate metropolitan area.

Rural Area: Territories, populations, and housing units that are not classified as urban.

Small Business Investment Company (SBIC): SBICs are privately-owned investment companies which are licensed and regulated by the Small Business Administration (SBA). SBICs provide long-term loans and/or venture capital to small firms. Because money for venture or risk investments is difficult for small firms to obtain, SBA provides assistance to SBICs to stimulate and supplement the flow of private equity and long-term loan funds to small companies. Venture capitalists participate in the SBIC program to supplement their own private capital with funds borrowed at favorable rates through SBA's guarantee of SBIC debentures. These SBIC debentures are then sold to private investors. An SBIC's success is linked to the growth and profitability of the companies that it finances. Therefore, some SBICs primarily assist businesses with significant growth potential, such as new firms in innovative industries. SBICs finance small firms by providing straight loans and/or equity-type investments. This kind of financing gives them partial ownership of those businesses and the possibility of sharing in the companies' profits as they grow and prosper.

Small Business Loan: A loan included in "loans to small businesses" as defined in the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$1 million or less and are either secured by nonfarm nonresidential properties or are classified as commercial and industrial loans.

Small Farm Loan: 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, including farm residential and other improvements, or are classified as loans to finance agricultural production and other loans to farmers.

Underserved Middle-Income Nonmetropolitan Geographies: A nonmetropolitan middle-income geography will be designated as underserved if it meets criteria for population size, density, and dispersion indicating the area’s population is sufficiently small, thin, and distant from a population center that the tract is likely to have difficulty financing the fixed costs of meeting essential community needs.

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

Urban Area: All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, “urban” consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

“Urban” excludes the rural portions of “extended cities”; census designated place of 2,500 or more persons; and other territory, incorporated or unincorporated, including in urbanized areas.

SECTION D

BANKING CENTERS and ATM's

BANKING CENTERS AND ATM'S

TYPE	ADDRESS	COUNTY	MSA
BANKING CENTER-MAIN OFFICE	2015 Washtenaw Ave Ann Arbor, MI 48104	Washtenaw	ANN ARBOR - 11460
BANKING CENTER-BRANCH	301 W Michigan Ave Ypsilanti, MI 48197	Washtenaw	ANN ARBOR - 11460
ATM	300 S State Street Ann Arbor, MI 48104	Washtenaw	ANN ARBOR - 11460
ATM	2460 Washtenaw Ave Ann Arbor, MI 48104	Washtenaw	ANN ARBOR - 11460
ATM	301 W Michigan Ave Ypsilanti, MI 48197	Washtenaw	ANN ARBOR - 11460

SECTION E
BRANCH HOURS OF OPERATION
& OPENED/CLOSED REPORT

BRANCH HOURS OF OPERATION OPENED/CLOSED REPORT

TYPE	ADDRESS	HOURS OF OPERATION	OPENED/CLOSED
BANKING CENTER-MAIN OFFICE	2015 Washtenaw Ave Ann Arbor, MI 48104	Monday – 9am to 5pm Tuesday – 9am to 5pm Wednesday – 9am to 5pm Thursday – 9am to 5pm Friday – 9am to 5pm Saturday – Closed Sunday – Closed	
BANKING CENTER-BRANCH	301 W Michigan Ave Ypsilanti, MI 48197	Monday – 9am to 5pm Tuesday – 9am to 5pm Wednesday – 9am to 5pm Thursday – 9am to 5pm Friday – 9am to 5pm Saturday – 9am to 12pm (Drive-thru Only) Sunday – Closed	Opened June 2024
ATM	300 S State Street Ann Arbor, MI 48104	Open 24 Hours	
ATM	2460 Washtenaw Ave Ann Arbor, MI 48104	Drive-Thru Open 24 Hours	
ATM	301 W Michigan Ave Ypsilanti, MI 48197	Drive-Thru Open 24 Hours	Opened June 2024

SECTION F
PRODUCTS AND SERVICES

PRODUCTS AND SERVICES

Product	Description
<i>Personal Accounts</i>	
University Checking	<ul style="list-style-type: none"> • Minimum opening balance \$100 • No minimum monthly balance • No monthly service charges • Unlimited check writing • Accessible by ATM or MasterCard® Debit Card
University Checking Plus	<ul style="list-style-type: none"> • Minimum opening balance \$500 • Monthly service charge – may apply if avg. daily balance falls below \$500 • Interest-bearing account • Unlimited check writing • Accessible by ATM or MasterCard® Debit Card
University Money Market	<ul style="list-style-type: none"> • Minimum opening balance \$2,500 • Monthly service charge – may apply if avg. daily balance falls below \$2,500 • Tiered interest rates • Unrestricted withdrawal access • Accessible by ATM or MasterCard® Debit Card
University Savings	<ul style="list-style-type: none"> • Minimum opening balance \$25 • No minimum monthly balance • No monthly service charges • Interest-bearing account • Accessible by ATM Card
<i>Business Accounts</i>	
University Small Business Checking	<ul style="list-style-type: none"> • Minimum opening balance \$500 • Monthly service charge – may apply if avg. daily balance falls below \$500 • Unlimited deposits • Accessible by ATM or Business MasterCard® Debit Card
University Business Checking Plus	<ul style="list-style-type: none"> • Minimum opening balance \$1,000 • Monthly service charge – may apply if avg. daily balance falls below \$1,000 • Interest-bearing account • Accessible by ATM or Business MasterCard® Debit Card

<p>University Business Money Market</p>	<ul style="list-style-type: none"> • Minimum opening balance \$2,500 • Monthly service charge – may apply if avg. daily balance falls below \$2,500 • Tiered interest rates • Accessible by ATM or Business MasterCard® Debit Card
<p><i>Consumer Lending</i></p>	
<p>Closed-end Home Equity Loan</p>	<ul style="list-style-type: none"> • Typically, 15-year term with principal and interest payment throughout the term • Fees are cost of title, flood, credit report & AVM plus an origination fee of up to \$995.00 depending on loan amount • Rates are Fixed and dependent upon credit score.
<p>Home Equity LOC's</p>	<ul style="list-style-type: none"> • 15-year term with a 5-year draw period and a 10-year repayment • Interest only payments during draw period and principal and interest during the repayment period • Fees are cost of title, flood, credit report & AVM plus an origination fee of \$250 <p>*Rates are based on score: For 740 and above, Rate=P+1%; for 700-739, Rate=P+2%; and for 660-699, Rate=P+3%.</p>
<p>Bridge Loan</p>	<ul style="list-style-type: none"> • Typically set up as 6-month temporary financing. Used typically to pull out equity from an existing home to purchase another home. • Interest-only payments (interest rate depends on credit score)* • Fees are cost of title, flood, credit report & AVM plus an origination fee of 1% of the loan amount <p>*Rates are based on score: For 740 and above, Rate=P+1%; for 700-739, Rate=P+2%; and for 660-699, Rate=P+3%.</p>
<p>Miscellaneous Products</p>	<ul style="list-style-type: none"> • Automobile Loans • Recreational Vehicles (Boats, Motorcycles, RV's etc.) • Personal Loans • Credit Cards (Visa®)
<p><i>Certificate of Deposits</i></p>	
<p>Certificate of Deposit Accounts</p>	<ul style="list-style-type: none"> • Terms from 12 months up to 60 months • \$1,000 minimum opening balance. • Fixed rate for the term • May receive interest by check, transfer or compounding • 10 calendar day grace period at maturity
<p>Business Manager</p>	<p>Benefits</p>

	<p>Improve cash flow With a more predictable cash flow, you can make payroll, remit payables on time, increase inventory, and pursue new business opportunities.</p> <p>Save time and money Take advantage of prompt payment discounts from suppliers and get back to doing business. Sending files electronically allows you to redirect personnel to more productive tasks.</p> <p>Manage your business Track receivables with detailed reports, reduce your debt, maintain a liquid working capital position, and prevail in seasonal fluctuations.</p> <p>Improve collections You can choose to use the Bank's presence on customer correspondence, which influences customers to pay on time.</p> <p>Offer financing options to your customers Sharpen your competitive edge by offering flexible payment terms. You win and your customers do too.</p>
<p style="text-align: center;">SBA 7(a) Program</p>	<ul style="list-style-type: none"> • Loan Amounts \$250,000 – \$5,000,000 • Borrower investment/down payment is 10-25% of purchase price • Working Capital – Up to 7 years • Equipment Loans – Up to 15 years • Real Estate – Up to 25 years • Purchase land or buildings, to cover new construction as well as expansion or conversion of existing facilities • Acquire equipment, machinery, furniture, fixtures, supplies, or materials • Obtain long-term working capital including the payment of accounts payable and/or the purchase of inventory • Refinance existing business indebtedness, which is not already structured with reasonable terms and conditions • Longer maturity terms than a conventional loan • Same application process as a conventional loan • Easier to qualify than conventional loans • Lower down payments on fixed assets • SBA fees can be financed into the loan
<p style="text-align: center;">SBA 504 Program</p>	<ul style="list-style-type: none"> • No bank minimum limit on total project cost • Minimum equity infusion of 10% (15% for start-ups or single purpose real estate and 20% if both conditions apply) • University Bank will provide a conventional mortgage with first lien position • A Certified Development Corporation (CDC) will partner in the financing with a second mortgage for 30% to 40% of the total project cost that is fully guaranteed by the SBA. Maximum SBA portion is \$1.5 million / \$2 million in special

