



LARGE BANK

Comptroller of the Currency
Administrator of National Banks

Washington, DC 20219

Public Disclosure

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Community Reinvestment Act Performance Evaluation

Wells Fargo Bank, NA
Charter Number: 1741

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San Francisco, CA 94104**

**Office of the Comptroller of the Currency
Large Bank Supervision
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Washington, D.C. 20219**

NOTE: This evaluation is not, and should not be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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Overall CRA Rating

Institution's CRA Rating: This institution is rated "**Outstanding.**"

The following table indicates the performance level of **Wells Fargo Bank, NA** (WFB) with respect to the Lending, Investment, and Service Tests:

Performance Levels	Wells Fargo Bank, NA Performance Tests		
	Lending Test*	Investment Test	Service Test
Outstanding	X	X	X
High Satisfactory			
Low Satisfactory			
Needs to Improve			
Substantial Noncompliance			

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

The major factors that support this rating include:

- WFB's overall lending performance is excellent with the bank's performance in California receiving the most weight.
- WFB demonstrates a significant responsiveness to its assessment areas (AA) through community development lending, which had a positive impact on the lending test rating.
- WFB's lending activity and responsiveness to its communities credit needs is excellent.
- WFB had an excellent geographic and borrower distribution of small loans to businesses and a good borrower distribution of home mortgage loans.
- WFB has an excellent level of investments that are highly responsive to the needs of the AAs.
- WFB provides banking services, which are readily accessible to essentially all portions of the bank's AAs.
- The overall level and responsiveness of WFB's CD services is excellent.

Definitions and Common Abbreviations

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

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

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

Block Numbering Area (BNA): A statistical subdivision of a county for grouping and numbering blocks in non-metropolitan counties where local census statistical area committees have not established census tracts. A BNA does not cross county lines.

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

Community Development (CD): Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet the size eligibility standards of the Small Business Administration's Development Company or Small Business Investment Company programs (13 CFR 121.301) or have gross annual revenues of \$1 million or less; or, activities that revitalize or stabilize low- or moderate-income geographies.

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

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

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into 'male householder' (a family with a male householder and no wife present) or 'female householder' (a family with a female householder and no husband present).

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

Geography: A census tract or a block numbering area 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 area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applications, the amount of loan requested, and the disposition of the application (e.g., approved, denied, and withdrawn).

Home Mortgage Loans: such loans include home purchase and home improvement loans, as defined in the HMDA regulation. This definition also includes loans for multifamily (five or more families) dwellings, loans for the purchase of manufactured homes and refinancing of home improvement and home purchase loans.

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

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

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

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

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every ten years and used to determine the income level category of geographies. Also, the median income determined by the Department of Housing and Urban Development annually that is used to determine the income level category of

individuals. For any given area, the median is the point at which half of the families have income above it and half below it.

Metropolitan Statistical Area (MSA): Any primary metropolitan area (PMA), metropolitan area (MA), or consolidated metropolitan area (CMA), as defined by the Office of Management and Budget, with a population of 250,000 or more, and any other area designated as such by the appropriate federal financial supervisory agency.

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

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

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

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

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

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

Rated Area: A rated area is a state or 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.

Small Loan(s) to Business(es): A loan included in 'loans to small businesses' as defined in the Consolidated Report of Condition and Income (Call Report) and the Thrift Financial Reporting (TFR) instructions. These loans have original amounts of \$1 million or less and typically are either secured by nonfarm or nonresidential real estate or are classified as commercial and industrial loans. However, thrift institutions may also exercise the option to report loans secured by nonfarm residential real estate as "small business loans" if the loans are reported on the TFR as non-mortgage, commercial loans.

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

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

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

Description of Institution

Wells Fargo Bank, National Association (WFB), is a wholly owned subsidiary of Wells Fargo & Company (WFC). WFC is a bank holding company. Both are headquartered in San Francisco, California. Based on asset size, WFC is the fourth largest bank holding company in the United States. Based on domestic deposits, it is ranked number two. WFB is the largest bank headquartered in the Western United States. As of September 30, 2001, the bank's total assets were \$129 billion with deposits of \$75 billion. Its total loans were \$84.5 billion, primarily made up of real estate loans, \$47.9 billion, commercial loans \$23.1 billion, and loans to individual \$4.4 billion. Its adjusted Tier 1 allocated capital was over \$8 billion.

On October 11, 2000, WFC acquired First Security Corporation. The consolidation of WFB and First Security Bank expanded the reach of the seventh-largest U.S. bank into several Rocky Mountain States. First Security, with \$22.5 billion in assets, was the second largest independent banking company with headquarters in the West; WFB is the largest. First Security operated nearly 400 banking, insurance and investment offices in seven Western states: Utah, California, Idaho, Nevada, Oregon, New Mexico and Wyoming.

WFB's primary focus is retail and wholesale banking within 60 assessment areas. These areas are in nine states and one multistate MSA. Information in the table below includes WFB's defined states and multistate MSA. The table reflects the level of deposits and loans the bank has generated from each market. Subsequent to the merger with First Security, portions of WFB's deposits are no longer captured under the charter. The table below reflects deposit figures before WFC's reorganization of banking assets (June 30, 2000) and after (June 30, 2001) which are reflective of current activities for those states.

Wells Fargo Bank, NA Market Distribution Comparison Deposits and Lending					
State and Assessment Area	Total Deposits* June 30, 2000 (Millions)	Total Deposits* June 30, 2001 (Millions)	Deposits %of Bank	Total Loans** (Millions)	Loans %of Bank
Arizona * Phoenix MSA	N/A	116.0	0.2%	246.9	0.3%

Wells Fargo Bank, NA Market Distribution Comparison					
Deposits and Lending					
State and Assessment Area	Total Deposits* June 30, 2000 (Millions)	Total Deposits* June 30, 2001 (Millions)	Deposits %of Bank	Total Loans** (Millions)	Loans %of Bank
California	\$57,510.8	\$68,546.6	98.0%	\$74,464.0	87.1%
Bakersfield MSA	447.7	603.3	0.9%	572.4	0.7%
Chico-Paradise MSA	193.7	240.5	0.4%	247.2	0.3%
Fresno MSA	595.9	928.6	1.3%	1,000.3	1.2%
Imperial County AA	199.5	197.0	0.3%	127.4	0.1%
Kings County AA	96.3	103.4	0.1%	76.0	0.1%
Los Angeles-Long Beach MSA	10,551.4	13,669.1	19.6%	12,547.3	14.7%
Merced MSA	136.5	147.7	0.2%	157.0	0.2%
Modesto MSA	447.6	676.6	1.0%	597.1	0.7%
Northern California AA	403.0	485.9	0.7%	829.4	1.0%
Oakland MSA	4,885.4	5,967.5	8.6%	8,876.1	10.4%
Orange County MSA	3,971.5	5,167.9	7.4%	8,221.6	9.6%
Redding MSA	154.3	178.7	0.3%	180.1	0.2%
Riverside-San Bernardino MSA	1,821.4	2,304.0	3.3%	5,389.4	6.3%
Sacramento MSA	2,419.0	3,079.8	4.4%	4,490.1	5.3%
Salinas MSA	592.4	750.7	1.1%	838.5	1.0%
San Benito County AA	29.3	39.7	0.1%	171.2	0.2%
San Diego MSA	3,701.9	4,708.0	6.7%	6,860.4	8.0%
San Francisco MSA	18,031.6	17,903.7	25.7%	5,640.4	6.6%
San Jose MSA	4,572.8	5,852.3	8.4%	7,560.7	8.8%
San Luis Obispo-Atascadero- Paso Robles MSA	152.2	243.3	0.3%	956.9	1.1%
Santa Cruz MSA	371.5	459.7	0.7%	835.4	1.0%
Santa Rosa MSA	353.9	976.4	1.4%	823.3	1.0%
Santa Barbara-Santa Maria- Lompoc MSA	648.4	454.3	0.6%	1,406.0	1.6%
Sierra Nevadas AA	138.1	168.7	0.2%	372.2	0.4%
Stockton-Lodi MSA	546.8	690.2	1.0%	1,285.0	1.5%
Vallejo-Fairfield-Napa MSA	514.5	705.3	1.0%	1,300.9	1.5%
Ventura MSA	927.7	1,094.0	1.6%	2,204.1	2.6%
Visalia-Tulare-Porterville MSA	224.1	311.7	0.4%	414.5	0.5%
Yolo MSA	213.8	264.8	0.4%	344.5	0.4%
Yuba City MSA	168.5	173.7	0.3%	138.5	0.2%
Colorado*					
Denver MSA	N/A	\$62.5	0.1%	\$126.2	0.1%
Idaho*	\$409.3	\$75.4	0.1%	\$859.7	1.0%
Boise MSA	212.2	75.4	0.1%	509.7	0.6%
Bonneville AA	29.8	0	0.0%	36.2	0.1%
Central Rural AA	57.6	0	0.0%	93.8	0.1%
Northern Rural AA	90.8	0	0.0%	195.9	0.2%
Pocatello MSA	18.9	0	0.0%	23.9	0.1%
Minnesota*					
Minneapolis MSA	N/A	\$39.5	0.6%	\$87.4	0.1%
Nevada*	N/A	\$119.2	0.2%	\$181.5	0.2%
Las Vegas MSA		74.1	0.1%	105.3	0.1%
Reno MSA		45.1	0.1%	76.2	0.1%

Wells Fargo Bank, NA Market Distribution Comparison Deposits and Lending					
State and Assessment Area	Total Deposits* June 30, 2000 (Millions)	Total Deposits* June 30, 2001 (Millions)	Deposits %of Bank	Total Loans** (Millions)	Loans %of Bank
Oregon*	\$1,239.0	\$24.3	0.1%	\$1,319.8	1.5%
Corvallis Benton County	62.0	0	0.0%	51.5	0.1%
Eugene-Springfield MSA	204.3	24.3	0.1%	262.5	0.3%
Greater Rural Oregon AA	552.1	0	0.0%	585.6	0.7%
Medford-Ashland MSA	153.0	0	0.0%	92.6	0.1%
Northwest Rural Oregon	82.0	0	0.0%	117.9	0.1%
Salem MSA	185.5	0	0.0%	209.9	0.2%
Portland-Vancouver, OR-WA *					
Multistate MSA	\$1,721.1	\$191.2	.3%	\$2,400.4	2.8%
Utah*	\$523.2	\$237.4	0.3%	\$1,323.1	1.5%
Box Elder AA	32.6	0	0.0%	24.6	0.1%
Provo-Orem MSA	40.6	0	0.1%	178.8	0.2%
Salt Lake City MSA	429.5	237.4	0.3%	984.4	1.1%
Summit AA	20.6	0	0.0%	135.3	0.1%
Washington*	\$2,007.8	\$153.4	0.3%	\$5,119.6	6.1%
Bremerton MSA	55.5	0	0.1%	252.2	0.3%
Kittitas AA	26.4	0	0.0%	22.7	0.1%
Olympia MSA	33.5	0	0.0%	202.9	0.2%
Seattle-Bellevue-Everett MSA	1,308.6	125.9	0.2%	3,551.1	4.2%
Skagit AA	17.5	0	0.0%	128.3	0.1%
Spokane MSA	145.8	11.2	0.1%	288.2	0.3%
Tacoma MSA	343.5	16.3	0.1%	549.8	0.6%
Western Rural AA	27.8	0	0.0%	46.7	0.1%
Yakima MSA	49.2	0	0.0%	77.7	0.1%

*Due to WFC's merger, consolidation, and restructuring activity, a significant portion of the bank's deposits in these states are no longer part of this charter. A full-scope evaluation may have been conducted of an assessment area even though the more recent reporting of deposits has shifted. The AAs were selected due to their importance throughout the evaluation period.

**CRA Lending reported for the evaluation period.

During the evaluation period, WFB also created Regional Commercial Banking Offices (RCBO) adjoining new or existing branches in Arizona, Colorado, Minnesota, and Nevada. These offices in general do not serve retail banking customers but support the RCBO's operations. The branch offices conduct business with large commercial business clients and government entities.

Listed below is the chronology of WFC's corporate activities relating to WFB during the evaluation period.

June 8, 1998:	Norwest/ Wells Fargo & Company merger announced
October 14, 1998:	Norwest merged with WFC, keeping the Wells Fargo name
September 24, 1999:	WFB, NA – New Mexico branches convert into Norwest New Mexico, change name to Wells Fargo Bank New Mexico, NA
October 22, 1999:	WFB, NA – Nevada branches convert into Norwest Nevada, change name to Wells Fargo Bank Nevada, NA
December 1, 1999:	Norwest Mortgage Inc. changes ownership and name to Wells Fargo Home Mortgage, Inc.
March 24, 2000:	WFB, NA – Arizona branches convert into Norwest Arizona, change name to Wells Fargo Bank Arizona, NA

May 19, 2000:	WFB, NA – Colorado branches convert into Norwest Colorado, change name to Wells Fargo Bank West, NA
May 19, 2000:	WFB, NA – Utah branches convert into Wells Fargo Bank West, NA
August 18, 2000:	Nine North County Bank branches in San Diego/Riverside counties merged into WFB, NA
August 25, 2000:	Napa National Bank merged into WFB, NA
October 25, 2000:	Wells Fargo & Company acquired First Security
December 15, 2000:	Convert First Security branches in California into WFB, NA
April 21, 2001:	First Security Bank, NA changed name to Wells Fargo Bank, Northwest, NA
April 21, 2001:	WFB, NA - All ID, WA, OR branches merged into Wells Fargo Bank Northwest, NA
April 21, 2001:	All First Security Bank NA – WY branches merged into Wells Fargo Bank Wyoming, NA
April 21, 2001:	All UT branches of Wells Fargo Bank West, NA merged into Wells Fargo Bank Northwest, NA

WFB delivers products and services to individual consumers and businesses through its branch and office system. The branch system of the bank runs throughout its AAs. There are no known legal or financial impediments to the bank’s ability to deliver any product or service to its AAs. Further, we have reviewed the financial condition of WFB’s operating subsidiaries. The subsidiaries do not represent a significant component of the bank. As such, they do not impair the bank’s capacity for community reinvestment. The activities of WFB’s subsidiaries do not have a community development purpose. Therefore, these subsidiaries had no impact on the CRA performance of the bank.

To assist us in assessing the credit needs within the AAs in which the bank operates we reviewed information from community groups and recent community contacts within the various AAs. The groups and contacts identified affordable housing and small business lending, as the primary credit needs.

The most recent public evaluation of WFB’s CRA performance is March 31, 1998, when the bank received an “Outstanding” rating.

Scope of the Evaluation

Evaluation Period/Products Evaluated

This evaluation considered WFB's residential mortgage lending reportable under HMDA and small business and small farm lending reportable under CRA for the second, third and fourth quarters of 1998, the calendar years 1999, and 2000 and the first, second, and third quarters of 2001. The bank's community development lending, community development investments, and retail and community development services were evaluated for the period beginning April 1, 1998 (the date of the previous CRA evaluation), and ending September 30, 2001. Consumer loans were not submitted for evaluation and therefore the associated tables in Appendix D have been omitted from the evaluation. We reviewed WFB's multi-family and farm loan activity, however, there were not sufficient volumes to analyze and conclude on. These tables have been included in Appendix D were the bank reported lending.

Please note that our evaluation under the lending test of the borrower distribution of small loans to businesses considered significant performance context issues. The percentages of WFB's loans to businesses with annual revenues of \$1 million or less in Table 11 of each rating area are mitigated because the bank did not collect revenue levels of many borrowers. An analysis showed that the income of these non-reporting borrowers is similar to the income of those that reported their income. Based on this analysis and all supporting facts and data, we have placed additional weight on market share data to support our conclusions.

Data Integrity

Examiners tested the accuracy of all of the WFB reported data utilized in this evaluation. This testing revealed only minor errors, none of which made the data unreliable for analysis. Specifically, WFB's CD loans, investments and services were reviewed to verify that these activities met the regulatory definition.

Selection of Areas for Full-Scope Review

In each state where WFB has offices in multiple AAs, a sample of the AAs within the respective state was selected for a full-scope review. The bank has only one AA in Arizona, Colorado, and Minnesota. Refer to the "Scope" section under each State/Multistate Rating for details regarding how the areas were selected and why they are representative.

Ratings

The overall rating of the bank is a blend of the state/multistate ratings. However, WFB's performance in California was weighted more heavily than the other rating areas. Therefore, the bank's performance in California drives the overall ratings. The bank derives more than 98 percent of its deposits and more than 87 percent of its loans from California.

The state ratings are based primarily on those areas that received full-scope reviews. Refer to the "Scope" section under each State Rating for details regarding how the areas were weighted in arriving at the overall state rating.

Fair Lending Review

WFB's fair lending program encompasses all lending areas of the bank, and provides for comprehensive training and controls. We performed a fair lending examination of WFB using the OCC's fair lending examination procedures. The examination included a statistical regression analysis of the home purchase loan product of Wells Fargo Home Mortgage, Inc. The analysis consisted of comparing the mortgage company's underwriting of Black and Hispanic applicants to that of white applicants. The analysis also included a review of fair housing complaints registered against the bank and mortgage company.

The fair lending review coupled with ongoing analyses and previous reviews of the bank's lending practices have not revealed indications of illegal discrimination. In addition, no substantive violations of applicable fair lending laws and regulations have been identified.

Multistate Metropolitan Area Rating

CRA Rating for Portland-Vancouver Multistate MSA¹: Outstanding

The Lending Test is rated: Outstanding

The Investment Test is rated: Outstanding

The Service Test is rated: Outstanding

The major factors that support this rating include:

- WFB had excellent lending volume.
- The bank's home mortgage lending had good geographic and borrower loan distribution. Its small loans to businesses had an excellent geographic distribution.
- WFB's CD loans had a positive affect on the overall lending rating.
- WFB had an excellent response to AA needs through qualified investments.
- WFB's branch network is readily accessible to the AA's population and tracts.

Description of Institution's Operations in the Portland-Vancouver Multistate MSA

The AA of the bank covers the entire Oregon and Washington Multistate MSA. WFB is fourth in deposit size for institutions in Oregon, with 10 percent of the Multistate MSA's deposit base (FDIC-June 2000). The three largest institutions include U.S. Bank, NA (31 percent), Bank of America, NA (16 percent), and Washington Mutual Bank (15 percent). The bank operated 77 branches in this Multistate MSA. WFB derives .3 percent of its total deposits and 2.8 percent of its loans from this MSA.

Refer to the Market Profile in Appendix C for detailed demographics and other contextual information for this full-scope AA.

Scope of the Evaluation in the Portland-Vancouver Multistate MSA

In evaluating WFB's lending performance, most of the weight was placed on home mortgage lending (71 percent) compared to small loans to businesses (29 percent). Small loans to farms were less than 1 percent of the reportable loans, and received no weight in this analysis. Home mortgage lending is comprised of home purchase loans (56 percent); refinance loans (37 percent) and home improvement (7 percent). The low volume of WFB's multifamily and small farm loan originations/purchases precluded any meaningful analysis and thus we did not draw any conclusions for these performance factors. In

¹ This rating reflects performance within the multistate metropolitan area. The statewide evaluations do not reflect performance in the parts of those states contained within the multistate metropolitan area.

addition, the bank's agricultural lending is not a primary business line.

Please refer to the Market Profile in Appendix C for discussion of community contacts made in the full-scope AA.

LENDING TEST

WFB's performance under the lending test is rated "Outstanding". Based on the full-scope review, the bank's performance in the Portland-Vancouver Multistate MSA is excellent. Further, the bank's CD lending had a positive impact on its performance under this test.

Lending Activity

Refer to Table 1 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the bank's lending activity.

WFB's lending activity is excellent in the Portland-Vancouver Multistate MSA. The bank ranks fourth in deposit market share (8.2 percent). Based on Year 2000 HMDA aggregate data, WFB is the largest originator/purchaser of home purchase loans (9.1 percent), second largest in refinanced loans (7.1 percent), and third largest in home improvement loans (8.4 percent). Based on Year 2000 CRA aggregate data, WFB has a 6.6 percent market share in small loans to businesses in the MSA and ranks third among banking institutions.

Distribution of Loans by Income Level of the Geography

The geographic distribution of WFB's home mortgage loans and small loans to businesses reflects good penetration throughout the full-scope AA.

Home Mortgage Loans

Refer to Tables 2, 3, 4, and 5 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. The volume of WFB's multifamily loan originations/purchases is not material and thus was not concluded upon in this evaluation.

The overall geographic distribution of WFB's home mortgage loans is good.

WFB's distribution of home purchase loans by income level of geography is good. The percentage of the bank's loans in low-income CTs exceeds the percentage of owner-occupied units. The percentage of the bank's loans in moderate-income CTs is lower than the percentage of owner-occupied units in those tracts. The Year 2000 market share data reflects that WFB's share of home purchase loans in low-income areas exceeds its overall market share and in moderate-income tracts, the bank's market share is lower than its overall market share.

WFB's distribution of home improvement loans by income level of geography is good. The percentage of the bank's loans to low-income CTs exceeds the percentage of owner-occupied units. The percentage of the bank's loans in moderate-income CTs is near to the percentage of owner-occupied units. WFB's market share of home improvement loans in both LMI tracts is lower than its overall market share.

WFB's distribution of refinanced home mortgage loans by income level of geography is good. The percentage of the bank's loans in both LMI tracts is near to the percentage of owner-occupied units. WFB's market share of loans in both LMI tracts is lower than its overall market share.

Small Loans to Businesses

Refer to Table 6 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to businesses.

WFB's distribution of small loans to businesses by income level of geography is excellent. The percentage of the bank's small loans to business in low-income CTs is just below the percentage of businesses located in these designated tracts. The percentage of its loans in moderate-income CTs exceeds the percentage of businesses located within these designated tracts. The bank's market share of small loans to businesses in low-income CTs is near to its overall market share. The bank's market share of loans in moderate-income CTs exceeds its overall market share.

Small Loans to Farms [Not Analyzed]

Refer to Table 7 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to farms. There are too few loans for a meaningful analysis.

Lending Gap Analysis

Maps and reports detailing WFB's lending activity over the evaluation period for home mortgage loans and small loans to businesses were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

All of the home mortgage loans, small loans to businesses and farms, and CD loans originated/purchased by WFB over the evaluation period were within its AA. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

The borrower distribution of WFB's home mortgage loans and small loans to businesses reflects a good dispersion among borrowers of different income levels throughout the Portland-Vancouver Multistate MSA AA.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. In the following analysis, we considered performance contextual issues relative to home mortgage lending within the bank's AA to help formulate conclusions. Specifically, the high poverty level of 10 percent has negatively affected the bank's ability to lend to low-income borrowers. In addition, the disparity between family income levels and the median cost of housing, makes mortgage lending difficult for these borrowers. Consequently, we modified our expectations in comparing the bank's performance to market demographics and have placed greater emphasis on market share.

WFB's distribution of home purchase loans by income level of borrower is good. The percentage of the bank's home purchase loans to low-income borrowers is lower than the percentage of families. The percentage of the bank's home purchase loans to moderate-income borrowers exceeds the percentage of moderate-income families in the MSA. The Year 2000 market share of data for the Portland-Vancouver Multistate MSA shows WFB's market share of home purchase loans to low-income borrowers substantially meets its overall market share and its share of moderate-income borrowers exceeds its overall market share.

WFB's distribution of home improvement loans by income level of borrower is good. The percentage of the bank's loans made to low-income borrowers is lower than the percentage of low-income families in the MSA. The percentage of the bank's home improvement loans to moderate-income borrowers is near to the percentage of moderate-income families. WFB's market share of home improvement loans to low-income borrower exceeds its overall market share. The bank's market share of loans to moderate-income borrowers substantially meets its overall market share.

WFB's distribution of refinanced loans by income level of borrower is good. The percentage of the bank's loans made to low-income borrowers is lower than the percentage of low-income families in the MSA. The percentage of the bank's loans to

moderate-income borrowers exceeds the percentage of moderate-income families. WFB's market share of refinanced loans to both LMI borrowers substantially meets its overall market share.

Small Loans to Businesses

Refer to Table 11 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses.

WFB's distribution of small loans to small businesses is good. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is below the percentage of those businesses in the Portland Vancouver Multistate MSA. However, the bank did not obtain revenue information on more than 55 percent of its loans. An analysis showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank made 91 percent of its loans to small businesses with revenues of \$1 million or less, which exceeds area demographics. The bank's market share of small loans to small businesses substantially meets its overall market share for small loans to all businesses in the MSA. Finally, the bank's loans that were \$100,000 or less account for 93 percent of its lending.

Small Loans to Farms [Not Analyzed]

Refer to Table 12 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to farms. There are too few loans for a meaningful analysis.

Community Development Lending

Refer to Table 1 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on the lending test for the Portland - Vancouver Multistate MSA. The bank made 18 CD loans, totaling \$90 million. This level is high given the bank's presence in the MSA, where it held only \$191 million in deposits as of June 2001, down from \$1.7 billion as of June 2000. The allocated Tier 1 Capital based on deposits totals \$23 million.

The bank's CD loans made a major impact on affordable housing, a primary credit need in the MSA. Through seven construction and rehabilitation loans, the bank helped provide 275 units of affordable housing, with 135 of these units targeted to families with incomes of less than 50 percent of the average median income (AMI). In addition, the bank provided \$60.8 million in financing to three affordable housing funds so that they

could invest in or provide permanent financing for low-income housing tax credit projects throughout the state.

WFB also provided over \$10 million in a complex line of credit to a developer to purchase Section 8 housing to keep these buildings affordable for the community. Several of these projects required significant time commitments and flexible lending by the bank. In the apartment project, the bank worked closely with a State of Oregon department to ensure that it would provide permanent financing upon completion of the rehabilitation of this market rate housing to low-income persons/families. The bank coordinated the feasibility, underwriting and appraisal of the property with this public agency.

In financing the renovation of another home, an existing low-income assisted living facility for the elderly and disabled in North Portland, the bank spent considerable time and resources to understand the various aspects of the project. This included understanding the rental, meal and treatment assistance programs funded through State and Federal programs to underwrite and structure the loan to meet the needs of the project sponsor.

Product Innovation and Flexibility

WFB uses flexible lending programs to enhance its efforts to meet the credit needs in its AA, including those of LMI persons and businesses. The use of these programs enabled the bank to be more effective in meeting community needs for affordable home loans and loans to businesses. Some of the programs are available statewide. This lending activity demonstrates additional responsiveness to area credit needs and had a positive effect on the bank's overall performance under the lending test.

INVESTMENT TEST

WFB's performance under the Investment Test is rated "Outstanding". Based on a full-scope review, the bank's performance in the Portland-Vancouver Multistate MSA is excellent. Refer to Table 14 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's investments in the MSA is very high in relation to its capitalization and the available opportunities. We evaluated the investment volumes based on an allocation of the bank's Tier 1 Capital by the pro-rata share of deposits (\$23 million). Investments, including allocated outstanding statewide Oregon investments, accounted for 29 percent of the allocated capital. This does not include an additional regional binding commitment of over \$1 million. Opportunities for investment in the AA are good.

The bank's current investments include grants and contributions that are highly responsive to the community. The bank made nearly \$1.3 million in donations, which represents over five percent of allocated capital. The grants include a substantial gift of

\$790 thousand to the local United Way for services targeted to both LMI individuals and \$50 thousand for the SMART Reading Program aimed at both LMI students. The remaining allocated statewide investments are responsive to the entire region. While responsive to the community's needs, the bank's investments are neither innovative nor complex.

SERVICE TEST

WFB's performance under the Service Test is rated "Outstanding." Based on the full-scope review, the bank's distribution of branches and freestanding ATMs is excellent. In addition, the bank's CD services had a positive impact on the overall rating.

Retail Banking Services

Refer to table 15 in the Portland-Vancouver Multistate MSA section of Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings.

WFB's distribution of geographic branches in the Portland-Vancouver MSA was excellent. WFB had 77 branches in the Portland-Vancouver MSA of which 22 percent were in moderate-income tracts. This distribution exceeds the moderate-income population distribution of 18 percent. The "bordering" branches (those branches that are directly across the street from a moderate-income CT) increase the branch distribution to 31 percent. There are no branches in low-income tracts, where 1.2 percent of the population resides. However, the distribution of the bank's freestanding ATMs exceeds the population distribution in both LMI tracts thus augmenting the overall branch performance.

During the review period, WFB's branch opening and closing activity was significant. The bank opened 11 branches and closed 13 branches. The bank closed one branch in a low-income CT having a negative effect on the community. However, this closure did not affect the overall rating as only 1.2 percent of the population resides in these tracts. We also noted that WFB has branches within .3 to .5 miles from the tracts. Further, WFB has invested in a Community Development Financial Institution (CDFI) that serves these low-income tracts. This investment was evaluated under the investment test. The bank closed two branches in moderate-income tracts, which had a neutral effect on the community since the remaining number of branches still exceeded the population distribution in moderate-income tracts.

WFB offers an extensive array of credit and deposit banking products. See the Lending Test for details of the impact of the credit products on LMI tracts. The bank also offers a full range of alternative delivery systems including ATMs, banking by phone or by mail, and on-line 24 hours a day. These options give the bank's entire customer base the opportunity to choose the method of banking that suits them best. Since the bank could not provide specific information on how LMI individuals and geographies are impacted by the services, significant weight was not placed on alternative delivery systems when

drawing conclusions for each full-scope area under the Service Test.

WFB's hours are comparable among all locations regardless of the income level of the geography. The supermarket branches have extended hours from 10:00 a.m. to 7:00 p.m. Monday through Saturday and 10:00 a.m. to 5:00 p.m. on Sunday allowing shoppers easy access to banking services. Two of the supermarket branches are located in moderate-income tracts.

Community Development Services

Wells Fargo's performance in providing CD services within the Portland-Vancouver Multistate MSA is good. During the evaluation period, bank employees served as directors on eleven boards of directors and participated on various committees in eighteen different organizations. In these capacities, employees have helped develop agency strategies, provided homeownership and small business classes, and reviewed loans and other projects supported by the agencies. Three of the employees act as treasurer of the organizations and two others serve on finance committees.

State Rating

CRA Rating for Arizona:	<u>Satisfactory</u>
The Lending Test is rated:	<u>Low Satisfactory</u>
The Investment Test is rated:	<u>High Satisfactory</u>
The Service Test is rated:	<u>Low Satisfactory</u>

The major factors that support this rating include:

- WFB's distribution of small loans to businesses and home mortgage loans by geography and income level of borrower is adequate.
- WFB has a good volume of investment transactions.

Description of Institutions Operation's in Arizona

WFB has one regional commercial banking office (RCBO) in the Phoenix MSA and a small market share of deposits. This office is supported by one bank branch. WFB derives less than .2 percent of its total deposits and less than .1 percent of its loans from this state.

Scope of Evaluation in Arizona

Refer to the Market Profiles for the State of Arizona in Appendix C for detailed demographics and other performance context information for the AA that received a full-scope review.

LENDING TEST

WFB's performance under the lending test is rated "Low Satisfactory". Based on the full-scope review, the bank's performance in the Phoenix MSA is adequate. The bank's CD lending had a positive impact on its performance. We placed greater weight on the bank's small business lending because of its volumes.

Lending Activity

Refer to Table 1 in the State of Arizona section of Appendix D for the facts and data used to evaluate the bank's lending activity.

WFB's lending activity is not meaningful in this AA. The bank's only presence in the MSA is an RCBO. The bank allocated 1.8 percent of its retail loans to this geography based on the deposits generated by the office.

Distribution of Loans by Income Level of the Geography

The geographic distribution of WFB's loans reflects adequate penetration throughout the bank's AA. We did not analyze the distribution of small farm loans as there were too few for a meaningful analysis.

Home Mortgage Loans

Refer to Tables 2, 3 and 4 in the State of Arizona section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations/purchases. Market share information is not applicable because the bank's market share from allocated retail loans is negligible. The volume of WFB's multifamily loan originations/purchases is not material and thus was not concluded upon in this evaluation.

WFB's distribution of home purchase, home improvement, and refinance loans by income level of geography is poor. The percentage of the bank's loans in low-income tracts for each loan type is less than half the percentage of owner-occupied units in those tracts. The percentage of the bank's loans in moderate-income tracts is a little more than half than the owner-occupied units in those tracts.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by income level of geography is excellent. The percentage of the bank's small loans to businesses in low-income tracts exceeds the percentage of businesses located within these tracts. The percentage of the bank's small loans to businesses in moderate-income tracts is near to the percentage of businesses located within the tracts.

Small Loans to Farms [Not Analyzed]

Refer to Table 7 in the State of Arizona section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to farms. There are too few loans for a meaningful analysis.

Lending Gap Analysis

Home mortgage and small business loans were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

All allocated loans were made in the Phoenix MSA. All of the home mortgage loans,

small loans to businesses and farms, and CD loans originated/purchased by WFB over the evaluation period were within the Phoenix MSA. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

The borrower distribution of WFB's loans reflects an adequate dispersion among borrowers of different income levels throughout the Phoenix MSA.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of Arizona section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. In the following analysis, we considered performance contextual issues relative to home mortgage lending within the bank's AA to help formulate conclusions. Specifically, the high poverty level of 11 percent has negatively affected the bank's ability to lend to low-income borrowers.

WFB's distribution of home purchase, home improvement, and refinance loans by income level of borrower is adequate. The percentage of the bank's loans to low-income borrowers for each loan type is about a third the percentage of low-income families. The percentage of the bank's home purchase loans to moderate-income borrowers exceeds the percentage of moderate-income families. The percentage of the bank's home improvement and refinance loans is near to the percentage of moderate-income families.

Small Loans to Businesses

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

WFB's distribution of small loans to small businesses is adequate in the Phoenix MSA. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is less than the percentage of businesses with revenues of \$1 million or less. The percentage of bank loans in the table is mitigated because it did not collect the revenue levels of 38 percent of these borrowers. An analysis showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank made 70 percent of its loans to small businesses, and which is still less than market demographics. In addition, 88 percent of the bank's loans were \$100,000 or less.

Small Loans to Farms [Not Analyzed]

Refer to Table 12 in the State of Arizona section of Appendix D for the facts and data

used to evaluate the borrower distribution of the bank's origination/purchase of small loans to farms. There are too few loans for a meaningful analysis.

Community Development Lending

Refer to Table 1 in the State of Arizona section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on the lending test rating for the Phoenix MSA. The bank made one CD loan for \$1 million. This loan enabled a charter school to purchase the land and building for its students. The school primarily serves LMI students. The school's purchase of the property has helped to begin the revitalization of this community. At the time of the transaction, the property was not occupied and the immediate area had experienced the loss of many neighborhood businesses. This CD loan represents over seven percent of allocated Tier 1 capital.

Product Innovation and Flexibility

The commercial banking office does not make retail loans. Its affiliates offer a variety of flexible retail products to serve the needs of the community. The affiliates' loan products are evaluated as part of their respective CRA performance.

INVESTMENT TEST

WFB's performance under the Investment Test is rated "High Satisfactory". Based on a full-scope review, the bank's performance in the Phoenix MSA is adequate. Refer to Table 14 in the State of Arizona section of Appendix D for the facts and data used to evaluate the bank's level of qualified CD investments.

The volume of WFB's investments in the Phoenix MSA is high in relation to its lending and deposit presence coupled with the available opportunities. We evaluated the investment volumes based on an allocation of the bank's Tier 1 Capital (\$14 million) by the pro-rata share of deposits.

The bank exhibited a good responsiveness to its community through its investment in the nationwide National Equity Fund. This fund helped finance qualified CD projects in the AA. The investment is neither innovative nor complex.

SERVICE TEST

WFB's performance under the Service Test is rated "Low Satisfactory." Based on the full-scope review, the bank's performance in the Phoenix MSA is adequate.

Retail Banking Services

Refer to Table 15 in the State of Arizona section of Appendix D for the facts and data

used to evaluate the distribution of the bank's delivery system and branch openings and closings. This section is not applicable to this commercial banking office. This office and its branch do not provide retail banking services.

Community Development Services

Given the size of WFB's office, the bank's level of CD service is good. Three of the employees from this office are actively involved in three local organizations. One employee is a board member and the Chairman of the Finance Committee for the local Big Brothers/Big Sisters organization that serves primarily LMI children. In addition, another employee is on the training committee for the Junior League, a LMI service organization.

State Rating

CRA Rating for California: Outstanding
The Lending Test is rated: Outstanding
The Investment Test is rated: Outstanding
The Service Test is rated: Outstanding

The major factors that support this rating include:

- WFB had a significant responsiveness to its communities through community development lending, which had a positive impact on the lending test rating. These loans were used to overcome barriers to affordable housing for LMI families, and to promote economic development and community revitalization in LMI tracts.
- An excellent level of lending activity, particularly in WFB's small business lending where the bank consistently ranks as the number one provider of small loans to small businesses.
- WFB had an excellent geographic and borrower distribution of small loans to businesses and a good distribution by income level of borrower of home mortgage loans.
- WFB had a very high volume of investments that are highly responsive to AA community development needs.
- WFB provides banking services, which are readily accessible to essentially all portions of the bank's AAs.
- WFB's excellent level of participation in community development services had a positive impact on its performance.

Description of Institutions Operation's in California

WFB is the second largest bank in the state offering a variety of services including consumer, corporate and middle market banking, commercial real estate and investment services to customers that span the geography and economy of California. WFB serves the state with 874 branch offices and 6,611 freestanding ATM locations. During the review period, WFB's loan volume derived from this state accounted for more than 87 percent of its total dollar volume. Further, the state accounts for 98 percent of the bank's deposits. This ranks the state's market as the largest out of the nine states and Multistate MSA evaluated. WFB's major retail bank and thrift competitors include Bank of America, NA; Washington Mutual Bank, FA; and Union Bank of California, NA. These institutions are the first and third largest commercial banks and the largest thrift in California. WFB has the third largest share of deposits in California behind Bank of America and Washington Mutual.

California, one of the largest states in the U.S., has a population of more than twenty-nine million. It is also the most ethnically diverse state. The business sectors include manufacturing of both durable and nondurable goods, services, retail and government. The state's economic recovery has been slower in Southern California, except Riverside, San Bernardino and Orange counties. All are showing slow but steady growth in all sectors. The Central Valley is also showing steady economic improvement. The Bay area is the region of greatest growth fueled primarily by high-technology and its related products and services.

California presents opportunities for growth for consumers and businesses. The State's strengths include access to the Pacific Rim's economies and its position as the capital of the U.S. entertainment industry. The personal computer industry and related networking and software industries are expanding statewide. The State's weaknesses include the high costs of doing business and a lack of affordable housing. Local governments also have constraints on their taxing authority.

Small business credit needs continue to climb throughout the state, both in large and small communities. Our community contacts indicate there continues to be a need for very small loans and businesses want a simplified application and approval process. The financial industry's trend is toward demand notes without the need for borrowers to sign new documents each year.

WFB provides loans, deposits and related services through a network of traditional branches, in-store offices, other offices, ATMs, telephone banking services, direct mail, and on-line computer banking services. They offer these products and services in a variety of languages and often tailor them to meet the needs of special communities, such as the disabled. Many products and services are available around the clock, seven days a week.

Scope of Evaluation in California

We conducted full-scope reviews for the bank's Los Angeles-Long Beach, Oakland, Orange County, San Diego, San Francisco, and San Jose MSA AAs. Combined, these AAs account for approximately 78 percent of WFB's deposits and 62 percent of its originated/purchased reportable loans in California. Thus, these AAs are representative of the bank's activities and the state rating is based upon the conclusions reached on bank performance in these AAs. As background, WFB has divided California into thirty AAs. These areas include the state's MSAs, several of which have populations of one million or more. WFB's 30 delineated AAs cover the entire state of California.

In arriving at final ratings, the San Francisco and Los Angeles MSAs carried the most weight based on their combined deposit and lending activity. In formulating conclusions on the bank's lending performance, the weight placed between home mortgage lending and small loans to businesses was split relatively evenly. This decision considered the substantially similar volume in home mortgage lending versus small loans to

businesses. In addition, within the home mortgage loan category, greater emphasis was placed on home purchase lending, as this is the primary need identified by community contact throughout the bank's AAs. In addition, the weight placed upon small loans to businesses considered that this category of lending was also one of the major credit needs identified in each of the bank's full-scope AAs. The smallest level of activity was in the category of small loans to farms. The activity with this loan product was insignificant and did not result in any meaningful conclusions.

Refer to the Market Profiles for the State of California in Appendix C for detailed demographics and other performance context information for AAs that received full-scope reviews.

LENDING TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the Lending Test in California is rated "Outstanding". Based on the full-scope reviews, the bank's performance in the Los Angeles-Long Beach, Oakland, Orange County, San Diego, San Francisco and San Jose MSA AAs is excellent. WFB's CD lending was a significant contributor to this performance.

Lending Activity

Refer to Table 1 in the State of California section of Appendix D for the facts and data used to evaluate the bank's lending activity.

WFB's overall lending activity is excellent. In the bank's full-scope AAs, it reported nearly 340 thousand loans that were originated/purchased during the evaluation period. These were comprised of 56 percent home mortgage and 44 percent small loans to businesses. Multifamily loans and small loans to farms were insignificant in volume, and therefore the conclusions that follow do not address these loan categories. The composition of home mortgage loan originations/purchases was 38 percent home purchase, 6 percent home improvement, and 56 percent home refinance.

The bank's volume of lending activity is excellent in each of its full-scope AAs. Using available market data, the bank ranks in the following manner in each of its full-scope AAs. In the Los-Angeles-Long Beach MSA, the bank ranks third (7 percent) in deposit market share. Among banking entities, WFB ranks fourth (4 percent market share) in home purchase loans, second (8 percent market share) in home improvement, eighth (4 percent market share) in home refinance and first (8 percent market share) in small loans to businesses. In the Oakland MSA, WFB is second in deposit market share (12 percent). Among banking entities, WFB is ranked fourth (4 percent market share) in home purchase loans, second (11 percent market share) in home improvement, fourth (5 percent market share) in home refinance and first (11 percent market share) in small loans to businesses. In the Orange County MSA, WFB is third in deposit market share

(9 percent). Among banking entities, WFB is ranked third (5 percent market share) in home purchase loans, second (11 percent market share) in home improvement, fifth (5 percent market share) in home refinance and first (10 percent market share) in small loans to businesses. In the San Diego MSA, WFB is third in deposit market share (11 percent). Among banking entities, WFB is ranked second in home purchase (6 percent market share) and home improvement (11 percent market share) loans, fifth (4 percent market share) in home refinance and first (8 percent market share) in small loans to businesses. In the San Francisco MSA, WFB is second in deposit market share (13 percent). Among banking entities, WFB is ranked fifth (4 percent market share) in home purchase loans, second (8 percent market share) in home improvement, fourth (4 percent market share) in home refinance and first (13 percent market share) in small loans to businesses. In the San Jose MSA, WFB is second in deposit market share (11 percent). Among banking entities, WFB is ranked fifth (4 percent market share) in home purchase loans, second (13 percent market share) in home improvement, fourth (5 percent market share) in home refinance and first (10 percent market share) in small loans to businesses.

Distribution of Loans by Income Level of the Geography

WFB's overall geographic distribution of loans is good. The bank's performance in the San Francisco MSA is excellent. In the Los Angeles-Long Beach MSA, San Diego MSA, Orange County MSA, Oakland MSA, and San Jose MSA, the bank's performance is good.

Home Mortgage Loans

Refer to Tables 2, 3, 4, and 5 in the state of California section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations/purchases. The volume of WFB's multifamily loan originations/purchases is not material and thus was not concluded upon in this evaluation.

WFB's geographic distribution of home mortgage loans is good in the San Francisco and San Jose MSAs and adequate in the Los Angeles-Long Beach, Oakland, Orange County, and San Diego MSAs.

WFB's home purchase loan geographic distribution is excellent in the San Francisco and San Jose MSAs, good in the Oakland, Orange County, and San Diego MSAs and adequate in the Los Angeles-Long Beach MSA. In the San Francisco and Orange County MSAs, the portion of the bank's home purchase loans made in low-income tracts exceeded the portion of owner-occupied housing units there. In the San Jose MSA, the portion of the bank's home purchase loans made in low-income tracts is near to the portion of owner-occupied housing units there. In the Los Angeles-Long Beach, Oakland, and San Diego MSAs, the portions of the bank's home purchase loans made in low-income tracts are below the portions of owner-occupied housing units there. In the Oakland, Orange County, San Diego, and San Jose MSAs, the market shares for loans made in low-income tracts are below the bank's overall market shares. In the Los

Angeles and San Francisco MSA, the market share for loans made in low-income tracts is well below the bank's overall market share.

In the San Francisco and San Jose MSAs, the portion of home purchase loans WFB made in moderate-income tracts exceeded the portion of owner-occupied housing units there. In the San Diego and Oakland MSAs, the portion of home purchase loans the bank made in moderate-income tracts is near the portion of owner-occupied housing units there. In the Los Angeles-Long Beach and Orange County MSAs, the portion of home purchase loans the bank made in moderate-income tracts is below the portion of owner-occupied housing units there. In the San Diego MSA WFB's market share for loans made in moderate-income tracts is near the bank's overall market share. In the remaining full-scope MSAs, WFB's market shares of loans made in moderate-income tracts are below the bank's overall market shares, respectively.

WFB's home improvement loan distribution is excellent in the San Francisco MSA, good in the Los Angeles-Long Beach and San Jose MSAs, and adequate in the Oakland, Orange County, and San Diego MSAs. In the San Francisco MSA, the portion of home improvement loans the bank made in low-income tracts exceeds the portion of owner-occupied housing units there. In the Los Angeles-Long Beach MSA, the portion of home improvement loans the bank made in low-income tracts is near to the portion of owner-occupied housing units there. In the Orange County and San Jose MSAs, the portions of home improvement loans the bank made in low-income tracts are below the portions of owner-occupied housing units there. In the Oakland and San Diego MSAs, the portions of home improvement loans the bank made in low-income tracts are well below the portions of owner-occupied housing units there.

In the Orange County and San Francisco MSAs, WFB's market share for loans made in low-income tracts exceeded its overall market shares. In the Los Angeles-Long Beach, Oakland, San Diego, and San Jose MSAs, the market shares for loans made in low-income tracts are well below the bank's overall market shares.