	<p>cases and \$4 million for manufacturers. The CDC's fee is 2.75% plus attorney's fees.</p> <ul style="list-style-type: none"> • Businesses qualify if they do not have a tangible net worth in excess of \$2.5 million after taxes for the proceeding two years • 51% owner occupancy required: new construction 60% owner occupancy • University Bank must approve interim financing for the SBA portion because of the SBA debenture funding process • Prepayment penalty may apply • Bank Portion – minimum 7 years for equipment or 10 years for Real Estate • SBA portion – minimum 10 years for equipment or 20 years for Real Estate • Real estate financing (land and building) • Construction and improvements • Heavy machinery • Lower down payments on real estate acquisition • Same application process as a conventional loan • Favorable terms and pricing on SBA debenture • Business conserves capital • Fees can be included in the total project cost
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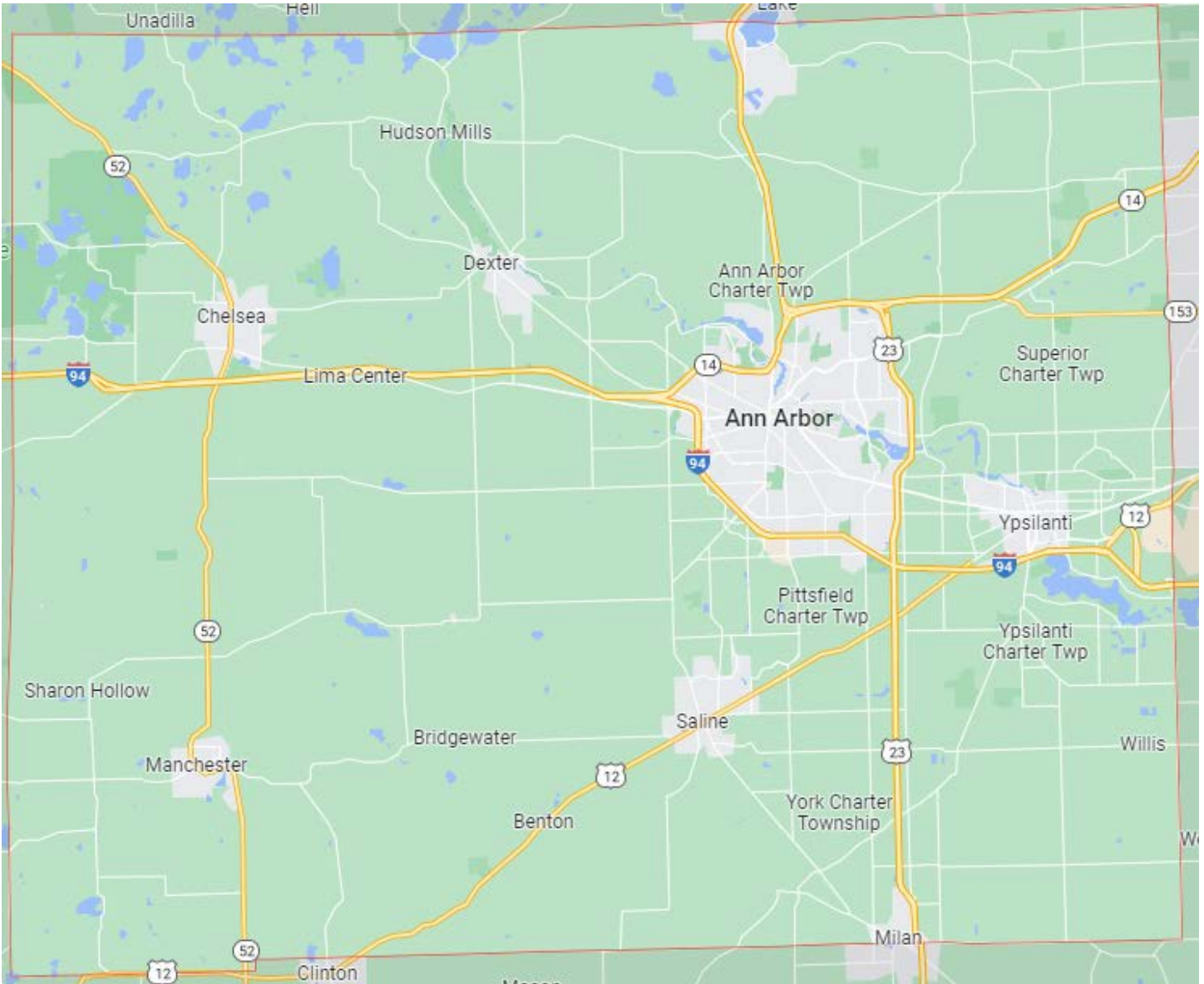
FEE SCHEDULE

FEE ITEM	FEE AMOUNT
Account Balance Research	\$20.00 per hour
Cashier's Check	\$3.00
Closed Account (within 180 days))	\$10.00
Counter Checkk	\$1.00
Deposited Check Returned Unpaidd	\$5.00
Dormant Account Fee after 24 months	\$2.00 charged monthlyly
Duplicate Check or Statement Copy	\$5.00
Non-Sufficient/Uncollected Funds (NSF)	\$27.00
Negative Balance Transfer Fee	\$5.00 per transfer
Replacement ATM/Debit Card	\$3.00
Stop Payment	\$25.00
Wire Transfer	\$15.00 - \$50.00

SECTION G
ASSESSMENT AREA

ASSESSMENT AREA

ANN ARBOR MSA - 11460



2024 FFIEC Census Report - Summary Census Demographic Information
MSA/MD: 11460 - ANN ARBOR, MI
State: 26 - MICHIGAN (MI)



State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2024 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2024 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
26	161	4001.00	Upper	No	141.76	\$119,500	\$169,403	\$149,167	1958	41.01	803	239	80
26	161	4003.00	Unknown	No	0.00	\$119,500	\$0	\$0	4212	33.81	1424	186	406
26	161	4004.00	Upper	No	160.13	\$119,500	\$191,355	\$168,500	3014	17.65	532	890	1110
26	161	4005.00	Unknown	No	0.00	\$119,500	\$0	\$0	7235	30.08	2176	67	1306
26	161	4006.00	Upper	No	122.65	\$119,500	\$146,567	\$129,067	5090	24.50	1247	881	1469
26	161	4007.00	Upper	No	144.85	\$119,500	\$173,096	\$152,422	2569	25.50	655	424	1070
26	161	4008.00	Unknown	No	0.00	\$119,500	\$0	\$0	3410	36.86	1257	55	475
26	161	4021.00	Middle	No	90.34	\$119,500	\$107,956	\$95,063	2917	38.84	1133	417	688
26	161	4022.01	Low	No	43.26	\$119,500	\$51,696	\$45,521	5503	42.79	2355	34	89
26	161	4023.00	Upper	No	147.30	\$119,500	\$176,024	\$155,000	2813	31.89	897	963	874
26	161	4025.00	Upper	No	120.97	\$119,500	\$144,559	\$127,292	2311	46.99	1086	468	467
26	161	4026.01	Moderate	No	60.10	\$119,500	\$71,820	\$63,250	4091	46.17	1889	131	453
26	161	4027.00	Upper	No	133.94	\$119,500	\$160,058	\$140,947	5396	43.16	2329	1318	2070
26	161	4031.00	Upper	No	237.58	\$119,500	\$283,908	\$250,001	1542	22.05	340	565	605
26	161	4032.00	Upper	No	133.76	\$119,500	\$159,843	\$140,750	3369	21.99	741	983	1377
26	161	4033.00	Middle	No	104.38	\$119,500	\$124,734	\$109,836	4220	25.52	1077	1153	1498
26	161	4034.00	Upper	No	148.53	\$119,500	\$177,493	\$156,293	3114	16.86	525	1070	1306
26	161	4035.00	Middle	No	95.62	\$119,500	\$114,266	\$100,625	3026	21.74	658	670	1133
26	161	4036.00	Middle	No	90.39	\$119,500	\$108,016	\$95,121	5818	61.09	3554	697	1263
26	161	4038.00	Middle	No	81.22	\$119,500	\$97,058	\$85,469	3153	45.26	1427	872	1200
26	161	4041.00	Upper	No	137.20	\$119,500	\$163,954	\$144,375	3069	19.84	609	914	1139
26	161	4042.00	Low	No	37.77	\$119,500	\$45,135	\$39,750	1983	42.97	852	363	381
26	161	4043.00	Upper	No	126.58	\$119,500	\$151,263	\$133,196	2696	17.06	460	1132	1176
26	161	4044.00	Upper	No	167.42	\$119,500	\$200,067	\$176,167	2275	22.81	519	693	837
26	161	4045.00	Moderate	No	63.06	\$119,500	\$75,357	\$66,364	4421	42.00	1857	288	418
26	161	4046.00	Middle	No	103.52	\$119,500	\$123,706	\$108,934	4751	30.92	1469	1196	1803

* Will automatically be included in the 2025 Distressed or Underserved Tract List

State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2024 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2024 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
26	161	4051.00	Moderate	No	57.52	\$119,500	\$68,736	\$60,526	2264	39.66	898	451	821
26	161	4052.00	Upper	No	123.42	\$119,500	\$147,487	\$129,872	4897	27.28	1336	1358	1717
26	161	4053.00	Upper	No	208.26	\$119,500	\$248,871	\$219,148	5133	25.48	1308	1705	1825
26	161	4054.00	Middle	No	118.49	\$119,500	\$141,596	\$124,683	2048	23.44	480	856	989
26	161	4055.00	Middle	No	80.60	\$119,500	\$96,317	\$84,821	2365	44.61	1055	849	1044
26	161	4056.00	Low	No	44.17	\$119,500	\$52,783	\$46,484	4544	56.23	2555	296	1256
26	161	4060.00	Upper	No	174.28	\$119,500	\$208,265	\$183,393	3673	37.57	1380	881	1103
26	161	4070.00	Upper	No	187.39	\$119,500	\$223,931	\$197,188	5215	26.42	1378	1663	1868
26	161	4074.00	Low	No	44.68	\$119,500	\$53,393	\$47,015	6466	63.90	4132	1507	1958
26	161	4076.00	Middle	No	106.32	\$119,500	\$127,052	\$111,875	3151	49.25	1552	1162	1226
26	161	4101.00	Low	No	31.21	\$119,500	\$37,296	\$32,844	3306	64.46	2131	21	105
26	161	4102.00	Middle	No	90.75	\$119,500	\$108,446	\$95,500	3145	32.59	1025	481	550
26	161	4103.00	Middle	No	80.09	\$119,500	\$95,708	\$84,276	3871	27.85	1078	878	1467
26	161	4104.00	Middle	No	84.43	\$119,500	\$100,894	\$88,848	3584	37.92	1359	1041	1137
26	161	4105.00	Low	No	42.34	\$119,500	\$50,596	\$44,561	2153	55.83	1202	342	516
26	161	4106.00	Low	No	17.69	\$119,500	\$21,140	\$18,615	3007	71.93	2163	361	976
26	161	4107.00	Low	No	46.43	\$119,500	\$55,484	\$48,864	1454	52.89	769	231	566
26	161	4108.00	Low	No	43.95	\$119,500	\$52,520	\$46,250	1711	43.54	745	240	484
26	161	4109.00	Middle	No	86.84	\$119,500	\$103,774	\$91,382	1433	19.54	280	491	600
26	161	4110.00	Low	No	47.33	\$119,500	\$56,559	\$49,806	2490	35.14	875	105	487
26	161	4112.00	Low	No	26.57	\$119,500	\$31,751	\$27,965	2665	72.01	1919	10	151
26	161	4117.00	Moderate	No	77.73	\$119,500	\$92,887	\$81,800	2331	36.94	861	866	963
26	161	4119.00	Moderate	No	50.98	\$119,500	\$60,921	\$53,648	3743	46.33	1734	527	999
26	161	4120.00	Moderate	No	51.67	\$119,500	\$61,746	\$54,375	3728	41.20	1536	863	1282
26	161	4121.00	Moderate	No	67.65	\$119,500	\$80,842	\$71,185	3732	46.17	1723	984	1297
26	161	4123.00	Low	No	40.71	\$119,500	\$48,648	\$42,841	2990	76.82	2297	632	1125
26	161	4126.00	Moderate	No	67.08	\$119,500	\$80,161	\$70,585	2602	36.74	956	229	244
26	161	4127.00	Middle	No	89.83	\$119,500	\$107,347	\$94,527	4983	46.22	2303	1086	1277
26	161	4130.00	Moderate	No	59.56	\$119,500	\$71,174	\$62,679	3635	51.69	1879	838	1328