In the San Francisco and San Jose MSAs, the portion of home improvement loans the bank made in moderate-income tracts exceeds the portion of owner-occupied housing units there. In the Los Angeles-Long Beach and Oakland MSAs, the portions of home improvement loans the bank made in moderate-income tracts are near the portions of owner-occupied housing units there. In the Orange County and San Diego MSAs, the portions of home loans the bank made in moderate-income tracts are below the portions of owner-occupied housing units there.

In the San Diego MSA, WFB's market share of loans made in moderate-income tracts exceeded its overall market share. In the Orange County and San Jose MSAs, the bank's market shares for loans made in moderate-income tracts substantially meet its overall market shares. In the Los Angeles-Long Beach, Oakland, and San Francisco MSAs, the bank's market shares of loans made in moderate-income tracts are below its overall market shares.

WFB's home refinance loan distribution is adequate in each full-scope AA, except for the Orange County MSA where distribution is good and the Oakland MSA where distribution is poor. In the Orange County MSA, the portion of home refinance loans made in low-income tracts is near to the portion of owner-occupied housing units there. In the San Francisco MSA, the portion of home refinance loans made in low-income tracts is below the portion of owner-occupied housing units there. In the Los Angeles-Long Beach, Oakland, San Diego, and San Jose MSAs, the portions of home refinance loans made in low-income tracts are well below the portions of owner-occupied housing units there.

In the Orange County MSA, WFB's market share of loans made in low-income tracts exceeded its overall market share. In the Los Angeles-Long Beach and San Francisco MSAs, the bank's market shares for loans made in low-income tracts are below its overall market shares. In the Oakland, San Diego, and San Jose AAs, the bank's market shares for loans made in moderate-income tracts are well below its overall market shares.

In each full-scope AA, excluding Orange County, the portions of home refinance loans WFB made in moderate-income tracts are below the portions of owner-occupied housing units there. In the Orange County MSA, the portion of home refinance loans the bank made in moderate-income tracts is well below the portion of owner-occupied housing units there.

In the San Jose MSA, WFB's market share of loans made in moderate-income tracts substantially meets its overall market share. In all remaining full-scope MSAs, the bank's market shares of loans made in moderate-income tracts are below the bank's overall market shares.

Small Loans to Businesses

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

WFB's geographic distribution of small loans to businesses is excellent in the Los Angeles-Long Beach, Oakland, Orange County, San Francisco, and San Jose MSAs and good in the San Diego MSA. It should be noted that in each full-scope AA regarding small loans to businesses, among banking entities, WFB had the largest market share of such loans made in both LMI tracts during the market analysis Year 2000. In the Orange County and Oakland MSAs, the portion of small loans to businesses the bank made in low-income tracts exceeds the portion of businesses located there. In the Los Angeles-Long Beach and San Jose MSAs, the portion of small loans to businesses the bank made in low-income tracts was near to the portion of businesses located there. In the San Diego and San Francisco MSAs, the portion of

small loans to businesses the bank made in low-income tracts was below the portion of businesses located there.

In each full-scope AA, except the San Diego MSA, the bank's market shares for such loans in low-income tracts exceeds the bank's overall market shares. In the San Diego MSA, the bank's market share for such loans in low-income tracts substantially meets the bank's overall market share.

In the San Francisco MSA, the portion of small loans to businesses the bank made in moderate-income tracts exceeds the portion of businesses located there. In the Los Angeles-Long Beach, Oakland, Orange County, and San Jose MSAs, the portion of small loans to businesses the bank made in moderate-income tracts was near to the portion of businesses located there. In the San Diego MSA, the portion of small loans to businesses the bank made in moderate-income tracts was below the portion of businesses located there.

In the Los Angeles-Long Beach, Orange, Oakland, and San Francisco MSAs, the bank's market share of such loans in moderate-income tracts exceeds its overall market shares. In the San Diego and San Jose MSAs, the bank's market share of such loans in moderate-income tracts substantially meets the bank's overall market shares.

Small Loans to Farms [Not Analyzed]

Refer to Table 7 in the state of California section of Appendix D for the facts and data used to evaluate the geographic distribution of WFB's origination/purchase of small loans to farms. As stated in the scope of this evaluation the bank's volume of small loans to farms originated or purchased during the evaluation period is insufficient for analysis purposes and thus does not allow for any meaningful conclusions.

Lending Gap Analysis

An analysis of the bank's lending activity for home mortgage loans and small loans to businesses did not reveal any gaps in the geographic distribution of these loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

A substantial majority (nearly all) of the number of home mortgage loans and small loans to businesses and farms originated/purchased by the bank during the evaluation period were within its AAs.

Distribution of Loans by Income Level of the Borrower

WFB's overall distribution of lending by income level of borrower is good. Performance in the Los Angeles-Long Beach MSA is excellent. In the San Francisco MSA, San

Diego MSA, Orange County MSA, Oakland MSA, and San Jose MSA, performance is good.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of California section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. In the following analysis, we considered various performance contextual issues relative to home mortgage lending within the bank's AAs to help formulate conclusions. The extremely high cost of housing in California is a performance context issue that affects the analysis of the bank's performance in this category. In each of the bank's full-scope AAs, extremely high housing costs have prevented many LMI families from obtaining home mortgage loans. These MSAs contain some of the most expensive median housing values in the entire country. Coupled with poverty levels, it makes lending to low-income borrowers extremely challenging. These levels range between 6 percent and 12 percent within the full-scope AAs. In addition, basic affordability for moderate-income borrowers, in comparison to the median cost of housing, makes it difficult for a lender to reach demographic parity. In the full-scope AAs recent median housing values range between \$202 thousand and \$590 thousand while HUD 2001 median family incomes range between \$52 thousand to \$87 thousand. This translates to a range of \$26 thousand to \$43 thousand for low-income families and \$42 thousand to \$69 thousand for moderate-income families. Such high costs of housing make it very difficult for LMI families to meet the most basic loan approval standards. Our evaluation of the bank's home mortgage lending performance considered these factors and placed greater emphasis on market share and AA profiles and demographics. Market share not only reflects the lenders relative strength in the market but its ability to uniformly attract borrowers from all income levels. In addition, we have modified our expectations in comparing the bank's performance to market demographics.

WFB's overall distribution of home mortgage loans by income level of borrower is good in the Los Angeles-Long Beach, Orange County, San Francisco, and San Jose MSAs and adequate in the Oakland and San Diego MSAs.

The bank's distribution of home purchase loans by income level of borrower is good in the Los Angeles-Long Beach, Orange County, San Francisco, and San Jose MSAs and adequate in the Oakland and San Diego MSAs. In each full-scope AA, the portion of home purchase loans made to low-income borrowers is well below the portion of families defined as such. This performance is tempered by the previously mentioned performance context regarding the affordability obstacles posed by the high cost of housing.

In the Los Angeles-Long Beach and San Francisco MSAs, the bank's market share of loans to low-income borrowers substantially meets its overall market share. In the Orange County and San Jose MSAs, the bank's market share of loans to low-income borrowers is below its overall market share. In the Oakland and San Diego MSAs, the

bank's market shares of loans to low-income borrowers are well below the bank's overall market shares.

In the Orange County MSA, the portion of home purchase loans WFB made to moderate-income borrowers is near to the portion of families defined as such. In the Los Angeles-Long Beach, Oakland, San Diego, and San Jose MSAs, the portions of home purchase loans the bank made to moderate-income borrowers is below the portions of families defined as such. The portion of home purchase loans the bank made to moderate-income borrowers is well below the portion of families defined as such in the San Francisco MSA.

However, in each full-scope AA, the bank's market shares of home purchase loans to moderate-income borrowers substantially met or exceeded the bank's overall market shares in those AAs. Of particular note is the performance in the San Francisco MSA where the bank's market share significantly exceeds its overall market share.

WFB's distribution of home improvement loans by income level of borrower is good in the San Diego and San Francisco MSAs and adequate in the Los Angeles-Long Beach, Orange County, Oakland, and San Jose MSAs. In the San Francisco and San Jose MSAs, the bank's portion of loans made to low-income borrowers is well below the portion of borrowers so defined. In all other full-scope AAs, the portion of home improvement loans made to low-income families is substantially below the portion of families defined as such.

However, in the Oakland and San Diego MSAs, the bank's market share of loans to low-income borrowers substantially meets its overall market shares. In the Los Angeles-Long Beach, Orange County, San Francisco and San Jose MSAs, the bank's market share of loans to low-income borrowers is below its overall market share.

WFB's portion of home improvement loans made to moderate-income borrowers is below the portion of borrowers so defined in the Oakland and San Jose MSAs. While the bank's portion of home improvement loans made to moderate-income borrowers is well below in the Los Angeles-Long Beach, Orange County, San Diego and San Francisco MSAs.

However, the respective market shares of loans made to moderate-income borrowers substantially meets the bank's overall market share in the San Diego and San Francisco MSAs, but are below its overall market share in the Los Angeles-Long Beach, Oakland, Orange County, and San Jose MSAs.

WFB's distribution of home refinance loans by income level of borrower is good in each full-scope AA except in the Oakland and San Diego MSAs, where performance is adequate. In each full-scope AA, the bank's portions of home refinance loans made to low-income borrowers were well below the portion of families defined as such.

In the San Francisco and San Jose MSAs, the bank's market shares of loans to moderate-income borrowers substantially meets or exceeds the bank's overall market shares. In the Los Angeles-Long Beach, Oakland, Orange County, and San Diego MSAs, the bank's market shares to such borrowers were below its overall market shares.

In the Oakland, Orange County, San Francisco, and San Jose MSAs, the bank's portions of loans made to moderate-income borrowers are below the portion of families so defined. In the Los Angeles-Long Beach and San Diego MSAs, the bank's portions of loans made to moderate-income borrowers are well below the portion of borrowers so defined.

However, in the Los Angeles-Long Beach, Orange County, San Francisco, and San Jose MSAs, the bank's market shares for loans made to moderate-income borrowers substantially meets or exceeds its overall market shares. In the Oakland and San Diego MSAs, the bank's market share for loans made to moderate-income borrowers is below its overall market share.

Small Loans to Businesses

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

WFB's distribution of small loans to small businesses is excellent in the Los Angeles-Long Beach, Oakland, Orange County, San Diego, and San Jose MSAs and good in the San Francisco MSA. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is less than the percentage of businesses with revenues of \$1 million or less in each of the full scope MSAs. However, the bank did not obtain revenue information on more than 44 percent of its loans. An analysis showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank substantially met or exceeded market demographics in each full scope MSA as follows: Los Angeles 87 percent; Oakland 83 percent; Orange County 82 percent; San Diego 89 percent; San Francisco 87 percent; and San Jose 87 percent. Except for the San Francisco MSA, which substantially met its overall market share, the bank's market share of small loans to businesses with revenues \$1 million or less exceeded the bank's overall respective market shares of such loans. Finally, the bank's loans that were \$100,000 or less account for more than 90 percent of its lending in each full-scope AA.

Small Loans to Farms [Not Analyzed]

Refer to Table 12 in the State of California section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to farms. As stated in the scope of this evaluation the bank's volume of small loans to

farms originated or purchased during the evaluation period is insufficient for analysis purposes and thus does not allow for any meaningful conclusions.

Community Development Lending

Refer to Table 1 in the State of California section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on lending test performance in all of its full-scope AAs. CD loans were very responsive to the affordable housing needs in the AAs. Through WFB's CD lending, the bank helped address a significant need for affordable housing.

WFB's full-scope AAs accounted for 192 of the bank's 313 CD loans totaling almost \$1 billion. During the evaluation period, WFB provided a significant quantity of CD lending relative to the portion of Tier 1 Capital allocated to each AA. The following reflects the volume of CD lending in the full-scope AA's as a percentage of Tier 1 Capital allocated by AA: 21 percent in Los Angeles, 29 percent in Oakland, 11 percent in Orange County, 14 percent in San Diego, 4 percent in San Francisco, and 24 percent in San Jose.

The bank made 84 CD loans totaling \$312 million for affordable housing for LMI families in the full-scope AAs. These projects resulted in over 2,600 new affordable housing units and nearly 2,300 rehabilitated or sustained affordable housing units for LMI individuals or families, as shown below:

MSA	Multi-family Units Built	SFR/Condos Built	Converted Warehouse	Multi-family Units Rehab.	Multi-family Units Purchased	Total Units
San Francisco	246	0	0	385	0	631
Los Angeles	1,018	94	0	80	823	2,015
Oakland	418	137	44	180	40	819
San Jose	472	0	0	326	40	838
Orange County	130	40	0	269	0	439
San Diego	14	46	0	136	0	196
Totals	2,298	317	44	1,376	903	4,938

The creation of these units is excellent given the high cost of housing and the need for affordable LMI housing particularly in the San Francisco, Oakland, and San Jose MSAs.

In addition, San Francisco had a limited number of low-income housing tax credits (LIHTC) available which influenced the development of affordable housing. In 1999 and 2000, there were only seven LIHTCs awarded in San Francisco; Wells Fargo funded two of the projects that were supported by the credits. The bank also funded all of the available San Francisco projects that were supported by State Tax Credits. Most impressive is the fact that of the total affordable housing, 2,955 units or 60 percent were

for low- and very low-income persons. The table below shows units available by Average Monthly Income:

MSA	Shel ter Plus	<20%	<30%	<35%	<40%	<45%	<50%	Tota l Unit s
San Francisco	8		60	234	62	35	44	443
Los Angeles	18		20	63	307	608	443	1,45 9
Oakland		7	2	8	23	59	215	314
San Jose			7		79	56	186	328
Orange County						124	197	321
San Diego				23	45		22	90
Totals	26	7	89	328	516	882	1,10 7	2,95 5

Notable too is the complex and innovative nature of many of WFB's real estate loans. More than a quarter of these loans involved a combination of public and private financing and six included funding for very low-income housing for people with disabilities and/or AIDS: Los Angeles-Long Beach MSA 5 loans, Oakland MSA 8 loans, Orange County MSA 1 loan, San Diego MSA 2 loans, San Francisco MSA 5 loans, and San Jose MSA 1 loan. Also, the bank provided 27 loans with flexible loan terms: Los Angeles-Long Beach 5 loans, Oakland MSA 11 loans, Orange County MSA 1 loan, San Diego MSA 1 loan, San Francisco MSA 8 loans, and San Jose MSA 1 loan. In ten of these loans, the bank provided financing without a full equity investment to allow the borrower to obtain a better price on tax credits, to avoid losing the tax credits, or to allow additional time to obtain the equity funds. In five of these loans, the bank participated with other banks to obtain Affordable Housing Program (AHP) funds from the Federal Home Loan Bank for the borrower. In three other loans, the bank exceeded its usual loan-to-value limits, allowing collateral coverage as high as 92 percent. In one case, the bank provided acquisition financing before all permanent financing for the project was in place and without full subordination of the city's Disposition and Development agreement. Finally, four of the bank's loans involved underlying land leases, one of which the bank negotiated. The following highlights the bank's most complex and/or innovative deals:

- \$1 million bridge loan made in June 1999 to match Fannie Mae's provision of credit on the rehabilitation of a 22-unit multi-family dwelling in San Francisco. The project is rent restricted to individuals at 50 and 60 percent of the average median income (AMI) and includes eight units for Shelter Plus Care tenants in recovery for mental or physical illness. A health care provider will provide case management and ongoing counseling for resident families. WFB stepped into the project although it faced construction delays due to the first contractor not paying prevailing wages and differences between the borrower and the original lender. WFB worked with two agencies in addition to Fannie Mae, and the Redevelopment Agency of San Francisco to support the project.

- \$3.6 million and \$10.9 million in rehabilitation loans made in April 1998 and October 2001 for two single room occupancy apartment buildings in San Francisco's Mission and Tenderloin districts. The projects provide 80 and 134 units, respectively, of housing for persons with AMIs of less than 35 percent. The projects include 8 and 23 units respectively of reserved units for homeless individuals with AIDS. The bank worked with the borrowers to procure the highest price possible for tax credits by allowing them to be nearly all paid at the back end of the project. In the case of the \$10.9 million project, the bank worked with the borrower to keep construction costs down by allowing a competent but financially weak contractor to collaborate with a larger, more financially secure contractor. The bank was also able to provide a smooth transition from construction to permanent financing and help the borrower obtain AHP funds by collaborating with Cal Fed Bank, the permanent lender and AHP provider.
- \$10.5 million construction loan made in January 2000 funded a project that built an 80 unit multi-family housing complex for low-income families of farm workers in Half Moon Bay (San Francisco MSA). Resident income is restricted to 30 percent of AMI in 60 units and 35 percent of AMI in 20 units. Over 500 applicants for the 80 units showed the high need for this project. The bank accommodated the borrower's request to close the loan early but delay construction for three months to meet the California Coastal Commission regulated commencement date. The bank allowed the borrower to delay tax credit investment until the end of the project to get more per tax credit. They also allowed the borrower to substitute an unconditional letter of credit for a cash equity requirement to address the borrower's liquidity needs and provide time to raise additional capital.
- \$3.8 million and \$7.8 million in loans were extended in 1999 to a first time non-profit developer to transition a property from expiring Section 8 housing to a property eligible for LIHTCs. This property located in East Palo Alto (San Francisco MSA) provides 94 units of affordable housing. WFB real estate lenders spent considerable time structuring the transaction and developing a financing plan to enable the borrower, with minimal financial strength and limited experience, to obtain the property. The borrower has been able to obtain California tax credits, a long-term financing commitment from the California Housing Finance Authority and negotiate the sale of the tax credits through another of the bank's borrowers. If WFB had not provided the leadership to facilitate this acquisition financing, the site would have been sold to a market rate developer.
- Direct Purchase of \$3.6 million variable rate tax-exempt Multi-family Revenue Bonds to rehabilitate a 136 unit multi-family complex in San Marcos, a northern San Diego MSA community. The units will be restricted to households with incomes at 35 to 60 percent of AMI. The project received AHP, local redevelopment, and county HOME funds. The bank is reliant on sale of the bond and tax credit equity for repayment, which were not committed at the time of closing in April 1998.

- \$7.5 million and \$1.7 million in financing was extended in 1999 and 2000 for the construction of 195 units of affordable housing for LMI persons in San Jose. Wells Fargo also provided a \$15 million Letter of Credit in 1999, supporting San Jose's tax-exempt bond issuance. This project involved a complex financing structure including conventional and unconventional financing from five public agencies and three private lenders. WFB showed leadership and innovation in understanding and underwriting the financing on this project. For example, the bank negotiated an unsubordinated ground lease from the Santa Clara Valley Transit Authority upon which they approved the loan. WFB approved and funded the additional advance of \$1.7 million to bridge additional tax credit equity raised by the borrower after closing of the first loan; it allowed the developer to add back items that were previously cut due to cost.
- \$20.8 million construction loan was extended in Year 2000 to build a 293-unit apartment complex in the City of Anaheim in the Orange County MSA. The project will be affordable to households earning between 45 and 50 percent of AMI and will serve a large Hispanic community. This project involved the acquisition and lease of 33 separate properties, owned by 38 individuals. The City of Anaheim provided over \$12 million into the project and retained the underlying land, providing a ground lease. There are over \$25 million in tax credits in the project. WFB led the financing of the project and syndicated the loan with three other lenders. When Anaheim Revitalization Partners added three more properties to the project to increase the housing capacity from 269 to 293, the banks were flexible in allowing work on these new buildings before closing additional funding.
- \$5.4 million loan was extended in 1999 to refinance the rehabilitation of an 81 unit historic housing project located in Westlake/Mac Arthur Park, Los Angeles MSA. This development benefits families with incomes between 35 and 50 percent of AMI and offers onsite childcare. The project involved a variety of financing sources including acquisition and rehabilitation tax credits, historic tax credits, residual loan assistance from the Los Angeles Housing Department, a Community Development Block Grant and a grant for hazardous waste cleanup. Although the project funding was complex, WFB worked with the borrower to complete the loan under very tight timeframes to ensure the use of historical tax credits. The bank also made the loan without a commitment for permanent financing.
- \$9.3 million financing package to enable the development of an 87-unit apartment complex in the Oakland MSA. The financing provides an all-in-one package of construction financing, a bridge loan, and a 30-year term loan booked and serviced by WFB. Bridge Housing is the General Partner in this project, where the rents are restricted to individuals who earn less than 60 percent of AMI. The complex includes a pool, a children's play area, and a community center. The development has substantial public support from the Redevelopment Agency of Contra Costa, County of Contra Costa HOME funds, and AHP funds as well as a Community Development Block Grant float loan. WFB's loan to value on the project is 90 percent. The bank also provided a \$100 thousand line of credit to participate with

other financial institutions. The letter of credit helped the borrower obtain Section 8 certificates.

- \$1.6 million and \$3.3 million in 1998 to construct 18 affordable housing units and provide commercial office space in a market project in downtown Oakland. The project took an old structure that had been used as an indoor farmer's market and developed it into affordable rental housing; a for-sale co-housing project; and commercial/retail property. Four of the units or 20 percent were made available to people with AIDS, whose income is at or below 20 percent of AMI. This portion of the project included six construction period sources and seven permanent sources of financing. The project took many years to get construction started and required intense and continuous involvement by the WFB relationship manager to support the borrower's efforts and work with the variety of public and private funding sources.

The bank also made 108 CD Loans totaling \$658 million (each loan greater than \$1 million or not subject to CRA reporting) in the full-scope areas to revitalize or stabilize LMI areas and to promote economic development. Nearly half the loans were SBA 504 loans. Additionally, the bank made 20 loans totaling \$15.5 million to an Oakland-based lending consortium that makes loans to companies throughout California that do not qualify for traditional bank financing. We allocated these throughout California. Other large CD loans included the following:

- \$99 million construction loan in 2000 for the first of its kind, mixed-use development (office space, retail space and a 230-room hotel) located in a federally designated National Brownfields Showcase community in East Palo Alto (San Francisco MSA). The project will include an onsite job-training center. At least 30 percent of all work hours on the job is to be performed by local residents.
- \$50 million to a San Diego based, American Indian tribe, whose per capita income is under \$10 thousand per member.
- \$40 million to two companies to finance the development of a business complex and maintain industrial development on designated brownfield sites in Los Angeles.
- \$32 million to fund renovation of the historic Cinerama Dome, which is an important component of the overall efforts to restore economic vitality to the city of Hollywood. This project, in conjunction with Community Redevelopment Agency of the City of Los Angeles is to revitalize and stabilize portions of the city of Hollywood. The project is located in a low-income census tract.

Product Innovation and Flexibility

WFB uses flexible lending programs to enhance its efforts to help meet the credit needs in its AAs, including those of LMI persons and businesses. The use of these programs enabled the bank to be more effective in meeting community needs for affordable home loans and loans to businesses. Some of the programs are available statewide, benefiting all AAs. This lending activity demonstrates additional responsiveness to area credit needs and had a positive impact on the bank's overall performance under the lending test. Highlighted below are a few of the more significant programs offered by WFB.

Easy-To-Own No Money Down - this program targets LMI families through its flexible underwriting standards such as no money down, low credit score approvals, high loan-to-value allowances and less restrictive income/expense ratio requirements. During the evaluation period, 60 such loans were made totaling nearly \$11 million.

Easy-To-Own California 1% Down - this program is also characterized by less restrictive underwriting standards and uses a secondary program for supplemental funding that alleviates down payment requirements of the borrower. The program is available to all borrowers including LMI families/individuals. During the evaluation period, nearly 300 such loans were made totaling over \$45 million.

Easy-To-Own 3% Down - this program also targets borrowers with minimal cash reserves who may be in need of a high loan-to-value arrangement. Other flexible underwriting characteristics include increased gifts or grants in lieu of cash for closing costs. The program is available to all borrowers including LMI families/individuals. During the evaluation period, WFB made 224 such loans to LMI borrowers totaling almost \$37 million.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, the bank's performance under the lending test in all but the following limited-scope AAs was not inconsistent with the bank's overall excellent performance. In the Bakersfield, Chico, Modesto, and Redding MSAs and the Kings and San Benito AAs, the performance of the bank is weaker than the overall performance in the state. Specifically, the impact of CD lending in these AAs did not have a positive impact to the bank's overall performance. However, this weaker performance did not negatively affect the bank's overall conclusions as these AAs account for only 2.6 percent of the bank's deposits in the state. Refer to the Tables 1 through 12 in the State of California section of Appendix D for the facts and data that support these conclusions.

INVESTMENT TEST

Conclusions for Areas Receiving Full-Scope Reviews

The bank's performance under the investment test is rated "Outstanding". Based upon full-scope reviews, WFB's performance in the Los Angeles-Long Beach, Oakland, Orange County, San Diego, San Francisco, and San Jose MSAs is excellent. Refer to Table 14 in the State of California section of Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's investments in all full-scope AAs is high in relation to its capitalization and the available opportunities. We evaluated the investment volumes based on an allocation of the bank's Tier 1 Capital by the pro-rata share of deposits. In the San Francisco, Los Angeles, and Orange County MSAs, investments were near to or exceeded four percent of allocated Tier 1 Capital and in San Jose and Oakland MSAs, investments were near three percent. These ratios do not include additional unfunded binding commitments, which further enhance the bank's performance. The bank has binding commitments of over \$16 million in both the San Francisco and Los Angeles MSAs. In the San Diego MSA, investments exceeded two percent, and additional legally binding commitments are high at \$6 million. These ratios include the qualified investments WFB made in the broader, statewide, regional, or national areas, which total \$108 million and were allocated based on deposit share. Also considered was the fact that although there are numerous investments available in these AAs, competition for investments is high.

WFB's investment and grant activities help address essential identified needs within the full-scope AAs. The bank's investments mostly address the need for financing of small businesses and affordable housing. While the grants focus primarily on providing services to LMI individuals. WFB exhibited excellent responsiveness in the San Francisco and Los Angeles MSAs and good responsiveness in the remaining full-scope AAs. The bank's responsiveness is shown not only in the type of investments but also in the innovative and complex nature of these investments as highlighted below. Please note that the CD services discussed under the Investment Test were considered and given credit under the Service Test, as appropriate.

WFB's efforts on a regional level through their investment in the California Equity fund shows additional responsiveness in this innovative and complex investment as follows:

California Equity Fund - \$25 million Investment - (1998, 1999, 2000): WFB is the second largest investor in California Equity Funds, with investments in all 10 funds totaling \$93.1 million or about 15 percent of the total funds. Investments the bank funded during the evaluation period total \$25 million.

The Funds are private, limited partnerships formed for the purpose of investing in apartment complexes in California that qualify for low-income housing tax credits (LIHTCs). The combined investments during the rating period resulted in 34 new

developments and 1,853 units of new affordable housing, all developed by California-based non-profits that are customers of WFB. These include People's Self Help Housing, Self-Help Enterprises, Bridge Housing Corporation, Coachella Valley Housing Coalition, West Hollywood Community Housing Corporation, and Mission Housing.

WFB helped coordinate the multi-layering of public and private funding and provided construction loans for many of the projects. The bank has provided significant time and expertise to these projects, including developing consistent underwriting standards and documents that have saved the non-profit entities \$20 to \$50 thousand in legal fees per project.

Los Angeles MSA

WFB showed excellent responsiveness to the Los Angeles MSA through both its investment and grant activity. Grants alone accounted for over \$11 million. These included the following: over \$1.5 million to the Accelerated School in Los Angeles (see highlight); over \$500 thousand to provide services and housing for LMI persons with AIDS; about \$300 thousand each for the SmartSkills youth and Operation HOPE adult education programs; and about \$500 thousand each to the Los Angeles Urban League and the United Way, which provide services to LMI individuals. The bank has made several innovative and complex investments that have affected both small businesses and housing. In many of the investments, the bank offered below market terms, including no interest for a given timeframe. They also offered a loan fund an equity investment of \$500 thousand instead of the \$800 thousand grant requested to enable the fund to lend \$1.3 million instead of \$800 thousand. WFB has taken a leadership role in several grants and investments that warrant highlighting for their complexity and innovativeness:

The Accelerated School - \$1.5 million grants (1998-2001): WFB has been involved with the school since it was founded in 1994. The bank was one of the first supporters of the school. Management continues to provide strong financial and technical support as a member of its Board of Directors.

This charter school, located in South Central Los Angeles, has a 98 percent attendance rate. Further, it has doubled the standard testing scores of its neighboring schools. More than 90 percent of the students qualify for the federal meals program. The School is expanding in order to increase its capacity from approximately 300 students to 1,200 students. WFB also recently provided a \$382 thousand line of credit to enable the school to purchase three home sites to provide for a new playground. A bank representative serves as the President of the Board of Trustees and is chair of the fundraising committee.

Century Center for Economic Opportunity, Inc. (CCEO) - \$100 thousand (2001): This investment is a five-year, zero interest equity investment, which facilitates the purchase, renovation, and resale of distressed single-family homes to LMI borrowers. During the evaluation period, CCEO purchased 19 properties and sold 13. After purchasing the

properties, CCEO performs any maintenance needed on the property through its Youthbuild Program. The Youthbuild Program provides at-risk LMI youth, ages 18-24, the opportunity to obtain hands-on construction skill development as well as training in leadership and academics. CCEO utilizes the funds as downpayments on homes in which it enters into purchase contracts. The downpayments have traditionally come from operating cash reserves. While this has been feasible for most transactions, some of the homes that CCEO has purchased have taken longer than anticipated to sell, thereby stressing operating cash. The proceeds from WFB's investment will help alleviate the shortfall in operating cash and will be used solely for home purchases. CCEO has also developed training, business development and community outreach programs that continue to maximize the employment and business participation of minorities and women in economically depressed areas of Los Angeles. A WFB team member represents the bank and has actively served on the board for one year. CCEO has also been working closely with Wells Fargo Home Mortgage to help counsel qualified borrowers who are looking for a first mortgage.

CHARO CDC - \$200 Thousand (1999): Wells Fargo was the first bank to invest in CHARO's Business and Financial Center. The center provides technical assistance, capacity building, and loan packaging to small businesses under \$1 million in revenues through CHARO's Business and Financial Center. WFB has a unique working alliance with CHARO working closely with management to help structure this investment so that the return was more performance-based, rather than fee- or interest-based. After receiving a given number of referrals, the bank granted the money back to CHARO. The investment took several years to develop since it was difficult to convince CHARO that this innovative process could work. However, CHARO has been extremely successful in assisting and referring businesses for conventional financing easily reaching enough referrals to eliminate repayment of the investment. WFB funded 33 loans totaling \$4.3 million primarily in low- to moderate-income areas because of these referrals. In addition, WFB's SBA unit has helped with technical assistance, underwriting, and loan documentation & packaging since 1997. A WFB team member also served on CHARO's Executive Business Council. In 1999 and 2001, WFB made additional grants to CHARO CDC totaling \$75,000.

Community Financial Resource Center (CFRC) - \$75 Thousand (2001): The proceeds of the investment are used to provide funding for micro-loans ranging in amounts from \$1,000 to \$5,000 to small businesses in LMI areas in Los Angeles County. In 2001, CFRC made 86 micro-loans. WFB was the first institution to invest in the CFRC. The investment was made at below market terms for 15 years, unsecured and subordinate to other debt. Interest was not charged for the first five years and accrues at 2 percent thereafter. A WFB team member has served on the Board since inception and has been Chairman since 1999. As a result of WFB's involvement, the bank helped the parent Los Angeles Community Resource Center (LACRC) convince CFRC of the need to change their practices and to become more cash flow-oriented as opposed to relying solely on bank financing to carry bad loans. WFB helped prepare a lending policy and procedures manual and to establish new underwriting guidelines for the portfolio. Because of these bank led recommendations, LACRC went from operating with a deficit in 1999 to a surplus in 2000 and 2001, and they were the only California non-profit to receive funds from the Department of Treasury for their CDFI. WFB made \$75 thousand in contributions to CFRC and made a \$10 thousand grant to its parent LACRC.

Genesis LA - \$9 Million (1999): This real estate equity fund provides much needed equity to underutilized and blighted industrial and retail sites in LMI communities throughout the Los Angeles area. Genesis LA has facilitated real estate developments that upon completion will provide 13,000 jobs and \$780 million in private investment commitments in LMI neighborhoods. Genesis projects have leveraged off of public incentives including federal empowerment zone, state enterprise zone, and city tax free zone classifications to name a few. Since the investment's inception in late 1997, WFB was involved with the City of Los Angeles, which approached the bank requesting help in structuring the loan fund. Initially the City wanted a small business incubator, but based on the needs of the community, WFB helped convince them that the focus should be on commercial real estate. WFB team members have also assisted the City to design the overall program, identify other potential investors, and hire consultants. The bank provided a great deal of technical assistance especially since the group that managed the fund was not experienced with property management in LMI areas.

Operation HOPE - \$400 Thousand (1998): This investment supports Operation HOPE's creation of CyberCafes at Operation HOPE's three Banking Centers located in LMI South Central Los Angeles neighborhoods. Operation HOPE is a community service organization. Among its activities, it provides economic education to LMI individuals. The Banking Centers are located in underserved LMI areas in South Central Los Angeles that primarily benefit LMI individuals. These cafes offer a minimum of 15 innovative computer stations. They are used to offer weekly complimentary computer, UCLA extension classes, and workshops. WFB was the only private investor in these CyberCafes and had previously provided \$1 million to build one of the three banking centers. An additional \$385 thousand in grants funded operations and provided funding to "Banking on Our Future" software, which will be used to teach basic banking skills in the CyberCafes as well as on the bank's three E-Buses and in schools. The bank has an outstanding commitment to spend an additional \$150 thousand on "Banking on Our

Future.” This does not include the \$40 thousand a year the bank pays for use of the software and the \$500 thousand fee to a for-profit to develop the “Banking on Our Future” software. A WFB representative serves on the Board of Operation HOPE

Oakland MSA

WFB’s investments included loans to a SBIC as well as loans to three community development financial institutions, a 126 unit affordable housing complex, and an investment in the Merritt Capital Fund IV (see San Francisco MSA), resulting in 20 new affordable housing units. These investments showed an excellent responsiveness to the MSA’s need for small business and affordable housing credit. Further, the bank’s investment in Merritt Capital Fund IV is complex. See the description of the Merritt Capital relationship with WFB under the San Francisco MSA.

Orange County MSA

WFB showed an excellent responsiveness to the need for affordable housing by purchasing a \$5.8 million affordable housing bond and LMI mortgages for \$1.3 million. The bank also provided over \$150 thousand in grants to provide services and housing for LMI persons with AIDS. Most notable of the investments are \$1 million in investments and \$40 thousand in grants to the only Orange County CDFI, the Clearinghouse. WFB is only one of two bank equity investors and the largest investor in this CDFI. The CDFI funded \$23 million in loans during the exam period, with the majority resulting in new affordable housing units. Since its inception, the fund has provided over \$23 million in loans and created or preserved over 579 units of affordable housing. A WFB Officer has had Board participation since its inception.

San Diego MSA

WFB showed an excellent responsiveness to the needs of the MSA through its support of affordable housing by purchasing bonds that helped fund Community Development Block Grants and LMI mortgages. The bank also invested over \$5.5 million in funds that provide loans to support economic development through small business loans in LMI communities. These include an innovative and complex investment of \$5 million to Shepherd Ventures II, LP (see highlight below):

Shepherd Ventures II, LP - \$5 Million (2001): The bank holds a 50 percent partnership interest in Shepherd Ventures and is the only bank investor. This new fund plans to invest in early stage technology companies in San Diego and greater Southern California. The fund emphasizes loans to women and minority owned technology businesses and those willing to relocate or expand to historically depressed areas. The highly experienced principals of the partnership are very interested in sharing their business expertise and improving their community. The bank has worked with them to develop a listing of LMI areas, enterprise and empowerment zones, with which the principals are using to contact businesses in these areas to see if they can offer technical and/or investment assistance. They have already provided one local online

payment service business technical counseling. The bank serves on the Advisory Board and works with the East Coast Economic Development Corporation to provide technical assistance to Shepherd Ventures during its formation and investment into technology companies. The complex nature of this relationship is supported by the number of external entities involved, the administrative support provided by WFB, and the expertise provided by WFB.

San Francisco MSA

WFB showed excellent responsiveness to the AA through its investment and grant activity. Grants alone accounted for over \$6 million and included the following: \$500 thousand to provide services and housing for LMI persons with AIDS; \$250 thousand to Chinatown organizations for CD of this LMI neighborhood and educational programs targeted at LMI students; and \$500 thousand to the Bay Area United Way, which supports LMI service organizations throughout the San Francisco MSA. Most notable of the investments are three equity investments and a debt investment totaling \$20 million in three area small business loan funds and an equity investment in a fund that invests in LIHTC projects. We highlighted two of these funds to note their complexity as well as WFB leadership components:

Bay Area Smart Growth Fund I - \$10 Million: The Smart Growth Fund is an innovative new commercial real estate equity fund created in 2001 to invest \$100 million in the greater San Francisco Bay Area. The Fund is sponsored jointly by the Bay Area Council, the Bay Area Alliance for Sustainable Development, the Community Capital Investment Initiative, and Pacific Coast Capital Partners. The Fund is a unique investment that has been in development for the past 4 years. It plans to invest in retail, commercial and industrial projects as well as multi-family and select single-family housing opportunities in order to revitalize or stabilize the 46 LMI areas most in need within the Bay area. WFB has been involved with the Fund from the beginning when WFB's CEO met with the Bay Area Council to discuss the fund possibility. WFB is one of two key investors in the Fund, and provided valuable leadership in attracting other investors to the Fund. Without the financial involvement of WFB, the Fund would not have been established. Besides providing financial support, WFB has and will continue to provide a great deal of technical assistance. They will continue to serve on the advisory board, which will oversee the operations and investments of the fund. As part of the advisory board, the bank recommended target communities and is helping to identify investment opportunities. WFB hopes to provide loans to support projects in which the fund invests.

Merritt Capital Fund VI - \$3 Million: In 1998, WFB made a \$3 million investment in the Merritt Capital Fund VI, bringing its total portfolio investments since 1992 to \$9.5 million. This fund invested in four properties that provide 298 units of affordable housing: 278 units in the San Francisco MSA and 20 units in the Oakland MSA. We allocated the investment between the MSAs based on housing units. These projects are sponsored by non-profits with which WFB works closely, Eden Housing and Bridge Housing Inc., as well as with Episcopal Community Services and Chinatown Community Development

Center. One of the San Francisco projects includes 15 units of Shelter Plus Care while another San Francisco project serves seniors and disabled. A WFB manager serves on the Board of Directors of Merritt Capital and on the Investment Review Committee where she reviews all investments, provides guidance, helps structure the deals, and is on the organization's administration and management. WFB technical assistance has helped the organization to become successful, self-sufficient and less dependent on City of Oakland support. Since the fund's staff is small, they rely heavily on the board. WFB also provided a \$3.5 million CD loan to Merritt Capital during the exam period. The complex nature of this relationship is supported by the number of external entities involved, the administrative support provided by WFB, the expertise provided by WFB, and the layers of funding provided by WFB.

San Jose MSA

WFB showed excellent responsiveness to the community through its investment activity.

During the evaluation period, the bank's investments helped address the critical need for affordable housing. In San Jose, more than 60 percent of the residents do not own their own homes, and the average housing price has risen to \$550 thousand. The bank made investments totaling \$16 million to three LIHTC projects. These projects resulted in 252 new affordable housing units. In addition, with a \$500 thousand investment, WFB was the first private investor to invest in the Vernal Fund established by the Neighborhood Housing Services of Silicon Valley (NHSSV). The fund will make purchase money second trust deed loans to qualified LMI borrowers in the City of San Jose. WFB will work with NHSSV to offer mortgage seminars to potential homebuyers and will serve on the Loan Committee.

On the small business side, WFB has shown leadership in their investment in the following innovative fund:

Silicon Valley Community Ventures - \$4 Million: With this equity investment, WFB was the lead bank investor in Silicon Valley Community Ventures (SVCV). As the first bank to close on the investment, WFB helped attract other investors and made it possible for SVCV to raise enough capital to close the funds. SVCV started in January 1999 to address the lack of access to traditional financial and business networks in under served communities, by providing targeted venture capital, business advice, and critical business resources to businesses in low-income communities such as East San Jose, South San Jose, and East Palo Alto. As of September 2001, SVCV had a portfolio of 14 businesses, nine received equity financing, and an additional five received SVCV's business advising services from the principals. These businesses employ 412 individuals who reside in LMI communities or have been hired from a non-profit, job-training, or welfare-to-work program. The WFB Community Development Corporation has actively provided technical assistance to SVCV in structuring the fund.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews the bank's performance under the investment test in the Fresno, Merced, Riverside, Sacramento, San Luis Obispo, and Vallejo MSAs and the Kings County AA is not inconsistent with the bank's overall performance under the Investment Test. Performance in the remaining limited-scope MSAs is weaker than the overall performance. Not including allocated statewide and regional investments, investment totals in these areas were less than one percent of allocated Tier 1 Capital. Even with the allocated investments, volumes of investments as a percentage of capital in these limited scope areas are lower than in the full-scope AAs. However, this weaker performance did not adversely affect the bank's state rating. Refer to Table 14 in the State of California section of Appendix D for the facts and data that support these conclusions.

SERVICE TEST

WFB's performance under the Service Test is rated "Outstanding." The primary components that support the bank's rating are:

- WFB's high volume of retail banking offices.
- An excellent distribution of WFB's branch offices by income level of geography in the Oakland, San Francisco, and San Jose MSAs and a good distribution of branches in the Los Angeles-Long Beach, Orange County, and San Diego MSAs.
- The volume of CD services participated in by WFB employees, supplemented by leadership roles and innovative characteristics.

Retail Banking Services

Refer to Table 15 in the State of California section of Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings.

The analysis of the bank's distribution of branches primarily focused on the geographic distribution of the branch by income level of the area. However, the analysis also showed that there were instances where a branch street address played a subjective role in the accessibility of the branches. The boundaries of the areas are often drawn using primary thoroughfares or streets. A branch location could have a street address that falls in an area designated as middle-income. However, if that same branch was located across the street it could be in a moderate-income area. That middle-income branch provides ready accessibility of the bank's financial services to both the middle- and moderate-income areas. Accordingly, the analysis considered the benefit these "bordering branches" provided to their respective communities. The analysis only

considered border branches when the address was in a middle- or upper-income area thereby avoiding a double counting effect.

WFB provides banking services, which are readily accessible to essentially all portions of the bank's AAs. WFB's delivery systems have excellent accessibility in the Oakland, San Francisco, and San Jose MSAs and good accessibility to tracts and individuals of different income levels in the Los Angeles-Long Beach, Orange County, and San Diego MSAs. Alternate delivery systems help accessibility throughout all tracts. WFB did not have demographic information on the use of these systems. Therefore, we could not place significant weight on the systems when drawing our conclusion.

In the San Francisco MSA, WFB's distribution of branches by income level of geography exceeded the population distribution in low-income tracts and was near to the population distribution in moderate-income tracts. Bordering branches, as defined above, enhanced the distribution, significantly augmenting the residents' access to banking services.

In the Oakland MSA, WFB's distribution of branches in low-income tracts was near to the population distribution. When two bordering branches are considered, the distribution exceeded the demographics. The bank's distribution of branches in moderate-income tracts was below area demographics. However, when five bordering branches are considered, the bank's distribution was enhanced in these tracts, exceeding the area's demographics.

In the San Jose MSA, WFB's distribution of branches in low-income tracts was only slightly less than the population distribution. In moderate-income tracts, the branch distribution was below population demographics. However, when considering the bordering branches the distribution substantially exceeded the area demographics.

The overall distribution of WFB's freestanding ATMs further enhances the accessibility of banking services. The bank's ATM distribution in all of these MSAs exceeded the population distribution in low-income tracts. In both the San Francisco and Oakland MSAs, the bank's ATM distribution in moderate-income tracts is slightly less than the demographics; while in the San Jose MSA, the distribution was near to the demographics.

In Los Angeles-Long Beach MSA, WFB's distribution of branches in low-income tracts was below population demographics, however, when considering the bordering branches, the distribution was only slightly below demographics. The bank's distribution of branches in moderate-income tracts was well below the population distribution and improved only slightly when the 10 bordering branches were considered. The bank's bordering branches raised the distribution in these areas to 18 percent compared to the demographic distribution of 26.7 percent.

The bank's distribution of freestanding ATMs in the Los Angeles-Long Beach MSA exceeded the population distribution in low-income tracts. However, the ATM distribution is well below the population distribution in moderate-income tracts.

In the Orange County MSA's LMI tracts, WFB's distribution of branches was below the population distribution in these tracts. However, the bank's distribution of branches in moderate-income tracts significantly exceeded the population distribution, when the 21 bordering branches were considered. In the Orange County MSA, the bank's freestanding ATM distribution exceeds the population distribution in moderate-income tracts.

In the San Diego MSA, WFB has no branches in the low-income tracts, where 6.5 percent of the population resides. The bank's distribution of branches in moderate-income tracts was near to population demographics. Further, this distribution exceeded the moderate-income population when the five bordering branches are considered. The bank's distribution of the freestanding ATMs sites substantively exceeded the population distribution in both LMI tracts, which significantly augments the branch network.

WFB's opening and closing activity significantly affected the number of branches in California but had a neutral impact on LMI areas. During the evaluation period, within the six MSAs that received full-scope reviews WFB opened 28 branches and closed 199 branches. The majority of the closed branches were in supermarket locations. The owners asked the bank to vacate their stores for a variety of reasons. WFB was able to negotiate the number of closures and locations mostly to offices that had limited hours and limited service. Of the total closures, 3 branches or 1.5 percent were in low-income areas, 28 branches or 14 percent were in moderate-income areas, and 168 branches or 84.5 percent were in middle- and upper-income areas. The overall affect of these closures was neutral in the LMI census tracts since most sites had other WFB full service branches or other bank branches in close proximity.

WFB offers an extensive array of credit and deposit banking products. See the Lending Test for the impact of the credit products on LMI tracts or borrowers. The bank also offers a full range of alternative delivery systems including ATMs, banking by phone or mail, and 24/7 on-line Internet banking. These options give the bank's customers an opportunity to choose the method of banking that suits them best. WFB has three unique delivery systems for customers: the eBus, the Wellsfargo.com Bus, and mobile branches.

- eBuses are mobile technology centers equipped with multimedia computers and two-way satellite Internet access that primarily visit LMI areas. The buses give customers the opportunity to learn and conduct their banking business on-line. The buses are in the Los Angeles-Long Beach and San Francisco MSAs. During the review period, the eBuses had visited 50 LMI communities.

- The Wellsfargo.com Bus is designed to provide customer education and employee training throughout the United States. Customers can enroll for online access to personal accounts, and can apply for a variety of online deposit and credit products and services.
- WFB's two California based mobile branches are primarily used for emergencies when a traditional branch is unable to function. They are also available for special events. During the evaluation period, WFB used the branches in 20 LMI communities.

WFB's hours are comparable among all locations regardless of the income level of the geography in the full-scope review AAs. WFB also has Banking Center and Business Center branches, which have limited hours and services tailored to the business customer. These offices are located in downtown areas of the larger metropolitan cities that get significantly less business on weekends.

Community Development Services

WFB demonstrated an excellent level of CD services. The bank's performance in providing CD services in the Los Angeles-Long Beach, Orange County, Oakland, and San Francisco MSAs is excellent and good in the San Diego and the San Jose MSAs, respectively. WFB's performance is evidenced by:

- The volume of CD services;
- The unique nature of some of the services; and
- The leadership provided by WFB participants.

The bank's CD services had a positive impact on all full-scope AAs. We found them responsive to the communities' needs. This is particularly true in the Los Angeles-Long Beach MSA where the bank had 162 different CD services that were highly responsive to the community. These include participation as members on 65 qualifying community group Boards of Directors and on 12 advisory teams for CD groups, including the Local Initiative Service Corporation (LISC).

In addition, WFB employees maintained leadership positions in many of the Los Angeles-Long Beach MSA services by assuming officer responsibilities, e.g., Chairman, President, Vice President, and Treasurer. Employees held these positions in 24 groups. These positions advised the groups on budgeting, financing, investing, project targeting, and the development of training curriculums. Further augmenting these activities, bank employees conducted many general banking, homebuyer and small business seminars.

We found similar characteristics of WFB employee service activities in the other full-scope AAs where services totaled as follows: Oakland 69 CD services, Orange County 53 CD services, San Diego 37 CD services, San Francisco 77 CD services, and San Jose 36 CD services. Bank employees assumed leadership positions or participated on advisory teams as follows: Oakland 8 services, Orange County 10 services, San Diego

9 services, San Francisco 12 services, and San Jose 3 services. While not as high in number, we found the services substantive and equally responsive.

WFB also provided outreach to LMI elderly by advising in financial and abuse cases in the Orange County MSA and by providing a predatory lending seminar in the San Francisco MSA. The bank also hosted meetings in the Oakland and San Jose MSAs with economic development and affordable housing groups to discuss current issues and solutions, including services that WFB is able to provide.

Specific highlights of WFB's CD Service activities include the following:

Los Angeles-Long Beach MSA

WFB partnered with Operation HOPE, Inc. to provide new computer-based, basic banking courses to elementary, middle, and high school students that the bank worked with Operation HOPE to develop. Fifteen bank representatives have provided these "Banking on Our Future" classes. In addition, the bank serves on the Board of Directors, the Corporate Council of CEOs, and the Banking on Our Future Advisory Committee.

The "Banking on Our Future" program curriculum serves as the catalyst to promote programs to youths and adults with emphasis on economic empowerment and financial literacy. The program is instrumental in assisting LMI persons with rebuilding their finances, offers advice on budgeting, home ownership and personal financial growth.

Several WFB employees have provided technical assistance in loan packaging and qualification as well as homeownership and small business loan underwriting training to CHARO Community Development Corporation; this CDC provides technical assistance and SBA Loan packaging for Latino-owned businesses that are primarily LMI.

Oakland MSA

Five WFB employees orchestrated and provided seminars on Economics, Business Management, and Basic Banking for the Concord chapter of Junior Achievement, which predominately serves LMI students.

Orange County MSA

Wells Fargo is the only large bank involved in the Affordable Housing Future Search Collaborative, the first large-scale attempt to create an umbrella organization that examines public policy as it impacts affordable housing development in Orange County. A WFB employee serves on the Board and was a leader in sponsoring the organization's first conference in 1999.

The bank is highly involved with the Southland Economic Development Corporation. They serve on the Board and the credit committee, and an employee provides presentations on small business start-up, expansion, and financing tools.

San Diego MSA

A bank representative serves on the Board and on the Finance Committee and is involved in fundraising, financial management, credit review, and portfolio monitoring for ACCION, a micro-loan provider focused on women and minority-owned businesses in LMI tracts in San Diego.

The bank has helped set policy, provided technical assistance, and directed fundraising through their Board membership in the City-County Reinvestment Task Force in San Diego. The mission of the task force is to spur private and public financing of affordable housing and economic development in areas suffering from disinvestment throughout San Diego.

San Francisco MSA

Through Board membership, the bank has been involved in strategy development, fundraising, and credit review for the South of Market Foundation, which provides technical assistance and packages small business loans for LMI entrepreneurs setting up businesses in the revitalization area of Sixth Street.

San Jose MSA

A bank employee serves on the Board and the Finance and Audit Committee of Section 8 Senior Housing in Palo Alto. Lytton Gardens offers three types of senior care: independent living, assisted living, and skilled nursing. Under the employee's direction, the skilled nursing facility has refinanced a bond and forged a partnership with BRIDGE Housing to do further developments. The employee has provided direction for cash flow management for all three facilities.

Conclusion for Areas receiving Limited-scope Reviews

Based on limited scope reviews, WFB's branch distribution in the Chico-Paradise, Merced, Modesto, Riverside-San Bernardino, Redding, Sacramento, San Luis Obispo-Atascadero-Paso Robles, Santa Barbara-Santa Maria-Lompoc, Santa Rosa, Stockton-Lodi, Santa Cruz-Watsonville, Vallejo-Fairfield-Napa, Ventura, Yolo, and Yuba City MSAs, and Imperial County, Kings County, Northern Rural California, and San Benito County AAs is not inconsistent with its overall performance under the Service Test. The bank's branch distribution in all of these AAs except the Sacramento MSA and San Benito County significantly exceeds the demographics in LMI tracts when considering the bordering branches. The bank's branch distribution in LMI tracts in the Sacramento MSA, including bordering branches, nearly meets the population demographics. There are no LMI geographies in San Benito County.

The bank's aggregate performance in the Bakersfield, Fresno, Salinas and Visalia MSAs and Sierra Nevada AA is weaker than its overall performance under the Service Test. The branch distribution in LMI tracts in these AAs was below respective demographics. The bank's performance in these AAs did not affect its overall performance as they account for only four percent of the bank's deposits in California.

State Rating

CRA Rating for Colorado:	<u>Satisfactory</u>
The Lending Test is rated:	<u>High Satisfactory</u>
The Investment Test is rated:	<u>High Satisfactory</u>
The Service Test is rated:	<u>Low Satisfactory</u>

The major factors that support this rating include:

- WFB had a significant responsiveness to its community through CD lending.
- WFB's geographic distribution of loans was good coupled with an adequate borrower distribution of loans.
- WFB has a good responsiveness to its community through investment transactions.

Description of Institution's Operations in Colorado

The bank has one regional commercial banking office (RCBO) in the Denver MSA with a very limited market share of deposits. This office is supported by one bank branch. WFB derives less than .1 percent of its total deposits and reportable loans from this state. The bank allocated one percent of its lending activity to the Denver MSA based on the deposits generated by this office.

Scope of Evaluation in Colorado

Refer to the Market Profiles for the State of Colorado in Appendix C for detailed demographics and other performance context information for AA that received a full-scope review.

LENDING TEST

WFB's performance under the lending test is rated "High Satisfactory". Based on a full-scope review, the bank's performance in the Denver MSA is good. CD lending had a positive impact on the bank's performance. We placed greater weight on the bank's small business lending because of its volumes.

Lending Activity

Refer to Table 1 in the State of Colorado section of Appendix D for the facts and data used to evaluate the bank's lending activity.

WFB's lending activity is not meaningful in this MSA. The bank's only presence in this geography is the RCBO. The bank allocated one percent of their retail loans to this geography based on the deposits generated by this office.

Distribution of Loans by Income Level of the Geography

WFB's overall geographic distribution of loans in the Denver MSA is good. We did not analyze small farm loans, as there were too few for a meaningful analysis.

Home Mortgage Loans

Refer to Tables 2, 3 and 4 in the State of Colorado section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. Market share information is not meaningful because the bank's market share from allocated retail loans is negligible. We did not analyze the distribution of home improvement loans and multifamily loans, as there were too few for a meaningful analysis.

WFB's distribution of home purchase and refinance loans by income level of geography is adequate. The percentage of the bank's loans in both LMI tracts for each loan type is lower than the percentage of owner-occupied units in those tracts.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by income level of geography is excellent. The percentage of the bank's small loans to businesses substantially exceeds the percentage of businesses located within the low-income tracts and exceeds the percentage of businesses located within the moderate-income tracts.

Small Loans to Farms [Not Applicable]

The bank did not make any small farm loans and thus Table 7 in the State of Colorado section of Appendix D was not utilized.

Lending Gap Analysis

Home mortgage and small business loans were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

All of the home mortgage loans, small loans to businesses, and CD loans originated/purchased by WFB over the evaluation period were within the Denver MSA.

This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

WFB's distribution of loans by income level of borrower reflects an adequate dispersion among borrowers of different income levels throughout the Denver MSA.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of Colorado section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. In the following analysis, we considered performance contextual issues relative to home mortgage lending within the bank's AA to help formulate conclusions. Specifically, the high poverty level of 10 percent has negatively affected the bank's ability to lend to low-income borrowers.

WFB's distribution for home purchase and refinance loans by income level of borrower is good. The percentage of loans made by the bank to low-income borrowers for each loan type is about a third the percentage of low-income families. The percentage of loans made by the bank to moderate-income borrowers exceeds the percentage of moderate-income families.

Small Loans to Businesses

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

WFB's distribution of small loans to small businesses is adequate in the Denver MSA. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is less than the percentage of businesses with revenues of \$1 million or less. The percentage of bank loans in the table is mitigated because 29 percent of these loans did provide income information. An analysis by the bank showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank made 76 percent of its loans to small businesses.

Small Loans to Farms [Not Applicable]

The bank did not make any small farm loans and thus Table 12 in the State of Colorado section of Appendix D was not utilized.

Community Development Lending

Refer to Table 1 in the State of Colorado section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on the bank's performance under the lending test for the Denver MSA. The bank made one CD loan for \$500 thousand. This loan represents nearly seven percent of allocated Tier 1 Capital. The line of credit will be used by an affordable housing provider to support its mission of sponsoring affordable housing and provides it with added flexibility in acquiring potential development sites.

Product Innovation and Flexibility

The RCBO does not make retail loans. Its affiliates offer a variety of flexible retail products to serve the needs of the community. The affiliates' loan products are evaluated as part of their respective CRA performance.

INVESTMENT TEST

WFB's performance under the Investment Test is rated "High Satisfactory". Based on a full-scope review, the bank's performance in the Denver MSA is good. Refer to Table 14 in the State of Colorado section of Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's investments in the Denver MSA is high in relation to its capitalization and the available opportunities. We evaluated the investment volumes based on an allocation of the bank's Tier 1 Capital (\$7.6 million) by the pro-rata share of deposits. Investments totaled nearly five percent of capital.

The bank exhibited adequate responsive to its community through its investment in a regional tax credit fund. The investment is neither innovative nor complex.

SERVICE TEST

WFB's performance under the Service Test is rated "Low Satisfactory." Based on the full-scope review, the bank's performance in the Denver MSA is adequate.

Retail Banking Services

Refer to Table 15 in the State of Colorado section of Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings. This section is not applicable to this RCBO. This office does not provide retail banking services.

Community Development Services

WFB's CD services had a positive impact on its performance under the Service Test. Given the size of this office with 20 employees, the bank's level of CD service is good. Two employees from the local home mortgage and real estate departments are involved in the local community on behalf of this RCBO. A home mortgage employee has taught homeownership classes through the Colorado Housing Assistance Corporation. Another bank employee is a Board Member and Member of the Real Estate Committee of the Rocky Mountain Mutual Housing Association, which provides LMI housing in Colorado and Utah.

State Rating

CRA Rating for Idaho:	<u>Satisfactory</u>
The Lending Test is rated:	<u>High Satisfactory</u>
The Investment Test is rated:	<u>Low Satisfactory</u>
The Service Test is rated:	<u>Outstanding</u>

The major factors supporting these ratings include:

- WFB had an excellent volume of lending, a good distribution of loans by income level of the borrower and adequate distribution by income level of geography.
- WFB had substantial level of CD loans that had a positive effect on lending performance.
- WFB had an adequate volume and responsiveness of qualified investments.
- WFB has a branch distribution that is readily accessible to all tracts and individuals of different income levels, particularly the LMI population.

Description of Institution's Operations in Idaho

Before the merger with First Security Bank, NA (FSB), WFB was the fifth largest deposit-taking financial institution within its AA's in Idaho with about 5 percent of the total deposit base. For the purpose of this evaluation, the assets of these two banks were not combined. FSB was the largest institution in the state and held over 22 percent of the AA's deposits. Other significant competitors based on deposits include US Bank, NA (18 percent) and Keybank, NA (5 percent). WFB operated 18 branches in its four AAs. The AAs include the state's two MSAs and seven counties. WFB derives less than one percent of its total deposits and just over one percent of its reportable loans from this state.

Refer to the Market Profiles for the State of Idaho in Appendix C for detailed demographics and other contextual information for the full-scope AA.

Scope of Evaluation in Idaho

We performed a full-scope review of WFB's performance in the Boise MSA. This AA provides over 50 percent of the bank's deposits within the state and includes over 60 percent of the state's reportable loans. Thus, this AA is representative of the bank's activities in Idaho, and the state rating is based upon the results in this AA. In evaluating the bank's lending performance, particularly the distribution segments, more weight was placed upon home mortgage lending than upon small loans to businesses or farms considering the level of activity, as well as identified credit needs. Home

mortgage lending represented the majority of the bank's lending in the full-scope AA. Just two percent of the bank's reportable loans are small loans to farms.

Within the home mortgage categories, based on volume and need, more weight was placed upon home purchase than home refinance loans, since these activities produced similar levels of originations. Home improvement loans received less weight as this product accounted for less than 4 percent of all home mortgage originations. In contrast, the smallest level of activity was in the category of loans to small farms and was not considered material to the bank's lending performance. Therefore, small farm lending performance was not analyzed.

Please refer to the Boise MSA market profile in Appendix C for discussion of community contacts made in this AA.

LENDING TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the lending test is rated "High Satisfactory." Based on a full-scope review, the bank's performance in the Boise MSA is good. The bank's CD lending had a positive impact on its lending performance.

Lending Activity

Refer to Table 1 in the State of Idaho section of Appendix D for the facts and data used to evaluate the bank's lending activity.

In the Boise MSA, 85 percent or more of WFB's loans originated during the evaluation period were home mortgage loans, with small loan to business comprising the majority of the remainder. The review of the Boise MSA showed that among the bank's mortgage loan originations/purchases, approximately 55 percent were home purchase, 41 percent were home mortgage refinance, and 4 percent were for home improvement.

WFB's overall lending activity is excellent. In the Boise MSA, WFB ranks fifth in deposit market share (5.2 percent). Based on Year 2000 HMDA aggregate data, WFB is the third largest originator/purchaser of home purchase loans (8.4 percent), second in refinanced loans (6.1 percent), and sixth in home improvement loans (5.1 percent). Based on Year 2000 CRA aggregate data, WFB has a 2.2 percent market share in small loans to businesses in the MSA and ranks fourth among banking institutions.

Distribution of Loans by Income Level of the Geography

The geographic distribution of WFB's' home mortgage loans and small loans to businesses reflects adequate penetration throughout the Boise MSA full-scope AA.

Home Mortgage Loans

Refer to Tables 2, 3, 4, and 5 in the State of Idaho section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. The volume of WFB's multifamily loan originations/purchases is not material and thus was not concluded upon in this evaluation.

WFB's distribution of home mortgage lending by income level of geography is poor.

WFB's distribution of home purchase loans by income level of geography is poor. The percentage of the bank's loans in both LMI tracts is well below the percentage of owner-occupied units in those tracts. The market share data reflects that WFB's home purchase loan market share of loans in both LMI tracts is also well below its overall market share.

WFB's distribution of home improvement loans by income level of geography is good. The percentage of the bank's loans in low-income tracts exceeds the percentage of owner-occupied units. The percentage of loans in moderate-income tracts is near to the percentage of owner-occupied units. WFB did not make any home improvement loans in low-income census tracts for the comparator year; however, the bank's market share of loans in moderate-income tracts exceeds its overall market share. It should be noted that only one percent of all owner occupied homes are located in low-income census tracts.

WFB's distribution of refinanced home mortgages by income level of geography is poor. The percentage of the bank's loans in both LMI tracts is lower than the percentage of owner-occupied units in each area. The bank's market share of loans in both LMI tracts is lower than its overall market share. WFB did not make any home refinance loans in low-income census tracts for the comparator year. The bank's market share of loans in moderate-income tracts is lower than its overall market share. As stated, only one percent of all owner-occupied homes are in low-income census tracts.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by income level of geography is good. The percentage of the bank's small loans to business in low-income tracts is lower than the percentage of businesses located within these designated tracts. However, the percentage of the bank's small loans to businesses in moderate-income tracts is near to the percentage of businesses located within the tracts. The bank's market share of small loans to businesses in both LMI tracts exceeds its overall market share in each area, respectively.

Small Loans to Farms [Not Analyzed]

Refer to Table 7 in the State of Idaho section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to farms. There are too few loans for a meaningful analysis.

Lending Gap Analysis

Maps and reports detailing WFB's lending activity over the evaluation period for home mortgage loans and small loans to businesses were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

A substantial majority of the WFB's home mortgage loans, small loans to businesses and farms, and CD loans originated/purchased over the evaluation period were within its AAs. Eighty percent of the bank's home mortgage loans, 82 percent of the small loans to businesses and small farms, and 100 percent of CD loans were within its AAs. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

WFB's distribution of home mortgage loans and small loans to businesses by income level of the borrower reflects a good dispersion among borrowers of different income levels throughout the Boise MSA.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of Idaho section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

WFB's distribution of home purchase loans by income level of borrower in the Boise MSA is good. The high poverty level in the Boise MSA is a performance context issue that impacts the analysis of the bank's performance in this category. The result is that we modified our expectations in comparing the bank's performance to market demographics and have placed more weight on market share.

The percentage of home purchase loans the bank made to low-income borrowers is substantially lower than the percentage of low-income families. However, the percentage of home purchase loans the bank made to moderate-income borrowers exceeds the percentage of moderate-income families. WFB's market share of home purchase loans to both LMI borrowers was below its overall market share.

WFB's distribution of home improvement loans by income level of borrower in the Boise

MSA is good. The percentage of loans the bank made to low-income borrowers is substantially lower than the percentage of low-income families in the MSA. However, the percentage of home improvement loans the bank made to moderate-income borrowers exceeds the percentage of moderate-income families. WFB's market shares of home improvement loans to both LMI borrowers substantially met its overall market share.

WFB's distribution of refinance loans by income level of borrower in the Boise MSA is good. The percentage of loans the bank made to low-income borrowers is substantially lower than the percentage of low-income families in this MSA. The percentage of refinanced loans the bank made to moderate-income borrowers is near to the percentage of moderate-income families. WFB's market share of refinanced loans to low-income borrowers is below its overall market share and its market share of loans to moderate-income borrowers exceeds the bank's overall market share.

Small Loans to Businesses

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

WFB's distribution of small loans to small businesses is good in the Boise MSA. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is below the percentage of those businesses in the MSA. However, the bank did not obtain revenue information on more than 59 percent of its loans. An analysis showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank made 94 percent of its loans to small businesses, which exceeds area demographics. The bank's market share of small loans to small businesses substantially meets its overall market share for small loans to all businesses in the MSA. Finally, the bank's loans that were \$100,000 or less account for 97 percent of its lending.

Small Loans to Farms [Not Analyzed]

Refer to Table 12 in the State of Idaho section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to farms. There are too few loans for a meaningful analysis.

Community Development Lending

Refer to Table 1 in the State of Idaho section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on its performance under the lending test for Idaho. In the Boise MSA, the bank made four loans and lines totaling \$12 million. This level is high given the bank's presence in Idaho, where it holds only \$75 million in deposits and \$9 million in allocated Tier 1 Capital. They were all targeted at affordable housing for LMI families, a primary credit need of the area.

WFB made and refinanced a line of credit to a provider of affordable housing to LMI families to fund permanent loans for affordable housing. The bank also funded the construction of two affordable housing projects that resulted in 132 new affordable housing units, including 26 units for persons with incomes of less than 30 percent of the average median income (AMI) and 11 units for persons with incomes of less than 40 percent of the AMI. The bank was extremely flexible in its financing of one of these projects where there were property issues, including flooding, railroad tracks near the property, and general neighborhood deterioration. When the permanent lender initially declined to make the permanent loan, WFB offered both the construction and the permanent financing and enabled construction of the project. The permanent financier stepped back into finance the permanent loan once they saw the successful completion of the project.

Product Innovation and Flexibility

WFB uses flexible lending programs to enhance its efforts to meet the credit needs in its AAs, including those of LMI persons and businesses. The use of these programs enabled the bank to be more effective in meeting community needs for affordable home loans and loans to businesses. Some of the programs are available statewide. This lending activity demonstrates additional responsiveness to area credit needs and had a positive effect on the bank's overall performance under the lending test.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, the bank's performance under the lending test in the Bonneville and Central Rural AAs is not inconsistent with the bank's overall good performance under the lending test. In the Northern Rural AA and Pocatello MSA, the bank's performance is weaker than the "High Satisfactory" rating. The bank had no CD lending and a weaker distribution of loan by both geography and income level of borrower. However, this weaker performance did not adversely affect the bank's rating as these areas account for only 27 percent of its deposits in the state. Refer to Tables 1 through 12 in the State of Idaho section of Appendix D for the facts and data that support these conclusions.

INVESTMENT TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the Investment Test is rated "Low Satisfactory". Based on a full-scope review, the bank's performance in the Boise MSA is adequate. Refer to Table

14 in the State of Idaho section of Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's investments in the Boise MSA is adequate in relation to its capitalization and the available opportunities. We evaluated the investment volumes based on an allocation of the bank's Tier 1 Capital (\$9 million) by the pro-rata share of deposits. Investments not including statewide allocated binding commitments totaled less than one percent of capital. However, this does not include an allocated portion of a binding commitment to a regional, low-income housing investor for \$397 thousand. Opportunities for investment in the MSA are moderate.

The bank exhibited adequate responsiveness to its community through its grant activity and its commitment toward the regional fund. None of the investments was innovative or complex.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews the bank's performance under the investment test in the remaining AAs is not inconsistent with the bank's overall adequate performance under the Investment Test. Refer to Table 14 in Appendix D for the facts and data that support these conclusions.

SERVICE TEST

Conclusions for Areas Receiving Full-Scope Reviews

The bank's performance under the Service Test is rated "Outstanding." Based on the full-scope review, the bank's performance in Boise, Idaho MSA is excellent.

Retail Banking Services

Refer to Table 15 in the State of Idaho section of Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings.

WFB's delivery systems are readily accessible in this MSA to individuals and tracts of different income levels. In the Boise MSA, the bank's distribution of branches significantly exceeded the population distribution in low-income tracts and is near to the demographics in moderate-income tracts. The distribution of freestanding ATMs is entirely in middle-income tracts.

During the evaluation period, the bank closed four branches in the Boise MSA, one of which was in a low-income geography. The overall affect was neutral. The closed branch was a "motor bank." The bank left the full service branch open.

WFB offers an extensive array of credit and deposit banking products. See the Lending Test for details of the impact of the credit products on LMI tracts. The bank also offers a full range of alternative delivery systems including ATMs, banking by phone or by mail, and on-line 24 hours a day. These options give the bank's entire customer base the opportunity to choose the method of banking that suits them best. WFB did not have demographic information on the use of these systems. Therefore, we could not place significant weight on the systems when drawing our conclusion.

WFB's hours are comparable among all locations regardless of the income level of the geography. Traditional branch hours are from 9:00 a.m. to 6:00 p.m. Monday through Friday with a few of these branches having Saturday hours from 9:00 a.m. to 2:00 p.m.

Community Development Services

WFB has a good level of CD services. Bank employees were involved in twelve CD housing and service organizations. This is a good level considering the limited availability of opportunities. They served on Boards and in advisory capacities.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited scope reviews, WFB's branch distribution in the Central Rural and Northern Rural AAs is not inconsistent with the overall excellent performance under the Service Test. There are no low-income geographies in these AAs. The branch distribution in moderate-income geographies significantly exceeds the population distribution. The bank's branch distribution in the Pocatello and Bonneville AAs is weaker than the overall performance under the Service Test. The bank has no branches in the moderate-income geographies. There are no low-income geographies in these AAs. However, the above AAs account for only 12 percent of the bank's deposits in Idaho, therefore they do not impact the bank's state service test rating. Refer to Table 15 in the State of Idaho section of Appendix D for facts and data to support these conclusions.

State Rating

CRA Rating for Minnesota:	<u>Satisfactory</u>
The Lending Test is rated:	<u>High Satisfactory</u>
The Investment Test is rated:	<u>High Satisfactory</u>
The Service Test is rated:	<u>Low Satisfactory</u>

The major factors that support this rating include:

- WFB had a good responsiveness to its communities through CD lending.
- WFB had an adequate geographic and borrower distribution of small loans to businesses and a good overall borrower distribution of home mortgage loans.
- WFB had a high volume of investment transactions.

Description of Institution's Operations in Minnesota

The bank has one regional commercial banking office (RCBO) in the Minneapolis-St. Paul MSA and very limited deposit market share. This office is supported by one bank branch. WFB derived less than .1 percent of its total deposits and loans from this state. The bank allocated one percent of its lending activity to the MSA based on deposits generated by this office.

Scope of Evaluation in Minnesota

Refer to the Market Profiles for the State of Minnesota in Appendix D for detailed demographics and other performance context information for AA that received full-scope reviews.

LENDING TEST

WFB's performance under the lending test is rated "High Satisfactory". Based on a full-scope review, the bank's performance in the Minneapolis-St. Paul MSA is good. The bank's CD lending had a positive impact on the bank's performance under this test.

Lending Activity

Refer to Table 1 in the State of Minnesota section of Appendix D for the facts and data used to evaluate the bank's lending activity. The bank's rating is driven by home mortgage lending because of its volumes.

WFB's lending activity is not meaningful in this AA. The bank's only presence in this geography is an RCBO. The bank allocated 1.14 percent of their retail loans to this Minneapolis-St. Paul MSA based on the deposits generated by this office.

Distribution of Loans by Income Level of the Geography

WFB's distribution of home mortgage loans by income level of geography reflects an adequate penetration throughout the bank's AA. An analysis of small business and small farm loans was not performed, as there were too few loans for a meaningful analysis.

Home Mortgage Loans

Refer to Tables 2, 3 and 4 in the State of Minnesota in Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. Market share information is not applicable because the bank's market share from allocated retail loans is negligible. In addition, an analysis of home improvement loans and multifamily loans was not performed because there are too few loans for a meaningful analysis. In the analysis, we considered performance contextual issues relative to home mortgage lending within the bank's AA to help formulate conclusions. Specifically, the high poverty level of 8 percent has negatively affected the bank's ability to lend to low-income borrowers.

WFB's distribution of home purchase loans by income level of geography is adequate. The percentage of the bank's loans in both LMI tracts is below the owner-occupied units in those tracts.

WFB's distribution of refinance loans by income level of geography is adequate. The percentage of the bank's loans in both LMI tracts is below the owner-occupied units in those tracts.

Small Loans to Businesses [Not Analyzed]

Refer to Table 6 in the State of Minnesota in Appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to businesses. There are too few loans for a meaningful analysis.

Small Loans to Farms [Not Applicable]

The bank did not make any small farm loans and thus Table 7 in the State of Minnesota in Appendix D was not utilized.

Lending Gap Analysis

Home mortgage loans were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

All of the home mortgage loans, small loans to businesses, and CD loans originated/purchased by WFB over the evaluation period were within Minneapolis-St. Paul MSA. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

WFB's distribution of home mortgage loans reflects a good dispersion among borrowers of different income levels throughout the Minneapolis MSA. As indicated above small business and small farm loans were not evaluated.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of Minnesota in Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

WFB's distribution for home purchase and refinance loans by income level of borrower is good. The percentage of home purchase loans the bank made to low-income borrowers is about two-thirds the percentage of low-income families. The percentage of refinance loans the bank made to low-income borrowers is about half the percentage of low-income families. The percentage of loans the bank made to moderate-income borrowers substantially exceeds the percentage of moderate-income families for both loan types.

Small Loans to Businesses [Not Analyzed]

Refer to Table 11 in the State of Minnesota in Appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses. There are too few loans for a meaningful analysis.

Small Loans to Farms [Not Applicable]

The bank did not make any small farm loans and thus Table 12 in the State of Minnesota in Appendix D was not utilized.

Community Development Lending

Refer to Table 1 in the State of Minnesota in Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on the bank's performance under the lending test for Minnesota. The bank provided a \$750 thousand line of credit to a child and

family center to purchase and prepare land for its facility. The center serves primarily LMI families and individuals. This loan represents over 15 percent of allocated Tier 1 Capital.

Product Innovation and Flexibility

The commercial banking office does not make retail loans. Its affiliates offer a variety of flexible retail products to serve the needs of the community. The affiliates' loan products are evaluated as part of their respective CRA performance.

INVESTMENT TEST

WFB's performance under the Investment Test is rated "High Satisfactory". Based on a full-scope review, the bank's performance in the Minneapolis MSA is good. Refer to Table 14 in the State of Minnesota in Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's investments in the Minneapolis MSA is very high in relation to its capitalization and the available opportunities. We evaluated the investment volumes based on an allocation of the bank's Tier 1 Capital (\$4.8 million) by the pro-rata share of deposits. Investments totaled over 10 percent of allocated Tier 1 Capital.

The bank exhibited adequate responsive to its community through its investment in the nationwide, National Equity Fund. The investment is neither innovative nor complex.

SERVICE TEST

WFB's performance under the Service Test is rated "Low Satisfactory." Based on the full-scope review, the bank's performance in the Minneapolis MSA is adequate.

Retail Banking Services

Refer to Table 15 in the State of Minnesota in Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings. This section is not applicable to this commercial banking office. This office does not provide retail banking services.

Community Development Services

The bank's CD services had a positive impact on the Service Test. Given the size of this office with only 17 employees, the bank's level of CD service is adequate. Four of the employees from this office are actively involved in four local organizations. One serves as a Program Action Committee member for the Local Initiative Support Corporation, and another serves as a Board Member on the St. Paul Capital Fund, a venture capital fund for small businesses. A third employee serves as a Mid Market Chair for the United Way, which primarily supports local LMI service organizations. A fourth employee serves as a Planning Commissioner for the St. Anthony Village, a downtown redevelopment area of Minneapolis.

State Rating

CRA Rating for Nevada:	<u>Satisfactory</u>
The Lending Test is rated:	<u>Low Satisfactory</u>
The Investment Test is rated:	<u>Low Satisfactory</u>
The Service Test is rated:	<u>Low Satisfactory</u>

The major factors that support this rating include:

- WFB has an adequate geographic and borrower distribution of small loans to businesses and home mortgage loans.
- WFB has an adequate volume of investment transactions.

Description of Institution's Operations in Nevada

WFB has a regional commercial banking office (RCBO) in each of the bank's AAs, the Las Vegas and Reno MSAs, with very small market share. These offices are each supported by a bank branch. WFB derives less than .2 percent of its total deposits and loans from this state. The bank allocated 6.5 percent of its retail lending activity to the Las Vegas and Reno MSAs based on the deposits generated by each office.

Scope of Evaluation in Nevada

Refer to the Market Profiles for the State of Nevada in Appendix C for detailed demographics and other performance context information for AAs that received full-scope reviews.

LENDING TEST

WFB's performance under the lending test is rated "Low Satisfactory". Based on full-scope reviews, the bank's performance in the Las Vegas and Reno MSAs is adequate. The bank's CD lending had a neutral impact on its performance. We placed greater weight on the bank's home mortgage lending because of its volumes.

Lending Activity

Refer to Table 1 in the State of Nevada section of Appendix D for the facts and data used to evaluate the bank's lending activity.

WFB's lending volume is not meaningful in the Las Vegas or Reno MSAs. The bank's only presences in these AAs are the RCBOs. The bank allocated 4.02 percent of their Reno retail loans and 2.54 percent of their Las Vegas retail loans to these tracts based on the deposit percentages generated by these offices.

Distribution of Loans by Income Level of Geography

WFB's overall geographic distribution of loans reflects an adequate penetration throughout the full-scope AAs. We did not analyze the bank's distribution of small farm loans, as there were too few for a meaningful analysis.

Home Mortgage Loans

Refer to Tables 2, 3 and 4 in the State of Nevada section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. Market share information is not applicable because the bank's market share from allocated retail loans is nominal. The volume of WFB's multifamily loan originations/purchases is not material and thus was not concluded upon in this evaluation.

WFB's distribution of home purchase, home improvement, and refinance loans by income level of geography is poor in the Las Vegas MSA and adequate in the Reno MSA. The percentage of owner occupied housing in low-income tracts is too low in both AAs to provide a meaningful analysis. In the Las Vegas MSA, the percentage of the bank's loans in moderate-income tracts for each loan type is well below the percentage of owner-occupied units in those tracts. In the Reno MSA, the percentage of the bank's loans in moderate-income tracts for each loan type is below the percentage of owner-occupied units in those tracts.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by income level of geography in both MSAs is good. In the Las Vegas MSA, the percentage of the bank's loans to small businesses in low-income tracts is near to the percentage of businesses located within the tracts. In the Reno MSA, there were too small a percentage of small businesses in the one low-income geography to form a meaningful analysis. The percentage of the bank's small loans to businesses in moderate-income tracts in both MSAs is below the percentage of businesses located within the tracts.

Small Loans to Farms [Not Applicable]

The bank did not make any small farm loans and thus Table 7 in the State of Nevada section of Appendix D was not utilized.

Lending Gap Analysis

Home mortgage and small business loans were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

All of the home mortgage loans, small loans to businesses, and CD loans originated/purchased by WFB over the evaluation period were within its AAs. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

WFB's distribution of home mortgage and small business loans reflects an adequate dispersion among borrowers of different income levels throughout the Las Vegas and Reno MSAs.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of Nevada section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. In the following analysis, we considered performance contextual issues relative to home mortgage lending within the bank's AA to help formulate conclusions. Specifically, the high poverty level of 8 and 9 percent in Las Vegas and Reno, respectively, has negatively affected the bank's ability to lend to low-income borrowers.

WFB's distribution of home purchase loans by income level of borrower is good in both the Las Vegas and Reno MSAs. The percentage of home purchase loans the bank made to low-income borrowers is about a third the percentage of low-income families in both AAs. The percentage of home purchase loans to moderate-income borrowers exceeds the percentage of moderate-income families in the Las Vegas MSA and significantly exceeds the percentage of moderate-income families in the Reno MSA.

WFB's distribution of home improvement loans by income level of borrower is poor in both MSAs. The percentage of loans the bank made to low-income borrowers is about a third the percentage of low-income families in both MSAs. The percentage of home improvement loans the bank made to moderate-income borrowers is lower than the percentage of moderate-income families in both MSAs.

WFB's distribution of refinance loans by income level of borrower is adequate in the Las Vegas MSA and good in the Reno MSA. The percentage of loans the bank made to low-income borrowers is about a third the percentage of low-income families in both

MSAs. The percentage of refinance loans the bank made to moderate-income borrowers is below the percentage of moderate-income families in the Las Vegas MSA and near to the percentage of moderate-income families in the Reno MSA.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by revenue level of the borrower is good in the Las Vegas MSA and adequate in the Reno MSA. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is less than the percentage of businesses with revenues of \$1 million or less. The percentage of bank loans in the table is mitigated because it did not collect the revenue levels of 46 percent of these borrowers. An analysis showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank made almost 88 percent of its loans in the Las Vegas MSA to small businesses and 75 percent of its loans in the Reno MSA to small businesses. The bank's loans that were \$100,000 or less account for more than 91 percent of its lending in each AA.

Small Loans to Farms [Not Applicable]

The bank did not make any small farm loans and thus Table 12 in the State of Nevada section of Appendix D was not utilized.

Community Development Lending

Refer to Table 1 in the State of Nevada section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

CD lending had a positive impact on the lending test for the Las Vegas and Reno MSAs. The bank provided \$1.6 million in construction financing for an apartment project in the Las Vegas MSA. This project provided 56 units of LMI senior housing. The site is located within the Southern Nevada Enterprise Community Zone. Local community service agencies will provide a wide range of services for tenants. The bank provided funding for three CD loans in the Reno MSA, totaling \$510 thousand. Two included a \$410 thousand term loan and a \$50 thousand line of credit to an association for mentally challenged persons, which provide services to these LMI individuals. The bank also provided a \$50 thousand line of credit to community services organization, which serves primarily LMI persons. These loans represent 18 percent and nine percent of the allocated capital for the Las Vegas and Reno MSAs respectively.

Product Innovation and Flexibility

The commercial banking office does not make retail loans. Its affiliates offer a variety of flexible retail products to serve the needs of the community.

INVESTMENT TEST

WFB's performance under the Investment Test is rated "Low Satisfactory". Based on a full-scope review, the bank's performance in the Las Vegas and Reno MSAs is adequate. Refer to Table 14 in the State of Nevada section of Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's qualified investments in the Las Vegas and Reno MSAs is reasonable in relation to its capitalization and the available opportunities. We evaluated the investment volumes based on an allocation of the bank's Tier 1 Capital (\$9 and \$6 million respectively) by the pro-rata share of deposits. Investments totaled less than five percent of capital for both MSAs.

The bank exhibited adequate responsiveness to its community through its investment in a regional tax credit fund. The investment is neither innovative nor complex.

SERVICE TEST

WFB's performance under the Service Test is rated "Low Satisfactory." Based on the full-scope review, the bank's performance in the Las Vegas and Reno MSAs is adequate.

Retail Banking Services

Refer to Table 15 in the State of Nevada section of Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings. This section is not applicable to the bank's commercial banking offices. These offices do not provide retail banking services.

Community Development Services

WFB's CD services had a positive impact on the Service Test in both the Las Vegas and the Reno MSAs. Given the size of these offices with 17 and 19 employees respectively, the bank's level of CD service is good. In the Las Vegas MSA, two of the RCBO employees assist the Opportunity Village Foundation an association to support LMI developmentally disabled citizens. They serve on the Funding Selection Committee and the Board. A third employee is a member of a "Selection Committee" of the United Way and helps determine which organizations will receive funding, for primarily LMI related service organizations. A fourth WFB employee is a Board member for Children's Cabinet, which provides parenting education, tutoring and other social

services to LMI families. An employee of the Reno RCBO has been active on the loan committee and has helped develop lending policies for the Nevada Development Center, which provides small loans to small businesses that cannot obtain traditional financing.

State Rating

CRA Rating for Oregon²:	<u>Satisfactory</u>
The Lending Test is rated:	<u>High Satisfactory</u>
The Investment Test is rated:	<u>High Satisfactory</u>
The Service Test is rated:	<u>Outstanding</u>

The major factors supporting this rating include:

- WFB had a good level of lending activity.
- WFB's distribution of loans by income level of geography was good while its distribution of loans by income level of borrower was adequate.
- WFB's CD loans had a positive effect on the bank's overall lending rating.
- WFB's overall level and nature of qualified investments represents a good response to AA needs.
- WFB's branch distribution provides excellent accessibility, particularly to the LMI population.

Description of Institution's Operations in Oregon

WFB deposits were the third largest for institutions in Oregon, excluding the Portland-Vancouver Multistate MSA, with 6.7 percent of the State's deposit base (FDIC-June 2000). Based on the FDIC's June 2000 data, the largest institutions were U.S. Bank NA (17 percent) and Washington Mutual Bank (11 percent). WFB operated 60 branches within its six AAs in Oregon. This covers the states other four MSAs and all counties. However, the FDIC's June 2001 data reflects the transfer of deposits from WFB to its affiliate Wells Fargo Bank Northwest, NA. At that time, WFB had about \$215 thousand in deposits in the state for less than 1 percent market share. WFB derived less than one percent of its total deposits and 1.5 percent of its reportable loans from Oregon.

Refer to the Market Profiles for the State of Oregon in Appendix C for detailed demographics and other contextual information for the full-scope AA.

² For institutions with branches in two or more states in a multistate metropolitan area, this statewide evaluation does not reflect performance in the parts of this state contained within the multistate metropolitan area. Refer to the multistate metropolitan area rating and discussion for the rating and evaluation of the institution's performance in that area.

Scope of Evaluation in Oregon

We performed a full-scope review of the Greater Rural Oregon AA. This AA has all but three of Oregon's 26 counties, and excluding Clatsop, Lincoln, and Tillamook. The AA provides 45 percent of WFB's deposits in the state of Oregon, and 44 percent of its reportable loans. While not a majority, this AA carries significant weight and thus the state rating is based upon the performance in this AA. In evaluating the bank's lending performance, particularly the distribution segments, more weight was placed upon home mortgage lending than upon small loans to businesses or farms. This is reflective of the level of activity, as well as identified credit needs. Home mortgage lending represented the majority of the bank's lending in the full-scope AA. Less than .5 percent of the reportable loans are small loans to farms.

Within the home mortgage categories, based on volume and need, more weight was placed upon home purchase than home refinance loans. Home improvement loans received significantly less weight as this product accounted for less than 8 percent of all mortgage originations. WFB made only three multifamily housing loans, precluding a meaningful analysis. In addition, loans to small farms were not considered material to the bank's lending performance.

Please refer to the Market Profiles in Appendix C for discussion of community contacts made in the full-scope AA.

LENDING TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the lending test is rated "High Satisfactory". Based on a full-scope review, the bank's performance in the Greater Rural Oregon is good with CD lending having a positive impact on the performance.

Lending Activity

Refer to Table 1 in the State of Oregon section of Appendix D for the facts and data used to evaluate the bank's lending activity.

During the evaluation period, more than 72 percent of WFB's loans originated were home mortgage loans, with small loans to businesses comprising the majority of the remainder. The volume of WFB's' small farm loan originations/purchases is not material. Agricultural lending in Oregon is not a primary business line of WFB.

WFB's home mortgage loan originations/purchases within the AA were distributed between home purchase loans approximately 47 percent, refinance loans 45 percent, and home improvement loans 8 percent.

WFB's lending activity is excellent in the Greater Rural Oregon AA. In the AA, WFB ranked fourth in deposit market share (6.8 percent). Based on 2000 HMDA aggregate data, WFB ranked first as originator/purchaser of home purchase loans (9.4 percent), first in refinanced loans (7.6 percent) and third in home improvement loans (8.6 percent). Further, based on 2000 CRA aggregate data, WFB had a 3.9 percent market share of small loans to businesses and ranking seventh in this loan product in the AA.

Distribution of Loans by Income Level of the Geography

WFB's distribution of home mortgage and small loans to businesses income level of geography reflects a good penetration throughout the full-scope AA. The Greater Rural Oregon AA does not have any low-income areas.

Home Mortgage Loans

Refer to Tables 2, 3, 4, and 5 in the State of Oregon section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. The volume of WFB's multifamily loan originations/purchases is not material and thus was not concluded upon in this evaluation.

WFB's distribution of home purchase loans by income level of geography is poor. The percentage of the bank's loans in moderate-income areas is well below the percentage of owner-occupied units in those areas. The Year 2000 market share data shows that WFB's share of home purchase loans in moderate-income areas is lower than its overall market share.

WFB's distribution of home improvement loans by income level of geography is excellent. The percentage of the bank's loans in moderate-income areas is well above the percentage of owner-occupied units in those areas. The Year 2000 market share data shows that WFB's share of home improvement loans in moderate-income areas substantially meets its overall market share.

WFB's distribution of home refinance loans by income level of geography is good. The percentage of the bank's loans in moderate-income areas is near to the percentage of owner-occupied units in those areas. The Year 2000 market share data shows that WFB's share of home refinance loans in moderate-income areas is substantially meets its overall market share.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by income level of geography is excellent. As previously mentioned, the AA does not have any low-income areas. The percentage of loans the bank originated in moderate-income areas exceeds the percentage of businesses located within those areas. The bank's Year 2000 market share of small loans to businesses in moderate-income areas exceeds its overall market share.

Small Loans to Farms [Not Analyzed]

Refer to Table 7 in the State of Oregon section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to farms. WFB's volume of small loans to farms was not material. Therefore, a conclusion was not relevant.

Lending Gap Analysis

Maps and reports detailing WFB's lending activity over the evaluation period for home mortgage loans and small loans to businesses were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

All of the home mortgage loans, small loans to businesses and farms, and CD loans originated/purchased by WFB over the evaluation period were within its AAs. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

WFB's distribution of home mortgage loans and small loans to businesses reflect an adequate dispersion among borrowers of different income levels throughout the Greater Rural Oregon AA.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of Oregon section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. The high poverty level in the Greater Rural Oregon AA, over 14 percent, is a performance context issue that affects the analysis of the bank's performance in this category. The result is that we have modestly relaxed our expectations in comparing the bank's performance to market demographics and have placed more weight on market performance.

WFB's distribution of home purchase loans by income level of borrower is adequate. The percentage of home purchase loans the bank made to low-income borrowers is well below the percentage of such families in the AA. The percentage of home purchase loans the bank made to moderate-income borrowers is below the percentage of such families in the AA. The Year 2000 market share data for the Greater Rural Oregon AA shows WFB's share of home purchase loans made to low-income borrowers below its overall market share. However, WFB's market share of loans made to moderate-income borrowers exceeds its overall market share.

WFB's distribution of home improvement loans by income level of borrower is poor. The percentage of home improvement loans the bank made to low-income borrowers is substantially below the percentage of such families in the AA. The percentage of home improvement loans the bank made to moderate-income borrowers is below the percentage of such families in the AA. The Year 2000 market share data for the Greater Rural Oregon AA shows WFB's share of home improvement loans made to both LMI borrowers is below its overall market share.