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State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2024 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2024 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
26	161	4132.00	Middle	No	83.34	\$119,500	\$99,591	\$87,697	5190	43.37	2251	1106	1615
26	161	4134.01	Middle	No	110.29	\$119,500	\$131,797	\$116,056	4607	47.04	2167	1438	1553
26	161	4134.02	Middle	No	96.39	\$119,500	\$115,186	\$101,429	5586	43.77	2445	1666	1780
26	161	4134.03	Middle	No	90.09	\$119,500	\$107,658	\$94,799	1962	27.93	548	766	830
26	161	4140.00	Low	No	46.24	\$119,500	\$55,257	\$48,657	3193	60.57	1934	10	105
26	161	4142.00	Moderate	No	76.60	\$119,500	\$91,537	\$80,610	2930	44.44	1302	567	736
26	161	4143.00	Middle	No	92.58	\$119,500	\$110,633	\$97,417	3025	58.05	1756	416	620
26	161	4145.00	Upper	No	125.83	\$119,500	\$150,367	\$132,404	3073	46.73	1436	983	1040
26	161	4147.00	Middle	No	112.40	\$119,500	\$134,318	\$118,281	1584	32.26	511	495	607
26	161	4149.00	Upper	No	149.68	\$119,500	\$178,868	\$157,500	3704	47.73	1768	1114	1249
26	161	4152.00	Moderate	No	76.27	\$119,500	\$91,143	\$80,257	2407	44.12	1062	135	296
26	161	4154.00	Middle	No	86.61	\$119,500	\$103,499	\$91,136	2123	33.58	713	608	510
26	161	4156.00	Upper	No	179.97	\$119,500	\$215,064	\$189,375	2594	24.71	641	620	635
26	161	4158.00	Upper	No	176.47	\$119,500	\$210,882	\$185,694	3608	29.85	1077	1350	1383
26	161	4160.00	Middle	No	101.21	\$119,500	\$120,946	\$106,500	3686	49.95	1841	1210	1300
26	161	4162.00	Upper	No	128.34	\$119,500	\$153,366	\$135,046	5169	22.15	1145	1603	1677
26	161	4200.00	Middle	No	99.02	\$119,500	\$118,329	\$104,200	3745	22.64	848	1149	1250
26	161	4202.00	Middle	No	105.33	\$119,500	\$125,869	\$110,833	3338	16.81	561	1135	1268
26	161	4211.00	Moderate	No	77.65	\$119,500	\$92,792	\$81,711	3865	14.36	555	1089	1567
26	161	4222.01	Upper	No	142.37	\$119,500	\$170,132	\$149,813	3582	12.56	450	1086	1228
26	161	4222.02	Middle	No	96.66	\$119,500	\$115,509	\$101,711	3923	17.95	704	1363	1542
26	161	4234.00	Middle	No	92.15	\$119,500	\$110,119	\$96,974	6368	13.36	851	2245	2484
26	161	4236.00	Middle	No	103.00	\$119,500	\$123,085	\$108,382	2606	14.81	386	605	759
26	161	4250.00	Upper	No	145.16	\$119,500	\$173,466	\$152,750	4380	21.58	945	1553	1715
26	161	4260.01	Middle	No	92.26	\$119,500	\$110,251	\$97,083	2252	11.90	268	750	820
26	161	4260.02	Middle	No	109.43	\$119,500	\$130,769	\$115,156	2036	17.19	350	682	723
26	161	4310.00	Middle	No	90.75	\$119,500	\$108,446	\$95,500	4626	8.69	402	1763	2141
26	161	4320.00	Middle	No	93.38	\$119,500	\$111,589	\$98,265	4764	7.83	373	1733	2047

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State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2024 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2024 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
26	161	4440.00	Upper	No	121.50	\$119,500	\$145,193	\$127,853	6696	8.89	595	2230	2572
26	161	4450.00	Middle	No	106.36	\$119,500	\$127,100	\$111,923	2656	11.60	308	985	1250
26	161	4462.00	Middle	No	108.20	\$119,500	\$129,299	\$113,854	2252	9.15	206	649	928
26	161	4464.00	Upper	No	131.24	\$119,500	\$156,832	\$138,098	3215	9.98	321	1003	1148
26	161	4470.00	Middle	No	83.61	\$119,500	\$99,914	\$87,981	3311	10.63	352	1097	1282
26	161	4480.00	Middle	No	103.91	\$119,500	\$124,172	\$109,345	4024	11.93	480	1269	1550
26	161	4530.00	Upper	No	157.04	\$119,500	\$187,663	\$165,250	5212	17.38	906	1897	2100
26	161	4540.01	Upper	No	123.28	\$119,500	\$147,320	\$129,722	1257	9.15	115	416	450
26	161	4540.02	Middle	No	84.74	\$119,500	\$101,264	\$89,167	3719	12.85	478	1051	1243
26	161	4550.00	Middle	No	107.02	\$119,500	\$127,889	\$112,612	5072	33.71	1710	1332	1773
26	161	4560.00	Upper	No	174.69	\$119,500	\$208,755	\$183,826	5914	36.03	2131	1863	2013
26	161	4610.00	Upper	No	152.35	\$119,500	\$182,058	\$160,313	7371	10.20	752	2733	3023
26	161	4640.00	Middle	No	105.75	\$119,500	\$126,371	\$111,276	7018	14.06	987	1781	2337
26	161	4650.01	Moderate	No	60.81	\$119,500	\$72,668	\$63,990	2136	11.56	247	638	871
26	161	4650.02	Middle	No	88.02	\$119,500	\$105,184	\$92,619	3810	12.26	467	1274	1649
26	161	4660.00	Middle	No	106.28	\$119,500	\$127,005	\$111,833	2604	10.56	275	842	980
26	161	9801.01	Unknown	No	0.00	\$119,500	\$0	\$0	6052	35.03	2120	0	67
26	161	9801.02	Unknown	No	0.00	\$119,500	\$0	\$0	3713	25.07	931	0	57
26	161	9802.00	Unknown	No	0.00	\$119,500	\$0	\$0	0	0.00	0	0	0
26	161	9803.00	Unknown	No	0.00	\$119,500	\$0	\$0	2012	42.54	856	0	0
26	161	9804.00	Unknown	No	0.00	\$119,500	\$0	\$0	0	0.00	0	0	0
26	161	9805.00	Unknown	No	0.00	\$119,500	\$0	\$0	2376	29.80	708	0	0
26	161	9806.00	Unknown	No	0.00	\$119,500	\$0	\$0	1603	62.51	1002	0	9
26	161	9840.00	Unknown	No	0.00	\$119,500	\$0	\$0	34	61.76	21	15	15

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2024 FFIEC Census Report - Summary Census Income Information
MSA/MD: 11460 - ANN ARBOR, MI
State: 26 - MICHIGAN (MI)



State Code	County Code	Tract Code	Tract Income Level	2020 MSA/MD Statewide non-MSA/MD Median Family Income	2024 FFIEC Est. MSA/MD non-MSA/MD Median Family Income	% Below Poverty Line	Tract Median Family Income %	2020 Tract Median Family Income	2024 Est. Tract Median Family Income	2020 Tract Median Household Income
26	161	4001.00	Upper	\$105,224	\$119,500	48.71	141.76	\$149,167	\$169,403	\$29,079
26	161	4003.00	Unknown	\$105,224	\$119,500	62.27	0.00	\$0	\$0	\$31,154
26	161	4004.00	Upper	\$105,224	\$119,500	18.14	160.13	\$168,500	\$191,355	\$123,889
26	161	4005.00	Unknown	\$105,224	\$119,500	66.46	0.00	\$0	\$0	\$27,308
26	161	4006.00	Upper	\$105,224	\$119,500	17.36	122.65	\$129,067	\$146,567	\$74,097
26	161	4007.00	Upper	\$105,224	\$119,500	37.79	144.85	\$152,422	\$173,096	\$58,438
26	161	4008.00	Unknown	\$105,224	\$119,500	62.09	0.00	\$0	\$0	\$31,667
26	161	4021.00	Middle	\$105,224	\$119,500	24.44	90.34	\$95,063	\$107,956	\$54,052
26	161	4022.01	Low	\$105,224	\$119,500	67.60	43.26	\$45,521	\$51,696	\$17,935
26	161	4023.00	Upper	\$105,224	\$119,500	1.72	147.30	\$155,000	\$176,024	\$112,759
26	161	4025.00	Upper	\$105,224	\$119,500	9.36	120.97	\$127,292	\$144,559	\$71,000
26	161	4026.01	Moderate	\$105,224	\$119,500	35.56	60.10	\$63,250	\$71,820	\$49,922
26	161	4027.00	Upper	\$105,224	\$119,500	8.92	133.94	\$140,947	\$160,058	\$122,517
26	161	4031.00	Upper	\$105,224	\$119,500	0.00	237.58	\$250,001	\$283,908	\$218,750
26	161	4032.00	Upper	\$105,224	\$119,500	10.28	133.76	\$140,750	\$159,843	\$110,200
26	161	4033.00	Middle	\$105,224	\$119,500	8.30	104.38	\$109,836	\$124,734	\$92,768
26	161	4034.00	Upper	\$105,224	\$119,500	1.78	148.53	\$156,293	\$177,493	\$109,236
26	161	4035.00	Middle	\$105,224	\$119,500	4.46	95.62	\$100,625	\$114,266	\$82,708
26	161	4036.00	Middle	\$105,224	\$119,500	28.52	90.39	\$95,121	\$108,016	\$61,609
26	161	4038.00	Middle	\$105,224	\$119,500	12.37	81.22	\$85,469	\$97,058	\$68,577
26	161	4041.00	Upper	\$105,224	\$119,500	7.36	137.20	\$144,375	\$163,954	\$94,792
26	161	4042.00	Low	\$105,224	\$119,500	17.48	37.77	\$39,750	\$45,135	\$45,250
26	161	4043.00	Upper	\$105,224	\$119,500	1.49	126.58	\$133,196	\$151,263	\$115,556
26	161	4044.00	Upper	\$105,224	\$119,500	1.10	167.42	\$176,167	\$200,067	\$147,361
26	161	4045.00	Moderate	\$105,224	\$119,500	18.14	63.06	\$66,364	\$75,357	\$65,594
26	161	4046.00	Middle	\$105,224	\$119,500	10.45	103.52	\$108,934	\$123,706	\$66,812
26	161	4051.00	Moderate	\$105,224	\$119,500	27.96	57.52	\$60,526	\$68,736	\$48,030
26	161	4052.00	Upper	\$105,224	\$119,500	6.25	123.42	\$129,872	\$147,487	\$87,345
26	161	4053.00	Upper	\$105,224	\$119,500	4.45	208.26	\$219,148	\$248,871	\$198,684
26	161	4054.00	Middle	\$105,224	\$119,500	9.03	118.49	\$124,683	\$141,596	\$63,597
26	161	4055.00	Middle	\$105,224	\$119,500	6.81	80.60	\$84,821	\$96,317	\$58,846
26	161	4056.00	Low	\$105,224	\$119,500	22.40	44.17	\$46,484	\$52,783	\$45,599
26	161	4060.00	Upper	\$105,224	\$119,500	4.67	174.28	\$183,393	\$208,265	\$114,178
26	161	4070.00	Upper	\$105,224	\$119,500	1.49	187.39	\$197,188	\$223,931	\$152,424
26	161	4074.00	Low	\$105,224	\$119,500	26.16	44.68	\$47,015	\$53,393	\$40,724
26	161	4076.00	Middle	\$105,224	\$119,500	2.39	106.32	\$111,875	\$127,052	\$95,640
26	161	4101.00	Low	\$105,224	\$119,500	24.16	31.21	\$32,844	\$37,296	\$37,122
26	161	4102.00	Middle	\$105,224	\$119,500	25.88	90.75	\$95,500	\$108,446	\$57,991
26	161	4103.00	Middle	\$105,224	\$119,500	19.21	80.09	\$84,276	\$95,708	\$52,673
26	161	4104.00	Middle	\$105,224	\$119,500	9.68	84.43	\$88,848	\$100,894	\$72,898
26	161	4105.00	Low	\$105,224	\$119,500	16.42	42.34	\$44,561	\$50,596	\$40,636