WFB's distribution of home refinance loans by income level of borrower is adequate. The percentage of home refinance loans the bank made to low-income borrowers is substantially below the percentage of such families in the AA. The percentage of home improvement loans the bank made to moderate-income borrowers is below the percentage of such families in the AA. However, the Year 2000 market share data for the Greater Rural Oregon AA shows WFB's share of home refinance loans made to both LMI borrowers exceeds or is near to its overall market share.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by revenue level of the borrower is good in the Greater Rural Oregon AA. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is below the percentage of those businesses in the MSA. However, t with revenues of \$1 million or less he bank did not obtain revenue information on more than 58 percent of its loans. An analysis showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank made 96 percent of its loans to small businesses with revenues of \$1 million or less, which exceeds area demographics. The bank's market share of small loans to small businesses is near to its overall market share of small loans to all businesses in the MSA. Finally, the bank's loans that were \$100,000 or less account for 96 percent of its lending.

Small Loans to Farms [Not Analyzed]

Refer to Table 12 in the State of Oregon section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to farms. As stated previously, WFB's volume of small loans to farms was insufficient to draw a meaningful conclusion.

Community Development Lending

Refer to Table 1 in the State of Oregon section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on its performance under the lending test for Oregon.

WFB's affordable housing loans resulted in 437 units of housing for persons with incomes of less than 60 percent of the average median income (AMI). Forty of the units were targeted for people with incomes of less than 40 percent of AMI. One of these construction-housing loans was especially notable for its innovative and flexible qualities. The bank worked closely over several years with the local and national offices of the Veteran's Administration (VA) as well as a coalition of twenty local government and non-profit agencies to bring the Roseburg Veteran Gardens Apartments in Roseburg, Oregon, into fruition. This was only the second project by the VA where they allowed a ground lease on VA property for multi-family housing. To reach an agreement, the bank subordinated its interest to the VA. This property provides 65 new affordable housing units, with 16 units restricted to persons with incomes of less than 30 percent of AMI; the remaining units are restricted to persons with incomes of less than 50 percent of AMI. Half of all units will be rented to veterans.

Product Innovation and Flexibility

WFB uses flexible lending programs to enhance its efforts to meet the credit needs in its AAs, including LMI persons and small businesses. The use of these programs enabled the bank to be more effective in meeting community needs for affordable home loans and loans to businesses. Some of the programs are available statewide. This lending activity demonstrates responsiveness to area credit needs and had a positive effect on the bank's overall performance under the lending test.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, the bank's performance under the lending test in the Eugene-Springfield, Medford-Ashland and Salem MSAs and Corvallis and Northwest Rural AAs is not inconsistent with the bank's overall High Satisfactory rating performance under the lending test. Refer to Tables 1 through 12 in the State of Oregon section of Appendix D for the facts and data that support these conclusions.

INVESTMENT TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the Investment Test is rated "High Satisfactory". Based on a full-scope review, the bank's performance in the Greater Rural Oregon AA is good. Refer to Table 14 in the State of Oregon section of Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's investments in the Greater Rural Oregon AA is high in relation to its capitalization and available opportunities. Investments, including allocated outstanding, statewide Oregon investments, totaled \$4 million. The bank had no deposits in this AA as of June 2001, but did have some \$552 million in deposits in June 2000. Estimated allocated Tier 1 Capital at that time would have totaled \$85 million. Opportunities for investment are moderate.

The bank exhibited an adequate response in its community through a prior period investment in a regional affordable housing provider, prior period investment in a CD credit union, and grant activity. The bank's reduced investment is a function of its reduced presence in the AA. The area is now served by Wells Fargo Bank, Norwest, NA (see market profile). The majority of the bank's investment dollars are attributable to prior period investments with the Oregon Equity Funds I-III, which resulted in affordable housing throughout Oregon. We allocated the investment based on its impact to the different AAs in Oregon. None of the investments were innovative or complex.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews the bank's performance under the investment test in the remaining AAs is not inconsistent with the bank's overall performance under the Investment Test. Refer to Table 14 in the State of Oregon section of Appendix D for the facts and data that support these conclusions.

SERVICE TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the Service Test is rated "Outstanding." Based on the full-scope review, the bank's performance in Greater Rural Oregon is excellent.

Retail Banking Services

Refer to Table 15 in the State of Oregon section of Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings.

WFB's distribution of branches in the Greater Rural Oregon AA exceeds the population distribution and is considered excellent. There are no low-income areas located in the AA. The bordering branches (those that are directly across the street from a moderate-income geography) further augment the distribution. The bank's branches are accessible through high traffic corridors or shopping facilities. The bank's distribution of freestanding ATMs nearly meets the population distribution in the moderate-income areas.

Branch Opening and Closing Activity

During the review period, there was no opening or closing activity in the moderate-income areas of the Greater Rural Oregon AA. The bank opened one branch and closed six branches in middle-income areas.

WFB offers an extensive array of credit and deposit banking products. See the Lending Test for details of the impact of the credit products on moderate-income tracts. The bank also offers a full range of alternative delivery systems including ATMs, banking by phone or by mail, and on-line 24 hours a day. These options give the bank's entire customer base the opportunity to choose the method of banking that suits them best. WFB did not have demographic information on the use of these systems. Therefore, we could not place significant weight on the systems when drawing our conclusion

WFB's hours are comparable among its branches regardless of the income level of the geography. The supermarket branches have extended hours from 10:00 a.m. to 7:00 p.m. Monday through Saturday and 10:00 a.m. to 5:00 p.m. on Sunday allowing shoppers easy access to banking services. However, these branches are in middle-income tracts.

Community Development Services

Wells Fargo's performance in providing CD services within its full scope AA is adequate. The bank participated in seven organizations through board membership and committee involvement. Bank employees assisted with the budgeting and finances, loan review, and financial education for businesses.

Conclusion for Areas receiving Limited-scope Reviews

Based on limited scope reviews, the branch distribution in the Corvallis MSA, Eugene-Springfield MSA, Medford-Ashland MSA, and Salem MSA are not inconsistent with the overall excellent performance under the Service Test. The branch distribution for both LMI tracts exceeded the population distribution. We considered one additional branch "bordering" a moderate-income geography in Salem MSA, which brought the distribution to 27 percent. The performance in the Northwest Rural Oregon AA is considered weaker than the overall performance under the Service Test. There are no branches in moderate-income tracts in the Northwest Rural Oregon AA, where one percent of the population resides. There are no low-income geographies located in this AA. This performance did not adversely affect the bank's overall Service Test rating in the state as the AA accounts for only 6.6 percent of the bank's deposits in the state. Refer to Table 15 in the State of Oregon section of Appendix D for facts and data to support these conclusions.

State Rating

CRA Rating for Utah:	<u>Satisfactory</u>
The Lending Test is rated:	<u>High Satisfactory</u>
The Investment Test is rated:	<u>Low Satisfactory</u>
The Service Test is rated:	<u>Outstanding</u>

The major factors that support this rating include:

- WFB's volume of lending was excellent.
- WFB had a good distribution of lending by income level of geography and an adequate distribution of lending by income level of borrower in its AA.
- WFB's CD lending has a positive impact upon its lending test performance
- WFB had an adequate responsiveness from CD investments
- WFB has an excellent branch distribution that is readily accessible, particularly to the LMI population.

Description of Institution's Operations in Utah

Before the merger with First Security Bank, NA, WFB was the sixth largest deposit-taking financial institution in Utah with about 2 percent of the state's total deposit base. For purposes of this CRA review, the assets of these two banks were not combined. First Security was the largest institution and held approximately 13 percent of the state's deposits. Other significant competitors based on deposits include Zion's First National Bank and Keybank, NA and Bank One, Utah, NA. WFB operates 25 branches in its four AAs. The AAs include the state's two MSAs and two counties. WFB derived less than one percent of its total deposits and 1.5 percent of reportable loans from this state.

Refer to the Market Profiles for the State of Utah in Appendix C for detailed demographics and other performance context information for AA that received full-scope reviews.

Scope of Evaluation in Utah

A full-scope review was performed of the Salt Lake City-Ogden MSA. This AA accounts for approximately 82 percent of WFB's deposits in Utah, and about 84 percent of its reportable loans. Thus, this AA is representative of the bank's activities in Utah, and the state's ratings are based primarily upon results in this AA. In evaluating the bank's lending performance, particularly the distribution segments, more weight was placed upon home mortgage lending than upon small loans to businesses or farms in order to reflect the level of activity, as well as identified credit needs. WFB's home mortgage

lending represented the majority of its lending in the full-scope AA.

Within the home mortgage categories, even weight was placed upon home purchase and home refinance loans since these lending activities produced similar levels of originations. Home improvement loans received significantly less weight as this product accounted for some 8 percent of all mortgage originations. In contrast, the smallest level of activity was in the category of small loans to farms. The bank's volume of small farm loans was not considered material to the bank's lending performance.

Please refer to the market profiles in Appendix C for discussion of community contacts made in these AAs.

LENDING TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the lending test is rated "High Satisfactory". Based on full-scope reviews, the bank's performance in the Salt Lake City-Ogden MSA is good. CD lending had a positive impact on this test.

Lending Activity

Refer to Table 1 in the State of Utah section of Appendix D for the facts and data used to evaluate the bank's lending activity.

In the full-scope AA, 77 percent or more of WFB's loans originated during the evaluation period were home mortgage loans, with small loans to businesses comprising the majority of the remainder. The components of WFB's home mortgage loan originations/purchases in the full-scope AA are home purchase loans 46 percent, home refinance loans 47 percent, and home improvement loans 7 percent.

WFB's lending activity is excellent in the Salt Lake City-Ogden MSA. In the MSA, WFB ranks seventh in deposit market share (1.6 percent). Based on Year 2000 HMDA aggregate data WFB is the fourth largest originator/purchaser of home purchase loans (3.71 percent), third largest lender in refinanced loans (4.6 percent), and second largest lender in home improvement loans (10.48 percent). Based on Year 2000 CRA aggregate data, WFB's 4.9 percent market share in small loans to businesses exceeded its deposit market share.

Distribution of Loans by Income Level of the Geography

WFB's distribution of home mortgage loans by income level of geography is good. The bank's distribution of small loans to businesses by income level of geography is excellent throughout the Salt Lake City-Ogden MSA.

Home Mortgage Loans

Refer to Tables 2, 3, 4, and 5 in the State of Utah section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. The volume of WFB's multifamily loan originations/purchases is not material and thus was not concluded upon in this evaluation.

WFB's distribution of home purchase loans by income level of geography is good in the Salt Lake City-Ogden MSA. The percentage of the bank's loans in low-income tracts exceeds the percentage of owner-occupied units in those tracts. The percentage of the bank's loans in moderate-income tracts is below the percentage of owner-occupied units in those tracts. The Year 2000 market share data shows that WFB's share of home purchase loans in low-income tracts exceeds its overall market share and its market share of loans in moderate-income tracts is below its overall market share.

WFB's distribution of home improvement loans by income level of geography is good in the Salt Lake City-Ogden MSA. The percentage of the bank's loans in low-income tracts exceeds the percentage of owner-occupied units in those tracts. The percentage of the bank's loans in moderate-income tracts is lower than the percentage of owner-occupied units in those tracts. The Year 2000 market share data shows that WFB's share of home improvement loans in low-income tracts exceeds its overall market share and its market share of loans in moderate-income tracts is below its overall market share.

WFB's distribution of home refinance loans by income level of geography is adequate in the Salt Lake City-Ogden MSA. The percentage of the bank's loans in both LMI tracts is lower than the percentage of owner-occupied units in those tracts. The Year 2000 market share data shows that WFB's share of home refinance loans in low-income tracts is well below its overall market share and its market share of loans in moderate-income tracts is below its overall market share.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses in the Salt Lake City-Ogden MSA is excellent. The percentage of small loans the bank made to businesses in both LMI tracts exceeds the percentage of businesses located within these tracts. The bank's market share of small loans to businesses in both LMI tracts exceeds its overall market share.

Small Loans to Farms [Not Analyzed]

Refer to Table 7 in the State of Utah section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to farms. WFB's volume of small loans to farms was not material and would not result in a meaningful conclusion.

Lending Gap Analysis

Maps and reports detailing WFB's lending activity over the evaluation period for home mortgage loans and small loans to businesses were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

A substantial majority of the home mortgage loans, small loans to businesses and farms, and CD loans originated/purchased by WFB over the evaluation period were within its AAs. Seventy eight percent of the bank's home mortgage loans, 89 percent of the small loans to businesses and small loans to farms, and 97 percent of CD loans were within its AAs. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

WFB's distribution of home mortgage loans and small loans to businesses reflect an adequate dispersion among borrowers of different income levels throughout the Salt Lake City-Ogden MSA.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of Utah section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. The 10 percent poverty level in the Salt Lake City MSA is a performance context issue that affects the analysis of the bank's performance in this category. The result is that we modified our expectations in comparing the bank's performance to market demographics and have placed more weight on market performance.

WFB's distribution of home purchase loans by income level of borrower in the Salt Lake City-Ogden MSA is good. The percentage of home purchase loans the bank made to low-income borrowers is well below the percentage of low-income families in the MSA. The percentage of home purchase loans the bank made to moderate-income borrowers exceeds the percentage of moderate-income families in the MSA. The Year 2000

market data for the MSA shows WFB's market share of home purchase loans to LMI borrowers exceeds and is near to its overall market share, respectively.

WFB's distribution of home improvement loans by income level of borrower in the Salt Lake City-Ogden MSA is poor. The percentage of home improvement loans the bank made to low-income borrowers is substantially below the percentage of low-income families in the MSA. The percentage of home improvement loans the bank made to moderate-income borrowers is well below the percentage of moderate-income families in the MSA. The Year 2000 market data for the MSA shows WFB's market share of home improvement loans to LMI borrowers is near to and well below its overall market share, respectively.

WFB's distribution of home refinance loans by income level of borrower in the Salt Lake City-Ogden MSA is good. The percentage of home refinance loans the bank made to low-income borrowers is well below the percentage of low-income families in the MSA. The percentage of home refinance loans the bank made to moderate-income borrowers exceeds the percentage of moderate-income families in the MSA. The Year 2000 market data for the MSA shows WFB's market share of home refinance loans to both LMI borrowers is below its overall market share.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by revenue level of the borrower is adequate in the Salt Lake City-Ogden MSA. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is below the percentage of those businesses in the MSA. However, the bank did not obtain revenue information on more than 65 percent of its loans. An analysis showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank made 84 percent of its loans to small businesses with revenues of \$1 million or less, substantially meeting area demographics. However, the bank's market share of small loans to small businesses is below its overall market share of small loans to all businesses in the MSA. Finally, the bank's loans that were \$100,000 or less account for 80 percent of its lending.

Small Loans to Farms [Not Analyzed]

Refer to Table 12 in the State of Utah section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to farms.

Community Development Lending

Refer to Table 1 in the State of Utah section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on its performance under the lending test for Utah. The bank made five CD loans totaling a substantial \$62 million in the Salt Lake City-Ogden MSA. This level is very high given the bank's presence in Utah, where it holds \$237 million in deposits as of June 2001 and \$29 million in allocated Tier 1 Capital. The bank made \$60 million in loans to the Gateway Revitalization Initiative to revitalize a 650 acre blighted, industrial low-income area in downtown Salt Lake City. This project will provide 166 affordable housing units ranging from maximum income requirements of 40 to 60 percent of average median income as well as provide 181 unrestricted units and improved retail space. The project has a variety of public and private funding and required more flexible and complex underwriting by the bank. WFB also provided \$1.8 million to a local affordable housing lending consortium and \$400 thousand in lines of credit to two public entities to support affordable housing projects.

Product Innovation and Flexibility

WFB uses flexible lending programs to enhance its efforts to meet the credit needs in its AAs, including those of LMI persons and businesses. These programs enabled the bank to be more effective in meeting community needs for affordable home loans and loans to businesses. This lending activity demonstrates additional responsiveness to AA credit needs and had a positive effect on the bank's overall performance under the lending test.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, WFB's performance under the lending test in the Provo-Orem MSA is not inconsistent with the bank's overall High Satisfactory rating under the lending test. The bank's performance in the Box Elder and Summit AAs is weaker than the overall rating. The bank had weaker distributions of lending by both income level of geography and income level of borrower. This performance did not adversely affect the bank's overall lending test rating in the state as these AAs account for only 10.1 percent of the bank's deposits in the state. Refer to Tables 1 through 12 in the State of Utah section of Appendix D for the facts and data that support these conclusions.

INVESTMENT TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the Investment Test is rated "Low Satisfactory". Based on a full-scope review, the bank's performance in the Salt Lake City-Ogden MSA is

adequate. Refer to Table 14 in the State of Utah section of Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's investments in the Salt Lake City-Ogden MSA is adequate in relation to its capitalization and the available opportunities. We evaluated the investment volumes based on an allocation of the bank's Tier 1 Capital (\$29 million) by the pro-rata share of deposits. Investments in the MSA totaled \$347 thousand, 1.2 percent of capital. Opportunities for investment in the AA are good.

The bank's investment activity exhibits adequate responsiveness to the community by addressing the need for affordable housing and other LMI targeted services. Bank investments include a secondary market bond, which is made up of mortgages to LMI individuals in the Salt Lake City-Ogden MSA. The bank also made 15 grants, which help fund credit counseling, educational programs in LMI schools, a micro-enterprise loan fund, an affordable housing project and other services to LMI individuals. While responsive to the community's needs, the bank's investments are neither innovative nor complex.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews the bank's performance under the investment test in the remaining AAs is weaker than the bank's overall performance under the Investment Test. However, this performance did not affect the bank's overall performance in Utah. These AAs account for only less than 18 percent of the bank's deposits in the state. Further, these areas have limited or no investment activity. Refer to Table 14 in the State of Utah section of Appendix D for the facts and data that support these conclusions.

SERVICE TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the Service Test is rated "Outstanding." Based on the full-scope review, the bank's performance in Salt Lake City-Ogden MSA is excellent.

Retail Banking Services

Refer to Table 15 in the State of Utah section of Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings.

WFB's distribution of branches in the Salt Lake City-Ogden MSA in low-income tracts exceeds the population and is below the population in moderate-income tracts. However, accessibility is significantly increased in both LMI tracts when the bordering branches directly across the street from these tracts are considered. In low-income tracts, the bank's branch distribution is raised to 9.5 percent when the one bordering

branch is considered and to 33.3 percent in moderate-income tracts when the four bordering branches are considered. WFB has no freestanding ATMs in the LMI tracts.

During the evaluation period, WFB closed two branches in the Salt Lake City-Ogden MSA, one of which was in a moderate-income geography. The branch where the accounts were transferred was 1.5 miles away. However, there are four competitor banks located within one half mile of the closed office. This activity had a neutral effect on these communities since the WFB branch distribution remained in excess of the population distribution.

WFB offers an extensive array of credit and deposit banking products. See the Lending Test for details of the impact of the credit products on LMI tracts. The bank also offers a full range of alternative delivery systems including ATMs, banking by phone or by mail, and on-line 24 hours a day. These options give the bank's entire customer base the opportunity to choose the method of banking that suits them best. WFB did not have demographic information on the use of these systems. Therefore, we could not place significant weight on the systems when drawing our conclusion. Since the bank could not provide specific information on how LMI individuals and geographies are impacted by the services, significant weight was not placed on alternative delivery systems when drawing conclusions for this full-scope area under the Service Test.

WFB's hours are comparable among all locations regardless of the income level of the geography. Traditional branch hours are from 9:00 a.m. to 5:00 p.m. Monday through Thursday and 9:00 a.m. to 6:00 p.m. on Friday with a few of these branches having various Saturday banking hours.

Community Development Services

WFB's CD services in the Salt Lake City MSA are considered adequate. Bank employees were involved in seven Salt Lake City MSA and nine statewide CD housing and service organizations. They served on Boards and committees.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited scope reviews, WFB's branch distribution in the Provo-Orem MSA is not inconsistent with the overall excellent performance under the Service Test. The bank's branch distribution in both LMI tracts exceeded the population distribution. The bank's performance in Box Elder and Summit AAs is weaker than its overall performance. The bank provided fewer comparable services in these AAs. Refer to Table 15 in the State of Utah section of Appendix D for the facts and data that support these conclusions.

State Rating

CRA Rating for Washington³: Outstanding
The Lending Test is rated: Outstanding
The Investment Test is rated: Outstanding
The Service Test is rated: Outstanding

Major factors supporting these ratings include:

- WFB had a good volume of lending.
- WFB's distribution of lending by income level of geography is excellent.
- WFB's distribution of lending by income level of borrower is good.
- WFB's volume of CD lending exerts a positive impact on the bank's lending test performance.
- WFB has an excellent volume and responsiveness of qualified investments.
- WFB's distribution of branches is excellent and employees participated in a high level of CD services.

Description of Institution's Operations in Washington

WFB is fifth in deposit size for institutions in the Seattle-Bellevue-Everett MSA. The bank has less than four percent of the reportable deposit base (FDIC-June 2000). The largest four institutions include Bank of America, NA (21 percent), Washington Mutual Bank (15 percent), U.S. Bank NA (11 percent) and Keybank, NA (7 percent). WFB operates 128 branches within its nine AAs within the State. The bank operates in the MSAs of Bremerton, Olympia, Seattle, Tacoma, and Yakima. In addition, the bank includes the counties of Grays Arbor, Lewis, Kittitas, and Skagit. WFB derives approximately less than one percent of its total deposits and six percent of its reportable loans from Washington.

Refer to the Market Profiles for the State of Washington in Appendix C for detailed demographics and other contextual information for the full-scope AAs.

³ For institutions with branches in two or more states in a multistate metropolitan area, this statewide evaluation does not reflect performance in the parts of this state contained within the multistate metropolitan area. Refer to the multistate metropolitan area rating and discussion for the rating and evaluation of the institution's performance in that area.

Scope of Evaluation in Washington

We performed a full-scope review of the Seattle-Bellevue-Everett MSA. This AA accounts for over 65 percent of WFB's deposits in the state of Washington, and the bank made 69 percent of its reportable loans in this area. In evaluating the bank's lending performance, particularly the distribution segments, more weight was placed upon home mortgage lending than upon small loans to businesses or farms in order to reflect the level of activity, as well as identified credit needs. Home mortgage lending represented the majority of the bank's lending in the full-scope AA. The bank reported no small loans to farms in this MSA.

Within the home mortgage categories, based on volume and need, more weight was placed upon home purchase than home refinance loans. Home improvement loans received significantly less weight as this product accounted for less than 6 percent of all mortgage originations. In contrast, the smallest level of activity was in the category of loans to small farms and was not considered material to the bank's lending performance.

LENDING TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the lending test is rated "Outstanding." Based on full-scope reviews, the bank's performance in the Seattle-Bellevue-Everett MSA is excellent. The bank's level of CD loans had a positive impact on its overall lending performance.

Lending Activity

Refer to Table 1 in the State of Washington section of Appendix D for the facts and data used to evaluate the bank's lending activity.

During the evaluation period, more than 82 percent of WFB's originated loans were home mortgage loans, with small loan to business comprising the majority of the remainder. The volume of WFB's small farm loan originations/purchases is not material. Therefore, we did not analyze nor conclude on performance in this lending category. Agricultural lending is not a primary business line of WFB's.

WFB lending components in the full-scope AA show that among home mortgage loan originations/purchases, home purchase loans account for approximately 57 percent of lending, home refinance loans 37 percent, and home improvement loans 6 percent.

WFB's lending activity is good in the Seattle-Bellevue-Everett MSA. In the Seattle-Bellevue-Everett MSA, WFB ranks fifth in deposit market share (11.6 percent). Based on Year 2000 HMDA aggregate data, WFB ranks as the second largest originator/purchaser of home purchase loans (7.8 percent), fourth in refinanced loans (5.1 percent), and fourth in home improvement loans (5.7 percent). Based on 2000

CRA aggregate data, WFB has a 4.2 percent market share and ranks fifth among banking institutions.

Distribution of Loans by Income Level of the Geography

WFB's distribution of home mortgage loans and small loans to businesses by income level of geography reflects good penetration throughout the full-scope AA.

Home Mortgage Loans

Refer to Tables 2, 3, 4, and 5 in the State of Washington section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. The volume of WFB's multifamily loan originations/purchases is not material and thus was not concluded upon in this evaluation.

WFB's overall distribution of home mortgage loans by income level of geography in the Seattle-Bellevue-Everett MSA is excellent.

WFB's distribution of home purchase loans by income level of geography in the Seattle-Bellevue-Everett MSA is excellent. The percentage of the bank's loans in low-income tracts is near to the percentage of owner-occupied units. The percentage of the bank's loans in moderate-income tracts exceeds the percentage of owner-occupied units in those tracts. The Year 2000 market share data shows that WFB's share of home purchase loans in low-income tracts is lower than its overall market share and the bank's share of loans in moderate-income tracts exceeds its overall market share.

WFB's distribution of home improvement loans by income level of geography in the Seattle-Bellevue-Everett MSA is excellent. The percentage of the bank's loans in low-income tracts is exceeds the percentage of owner-occupied units. The percentage of the bank's loans in moderate-income tracts is near to the percentage of owner-occupied units in those tracts. The Year 2000 market share data shows that WFB's share of home improvement loans in both LMI tracts exceeds its overall market share.

WFB's distribution of home refinance loans by income level of geography in the Seattle-Bellevue-Everett MSA is excellent. The percentage of the bank's loans in both LMI tracts is near to the percentage of owner-occupied units. The Year 2000 market share data shows that WFB's share of home refinance loans in low-income tracts is below its overall market share and the bank's share of loans in moderate-income tracts exceeds its overall market share.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by income level of geography in the Seattle-Bellevue-Everett MSA is good. The percentage of the bank's small loans to business in low-income tracts is lower than the percentage of businesses located in these tracts. The percentage of the bank's loans in moderate-income tracts exceeds the percentage of businesses located within these tracts. The bank's market share of small loans to businesses in low-income lower than its overall market share. The bank's market share of loans in moderate-income tracts exceeds its overall market share.

Small Loans to Farms [Not Analyzed]

Refer to Table 7 in the State of Washington section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to farms.

Lending Gap Analysis

Maps and reports detailing WFB's lending activity over the evaluation period for home mortgage loans and small loans to businesses were reviewed to identify gaps in the geographic distribution of those loans. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

A substantial majority of the home mortgage loans, small loans to businesses and farms, and CD loans originated/purchased by WFB over the evaluation period were within its AAs. Eighty-six percent of the bank's home mortgage loans, 92 percent of the small loans to businesses and small loans to farms, and 100 percent of CD loans were within its AAs. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geography.

Distribution of Loans by Income Level of the Borrower

WFB's distribution of home mortgage loans and small loans to businesses reflects a good dispersion among borrowers of different income levels throughout the Seattle-Bellevue-Everett MSA.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in the State of Washington section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. In the following analysis, we considered performance contextual issues relative to home mortgage lending within the bank's AAs to help formulate conclusions. Specifically, the 8 percent poverty level has negatively affected the bank's ability to lend to low-income borrowers. In addition, the disparity between family income levels and the median cost of housing, makes mortgage lending difficult

for these borrowers. Consequently, we modified our expectations in comparing the bank's performance to market demographics and have placed greater emphasis on market share.

WFB's distribution of home purchase loans by income level of borrower in the Seattle-Bellevue-Everett MSA is good. The percentage of home purchase loans the bank made to low-income borrowers is substantially lower than the percentage of families. The percentage of home purchase loans the bank made to moderate-income borrowers exceeds the percentage of moderate-income families. The Year 2000 market data for the Seattle-Bellevue-Everett MSA shows WFB's market share of home purchase loans to both LMI borrowers exceeds its overall market share.

WFB's distribution of home improvement loans by income level of borrower in the Seattle-Bellevue-Everett MSA is adequate. The percentage of home improvement loans the bank made to low-income borrowers is substantially lower than the percentage of families. The percentage of home improvement loans the bank made to moderate-income borrowers is near to the percentage of moderate-income families. The Year 2000 market data for the Seattle-Bellevue-Everett MSA shows WFB's market share of home purchase loans to both LMI borrowers is below its overall market share.

WFB's distribution of home refinance loans by income level of borrower in the Seattle-Bellevue-Everett MSA is good. The percentage of home refinance loans the bank made to low-income borrowers is substantially lower than the percentage of families. The percentage of home refinance loans the bank made to moderate-income borrowers substantially exceeds the percentage of moderate-income families. The Year 2000 market data for the Seattle-Bellevue-Everett MSA shows WFB's market share of home refinance loans to LMI borrowers exceeds and substantially meets its overall market share, respectively.

Small Loans to Businesses

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

WFB's distribution of small loans to businesses by revenue level of business in the Seattle-Bellevue-Everett MSA is excellent. The percentage of the bank's small loans to businesses with revenues of \$1 million or less is below the percentage of those businesses in the MSA. However, as previously mentioned, the bank does not obtain revenue information on a significant portion of this activity, in this case, 55 percent. An analysis showed that the income of these borrowers is similar to the income of those that reported their incomes. When removing the non-reporting borrowers from the analysis, the bank made 91 percent of its loans to small businesses with revenues of \$1 million or less, which exceeds area demographics. The bank's market share of small loans to small businesses is near to its overall market share of small loans to all businesses in the MSA. The bank's loans that were \$100,000 or less account for more

than 93 percent of its lending.

Small Loans to Farms [Not Analyzed]

Refer to Table 12 in the State of Washington section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to farms.

Community Development Lending

Refer to Table 1 in the State of Washington section of Appendix D for the facts and data used to evaluate the bank's level of CD lending.

WFB's CD lending had a positive impact on its performance under the lending test in Washington. In the Seattle-Bellevue-Everett MSA, the bank held only \$126 million in deposits as of June 2001, with allocated Tier 1 Capital of \$15 million. During the evaluation period, the bank made three loans totaling \$9 million. This volume of lending relative to the Tier 1 Capital is significant.

In two projects, the bank worked closely with the Washington Community Reinvestment Association (WCRA), which finances affordable apartment complexes throughout Washington. The bank refinanced its \$6 million, eight percent share, in the WCRA loan pool. They also worked closely with WCRA to renovate a 39-unit housing complex with restricted rents of 60 percent of average median income. The bank agreed to purchase a \$1.2 million tax-exempt bond in a position behind WCRA that was used to provide renovation financing for the project. The bank also agreed to a higher than usual loan to value at 89 percent to facilitate this project.

Product Innovation and Flexibility

WFB uses flexible lending programs to enhance its efforts to meet the credit needs in its AAs, including those of LMI persons and businesses. The use of these programs enabled the bank to be more effective in meeting community needs for affordable home loans and loans to businesses. Some of the programs are available statewide. This lending activity demonstrates additional responsiveness to area credit needs and had a positive effect on the bank's overall performance under the lending test.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, WFB's performance under the lending test in the Spokane MSA is not inconsistent with its overall "Outstanding" performance under the lending test. The bank's performance in the Bremerton, Olympia, Tacoma, and Yakima MSAs and the Kittitas, Skagit, and Western Rural AAs is weaker than its overall performance under the lending test. The bank had either no CD lending or weaker loan distribution by income level of geography or borrower in these areas. However, this weaker performance did not adversely affect the bank's overall rating as these AAs

account for some 25 percent of the its lending in the state. Refer to Tables 1 through 12 in the State of Washington section of Appendix D for the facts and data that support these conclusions.

INVESTMENT TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the Investment Test is rated "Outstanding". Based on a full-scope review, the bank's performance in the Seattle-Bellevue-Everett MSA is excellent. Refer to Table 14 in the State of Washington section of Appendix D for the facts and data used to evaluate the bank's level of qualified investments.

The volume of WFB's investments in the Seattle-Bellevue-Everett MSA is very high in relation to its capitalization and the available opportunities. We evaluated the bank's investment volumes based on an allocation of Tier 1 Capital (\$15 million) by the pro-rata share of deposits. The bank had over \$3 million in investments. This corresponds to 21 percent of allocated Tier 1 Capital. The above investments did not include \$662 thousand in regional binding commitments. Opportunities for investment are good.

The bank's current investments are highly responsive to the community. The bank made over \$1.4 million in donations, which represents over nine percent of allocated Tier 1 Capital. The grants provided substantial support to LMI schools, homebuyer education and credit counseling programs, and area United Way chapters that address the needs of LMI individuals to name a few programs. Other investments served the regional area. While responsive to the community's needs, the bank's investments are neither innovative nor complex.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews the bank's performance under the investment test in the Spokane, Tacoma, and Yakima MSAs is not inconsistent with the bank's overall excellent performance under the Investment Test. Performance in the remaining limited-scope MSAs is weaker than the overall performance because of the lower level of investment in these areas. However, this performance did not affect the bank's overall performance in Washington. These AAs account for less than 10 percent of the bank's deposits in the state. Further, some of these areas have limited investment activity. Refer to Table 14 in the State of Washington section of Appendix D for the facts and data that support these conclusions.

SERVICE TEST

Conclusions for Areas Receiving Full-Scope Reviews

WFB's performance under the Service Test is rated "Outstanding." Based on the full-scope review, the bank's performance in the Seattle-Bellevue-Everett MSA is excellent.

Retail Banking Services

Refer to Table 15 in the State of Washington section of Appendix D for the facts and data used to evaluate the distribution of the bank's delivery system and branch openings and closings.

In the Seattle-Bellevue-Everett MSA, WFB has no branches in low-income tracts while its distribution of branches significantly exceeds the population demographics in moderate-income tracts. However, accessibility is significantly increased in both LMI tracts when including the seven additional "bordering branches" to each type of geography that provide close accessibility. These branches bring the bank's distribution to 8.5 percent in low-income tracts and to 31.7 percent in moderate-income tracts. The bank's distribution of freestanding ATMs mirrors the branch distribution in both LMI tracts and is excellent.

During the review period WFB's opening and closing of branches was significant in the Seattle-Bellevue-Everett MSA. The bank had no branch opening or closing activity in low-income tracts. The bank opened eight branches and closed eight branches in moderate-income tracts. This activity had a neutral effect on these communities since the overall branch distribution continued to exceed the population distribution.

WFB offers an extensive array of credit and deposit banking products. See the Lending Test for details of the impact of the credit products on LMI tracts. The bank also offers a full range of alternative delivery systems including ATMs, banking by phone or by mail, and on-line 24 hours a day. These options give the bank's entire customer base the opportunity to choose the method of banking that suits them best. WFB did not have demographic information on the use of these systems. Therefore, we could not place significant weight on the systems when drawing our conclusion.

WFB's hours are comparable among all locations regardless of the income level of the geography. Traditional branch hours are from 9:00 a.m. to 6:00 p.m. Monday through Friday with many of these branches having Saturday hours from 9:00 a.m. to 2:00 p.m. The supermarket branches have extended hours from 10:00 a.m. to 7:00 p.m. Monday through Friday, Saturday hours from 10:00 a.m. to 6:00 p.m. and Sunday hours from 11:00 a.m. to 6:00 p.m. allowing shoppers easy access to banking services. There are two supermarket offices in moderate-income tracts.

Community Development Services

WFB's CD services are considered good in the Seattle MSA. Bank employees were involved in 34 Seattle-based and two statewide CD housing and service organizations. Bank employees served on 25 of these groups Boards of Directors and participated in fundraising, strategic planning, and steering committees. Two of the more notable services are:

- 1) A WFB Vice President serves on the Board and the loan committee for the Partnership for Youth - Launching Pad. This group assists young adults in obtaining the financial assistance they need to find independent living arrangements when they come out of transitional housing. The WFB employee helped develop loan applications and underwriting standards as well as financial education materials.
- 2) A WFB District Manager serves on the Board and the Banking Committee of the Compass Center, a social services agency serving the homeless population. This U.S. Treasury Department approved experiment provides an onsite bank for homeless individuals to deposit and cash checks.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited scope reviews, the branch distribution in the Bremerton, Tacoma, Western Rural, and Kittitas AAs are not inconsistent with the bank's overall excellent performance under the Service Test. The branch distribution exceeds the population distribution in both LMI tracts. We included two branches "bordering" the moderate-income tracts in our analysis of Tacoma MSA, which brought the distribution to 22 percent and exceeded demographics. The branch distribution in the Spokane, Yakima, Olympia and Skagit AAs is considered weaker than the overall performance under the Service Test. While branch distribution in the low-income tracts significantly exceeds demographics in the Spokane and Yakima MSAs, the distribution is significantly less in the moderate-income tracts. There are no branches located in low- or moderate-income geographies in the Olympia and the Skagit AAs. There are no low-income geographies in both of these AAs and no moderate-income geographies in the Olympia MSA. Three percent of the population resides in moderate-income geographies in the Skagit AA. This performance did not adversely affect the bank's overall Service Test rating in the state as these AAs account for only 12.2 percent of the bank's deposits in the state.

Appendix A: Scope of Examination

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

Time Period Reviewed	Lending Test (excludes CD loans): (04/01/98 to 09/30/01) Investment and Service Tests and CD Loans: (04/01/98 to 09/30/01)	
Financial Institution	Products Reviewed	
Wells Fargo Bank NA San Francisco, CA	Small business, small farm, home purchase, home improvement, home refinance, and community development loans. Community development Services and Investments.	
Affiliate(s)	Affiliate Relationship	Products Reviewed
None included in review		
List of Assessment Areas and Type of Examination		
Assessment Area	Type of Exam	Other Information
Portland-Vancouver OR-WA Multistate MSA Arizona	Full-scope	
Phoenix MSA	Full-scope	
California		
Bakersfield MSA	Limited-scope	
Chico-Paradise MSA	Limited-scope	
Fresno MSA	Limited-scope	
Los Angeles-Long Beach MSA	Full-scope	
Oakland MSA	Full-scope	
Orange County MSA	Full-scope	
Merced MSA	Limited-scope	
Modesto MSA	Limited-scope	
Redding MSA	Limited-scope	
Riverside-San Bernardino MSA	Limited-scope	
Sacramento MSA	Limited-scope	
San Diego MSA	Full-scope	
San Francisco MSA	Full-scope	
San Jose MSA	Full-scope	
Salinas MSA	Limited-scope	
Santa Cruz MSA	Limited-scope	
Santa Rosa MSA	Limited-scope	
San Luis Obispo-Atascadero- Paso Robles MSA	Limited-scope	

Santa Barbara-Santa Maria-Lompoc MSA	Limited-scope	
Stockton-Lodi MSA	Limited-scope	
Vallejo-Fairfield-Napa MSA	Limited-scope	
Ventura MSA	Limited-scope	
Visalia-Tulare-Porterville MSA	Limited-scope	
Yolo MSA	Limited-scope	
Yuba City MSA	Limited-scope	
Northern Rural AA	Limited-scope	
Sierra Nevadas AA	Limited-scope	
Imperial County AA	Limited-scope	
Kings County AA	Limited-scope	
San Benito County AA	Limited-scope	
Colorado		
Denver MSA	Full-scope	
Idaho		
Boise MSA	Full-scope	
Pocatello MSA	Limited-scope	
Bonneville AA	Limited-scope	
Central Rural AA	Limited-scope	
Northern Rural AA	Limited-scope	
Minnesota		
Minneapolis MSA	Full-scope	WFB opened the Minneapolis branch on July 8, 2000
Nevada		
Las Vegas MSA	Full-Scope	
Reno MSA	Full-Scope	
Oregon		
Eugene-Springfield MSA	Limited-scope	
Medford-Ashland MSA	Limited-scope	
Salem MSA	Limited-scope	
Greater Rural Oregon AA	Full-Scope	
Northwest Rural Oregon AA	Limited-scope	
Corvallis Benton County	Limited-scope	
Utah		
Provo-Orem MSA	Limited-scope	
Salt Lake City MSA	Full-Scope	
Box Elder AA	Limited-scope	
Summit AA	Limited-scope	
Washington		
Bremerton MSA	Limited-scope	
Olympia MSA	Limited-scope	
Seattle-Bellevue-Everett MSA	Full-Scope	
Spokane MSA	Limited-scope	
Tacoma MSA	Limited-scope	
Yakima MSA	Limited-scope	
Kittitas AA	Limited-scope	
Skagit AA	Limited-scope	
Western Rural AA	Limited-scope	

Appendix B: Summary of Multistate Metropolitan Area and State Ratings

RATINGS: Wells Fargo Bank, NA				
Overall Bank:	Lending Test Rating*	Investment Test Rating	Service Test Rating	Overall Bank/State/ Multistate Rating
Wells Fargo Bank, N. A.	Outstanding	Outstanding	Outstanding	Outstanding
Multistate Metropolitan Area or State:				
Portland- Vancouver Multistate MA	Outstanding	Outstanding	Outstanding	Outstanding
Arizona	Low Satisfactory	High Satisfactory	Low Satisfactory	Satisfactory
California	Outstanding	Outstanding	Outstanding	Outstanding
Colorado	High Satisfactory	High Satisfactory	Low Satisfactory	Satisfactory
Idaho	High Satisfactory	Low Satisfactory	Outstanding	Satisfactory
Minnesota	High Satisfactory	High Satisfactory	Low Satisfactory	Satisfactory
Nevada	Low Satisfactory	Low Satisfactory	Low Satisfactory	Satisfactory
Oregon	High Satisfactory	High Satisfactory	Outstanding	Satisfactory
Utah	High Satisfactory	Low Satisfactory	Outstanding	Satisfactory
Washington	Outstanding	Outstanding	Outstanding	Outstanding

(*) The Lending Test is weighted more heavily than the Investment and Service Test in the overall rating.

Appendix C: Market Profiles for Full-Scope Areas

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MARKET PROFILES FOR AREAS RECEIVING FULL-SCOPE REVIEWS

PORTLAND-VANCOUVER MULTISTATE METROPOLITAN AREA	C-2
STATE OF ARIZONA	C-4
STATE OF CALIFORNIA.....	C-6
STATE OF COLORADO	C-21
STATE OF IDAHO.....	C-22
STATE OF MINNESOTA.....	C-24
STATE OF NEVADA	C-26
STATE OF OREGON	C-30
STATE OF UTAH	C-31
STATE OF WASHINGTON	C-33

Portland-Vancouver, OR-WA Multistate Metropolitan Area

Portland-Vancouver MSA

Demographic Information for Full-scope Area: Portland-Vancouver MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	298	2.68	21.14	55.03	19.80	1.34
Population by Geography	1,277,399	1.37	18.84	58.93	20.86	0.01
Owner-Occupied Housing by Geography	306,006	0.80	14.96	59.76	24.48	0.00
Business by Geography	76,024	1.56	20.59	58.37	19.48	0.00
Farms by Geography	3,002	0.17	13.46	68.35	18.02	0.00
Family Distribution by Income Level	333,443	17.55	18.70	25.48	38.27	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	120,873	2.48	26.36	59.79	11.37	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		36,705 53,700 9.72%	Median Housing Value Unemployment Rate (1990 US Census)		75,850 2.65%	

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

Source: 1990 US Census and 2001 HUD updated MFI

The Portland-Vancouver Multistate MSA covers five Oregon counties: Clackamas, Columbia, Multnomah, Washington, and Yamhill, plus the State of Washington county: Clark. WFB had 95 bank stores, one private client services office, and 46 ATMs in the MSA through October 31, 2000, when these offices were transferred to the WFB Northwest affiliate. In June 2000, WFB had a deposit market share of nine percent. US Bancorp dominated the market with a market share of 27 percent. Other major competitors are Bank of America, NA (13 percent deposit market share), Washington Mutual Bank (10 percent deposit market share), and Keybank NA (7 percent deposit market share).

Portland is Oregon's largest city and contains over half of the entire state's population. The area has been experiencing rapid population growth as former California residents seek to relocate to an area with a good quality of life and more affordable living conditions. Population totaled nearly 1.9 million in 2001. The economy is strong but shows signs of cooling. Major employers include Fred Meyers Stores, Intel, and several health services organizations. As a result of the strong economy and population growth, the area has experienced dramatically escalating housing costs with the median existing housing prices in 2001 increasing to \$177 thousand. Despite the strong economy, wages have tended to remain flat, further exacerbating the widening affordability gap.

Affordable housing was seen as the most critical issue by community organizations interviewed in the last couple of years. Increased needs for affordable housing units result from the population growth and a lack of affordable development land. The city has implemented controls designed to preserve natural areas and prevent urban sprawl. With the supply limited, the cost of undeveloped land as well as existing developed properties increases. The city is trying to increase the number of residential units in the central city and provide incentives that will foster job creation. Portland has an Enterprise Zone that offers financial incentives for qualified businesses expanding or relocating to the targeted areas. There are also several state-sponsored programs available for businesses locating in this zone. A portion of Portland has received designation as a Brownsfields Showcase Community. This enables the area to receive technical and financial support for specific economic development efforts that clean up contaminated properties, the environment and help to build economic vitality and job opportunities. Financing of small businesses was also seen as a need. Opportunities for lending, service, and investment are good.

State of Arizona Full-Scope Area

Phoenix MSA

Demographic Information for Full-scope Area: Phoenix MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	490	6.33	24.90	37.55	30.41	0.82
Population by Geography	2,238,480	4.86	26.55	39.58	28.85	0.16
Owner-Occupied Housing by Geography	539,494	2.51	21.14	42.33	34.02	0.00
Business by Geography	112,604	5.24	23.06	36.48	34.64	0.59
Farms by Geography	2,599	3.58	22.16	41.55	32.63	0.08
Family Distribution by Income Level	582,829	19.86	18.36	23.15	38.64	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	222,737	8.20	38.45	39.25	14.10	0.00
Median Family Income		35,425	Median Housing Value (2001)		\$138,900	
HUD Adjusted Median Family Income for 2001		54,900	Unemployment Rate (2001)		2.7%	
Households Below Poverty Level		11.35%				

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

Source: 1990 US Census and 2001 HUD updated MFI

The Phoenix MSA consists of Maricopa and Pinal counties and is the largest MSA within the state of Arizona. The bank's AA consists of the entire MSA. The bank has one commercial banking office and it has a very small market share.

Economic growth in the Phoenix MSA is slowing but less than the national economy. Phoenix has a high reliance on high tech manufacturing. Its largest employer is Motorola followed by Wal-Mart, Honeywell International, American Express, and Bank One. Population in the area totals over three million. Year-end 2001 unemployment was about 2.7 percent. Housing prices continue to increase. Median existing home prices totaled \$139 thousand in 2001 with about 25 percent of existing and new housing selling for over \$200 thousand.

Community credit needs within the Phoenix MSA were determined through several community contacts made by the OCC and other regulators. We found there is a significant need for both single-family and multi-family affordable housing within the MSA. The need has been increased by the rapid rise in the cost of housing over the last five years while wages have not kept pace. There is a significant need to increase the capacity to develop affordable housing supplemented by the need for homebuyer counseling. It is noted that a city of Phoenix policy prohibiting concentrations of

affordable housing was seen as a barrier to the development of affordable multi-family housing. The need for loans to small business was also identified within the AA. Finally, we identified a need for technical assistance for small business owners in planning, financial record keeping and loan applications.