State Code	County Code	Tract Code	Tract Income Level	2020 MSA/MD Statewide non-MSA/MD Median Family Income	2024 FFIEC Est. MSA/MD non-MSA/MD Median Family Income	% Below Poverty Line	Tract Median Family Income %	2020 Tract Median Family Income	2024 Est. Tract Median Family Income	2020 Tract Median Household Income
26	161	4106.00	Low	\$105,224	\$119,500	45.08	17.69	\$18,615	\$21,140	\$26,536
26	161	4107.00	Low	\$105,224	\$119,500	23.12	46.43	\$48,864	\$55,484	\$35,823
26	161	4108.00	Low	\$105,224	\$119,500	44.80	43.95	\$46,250	\$52,520	\$31,026
26	161	4109.00	Middle	\$105,224	\$119,500	4.83	86.84	\$91,382	\$103,774	\$81,991
26	161	4110.00	Low	\$105,224	\$119,500	35.00	47.33	\$49,806	\$56,559	\$30,473
26	161	4112.00	Low	\$105,224	\$119,500	38.82	26.57	\$27,965	\$31,751	\$33,750
26	161	4117.00	Moderate	\$105,224	\$119,500	8.80	77.73	\$81,800	\$92,887	\$71,786
26	161	4119.00	Moderate	\$105,224	\$119,500	27.36	50.98	\$53,648	\$60,921	\$42,716
26	161	4120.00	Moderate	\$105,224	\$119,500	25.54	51.67	\$54,375	\$61,746	\$45,640
26	161	4121.00	Moderate	\$105,224	\$119,500	16.77	67.65	\$71,185	\$80,842	\$47,909
26	161	4123.00	Low	\$105,224	\$119,500	30.50	40.71	\$42,841	\$48,648	\$40,859
26	161	4126.00	Moderate	\$105,224	\$119,500	5.90	67.08	\$70,585	\$80,161	\$60,423
26	161	4127.00	Middle	\$105,224	\$119,500	6.03	89.83	\$94,527	\$107,347	\$69,767
26	161	4130.00	Moderate	\$105,224	\$119,500	17.58	59.56	\$62,679	\$71,174	\$50,433
26	161	4132.00	Middle	\$105,224	\$119,500	7.04	83.34	\$87,697	\$99,591	\$77,679
26	161	4134.01	Middle	\$105,224	\$119,500	2.88	110.29	\$116,056	\$131,797	\$115,135
26	161	4134.02	Middle	\$105,224	\$119,500	5.54	96.39	\$101,429	\$115,186	\$98,297
26	161	4134.03	Middle	\$105,224	\$119,500	3.98	90.09	\$94,799	\$107,658	\$96,111
26	161	4140.00	Low	\$105,224	\$119,500	19.77	46.24	\$48,657	\$55,257	\$46,979
26	161	4142.00	Moderate	\$105,224	\$119,500	14.42	76.60	\$80,610	\$91,537	\$52,342
26	161	4143.00	Middle	\$105,224	\$119,500	16.60	92.58	\$97,417	\$110,633	\$49,076
26	161	4145.00	Upper	\$105,224	\$119,500	3.37	125.83	\$132,404	\$150,367	\$121,800
26	161	4147.00	Middle	\$105,224	\$119,500	7.26	112.40	\$118,281	\$134,318	\$83,897
26	161	4149.00	Upper	\$105,224	\$119,500	3.64	149.68	\$157,500	\$178,868	\$135,757
26	161	4152.00	Moderate	\$105,224	\$119,500	10.94	76.27	\$80,257	\$91,143	\$57,717
26	161	4154.00	Middle	\$105,224	\$119,500	15.89	86.61	\$91,136	\$103,499	\$80,815
26	161	4156.00	Upper	\$105,224	\$119,500	1.12	179.97	\$189,375	\$215,064	\$186,033
26	161	4158.00	Upper	\$105,224	\$119,500	1.58	176.47	\$185,694	\$210,882	\$182,031
26	161	4160.00	Middle	\$105,224	\$119,500	11.70	101.21	\$106,500	\$120,946	\$87,708
26	161	4162.00	Upper	\$105,224	\$119,500	4.37	128.34	\$135,046	\$153,366	\$105,096
26	161	4200.00	Middle	\$105,224	\$119,500	2.83	99.02	\$104,200	\$118,329	\$91,193
26	161	4202.00	Middle	\$105,224	\$119,500	5.73	105.33	\$110,833	\$125,869	\$85,833
26	161	4211.00	Moderate	\$105,224	\$119,500	9.37	77.65	\$81,711	\$92,792	\$84,091
26	161	4222.01	Upper	\$105,224	\$119,500	2.03	142.37	\$149,813	\$170,132	\$143,873
26	161	4222.02	Middle	\$105,224	\$119,500	9.36	96.66	\$101,711	\$115,509	\$90,929
26	161	4234.00	Middle	\$105,224	\$119,500	5.53	92.15	\$96,974	\$110,119	\$78,379
26	161	4236.00	Middle	\$105,224	\$119,500	5.13	103.00	\$108,382	\$123,085	\$84,231
26	161	4250.00	Upper	\$105,224	\$119,500	1.52	145.16	\$152,750	\$173,466	\$126,141
26	161	4260.01	Middle	\$105,224	\$119,500	2.57	92.26	\$97,083	\$110,251	\$87,019
26	161	4260.02	Middle	\$105,224	\$119,500	1.49	109.43	\$115,156	\$130,769	\$112,778
26	161	4310.00	Middle	\$105,224	\$119,500	5.17	90.75	\$95,500	\$108,446	\$73,766
26	161	4320.00	Middle	\$105,224	\$119,500	4.82	93.38	\$98,265	\$111,589	\$85,824
26	161	4440.00	Upper	\$105,224	\$119,500	7.60	121.50	\$127,853	\$145,193	\$109,474
26	161	4450.00	Middle	\$105,224	\$119,500	1.64	106.36	\$111,923	\$127,100	\$107,200
26	161	4462.00	Middle	\$105,224	\$119,500	6.20	108.20	\$113,854	\$129,299	\$49,844

State Code	County Code	Tract Code	Tract Income Level	2020 MSA/MD Statewide non-MSA/MD Median Family Income	2024 FFIEC Est. MSA/MD non-MSA/MD Median Family Income	% Below Poverty Line	Tract Median Family Income %	2020 Tract Median Family Income	2024 Est. Tract Median Family Income	2020 Tract Median Household Income
26	161	4464.00	Upper	\$105,224	\$119,500	3.25	131.24	\$138,098	\$156,832	\$77,404
26	161	4470.00	Middle	\$105,224	\$119,500	2.87	83.61	\$87,981	\$99,914	\$77,667
26	161	4480.00	Middle	\$105,224	\$119,500	1.93	103.91	\$109,345	\$124,172	\$92,313
26	161	4530.00	Upper	\$105,224	\$119,500	2.30	157.04	\$165,250	\$187,663	\$141,042
26	161	4540.01	Upper	\$105,224	\$119,500	1.21	123.28	\$129,722	\$147,320	\$121,875
26	161	4540.02	Middle	\$105,224	\$119,500	4.15	84.74	\$89,167	\$101,264	\$73,819
26	161	4550.00	Middle	\$105,224	\$119,500	3.93	107.02	\$112,612	\$127,889	\$91,595
26	161	4560.00	Upper	\$105,224	\$119,500	4.02	174.69	\$183,826	\$208,755	\$150,826
26	161	4610.00	Upper	\$105,224	\$119,500	0.98	152.35	\$160,313	\$182,058	\$146,065
26	161	4640.00	Middle	\$105,224	\$119,500	6.16	105.75	\$111,276	\$126,371	\$97,222
26	161	4650.01	Moderate	\$105,224	\$119,500	19.95	60.81	\$63,990	\$72,668	\$67,526
26	161	4650.02	Middle	\$105,224	\$119,500	3.14	88.02	\$92,619	\$105,184	\$73,639
26	161	4660.00	Middle	\$105,224	\$119,500	3.72	106.28	\$111,833	\$127,005	\$96,420
26	161	9801.01	Unknown	\$105,224	\$119,500	70.62	0.00	\$0	\$0	\$31,901
26	161	9801.02	Unknown	\$105,224	\$119,500	86.03	0.00	\$0	\$0	\$0
26	161	9802.00	Unknown	\$105,224	\$119,500	0.00	0.00	\$0	\$0	\$0
26	161	9803.00	Unknown	\$105,224	\$119,500	0.00	0.00	\$0	\$0	\$0
26	161	9804.00	Unknown	\$105,224	\$119,500	0.00	0.00	\$0	\$0	\$0
26	161	9805.00	Unknown	\$105,224	\$119,500	80.00	0.00	\$0	\$0	\$0
26	161	9806.00	Unknown	\$105,224	\$119,500	0.00	0.00	\$0	\$0	\$0
26	161	9840.00	Unknown	\$105,224	\$119,500	0.00	0.00	\$0	\$0	\$0

2024 FFIEC Census Report - Summary Census Population Information
 MSA/MD: 11460 - ANN ARBOR, MI
 State: 26 - MICHIGAN (MI)