State of California Full-Scope Areas

Los Angeles-Long Beach MSA

Demographic Information for Full-scope Area: Los Angeles-Long Beach MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	1,652	8.90	22.82	32.93	34.20	1.15
Population by Geography	8,863,164	9.02	26.69	33.93	30.17	0.19
Owner-Occupied Housing by Geography	1,440,864	2.34	14.25	34.73	48.68	0.00
Business by Geography	388,589	9.01	18.67	33.49	38.50	0.33
Farms by Geography	3,593	2.67	12.08	37.27	47.82	0.17
Family Distribution by Income Level	2,036,104	22.82	16.85	19.70	40.63	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	807,690	15.16	37.51	32.47	14.86	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		39,035 52,100 11.87%	Median Housing Value Unemployment Rate March 2001 Bureau of Labor(BL)		246,159 4.7%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA covers the entire Los Angeles-Long Beach MSA, #4480, which is a complex, highly diverse urban area that includes 80 cities and a number of unincorporated areas.

Los Angeles is the largest and most rapidly growing metropolitan region in the fastest growing state in the country. Nearly one third of the total population of the State of California resides in this MSA, with an estimated population in excess of nine million as of January 2000. Not only is it the largest MSA in California, but also the largest in the country.

The bank has a major presence here with a total of 200 traditional and instore branches.

In addition, WFB has some 177 free standing ATMs. As of June 30, 2001, it reported some \$13.7 billion in deposits. This accounts for 20 percent of the bank's total deposits in California. The bank has a deposit market share of 6.8 percent and a market rank of three. The loans WFB made in this MSA account for 20 percent of its lending in California. The bank has the number one market rank for small business lending and is a major player in the residential mortgage market. Major competitors include, Bank of America, NA, Washington Mutual Bank, FA, and Union Bank of California. Bank of America has the dominant deposit market share with over 20 percent of all deposits. This information was obtained from the June 30, 2000 FDIC Deposit Market Share Reports. This same source was used for all comparative deposit market analyses.

The Los Angeles-Long Beach MSA is one of the most diverse areas in the country. The ethnic diversity of the area presents both opportunities and challenges for banks in the

area. The banking community mirrors the population with many foreign-owned institutions established to meet the needs of various immigrant populations.

With the exception of the San Francisco Bay area, Los Angeles has the greatest amount of CD opportunities in the state. Banks have a choice of activities based on their core businesses. Los Angeles has branch offices for several of the major national community-development intermediaries such as LISC and the Enterprise Foundation, a thriving faith-based development community, and numerous seasoned CD practitioners and service providers. It is also home to initiatives supported by local government such as Genesis LA (a major real estate based economic development initiative), and the new countywide individual development account initiative sponsored by a coalition of organizations including the Greater Los Angeles United Way, FANNIE MAE, and Countrywide Mortgage.

However, despite the opportunities available for participation, Los Angeles remains a county of need. It is the most populous county in the state with a population in excess of 9.5 million. Although not as steep as neighboring counties such as Orange, and Ventura, the median price for housing is a healthy \$202,920 (Los Angeles Dept. of Regional Planning). When contrasted with the median household income of \$36,441, it is easy to understand why many residents despair of achieving the American Dream of homeownership. Rental costs are also steep, with the average two-bedroom apartment averaging \$782 per month.

Although the county recovered from the recession of the early 1990's, a major civil disturbance, and the 1994 Northridge earthquake, it has been hard hit by the events of September 11 2001. Los Angeles relied heavily on its tourist activities, and as the result of these events has been hit by lay-offs of up to 40 percent of the employees in the tourist industry. According to the Mayor's Task Force report, the area had entered a recession beginning in July and August of this year. The impact of Sept. 11 has hit and will continue to hit the area's tourism and trade industries. The commercial aircraft industry will also be heavily impacted by the Sept. 11 events. All of these factors when coupled with the loss of work in the entertainment industry (an estimated 25 percent of business has been lost to Canada and other foreign locations) paint a dismal look at the area's economy. Worst-case scenarios place overall job losses at 110,500, and an unemployment rate of 8.1 percent. However, there is some good news in the Mayor's report. Lockheed Martin's award of the largest defense procurement contract in U.S. history will result in jobs being created to manufacture the reconnaissance aircraft, and the ancillary equipment needed to continue the war on terrorism. There has also been an increased demand for security personnel in both public and private sectors since Sept. 11, 2001.

Due to the advocacy efforts of the Greenlining Institute, Los Angeles is one of the pilot cities for Chex Systems' *Get Checking* Check Bouncers program. After attendance in financial literacy classes, program participants are able to open accounts at local banks, thus assisting in their participation in the banking system. Bank of America and Wells Fargo are two of the large banks participating in the program.

Los Angeles is also home of some of the more innovative experiments in alternative banking activities. Operation HOPE's Banking Centers and Cyber Cafes have received national attention. The facilities are sponsored by Union Bank of California, Wells Fargo, and Washington Mutual. They include check-cashing services at below market costs, savings accounts, utility bill paying services, and in the Maywood location, training classes and technical assistance for small business owners. Each of the facilities also has a Cyber Café attached. The Cyber Cafes are equipped with computer equipment that provides Internet access, support personnel on site, and classes provided by the University of California Extension program. Tuition for the classes is subsidized for low-income students.

At one time, Los Angeles County had over 40 separate CD loan funds. Although several have closed, there are still several in existence including the Community Financial Resource Center's (CFRC) small business loan fund, which was originally started by a committee comprised of bankers, the City's Community Development Department, and community based non-profits. In addition to CFRC, there are also several other loan funds and CDFIs. FAME Renaissance, the Asian Pacific Islander Loan Fund, the Valley Economic Development Corporation (which operates the county-wide SBA micro-loan fund), the TELACU (East Los Angeles Community Union) loan fund, the Pasadena Development Corporation loan fund, and the Asian Pacific Revolving Loan Fund are several of the other loan funds that remain active in the area.

The county also has several community development credit unions. The most successful is the Comunidades Federal Credit Union, which supports the primarily Central American immigrant community in the Pico-Union area of the city west of downtown.

LA also has two large "mega churches" that form the core of its faith-based CD activities, FAME and West Angeles. Both institutions are well-funded African American congregations with memberships of more than 2,000 in the case of FAME and over 10,000 in the case of West Angeles. FAME's activities have been concentrated in the areas of affordable housing and economic development. The church has subsidiaries that operate loan funds, venture capital funds (Wells Fargo was one of the first investors), and most recently, a small business incubator. West Angeles has also developed affordable housing projects. However, it has concentrated on job training programs for low-income residents in the area surrounding the church, and supplied the training and orientation for employees of a new supermarket in the area.

In addition to these more specialized activities, Los Angeles has numerous community-based non-profit affordable housing and economic development providers.

Individuals in the community knowledgeable about community credit needs identified the area's major credit needs as affordable housing and small business lending. Housing affordability problems are an outgrowth of the large low-wage workforce of the region. Both housing costs and rents have continued to outpace wage growth. While CD opportunities are available through many different avenues, competition for these activities is extremely high.

Oakland MSA

Demographic Information for Full-scope Area: Oakland MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	482	11.00	20.12	38.59	24.69	5.60
Population by Geography	2,082,914	8.58	20.10	43.13	27.70	0.49
Owner-Occupied Housing by Geography	458,352	3.78	13.15	46.62	36.44	0.00
Business by Geography	96,627	11.28	15.59	44.48	28.13	0.52
Farms by Geography	1,588	5.16	11.21	46.66	36.84	0.13
Family Distribution by Income Level	526,565	20.34	17.35	23.48	38.83	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	198,442	15.96	29.49	41.59	12.96	0.00
Median Family Income		47,516	Median Housing Value		219,632	
HUD Adjusted Median Family Income for 2001		71,600	Unemployment Rate		3.0%	
Households Below Poverty Level		8.23%	March 2001(BL)			

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA covers the entire Oakland MSA, #5775; this includes all of Alameda and Contra Costa Counties. This is generally the greater Oakland area and includes other major cities such as Fremont, Hayward, San Leandro, Alameda, Berkeley, Richmond, El Cerrito, Concord, Walnut Creek, and Livermore.

The bank has a strong presence here with a total of 75 freestanding and instore branches. In addition, WFB has 44 free standing ATMs. As of June 30, 2001, it had almost \$6 billion in deposits. This accounts for 9.5 percent of the bank's total California deposits. WFB has a deposit market share of 12 percent ranking it second.

Competition is strong in the area; however, the market is dominated by Bank of America, NA, with a deposit market share of over 30 percent. The next closest competitor is Washington Mutual Bank, FA, with a deposit market share of 10 percent. In addition to these institutions, there are also numerous credit unions and mortgage companies operating in the AA that have an impact on overall competition. The bank is the number one small business lender and is a key player in the residential mortgage market.

The MSA's economy is good. The southern portion of this AA has seen continued influx of high technology companies, research and development companies, and light industry. While the area has suffered from early military cutbacks and the closing of several bases, these areas are slowly being converted into business centers. The area is also a major port for international trade as well and has an international airport. The eastern portion of the AA is not as heavily populated as the area adjacent to the Bay

Area. It has evolved from an agricultural area to an urban industrial area. Updated unemployment data from March 2001, reveals a low unemployment rate of 2.9 percent.

Housing costs are very high. Although incomes are generally considered high throughout the greater AA, income levels have not kept pace with home prices or rent. Median home prices in the area are over \$329,000 as of the fourth quarter of 2000.

Many organizations in the AA benefit from CD activities. Many of the organizations, however, are located in the Oakland area. There are low-income credit unions, a CDFI, and many organizations that work to create or maintain existing affordable housing. Outside of Oakland, there are fewer organized non-profit groups and opportunities for developing relationships between financial institutions are more limited.

Opportunities in single family housing, consumer loans and small business loans abound in the area. Affordable housing needs are a major issue in the MSA. Nationally, the Oakland MSA now ranks very low on the affordability scale at 173 out of 180 MSA's. In addition, a lack of viable affordable housing projects has produced fierce competition between financial institutions and nonprofit groups.

Contacts with community organizations showed a continued need for affordable housing accompanied by flexible loan terms that will help LMI people obtain financing as well as a need for small business loans. Several contacts also stressed the need for banks to provide more technical assistance to small business owners.

Orange County MSA

Demographic Information for Full-scope Area: Orange County MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	484	2.89	24.38	44.01	27.48	1.24
Population by Geography	2,410,556	3.61	26.73	42.01	27.64	0.00
Owner-Occupied Housing by Geography	496,824	0.77	17.19	45.08	36.96	0.00
Business by Geography	143,623	4.04	26.55	39.28	25.49	4.63
Farms by Geography	1,885	3.29	23.61	42.44	29.34	1.33
Family Distribution by Income Level	590,490	18.65	19.00	23.57	38.77	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	222,346	5.61	37.24	41.92	15.24	0.00
Median Family Income HUD Adjusted Median Family Income for 2001		51,269 73,700 6.08%	Median Housing Value Unemployment Rate March 2001 (BLS)		257,224 2.4%	
Households Below Poverty Level						

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

Source: 1990 US Census and 2001 HUD updated MFI

The bank's AA is the Orange County MSA, #5945. It includes 16 cities and various unincorporated areas. As of 2001, the MSA's population of over 2.8 million persons ranked second in the state and fifth nationally. The county is primarily suburban in nature with several large cities and limited rural areas in its eastern portion. The El Toro (Camp Pendleton) Marine Base makes up most of the southernmost part of the county.

The bank has a large presence here with a total of 85 freestanding and instore branches. In addition, WFB has 54 freestanding ATMs. As of June 30, 2001, it had some \$5 billion in deposits. This represents eight percent of the total California deposits of the bank. WFB has a deposit market share of nine percent and a market rank of three. Major competitors include Bank of America, NA and Washington Mutual Bank, FA. Bank of America dominates the deposit market with an 18 percent market share followed by Washington Mutual at 13 percent. WFB's loans made in this MSA account for 11 percent of all its lending in California. The bank is the number one small business lender and is a key player in the residential mortgage market.

Orange County is one of the most expensive residential areas in the country. The National Low Income Housing Coalition rates it number eight on its list of least affordable MSAs in the country. The average rent for a two-bedroom apartment in Orange County is \$1,046. The HUD 2001 estimated median family income for the county is \$73,700. The number is deceptive, and does not fully represent the changing demographics of the area. The county has traditionally maintained a high homeownership rate, and still maintains the highest rate for the southern part of the

state at 61 percent. However, purchase prices of housing are high at an average of \$255,000 at the end of 2000.

Over the last two decades, Orange County has experienced a growth in its minority populations. As of the 2000 census, the county's Asian population has grown to 14 percent, and its Latino population has grown to 31 percent. Many in the minority populations are first generation immigrants. This segment of the population is often low-income. It is also the segment that is most negatively impacted by the high housing costs in the county. The highest percentage of the minority population is centered in central Orange County in the cities of Santa Ana, Anaheim, Garden Grove, and Westminster.

Historically, Orange County has been one of the most conservative areas in the state. Its local governments have been slow to acknowledge and assist LMI residents. According to local CD practitioners, the situation still exists. There is limited support for housing in the county even using CDBG funds. The county is home to one of the few countywide Neighborhood Housing Services Programs. Most of the organization's efforts are targeted toward homebuyer education classes and rehabilitation of existing housing stock in LMI neighborhoods. Often, prospective buyers completing the homebuyer education classes are forced to look for housing in adjacent counties.

In addition to the MSA's housing issues, Orange County's small business community experiences the same needs as small businesses throughout the state. The county is home to a well-managed CDFI, the Clearinghouse CDFI. Clearinghouse actually operates throughout Southern California. It provides affordable housing loans, small business loans, and CD loans using funds invested by a variety of banks including large regional banks and smaller community banks located within the county. Clearinghouse has a positive reputation for its loans to non-profits for community and childcare facilities. To date, Clearinghouse and its affiliate organization, the Affordable Housing Clearinghouse have lent over \$17 million in LA, Orange, Riverside, San Bernardino, and San Diego counties. The organizations also provide homebuyer education classes and technical assistance for small business owners.

In addition to the community-based organizations, two national CD intermediaries, the Enterprise Foundation and Neighborhood Reinvestment Corporation have regional offices in Orange County. Enterprise operates a purchase-rehab loan program for residents of LMI communities in Orange and LA counties. Neighborhood Reinvestment supervises its Neighborworks organization programs throughout the Pacific District from offices in Anaheim. The Neighborworks programs support CD efforts such as affordable housing, in LMI communities throughout the Western states. There are many other CD practitioners in Orange County.

Community contacts coupled with bank contacts provided information for the MSA noted a need for all types of affordable housing. This is considered a critical need. Other needs include micro-loans for startups and emerging small businesses. CD opportunities appear moderate, focusing on affordable housing and redevelopment.

San Diego MSA

Demographic Information for Full-scope Area: San Diego MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	445	5.84	21.57	43.37	26.29	2.92
Population by Geography	2,498,016	6.24	23.15	43.98	25.26	1.36
Owner-Occupied Housing by Geography	477,564	1.88	13.42	49.05	35.64	0.01
Business by Geography	112,060	3.66	23.46	44.20	28.45	0.23
Farms by Geography	2,318	1.29	17.64	47.02	34.04	0.00
Family Distribution by Income Level	605,144	19.87	18.72	22.32	39.09	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	233,527	10.85	33.93	42.51	12.71	0.00
Median Family Income		39,798	Median Housing Value		198,213	
HUD Adjusted Median Family Income for 2001		53,700	Unemployment Rate		2.6%	
Households Below Poverty Level		9.26%	March 2001(BLS)			

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA is the entire San Diego County MSA, #7320. It includes the City of San Diego, 17 other incorporated cities, and several unincorporated areas. San Diego is the sixth largest city in the country. The area has one eighth of the population of the state. It is a center for education and research with both public and private colleges and universities within the city. San Diego's economic base previously relied on defense and military spending. The area now has a more diverse economic base including a growing biotechnology industry, international trade, high tech manufacturing, professional services and tourism.

WFB has a major presence in this MSA with a total of 80 freestanding and instore branches. In addition, the bank has 100 freestanding ATMs. As of June 30, 2001, it had more than \$4.7 billion in deposits. This represents seven percent of the bank's total California deposits. WFB has a deposit market share of 11 percent and a market rank of three. Loans WFB made in this MSA account for nine percent of its California lending. The bank is the number one small business lender and is a significant player in the residential mortgage market.

WFB operates in a very competitive financial environment in the MSA. There are 66 other financial institutions in the AA. Local competition consists primarily of six other large banks, a finance company, and two large brokerage houses. Major competitors based on deposit market share include Bank of America, NA (16.5 percent), Washington Mutual Bank, FA (14.5 percent), and Union Bank of California, NA (9 percent).

San Diego County lies on the border with Mexico. It has experienced the second highest growth in population of the Southern California counties over the last ten years. It has a population of 2,813,833, which represents a 13 percent increase over the 1990 census data. As with the other Southern California counties, San Diego has a diverse population with a substantial concentration of Latinos.

The county also has problems similar to those in Los Angeles and Orange counties in meeting the needs of its LMI communities. As with the other counties, San Diego has no large bank headquarters within the county. It also has a limited philanthropic community to provide support to local non-profits that support CD activities. The city and county governments have been more active than those in other Southern California counties, and have been supportive of affordable housing and economic development efforts. San Diego is the only county with a Housing Trust Fund to support affordable housing activities by local community based organizations. The city and county have also partnered to form a unique CRA advocacy organization, the San Diego City-County Reinvestment Task Force. The Task Force claims to be responsible for increased CRA investments and loans in the county.

Although San Diego's homeownership rate is 55 percent, it also has high housing costs. A two- bedroom apartment averages \$896, and a single-family residence averages \$230,000. When compared to the HUD estimated median family income of \$56,900, homeownership is a challenge in this area also. In addition to the Housing Task Force, there are several affordable housing non-profits operating in the area. They are supported by an organization called the Affordable Housing Federation that works with the local government agencies, the Local Initiative Support Corporation (LISC) and the banks, to provide subsidy funds for local low-income housing development projects. LISC has been included in the partnership over the years as it provided training, technical assistance, and capacity building for most of the San Diego based affordable housing providers during the 1990s.

San Diego is home to one of the few CD-focused banks, the Neighborhood National Bank. Neighborhood is also a CDFI. The bank has experienced various challenges in meeting its operational goals since it was chartered by the OCC. It has been the recipient of investments and deposits from banks throughout the country including a substantial BEA award from the CDFI Fund. The bank has two branches and a headquarters office in Southern San Diego County. Neighborhood is a retail bank that partners with other non-profit organizations to deliver services to primarily LMI neighborhoods.

San Diego County is also home to several Indian tribes. One of the best known is the Viejas tribe, which is the primary shareholder of the Borrego Springs National Bank. In addition to the bank, which is a retail operation, the tribe owns a large casino and an outlet shopping center. Most of the tribes located in San Diego County are considered to be wealthy by comparison with tribes in the northern part of the state. Most of the wealth is derived from casino operations. There are many additional CD organizations in San Diego County.

Through our contacts with bank management and local CD groups, the primary credit needs of the community are for redevelopment, affordable housing, loans to small business (including micro-loans), and various consumer loans. CD needs are high, but the opportunities are moderate.

San Francisco MSA

Demographic Information for Full-scope Area: San Francisco MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	361	6.37	17.73	40.44	31.86	3.60
Population by Geography	1,603,678	6.52	20.53	44.94	27.91	0.10
Owner-Occupied Housing by Geography	310,255	1.20	11.96	46.73	40.11	0.00
Business by Geography	100,647	14.33	19.01	37.96	28.56	0.14
Farms by Geography	1,264	2.93	18.99	43.51	34.34	0.24
Family Distribution by Income Level	366,943	19.83	18.18	22.65	39.34	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	139,492	9.92	29.03	44.90	16.16	0.00
Median Family Income HUD Adjusted Median Family Income for 2001		49,282	80,100	Median Housing Value	333,457	
Households Below Poverty Level		7.7%		Unemployment Rate March 2001(BLS)	2.5%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA covers the entire San Francisco MSA, #7360, which is urban in nature and consists of Marin, San Francisco, and San Mateo Counties. This MSA has three economically diverse counties. San Francisco is a financial and government center, San Mateo is a home of ancillary businesses to the computer industry in nearby Silicon Valley, and Marin is the Northern California center for the motion picture business and other high tech industries. The area is also a booming tourist center.

San Francisco is the headquarters location of the bank. In addition to having many operational units located in the MSA, it has a large branch presence. There are a total of 69 traditional branches and instores. They have 71 freestanding ATM's. However, being a financial center, it has some \$18 billion in deposits, accounting for 26 percent of WFB's California deposits. It also has a significant market share of deposits in the MSA at 13 percent and a market rank of two. Loans WFB made in this MSA account for seven percent of its California lending. The bank is the number one small business lender and is a significant player in the residential mortgage market. Major competitors include, Bank of America, NA, Union Bank of California, NA, Washington Mutual Bank, FA, and California Federal Bank. Bank of America has the dominant deposit market share at 30 percent.

The MSA's economy is growing, diverse, and strong. The largest business sectors are services, retail trade, finance-insurance-real estate, wholesale trade, and construction according to 1999 Dun & Bradstreet data. High-tech firms play an increasingly important role in the economy of the MSA. San Francisco is the city headquarters for many large corporations, including three of the largest banks in the United States. The

current unemployment rate is 2 percent according to the U.S. Bureau of Labor Statistics. The ten largest employers are United Airlines, University of California at San Francisco, Oracle Corporation, Bank of America Corporation, Pacific Gas & Electric Company, Kaiser Permanente, UCSF Stanford Health Care, Wells Fargo & Company, Charles Schwab Corporation, and Pacific Bell according to the San Francisco Business Times.

The San Francisco MSA is the highest income, highest cost region in the State of California. It is also the most expensive area in the country to live. The median price for a single-family home is \$590,000, almost doubled from the last evaluation period. In San Francisco, only 14 percent of the population can afford to own median priced homes. San Mateo and Marin counties are primarily owner-occupied areas while renters in all types of properties dominate San Francisco. The population is growing and is currently estimated at 1.7 million persons by the U.S. Census Bureau.

The MSA presents lending opportunities to meet consumer, small business, and housing needs. As most of the MSA is built out, new housing developments are primarily in-fill projects. This presents a particular challenge to financial institutions, governmental and nonprofit groups operating in the MSA.

Information obtained from the bank and community contacts show that the predominant needs are for financing of affordable housing and micro-loans and other types of credit for small businesses. There are a number of private and government organizations that have special programs to meet the needs of the San Francisco MSA. Barriers for these programs are the high cost of real estate, the number of entities competing to participate in programs, the 'not in my back yard' (NIMBY) syndrome, and the need for special expertise.

San Jose MSA

Demographic Information for Full-scope Area: San Jose MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	385	2.86	15.32	41.30	18.18	22.34
Population by Geography	1,497,577	3.91	21.23	54.69	20.18	0.00
Owner-Occupied Housing by Geography	307,324	1.43	13.79	57.16	27.62	0.00
Business by Geography	74,870	6.07	23.28	51.90	18.49	0.26
Farms by Geography	1,296	4.32	24.46	51.54	19.68	0.00
Family Distribution by Income Level	364,307	18.71	18.69	23.99	38.61	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	136,254	6.28	30.21	53.16	10.35	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		53,771 87,300 5.98%	Median Housing Value Unemployment Rate March 2001(BLS)		295,613 2.2%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA is the San Jose MSA, #7400, which includes all of Santa Clara County, the fifth largest county in California. The area encompasses "Silicon Valley" which is home to numerous businesses in the information technology industry. The AA's economy is robust but the technology sector has suffered some over the past 12 months. Major industries in the area are manufacturing (including information technology), services (including business services), and retail trade.

While WFB maintains a large branch presence in this MSA, it does have a moderate deposit and loan presence. It has 54 branch offices and 55 freestanding ATM's. These branches held, as of June 30, 2001, more than \$6 billion in deposits. These deposits account for 8.5 percent of the bank's California deposits. WFB has a market share of 11 percent, and a market rank of two. Loans WFB made in this MSA account for four percent of the bank's California lending. The bank has a market rank of ten for small business lending but is not considered a significant player in the residential mortgage market. Major competitors include, Bank of America, NA, Washington Mutual Bank, FA, Union Bank of California, NA, and Silicon Valley Bank. Bank of America dominates the deposit market with a 17 percent market share.

The MSA has approximately 5,500 information technology firms, and approximately 25 percent of the workers of the area are directly employed in information technology industries. Santa Clara County ranks seventh in California and 31st in the nation in total retail sales.

The ongoing growth of the MSA is fueled by the location of several of the giants of the high technology industry. It has experienced high job growth over the last few years.

The area also has one of the lowest unemployment rates in the state at 3.1 percent. The growth in the area is offset by the expensive cost of housing, one of the highest in the country. In 2000, the median price of a home was \$514,000. Nationally this ranks the MSA on affordability at 176 out of 180 MSAs. Only 19 percent of the households can afford a median priced single-family home in the MSA.

Rents are also expensive in Santa Clara County. Many LMI families are being forced into adjacent counties in order to afford an apartment. The county's vacancy rate was only 1.6 percent during the fourth quarter of 2000. In addition, there are very few public housing developments and/or units in the county.

Loans for housing and small businesses are the most pressing needs in the community. The lack of affordable housing has forced many individuals employed in Silicon Valley to move to adjoining counties. The county has several developers active in building affordable housing. Individuals in the community knowledgeable about community credit needs identify the area's major credit needs as affordable housing and small business loans. CD opportunities are available; however, competition for these activities is very high.

State of Colorado Full-Scope Area

Denver MSA

Demographic Information for Full-scope Area: Denver MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	498	6.83	21.89	32.53	21.49	17.27
Population by Geography	1,622,980	6.86	23.97	43.35	25.82	0.00
Owner-Occupied Housing by Geography	399,963	3.67	19.89	45.25	31.19	0.00
Business by Geography	104,752	8.44	22.68	37.00	31.54	0.34
Farms by Geography	2,162	3.98	18.27	43.99	33.58	0.19
Family Distribution by Income Level	424,057	18.79	18.71	24.56	37.94	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	159,023	12.16	35.54	40.02	12.28	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		40,222 58,600 9.52%		Median Housing Value (2001) Unemployment Rate (2001)	\$201,000 2.3%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA encompasses the entire Denver MSA, including 5 counties and 98 census tracts. The principle cities in the AA include Aurora, Brighton, Commerce City, Denver, Englewood, Lakewood, Littleton, Northglenn, Thornton, and Westminster. The bank has one commercial banking office in the AA with very limited market share. Competition is strong.

The economy has thrived over the last several years but has shown some softening with the national economy. The largest employers include Qwest, King Soopers, Safeway, United Airlines, and Columbia/Health One. Unemployment is very low at 2.3 percent. In addition, population had grown to over 2 million as of 2001. Along with the economic prosperity, housing prices have increased significantly with the median existing home price at \$210 thousand in 2001.

As part of our evaluation, we considered information from community organizations, supporting housing, small business and economic development. The contacts confirmed that the area's greatest need is in affordable housing and affordable home loan products. Small business financing needs have been generally met as a result of strong competition. However, they continue to see the need for banks to participate in lending opportunities that support new businesses such as SBA loans and micro-loan programs as well as job creation and expansion. Opportunities for CD involvement are strong.

State of Idaho Full-Scope Area

Boise MSA

Demographic Information for Full-scope Area: Boise MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	66	4.55	18.18	54.55	19.70	3.03
Population by Geography	295,851	2.23	17.49	53.76	26.43	0.09
Owner-Occupied Housing by Geography	75,031	1.07	15.08	55.50	28.36	0.00
Business by Geography	21,745	9.91	14.47	56.62	18.99	0.00
Farms by Geography	1,255	1.75	23.43	62.55	12.27	0.00
Family Distribution by Income Level	78,270	16.83	19.74	24.27	39.16	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	28,623	3.52	25.58	56.45	14.45	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		32,339 50,400 10.69%	Median Housing Value Unemployment Rate (1990 US Census)		64,709 2.28%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's Boise AA consists of the entire MSA #1080. The MSA consists of Ada and Canyon Counties. Boise is the state's capital as well as the state's economic hub of commerce and banking, high technology, construction, and agricultural industries. WFB NA had 17 bank stores, one private client services office, and two ATMs in the MSA through October 31, 2000, when these offices were transferred to the WFB Northwest affiliate. In June 2000, WFB held a five percent market share behind First Security (now a Wells Fargo affiliate) at 26 percent, US Bancorp at 24 percent, Washington Mutual Savings Bank at seven percent and Key Bank at six percent.

Within the MSA, USB is the deposit market leader with \$1.1 billion in deposits and a market share of 32 percent. Other competitors are First Security Bank, NA with a deposit market share of 29 percent and Washington Federal Savings and Loan Association with an 8 percent deposit market share. There are relatively few banking institutions (16) that serve the AA. However, these three top deposit leaders have a dominating presence with over half of the 125 banking offices located in the AA. Other large, multistate banking organizations serving the area include Keybank, NA and Bank of America.

The state of Idaho is predominately rural and has historically been dependent upon agriculture, mining and forestry. The larger cities, especially Boise, have experienced shifts in employment from these natural resource based industries to retail trade, services and tourism. This has added more diversity and strength to the overall

economy but has also placed more demands on housing and public infrastructure. Major employers in the area include Hewlett Packard, Micron Electronics, Albertson's, Morrison-Knudsen, and Zilog. The unemployment rate for the MSA was about 3.3 percent in 2001. The population of Idaho, especially in the Boise area, has increased significantly in recent years as people are attracted to the area because of its generally moderate climate, scenic beauty, and good economy. Population reached 423 thousand in 2001. Despite the growth in the economy, most of the new jobs are lower paying without benefits.

Housing costs have escalated with the population growth. The median sales price on an existing home was \$148,000. This same HUD housing study reports that there is little public housing in Idaho and that the need for affordable housing is a "critical" need. The HUD report continues to state that resources for creating affordable housing programs and for CD are limited. Most of the programs that fund affordable housing come from Federal sources.

Contacts made by OCC Community Reinvestment and Development specialists said that most housing initiatives have focused on upper-end development and that, in general, affordable housing is scarce. These contacts also said that there is a need for first-time homebuyer seminars and loan programs. Contacts with community groups and government leaders said that credit needs for small businesses include a lack of access to start-up capital. Contacts also said that there is a lack of bridge and gap financing for local projects. Small business owners reportedly have difficulty establishing banking relationships with loan officers and could also benefit from technical assistance for financial matters. There would be opportunities for lenders to become more involved in the early stages of development projects and to form partnerships that would foster CD.

State of Minnesota Full-Scope Area

Minneapolis-St. Paul MSA

Demographic Information for Full-scope Area: Minneapolis MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	640	8.13	16.25	54.84	19.22	1.56
Population by Geography	2,455,818	5.42	12.80	60.50	21.15	0.12
Owner-Occupied Housing by Geography	640,163	1.75	11.07	63.16	24.02	0.00
Business by Geography	120,577	4.87	10.21	61.34	23.52	0.06
Farms by Geography	4,983	0.84	13.83	71.16	14.15	0.02
Family Distribution by Income Level	632,062	16.66	18.50	27.78	37.06	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	222,218	8.43	19.80	60.91	10.86	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		43,063 63,600 7.87%	Median Housing Value (2001) Unemployment Rate (2001)		\$161,700 3.0%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA consists of the Minneapolis-St. Paul, MN MSA. This consists of Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Sherburne, Washington, and Wright Counties in Minnesota. The bank has one commercial banking office in this AA and very little deposit market share.

Minneapolis-St. Paul is the sixteenth largest metropolitan area in the United States. The area is fairing well in the nationwide economic downturn. Because of its diverse economic base, it continues to see steady expansion. Population is nearing three million. The area is the center for high-tech electronics, medical instruments, health care, finance, insurance, entertainment and the arts, printing and publishing, as well as processing and transporting agricultural products. The area is the home of seventeen FORTUNE 500 companies and several of the world's largest private companies. Major employers include Target, the University of Minnesota, Alina Health Services, Northwest Airlines and Fairview Health Systems. While increasing, unemployment remains low at three percent. The median sales price for existing homes in 2001 was \$161 thousand. The combination of the strong economy and generally favorable interest rates has driven up home prices dramatically over the last decade.

Community contacts said that there is a need for small business loans and loans that would result in job creation, particularly for the type of job that would provide higher wages that would support a family. Contacts said that there is a need for technical assistance and managerial counseling for small business owners. Some contacts said

that there is a need for additional affordable housing units, rehabilitation loans for older homes in the inner city, and more loans geared toward LMI or first time homebuyers. Several contacts said that banks should provide more financial/credit counseling programs or seminars that would inform people with little experience with banks about banking services. One contact said that more banks should be willing to invest in local Community Development Corporations and help fund revolving loan pools.

The Twin Cities has a wide variety of CD related organizations that play an active role in development and revitalization efforts. The non-profit sector is generally well organized, informed, and aware of CRA requirements for financial institutions. There are many opportunities for financial institutions to form partnerships with these organizations.

State of Nevada Full-Scope Areas

Las Vegas MSA

Demographic Information for Full-scope Area: Las Vegas MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	125	5.60	17.60	48.00	28.00	0.80
Population by Geography	759,240	3.47	16.21	47.29	32.89	0.15
Owner-Occupied Housing by Geography	153,684	0.96	9.33	46.67	43.05	0.00
Business by Geography	46,217	3.52	13.27	42.09	41.03	0.09
Farms by Geography	903	1.66	9.75	37.43	50.72	0.44
Family Distribution by Income Level	196,156	17.44	18.26	23.36	40.93	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	70,036	5.63	24.68	50.43	19.26	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		33,965 52,100 9.89%	Median Housing Value (2001) Unemployment Rate (2001)		\$137,000 5.19%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's Las Vegas AA consists of Clark and Nye Counties. Nye County is sparsely populated and includes the Nevada nuclear test site and large sections of desert. Clark County includes the City of Las Vegas. It is a world famous vacation, entertainment, and gaming center. Outside the City of Las Vegas, the remainder of Clark County is made up of five, remote census tracts that encompass a large geographic territory. There is little agricultural activity in these remote areas. A military gunnery range and a large military air base are located north and northeast of the city. The bank has one commercial banking office in Las Vegas with very little market share.

Tourism and the overall entertainment industry drive the economy in this AA as well as the entire state. Major employers include hotels, gaming, and service-related industries; government, retail trades, mining, manufacturing, and agriculture. The area has grown significantly over the last decade and has a population of about two million. Housing prices have also appreciated significantly with the median existing home price at \$137 thousand.

Las Vegas has several community-based organizations with a CD purpose, particularly for small business development or affordable housing. Generally, these organizations have limited expertise in CD activities. The area has a critical shortage of affordable housing units. The area has seen a rapid influx of people. Housing prices and rents have increased substantially faster than income levels. Although there has been significant job growth, most of these jobs are in the service or retail sectors and has low

compensation, often without benefits. The city has a large volume of substandard housing. Estimates are that there are 17,000 substandard rental units. A large population of homeless, many with chemical dependency, also puts pressure on city housing resources. These factors contribute to the overall housing need.

Virtually all community contacts commented on the lack of houses or rental units for LMI people. They said that the area's rapid growth far exceeds the number of available housing units. Because most of the new jobs that attract people to come to the area are minimum wage jobs, there is a widening gap in the ability to afford single-family residences driven up by demand and general shortage of housing units. There is a great need for affordable multi-family rental units to accommodate the increase in population. Many contacts said that there is a general lack of banking services within the city. Several commented on the need for start-up financing for small businesses. Some contacts said that small business owners also need technical assistance from the financial institutions to understand basic banking and how to prepare a business plan. We reviewed eight community contacts made by the OCC and other regulatory agencies during the last two years. These contacts included representatives from local government, economic development organizations, organizations that focus on affordable housing issues, and organizations that provide needed social services to LMI people.

Reno MSA

Demographic Information for Full-scope Area: Reno MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	58	1.72	22.41	36.21	22.41	17.24
Population by Geography	254,667	0.18	28.76	45.46	25.61	0.00
Owner-Occupied Housing by Geography	55,421	0.04	18.19	46.50	35.28	0.00
Business by Geography	13,841	0.33	42.87	37.83	18.97	0.00
Farms by Geography	258	0.39	27.13	43.02	29.46	0.00
Family Distribution by Income Level	64,947	17.38	19.05	25.19	38.38	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	23,661	0.19	42.29	43.79	13.73	0.00
Median Family Income HUD Adjusted Median Family Income for 1901 Households Below Poverty Level		38,225 58,400 8.67%	Median Housing Value (2001) Unemployment Rate (200)		\$163,000 3.89%	

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

Source: 1990 US Census and 1901 HUD updated MFI

WFB's Reno AA includes all of Washoe County. It is located in the northwest portion of the state, bordering the state of California. Reno is also a world-famous tourist area known for legalized gambling, entertainment industries, and access to the scenic Lake Tahoe recreation area. The city is in the southern edge of Washoe County. The northern two-thirds of the county is made up of one large middle-income census tract. The area has ten census tracts with income listed as NA. These center around Pyramid Lake. The AA meets the requirements of the regulation and does not exclude any LMI tracts. The bank has one commercial banking office in this AA and very limited market share.

The long-term economic outlook for Reno is positive, driven by diversification and population growth. Population in the Reno MSA reached 334 thousand in 2001. The local economy is supported primarily by the University of Nevada, local gaming and tourism, and the Washoe Medical Center.

There are several opportunities to participate with local organizations in various forms of CD initiatives in the city of Reno and throughout greater Washoe County. Washoe County has a Home Consortium that has been certified through HUD. The consortium is able to use state and federal money to develop affordable housing. During the first four years of this group's operations, the Home Consortium produced over 1400 multi-family housing units. Along with other affordable housing programs, the Washoe County Human Services Consortium provides funds to service providers of emergency rental assistance. The Washoe County Comprehensive Plan lists several development regulations that relate directly to affordable housing and state that the county will work

with public and private entities toward providing affordable housing. The county has a Department of Community Development that, among other things, will work with owners of land designated for multi-family housing units. The Reno Housing Authority serves Reno, Sparks, and the unincorporated portions of Washoe County. This agency focuses on public housing and Section 8 housing. The Washoe County Affordable Housing Study found that the demand for housing to low-income households exceeds the supply. The study stated that by 2015, unincorporated Washoe County would need over 3,000 more housing units for households earning less than 80 percent of median income. The county will also need an additional 2,700 units for households earning between 80-110 percent of median income. Median existing home prices in 2001 reached \$163 thousand.

State of Oregon Full-Scope Area

Greater Rural Oregon AA

Demographic Information for Full-scope Area: Greater Rural OR						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	185	0.00	7.57	67.57	12.97	11.89
Population by Geography	635,324	0.00	8.18	77.02	14.80	0.01
Owner-Occupied Housing by Geography	165,487	0.00	7.53	76.90	15.57	0.00
Business by Geography	38,735	0.00	6.98	78.62	14.40	0.00
Farms by Geography	4,497	0.00	6.34	82.32	11.34	0.00
Family Distribution by Income Level	179,109	19.95	19.01	23.71	37.33	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	69,779	0.00	11.33	78.97	9.71	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		27,616 37,900 14.4%	Median Housing Value Unemployment Rate (1990 US Census)	57,832 3.63%		

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's Greater Rural Oregon AA consists of all but three of the state's 24 non-metropolitan counties. The counties excluded are Clatsop, Lincoln, and Tillamook. The AA's economy is doing well. Despite the decreased harvesting of timber from federal lands, employment growth is up throughout the state. Major industries include forest products and timber, agriculture, tourism, fishing, high technology, and import/export activities. In those areas adjacent to metropolitan areas, there has been an increase in services, retail trades, warehousing, and manufacturing. Due to the pleasant climate and year round recreational opportunities, many retirees are moving to the area. Future prospects are for moderate economic growth throughout the state.

Housing prices continue to rise in all parts of the state particularly along the coast. However, costs are still moderate. Affordable rental housing is very much in demand by the service sector workers associated with the state's higher education facilities, increases in services to the retirement community and tourism. Through our contacts with bank management and local CD groups, the primary credit needs of the AA are for redevelopment, affordable housing and loans to small business (including micro-loans). CD needs are high, but the opportunities are limited.

WFB operates 24 branches in the AA. Based on market share of deposits as of June 30, 2000, from FDIC deposit data, WFB is the third largest bank in this AA. Major competitors, based on the deposit data include U. S. Bank and Washington Mutual. Together they control over 27 percent of all reported deposits.

State of Utah Full-Scope Area

Salt Lake City-Ogden MSA

Demographic Information for Full-scope Area: Salt Lake City-Ogden MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	230	4.78	21.30	52.17	21.74	0.00
Population by Geography	1,072,227	1.80	18.21	57.37	22.62	0.00
Owner-Occupied Housing by Geography	234,111	0.82	14.89	59.15	25.14	0.00
Business by Geography	53,208	6.12	24.53	48.66	20.69	0.00
Farms by Geography	1,129	2.30	12.05	61.82	23.83	0.00
Family Distribution by Income Level	262,143	16.64	19.61	26.60	37.16	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	95,018	3.50	30.63	55.34	10.53	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		35,240 54,300 9.58%	Median Housing Value Unemployment Rate (1990 US Census)		72,830 2.31%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA consists of the entire Salt Lake City-Ogden MSA, located in north central Utah. It is comprised of Davis, Salt Lake, and Weber Counties and is the 46th most populous metropolitan area in the nation. Salt Lake City is located in the southern portion of the MSA (Salt Lake County) while Ogden is in the northern portion (Weber County). The low-income census tracts are located within these two cities. The majority of the MSA's 49 moderate-income tracts are located in Salt Lake City. WFB NA had 20 bank stores, one private client services office, and one ATM in the MSA through October 31, 2000, when these offices were transferred to the WFB Northwest affiliate. Competition in this AA is intense. There are 41 financial institutions operating 330 offices in the AA. Based upon total deposits, in 2000, WFB had a market share of 1.6 percent. The largest market holders included First Security (now a Wells Fargo affiliate) at 11 percent and Zion's First National Bank at eight percent.

Salt Lake City, as the state's capital and largest city, provides much of the government support for surrounding areas and the state. Salt Lake City has one of the nation's most diverse economies. The MSA area boasts two universities, numerous high-tech firms, various medical and business services, manufacturing, and a year-round tourism industry. Currently, more than 2,000 information-technology firms line the Wasatch Front. In addition to the increased employment in computer software and biomedical firms, there has been growth in several other employment sectors. The construction and service-related industries have experienced significant growth due to the upcoming Winter Olympics in 2002. Major employers include the State of Utah, the University of

Utah Hospital, Brigham Young University, and Hill Air Force Base. Unemployment is low at 3.2 percent. More than 60 percent of the state's population, or 1.3 million residents, live in the area.

As part of the evaluation, consideration was given to information from six community organizations supporting affordable housing, economic development, and small business interests. The contacts expressed a need for affordable housing, small business financing, and other consumer needs such as technical and educational financial services. Opportunities for bank lending and service involvement exist and opportunities for investment are moderate.

State of Washington Full-Scope Area

Seattle-Bellevue-Everett MSA

Demographic Information for Full-scope Area: Seattle-Bellevue-Everett MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	439	2.96	17.08	58.77	18.45	2.73
Population by Geography	2,033,156	2.19	16.18	62.80	18.75	0.08
Owner-Occupied Housing by Geography	490,086	0.58	11.79	65.01	22.62	0.00
Business by Geography	137,011	2.55	20.57	56.40	20.47	0.01
Farms by Geography	3,760	0.98	13.30	67.18	18.54	0.00
Family Distribution by Income Level	523,808	16.70	18.94	26.92	37.44	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	186,691	2.93	23.47	63.59	10.02	0.00
Median Family Income HUD Adjusted Median Family Income for 2001 Households Below Poverty Level		43,103 65,800 7.54%	Median Housing Value Unemployment Rate (1990 US Census)		141,463 2.31%	

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

Source: 1990 US Census and 2001 HUD updated MFI

WFB's AA is the entire Seattle MSA, which consists of King, Snohomish, and Island Counties. Seattle is the largest city in the region followed by Bellevue, Everett, and Federal Way. Seattle is the commercial center of the Pacific Northwest in the United States. It constitutes the largest metropolitan area between San Francisco, California, and Vancouver, British Columbia. WFB held 81 branch stores, one private client services office and 14 freestanding ATMs in the Seattle MSA from the beginning of the exam period through October 31, 2000 when these offices were transferred to the bank's affiliate, WFB Northwest. As of June 2000, WFB held a deposit market share of 3.5 percent. Bank of America, NA, dominated the market with a market share of 26 percent. Other major competitors are Washington Mutual Bank (18 percent deposit market share), US Bancorp (11 percent deposit market share) and Keybank NA (6 percent deposit market share).

Seattle's economy is above average in strength; however, it continues to be faced with significant constraints such as rising costs and problems with its third largest employer, Microsoft. The area's largest employer, Boeing has started to rebound with new defense related contracts after completing major employee layoffs in the last year. Tourism, also a major industry, has been impacted by the terrorist attacks of September 11. The region has the highest per capita income, average wage, and median household income in the state. The growth and dominance of the high-tech sector in the past decade has resulted in significant growth in personal income and personal wealth in the region. Available sources indicate that nearly one fifth of the jobs in Washington

are now in technology-based industries, with an average annual wage of over \$65 thousand. This phenomenon has caused rapid (although recently leveling) increase in the cost of housing in the area and has made it more difficult for LMI persons to obtain good housing. The estimated cost of living in Seattle is some 15-20 percent higher than the U.S. average. The median existing housing price is \$241 thousand.

Identified credit needs include affordable housing, home equity loans, rehabilitation loans, small business loans, first-time home buyer classes, and consumer loans. In addition, opportunities for CD and small business lending in the MSA area appear to be significant. Although the "high-tech revolution" has brought great additional prosperity to the region, not every sector has been directly affected. Numerous neighborhoods and individuals continue to need the types of benefits that CD activities provide. In addition, the burgeoning economy has created opportunities for additional small business creation and expansion.