State Code	County Code	Tract Code	Tract Population	Tract Minority %	Number of Families	Number of Households	Non-Hisp White Population	Tract Minority Population	American Indian Population	Asian/Hawaiian/Pacific Islander Population	Black Population	Hispanic Population	Other Population/Two or More Races
26	161	4001.00	1958	41.01	160	1282	1155	803	6	529	56	108	104
26	161	4003.00	4212	33.81	202	1326	2788	1424	3	816	113	271	221
26	161	4004.00	3014	17.65	716	1210	2482	532	0	141	73	144	174
26	161	4005.00	7235	30.08	262	2553	5059	2176	9	1059	270	457	381
26	161	4006.00	5090	24.50	869	2097	3843	1247	5	426	155	358	303
26	161	4007.00	2569	25.50	353	1380	1914	655	3	173	193	121	165
26	161	4008.00	3410	36.86	64	1190	2153	1257	5	707	109	264	172
26	161	4021.00	2917	38.84	493	1508	1784	1133	6	637	130	200	160
26	161	4022.01	5503	42.79	63	1196	3148	2355	2	1425	250	323	355
26	161	4023.00	2813	31.89	688	1144	1916	897	5	534	64	99	195
26	161	4025.00	2311	46.99	639	1144	1225	1086	1	752	57	104	172
26	161	4026.01	4091	46.17	295	505	2202	1889	2	1150	227	234	276
26	161	4027.00	5396	43.16	1538	2338	3067	2329	2	1589	188	252	298
26	161	4031.00	1542	22.05	463	573	1202	340	2	124	42	54	118
26	161	4032.00	3369	21.99	897	1312	2628	741	1	144	187	146	263
26	161	4033.00	4220	25.52	883	1720	3143	1077	4	262	309	220	282
26	161	4034.00	3114	16.86	786	1341	2589	525	2	122	84	135	182
26	161	4035.00	3026	21.74	658	1284	2368	658	9	124	163	166	196
26	161	4036.00	5818	61.09	991	2530	2264	3554	2	2773	305	189	285
26	161	4038.00	3153	45.26	677	1447	1726	1427	7	480	570	159	211
26	161	4041.00	3069	19.84	838	1363	2460	609	4	117	121	152	215
26	161	4042.00	1983	42.97	300	1159	1131	852	1	128	393	166	164
26	161	4043.00	2696	17.06	825	1186	2236	460	1	98	72	114	175
26	161	4044.00	2275	22.81	612	894	1756	519	2	198	79	99	141
26	161	4045.00	4421	42.00	796	2335	2564	1857	13	892	396	288	268
26	161	4046.00	4751	30.92	1110	2664	3282	1469	2	540	325	295	307
26	161	4051.00	2264	39.66	320	924	1366	898	0	134	342	218	204
26	161	4052.00	4897	27.28	1178	2343	3561	1336	4	575	205	251	301
26	161	4053.00	5133	25.48	1567	1978	3825	1308	8	650	90	215	345
26	161	4054.00	2048	23.44	501	985	1568	480	1	84	111	140	144
26	161	4055.00	2365	44.61	644	1108	1310	1055	10	279	410	151	205
26	161	4056.00	4544	56.23	1167	1824	1989	2555	1	765	1170	321	298
26	161	4060.00	3673	37.57	795	1381	2293	1380	3	944	115	145	173
26	161	4070.00	5215	26.42	1448	1892	3837	1378	4	672	174	184	344
26	161	4074.00	6466	63.90	1479	2316	2334	4132	14	163	2790	613	552
26	161	4076.00	3151	49.25	792	1202	1599	1552	1	210	1000	159	182
26	161	4101.00	3306	64.46	523	1631	1175	2131	6	251	1248	373	253
26	161	4102.00	3145	32.59	486	1110	2120	1025	7	155	439	192	232
26	161	4103.00	3871	27.85	665	1887	2793	1078	10	75	525	227	241
26	161	4104.00	3584	37.92	797	1371	2225	1359	10	169	661	295	224
26	161	4105.00	2153	55.83	403	1213	951	1202	1	92	805	151	153
26	161	4106.00	3007	71.93	553	1059	844	2163	0	38	1729	174	222

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26	161	4107.00	1454	52.89	214	820	685	769	7	35	549	107	71
26	161	4108.00	1711	43.54	293	756	966	745	3	36	411	156	139
26	161	4109.00	1433	19.54	269	597	1153	280	1	20	76	69	114
26	161	4110.00	2490	35.14	159	1269	1615	875	14	100	401	197	163
26	161	4112.00	2665	72.01	318	953	746	1919	15	58	1522	124	200
26	161	4117.00	2331	36.94	552	918	1470	861	5	30	517	117	192
26	161	4119.00	3743	46.33	795	1524	2009	1734	8	46	997	392	291
26	161	4120.00	3728	41.20	991	1488	2192	1536	7	63	964	214	288
26	161	4121.00	3732	46.17	747	1459	2009	1723	19	36	1071	277	320
26	161	4123.00	2990	76.82	636	1009	693	2297	9	11	1876	222	179
26	161	4126.00	2602	36.74	326	1514	1646	956	5	73	553	147	178
26	161	4127.00	4983	46.22	1234	2088	2680	2303	6	103	1538	267	389
26	161	4130.00	3635	51.69	841	1441	1756	1879	15	33	1358	164	309
26	161	4132.00	5190	43.37	1207	1634	2939	2251	15	123	1420	270	423
26	161	4134.01	4607	47.04	1152	1518	2440	2167	4	296	1288	238	341
26	161	4134.02	5586	43.77	1486	1758	3141	2445	9	206	1451	360	419
26	161	4134.03	1962	27.93	563	806	1414	548	0	92	247	99	110
26	161	4140.00	3193	60.57	573	1553	1259	1934	14	690	805	239	186
26	161	4142.00	2930	44.44	667	1508	1628	1302	11	378	436	280	197
26	161	4143.00	3025	58.05	671	1603	1269	1756	5	522	573	487	169
26	161	4145.00	3073	46.73	877	1026	1637	1436	1	605	474	129	227
26	161	4147.00	1584	32.26	378	1016	1073	511	5	259	95	84	68
26	161	4149.00	3704	47.73	1008	1311	1936	1768	0	1236	155	172	205
26	161	4152.00	2407	44.12	391	1030	1345	1062	5	386	324	188	159
26	161	4154.00	2123	33.58	322	906	1410	713	15	241	143	216	98
26	161	4156.00	2594	24.71	615	718	1953	641	5	350	88	53	145
26	161	4158.00	3608	29.85	1230	1369	2531	1077	8	610	138	130	191
26	161	4160.00	3686	49.95	848	1254	1845	1841	3	531	364	686	257
26	161	4162.00	5169	22.15	1455	1967	4024	1145	4	367	265	191	318
26	161	4200.00	3745	22.64	892	1223	2897	848	4	42	430	138	234
26	161	4202.00	3338	16.81	930	1236	2777	561	17	19	189	130	206
26	161	4211.00	3865	14.36	1010	1582	3310	555	14	33	84	185	239
26	161	4222.01	3582	12.56	988	1136	3132	450	3	107	30	123	187
26	161	4222.02	3923	17.95	1128	1542	3219	704	8	55	55	420	166
26	161	4234.00	6368	13.36	1908	2775	5517	851	9	204	94	225	319
26	161	4236.00	2606	14.81	602	988	2220	386	2	88	64	95	137
26	161	4250.00	4380	21.58	1314	1586	3435	945	3	177	127	398	240
26	161	4260.01	2252	11.90	576	811	1984	268	9	39	46	72	102
26	161	4260.02	2036	17.19	541	696	1686	350	4	123	30	75	118
26	161	4310.00	4626	8.69	1374	2094	4224	402	14	21	25	156	186
26	161	4320.00	4764	7.83	1395	1861	4391	373	9	39	17	106	202
26	161	4440.00	6696	8.89	1893	2362	6101	595	8	71	42	177	297
26	161	4450.00	2656	11.60	780	1022	2348	308	7	14	71	63	153
26	161	4462.00	2252	9.15	516	1222	2046	206	3	22	18	74	89
26	161	4464.00	3215	9.98	821	1340	2894	321	7	71	19	104	120

State Code	County Code	Tract Code	Tract Population	Tract Minority %	Number of Families	Number of Households	Non-Hisp White Population	Tract Minority Population	American Indian Population	Asian/Hawaiian/Pacific Islander Population	Black Population	Hispanic Population	Other Population/Two or More Races
26	161	4470.00	3311	10.63	903	1190	2959	352	9	47	43	91	162
26	161	4480.00	4024	11.93	1099	1480	3544	480	6	82	38	170	184
26	161	4530.00	5212	17.38	1725	1963	4306	906	8	357	103	145	293
26	161	4540.01	1257	9.15	342	443	1142	115	2	18	15	30	50
26	161	4540.02	3719	12.85	910	1489	3241	478	3	110	20	174	171
26	161	4550.00	5072	33.71	1216	1747	3362	1710	6	521	296	464	423
26	161	4560.00	5914	36.03	1621	2426	3783	2131	6	1017	373	340	395
26	161	4610.00	7371	10.20	2387	2839	6619	752	16	123	41	206	366
26	161	4640.00	7018	14.06	1720	2050	6031	987	24	133	232	244	354
26	161	4650.01	2136	11.56	519	739	1889	247	13	11	20	101	102
26	161	4650.02	3810	12.26	1080	1869	3343	467	14	34	46	142	231
26	161	4660.00	2604	10.56	716	927	2329	275	4	55	16	80	120
26	161	9801.01	6052	35.03	52	457	3932	2120	12	949	561	333	265
26	161	9801.02	3713	25.07	0	189	2782	931	1	157	433	123	217
26	161	9802.00	0	0.00	0	0	0	0	0	0	0	0	0
26	161	9803.00	2012	42.54	0	0	1156	856	48	11	713	64	20
26	161	9804.00	0	0.00	0	0	0	0	0	0	0	0	0
26	161	9805.00	2376	29.80	0	14	1668	708	4	201	158	147	198
26	161	9806.00	1603	62.51	9	9	601	1002	19	17	831	128	7
26	161	9840.00	34	61.76	11	15	13	21	2	0	1	6	12

2024 FFIEC Census Report - Summary Census Housing Information

MSA/MD: 11460 - ANN ARBOR, MI

State: 26 - MICHIGAN (MI)



State Code	County Code	Tract Code	Total Housing Units	1- to 4-Family Units	Median House Age (Years)	Inside Principal City?	Owner Occupied Units	Vacant Units	Owner Occupied 1- to 4- Family Units	Renter Occupied Units
26	161	4001.00	1485	80	31	Yes	239	203	11	1043
26	161	4003.00	1426	406	50	Yes	186	100	186	1140
26	161	4004.00	1262	1110	0	Yes	890	52	871	320
26	161	4005.00	2807	1306	59	Yes	67	254	52	2486
26	161	4006.00	2220	1469	73	Yes	881	123	854	1216
26	161	4007.00	1457	1070	0	Yes	424	77	412	956
26	161	4008.00	1301	475	72	Yes	55	111	39	1135
26	161	4021.00	1623	688	54	Yes	417	115	353	1091
26	161	4022.01	1411	89	32	Yes	34	215	17	1162
26	161	4023.00	1233	874	42	Yes	963	89	781	181
26	161	4025.00	1144	467	46	Yes	468	0	453	676
26	161	4026.01	574	453	44	Yes	131	69	131	374
26	161	4027.00	2619	2070	38	Yes	1318	281	1270	1020
26	161	4031.00	609	605	45	Yes	565	36	565	8
26	161	4032.00	1382	1377	62	Yes	983	70	983	329
26	161	4033.00	1779	1498	51	Yes	1153	59	1153	567
26	161	4034.00	1384	1306	66	Yes	1070	43	1070	271
26	161	4035.00	1377	1133	64	Yes	670	93	670	614
26	161	4036.00	2623	1263	33	Yes	697	93	683	1833
26	161	4038.00	1494	1200	46	Yes	872	47	833	575
26	161	4041.00	1410	1139	62	Yes	914	47	914	449
26	161	4042.00	1175	381	41	Yes	363	16	159	796
26	161	4043.00	1223	1176	62	Yes	1132	37	1085	54
26	161	4044.00	960	837	42	Yes	693	66	693	201
26	161	4045.00	2385	418	30	Yes	288	50	189	2047
26	161	4046.00	2720	1803	49	Yes	1196	56	1138	1468
26	161	4051.00	1012	821	50	Yes	451	88	451	473
26	161	4052.00	2398	1717	55	Yes	1358	55	1287	985
26	161	4053.00	2011	1825	60	Yes	1705	33	1697	273
26	161	4054.00	1026	989	72	Yes	856	41	819	129
26	161	4055.00	1108	1044	50	Yes	849	0	839	259
26	161	4056.00	1880	1256	46	Yes	296	56	296	1528
26	161	4060.00	1433	1103	31	Yes	881	52	881	500
26	161	4070.00	1956	1868	28	No	1663	64	1663	229
26	161	4074.00	2414	1958	33	No	1507	98	1507	809
26	161	4076.00	1343	1226	28	No	1162	141	1135	40
26	161	4101.00	1713	105	40	No	21	82	9	1610
26	161	4102.00	1198	550	46	No	481	88	419	629
26	161	4103.00	1924	1467	0	No	878	37	728	1009
26	161	4104.00	1428	1137	52	No	1041	57	1033	330
26	161	4105.00	1258	516	40	No	342	45	324	871
26	161	4106.00	1210	976	51	No	361	151	361	698