Appendix D: Tables of Performance Data

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* Table 5. Geographic Distribution of Multifamily Loans was not used in these states, as there were no loans of this type generated during the evaluation period. Suggestion: Table 5 has not been removed from the appropriate states, which is not consistent with tables 7-12 below. These tables have been removed from the appropriate states.

** Tables 7 and 12. Geographic Distribution of Small Loans to Farms and Borrower Distribution of Small Loans to Farms were not used in these states, as there were no loans of this type generated during the evaluation period.

Appendix D: Tables of Performance Data

Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan areas are presented in one set of tables. References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of the Examination). For purposes of reviewing the lending test tables, the following are applicable: purchased loans are treated as originations/purchases and market share is the number of loans originated and purchased by the bank as a percentage of the aggregate number of reportable loans originated and purchased by all lenders in the MA/assessment area. Deposit data are compiled by the FDIC and are available as of June 30 each year. Tables without data are not included in this PE.

The following is a listing and brief description of the tables included in each set:

- Table 1. Lending Volume** - Presents the number and dollar amount of reportable loans originated and purchased by the bank over the evaluation period by MA/assessment area. Community development loans to statewide or regional entities or made outside the bank’s assessment area may receive positive CRA consideration. Refer to Interagency Q&As __.12(i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such loans. When such loans exist, insert a line item with the appropriate caption, such as “Statewide/Regional” or “Out of Assessment Area,” in the MA/Assessment Area column and record the corresponding numbers and amounts in the “Community Development Loans” column.
- Table 2. Geographic Distribution of Home Purchase Loans** - Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of owner-occupied housing units throughout those geographies. The table also presents market share information based on the most recent aggregate market data available.
- Table 3. Geographic Distribution of Home Improvement Loans** - See Table 2.
- Table 4. Geographic Distribution of Home Mortgage Refinance Loans** - See Table 2.
- Table 5. Geographic Distribution of Multifamily Loans** - Compares the percentage distribution of the number of multifamily loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of multifamily housing units throughout those geographies. The table also presents market share information based on the most recent aggregate market data available.

- Table 6.** Geographic Distribution of Small Loans to Businesses - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of businesses (regardless of revenue size) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small business data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's assessment area.
- Table 7.** **Geographic Distribution of Small Loans to Farms** - The percentage distribution of the number of small loans (less than or equal to \$500,000) to farms originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of farms (regardless of revenue size) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small farm data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's assessment area.
- Table 8.** **Borrower Distribution of Home Purchase Loans** - Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of families by income level in each MA/assessment area. The table also presents market share information based on the most recent aggregate market data available.
- Table 9.** **Borrower Distribution of Home Improvement Loans** - See Table 8.
- Table 10.** **Borrower Distribution of Refinance Loans** - See Table 8.
- Table 11.** **Borrower Distribution of Small Loans to Businesses** - Compares the percentage distribution of the number of small loans (less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to the percentage distribution of businesses with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the business. Market share information is presented based on the most recent aggregate market data available.
- Table 12.** **Borrower Distribution of Small Loans to Farms** - Compares the percentage distribution of the number of small loans (less than or equal to \$500,000) originated and purchased by the bank to farms with revenues of \$1 million or less to the percentage distribution of farms with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size,

regardless of the revenue size of the farm. Market share information is presented based on the most recent aggregate market data available.

Table 13. Geographic and Borrower Distribution of Consumer Loans (Not used)

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

A bank may receive positive consideration for qualified investments in statewide/regional entities or made outside of the bank's assessment area. See Interagency Q&As -12(i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such investments. When such investments exist, insert a line item with the appropriate caption, such as "Statewide/Regional" or "Out of Assessment Area," in the MA/Assessment Area column and record the corresponding numbers and amounts in the "Qualified Investments" column.

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

Portland-Vancouver Multistate Metropolitan Area Tables

Table 1. Lending Volume

LENDING VOLUME		Geography: PORTLAND-VANCOUVER										
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001												
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000's)	
Full Review:												
Portland-Vancouver Multistate MSA	100.00	16,232	2,127, 880	6,627	271,23 7	14	1,081	18	90,184	22,891	2,490, 382	100

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From April 01, 1998 to September 30, 2001.

*** Deposit Data as of June 30, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Portland-Vancouver Multistate MSA	9,034	100.00	0.67	0.83	13.74	10.96	63.48	62.35	22.11	25.86	9.13	9.95	7.09	9.00	10.40	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Portland-Vancouver Multistate MSA	1,099	100.00	0.67	0.91	13.74	12.83	63.48	61.51	22.11	24.75	8.37	3.77	6.53	8.63	9.10

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE												Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Portland-Vancouver Multistate MSA	6,094	100.00	0.67	0.62	13.74	13.18	63.48	64.19	22.11	22.01	7.07	4.19	6.33	7.09	7.86	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY			Geography: PORTLAND-VANCOUVER													
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total **	% of MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	Over all	Low	Mod	Mid
Full Review:																
Portland-Vancouver Multistate MSA W	5	100.00	1.44	20.00	25.84	0.00	55.04	60.00	17.67	20.00	0.00	0.00	0.00	0.00	0.00	0.00

* Based on 2000 Peer Mortgage Data: Western Region.

** Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

*** Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES											Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Portland-Vancouver Multistate MSA W	6,627	100.00	1.29	1.16	19.13	20.79	62.26	57.49	17.32	20.55	6.58	6.49	7.79	6.51	6.75

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS											Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total **	% of Farms* **	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Portland-Vancouver		100.0	0.13	0.00	11.50	7.14	72.02	64.29	16.34	28.57	0.89	0.00	0.00	0.43	5.88
Multistate MSA	14	0													

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Portland-Vancouver Multistate MSA	9,034	100.00	17.63	3.99	18.71	21.13	25.61	32.49	38.05	42.39	10.55	9.58	10.59	10.51	10.63	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 1.45% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT												Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Portland-Vancouver Multistate MSA	1,099	100.00	17.63	8.99	18.71	17.15	25.61	28.08	38.05	45.78	8.59	10.83	8.13	8.08	8.80	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 1.82% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: PORTLAND-VANCOUVER					
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*						
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp
Full Review:																	
Portland-Vancouver Multistate MSA	6,094	100.00	17.63	6.54	18.71	19.17	25.61	30.33	38.05	43.97	8.13	7.41	8.04	8.19	8.23		

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 7.37% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Businesses***	% BANK Loans****	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Portland-Vancouver Multistate MSA	6,627	100.00	86.67	38.40	93.07	3.64	3.29	6.58	6.28

* Based on 2000 Peer Small Business Data: US.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 55.39% of small loans to businesses originated and purchased by WFB.

Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS					Geography: PORTLAND-VANCOUVER				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total**	% of Farms***	% BANK Loans***	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$1 Million or Less
Full Review:									
Portland-Vancouver Multistate MSA	14	100.00	88.88	14.29	71.43	28.57	0.00	0.89	0.00

* Based on 2000 Peer Small Business Data: US.

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

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2001).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 78.57% of small loans to farms originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Geography: PORTLAND-VANCOUVER							
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Portland-Vancouver Multistate MSA	2	5,579	86	1,276	88	6,855	100	1	1,006

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: PORTLAND-VANCOUVER			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Portland-Vancouver Multistate MSA	100	77	100.0	0.0	22.1	62.3	15.6	11	13	-1	-1	0	0	1.2	17.6	62.3	18.9

State of Arizona Tables

Table 1. Lending Volume

LENDING VOLUME		Geography: ARIZONA										
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001												
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000' s)	
Full Review:												
Phoenix MSA	100.00	1,867	145,00 2	2,447	98,972	16	1,911	1	1,000	4,331	246,88 5	100.00

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From August 03, 1999 to December 31, 2001.

*** Deposit Data as of March 31, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Phoenix MSA	545	100.00	2.51	0.86	21.14	13.33	42.33	46.68	34.02	38.94	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Phoenix MSA	435	100.00	2.51	1.20	21.14	11.90	42.33	39.44	34.02	47.46	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE											Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Phoenix MSA	887	100.00	2.51	0.87	21.14	11.74	42.33	40.54	34.02	46.67	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES											Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Phoenix MSA	2,447	100.00	5.24	6.06	23.06	21.29	36.48	34.69	34.64	37.53	NA	NA	NA	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS											Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total **	% of Farms* **	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Phoenix MSA	16	100.00	3.58	3.65	22.16	36.46	41.55	36.98	32.63	22.92	NA	NA	NA	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Phoenix MSA	545	100.00	19.86	6.56	18.36	21.44	23.15	27.21	38.64	44.79	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 2.13% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Overall	Low	Mod	Mid	Upp
Full Review:															
Phoenix MSA	435	100.00	19.86	7.16	18.36	15.58	23.15	24.64	38.64	52.62	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 28.96% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Phoenix MSA	887	100.00	19.86	7.15	18.36	17.89	23.15	26.47	38.64	48.50	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 16.87% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Business es***	% BANK Loans****	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Phoenix MSA	2,447	100.00	84.10	43.35	87.89	6.13	5.98	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 38.37% of small loans to businesses originated and purchased by WFB.

Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS					Geography: ARIZONA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total **	% of Farms***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Phoenix MSA	16	100.00	80.30	29.17	38.54	33.85	27.60	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2001).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 14.58% of small loans to farms originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001						Geography: ARIZONA	
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Phoenix MSA	0	0	1	500	1	500	100.00	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: ARIZONA			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Phoenix MSA	100.00	1*	100	0.00	0.00	0.00	0.00	0	0	0	0	0	0	4.86	26.55	39.58	28.85

* Branch located in an NA Census Tract (Income level not known)

State of California Tables

Table 1. Lending Volume

LENDING VOLUME												Geography: CALIFORNIA	
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001													
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***	
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000's)		
Full Review:													
Los Angeles-Long Bea MSA	19.84	52,993	10,125, 212	55,377	2,060, 755	26	4,647	67	356,689	108,46 3	12,547, 303	19.94	
Oakland MSA	9.53	33,962	7,779,5 95	18,063	883,25 5	14	2,954	54	210,272	52,093	8,876,0 76	8.71	
Orange County MSA	10.60	32,405	7,000,5 47	25,456	1,146, 844	16	2,905	22	71,314	57,899	8,221,6 10	7.84	
San Diego MSA	8.82	31,431	6,166,1 08	16,755	612,88 6	13	2,625	8	78,802	48,207	6,860,4 21	6.87	
San Francisco MSA	6.58	15,247	4,710,7 06	20,680	834,92 9	21	2,701	22	92,078	35,970	5,640,4 14	26.12	
San Jose MSA	6.67	23,257	6,887,6 80	13,179	500,40 0	1	35	19	172,622	36,456	7,560,7 37	8.54	
Limited Review:													
Bakersfield MSA	1.20	4,122	446,422	2,394	106,82 7	66	14,668	4	4,487	6,586	572,404	0.88	
Chico-Paradise MSA	0.56	1,896	204,434	1,144	40,324	14	2,410	1	55	3,055	247,223	0.35	
Fresno MSA	1.88	6,154	692,458	3,893	225,82 6	203	34,581	24	47,434	10,274	1,000,2 99	1.35	
Imperial County	0.21	866	84,360	287	11,290	20	4,152	7	27,550	1,180	127,352	0.29	
Kings County	0.17	586	52,614	297	10,108	53	13,280	1	23	937	76,025	0.06	
Merced MSA	0.30	1,161	131,905	488	15,386	12	2,709	5	7,035	1,666	157,035	0.22	
Modesto MSA	1.11	4,311	522,349	1,705	63,770	49	10,779	1	153	6,066	597,051	0.99	

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From April 01, 1998 to September 30, 2001.

*** Deposit Data as of June 30, 2000. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 1. Lending Volume

LENDING VOLUME		Geography: CALIFORNIA										
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001												
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000's)	
Northern Rural	1.49	5,858	726,986	2,262	73,584	26	4,959	4	23,906	8,150	829,435	0.71
Redding MSA	0.48	1,646	160,031	968	19,870	2	125	1	41	2,617	180,067	0.26
Riverside-San Bernard	8.83	37,598	4,891,699	10,607	427,026	44	9,189	18	61,494	48,267	5,389,408	3.36
Sacramento MSA	7.07	26,613	4,031,526	11,991	400,392	23	3,326	9	54,817	38,636	4,490,061	4.49
Salinas MSA	1.05	3,341	725,751	2,359	83,250	61	12,472	8	17,037	5,769	838,510	1.10
San Benito County	0.20	852	161,188	216	9,837	1	150	1	9	1,070	171,184	0.06
San Luis Obispo-Atasc	1.17	5,368	910,898	1,036	29,402	8	1,040	4	15,598	6,416	956,938	0.36
Santa Barbara-Santa M	0.99	3,693	772,837	1,722	43,281	10	1,351	4	17,920	5,429	835,389	0.66
Santa Cruz-Watsonvill	0.94	3,331	737,573	1,818	67,203	12	2,921	4	15,604	5,165	823,301	0.67
Santa Rosa MSA	1.72	6,560	1,282,937	2,806	108,677	16	2,040	2	12,322	9,384	1,405,976	1.42
Sierra Nevadas AA	0.58	2,351	328,687	825	31,357	2	250	3	11,948	3,181	372,242	0.25
Stockton-Lodi MSA	1.93	8,281	1,164,290	2,221	105,768	49	9,352	3	5,572	10,554	1,284,982	1.01
Vallejo-Fairfield-Nap	1.72	7,169	1,190,457	2,236	101,088	17	4,365	4	4,989	9,426	1,300,899	1.03
Ventura MSA	2.71	10,411	2,047,863	4,384	132,169	8	1,484	5	22,625	14,808	2,204,141	1.60
Visalia-Tulare-Porter	0.79	2,821	276,043	1,227	78,827	252	56,588	2	3,071	4,302	414,529	0.45
Yolo MSA	0.53	1,975	293,263	884	38,363	11	1,310	5	11,525	2,875	344,461	0.39
Yuba City MSA	0.30	1,088	109,333	541	21,107	12	1,647	1	6,439	1,642	138,526	0.25

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From April 01, 1998 to September 30, 2001.

*** Deposit Data as of June 30, 2000. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Los Angeles-Long Beach MSA	21,424	14.66	2.34	1.88	14.25	10.60	34.73	34.24	48.68	53.28	3.81	1.90	2.71	3.68	4.40	
Oakland MSA	11,799	8.07	3.78	2.86	13.15	11.82	46.62	48.27	36.44	36.94	4.43	3.49	3.64	4.41	4.95	
Orange County MSA	13,779	9.43	0.77	0.97	17.19	10.62	45.08	42.47	36.96	45.15	5.40	4.71	3.82	5.40	5.80	
San Diego MSA	15,180	10.39	1.88	1.42	13.42	11.91	49.05	39.80	35.64	46.86	5.95	3.91	5.17	5.43	6.92	
San Francisco MSA	3,951	2.70	1.20	1.34	11.96	12.78	46.73	46.82	40.11	39.03	3.57	1.33	2.57	3.73	3.89	
San Jose MSA	6,019	4.12	1.43	1.30	13.79	14.24	57.16	61.14	27.62	23.33	3.93	2.68	3.27	4.08	4.21	
Limited Review:																
Bakersfield MSA	2,391	1.64	1.34	0.29	23.59	10.79	33.22	19.57	41.85	69.34	4.68	2.19	2.58	3.08	6.37	
Chico-Paradise MSA	859	0.59	0.00	0.00	14.88	11.87	66.68	53.32	18.44	34.81	5.76	0.00	3.93	5.55	6.94	
Fresno MSA	3,199	2.19	1.68	1.41	17.28	11.13	47.67	34.60	33.37	52.83	5.14	3.33	4.42	3.94	6.47	
Imperial County	577	0.39	4.27	0.00	53.97	48.35	13.65	12.31	28.10	39.34	8.35	0.00	6.32	6.57	11.18	
Kings County	270	0.18	0.00	0.00	26.59	17.78	50.18	46.30	23.23	35.93	4.79	0.00	3.44	4.38	6.12	
Merced MSA	563	0.39	0.04	0.00	11.82	8.88	70.40	71.23	17.73	19.89	3.90	0.00	3.93	4.24	2.66	
Modesto MSA	2,070	1.42	0.27	0.05	14.34	10.14	57.80	55.60	27.58	34.20	5.32	0.00	4.12	5.10	6.42	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Northern Rural	2,634	1.80	0.03	0.00	15.38	10.48	66.55	61.09	18.04	28.44	6.11	0.00	6.01	5.82	6.70	
Redding MSA	920	0.63	0.00	0.00	9.27	9.02	75.62	69.13	15.11	21.85	4.63	0.00	4.50	4.85	4.01	
Riverside-San Bernardino MSA	21,612	14.79	0.76	0.37	17.24	13.23	50.68	46.04	31.33	40.26	6.15	2.57	6.66	6.24	5.93	
Sacramento MSA	12,990	8.89	2.43	1.19	12.52	7.21	53.21	51.39	31.84	40.21	6.13	3.47	3.86	5.70	7.39	
Salinas MSA	1,008	0.69	0.19	0.20	12.31	17.66	45.24	51.29	42.25	30.85	4.42	3.70	3.50	4.74	4.38	
San Benito County	283	0.19	0.00	0.00	0.00	0.00	29.93	25.44	70.07	74.56	3.47	0.00	0.00	3.26	3.55	
San Luis Obispo-Atascadero-MSA	2,624	1.80	0.00	0.00	7.06	8.31	81.99	82.74	10.95	8.96	9.71	0.00	11.02	9.56	9.84	
Santa Barbara-Santa Maria-Lompoc MSA	1,586	1.09	0.00	0.00	16.32	21.37	40.63	51.32	43.05	27.30	7.19	0.00	6.75	8.45	5.66	
Santa Cruz-Watsonville MSA	1,023	0.70	0.00	0.00	12.70	22.58	55.56	48.48	31.74	28.84	4.24	0.00	5.20	4.26	3.70	
Santa Rosa MSA	2,277	1.56	0.00	0.00	7.03	9.88	73.42	71.98	19.55	18.14	4.75	0.00	4.39	4.86	4.59	
Sierra Nevadas AA	1,164	0.80	0.00	0.00	3.22	1.29	81.06	79.04	15.72	19.67	8.23	0.00	5.56	7.49	10.52	
Stockton-Lodi MSA	4,705	3.22	1.09	0.26	20.50	22.17	47.63	38.96	30.78	38.58	7.66	12.88	9.94	7.39	6.89	
Vallejo-Fairfield-Napa MSA	3,100	2.12	0.53	0.03	9.54	8.32	62.12	61.52	27.81	30.13	5.35	3.13	4.36	5.09	6.30	
Ventura MSA	5,249	3.59	0.85	2.53	20.59	16.29	48.04	48.22	30.51	32.96	7.69	8.87	5.76	8.67	7.71	
Visalia-Tulare-Porterville-MSA	1,340	0.92	0.00	0.00	20.01	13.43	48.44	46.79	31.56	39.78	6.76	0.00	5.41	7.40	6.67	
Yolo MSA	1,050	0.72	0.06	0.00	23.63	33.24	38.67	40.95	37.64	25.81	6.55	0.00	9.40	6.96	5.03	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Yuba City MSA	475	0.33	0.00	0.00	20.39	16.84	50.98	42.32	28.64	40.84	2.84	0.0 0	1.0 2	2.5 9	3.9 3
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Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Los Angeles-Long Beach MSA	3,679	19.71	2.34	2.07	14.25	11.96	34.73	33.57	48.68	52.41	8.30	4.44	7.11	7.78	9.07
Oakland MSA	2,046	10.96	3.78	1.86	13.15	11.00	46.62	47.51	36.44	39.49	11.31	4.61	9.08	11.04	13.03
Orange County MSA	1,736	9.30	0.77	0.58	17.19	10.89	45.08	42.97	36.96	45.51	11.35	15.56	10.27	11.02	11.96
San Diego MSA	1,817	9.73	1.88	0.94	13.42	10.29	49.05	43.64	35.64	45.13	10.65	3.94	10.76	9.77	11.97
San Francisco MSA	988	5.29	1.20	1.42	11.96	13.16	46.73	45.34	40.11	40.08	8.33	9.09	7.06	7.63	9.82
San Jose MSA	1,369	7.33	1.43	0.88	13.79	14.39	57.16	64.28	27.62	20.45	13.45	6.59	12.84	14.24	12.29
Limited Review:															
Bakersfield MSA	184	0.99	1.34	1.09	23.59	14.13	33.22	22.28	41.85	62.50	4.86	9.09	2.11	4.85	5.54
Chico-Paradise MSA	105	0.56	0.00	0.00	14.88	10.48	66.68	60.00	18.44	29.52	9.42	0.00	12.77	8.00	10.91
Fresno MSA	241	1.29	1.68	0.41	17.28	10.37	47.67	33.61	33.37	55.60	4.95	0.00	6.08	4.11	5.42
Imperial County	45	0.24	4.27	0.00	53.97	46.67	13.65	15.56	28.10	37.78	11.90	0.00	14.29	13.33	9.21
Kings County	30	0.16	0.00	0.00	26.59	6.67	50.18	66.67	23.23	26.67	5.58	0.00	5.88	5.66	5.43
Merced MSA	52	0.28	0.04	0.00	11.82	5.77	70.40	67.31	17.73	26.92	6.09	0.00	3.85	5.36	9.09
Modesto MSA	220	1.18	0.27	0.00	14.34	12.73	57.80	50.45	27.58	36.82	7.54	0.00	10.11	7.71	6.78

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp
Northern Rural	249	1.33	0.03	0.00	15.38	15.66	66.55	59.04	18.04	25.30	8.17	0.00	14.05	6.70	9.01
Redding MSA	65	0.35	0.00	0.00	9.27	6.15	75.62	72.31	15.11	21.54	9.30	0.00	9.09	9.63	7.94
Riverside-San Bern MSA	1,718	9.20	0.76	0.41	17.24	7.45	50.68	43.07	31.33	49.07	7.62	11.11	4.84	7.64	8.17
Sacramento MSA	1,211	6.49	2.43	1.16	12.52	6.28	53.21	43.85	31.84	48.72	10.27	6.33	9.86	8.81	12.08
Salinas MSA	255	1.37	0.19	0.39	12.31	9.02	45.24	48.24	42.25	42.35	17.88	50.00	10.48	19.12	18.83
San Benito County	65	0.35	0.00	0.00	0.00	0.00	29.93	24.62	70.07	75.38	15.38	0.00	0.00	14.00	15.82
San Luis Obispo-MSA	142	0.76	0.00	0.00	7.06	6.34	81.99	83.80	10.95	9.86	18.48	0.00	13.16	19.44	15.79
Santa Barbara-Santa Maria-Lompoc MSA	133	0.71	0.00	0.00	16.32	15.04	40.63	37.59	43.05	47.37	12.93	0.00	12.36	13.46	12.70
Santa Cruz-Watsonville MSA	235	1.26	0.00	0.00	12.70	11.49	55.56	46.38	31.74	42.13	17.89	0.00	13.79	18.06	18.62
Santa Rosa MSA	279	1.49	0.00	0.00	7.03	7.53	73.42	73.84	19.55	18.64	8.48	0.00	9.52	8.88	6.69
Sierra Nevadas AA	98	0.53	0.00	0.00	3.22	1.02	81.06	84.69	15.72	14.29	10.33	0.00	0.00	11.97	4.94
Stockton-Lodi MSA	451	2.42	1.09	1.33	20.50	11.75	47.63	43.90	30.78	43.02	13.09	33.33	12.00	11.85	14.33
Vallejo-Fairfield-Napa MSA	418	2.24	0.53	0.00	9.54	6.70	62.12	54.31	27.81	39.00	11.15	0.00	11.19	10.21	12.95
Ventura MSA	541	2.90	0.85	0.37	20.59	17.38	48.04	47.13	30.51	35.12	12.64	0.00	9.49	13.45	13.84
Visalia-Tulare-Porterville-MSA	148	0.79	0.00	0.00	20.01	16.22	48.44	48.65	31.56	35.14	9.94	0.00	5.88	10.53	10.92
Yolo MSA	79	0.42	0.06	0.00	23.63	20.25	38.67	36.71	37.64	43.04	9.09	0.00	5.26	7.35	12.86

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Yuba City MSA	66	0.35	0.00	0.00	20.39	13.64	50.98	42.42	28.64	43.94	8.97	0.00	4.76	8.60	11.1 1
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Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE											Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total **	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Los Angeles-Long Beach MSA	27,845	16.15	2.34	1.23	14.25	8.76	34.73	30.68	48.68	59.32	3.58	2.48	2.68	3.47	3.99
Oakland MSA	20,091	11.65	3.78	1.73	13.15	9.23	46.62	45.56	36.44	43.17	4.76	2.08	3.70	4.56	5.91
Orange County MSA	16,883	9.79	0.77	0.75	17.19	8.89	45.08	41.92	36.96	48.39	4.76	5.08	3.39	4.60	5.36
San Diego MSA	14,424	8.37	1.88	1.09	13.42	8.49	49.05	42.76	35.64	47.67	4.32	2.35	3.03	4.11	5.10
San Francisco MSA	10,296	5.97	1.20	1.03	11.96	9.17	46.73	44.89	40.11	44.91	4.44	3.39	3.29	4.67	4.69
San Jose MSA	15,866	9.20	1.43	0.78	13.79	11.00	57.16	57.79	27.62	30.44	4.68	2.64	4.35	4.85	4.69
Limited Review:															
Bakersfield MSA	1,547	0.90	1.34	0.32	23.59	10.92	33.22	20.62	41.85	68.13	4.13	0.00	2.20	3.05	5.63
Chico-Paradise MSA	931	0.54	0.00	0.00	14.88	9.99	66.68	60.58	18.44	29.43	6.00	0.00	5.43	6.01	6.30
Fresno MSA	2,707	1.57	1.68	0.78	17.28	7.61	47.67	33.17	33.37	58.40	4.65	0.00	2.85	4.04	6.38
Imperial County	244	0.14	4.27	0.00	53.97	40.16	13.65	10.25	28.10	49.59	4.95	0.00	4.30	5.56	5.62
Kings County	286	0.17	0.00	0.00	26.59	13.29	50.18	52.10	23.23	34.62	5.94	0.00	2.56	6.19	8.52
Merced MSA	546	0.32	0.04	0.00	11.82	7.51	70.40	70.51	17.73	21.98	4.30	0.00	5.56	4.38	3.47
Modesto MSA	2,021	1.17	0.27	0.15	14.34	9.50	57.80	60.91	27.58	29.44	5.53	11.11	5.34	5.76	5.11

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE											Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Northern Rural	2,974	1.72	0.03	0.00	15.38	9.48	66.55	55.62	18.04	34.90	6.00	0.00	5.05	5.94	6.43
Redding MSA	660	0.38	0.00	0.00	9.27	8.03	75.62	70.76	15.11	21.21	5.80	0.00	5.44	6.04	5.14
Riverside-San Bernardino MSA	14,259	8.27	0.76	0.18	17.24	8.80	50.68	41.38	31.33	49.54	4.64	1.94	3.58	4.53	5.07
Sacramento MSA	12,405	7.19	2.43	0.83	12.52	6.82	53.21	52.00	31.84	40.35	5.83	4.35	4.36	5.12	7.22
Salinas MSA	2,074	1.20	0.19	0.10	12.31	10.56	45.24	53.09	42.25	36.26	7.00	9.09	5.56	6.44	8.40
San Benito County	504	0.29	0.00	0.00	0.00	0.00	29.93	20.24	70.07	79.76	6.92	0.00	0.00	4.61	7.83
San Luis Obispo-Atascadero-MSA	2,600	1.51	0.00	0.00	7.06	6.92	81.99	83.62	10.95	9.46	7.30	0.00	5.56	7.39	7.97
Santa Barbara-Santa Maria-Lompoc MSA	1,974	1.14	0.00	0.00	16.32	16.16	40.63	46.76	43.05	37.08	4.49	0.00	4.17	5.22	3.92
Santa Cruz-Watsonville MSA	2,073	1.20	0.00	0.00	12.70	12.69	55.56	51.76	31.74	35.55	5.42	0.00	6.44	5.27	5.28
Santa Rosa MSA	4,001	2.32	0.00	0.00	7.03	7.35	73.42	72.13	19.55	20.52	4.74	0.00	3.03	4.94	4.71
Sierra Nevadas AA	1,088	0.63	0.00	0.00	3.22	0.74	81.06	83.73	15.72	15.53	5.75	0.00	3.45	6.36	3.83
Stockton-Lodi MSA	3,124	1.81	1.09	0.26	20.50	11.14	47.63	40.75	30.78	47.86	6.21	7.94	5.34	6.13	6.53
Vallejo-Fairfield-Napa MSA	3,651	2.12	0.53	0.08	9.54	8.57	62.12	57.16	27.81	34.18	4.85	7.69	3.56	4.45	5.94
Ventura MSA	4,620	2.68	0.85	0.69	20.59	15.91	48.04	46.49	30.51	36.90	4.26	3.85	3.63	4.24	4.70
Visalia-Tulare-Porterville-MSA	1,333	0.77	0.00	0.00	20.01	12.38	48.44	44.71	31.56	42.91	6.41	0.00	5.30	6.55	6.80
Yolo MSA	844	0.49	0.06	0.12	23.63	16.11	38.67	47.04	37.64	36.73	6.42	0.00	6.33	5.31	7.44
Yuba City MSA	547	0.32	0.00	0.00	20.39	15.54	50.98	40.59	28.64	43.88	3.59	0.00	4.02	3.23	3.86

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY											Geography: CALIFORNIA					
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total **	% of MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	Over all	Low	Mod	Mid
Full Review:																
Los Angeles-Long Beach MSA	45	31.47	13.57	24.44	26.09	22.22	36.99	31.11	23.33	22.22	0.09	0.68	0.00	0.00	0.00	
Oakland MSA	26	18.18	12.79	3.85	29.84	23.08	47.22	34.62	10.08	34.62	1.85	0.83	1.31	2.07	8.82	
Orange County MSA	7	4.90	5.59	0.00	38.16	57.14	41.33	28.57	14.92	14.29	0.00	0.00	0.00	0.00	0.00	
San Diego MSA	10	6.99	8.32	10.00	33.09	30.00	43.56	60.00	15.03	0.00	0.09	0.00	0.00	0.32	0.00	
San Francisco MSA	12	8.39	18.55	0.00	24.46	33.33	35.83	33.33	21.15	33.33	0.30	0.00	0.48	0.00	1.02	
San Jose MSA	3	2.10	5.29	0.00	33.86	66.67	53.82	0.00	7.03	33.33	0.43	0.00	1.08	0.00	0.00	
Limited Review:																
Riverside-San Bernardino MSA	9	6.29	2.58	0.00	26.46	66.67	52.31	0.00	18.66	33.33	0.22	0.00	0.00	0.00	1.23	
Bakersfield MSA	0	0.00	3.16	0.00	27.41	0.00	41.31	0.00	28.12	0.00	0.00	0.00	0.00	0.00	0.00	
Chico-Paradise MSA	1	0.70	0.00	0.00	21.09	0.00	48.49	100.00	30.42	0.00	0.00	0.00	0.00	0.00	0.00	
Fresno MSA	7	4.90	7.52	0.00	22.55	0.00	54.00	42.86	15.92	57.14	0.00	0.00	0.00	0.00	0.00	
Imperial County	0	0.00	0.28	0.00	54.85	0.00	19.20	0.00	25.67	0.00	0.00	0.00	0.00	0.00	0.00	
Kings County	0	0.00	0.00	0.00	21.68	0.00	64.79	0.00	13.52	0.00	0.00	0.00	0.00	0.00	0.00	
Merced MSA	0	0.00	0.10	0.00	15.82	0.00	74.46	0.00	9.63	0.00	0.00	0.00	0.00	0.00	0.00	
Modesto MSA	0	0.00	0.43	0.00	18.94	0.00	58.86	0.00	21.77	0.00	0.00	0.00	0.00	0.00	0.00	

* Based on 2000 Peer Mortgage Data: Western Region.

** Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

*** Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY											Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total **	% of MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Northern Rural	1	0.70	0.00	0.00	29.94	0.00	64.59	100.00	5.46	0.00	0.00	0.00	0.00	0.00	0.00
Redding MSA	1	0.70	0.00	0.00	22.01	0.00	72.16	0.00	5.83	100.00	0.00	0.00	0.00	0.00	0.00
Sacramento MSA	7	4.90	9.15	0.00	28.27	42.86	49.36	57.14	13.22	0.00	0.60	0.00	1.69	0.00	0.00
Salinas MSA	4	2.80	2.71	0.00	24.05	0.00	58.49	100.00	14.74	0.00	3.13	0.00	0.00	7.14	0.00
San Benito County	0	0.00	0.00	0.00	0.00	0.00	57.40	0.00	42.60	0.00	0.00	0.00	0.00	0.00	0.00
San Luis Obispo-Atascadero-MSA	2	1.40	0.00	0.00	9.47	0.00	78.21	100.00	12.32	0.00	3.45	0.00	0.00	3.70	0.00
Santa Barbara-Santa Maria-Lompoc MSA	0	0.00	4.56	0.00	51.63	0.00	28.14	0.00	15.68	0.00	0.00	0.00	0.00	0.00	0.00
Santa Cruz-Watsonville MSA	0	0.00	0.00	0.00	44.79	0.00	48.48	0.00	6.73	0.00	0.00	0.00	0.00	0.00	0.00
Santa Rosa MSA	3	2.10	0.00	0.00	10.38	0.00	79.43	100.00	10.18	0.00	0.00	0.00	0.00	0.00	0.00
Sierra Nevadas AA	1	0.70	0.00	0.00	5.92	0.00	33.37	100.00	60.71	0.00	14.29	0.00	0.00	33.33	0.00
Stockton-Lodi MSA	1	0.70	8.60	0.00	33.27	0.00	33.78	100.00	24.35	0.00	0.00	0.00	0.00	0.00	0.00
Vallejo-Fairfield-Napa MSA	0	0.00	0.46	0.00	24.80	0.00	58.97	0.00	15.77	0.00	0.00	0.00	0.00	0.00	0.00
Ventura MSA	1	0.70	4.83	0.00	42.96	0.00	43.23	100.00	8.97	0.00	0.00	0.00	0.00	0.00	0.00
Visalia-Tulare-Porterville-MSA	0	0.00	0.00	0.00	17.80	0.00	42.78	0.00	39.27	0.00	0.00	0.00	0.00	0.00	0.00
Yolo MSA	2	1.40	5.83	0.00	33.12	0.00	27.00	0.00	34.05	100.00	0.00	0.00	0.00	0.00	0.00
Yuba City MSA	0	0.00	0.00	0.00	30.82	0.00	57.55	0.00	11.64	0.00	0.00	0.00	0.00	0.00	0.00

* Based on 2000 Peer Mortgage Data: Western Region.

** Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

*** Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES											Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Busines** *	% BANK Loans	% of Busines** *	% BANK Loans	% of Busines** *	% BANK Loans	% of Busines** *	% BANK Loans	Overa ll	Low	Mod	Mid	Upp
Full Review:															
Los Angeles-Long Beach MSA	55,377	26.65	9.01	8.48	18.67	17.03	33.49	32.17	38.50	42.10	8.27	9.93	8.77	8.04	8.25
Oakland MSA	18,063	8.69	11.28	11.41	15.59	13.53	44.48	43.98	28.13	30.63	11.48	16.56	11.58	11.52	10.57
Orange County MSA	25,456	12.25	4.04	4.70	26.55	25.60	39.28	37.21	25.49	28.10	10.32	12.95	11.04	9.95	10.26
San Diego MSA	16,755	8.06	3.66	2.88	23.46	19.34	44.20	43.71	28.45	33.94	8.45	8.25	7.97	8.75	9.01
San Francisco MSA	20,680	9.95	14.33	12.35	19.01	20.58	37.96	35.66	28.56	31.38	12.50	15.31	13.17	11.54	13.33
San Jose MSA	13,179	6.34	6.07	5.71	23.28	21.67	51.90	52.71	18.49	19.85	10.39	11.47	10.23	10.60	10.70
Limited Review:															
Bakersfield MSA	2,394	1.15	8.76	7.69	24.09	25.19	27.45	21.18	39.69	45.95	7.97	10.81	8.82	7.67	7.92
Chico-Paradise MSA	1,144	0.55	0.00	0.00	24.37	17.48	55.10	52.53	20.53	29.98	9.52	0.00	9.74	9.28	11.14
Fresno MSA	3,893	1.87	4.59	4.26	23.63	21.76	42.88	40.38	28.72	33.60	8.34	12.68	9.61	8.28	7.79
Imperial County	287	0.14	0.98	2.09	61.82	64.81	13.10	11.85	24.10	21.25	7.46	20.00	9.16	3.01	6.35
Kings County	297	0.14	0.00	0.00	38.59	27.95	48.32	60.27	13.09	11.78	8.42	0.00	10.73	8.52	6.06
Merced MSA	488	0.23	0.00	0.20	25.24	19.06	62.37	61.07	12.38	19.67	5.46	100.00	6.98	4.81	7.57
Modesto MSA	1,705	0.82	1.10	1.35	22.12	18.65	57.50	56.60	19.11	23.40	7.63	15.79	7.98	7.90	7.59

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES												Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp	
Northern Rural	2,262	1.09	0.03	0.00	20.58	19.54	63.95	60.92	15.45	19.54	5.94	0.00	7.07	6.48	6.24	
Redding MSA	968	0.47	0.00	0.00	18.09	17.67	70.87	66.22	11.04	16.12	10.21	0.00	14.15	9.81	11.09	
Riverside-San Bernardino MSA	10,607	5.10	1.94	2.09	22.99	19.23	48.55	44.22	26.42	34.39	6.58	10.02	7.39	6.82	6.36	
Sacramento MSA	11,991	5.77	4.94	4.45	20.40	18.79	48.09	44.11	26.57	32.64	11.19	15.23	14.08	10.42	11.57	
Salinas MSA	2,359	1.14	7.49	6.27	19.40	16.15	40.96	40.19	32.15	37.39	9.88	9.17	10.45	11.13	9.85	
San Benito County	216	0.10	0.00	0.00	0.00	0.00	39.81	21.76	60.19	78.24	7.62	0.00	0.00	8.25	7.81	
San Luis Obispo-Atascadero-MSA	1,036	0.50	0.00	0.00	11.63	9.94	76.64	78.57	11.73	11.49	5.56	0.00	5.36	5.98	5.21	
Santa Barbara-Santa Maria-Lompoc MSA	1,722	0.83	0.51	0.41	43.85	39.90	30.07	24.85	25.57	34.84	5.38	9.52	5.53	4.67	6.26	
Santa Cruz-Watsonville MSA	1,818	0.87	0.00	0.00	21.27	19.31	54.89	56.16	23.81	24.53	9.08	0.00	10.91	9.76	7.99	
Santa Rosa MSA	2,806	1.35	0.00	0.00	15.25	12.79	70.65	71.38	14.10	15.82	7.37	0.00	7.61	7.92	7.05	
Sierra Nevadas AA	825	0.40	0.00	0.00	6.60	3.88	81.91	79.03	11.50	17.09	7.59	0.00	3.09	8.75	10.45	
Stockton-Lodi MSA	2,221	1.07	7.10	5.67	22.63	23.50	43.10	39.40	27.16	31.43	8.00	13.03	8.02	7.75	8.25	
Vallejo-Fairfield-Napa MSA	2,236	1.08	3.09	2.82	15.55	11.85	62.65	61.27	18.71	24.06	7.40	10.00	6.96	8.25	6.07	
Ventura MSA	4,384	2.11	3.61	2.46	28.52	25.18	46.34	46.67	21.52	25.68	8.71	7.12	9.87	9.07	8.06	
Visalia-Tulare-Porterville-MSA	1,227	0.59	0.00	0.00	18.52	20.29	49.49	53.22	31.96	26.49	7.67	0.00	9.82	8.45	5.89	
Yolo MSA	884	0.43	0.26	0.34	35.53	39.71	45.20	38.91	19.01	21.04	9.34	0.00	10.58	9.28	8.67	
Yuba City MSA	541	0.26	0.00	0.00	26.13	20.70	52.04	45.66	21.83	33.64	7.83	0.00	8.14	7.21	9.52	

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS											Geography: CALIFORNIA					
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total **	% of Farms* **	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	Over all	Low	Mod	Mid
Full Review:																
Los Angeles-Long Beach MSA	26	2.45	2.67	11.54	12.08	7.69	37.27	26.92	47.82	50.00	16.67	50.00	0.00	13.04	17.86	
Oakland MSA	14	1.32	5.16	35.71	11.21	0.00	46.66	14.29	36.84	50.00	21.88	50.00	0.00	28.57	11.76	
Orange County MSA	16	1.51	3.29	0.00	23.61	43.75	42.44	31.25	29.34	25.00	9.09	0.00	11.11	9.09	11.11	
San Diego MSA	13	1.22	1.29	0.00	17.64	15.38	47.02	53.85	34.04	30.77	4.05	0.00	6.67	3.45	3.45	
San Francisco MSA	21	1.98	2.93	14.29	18.99	0.00	43.51	14.29	34.34	71.43	13.89	0.00	0.00	0.00	35.71	
San Jose MSA	1	0.09	4.32	0.00	24.46	0.00	51.54	100.00	19.68	0.00	20.83	0.00	0.00	25.00	25.00	
Limited Review:																
Bakersfield MSA	66	6.21	1.04	3.03	36.12	24.24	28.81	22.73	34.03	50.00	9.52	0.00	3.08	2.63	16.67	
Chico-Paradise MSA	14	1.32	0.00	0.00	8.91	0.00	55.15	78.57	35.93	21.43	3.26	0.00	0.00	3.57	3.33	
Fresno MSA	203	19.11	0.46	0.99	17.67	12.32	60.95	64.04	20.82	22.66	6.93	33.33	5.04	5.83	12.22	
Imperial County	20	1.88	4.01	15.00	37.43	25.00	25.40	35.00	33.16	25.00	7.87	0.00	5.71	3.45	9.09	
Kings County	53	4.99	0.00	0.00	17.48	7.55	67.59	83.02	14.93	9.43	21.69	0.00	12.50	25.81	8.33	
Merced MSA	12	1.13	0.10	0.00	9.16	0.00	83.14	91.67	7.60	8.33	0.26	0.00	0.00	0.29	0.00	
Modesto MSA	49	4.61	0.23	0.00	8.55	30.61	58.76	44.90	32.46	24.49	4.23	0.00	17.95	2.33	2.15	

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS											Geography: CALIFORNIA					
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total **	% of Farms* **	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	Over all	Low	Mod	Mid
Northern Rural	26	2.45	0.00	0.00	13.44	11.54	76.91	73.08	9.65	15.38	0.61	0.00	0.00	0.39	2.00	
Redding MSA	2	0.19	0.00	0.00	8.96	0.00	78.61	100.00	12.44	0.00	4.76	0.00	0.00	6.25	0.00	
Riverside-San Bernardino MSA	44	4.14	2.92	2.27	20.57	22.73	43.44	25.00	33.03	50.00	11.97	0.00	7.69	10.00	17.86	
Sacramento MSA	23	2.17	1.88	0.00	11.54	34.78	59.15	30.43	27.43	34.78	7.14	0.00	0.00	1.82	18.18	
Salinas MSA	61	5.74	7.68	8.20	19.52	24.59	47.36	52.46	25.44	14.75	20.29	50.00	13.33	25.00	0.00	
San Benito County	1	0.09	0.00	0.00	0.00	0.00	15.10	0.00	84.90	100.00	6.25	0.00	0.00	0.00	7.14	
San Luis Obispo-Atascadero-MSA	8	0.75	0.00	0.00	8.01	0.00	84.55	62.50	7.44	37.50	1.56	0.00	0.00	1.72	0.00	
Santa Barbara-Santa Maria-Lompoc MSA	10	0.94	0.00	0.00	26.87	40.00	28.84	30.00	44.29	30.00	6.10	0.00	9.38	3.45	4.76	
Santa Cruz-Watsonville MSA	12	1.13	0.00	0.00	20.93	16.67	56.71	83.33	22.15	0.00	16.67	0.00	0.00	20.00	0.00	
Santa Rosa MSA	16	1.51	0.00	0.00	4.52	0.00	81.57	100.00	13.92	0.00	7.79	0.00	0.00	8.20	0.00	
Sierra Nevadas AA	2	0.19	0.00	0.00	4.55	0.00	80.97	100.00	14.49	0.00	0.00	0.00	0.00	0.00	0.00	
Stockton-Lodi MSA	49	4.61	0.73	0.00	9.15	12.24	62.32	34.69	27.79	53.06	3.36	0.00	3.85	0.96	6.78	
Vallejo-Fairfield-Napa MSA	17	1.60	0.64	29.41	5.57	5.88	62.74	29.41	31.05	35.29	4.92	100.00	0.00	1.12	11.11	
Ventura MSA	8	0.75	1.72	0.00	34.99	25.00	46.62	75.00	16.68	0.00	3.85	0.00	6.67	0.00	0.00	
Visalia-Tulare-Porterville-MSA	252	23.73	0.00	0.00	24.83	19.44	62.30	72.62	12.87	7.94	25.82	0.00	26.67	28.48	12.12	
Yolo MSA	11	1.04	0.00	0.00	16.97	36.36	66.87	27.27	16.17	36.36	1.46	0.00	0.00	1.95	0.00	
Yuba City MSA	12	1.13	0.00	0.00	18.39	8.33	53.68	83.33	27.93	8.33	1.47	0.00	0.00	2.80	0.00	

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Los Angeles-Long Beach MSA	21,424	14.66	22.82	2.42	16.85	13.22	19.70	26.25	40.63	58.11	4.54	3.84	3.95	4.51	4.69	
Oakland MSA	11,799	8.07	20.34	1.96	17.35	13.37	23.48	26.61	38.83	58.05	5.22	3.05	4.59	5.68	5.26	
Orange County MSA	13,779	9.43	18.65	3.68	19.00	17.14	23.57	27.63	38.77	51.54	6.23	4.64	5.65	6.58	6.34	
San Diego MSA	15,180	10.39	19.87	1.89	18.72	11.19	22.32	23.28	39.09	63.64	7.10	4.62	6.47	6.73	7.44	
San Francisco MSA	3,951	2.70	19.83	1.85	18.18	8.40	22.65	18.31	39.34	71.44	4.17	3.86	5.68	4.58	4.01	
San Jose MSA	6,019	4.12	18.71	1.94	18.69	11.32	23.99	26.28	38.61	60.46	4.75	3.87	4.69	4.54	4.88	
Limited Review:																
Bakersfield MSA	2,391	1.64	22.38	4.39	17.15	15.11	20.18	23.93	40.29	56.56	5.66	3.45	3.29	4.68	7.84	
Chico-Paradise MSA	859	0.59	19.92	1.91	18.62	10.25	22.18	23.96	39.28	63.89	6.43	2.03	4.01	6.18	7.46	
Fresno MSA	3,199	2.19	23.02	5.16	16.93	15.70	19.78	22.55	40.27	56.59	5.98	6.05	4.38	5.14	6.91	
Imperial County	577	0.39	29.34	2.97	18.37	26.53	19.19	23.56	33.11	46.95	10.60	8.00	7.69	9.93	11.70	
Kings County	270	0.18	23.33	5.62	19.25	18.35	22.00	28.09	35.42	47.94	5.38	4.69	5.88	6.44	4.71	
Merced MSA	563	0.39	20.72	1.97	18.73	10.38	20.00	27.91	40.54	59.75	4.70	6.32	2.29	5.88	4.67	
Modesto MSA	2,070	1.42	20.97	1.73	17.19	12.52	21.42	26.38	40.42	59.37	6.31	3.41	4.28	4.88	8.03	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 1.47% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Northern Rural	2,634	1.80	20.76	3.44	18.61	10.37	21.05	23.64	39.58	62.55	7.04	11.00	5.78	6.98	7.11	
Redding MSA	920	0.63	21.65	2.09	17.74	18.06	20.87	28.96	39.73	50.88	5.39	1.89	4.50	6.28	5.52	
Riverside-San Bernardino MSA	21,612	14.79	20.75	5.34	17.17	16.88	22.57	26.67	39.51	51.11	7.35	8.14	6.92	7.26	7.47	
Sacramento MSA	12,990	8.89	20.17	4.19	18.02	15.77	23.02	25.86	38.79	54.19	7.24	5.24	5.32	6.19	8.81	
Salinas MSA	1,008	0.69	18.65	1.01	18.28	5.88	23.94	21.88	39.13	71.23	5.34	1.35	6.14	6.12	5.14	
San Benito County	283	0.19	10.84	0.00	14.43	0.72	19.00	1.79	55.73	97.49	4.14	0.00	0.00	2.00	4.24	
San Luis Obispo-Atascadero-MSA	2,624	1.80	17.65	2.53	18.91	11.68	24.68	24.66	38.76	61.13	10.82	16.36	14.41	10.27	10.39	
Santa Barbara-Santa Maria-Lompoc MSA	1,586	1.09	19.52	4.07	18.10	18.70	22.62	27.67	39.77	49.55	8.20	9.31	9.86	10.73	6.78	
Santa Cruz-Watsonville MSA	1,023	0.70	19.49	2.29	18.01	12.13	22.66	24.85	39.84	60.74	4.88	5.10	6.37	5.64	4.54	
Santa Rosa MSA	2,277	1.56	17.10	2.57	19.09	12.42	25.39	26.44	38.42	58.56	5.59	4.44	5.22	5.61	5.68	
Sierra Nevadas AA	1,164	0.80	16.58	1.04	17.28	4.69	22.44	12.51	43.71	81.76	9.49	4.17	6.78	7.42	10.14	
Stockton-Lodi MSA	4,705	3.22	21.84	1.98	17.32	10.07	21.40	24.65	39.44	63.30	9.23	4.62	6.23	9.65	9.87	
Vallejo-Fairfield-Napa MSA	3,100	2.12	17.94	1.74	17.89	10.01	25.91	28.72	38.27	59.53	6.34	5.24	5.98	6.93	6.19	
Ventura MSA	5,249	3.59	18.41	2.06	18.90	13.37	25.19	32.48	37.50	52.08	9.19	5.17	6.96	9.92	9.74	
Visalia-Tulare-Porterville-MSA	1,340	0.92	21.64	3.70	18.12	17.61	19.54	22.90	40.70	55.78	7.64	8.95	8.27	6.84	7.73	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 1.47% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Yolo MSA	1,050	0.72	21.22	3.07	18.13	15.24	20.86	32.41	39.79	49.28	8.10	8.39	6.95	8.71	8.11
Yuba City MSA	475	0.33	20.32	2.12	18.62	9.98	20.11	25.05	40.94	62.85	3.20	0.00	1.85	3.11	3.80

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp
Full Review:															
Los Angeles-Long Beach MSA	3,679	19.71	22.82	3.34	16.85	8.23	19.70	20.79	40.63	67.64	9.68	6.86	8.15	8.42	10.43
Oakland MSA	2,046	10.96	20.34	4.56	17.35	12.79	23.48	21.01	38.83	61.63	11.81	10.40	9.98	9.84	13.22
Orange County MSA	1,736	9.30	18.65	3.22	19.00	10.40	23.57	25.11	38.77	61.28	12.61	9.45	9.17	13.02	13.36
San Diego MSA	1,817	9.73	19.87	2.97	18.72	9.14	22.32	19.54	39.09	68.34	11.64	9.89	11.06	10.25	12.23
San Francisco MSA	988	5.29	19.83	6.00	18.18	10.25	22.65	21.43	39.34	62.32	8.42	6.55	7.92	7.72	8.92
San Jose MSA	1,369	7.33	18.71	5.77	18.69	15.10	23.99	30.27	38.61	48.85	13.96	9.93	11.72	13.89	15.28
Limited Review:															
Bakersfield MSA	184	0.99	22.38	1.15	17.15	10.92	20.18	21.26	40.29	66.67	5.97	2.56	6.98	3.63	6.75
Chico-Paradise MSA	105	0.56	19.92	3.81	18.62	10.48	22.18	18.10	39.28	67.62	10.23	0.00	11.11	9.33	11.36
Fresno MSA	241	1.29	23.02	2.65	16.93	11.95	19.78	20.80	40.27	64.60	5.34	8.93	5.41	6.67	4.75
Imperial County	45	0.24	29.34	4.88	18.37	4.88	19.19	19.51	33.11	70.73	13.24	8.33	0.00	10.71	16.67
Kings County	30	0.16	23.33	6.67	19.25	6.67	22.00	23.33	35.42	63.33	6.28	25.00	9.09	7.14	5.41
Merced MSA	52	0.28	20.72	0.00	18.73	10.20	20.00	22.45	40.54	67.35	6.25	0.00	5.88	6.35	6.37
Modesto MSA	220	1.18	20.97	5.83	17.19	8.74	21.42	16.50	40.42	68.93	8.30	0.00	10.39	7.18	8.69

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 4.34% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp
Northern Rural	249	1.33	20.76	5.00	18.61	7.92	21.05	19.58	39.58	67.50	8.46	8.33	4.55	9.50	8.65
Redding MSA	65	0.35	21.65	6.35	17.74	3.17	20.87	22.22	39.73	68.25	10.44	11.11	3.03	10.29	11.65
Riverside-San Bernardino MSA	1,718	9.20	20.75	2.57	17.17	9.20	22.57	22.54	39.51	65.69	9.15	5.83	8.10	8.72	9.58
Sacramento MSA	1,211	6.49	20.17	5.28	18.02	11.67	23.02	20.95	38.79	62.10	11.41	13.44	10.16	9.43	12.34
Salinas MSA	255	1.37	18.65	3.66	18.28	8.94	23.94	17.89	39.13	69.51	18.66	0.00	14.29	15.20	20.43
San Benito County	65	0.35	10.84	0.00	14.43	0.00	19.00	3.08	55.73	96.92	16.00	0.00	0.00	14.29	16.32
San Luis Obispo-Atascadero-MSA	142	0.76	17.65	2.16	18.91	9.35	24.68	23.02	38.76	65.47	20.06	14.29	5.26	21.95	22.27
Santa Barbara-Santa Maria-Lompoc MSA	133	0.71	19.52	2.33	18.10	10.08	22.62	25.58	39.77	62.02	13.61	4.35	9.26	14.96	14.52
Santa Cruz-Watsonville MSA	235	1.26	19.49	0.86	18.01	9.87	22.66	28.33	39.84	60.94	18.51	0.00	13.33	21.54	19.06
Santa Rosa MSA	279	1.49	17.10	1.84	19.09	12.87	25.39	24.26	38.42	61.03	8.82	6.38	9.92	9.25	8.61
Sierra Nevadas AA	98	0.53	16.58	5.32	17.28	6.38	22.44	17.02	43.71	71.28	11.11	27.27	18.75	5.45	11.15
Stockton-Lodi MSA	451	2.42	21.84	3.70	17.32	9.47	21.40	17.78	39.44	69.05	15.44	18.18	20.41	10.09	16.02
Vallejo-Fairfield-Napa MSA	418	2.24	17.94	1.75	17.89	9.48	25.91	22.69	38.27	66.08	11.82	4.55	9.03	10.70	12.98
Ventura MSA	541	2.90	18.41	2.84	18.90	10.59	25.19	30.06	37.50	56.52	13.74	6.32	10.29	13.32	15.75
Visalia-Tulare-Porterville-MSA	148	0.79	21.64	1.39	18.12	12.50	19.54	16.67	40.70	69.44	10.52	7.69	13.95	7.77	10.91
Yolo MSA	79	0.42	21.22	10.26	18.13	12.82	20.86	19.23	39.79	57.69	9.94	4.35	9.09	1.28	14.97

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 4.34% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Yuba City MSA	66	0.35	20.32	0.00	18.62	9.09	20.11	21.21	40.94	69.70	10.1 0	0.00	5.88	6.52	12.0 6
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Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Los Angeles-Long Beach MSA	27,845	16.15	22.82	2.96	16.85	9.17	19.70	20.46	40.63	67.40	4.26	3.18	3.63	3.95	4.59	
Oakland MSA	20,091	11.65	20.34	3.10	17.35	12.20	23.48	25.24	38.83	59.46	5.56	4.27	4.26	5.40	6.21	
Orange County MSA	16,883	9.79	18.65	3.60	19.00	14.51	23.57	26.83	38.77	55.06	5.73	4.05	5.39	5.52	6.09	
San Diego MSA	14,424	8.37	19.87	2.73	18.72	8.67	22.32	21.80	39.09	66.79	5.16	3.42	3.89	4.58	5.75	
San Francisco MSA	10,296	5.97	19.83	3.63	18.18	11.06	22.65	23.51	39.34	61.80	5.12	5.89	5.87	5.16	4.91	
San Jose MSA	15,866	9.20	18.71	3.00	18.69	12.15	23.99	26.62	38.61	58.24	5.58	5.53	4.96	5.93	5.60	
Limited Review:																
Bakersfield MSA	1,547	0.90	22.38	4.61	17.15	10.12	20.18	16.79	40.29	68.48	4.75	4.85	2.53	3.53	5.72	
Chico-Paradise MSA	931	0.54	19.92	2.48	18.62	9.45	22.18	23.02	39.28	65.05	6.59	4.55	3.26	7.76	7.06	
Fresno MSA	2,707	1.57	23.02	4.38	16.93	9.21	19.78	15.90	40.27	70.50	5.51	4.98	4.32	4.07	6.34	
Imperial County	244	0.14	29.34	4.72	18.37	11.32	19.19	20.28	33.11	63.68	6.09	0.00	3.23	5.13	7.60	
Kings County	286	0.17	23.33	3.45	19.25	11.64	22.00	21.12	35.42	63.79	7.20	0.00	8.05	9.79	6.48	
Merced MSA	546	0.32	20.72	3.04	18.73	7.69	20.00	21.05	40.54	68.22	5.27	3.77	2.24	5.52	5.77	
Modesto MSA	2,021	1.17	20.97	3.31	17.19	12.64	21.42	25.39	40.42	58.65	6.43	2.60	5.66	6.82	6.76	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 8.75% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Northern Rural	2,974	1.72	20.76	2.22	18.61	8.15	21.05	19.09	39.58	70.55	6.93	2.38	6.16	5.35	7.76	
Redding MSA	660	0.38	21.65	4.48	17.74	10.78	20.87	19.57	39.73	65.17	6.52	2.38	4.88	5.48	7.39	
Riverside-San Bernardino MSA	14,259	8.27	20.75	5.24	17.17	11.87	22.57	21.24	39.51	61.65	5.74	4.45	4.26	5.51	6.28	
Sacramento MSA	12,405	7.19	20.17	4.43	18.02	13.38	23.02	24.28	38.79	57.90	6.96	5.67	5.30	6.13	8.04	
Salinas MSA	2,074	1.20	18.65	2.02	18.28	11.27	23.94	20.42	39.13	66.28	8.34	4.12	8.27	6.77	9.06	
San Benito County	504	0.29	10.84	0.62	14.43	3.11	19.00	7.68	55.73	88.59	8.18	0.00	15.00	4.48	8.34	
San Luis Obispo-Atascadero-MSA	2,600	1.51	17.65	2.16	18.91	10.58	24.68	26.57	38.76	60.70	8.49	1.64	8.39	9.80	8.25	
Santa Barbara-Santa Maria-Lompoc MSA	1,974	1.14	19.52	3.80	18.10	12.11	22.62	23.74	39.77	60.35	5.03	4.17	6.37	5.57	4.68	
Santa Cruz-Watsonville MSA	2,073	1.20	19.49	3.18	18.01	13.22	22.66	25.80	39.84	57.80	6.34	8.65	8.16	6.19	5.95	
Santa Rosa MSA	4,001	2.32	17.10	2.93	19.09	13.83	25.39	28.82	38.42	54.43	5.64	2.33	4.61	6.08	5.85	
Sierra Nevadas AA	1,088	0.63	16.58	2.08	17.28	6.62	22.44	14.92	43.71	76.38	6.88	8.20	3.87	4.77	7.76	
Stockton-Lodi MSA	3,124	1.81	21.84	2.50	17.32	8.18	21.40	18.86	39.44	70.45	7.61	7.08	5.62	6.76	8.28	
Vallejo-Fairfield-Napa MSA	3,651	2.12	17.94	2.44	17.89	9.71	25.91	24.60	38.27	63.25	5.64	4.83	4.64	5.00	6.11	
Ventura MSA	4,620	2.68	18.41	4.01	18.90	14.41	25.19	29.86	37.50	51.71	5.07	2.55	4.47	5.54	5.29	
Visalia-Tulare-Porterville-MSA	1,333	0.77	21.64	4.11	18.12	8.90	19.54	17.38	40.70	69.61	7.11	4.81	6.49	5.31	8.07	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 8.75% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Yolo MSA	844	0.4 9	21.22	3.60	18.13	15.17	20.86	29.56	39.79	51.67	7.76	4.55	6.59	6.64	9.06
Yuba City MSA	547	0.3 2	20.32	1.27	18.62	8.70	20.11	22.51	40.94	67.52	4.27	0.00	7.69	3.78	3.88

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES													Geography: CALIFORNIA		
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*							
	#	% of Total **	% of Business es***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less						
Full Review:															
Los Angeles-Long Beach MSA	55,377	26.65	83.60	41.62	93.64	3.55	2.82	8.27	8.82						
Oakland MSA	18,063	8.69	85.19	39.03	90.41	5.00	4.60	11.48	11.51						
Orange County MSA	25,456	12.25	83.50	40.52	91.73	4.36	3.91	10.32	11.04						
San Diego MSA	16,755	8.06	83.92	42.72	93.57	3.60	2.83	8.45	9.53						
San Francisco MSA	20,680	9.95	84.64	37.88	92.72	3.82	3.45	12.50	11.37						
San Jose MSA	13,179	6.34	83.62	39.27	93.48	3.32	3.19	10.39	10.44						
Limited Review:															
Bakersfield MSA	2,394	1.15	87.32	39.68	91.77	4.18	4.05	7.97	8.43						
Chico-Paradise MSA	1,144	0.55	88.99	49.83	93.36	4.11	2.53	9.52	12.66						
Fresno MSA	3,893	1.87	85.23	38.40	87.46	7.01	5.52	8.34	8.13						
Imperial County	287	0.14	83.09	36.59	93.03	4.53	2.44	7.46	5.95						
Kings County	297	0.14	87.87	38.38	92.59	6.06	1.35	8.42	7.93						
Merced MSA	488	0.23	88.07	41.80	94.88	3.28	1.84	5.46	5.39						

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 43.85% of small loans to businesses originated and purchased by WFB.

Modesto MSA	1,70 5	0.82	84.92	41.47	93.90	2.82	3.28	7.63	8.64
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Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total **	% of Business es***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Northern Rural	2,262	1.09	87.53	39.96	94.78	2.96	2.25	5.94	5.26
Redding MSA	968	0.47	86.11	56.40	97.52	1.76	0.72	10.21	16.92
Riverside-San Bernardino MSA	10,607	5.10	84.74	41.86	92.56	4.33	3.11	6.58	8.01
Sacramento MSA	11,991	5.77	86.58	43.24	93.85	3.84	2.31	11.19	12.60
Salinas MSA	2,359	1.14	86.03	42.94	93.94	3.18	2.88	9.88	11.23
San Benito County	216	0.10	83.69	43.52	92.59	3.24	4.17	7.62	9.24
San Luis Obispo-Atascadero-MSA	1,036	0.50	85.38	41.80	96.04	2.03	1.93	5.56	6.45
Santa Barbara-Santa Maria-Lompoc MSA	1,722	0.83	84.33	43.73	96.52	1.80	1.68	5.38	5.72
Santa Cruz-Watsonville MSA	1,818	0.87	88.07	41.86	94.06	2.59	3.36	9.08	9.36
Santa Rosa MSA	2,806	1.35	86.17	39.24	93.37	3.31	3.31	7.37	7.09
Sierra Nevadas AA	825	0.40	87.80	44.00	92.61	4.24	3.15	7.59	8.52
Stockton-Lodi MSA	2,221	1.07	86.33	39.31	89.33	6.53	4.14	8.00	8.00
Vallejo-Fairfield-Napa MSA	2,236	1.08	86.75	40.79	92.04	3.67	4.29	7.40	8.31
Ventura MSA	4,384	2.11	86.07	43.59	95.46	2.49	2.05	8.71	10.20
Visalia-Tulare-Porterville-MSA	1,227	0.59	86.37	40.26	87.12	5.87	7.01	7.67	7.00
Yolo MSA	884	0.43	85.89	41.29	91.63	4.75	3.62	9.34	9.42

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 43.85% of small loans to businesses originated and purchased by WFB.

Yuba City MSA	541	0.26	88.89	45.66	93.53	4.44	2.03	7.83	9.42
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Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS					Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total **	% of Farms***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Los Angeles-Long Beach MSA	26	2.45	86.84	23.08	26.92	53.85	19.23	16.67	7.69
Oakland MSA	14	1.32	85.83	7.14	35.71	28.57	35.71	21.88	0.00
Orange County MSA	16	1.51	82.65	25.00	43.75	31.25	25.00	9.09	0.00
San Diego MSA	13	1.22	83.30	7.69	46.15	30.77	23.08	4.05	2.33
San Francisco MSA	21	1.98	85.36	14.29	66.67	19.05	14.29	13.89	0.00
San Jose MSA	1	0.09	85.65	0.00	100.00	0.00	0.00	20.83	26.67
Limited Review:									
Bakersfield MSA	66	6.21	71.63	10.61	37.88	25.76	36.36	9.52	3.82
Chico-Paradise MSA	14	1.32	85.10	42.86	50.00	21.43	28.57	3.26	2.78
Fresno MSA	203	19.11	81.18	27.09	43.35	34.98	21.67	6.93	4.20
Imperial County	20	1.88	60.43	0.00	45.00	20.00	35.00	7.87	0.00
Kings County	53	4.99	76.12	5.66	30.19	30.19	39.62	21.69	5.26
Merced MSA	12	1.13	79.73	0.00	16.67	41.67	41.67	0.26	0.00
Modesto MSA	49	4.61	84.00	18.37	30.61	36.73	32.65	4.23	1.91

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2001).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 27.50% of small loans to farms originated and purchased by WFB.

Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS					Geography: CALIFORNIA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total **	% of Farms***	% BANK Loans***	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Northern Rural	26	2.45	87.53	19.23	46.15	23.08	30.77	0.61	0.00
Redding MSA	2	0.19	84.58	0.00	100.00	0.00	0.00	4.76	0.00
Riverside-San Bernardino MSA	44	4.14	80.49	11.36	29.55	40.91	29.55	11.97	5.88
Sacramento MSA	23	2.17	86.87	4.35	52.17	30.43	17.39	7.14	3.70
Salinas MSA	61	5.74	66.25	11.48	32.79	39.34	27.87	20.29	0.00
San Benito County	1	0.09	79.17	100.00	0.00	100.00	0.00	6.25	7.14
San Luis Obispo-Atascadero-MSA	8	0.75	82.40	25.00	50.00	37.50	12.50	1.56	1.85
Santa Barbara-Santa Maria-Lompoc MSA	10	0.94	78.32	10.00	60.00	30.00	10.00	6.10	0.00
Santa Cruz-Watsonville MSA	12	1.13	78.05	0.00	41.67	25.00	33.33	16.67	0.00
Santa Rosa MSA	16	1.51	84.06	12.50	62.50	25.00	12.50	7.79	0.00
Sierra Nevadas AA	2	0.19	89.49	50.00	50.00	50.00	0.00	0.00	0.00
Stockton-Lodi MSA	49	4.61	81.90	6.12	42.86	34.69	22.45	3.36	0.42
Vallejo-Fairfield-Napa MSA	17	1.60	82.66	0.00	35.29	17.65	47.06	4.92	0.00
Ventura MSA	8	0.75	79.31	0.00	37.50	37.50	25.00	3.85	0.00
Visalia-Tulare-Porterville-MSA	252	23.73	78.02	14.68	28.57	38.49	32.94	25.82	11.81
Yolo MSA	11	1.04	77.25	18.18	63.64	36.36	0.00	1.46	1.72
Yuba City MSA	12	1.13	81.94	33.33	50.00	41.67	8.33	1.47	0.60

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2001).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 27.50% of small loans to farms originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Geography: CALIFORNIA							
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Los Angeles-Long Beach MSA	8	20,723	322	44,655	330	65,378	22.82	3	16,377
Oakland MSA	3	6,065	171	12,462	174	18,527	6.47	2	2,660
Orange County MSA	1	5,122	132	12,519	133	17,641	6.16	1	1,221
San Diego MSA	3	6,535	149	5,829	152	12,364	4.32	1	5,863
San Francisco MSA	3	22,134	321	62,481	324	84,615	29.53	3	16,969
San Jose MSA	1	5,800	71	24,500	72	30,300	10.57	1	1,883
Limited Review:									
Bakersfield MSA	1	598	8	585	9	1,183	0.41	1	143
Chico-Paradise MSA	1	238	6	176	7	414	0.14	1	1,322
Fresno MSA	1	920	28	1,872	29	2,792	0.97	1	388
Imperial County	1	195	3	118	4	313	0.11	1	47
Kings County	1	102	4	211	5	314	0.11	1	24
Merced MSA	1	146	10	304	11	450	0.16	1	35
Modesto MSA	1	671	9	1,096	10	1,767	0.62	1	160

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

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

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Geography: CALIFORNIA							
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Northern Rural	1	482	18	396	19	878	0.31	1	2,672
Redding MSA	1	177	5	119	6	296	0.10	1	982
Riverside-San Bernardino MSA	1	2,284	53	17,576	54	19,860	6.93	1	544
Sacramento MSA	1	3,327	104	8,636	105	11,964	4.18	1	828
Salinas MSA	1	744	13	653	14	1,398	0.49	1	177
San Benito County	1	39	1	23	2	62	0.02	1	9
San Luis Obispo-Atascadero-MSA	1	541	10	308	11	850	0.30	1	58
Santa Barbara-Santa Maria-Lompoc MSA	1	450	26	538	27	988	0.34	1	107
Santa Cruz-Watsonville MSA	1	456	15	417	16	873	0.30	1	109
Santa Rosa MSA	1	968	10	637	11	1,604	0.56	1	231
Sierra Nevada	1	167	4	103	5	270	0.09	1	40
Stockton-Lodi MSA	1	684	16	463	17	1,147	0.40	1	163
Vallejo-Fairfield-Napa MSA	1	699	38	5,441	39	6,140	2.14	1	167
Ventura MSA	1	1,084	29	1,433	30	2,517	0.88	1	259
Visalia-Tulare-Porterville-MSA	1	309	20	472	21	781	0.27	1	74
Yolo MSA	1	262	8	304	9	566	0.20	1	63
Yuba City MSA	1	172	2	108	3	280	0.10	1	41

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: CALIFORNIA			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits % of Rated Area Deposits in AA	Branches						Branch Openings/Closings						Population			
		# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Los Angeles-Long Beach MSA	19.94	200	23	6.50	13.00	36.50	44.00	7	80	-1	-10	-27	-35	9.02	26.69	33.93	30.17
Oakland MSA	8.71	75	9	8.00	16.00	46.67	29.33	5	21	+1	-4	-8	-5	8.58	20.10	43.13	27.70
Orange County MSA	7.84	85	10	1.18	21.18	43.53	34.12	7	21	-1	-3	-5	-5	3.61	26.73	42.01	27.64
San Diego MSA	6.87	80	9	0.00	21.25	47.50	31.25	3	39	0	-6	-20	-10	6.24	23.15	43.98	25.26
San Francisco MSA	26.12	69	8	17.39	18.84	36.23	27.54	3	15	0	0	-6	-6	6.52	20.53	44.94	27.91
San Jose MSA	8.54	54	6	3.70	18.52	57.41	20.37	3	23	0	-1	-12	-7	3.91	21.23	54.69	20.18
Limited Review:																	
Bakersfield MSA	0.88	17	2	5.88	17.65	29.41	47.06	1	6	0	0	-1	-4	3.46	31.76	32.34	31.41
Chico-Paradise MSA	0.35	8	1	0.00	12.50	75.00	12.50	2	1	0	0	+2	-1	0.00	20.01	60.51	19.48
Fresno MSA	1.35	17	2	5.88	11.76	41.18	41.18	0	6	0	-1	-4	-1	4.84	26.69	45.19	23.14
Imperial County	0.29	3	0	0.00	100.00	0.00	0.00	0	2	0	-1	0	-1	2.89	59.18	15.54	22.39
Kings County	0.06	2	0	0.00	50.00	50.00	0.00	0	0	0	0	0	0	0.00	39.45	46.76	13.79
Merced MSA	0.22	3	0	0.00	33.33	33.33	33.33	0	2	0	0	0	-2	0.06	18.06	69.42	12.46
Modesto MSA	0.99	9	1	0.00	55.56	11.11	33.33	0	3	0	0	-1	-2	0.80	19.56	57.51	22.08

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: CALIFORNIA			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits % of Rated Area Deposits in AA	Branches						Branch Openings/Closings						Population			
		# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Northern Rural	0.71	14	2	0.00	35.7 1	57.1 4	7.14	1	6	0	-2	-3	0	0.03	16.8 3	67.4 3	15.7 1
Redding MSA	0.26	2	0	0.00	50.0 0	50.0 0	0.00	0	3	0	0	-3	0	0.00	12.7 1	73.3 5	13.9 4
Riverside-San Bernardino MSA	3.36	54	6	1.85	22.2 2	46.3 0	29.6 3	1	25	0	-8	-10	-6	2.01	21.9 3	48.8 2	26.7 4
Sacramento MSA	4.49	62	7	0.00	12.9 0	46.7 7	40.3 2	4	23	0	-1	-14	-4	5.14	17.4 5	51.6 9	25.7 2
Salinas MSA	1.10	16	2	12.5 0	6.25	43.7 5	37.5 0	1	5	0	-1	-1	-2	0.77	28.8 9	46.8 7	23.4 7
San Benito County	0.06	1	0	0.00	0.00	100. 00	0.00	0	0	0	0	0	0	0.00	0.00	34.2 5	65.7 5
San Luis Obispo-Atascadero-MSA	0.36	7	1	0.00	14.2 9	71.4 3	14.2 9	1	3	0	0	-2	0	0.00	9.53	80.9 8	9.46
Santa Barbara-Santa Maria-Lompoc MSA	0.66	9	1	0.00	44.4 4	33.3 3	22.2 2	1	7	0	-1	-4	-1	0.00	0.00	0.00	0.00
Santa Cruz-Watsonville MSA	0.67	7	1	0.00	28.5 7	42.8 6	28.5 7	1	5	0	-1	-2	-1	0.00	23.1 4	53.1 2	23.7 4
Santa Rosa MSA	1.42	17	2	0.00	23.5 3	70.5 9	5.88	2	4	0	0	-2	0	0.00	10.2 1	73.4 4	16.3 5
Sierra Nevadas AA	0.25	3	0	0.00	0.00	100. 00	0.00	1	3	0	0	-1	-1	0.00	3.83	76.7 4	19.4 3
Stockton-Lodi MSA	1.01	9	1	11.1 1	0.00	22.2 2	66.6 7	2	3	0	0	-2	+1	2.84	27.4 9	44.0 3	25.6 4
Vallejo-Fairfield-Napa MSA	1.03	19	2	5.26	5.26	63.1 6	26.3 2	1	6	-1	-1	-4	+1	0.33	15.4 0	59.7 3	24.4 6
Ventura MSA	1.60	19	2	5.26	52.6 3	31.5 8	10.5 3	0	12	0	-4	-5	-3	2.58	29.3 2	45.0 1	23.1 0
Visalia-Tulare-Porterville-MSA	0.45	5	1	0.00	20.0 0	60.0 0	20.0 0	1	1	0	0	0	0	0.00	27.6 6	47.3 5	24.7 2
Yolo MSA	0.39	6	1	0.00	16.6 7	50.0 0	33.3 3	0	1	0	-1	0	0	3.68	27.4 4	34.9 1	33.9 7
Yuba City MSA	0.25	2	0	0.00	50.0 0	0.00	50.0 0	0	0	0	0	0	0	0.00	30.4 4	48.5 7	20.9 9

State of Colorado Tables

Table 1. Lending Volume

LENDING VOLUME		Geography: COLORADO										
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001												
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000' s)	
Full Review:												
Denver MSA	100.00	564	68,024	785	57,665	0	0	1	500	1,350	126,689	100.00

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From November 01, 1999 to October 31, 2001.

*** Deposit Data as of March 31, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: COLORADO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Denver MSA	203	100.00	3.67	2.67	19.89	11.58	45.25	45.01	31.19	40.47	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: COLORADO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Denver MSA	48	100.00	3.67	2.73	19.89	11.94	45.25	44.26	31.19	41.05	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE											Geography: COLORADO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Denver MSA	275	100.00	3.67	2.39	19.89	12.10	45.25	47.40	31.19	37.98	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES											Geography: COLORADO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Denver MSA	785	100.00	8.44	10.63	22.68	24.98	37.00	32.70	31.54	31.37	NA	NA	NA	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: COLORADO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Denver MSA	199	100.00	18.79	6.38	18.71	19.53	24.56	28.97	37.94	45.12	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 1.48% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: COLORADO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Overall	Low	Mod	Mid	Upp
Full Review:															
Denver MSA	87	100.00	18.79	5.49	18.71	14.91	24.56	27.55	37.94	52.05	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 5.16% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: COLORADO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Denver MSA	275	100.00	18.79	7.12	18.71	19.12	24.56	28.80	37.94	44.96	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 8.62% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: COLORADO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Business es***	% BANK Loans****	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Denver MSA	785	100.00	85.20	46.05	82.15	9.56	8.29	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 29.03% of small loans to businesses originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001						Geography: COLORADO	
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Denver MSA	0	0	1	350	1	350	100.00	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: COLORADO			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Denver MSA	100.00	1	100	0.00	100.00	0.00	0.00	0	0	0	0	0	0	6.86	23.97	43.35	25.82

State of Idaho Tables

Table 1. Lending Volume

LENDING VOLUME		Geography: IDAHO										
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001												
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000' s)	
Full Review:												
Boise MSA	57.95	4,382	479,04 2	584	14,766	21	3,992	4	11,888	4,991	509,68 8	51.84
Limited Review:												
Bonneville AA	4.66	309	28,814	92	7,401	0	0	0	0	401	36,215	7.28
Central Rural AA	9.90	628	72,581	207	8,802	17	4,530	5	7,850	857	93,763	14.07
Northern Rural AA	23.84	1,739	185,79 0	312	10,104	1	19	0	0	2,052	195,91 3	22.19
Pocatello MSA	3.65	232	20,296	81	3,286	1	280	0	0	314	23,862	4.62

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From April 01, 1998 to September 30, 2001.

*** Deposit Data as of June 30, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Boise MSA	2,463	61.84	1.07	0.53	15.08	7.80	55.50	60.90	28.36	30.73	8.44	4.96	4.58	8.18	10.73	
Limited Review:																
Bonneville AA	153	3.84	0.00	0.00	4.54	1.96	29.92	22.22	65.53	75.82	5.87	0.00	7.41	4.03	6.52	
Central Rural AA	296	7.43	0.00	0.00	14.02	8.45	64.72	51.69	21.26	39.86	8.35	0.00	6.88	8.50	8.50	
Northern Rural AA	967	24.28	0.00	0.00	9.71	4.24	71.59	69.39	18.70	26.37	14.84	0.00	12.90	13.95	18.66	
Pocatello MSA	104	2.61	0.00	0.00	14.72	9.62	64.76	56.73	20.51	33.65	3.60	0.00	2.22	3.40	5.09	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Boise MSA	171	58.56	1.07	1.75	15.08	13.45	55.50	57.89	28.36	26.90	5.11	0.00	7.47	5.06	4.37
Limited Review:															
Bonneville AA	7	2.40	0.00	0.00	4.54	14.29	29.92	42.86	65.53	42.86	2.61	0.00	0.00	3.23	2.53
Central Rural AA	19	6.51	0.00	0.00	14.02	0.00	64.72	26.32	21.26	73.68	5.26	0.00	0.00	3.67	8.24
Northern Rural AA	83	28.42	0.00	0.00	9.71	4.82	71.59	75.90	18.70	19.28	10.85	0.00	8.00	10.29	13.64
Pocatello MSA	12	4.11	0.00	0.00	14.72	25.00	64.76	58.33	20.51	16.67	2.78	0.00	5.56	1.09	5.88

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE												Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Boise MSA	1,747	57.96	1.07	0.11	15.08	7.33	55.50	57.99	28.36	34.57	6.08	0.00	4.00	6.16	7.49	
Limited Review:																
Bonneville AA	149	4.94	0.00	0.00	4.54	4.03	29.92	31.54	65.53	64.43	5.15	0.00	9.09	2.92	5.70	
Central Rural AA	313	10.38	0.00	0.00	14.02	7.99	64.72	53.99	21.26	38.02	6.71	0.00	7.48	6.60	6.67	
Northern Rural AA	689	22.86	0.00	0.00	9.71	3.19	71.59	73.00	18.70	23.80	10.76	0.00	7.04	10.81	11.97	
Pocatello MSA	116	3.85	0.00	0.00	14.72	11.21	64.76	58.62	20.51	30.17	3.71	0.00	3.03	3.63	4.35	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY												Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total **	% of MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	Over all	Low	Mod	Mid
Full Review:																
Boise MSA	1	100.00	10.75	0.00	15.61	0.00	46.23	0.00	27.41	100.00	4.35	0.00	0.00	0.00	0.00	33.33
Limited Review:																
Pocatello MSA	0	0.00	0.00	0.00	39.43	0.00	53.29	0.00	7.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Northern Rural AA	0	0.00	0.00	0.00	27.45	0.00	58.56	0.00	13.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Central Rural AA	0	0.00	0.00	0.00	18.01	0.00	21.93	0.00	60.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Bonneville AA	0	0.00	0.00	0.00	16.39	0.00	34.04	0.00	49.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00

* Based on 2000 Peer Mortgage Data: Western Region.

** Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

*** Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES											Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Boise MSA	584	45.77	9.91	7.02	14.47	12.67	56.62	62.84	18.99	17.47	2.22	2.88	2.25	2.41	1.87
Limited Review:															
Bonneville AA	92	7.21	0.00	0.00	13.61	15.22	30.27	40.22	56.11	44.57	1.49	0.00	3.68	1.57	1.24
Central Rural AA	207	16.22	0.00	0.00	17.38	14.01	46.66	45.89	35.96	40.10	2.63	0.00	1.87	2.16	5.42
Northern Rural AA	312	24.45	0.00	0.00	20.83	13.78	64.22	70.51	14.94	15.71	3.64	0.00	3.58	4.48	2.42
Pocatello MSA	81	6.35	0.00	0.00	32.18	29.63	57.27	58.02	10.55	12.35	2.83	0.00	1.05	4.40	1.99

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS												Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total **	% of Farms* **	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Boise MSA	21	52.50	1.75	0.00	23.43	33.33	62.55	66.67	12.27	0.00	0.88	0.00	0.56	1.18	0.00	
Limited Review:																
Bonneville AA	0	0.00	0.00	0.00	5.24	0.00	29.03	0.00	65.73	0.00	0.00	0.00	0.00	0.00	0.00	
Central Rural AA	17	42.50	0.00	0.00	5.49	0.00	85.55	94.12	8.96	5.88	2.09	0.00	0.00	2.27	0.00	
Northern Rural AA	1	2.50	0.00	0.00	9.37	0.00	76.74	100.00	13.90	0.00	0.00	0.00	0.00	0.00	0.00	
Pocatello MSA	1	2.50	0.00	0.00	10.76	100.00	74.68	0.00	14.56	0.00	0.00	0.00	0.00	0.00	0.00	

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Overall	Low	Mod	Mid	Upp	
Full Review:																
Boise MSA	2,463	61.84	16.83	7.66	19.74	21.43	24.27	28.35	39.16	42.57	9.66	6.88	7.53	8.82	12.58	
Limited Review:																
Bonneville AA	153	3.84	13.48	1.32	14.58	13.82	21.01	23.68	50.92	61.18	6.95	1.64	6.17	5.97	8.39	
Central Rural AA	296	7.43	17.48	3.08	19.79	16.10	23.68	32.88	39.06	47.95	9.36	8.96	9.72	9.44	9.23	
Northern Rural AA	967	24.28	17.88	2.72	19.72	11.19	23.85	24.79	38.55	61.30	16.49	3.39	12.03	13.39	20.61	
Pocatello MSA	104	2.61	19.88	5.83	17.47	18.45	25.38	26.21	37.28	49.51	4.20	5.56	2.25	4.16	5.35	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 0.63% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT												Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Boise MSA	171	58.56	16.83	6.47	19.74	21.76	24.27	35.29	39.16	36.47	5.33	5.17	4.88	7.51	3.76	
Limited Review:																
Bonneville AA	7	2.40	13.48	14.29	14.58	14.29	21.01	14.29	50.92	57.14	2.73	20.00	0.00	0.00	3.45	
Central Rural AA	19	6.51	17.48	0.00	19.79	15.79	23.68	10.53	39.06	73.68	5.37	0.00	9.52	0.00	6.72	
Northern Rural AA	83	28.42	17.88	3.61	19.72	8.43	23.85	22.89	38.55	65.06	11.11	21.43	7.55	8.70	12.50	
Pocatello MSA	12	4.11	19.88	8.33	17.47	25.00	25.38	33.33	37.28	33.33	2.82	0.00	3.03	2.70	3.77	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 0.34% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid
Full Review:																
Boise MSA	1,747	57.96	16.83	7.68	19.74	19.14	24.27	25.99	39.16	47.18	7.34	4.79	7.73	6.51	8.38	
Limited Review:																
Bonneville AA	149	4.94	13.48	5.56	14.58	7.14	21.01	20.63	50.92	66.67	5.89	4.44	4.71	4.62	7.00	
Central Rural AA	313	10.38	17.48	6.86	19.79	9.39	23.68	28.16	39.06	55.60	7.74	4.35	5.00	7.18	9.13	
Northern Rural AA	689	22.86	17.88	2.97	19.72	15.94	23.85	24.69	38.55	56.41	12.42	5.97	16.39	12.22	11.97	
Pocatello MSA	116	3.85	19.88	7.77	17.47	10.68	25.38	31.07	37.28	50.49	4.80	1.92	3.57	5.68	5.26	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 10.15% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Business es***	% BANK Loans****	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Boise MSA	584	45.77	86.22	35.96	96.75	2.40	0.86	2.22	2.20
Limited Review:									
Bonneville AA	92	7.21	87.34	31.52	91.30	0.00	8.70	1.49	0.97
Central Rural AA	207	16.22	86.54	32.37	92.75	3.38	3.86	2.63	2.63
Northern Rural AA	312	24.45	86.96	36.54	94.55	3.85	1.60	3.64	3.35
Pocatello MSA	81	6.35	86.08	28.40	92.59	3.70	3.70	2.83	2.68

* Based on 2000 Peer Small Business Data: US.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 59.01% of small loans to businesses originated and purchased by WFB.

Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS					Geography: IDAHO				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total **	% of Farms***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Boise MSA	21	52.50	88.05	14.29	42.86	19.05	38.10	0.88	0.62
Limited Review:									
Bonneville AA	0	0.00	86.29	0.00	0.00	0.00	0.00	0.00	0.00
Central Rural AA	17	42.50	87.01	23.53	17.65	35.29	47.06	2.09	0.31
Northern Rural AA	1	2.50	90.94	0.00	100.00	0.00	0.00	0.00	0.00
Pocatello MSA	1	2.50	91.14	100.00	0.00	0.00	100.00	0.00	0.00

* Based on 2000 Peer Small Business Data: US.

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

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2001).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 47.50% of small loans to farms originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001						Geography: Idaho	
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Boise MSA	0	0	7	51	7	51	77.27	1	397
Limited Review:									
Bonneville AA	0	0	4	7	4	7	10.61	0	0
Central Rural AA	0	0	1	1	1	1	1.52	0	0
Northern Rural AA	0	0	3	7	7	7	10.61	0	0
Pocatello MSA	0	0	1	0	1	0	0.00	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS																	
Geography: IDAHO																	
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits % of Rated Area Deposits in AA	Branches						Branch Openings/Closings						Population			
		# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Boise MSA	51.84	8	44.4	25	12.5	62.5	0.0	0	4	-1	0	-1	-2	2.2	17.5	53.8	26.5
Limited Review:																	
Bonneville AA	7.28	1	5.6	0.0	0.0	0.0	100	0	1	0	-1	0	0	0.0	5.7	38.8	55.5
Central Rural AA	14.07	4	22.2	0.0	50.0	0.0	50.0	0	0	0	0	0	0	0.0	14.8	65.4	19.9
Northern Rural AA	22.19	4	22.2	0.0	50.0	50	0.0	0	1	0	0	-1	0	0.0	10.8	74.2	15.0
Pocatello MSA	4.62	1	5.6	0.0	0.0	100	0.0	0	1	0	0	-1	0	0.0	7.2	63.3	29.5

State of Minnesota Tables

Table 1. Lending Volume

LENDING VOLUME		Geography: MINNESOTA										
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001												
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000' s)	
Full Review:												
Minneapolis MSA	100.00	682	82,358	52	4,195	1	73	1	750	736	87,376	100.00

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From July 08, 2000 to October 31, 2001.

*** Deposit Data as of March 31, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: MINNESOTA				
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Minneapolis MSA	268	100.00	1.75	1.50	11.07	8.06	63.16	60.55	24.02	29.88	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Midwest Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: MINNESOTA				
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	% Owner Occ Units*	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Minneapolis MSA	52	100.00	1.75	1.54	11.07	8.11	63.16	61.65	24.02	28.70	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Midwest Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE												Geography: MINNESOTA				
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Minneapolis MSA	362	100.00	1.75	0.91	11.07	6.85	63.16	64.12	24.02	28.12	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Midwest Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES											Geography: MINNESOTA				
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Minneapolis MSA	52	100.00	4.87	3.97	10.21	9.21	61.34	61.25	23.52	25.57	NA	NA	NA	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: MINNESOTA				
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Minneapolis MSA	268	100.00	16.66	10.99	18.50	26.90	27.78	30.21	37.06	31.89	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Midwest Region.

** As a percentage of loans with borrower income information available. No information was available for 1.77% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: MINNESOTA				
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Overall	Low	Mod	Mid	Upp
Full Review:															
Minneapolis MSA	52	100.00	16.66	7.96	18.50	21.33	27.78	30.92	37.06	39.78	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Midwest Region.

** As a percentage of loans with borrower income information available. No information was available for 4.27% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: MINNESOTA				
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid
Full Review:																
Minneapolis MSA	3,620	100.00	16.66	8.49	18.50	23.36	27.78	34.50	37.06	33.65	NA	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Midwest Region.

** As a percentage of loans with borrower income information available. No information was available for 6.96% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: MINNESOTA				
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Business es***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Minneapolis MSA	52	100.00	82.40	50.32	82.26	9.45	8.29	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 21.10% of small loans to businesses originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001						Geography: MINNESOTA	
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Minneapolis MSA	0	0	1	500	1	500	100.00	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: MINNESOTA			
Evaluation Period: JULY 8, 2000 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Minneapolis MSA	100.00	1	100	0.00	0.00	100.00	0.00	0	0	0	0	0	0	5.42	12.80	60.50	21.15

State of Nevada Tables

Table 1. Lending Volume

LENDING VOLUME		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1901										Geography: NEVADA	
MA/Assessment Area (1901):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***	
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000' s)		
Full Review:													
Las Vegas MSA	69.94	874	72,300	867	31,354	1	50	1	1,625	1,743	105,329	15.24	
Reno MSA	30.06	478	49,737	520	25,944	0	0	3	510	1,001	76,191	84.76	

* Loan Data as of September 30, 1901. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From August 03, 1999 to October 31, 2001.