State Code	County Code	Tract Code	Total Housing Units	1- to 4-Family Units	Median House Age (Years)	Inside Principal City?	Owner Occupied Units	Vacant Units	Owner Occupied 1- to 4- Family Units	Renter Occupied Units
26	161	4107.00	893	566	74	No	231	73	226	589
26	161	4108.00	797	484	67	No	240	41	236	516
26	161	4109.00	624	600	76	No	491	27	491	106
26	161	4110.00	1376	487	0	No	105	107	105	1164
26	161	4112.00	1124	151	38	No	10	171	10	943
26	161	4117.00	963	963	64	No	866	45	866	52
26	161	4119.00	1651	999	63	No	527	127	527	997
26	161	4120.00	1553	1282	61	No	863	65	863	625
26	161	4121.00	1497	1297	55	No	984	38	977	475
26	161	4123.00	1125	1125	60	No	632	116	632	377
26	161	4126.00	1670	244	42	No	229	156	33	1285
26	161	4127.00	2158	1277	41	No	1086	70	993	1002
26	161	4130.00	1558	1328	53	No	838	117	838	603
26	161	4132.00	1683	1615	20	No	1106	49	1085	528
26	161	4134.01	1553	1553	21	No	1438	35	1438	80
26	161	4134.02	1780	1780	20	No	1666	22	1666	92
26	161	4134.03	830	830	37	No	766	24	766	40
26	161	4140.00	1646	105	39	No	10	93	10	1543
26	161	4142.00	1607	736	50	Yes	567	99	567	941
26	161	4143.00	1696	620	36	No	416	93	376	1187
26	161	4145.00	1040	1040	31	No	983	14	983	43
26	161	4147.00	1094	607	24	Yes	495	78	420	521
26	161	4149.00	1435	1249	24	Yes	1114	124	1077	197
26	161	4152.00	1089	296	33	No	135	59	135	895
26	161	4154.00	1025	510	19	Yes	608	119	355	298
26	161	4156.00	761	635	19	No	620	43	620	98
26	161	4158.00	1383	1383	24	No	1350	14	1350	19
26	161	4160.00	1300	1300	25	No	1210	46	1210	44
26	161	4162.00	2005	1677	24	No	1603	38	1478	364
26	161	4200.00	1250	1250	35	No	1149	27	1149	74
26	161	4202.00	1268	1268	33	No	1135	32	1135	101
26	161	4211.00	1714	1567	63	No	1089	132	1089	493
26	161	4222.01	1228	1228	28	No	1086	92	1086	50
26	161	4222.02	1542	1542	50	No	1363	0	1363	179
26	161	4234.00	2877	2484	37	No	2245	102	2245	530
26	161	4236.00	1003	759	49	No	605	15	597	383
26	161	4250.00	1715	1715	33	No	1553	129	1553	33
26	161	4260.01	820	820	26	No	750	9	750	61
26	161	4260.02	723	723	30	No	682	27	682	14
26	161	4310.00	2264	2141	42	No	1763	170	1743	331
26	161	4320.00	2051	2047	46	No	1733	190	1729	128
26	161	4440.00	2587	2572	36	No	2230	225	2230	132
26	161	4450.00	1259	1250	40	No	985	237	981	37
26	161	4462.00	1247	928	59	No	649	25	580	573
26	161	4464.00	1340	1148	27	No	1003	0	994	337
26	161	4470.00	1287	1282	28	No	1097	97	1097	93

State Code	County Code	Tract Code	Total Housing Units	1- to 4-Family Units	Median House Age (Years)	Inside Principal City?	Owner Occupied Units	Vacant Units	Owner Occupied 1- to 4- Family Units	Renter Occupied Units
26	161	4480.00	1550	1550	35	No	1269	70	1269	211
26	161	4530.00	2100	2100	44	Yes	1897	137	1897	66
26	161	4540.01	450	450	43	No	416	7	416	27
26	161	4540.02	1570	1243	26	No	1051	81	1025	438
26	161	4550.00	1861	1773	24	No	1332	114	1314	415
26	161	4560.00	2630	2013	21	No	1863	204	1704	563
26	161	4610.00	3023	3023	26	No	2733	184	2733	106
26	161	4640.00	2337	2337	30	No	1781	287	1781	269
26	161	4650.01	871	871	26	No	638	132	638	101
26	161	4650.02	1936	1649	36	No	1274	67	1274	595
26	161	4660.00	980	980	43	No	842	53	842	85
26	161	9801.01	712	67	44	Yes	0	255	0	457
26	161	9801.02	189	57	52	Yes	0	0	0	189
26	161	9802.00	0	0	0	No	0	0	0	0
26	161	9803.00	0	0	0	No	0	0	0	0
26	161	9804.00	0	0	0	Yes	0	0	0	0
26	161	9805.00	34	0	43	No	0	20	0	14
26	161	9806.00	9	9	0	No	0	0	0	9
26	161	9840.00	15	15	0	No	15	0	15	0

SECTION H
CRA DISCLOSURE STATEMENTS

HMDA Disclosure Statement

“Banks required to report Home Mortgage Disclosure Act (HMDA) data. A bank required to report home mortgage loan data pursuant part 1003 of this title shall include in its public file a written notice that the institution's HMDA Disclosure Statement may be obtained on the Consumer Financial Protection Bureau's (Bureau's) Web site at www.consumerfinance.gov/hmda. In addition, a bank that elected to have the FDIC consider the mortgage lending of an affiliate shall include in its public file the name of the affiliate and a written notice that the affiliate's HMDA Disclosure Statement may be obtained at the Bureau's Web site. The bank shall place the written notice(s) in the public file within three business days after receiving notification from the Federal Financial Institutions Examination Council of the availability of the disclosure statement(s). “

Notice

- University Bank’s HMDA Disclosure Statement may be obtained on the Consumer Financial Protection Bureau’s (Bureau's) Web site at www.consumerfinance.gov/hmda.
- UIF Corporation’s HMDA Disclosure Statement may be obtained on the Consumer Financial Protection Bureau’s (Bureau's) Web site at www.consumerfinance.gov/hmda.

Disposition of loan applications, by location of property and type of loan, 2023
MSA/MD: 11460 - Ann Arbor, MI

CENSUS TRACT OR COUNTY NAME AND DISPLoans on 1- to 4-Family and Manufactured Home Dwellings

Applications Denied by Financial Institution	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Applications Withdrawn by Applicant	0	0	1	285000	1	325000	0	0	0	0	0	0	0	0
File Closed for Incompleteness	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Applications Received	0	0	5	1435000	1	325000	0	0	0	0	0	0	0	0
WASHTENAW COUNTY/MICHIGAN/423600														
Loans Originated	0	0	1	285000	0	0	0	0	0	0	0	0	0	0
Applications Approved but not Accepted	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Applications Denied by Financial Institution	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Applications Withdrawn by Applicant	0	0	0	0	0	0	0	0	0	0	0	0	0	0
File Closed for Incompleteness	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Applications Received	0	0	1	285000	0	0	0	0	0	0	0	0	0	0
WASHTENAW COUNTY/MICHIGAN/425000														
Loans Originated	0	0	2	950000	0	0	0	0	0	0	0	0	0	0
Applications Approved but not Accepted	0	0	0	0	0	0	1	175000	0	0	0	0	0	0

Loans by County

MSA: 11460

Small Business Loans - Originations

ANN ARBOR, MI

MSA Income Characteristics	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 But <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 Million	
	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)
WASHTENAW COUNTY (161), MI								
Low Income								
4022.01	12	132	0	0	0	0	6	103
4042.00	39	464	2	270	1	426	22	605
4056.00	92	1,417	4	701	1	750	44	505
4074.00	48	348	0	0	0	0	34	253
4101.00	28	561	0	0	1	420	16	509
4105.00	25	315	0	0	0	0	13	65
4106.00	31	301	1	204	2	1,524	23	879
4107.00	40	482	2	454	3	1,851	25	415
4108.00	42	631	0	0	0	0	26	348
4110.00	34	509	0	0	2	1,640	20	861
4112.00	10	121	0	0	0	0	5	58
4123.00	19	85	0	0	1	425	14	476
4140.00	50	510	0	0	1	600	34	378
Subtotal for Income Group	470	5,876	9	1,629	12	7,636	282	5,455
Moderate Income								
4026.01	37	581	0	0	0	0	14	128
4045.00	155	2,295	5	819	3	1,868	80	1,530
4051.00	20	237	0	0	1	534	9	567
4117.00	12	76	0	0	0	0	10	59
4119.00	60	581	7	1,205	5	1,884	38	610
4120.00	57	955	2	401	3	1,152	33	413
4121.00	36	304	0	0	0	0	27	256
4126.00	23	168	0	0	0	0	12	91
4130.00	20	119	1	123	0	0	12	64

Loans by County

MSA: 11460

Small Business Loans - Originations

ANN ARBOR, MI

MSA Income Characteristics	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 But <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 Million	
	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)
4142.00	87	980	0	0	3	1,541	54	1,295
4152.00	48	493	0	0	1	739	32	382
4211.00	34	752	1	200	0	0	20	236
4650.01	19	312	0	0	1	300	7	128
Subtotal for Income Group	608	7,853	16	2,748	17	8,018	348	5,759
Middle Income								
4021.00	62	643	1	250	0	0	36	615
4033.00	146	1,782	0	0	5	2,999	84	1,640
4035.00	91	1,316	2	361	2	916	44	865
4036.00	137	1,940	1	110	2	1,413	82	1,743
4038.00	48	589	2	310	0	0	29	257
4046.00	156	2,109	9	1,617	10	4,394	76	1,119
4054.00	76	1,317	1	150	2	1,000	34	507
4055.00	65	748	2	261	0	0	39	427
4076.00	42	331	0	0	0	0	25	223
4102.00	29	398	1	250	0	0	17	102
4103.00	112	1,251	2	497	1	350	62	791
4104.00	72	772	1	150	1	850	49	339
4109.00	25	200	0	0	0	0	14	125
4127.00	79	740	0	0	0	0	48	322
4132.00	56	565	0	0	1	400	36	355
4134.01	74	715	2	356	0	0	43	520
4134.02	57	529	1	250	0	0	33	282
4134.03	95	1,295	2	387	3	1,434	65	828
4143.00	47	564	2	450	1	750	27	737
4147.00	70	1,158	5	884	4	2,360	27	346

Loans by County

MSA: 11460

Small Business Loans - Originations

ANN ARBOR, MI

MSA Income Characteristics	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 But <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 Million	
	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)
4154.00	92	1,507	5	1,072	8	4,311	43	1,847
4160.00	68	583	4	542	0	0	54	709
4200.00	69	695	1	207	0	0	44	387
4202.00	43	657	0	0	0	0	22	251
4222.02	82	1,024	0	0	1	350	56	519
4234.00	152	2,173	1	250	9	6,504	68	1,610
4236.00	46	514	0	0	1	850	27	340
4260.01	35	548	1	156	1	300	11	80
4260.02	35	585	1	111	0	0	17	249
4310.00	59	712	3	437	1	750	33	361
4320.00	115	1,612	3	585	2	1,410	69	1,026
4450.00	29	304	0	0	0	0	17	122
4462.00	40	659	1	200	0	0	11	82
4470.00	59	758	2	391	1	800	31	1,094
4480.00	82	1,027	3	529	0	0	41	353
4540.02	92	1,410	6	1,035	5	2,872	51	1,098
4550.00	217	3,542	7	1,350	11	6,147	93	2,787
4640.00	152	2,483	4	474	1	300	88	1,371
4650.02	57	863	1	102	3	1,195	35	744
4660.00	77	1,149	0	0	1	574	34	336
Subtotal for Income Group	3,140	41,767	77	13,724	77	43,229	1,715	27,509
Upper Income								
4001.00	231	4,024	14	2,421	13	8,213	114	5,966
4004.00	64	839	1	112	1	280	33	306
4006.00	75	1,117	3	688	3	2,300	41	1,360
4007.00	117	2,053	3	433	3	2,000	68	1,660

Loans by County

MSA: 11460

Small Business Loans - Originations

ANN ARBOR, MI

MSA Income Characteristics	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 But <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 Million	
	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)
4023.00	39	611	0	0	1	950	21	283
4025.00	55	687	2	423	1	871	32	402
4027.00	119	1,478	1	150	0	0	63	684
4031.00	43	508	2	494	0	0	30	621
4032.00	103	1,497	1	164	0	0	63	775
4034.00	46	517	1	125	1	450	29	282
4041.00	45	562	1	150	0	0	23	352
4043.00	60	948	3	600	0	0	34	686
4044.00	41	440	2	490	0	0	25	418
4052.00	112	1,612	0	0	0	0	69	891
4053.00	173	2,259	4	645	7	4,970	101	4,403
4060.00	95	1,822	5	958	0	0	48	902
4070.00	172	2,680	5	894	8	4,525	93	1,909
4145.00	78	1,057	1	112	0	0	50	542
4149.00	163	1,751	1	250	2	1,305	105	1,062
4156.00	81	1,251	5	807	5	2,906	45	1,291
4158.00	100	1,502	0	0	0	0	50	547
4162.00	126	1,507	1	146	0	0	73	657
4222.01	86	1,129	0	0	0	0	58	532
4250.00	116	1,422	3	468	3	1,200	65	888
4440.00	97	1,227	1	150	2	950	51	425
4464.00	54	707	2	400	1	350	28	284
4530.00	138	1,765	2	440	0	0	80	1,306
4540.01	34	649	2	286	1	267	10	123
4560.00	261	3,636	7	1,427	7	4,067	138	3,358
4610.00	168	2,600	2	425	0	0	97	1,403

Loans by County

MSA: 11460

Small Business Loans - Originations

ANN ARBOR, MI

MSA Income Characteristics	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 But <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 Million	
	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)	Num of loans	Amount (000s)
Subtotal for Income Group	3,092	43,857	75	13,658	59	35,604	1,737	34,318
Income Not Known								
4003.00	16	173	0	0	0	0	8	93
4005.00	34	456	2	300	0	0	16	353
4008.00	10	73	0	0	0	0	6	48
9801.01	29	593	0	0	0	0	8	80
9801.02	5	80	0	0	0	0	2	26
9802.00	19	476	3	510	1	599	8	898
9805.00	2	50	0	0	0	0	0	0
9840.00	11	355	2	275	2	906	3	95
Subtotal for Income Group	126	2,256	7	1,085	3	1,505	51	1,593
Tract Not Known								
Subtotal for Income Group	28	348	0	0	0	0	16	101
County Total	7,464	101,957	184	32,844	168	95,992	4,149	74,735
MSA Total	7,464	101,957	184	32,844	168	95,992	4,149	74,735

Institution: 549300IFOE4SCP384147

MSA/MD	MSA/MD Name	Total LARS	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
10540	Albany-Lebanon, OR	1	145	0	1	0	0	1	0	1	0	0	0	1	0	0	0
11244	Anaheim-Santa Ana-Irvine, CA	5	3325	5	0	0	0	5	0	5	0	5	0	0	0	0	0
11460	Ann Arbor, MI	286	80050	260	18	6	2	285	1	285	1	231	21	12	8	14	0
11540	Appleton, WI	1	245	0	1	0	0	1	0	1	0	0	0	1	0	0	0
12060	Atlanta-Sandy Springs-Alpharetta, GA	19	6335	8	11	0	0	19	0	19	0	2	0	15	0	2	0
12260	Augusta-Richmond County, GA-SC	2	730	1	0	1	0	2	0	2	0	1	0	1	0	0	0
12540	Bakersfield, CA	1	55	1	0	0	0	1	0	1	0	0	0	0	0	1	0
12580	Baltimore-Columbia-Towson, MD	3	1455	2	1	0	0	3	0	3	0	0	0	3	0	0	0
12940	Baton Rouge, LA	1	425	1	0	0	0	1	0	1	0	0	0	1	0	0	0
12980	Battle Creek, MI	2	240	0	2	0	0	2	0	2	0	0	0	1	0	1	0
13820	Birmingham-Hoover, AL	2	370	1	1	0	0	2	0	2	0	0	0	2	0	0	0
15764	Cambridge-Newton-Frammingham, MA	1	765	1	0	0	0	1	0	1	0	0	0	1	0	0	0
15980	Cape Coral-Fort Myers, FL	6	2510	5	1	0	0	6	0	6	0	2	0	4	0	0	0
16700	Charleston-North Charleston, SC	1	405	1	0	0	0	1	0	1	0	1	0	0	0	0	0
	TOTAL	2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0

Institution: 549300IFOE4SCP384147																	
MSA/MD	MSA/MD Name	Total Lars	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
16740	Charlotte-Concord-Gastonia, NC-SC	13	6975	13	0	0	0	13	0	13	0	2	0	11	0	0	0
16860	Chattanooga, TN-GA	4	1560	4	0	0	0	4	0	4	0	3	0	1	0	0	0
16984	Chicago-Naperville-Evanston, IL	9	1555	3	6	0	0	9	0	9	0	2	0	5	0	2	0
17020	Chico, CA	3	1015	2	1	0	0	3	0	3	0	3	0	0	0	0	0
17300	Clarksville, TN-KY	2	530	2	0	0	0	2	0	2	0	0	0	2	0	0	0
17460	Cleveland-Elyria, OH	1	45	0	1	0	0	1	0	1	0	0	0	0	0	1	0
17980	Columbus, GA-AL	1	455	1	0	0	0	1	0	1	0	1	0	0	0	0	0
18140	Columbus, OH	2	860	2	0	0	0	2	0	2	0	1	0	1	0	0	0
18580	Corpus Christi, TX	1	105	1	0	0	0	1	0	1	0	1	0	0	0	0	0
18880	Crestview-Fort Walton Beach-Destin, FL	193	66745	58	16	119	0	192	1	193	0	182	3	2	4	2	0
19124	Dallas-Plano-Irving, TX	4	660	1	3	0	0	3	1	4	0	1	0	3	0	0	0
19140	Dalton, GA	1	265	1	0	0	0	1	0	1	0	0	0	1	0	0	0
19180	Danville, IL	1	105	0	0	0	1	1	0	1	0	1	0	0	0	0	0
19300	Daphne-Fairhope-Foley, AL	5	2695	3	0	2	0	5	0	5	0	4	0	1	0	0	0
19340	Davenport-Moline-Rock Island, IA-IL	1	65	1	0	0	0	1	0	1	0	0	1	0	0	0	0
19660	Deltona-Daytona Beach-	2	950	2	0	0	0	2	0	2	0	2	0	0	0	0	0
	TOTAL	2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0

Institution: 5493001FOE4SCP384147																	
MSA/MD	MSA/MD Name	Total Lars	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
	Ormond Beach, FL																
19740	Denver-Aurora-Lakewood, CO	8	4640	7	1	0	0	8	0	8	0	2	0	6	0	0	0
19804	Detroit-Dearborn-Livonia, MI	97	19145	70	24	3	0	97	0	97	0	86	2	3	2	4	0
20020	Dothan, AL	2	450	0	1	1	0	2	0	2	0	2	0	0	0	0	0
20500	Durham-Chapel Hill, NC	4	1450	4	0	0	0	4	0	4	0	2	0	2	0	0	0
20700	East Stroudsburg, PA	1	185	0	1	0	0	1	0	1	0	0	0	1	0	0	0
22420	Flint, MI	9	2035	6	2	1	0	8	1	9	0	9	0	0	0	0	0
22744	Fort Lauderdale-Pompano Beach-Sunrise, FL	3	1605	3	0	0	0	3	0	3	0	3	0	0	0	0	0
23060	Fort Wayne, IN	1	485	0	0	1	0	1	0	1	0	1	0	0	0	0	0
23104	Fort Worth-Arlington-Grapevine, TX	2	290	1	1	0	0	2	0	2	0	0	0	2	0	0	0
23420	Fresno, CA	1	255	1	0	0	0	1	0	1	0	0	0	1	0	0	0
23460	Gadsden, AL	1	285	1	0	0	0	1	0	1	0	0	0	1	0	0	0
23540	Gainesville, FL	3	645	3	0	0	0	3	0	3	0	2	1	0	0	0	0
23844	Gary, IN	159	46235	108	36	15	0	159	0	159	0	153	0	3	1	2	0
24340	Grand Rapids-Kentwood, MI	5	835	3	2	0	0	5	0	5	0	4	0	1	0	0	0
	TOTAL	2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0