*** Deposit Data as of March 31, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: NEVADA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1901																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Las Vegas MSA	273	70.02	0.96	0.20	9.33	4.16	46.67	31.00	43.05	64.64	NA	NA	NA	NA	NA	
Reno MSA	181	29.98	0.04	0.00	18.19	10.83	46.50	51.84	35.28	37.33	NA	NA	NA	NA	NA	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: NEVADA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1991															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Las Vegas MSA	197	77.67	0.96	0.64	9.33	3.34	46.67	25.57	43.05	70.45	NA	NA	NA	NA	NA
Reno MSA	67	22.33	0.04	0.13	18.19	10.69	46.50	49.21	35.28	39.97	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE											Geography: NEVADA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1991															
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Las Vegas MSA	404	68.91	0.96	0.42	9.33	4.17	46.67	28.45	43.05	66.95	NA	NA	NA	NA	NA
Reno MSA	230	31.09	0.04	0.00	18.19	10.74	46.50	50.38	35.28	38.87	NA	NA	NA	NA	NA

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES												Geography: NEVADA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1991																
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp	
Full Review:																
Las Vegas MSA	867	67.71	3.52	3.08	13.27	9.44	42.09	42.99	41.03	44.44	NA	NA	NA	NA	NA	
Reno MSA	520	32.29	0.33	0.63	42.87	34.96	37.83	40.37	18.97	24.04	NA	NA	NA	NA	NA	

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: NEVADA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1901																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Las Vegas MSA	273	70.02	17.44	5.91	18.26	19.06	23.36	28.12	40.93	46.91	NA	NA	NA	NA	7.59	
Reno MSA	181	29.98	17.38	6.22	19.05	26.30	25.19	29.00	38.38	38.48	NA	NA	NA	NA	13.49	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 1.35% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: NEVADA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1901															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Overall	Low	Mod	Mid	Upp
Full Review:															
Las Vegas MSA	197	77.67	17.44	6.03	18.26	12.76	23.36	26.09	40.93	55.12	NA	NA	NA	NA	10.38
Reno MSA	67	22.33	17.38	5.64	19.05	14.79	25.19	31.52	38.38	48.05	NA	NA	NA	NA	26.65

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 42.84% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: NEVADA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1901																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Las Vegas MSA	404	68.91	17.44	5.98	18.26	15.87	23.36	28.71	40.93	49.43	NA	NA	NA	NA	15.43	
Reno MSA	230	31.09	17.38	6.38	19.05	18.78	25.19	29.95	38.38	44.89	NA	NA	NA	NA	27.17	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 16.59% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: NEVADA				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1991									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Business es***	% BANK Loans****	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Las Vegas MSA	867	67.71	84.75	40.71	91.64	4.56	3.81	NA	NA
Reno MSA	520	32.29	85.65	40.16	91.08	4.83	4.09	NA	NA

* Based on 2000 Peer Small Business Data: US&PR.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 46.35% of small loans to businesses originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Geography: NEVADA							
		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1901							
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Las Vegas MSA	0	0	1	500	1	500	66.67	0	0
Reno MSA	0	0	1	250	1	250	33.33	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: NEVADA			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 1901																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Las Vegas MSA	15.24	1	50	0.00	100.00	0.00	0.00	0	0	0	0	0	0	3.47	16.21	47.29	32.89
Reno MSA	84.76	1	50	0.00	0.00	0.00	100.00	0	0	0	0	0	0	0.18	28.76	45.46	25.61

State of Oregon Tables

Table 1. Lending Volume

LENDING VOLUME		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001										Geography: OREGON	
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***	
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000' s)		
Full Review:													
Greater Rural Oregon	46.42	5,354	504,958	1,800	56,601	30	3,357	12	20,957	7,196	585,873	44.56	
Limited Review:													
Corvallis Benton Cou	3.94	407	46,604	202	4,849	0	0	0	0	609	51,453	5.01	
Eugene-Springfield M	17.26	1,971	235,052	698	27,188	2	220	0	0	2,671	262,460	16.49	
Medford-Ashland MSA	7.93	686	67,312	540	14,224	1	15	2	11,013	1,229	92,564	12.35	
Northwest Rural Oreg	8.12	937	105,642	319	11,748	1	485	0	0	1,257	117,875	6.61	
Salem MSA	16.33	1,798	186,535	725	17,632	4	901	3	4,824	2,530	209,892	14.97	

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From April 01, 1998 to September 30, 2001.

*** Deposit Data as of June 30, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: OREGON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Greater Rural Oregon AA	2,735	53.21	0.00	0.00	8.65	4.86	75.47	72.61	15.88	22.52	9.42	0.00	6.04	9.28	10.76	
Limited Review:																
Corvallis Benton County	88	1.71	0.00	0.00	11.60	13.64	45.38	35.23	43.02	51.14	7.59	0.00	6.70	8.39	7.24	
Eugene-Springfield MSA	891	17.33	0.61	0.34	13.67	14.14	66.21	62.07	19.51	23.46	6.26	2.63	6.77	6.04	6.67	
Medford-Ashland MSA	270	5.25	0.38	0.00	10.10	12.22	68.70	65.56	20.81	22.22	3.74	0.00	4.96	3.46	4.09	
Northwest Rural Oregon AA	408	7.94	0.00	0.00	0.64	1.72	82.45	89.95	16.91	8.09	11.49	0.00	7.69	11.08	15.48	
Salem MSA	748	14.55	0.00	0.00	7.01	5.88	71.15	65.64	21.84	28.48	6.28	0.00	5.71	6.36	6.21	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: OREGON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Greater Rural Oregon AA	367	44.00	0.00	0.00	8.65	9.54	75.47	72.21	15.88	18.26	8.58	0.00	8.57	8.88	7.53
Limited Review:															
Corvallis Benton County	20	2.40	0.00	0.00	11.60	20.00	45.38	50.00	43.02	30.00	17.52	0.00	19.05	19.05	15.09
Eugene-Springfield MSA	123	14.75	0.61	0.00	13.67	13.82	66.21	65.04	19.51	21.14	6.59	0.00	7.20	6.68	5.84
Medford-Ashland MSA	88	10.55	0.38	0.00	10.10	3.41	68.70	75.00	20.81	21.59	6.71	0.00	1.64	7.75	6.02
Northwest Rural Oregon AA	79	9.47	0.00	0.00	0.64	3.80	82.45	78.48	16.91	17.72	10.22	0.00	0.00	9.09	19.05
Salem MSA	157	18.82	0.00	0.00	7.01	5.10	71.15	71.97	21.84	22.93	7.39	0.00	5.88	7.70	6.93

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE											Geography: OREGON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Greater Rural Oregon AA	2,251	45.90	0.00	0.00	8.65	7.37	75.47	72.72	15.88	19.86	7.60	0.00	6.90	7.79	7.05
Limited Review:															
Corvallis Benton County	27	0.55	0.00	0.00	11.60	14.81	45.38	48.15	43.02	37.04	6.79	0.00	5.62	6.03	8.26
Eugene-Springfield MSA	955	19.47	0.61	0.52	13.67	10.47	66.21	66.18	19.51	22.83	6.41	4.17	6.53	6.00	8.04
Medford-Ashland MSA	328	6.69	0.38	0.00	10.10	10.37	68.70	70.43	20.81	19.21	4.22	0.00	5.06	4.19	3.91
Northwest Rural Oregon AA	450	9.18	0.00	0.00	0.64	1.33	82.45	88.44	16.91	10.22	8.70	0.00	4.55	9.18	4.96
Salem MSA	893	18.21	0.00	0.00	7.01	4.93	71.15	70.32	21.84	24.75	7.56	0.00	5.28	7.84	7.43

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY											Geography: OREGON					
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total **	% of MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	Over all	Low	Mod	Mid
Full Review:																
Greater Rural Oregon AA	1	33.33	0.00	0.00	11.60	0.00	74.20	0.00	14.20	100.00	0.00	0.00	0.00	0.00	0.00	0.00
Limited Review:																
Corvallis Benton County	0	0.00	0.00	0.00	58.60	0.00	20.13	0.00	21.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Eugene-Springfield MSA	2	66.67	17.69	0.00	30.97	50.00	36.70	50.00	14.64	0.00	3.03	0.00	0.00	6.67	0.00	0.00
Medford-Ashland MSA	0	0.00	5.30	0.00	11.57	0.00	50.36	0.00	32.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Northwest Rural Oregon AA	0	0.00	0.00	0.00	5.75	0.00	85.80	0.00	8.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Salem MSA	0	0.00	0.00	0.00	23.54	0.00	61.11	0.00	15.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00

* Based on 2000 Peer Mortgage Data: Western Region.

** Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

*** Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES												Geography: OREGON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp	
Full Review:																
Greater Rural Oregon AA	1,800	42.02	0.00	0.00	8.16	9.22	77.50	74.56	14.34	16.22	3.87	0.00	4.85	4.08	4.18	
Limited Review:																
Corvallis Benton County	202	4.72	0.00	0.00	39.22	25.74	37.98	49.01	22.80	25.25	5.70	0.00	9.96	5.41	3.40	
Eugene-Springfield MSA	698	16.29	5.89	7.16	25.87	24.64	51.78	53.30	16.46	14.90	4.62	6.10	7.16	4.33	3.10	
Medford-Ashland MSA	540	12.61	9.32	8.89	12.29	11.67	63.94	63.89	14.45	15.56	6.08	6.83	4.75	6.25	7.80	
Northwest Rural Oregon AA	319	7.45	0.00	0.00	2.03	4.08	88.17	87.15	9.80	8.78	4.33	0.00	10.00	5.15	3.02	
Salem MSA	725	16.92	0.00	0.00	17.40	14.07	68.41	72.83	14.19	13.10	4.65	0.00	5.14	5.63	2.38	

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS											Geography: OREGON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total **	% of Farms* **	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Greater Rural Oregon AA	30	78.95	0.00	0.00	7.68	10.00	81.11	83.33	11.21	6.67	0.57	0.00	0.99	0.62	0.00
Limited Review:															
Corvallis Benton County	0	0.00	0.00	0.00	13.36	0.00	64.66	0.00	21.98	0.00	0.00	0.00	0.00	0.00	0.00
Eugene-Springfield MSA	2	5.26	0.68	0.00	12.04	0.00	76.59	100.00	10.69	0.00	0.00	0.00	0.00	0.00	0.00
Medford-Ashland MSA	1	2.63	1.90	0.00	8.03	0.00	75.05	100.00	15.01	0.00	0.00	0.00	0.00	0.00	0.00
Northwest Rural Oregon AA	1	2.63	0.00	0.00	0.25	0.00	91.65	100.00	8.10	0.00	0.00	0.00	0.00	0.00	0.00
Salem MSA	4	10.53	0.00	0.00	3.45	0.00	82.84	75.00	13.71	25.00	0.32	0.00	0.00	0.00	4.17

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE			Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001								Geography: OREGON				
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp
Full Review:															
Greater Rural Oregon AA	2,735	53.21	19.98	3.27	18.96	14.97	23.64	28.43	37.42	53.33	10.86	8.38	10.94	10.48	11.16
Limited Review:															
Corvallis Benton County	88	1.71	12.97	5.68	14.14	13.64	20.15	22.73	52.74	57.95	9.34	13.04	6.38	6.95	11.61
Eugene-Springfield MSA	891	17.33	19.15	1.25	18.55	15.06	24.03	33.07	38.27	50.62	7.31	3.77	7.41	7.38	7.42
Medford-Ashland MSA	270	5.25	19.73	3.09	18.12	13.51	23.82	25.10	38.33	58.30	4.32	5.04	4.77	3.71	4.47
Northwest Rural Oregon AA	408	7.94	19.18	1.24	18.25	8.46	22.98	24.38	39.59	65.92	13.07	3.70	14.84	13.64	12.94
Salem MSA	748	14.55	17.83	2.98	19.49	18.13	24.43	31.53	38.25	47.36	7.10	8.09	6.93	6.44	7.57

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 0.97% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: OREGON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp
Full Review:															
Greater Rural Oregon AA	367	44.00	19.98	2.75	18.96	14.33	23.64	25.07	37.42	57.85	8.78	7.04	6.70	8.05	9.56
Limited Review:															
Corvallis Benton County	20	2.40	12.97	5.00	14.14	15.00	20.15	25.00	52.74	55.00	17.91	6.67	14.81	17.95	22.64
Eugene-Springfield MSA	123	14.75	19.15	4.92	18.55	22.95	24.03	18.03	38.27	54.10	6.64	4.55	10.00	5.29	6.73
Medford-Ashland MSA	88	10.55	19.73	6.98	18.12	12.79	23.82	16.28	38.33	63.95	7.04	5.26	8.77	4.13	7.84
Northwest Rural Oregon AA	79	9.47	19.18	2.53	18.25	8.86	22.98	20.25	39.59	68.35	10.51	14.29	0.00	11.27	12.17
Salem MSA	157	18.82	17.83	3.85	19.49	17.31	24.43	22.44	38.25	56.41	7.77	9.09	7.75	6.62	8.25

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 0.96% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: OREGON					
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*						
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp
Full Review:																	
Greater Rural Oregon AA	2,251	45.90	19.98	3.92	18.96	14.85	23.64	26.57	37.42	54.66	8.77	9.12	8.38	8.55	8.97		
Limited Review:																	
Corvallis Benton County	27	0.55	12.97	7.69	14.14	23.08	20.15	23.08	52.74	46.15	7.97	5.56	8.64	8.63	7.69		
Eugene-Springfield MSA	955	19.47	19.15	2.45	18.55	16.47	24.03	25.93	38.27	55.14	7.54	6.31	7.74	7.86	7.38		
Medford-Ashland MSA	328	6.69	19.73	4.65	18.12	14.95	23.82	26.25	38.33	54.15	5.10	4.76	3.70	5.17	5.52		
Northwest Rural Oregon AA	450	9.18	19.18	3.33	18.25	9.98	22.98	24.47	39.59	62.23	10.04	9.43	9.52	8.82	10.59		
Salem MSA	893	18.21	17.83	5.50	19.49	17.94	24.43	27.03	38.25	49.52	8.84	12.14	8.42	7.43	9.46		

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 7.12% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: OREGON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total **	% of Business es***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Greater Rural Oregon AA	1,800	42.02	87.54	37.28	96.06	2.11	1.83	3.87	3.43
Limited Review:									
Corvallis Benton County	202	4.72	87.90	41.58	96.53	3.47	0.00	5.70	6.05
Eugene-Springfield MSA	698	16.29	86.35	32.95	94.56	2.58	2.87	4.62	4.19
Medford-Ashland MSA	540	12.61	86.11	38.33	97.22	1.67	1.11	6.08	6.00
Northwest Rural Oregon AA	319	7.45	89.50	36.68	93.10	3.76	3.13	4.33	4.13
Salem MSA	725	16.92	88.02	40.55	97.79	1.52	0.69	4.65	5.03

* Based on 2000 Peer Small Business Data: US.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 58.36% of small loans to businesses originated and purchased by WFB.

Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS					Geography: OREGON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total **	% of Farms***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Greater Rural Oregon AA	30	78.95	87.37	20.00	66.67	20.00	13.33	0.57	0.25
Limited Review:									
Corvallis Benton County	0	0.00	81.03	0.00	0.00	0.00	0.00	0.00	0.00
Eugene-Springfield MSA	2	5.26	86.47	0.00	50.00	50.00	0.00	0.00	0.00
Medford-Ashland MSA	1	2.63	86.89	0.00	100.00	0.00	0.00	0.00	0.00
Northwest Rural Oregon AA	1	2.63	90.13	0.00	0.00	0.00	100.00	0.00	0.00
Salem MSA	4	10.53	84.44	25.00	25.00	50.00	25.00	0.32	0.00

* Based on 2000 Peer Small Business Data: US.

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

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2001).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 81.58% of small loans to farms originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001						Geography: OREGON	
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Greater Rural Oregon AA	2	3,949	30	107	32	4,056	56.02	0	0
Limited Review:									
Corvallis MSA	1	360	3	20	4	380	5.25	0	0
Eugene-Springfield MSA	1	107	10	48	11	155	2.14	1	128
Medford-Ashland MSA	1	146	8	68	9	214	2.96	0	0
Northwest Rural Oregon AA	1	1,717	5	29	6	1,746	24.12	0	0
Salem MSA	1	630	6	59	7	689	9.52	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: OREGON			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Greater Rural Oregon AA	44.56	24	66.7	0.0	12.5	83.3	4.2	1	6	0	0	-5	0	0.0	11.8	75.0	13.2
Limited Review:																	
Corvallis MSA	5.01	2	5.6	0.0	50.0	50.0	0.0	0	0	0	0	0	0	0.0	12.4	48.0	39.6
Eugene-Springfield MSA	16.49	9	25.0	0.0	33.3	55.6	11.1	1	6	-2	0	-2	-1	3.3	17.4	62.3	16.9
Medford-Ashland MSA	12.35	10	27.8	10.0	10.0	80.0	0.0	1	3	-1	0	-1	0	1.3	12.5	67.0	19.3
Northwest Rural Oregon AA	6.61	4	11.1	0.0	0.0	100	0.0	0	1	0	0	-1	0	0.0	1.0	87.7	11.3
Salem MSA	14.97	11	30.6	0.0	18.2	72.7	9.1	1	3	0	0	-2	0	0.0	10.1	70.4	19.6

State of Utah Tables

Table 1. Lending Volume

LENDING VOLUME		Geography: UTAH										
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001												
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000' s)	
Full Review:												
Salt Lake City-Ogden	77.21	6,425	749,22 5	1,988	172,90 1	1	131	5	62,136	8,419	984,39 3	82.08
Limited Review:												
Box Elder AA	2.80	237	18,572	61	5,423	7	626	0	0	305	24,621	6.22
Provo-Orem MSA	13.88	1,185	151,34 7	327	27,417	0	0	0	0	1,512	178,76 4	7.75
Summit AA	6.11	570	129,65 3	96	5,656	0	0	0	0	666	135,30 9	3.94

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From April 01, 1998 to September 30, 2001.

*** Deposit Data as of June 30, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Salt Lake City-Ogden MSA	2,939	75.22	0.82	1.36	14.89	12.86	59.15	65.12	25.14	20.65	3.71	4.95	3.18	3.78	3.83	
Limited Review:																
Box Elder Utah	76	1.95	0.00	0.00	0.00	0.00	57.79	55.26	42.21	44.74	4.76	0.00	0.00	3.92	5.86	
Provo-Orem MSA	570	14.59	1.43	2.46	5.67	5.09	58.59	63.86	34.31	28.25	3.22	3.02	2.34	3.48	2.74	
Summit Utah	322	8.24	0.00	0.00	0.00	0.00	43.70	4.97	56.30	95.03	5.15	0.00	0.00	5.56	5.11	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT											Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Salt Lake City-Ogden MSA	489	82.60	0.82	1.23	14.89	10.84	59.15	55.42	25.14	32.52	10.48	21.74	9.11	9.20	14.27
Limited Review:															
Box Elder AA	18	3.04	0.00	0.00	0.00	0.00	57.79	61.11	42.21	38.89	21.43	0.00	0.00	21.28	21.62
Provo-Orem MSA	50	8.45	1.43	8.00	5.67	8.00	58.59	58.00	34.31	26.00	7.30	50.00	17.39	6.05	7.22
Summit AA	35	5.91	0.00	0.00	0.00	0.00	43.70	20.00	56.30	80.00	34.83	0.00	0.00	17.14	46.30

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE											Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Salt Lake City-Ogden MSA	2,996	76.51	0.82	0.57	14.89	9.85	59.15	61.28	25.14	28.30	4.55	1.92	3.75	4.34	5.80
Limited Review:															
Box Elder AA	143	3.65	0.00	0.00	0.00	0.00	57.79	48.25	42.21	51.75	11.3 1	0.00	0.00	10.3 3	12.7 6
Provo-Orem MSA	564	14.40	1.43	2.13	5.67	5.67	58.59	56.38	34.31	35.82	3.67	4.12	4.95	3.45	3.94
Summit AA	213	5.44	0.00	0.00	0.00	0.00	43.70	17.37	56.30	82.63	7.19	0.00	0.00	7.18	7.19

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY												Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total **	% of MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	Over all	Low	Mod	Mid
Full Review:																
Salt Lake City-Ogden MSA	1	50.00	5.81	0.00	42.28	0.00	46.21	100.00	5.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Limited Review:																
Summit AA	0	0.00	0.00	0.00	0.00	0.00	0.66	0.00	99.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Provo-Orem MSA	1	50.00	43.21	0.00	19.48	100.00	33.72	0.00	3.60	0.00	16.67	0.00	25.00	0.00	0.00	0.00
Box Elder AA	0	0.00	0.00	0.00	0.00	0.00	58.35	0.00	41.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00

* Based on 2000 Peer Mortgage Data: Western Region.

** Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

*** Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES											Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	% of Businesses**	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Salt Lake City-Ogden MSA	1,988	80.42	6.12	9.05	24.53	32.39	48.66	39.79	20.69	18.76	4.86	8.57	6.47	4.01	4.64
Limited Review:															
Box Elder AA	61	2.47	0.00	0.00	0.00	0.00	53.73	60.66	46.27	39.34	4.94	0.00	0.00	5.68	4.31
Provo-Orem MSA	327	13.23	4.44	6.73	10.50	14.98	58.32	59.63	26.66	18.65	3.28	6.60	7.05	3.40	2.07
Summit AA	96	3.88	0.00	0.00	0.00	0.00	17.04	13.54	82.96	86.46	6.29	0.00	0.00	6.50	7.25

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS											Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total **	% of Farms* **	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Salt Lake City-Ogden MSA	1	12.50	2.30	0.00	12.05	0.00	61.82	100.00	23.83	0.00	1.33	0.00	0.00	1.92	0.00
Limited Review:															
Box Elder AA	7	87.50	0.00	0.00	0.00	0.00	74.89	71.43	25.11	28.57	2.19	0.00	0.00	2.78	0.00
Provo-Orem MSA	0	0.00	0.45	0.00	3.63	0.00	70.29	0.00	25.62	0.00	3.70	0.00	0.00	0.00	0.00
Summit AA	0	0.00	0.00	0.00	0.00	0.00	56.90	0.00	43.10	0.00	0.00	0.00	0.00	0.00	0.00

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE												Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Salt Lake City-Ogden MSA	2,939	75.22	16.64	7.31	19.61	26.71	26.60	33.05	37.16	32.94	4.60	4.83	4.27	4.41	5.07	
Limited Review:																
Box Elder AA	76	1.95	9.81	1.35	12.91	28.38	26.03	48.65	51.25	21.62	5.75	0.00	4.72	7.54	4.84	
Provo-Orem MSA	570	14.59	19.19	3.41	18.38	19.89	24.30	37.46	38.14	39.25	3.71	2.02	3.20	3.95	3.89	
Summit AA	322	8.24	9.93	0.00	13.60	1.32	19.50	8.25	56.96	90.43	5.45	0.00	0.00	2.74	5.79	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 1.79% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Overall	Low	Mod	Mid	Upp
Full Review:															
Salt Lake City-Ogden MSA	489	82.60	16.64	4.69	19.61	13.00	26.60	28.16	37.16	54.15	5.21	4.91	3.10	3.26	8.16
Limited Review:															
Box Elder AA	18	3.04	9.81	0.00	12.91	40.00	26.03	20.00	51.25	40.00	7.14	0.00	11.11	7.69	4.55
Provo-Orem MSA	50	8.45	19.19	0.00	18.38	8.33	24.30	37.50	38.14	54.17	3.40	0.00	1.47	3.30	4.29
Summit AA	35	5.91	9.93	0.00	13.60	9.52	19.50	14.29	56.96	76.19	22.97	0.00	40.00	15.38	23.64

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 44.76% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp	
Full Review:																
Salt Lake City-Ogden MSA	2,996	76.51	16.64	6.64	19.61	21.03	26.60	30.81	37.16	41.52	3.49	2.91	3.18	3.24	4.05	
Limited Review:																
Box Elder AA	143	3.65	9.81	0.00	12.91	15.79	26.03	34.21	51.25	50.00	4.26	0.00	5.26	5.46	3.13	
Provo-Orem MSA	564	14.40	19.19	2.18	18.38	10.68	24.30	29.19	38.14	57.95	3.25	1.29	2.84	3.18	3.52	
Summit AA	213	5.44	9.93	0.67	13.60	2.00	19.50	7.33	56.96	90.00	4.51	0.00	4.76	2.90	4.78	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 22.17% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Business es***	% BANK Loans****	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Salt Lake City-Ogden MSA	1,988	80.42	83.81	27.01	79.58	9.66	10.76	4.86	3.39
Limited Review:									
Box Elder AA	61	2.47	87.89	34.43	77.05	13.11	9.84	4.94	2.46
Provo-Orem MSA	327	13.23	84.01	32.11	77.06	14.68	8.26	3.28	1.33
Summit AA	96	3.88	87.36	36.46	89.58	3.13	7.29	6.29	6.98

* Based on 2000 Peer Small Business Data: US.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 65.57% of small loans to businesses originated and purchased by WFB.

Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS					Geography: UTAH				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total **	% of Farms***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Salt Lake City-Ogden MSA	1	12.50	88.04	100.00	0.00	100.00	0.00	1.33	0.00
Limited Review:									
Box Elder AA	7	87.50	92.38	0.00	71.43	28.57	0.00	2.19	0.00
Provo-Orem MSA	0	0.00	86.39	0.00	0.00	0.00	0.00	3.70	5.00
Summit AA	0	0.00	93.10	0.00	0.00	0.00	0.00	0.00	0.00

* Based on 2000 Peer Small Business Data: US.

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

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2001).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 62.50% of small loans to farms originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Geography: Utah							
		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001							
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Salt Lake City MSA	0	0	26	347	26	347	99.14	0	0
Limited Review:									
Box Elder AA	0	0	0	0	0	0	0.00	0	0
Provo-Orem MSA	0	0	1	3	1	3	0.86	0	0
Summit AA	0	0	0	0	0	0	0.00	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: UTAH			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits % of Rated Area Deposits in AA	Branches						Branch Openings/Closings						Population			
		# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Salt Lake City MSA	82.08	21	525.0	4.8	14.3	61.9	19.0	0	2	0	-1	0	-1	1.8	18.2	57.4	22.6
Limited Review:																	
Box Elder AA	6.22	1	25.0	0.0	0.0	100	0.0	0	0	0	0	0	0	0.0	0.0	58.9	41.1
Provo-Orem MSA	7.75	2	50.0	50.0	50.0	0.0	0.0	0	0	0	0	0	0	10.7	8.2	52.5	28.6
Summit AA	3.94	1	25.0	0.0	0.0	0.0	100	0	0	0	0	0	0	0.0	0.0	42.2	57.8

State of Washington Tables

Table 1. Lending Volume

LENDING VOLUME		Geography: WASHINGTON										
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001												
MA/Assessment Area (2001):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	
Full Review:												
Seattle-Bellevue-Eve	63.15	21,008	3,332, 834	5,174	218,27 5	0	0	3	8,983	26,185	3,560, 122	65.17
Limited Review:												
Bremerton MSA	5.31	1,997	244,36 0	205	7,840	0	0	0	0	2,202	252,20 0	2.77
Kittitas AA	0.64	171	18,336	71	1,600	22	2,766	0	0	264	22,702	1.31
Olympia MSA	4.51	1,653	197,30 5	218	5,612	0	0	0	0	1,871	202,91 7	1.67
Skagit AA	2.76	1,029	125,90 1	114	2,428	0	0	2	87	1,145	128,41 6	0.87
Spokane MSA	7.27	2,476	268,37 3	538	19,504	2	286	3	7,500	3,019	295,66 3	7.26
Tacoma MSA	12.32	4,199	509,28 8	910	40,540	0	0	0	0	5,109	549,82 8	17.11
Western Rural AA	1.55	499	43,389	143	3,280	0	0	0	0	642	46,669	1.38
Yakima MSA	2.49	784	65,614	231	8,501	16	3,579	0	0	1,031	77,694	2.45

* Loan Data as of September 30, 2001. Rated area refers to either the state or multistate MA rating area.

** The evaluation period for Community Development Loans is From April 01, 1998 to September 30, 2001.

*** Deposit Data as of June 30, 2001. Rated Area refers to either the state, multistate MA, or institution, as appropriate.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE												Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total*	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Seattle-Bellevue-Everett MSA	11,818	61.42	0.58	0.54	11.79	12.79	65.01	63.12	22.62	23.56	7.79	6.50	7.96	7.79	7.74	
Limited Review:																
Bremerton MSA	1,228	6.38	0.05	0.00	11.55	9.93	74.67	80.05	13.73	10.02	9.14	0.00	8.32	9.68	6.96	
Kittitas AA	106	0.55	0.00	0.00	5.18	3.77	94.82	96.23	0.00	0.00	10.21	0.00	6.25	10.43	0.00	
Olympia MSA	1,089	5.66	0.00	0.00	2.41	1.65	88.41	88.43	9.18	9.92	10.66	0.00	8.18	10.76	10.33	
Skagit AA	663	3.45	0.00	0.00	0.00	0.00	59.10	46.30	40.90	53.70	13.88	0.00	0.00	12.80	15.43	
Spokane MSA	1,300	6.76	1.15	1.00	19.67	17.38	54.95	50.38	24.23	31.23	7.07	8.70	7.09	6.56	8.05	
Tacoma MSA	2,259	11.74	1.42	1.06	9.00	6.20	61.49	57.90	28.09	34.84	6.07	5.60	5.41	5.82	6.76	
Western Rural AA	265	1.38	0.00	0.00	10.40	6.42	77.80	83.02	11.79	10.57	7.04	0.00	3.96	7.53	6.38	
Yakima MSA	512	2.66	0.23	0.98	25.47	31.84	41.57	39.84	32.73	27.34	7.60	22.22	12.16	7.33	5.40	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT												Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total**	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	% Owner Occ Units**	% BANK Loans	Over all	Low	Mod	Mid	Upp	
Full Review:																
Seattle-Bellevue-Everett MSA	1,191	60.92	0.58	1.18	11.79	11.59	65.01	67.09	22.62	20.15	5.67	8.45	5.86	5.63	5.62	
Limited Review:																
Bremerton MSA	87	4.45	0.05	0.00	11.55	10.34	74.67	74.71	13.73	14.94	4.32	0.00	0.69	4.74	5.26	
Kittitas AA	14	0.72	0.00	0.00	5.18	14.29	94.82	85.71	0.00	0.00	1.12	0.00	0.00	1.19	0.00	
Olympia MSA	76	3.89	0.00	0.00	2.41	2.63	88.41	89.47	9.18	7.89	5.20	0.00	7.14	5.10	5.88	
Skagit AA	32	1.64	0.00	0.00	0.00	0.00	59.10	37.50	40.90	62.50	6.08	0.00	0.00	3.35	9.80	
Spokane MSA	127	6.50	1.15	0.79	19.67	19.69	54.95	55.12	24.23	24.41	4.02	4.35	3.43	3.77	4.96	
Tacoma MSA	336	17.19	1.42	1.49	9.00	10.71	61.49	61.31	28.09	26.49	5.59	2.78	4.41	6.00	5.22	
Western Rural AA	35	1.79	0.00	0.00	10.40	8.57	77.80	85.71	11.79	5.71	3.55	0.00	2.33	3.43	5.88	
Yakima MSA	57	2.92	0.23	0.00	25.47	10.53	41.57	43.86	32.73	45.61	4.06	0.00	3.96	4.95	3.09	

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE											Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total **	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	% Owner Occ Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Seattle-Bellevue-Everett MSA	7,965	63.32	0.58	0.55	11.79	11.24	65.01	66.21	22.62	22.00	5.09	4.50	5.63	5.03	4.97
Limited Review:															
Bremerton MSA	680	5.41	0.05	0.00	11.55	9.12	74.67	77.21	13.73	13.68	4.93	0.00	3.70	5.03	5.42
Kittitas AA	51	0.41	0.00	0.00	5.18	5.88	94.82	94.12	0.00	0.00	7.00	0.00	19.05	6.25	0.00
Olympia MSA	486	3.86	0.00	0.00	2.41	1.85	88.41	88.89	9.18	9.26	5.03	0.00	3.64	5.07	5.00
Skagit AA	334	2.66	0.00	0.00	0.00	0.00	59.10	57.19	40.90	42.81	6.53	0.00	0.00	5.68	7.85
Spokane MSA	1,047	8.32	1.15	1.05	19.67	14.80	54.95	53.20	24.23	30.95	5.48	4.29	4.18	5.50	6.83
Tacoma MSA	1,601	12.73	1.42	0.75	9.00	7.68	61.49	59.40	28.09	32.17	4.62	2.58	4.07	4.60	5.02
Western Rural AA	199	1.58	0.00	0.00	10.40	7.04	77.80	83.92	11.79	9.05	4.01	0.00	2.19	4.44	2.46
Yakima MSA	215	1.71	0.23	0.00	25.47	20.93	41.57	37.67	32.73	41.40	3.63	0.00	3.82	2.62	4.87

* Based on 2000 Peer Mortgage Data: Western Region.

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

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY											Geography: WASHINGTON						
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*						
	#	% of Total **	% of MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	% MF Units** *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:																	
Seattle-Bellevue-Everett MSA	34	79.07	3.24	2.94	27.88	41.18	56.50	44.12	12.38	11.76	1.18	4.76	0.74	0.93	1.92		
Limited Review:																	
Yakima MSA	0	0.00	11.06	0.00	36.48	0.00	44.50	0.00	7.96	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Western Rural AA	0	0.00	0.00	0.00	24.89	0.00	68.42	0.00	6.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Tacoma MSA	3	6.98	13.76	33.33	20.44	33.33	53.40	33.33	12.39	0.00	0.90	6.25	0.00	0.00	0.00	0.00	0.00
Spokane MSA	2	4.65	20.74	0.00	23.67	0.00	49.33	100.00	6.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Skagit AA	0	0.00	0.00	0.00	0.00	0.00	60.39	0.00	39.61	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Olympia MSA	2	4.65	0.00	0.00	4.69	0.00	81.59	50.00	13.71	50.00	6.67	0.00	0.00	0.00	0.00	25.00	0
Kittitas AA	0	0.00	0.00	0.00	20.70	0.00	79.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Bremerton MSA	2	4.65	3.03	0.00	34.58	0.00	61.62	100.00	0.78	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

* Based on 2000 Peer Mortgage Data: Western Region.

** Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

*** Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES											Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Busineses** *	% BANK Loans	% of Busineses** *	% BANK Loans	% of Busineses** *	% BANK Loans	% of Busineses** *	% BANK Loans	Overa ll	Low	Mod	Mid	Upp
Full Review:															
Seattle-Bellevue- Everett MSA	5,174	68.04	2.55	1.99	20.57	21.22	56.40	54.54	20.47	22.17	4.16	2.96	4.77	4.11	4.38
Limited Review:															
Bremerton MSA	205	2.70	1.69	0.98	14.09	23.90	71.36	60.49	12.85	14.63	2.29	0.00	5.87	2.07	1.57
Kittitas AA	71	0.93	0.00	0.00	23.89	40.85	76.11	59.15	0.00	0.00	4.77	0.00	11.38	3.30	0.00
Olympia MSA	218	2.87	0.00	0.00	5.29	5.05	77.89	77.06	16.82	17.89	2.36	0.00	3.83	2.27	2.81
Skagit AA	114	1.50	0.00	0.00	0.00	0.00	73.39	71.93	26.61	28.07	1.89	0.00	0.00	2.18	1.62
Spokane MSA	538	7.08	11.78	9.48	23.86	26.95	49.04	50.56	15.32	13.01	3.05	2.93	2.77	3.48	3.00
Tacoma MSA	910	11.97	8.10	11.21	12.75	14.07	54.07	53.74	25.08	20.99	3.24	5.59	3.19	3.41	2.61
Western Rural AA	143	1.88	0.00	0.00	14.38	8.39	78.91	80.42	6.70	11.19	2.54	0.00	1.75	2.68	6.11
Yakima MSA	231	3.04	8.67	7.36	26.05	22.94	39.77	45.45	25.51	24.24	3.47	5.13	4.21	4.17	2.36

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS											Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total **	% of Farms* **	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	% of Farms* *	% BANK Loans	Over all	Low	Mod	Mid	Upp
Full Review:															
Seattle-Bellevue-Everett MSA	0	0.00	0.98	0.00	13.30	0.00	67.18	0.00	18.54	0.00	0.00	0.00	0.00	0.00	0.00
Limited Review:															
Bremerton MSA	0	0.00	0.00	0.00	8.11	0.00	72.39	0.00	19.50	0.00	0.00	0.00	0.00	0.00	0.00
Kittitas AA	22	55.00	0.00	0.00	2.58	0.00	97.42	100.00	0.00	0.00	18.10	0.00	12.50	19.00	0.00
Olympia MSA	0	0.00	0.00	0.00	1.11	0.00	91.46	0.00	7.44	0.00	6.45	0.00	0.00	7.69	0.00
Skagit AA	0	0.00	0.00	0.00	0.00	0.00	71.46	0.00	28.54	0.00	0.00	0.00	0.00	0.00	0.00
Spokane MSA	2	5.00	1.67	0.00	11.06	0.00	69.52	100.00	17.75	0.00	5.26	0.00	0.00	7.41	0.00
Tacoma MSA	0	0.00	2.10	0.00	7.46	0.00	64.91	0.00	25.53	0.00	0.00	0.00	0.00	0.00	0.00
Western Rural AA	0	0.00	0.00	0.00	12.75	0.00	79.41	0.00	7.84	0.00	0.00	0.00	0.00	0.00	0.00
Yakima MSA	16	40.00	0.53	0.00	15.64	6.25	66.20	68.75	17.63	25.00	1.85	0.00	0.00	2.01	2.78

* Based on 2000 Peer Small Business Data: US.

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

*** Source Data - Dun and Bradstreet (2001).

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE											Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp
Full Review:															
Seattle-Bellevue-Everett MSA	11,818	61.42	16.70	5.32	18.94	23.26	26.92	33.60	37.44	37.83	8.68	9.02	8.88	8.94	8.34
Limited Review:															
Bremerton MSA	1,228	6.38	16.77	5.24	19.44	21.62	26.42	34.40	37.38	38.74	10.01	12.18	11.38	11.23	8.51
Kittitas AA	106	0.55	22.07	0.94	18.84	7.55	21.83	29.25	37.26	62.26	11.56	0.00	12.00	13.64	11.11
Olympia MSA	1,089	5.66	17.19	3.68	19.18	22.28	26.49	35.91	37.14	38.12	12.03	12.50	12.62	12.73	11.25
Skagit AA	663	3.45	14.40	0.76	17.49	8.61	22.61	30.21	45.50	60.42	16.04	0.00	14.88	17.00	16.18
Spokane MSA	1,300	6.76	19.08	4.49	18.57	23.45	23.31	29.72	39.04	42.34	8.34	6.40	8.45	7.70	9.10
Tacoma MSA	2,259	11.74	19.04	2.90	18.46	19.11	24.87	32.20	37.64	45.79	6.80	5.62	6.54	6.58	7.12
Western Rural AA	265	1.38	22.23	2.28	18.21	13.31	21.85	33.08	37.70	51.33	7.80	8.82	6.36	7.23	8.52
Yakima MSA	512	2.66	21.63	5.86	17.73	29.88	20.58	31.84	40.07	32.42	8.07	8.78	12.55	9.06	5.68

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 0.82% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT											Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001															
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*				
	#	% of Total*	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid	Upp
Full Review:															
Seattle-Bellevue-Everett MSA	1,191	60.92	16.70	5.18	18.94	17.50	26.92	33.81	37.44	43.50	5.81	5.37	5.16	6.02	6.01
Limited Review:															
Bremerton MSA	87	4.45	16.77	3.57	19.44	11.90	26.42	41.67	37.38	42.86	4.40	1.64	2.42	5.32	4.63
Kittitas AA	14	0.72	22.07	7.14	18.84	21.43	21.83	28.57	37.26	42.86	1.19	0.00	0.00	0.00	1.69
Olympia MSA	76	3.89	17.19	5.33	19.18	8.00	26.49	38.67	37.14	48.00	5.42	5.71	2.40	8.53	4.70
Skagit AA	32	1.64	14.40	3.13	17.49	3.13	22.61	21.88	45.50	71.88	6.21	7.14	0.00	2.33	8.26
Spokane MSA	127	6.50	19.08	10.24	18.57	17.32	23.31	25.20	39.04	47.24	4.17	5.56	4.58	3.12	4.40
Tacoma MSA	336	17.19	19.04	7.67	18.46	15.64	24.87	32.82	37.64	43.87	5.76	9.48	4.08	7.09	5.19
Western Rural AA	35	1.79	22.23	5.88	18.21	11.76	21.85	23.53	37.70	58.82	3.74	3.85	5.88	2.94	3.61
Yakima MSA	57	2.92	21.63	0.00	17.73	7.55	20.58	15.09	40.07	77.36	3.39	0.00	1.89	1.90	4.65

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 1.69% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE												Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share*					
	#	% of Total **	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	% Families***	% BANK Loans**	Over all	Low	Mod	Mid
Full Review:																
Seattle-Bellevue-Everett MSA	7,965	63.32	16.70	5.33	18.94	21.63	26.92	33.61	37.44	39.42	5.77	5.94	5.48	6.38	5.44	
Limited Review:																
Bremerton MSA	680	5.41	16.77	3.97	19.44	14.44	26.42	36.64	37.38	44.95	5.69	6.86	4.30	6.94	5.29	
Kittitas AA	51	0.41	22.07	6.52	18.84	4.35	21.83	15.22	37.26	73.91	8.12	8.33	2.86	8.62	8.87	
Olympia MSA	486	3.86	17.19	1.96	19.18	23.47	26.49	28.61	37.14	45.97	5.71	1.90	7.56	6.79	4.73	
Skagit AA	334	2.66	14.40	3.85	17.49	12.59	22.61	26.92	45.50	56.64	7.46	6.25	8.33	6.91	7.61	
Spokane MSA	1,047	8.32	19.08	7.89	18.57	17.05	23.31	27.35	39.04	47.71	6.15	7.41	4.32	6.66	6.38	
Tacoma MSA	1,601	12.73	19.04	4.29	18.46	20.30	24.87	27.81	37.64	47.61	5.33	6.45	6.38	4.97	5.09	
Western Rural AA	199	1.58	22.23	7.07	18.21	11.96	21.85	24.46	37.70	56.52	4.57	11.67	3.38	4.07	4.57	
Yakima MSA	215	1.71	21.63	5.58	17.73	15.23	20.58	31.47	40.07	47.72	3.79	4.23	4.69	3.46	3.58	

* Based on 2000 Peer Mortgage Data: Western Region.

** As a percentage of loans with borrower income information available. No information was available for 10.87% of loans originated and purchased by WFB.

*** Percentage of Families is based on the 1990 Census information.

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

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total **	% of Business es***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Seattle-Bellevue-Everett MSA	5,174	68.04	85.29	38.96	93.37	3.23	3.40	4.16	4.10
Limited Review:									
Bremerton MSA	205	2.70	89.27	41.46	94.63	1.46	3.90	2.29	2.56
Kittitas AA	71	0.93	90.77	40.85	98.59	1.41	0.00	4.77	4.71
Olympia MSA	218	2.87	89.06	38.07	97.71	1.38	0.92	2.36	2.24
Skagit AA	114	1.50	87.51	21.93	99.12	0.00	0.88	1.89	1.09
Spokane MSA	538	7.08	86.12	33.09	93.12	4.65	2.23	3.05	2.42
Tacoma MSA	910	11.97	87.09	40.66	91.32	4.62	4.07	3.24	3.24
Western Rural AA	143	1.88	89.11	30.07	98.60	1.40	0.00	2.54	2.41
Yakima MSA	231	3.04	87.57	29.87	94.81	3.03	2.16	3.47	2.50

* Based on 2000 Peer Small Business Data: US.

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

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2001).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 54.89% of small loans to businesses originated and purchased by WFB.

Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS					Geography: WASHINGTON				
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001									
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total **	% of Farms***	% BANK Loans*** *	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$ 1 Million or Less
Full Review:									
Seattle-Bellevue-Everett MSA	0	0.00	88.94	0.00	0.00	0.00	0.00	0.00	0.00
Limited Review:									
Bremerton MSA	0	0.00	94.02	0.00	0.00	0.00	0.00	0.00	0.00
Kittitas AA	22	55.00	91.51	86.36	54.55	31.82	13.64	18.10	17.78
Olympia MSA	0	0.00	92.09	0.00	0.00	0.00	0.00	6.45	0.00
Skagit AA	0	0.00	86.29	0.00	0.00	0.00	0.00	0.00	0.00
Spokane MSA	2	5.00	92.38	100.00	50.00	0.00	50.00	5.26	0.00
Tacoma MSA	0	0.00	88.43	0.00	0.00	0.00	0.00	0.00	0.00
Western Rural AA	0	0.00	92.02	0.00	0.00	0.00	0.00	0.00	0.00
Yakima MSA	16	40.00	80.37	37.50	18.75	43.75	37.50	1.85	2.88

* Based on 2000 Peer Small Business Data: US.

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

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2001).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 20.00% of small loans to farms originated and purchased by WFB.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Geography: WASHINGTON							
		Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001							
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Seattle-Bellevue-Everett MSA	2	1,930	128	1,260	130	3,190	66.35	1	662
Limited Review:									
Bremerton MSA	0	0	1	2	1	2	0.06	0	0
Kittitas AA	0	0	5	6	5	6	0.18	0	0
Olympia MSA	0	0	2	3	2	3	0.09	0	0
Skagit AA	0	0	2	4	2	4	0.12	0	0
Spokane MSA	1	88	22	156	23	244	7.37	1	59
Tacoma MSA	1	129	36	247	37	376	11.36	1	86
Western Rural AA	0	0	6	8	6	8	0.24	0	0
Yakima MSA	1	450	6	21	7	471	14.23	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS														Geography: WASHINGTON			
Evaluation Period: APRIL 1, 1998 TO SEPTEMBER 30, 2001																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Seattle-Bellevue-Everett MSA	65.17	82	66.1	0.0	23.2	56.1	20.7	19	16	0	0	1	2	2.2	16.2	62.9	18.8
Limited Review:																	
Bremerton MSA	2.77	5	4.0	0.0	40.0	60.0	0.0	0	1	0	0	-1	0	0.3	19.2	69.0	11.5
Kittitas AA	1.31	2	1.6	0.0	100.0	0.0	0.0	0	0	0	0	0	0	0.0	10.1	89.9	0.0
Olympia MSA	1.67	2	1.6	0.0	0.0	100	0.0	0	2	0	0	-1	-1	0.0	3.0	87.5	9.5
Skagit AA	0.87	1	0.8	0.0	0.0	100	0.0	0	0	0	0	0	0	0.0	0.0	61.3	38.7
Spokane MSA	7.26	8	6.5	25.0	12.5	62.5	0.0	1	3	0	0	-2	0	3.4	23.9	52.9	19.8
Tacoma MSA	17.11	18	14.5	11.1	11.1	61.1	16.7	4	3	0	0	1	0	4.7	16.1	56.2	23.1
Western Rural AA	1.38	3	2.4	0.0	33.3	66.7	0.0	0	0	0	0	0	0	0.0	12.5	77.2	10.3
Yakima MSA	2.45	3	2.4	66.7	0.0	33.3	0.0	0	0	0	0	0	0	1.3	32.1	41.9	24.6