Institution: 549300IFOE4SCP384147																	
MSA/MD	MSA/MD Name	Total LARS	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
24580	Green Bay, WI	1	105	0	1	0	0	1	0	1	0	0	0	1	0	0	0
24860	Greenville-Anderson, SC	2	550	1	0	1	0	2	0	2	0	1	0	1	0	0	0
25220	Hammond, LA	1	305	1	0	0	0	1	0	1	0	0	0	1	0	0	0
26420	Houston-The Woodlands-Sugar Land, TX	4	660	1	3	0	0	4	0	4	0	1	0	1	0	2	0
26620	Huntsville, AL	7	2285	6	1	0	0	7	0	7	0	0	0	7	0	0	0
26900	Indianapolis-Carmel-Anderson, IN	12	3160	4	5	0	3	12	0	12	0	12	0	0	0	0	0
27100	Jackson, MI	22	3990	18	3	1	0	22	0	19	3	20	1	1	0	0	0
27260	Jacksonville, FL	8	2800	4	1	3	0	8	0	8	0	7	0	1	0	0	0
28020	Kalamazoo-Portage, MI	3	1435	2	1	0	0	3	0	3	0	0	0	3	0	0	0
28940	Knoxville, TN	1	625	1	0	0	0	1	0	1	0	1	0	0	0	0	0
29200	Lafayette-West Lafayette, IN	3	605	2	1	0	0	3	0	3	0	3	0	0	0	0	0
29404	Lake County-Kenosha County, IL-WI	2	580	1	1	0	0	2	0	2	0	1	0	0	0	1	0
29460	Lakeland-Winter Haven, FL	2	250	1	1	0	0	2	0	2	0	1	0	1	0	0	0
29620	Lansing-East Lansing, MI	5	935	4	1	0	0	5	0	5	0	5	0	0	0	0	0
30460	Lexington-Fayette, KY	2	540	2	0	0	0	2	0	2	0	1	0	1	0	0	0
30860	Logan, UT-ID	1	425	1	0	0	0	1	0	1	0	1	0	0	0	0	0
	TOTAL	2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0

Institution: 5493001FOE4SCP384147																	
MSA/MD	MSA/MD Name	Total Lars	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
31084	Los Angeles-Long Beach-Glendale, CA	21	11165	10	11	0	0	21	0	21	0	5	3	9	2	2	0
31180	Lubbock, TX	1	1285	1	0	0	0	1	0	1	0	1	0	0	0	0	0
31340	Lynchburg, VA	1	385	1	0	0	0	1	0	1	0	0	0	1	0	0	0
32780	Medford, OR	1	185	1	0	0	0	1	0	1	0	0	0	1	0	0	0
33124	Miami-Miami Beach-Kendall, FL	4	1030	4	0	0	0	4	0	4	0	1	1	2	0	0	0
33340	Milwaukee-Waukesha, WI	4	830	3	1	0	0	4	0	4	0	3	0	1	0	0	0
33660	Mobile, AL	3	1235	1	2	0	0	3	0	3	0	2	0	0	0	1	0
33700	Modesto, CA	1	525	1	0	0	0	1	0	1	0	0	0	1	0	0	0
33780	Monroe, MI	17	3915	10	6	0	1	17	0	17	0	15	0	2	0	0	0
33874	Montgomery County-Bucks County-Chester County, PA	4	1160	2	2	0	0	4	0	4	0	0	0	4	0	0	0
34820	Myrtle Beach-Conway-North Myrtle Beach, SC-NC	2	620	2	0	0	0	2	0	2	0	1	0	1	0	0	0
34900	Napa, CA	2	940	2	0	0	0	1	1	2	0	2	0	0	0	0	0
34940	Naples-Marco Island, FL	2	730	1	1	0	0	2	0	2	0	1	0	1	0	0	0
34980	Nashville-Davidson--Murfreesboro--Franklin, TN	65	35525	63	2	0	0	65	0	65	0	27	1	35	0	2	0
35154	New Brunswick-Lakewood, NJ	2	450	0	2	0	0	2	0	2	0	0	0	0	0	2	0
	TOTAL	2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0

Institution: 5493001FOE4SCP384147																	
MSA/MD	MSA/MD Name	Total Lars	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
35300	New Haven-Milford, CT	1	245	0	1	0	0	1	0	1	0	0	0	1	0	0	0
35380	New Orleans-Metairie, LA	1	285	1	0	0	0	1	0	1	0	1	0	0	0	0	0
35660	Niles, MI	1	195	0	1	0	0	1	0	1	0	0	0	1	0	0	0
35840	North Port-Sarasota-Bradenton, FL	7	2895	4	3	0	0	7	0	7	0	1	0	5	0	1	0
36084	Oakland-Berkeley-Livermore, CA	3	1335	2	1	0	0	3	0	3	0	2	0	1	0	0	0
36100	Ocala, FL	4	960	2	2	0	0	4	0	4	0	3	0	1	0	0	0
36260	Ogden-Clearfield, UT	6	3170	6	0	0	0	6	0	6	0	2	0	4	0	0	0
36500	Olympia-Lacey-Tumwater, WA	1	305	1	0	0	0	1	0	1	0	0	0	1	0	0	0
36740	Orlando-Kissimmee-Sanford, FL	10	3180	7	3	0	0	10	0	10	0	7	0	3	0	0	0
36980	Owensboro, KY	1	245	1	0	0	0	1	0	1	0	0	0	1	0	0	0
37100	Oxnard-Thousand Oaks-Ventura, CA	2	1370	1	1	0	0	2	0	2	0	0	0	2	0	0	0
37460	Panama City, FL	4	1000	2	1	1	0	4	0	4	0	4	0	0	0	0	0
37860	Pensacola-Ferry Pass-Brent, FL	373	121575	170	56	145	2	373	0	373	0	357	5	2	5	4	0
38060	Phoenix-Mesa-Chandler, AZ	10	4040	10	0	0	0	10	0	10	0	7	0	3	0	0	0
38900	Portland-Vancouver-	2	900	0	2	0	0	2	0	2	0	0	0	2	0	0	0
	TOTAL	2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0

Institution: 5493001FOE4SCP384147																	
MSA/MD	MSA/MD Name	Total Lars	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
	Hillsboro, OR-WA																
38940	Port St. Lucie, FL	3	345	1	2	0	0	3	0	3	0	1	0	0	0	2	0
39340	Provo-Orem, UT	1	525	1	0	0	0	1	0	1	0	0	0	1	0	0	0
39580	Raleigh-Cary, NC	3	1625	3	0	0	0	3	0	3	0	2	0	1	0	0	0
39820	Redding, CA	1	475	1	0	0	0	1	0	1	0	0	0	1	0	0	0
40060	Richmond, VA	1	125	0	1	0	0	1	0	1	0	0	0	1	0	0	0
40140	Riverside-San Bernardino-Ontario, CA	16	5390	10	6	0	0	16	0	16	0	5	0	6	2	3	0
40220	Roanoke, VA	1	115	1	0	0	0	1	0	1	0	1	0	0	0	0	0
40900	Sacramento-Roseville-Folsom, CA	3	1385	2	1	0	0	3	0	3	0	2	0	1	0	0	0
41100	St. George, UT	2	910	2	0	0	0	2	0	2	0	1	0	1	0	0	0
41180	St. Louis, MO-IL	3	745	0	3	0	0	3	0	3	0	1	0	0	0	2	0
41420	Salem, OR	3	415	0	3	0	0	3	0	3	0	0	0	2	0	1	0
41540	Salisbury, MD-DE	1	325	1	0	0	0	1	0	1	0	1	0	0	0	0	0
41620	Salt Lake City, UT	3	1635	2	1	0	0	3	0	3	0	0	0	2	0	1	0
41660	San Angelo, TX	15	3035	3	6	6	0	15	0	15	0	15	0	0	0	0	0
41700	San Antonio-New Braunfels, TX	1	305	1	0	0	0	1	0	1	0	1	0	0	0	0	0
41740	San Diego-Chula Vista-Carlsbad, CA	4	1560	1	3	0	0	4	0	4	0	0	0	4	0	0	0
	TOTAL	2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0

Institution: 5493001FOE4SCP384147																	
MSA/MD	MSA/MD Name	Total Lars	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
41940	San Jose-Sunnyvale-Santa Clara, CA	1	465	0	1	0	0	1	0	1	0	0	0	1	0	0	0
42100	Santa Cruz-Watsonville, CA	1	805	1	0	0	0	1	0	1	0	0	0	0	1	0	0
42220	Santa Rosa-Petaluma, CA	1	575	0	1	0	0	1	0	1	0	0	0	1	0	0	0
42680	Sebastian-Vero Beach, FL	2	600	0	2	0	0	2	0	2	0	2	0	0	0	0	0
43900	Spartanburg, SC	1	95	0	1	0	0	1	0	1	0	1	0	0	0	0	0
44700	Stockton, CA	2	1280	2	0	0	0	2	0	2	0	0	0	2	0	0	0
45220	Tallahassee, FL	511	133635	237	212	51	11	504	7	510	1	482	11	5	6	7	0
45300	Tampa-St. Petersburg-Clearwater, FL	22	8590	12	5	5	0	22	0	22	0	15	1	5	0	1	0
45460	Terre Haute, IN	4	490	0	0	4	0	4	0	4	0	4	0	0	0	0	0
45540	The Villages, FL	1	205	0	1	0	0	1	0	1	0	1	0	0	0	0	0
45780	Toledo, OH	1	325	1	0	0	0	1	0	1	0	1	0	0	0	0	0
46220	Tuscaloosa, AL	1	305	1	0	0	0	1	0	1	0	0	0	1	0	0	0
46660	Valdosta, GA	1	325	0	0	1	0	1	0	1	0	1	0	0	0	0	0
46700	Vallejo, CA	10	4560	9	1	0	0	10	0	10	0	9	0	1	0	0	0
47260	Virginia Beach-Norfolk-Newport News, VA-NC	2	860	1	0	1	0	2	0	2	0	1	0	1	0	0	0
47580	Warner Robins, GA	1	95	0	1	0	0	1	0	1	0	1	0	0	0	0	0
TOTAL		2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0

Institution: 5493001FOE4SCP384147																	
MSA/MD	MSA/MD Name	Total Lars	Total Amount (\$000's)	CONV	FHA	VA	FSA	Site Built	Manufactured	1-4 units	5+ units	Home Purchase	Home Improvement	Refinancing	Cash-out Refinancing	Other Purpose	Purpose N/A
47664	Warren-Troy-Farmington Hills, MI	118	27380	104	13	1	0	117	1	117	1	85	5	10	9	9	0
47894	Washington-Arlington-Alexandria, DC-VA-MD-WV	7	2825	6	1	0	0	7	0	7	0	0	0	7	0	0	0
48140	Wausau-Weston, WI	2	140	0	2	0	0	2	0	2	0	0	0	1	0	1	0
48424	West Palm Beach-Boca Raton-Boynton Beach, FL	3	935	1	2	0	0	3	0	3	0	0	0	2	0	1	0
48620	Wichita, KS	1	125	0	1	0	0	1	0	1	0	0	1	0	0	0	0
48864	Wilmington, DE-MD-NJ	1	215	0	1	0	0	1	0	1	0	0	0	1	0	0	0
48900	Wilmington, NC	1	605	1	0	0	0	1	0	1	0	1	0	0	0	0	0
49700	Yuba City, CA	7	2405	7	0	0	0	7	0	7	0	5	0	0	1	1	0
99999	MSA/MD NOT AVAILABLE	217	47945	125	51	10	31	207	10	216	1	174	4	27	5	7	0
	TOTAL	2482	735810	1482	570	379	51	2459	23	2475	7	2018	61	277	46	80	0