

Danielson Associates Inc.

Summary Statistics on New Banks in the East First Quarter 2004 Edition



Gateway Bank, McMurray, Pennsylvania

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**Summary Statistics on New Commercial Banks
in the East***

<u>Year Opened</u>	<u>Median</u>		<u>No. of Branches</u>	<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income** (In thous.)</u>		
2004	-	\$ (457)	2	4
2003	-	(903)	1	13
2002	\$ 31.0	(504)	1	14
2001	25.0	112	2	20
2000	23.0	509	2	28
1999	23.7	560	2	40
1998	29.0	1,060	4	29
1997	22.9	1,424	4	15
1996	20.7	1,361	4	16
1995	20.8	1,745	6	6
1994	20.7	1,146	5	2
1993	8.3	527	3	3
1992	29.5	3,576	9	2
1991	26.1	3,476	7	5
1990	14.1	2,009	5	13
1989	11.4	1,979	5	12
1988	<u>13.5</u>	2,043	<u>5</u>	<u>13</u>
Average***	\$27.8		4	235

*Includes all new banks opened between January 1, 1988 and March 31, 2004 in the Atlantic seaboard states from South Carolina north.

**For twelve months ended March 31, 2004 in this and subsequent tables.

***Except for the number of banks, which is the total remaining independent banks opened between 1988 and March 31, 2004.

Source: SNL Financial, Charlottesville, Virginia and FDIC.gov website.

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>Connecticut</u>			
2004	-	\$(1,476)	1
2002	\$ 28.4	(813)	2
2001	13.2	(232)	3
1999	14.7	21	2
1998	36.5	4,621	1
1995	19.8	1,727	1
1994	30.8	1,555	1
1990	2.3	321	1
1989	<u>12.0</u>	1,982	<u>1</u>
Average	\$ 18.9		13
<u>Delaware</u>			
2000	\$ 87.6	\$ 1,787	1
1994	10.6	736	1
1990	<u>17.6</u>	6,733	<u>1</u>
Average	\$ 38.6		3
<u>District of Columbia</u>			
1998	\$ 11.5	\$ 743	1
1988	<u>4.8</u>	(87)	<u>1</u>
Average	\$ 8.2		2

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>Maryland</u>			
2003	-	\$(1,178)	2
2001	\$ 56.5	755	1
2000	23.0	260	2
1999	12.0	95	1
1998	68.1	3,290	1
1996	15.8	486	1
1993	8.3	736	1
1990	11.5	1,601	2
1989	5.5	592	1
1988	<u>30.5</u>	7,321	<u>2</u>
Average	\$ 24.7		14
<u>Massachusetts</u>			
2002	\$ 48.4	\$ 676	1
2001	57.1	(642)	1
1993	9.3	376	1
1989	45.2	8,873	1
1988	<u>24.0</u>	13,060	<u>2</u>
Average	\$ 34.7		6

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>New Jersey</u>			
2003	-	\$(2,183)	1
2002	\$ 20.5	(250)	3
2001	44.3	1,174	2
2000	24.4	528	8
1999	22.7	779	8
1998	28.3	824	3
1997	13.2	663	5
1991	32.0	4,108	2
1990	17.4	630	1
1989	22.3	4,229	2
1988	<u>12.5</u>	3,010	<u>1</u>
Average	\$ 23.3		36
<u>New York</u>			
2002	\$ 13.8	\$(1,375)	1
2000	24.1	673	2
1999	34.9	1,603	2
1998	8.8	50	2
1997	26.4	1,897	1
1996	28.3	4,238	1
1995	9.3	(927)	1
1993	5.6	527	1
1990	18.3	2,299	2
1988	<u>8.0</u>	1,194	<u>3</u>
Average	\$ 17.5		16

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>North Carolina</u>			
2004	-	\$ (423)	1
2002	\$ 44.3	(201)	1
2001	21.2	140	3
2000	21.7	40	7
1999	35.8	2,082	3
1998	36.2	1,406	7
1997	24.5	1,595	4
1996	27.0	1,378	3
1995	30.4	2,590	2
1991	<u>26.1</u>	3,435	<u>1</u>
Average	\$ 28.6		32
<u>Pennsylvania</u>			
2004	-	\$ (322)	1
2003	-	(1,293)	3
2002	\$ 25.3	(1,018)	1
2001	36.7	12	4
2000	17.9	189	1
1999	19.0	729	6
1998	16.7	247	1
1997	16.0	1,381	3
1992	5.5	(685)	1
1991	22.8	3,476	1
1990	9.9	1,325	1
1989	11.3	1,721	2
1988	<u>29.2</u>	2,827	<u>1</u>
Average	\$ 20.9		26

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>South Carolina</u>			
2003	-	\$ (711)	1
2002	\$ 37.1	(1,100)	1
2001	10.7	84	3
2000	34.1	1,056	4
1999	13.0	225	6
1998	24.7	1,016	4
1997	21.7	1,630	2
1996	16.7	1,322	4
1995	21.7	1,763	1
1990	18.6	3,394	2
1989	10.7	2,369	3
1988	<u>13.5</u>	1,931	<u>1</u>
Average	\$ 19.3		32

<u>Virginia</u>			
2004	-	\$ (490)	1
2003	-	(707)	3
2002	\$ 31.3	(210)	4
2001	16.0	(169)	1
2000	14.5	(49)	2
1999	30.8	977	9
1998	38.8	1,885	9
1996	21.2	1,131	4
1995	27.7	2,798	1
1992	53.4	7,696	1
1992	11.6	2,404	1
1988	<u>35.7</u>	8,024	<u>2</u>
Average	\$ 30.8		38

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>West Virginia</u>			
2003	-	\$ (844)	1
2001	\$ 22.5	689	2
2000	79.2	1,805	1
1999	16.3	690	2
1996	<u>12.9</u>	946	<u>2</u>
Average	\$ 26.1		8
<u>Other New England</u>			
2003	\$ 29.4	\$ (379)	2
1999	27.8	871	1
1996	104.6	8,387	1
1991	15.4	2,841	1
1990	17.7	4,312	2
1989	<u>5.5</u>	232	<u>2</u>
Average	\$ 28.1		9
<u>Thriffs</u>			
2001	\$ 10.9	\$ 153	3
2000	14.4	136	5
1999	30.3	1,970	3
1998	14.2	565	4
1996	10.9	713	2
1988	<u>3.8</u>	573	<u>1</u>
Average	\$ 15.4		18

New Commercial Banks in the East*

<u>Year Opened</u>	<u>No. of Banks</u>
2004**	4
2003	13
2002	14
2001	20
2000	30
1999	42
1998	36
1997	23
1996	22
1995	8
1994	4
1993	7
1992	4
1991	13
1990	34
1989	37
1988	50
1987	33
1986	27
1985	24
1984	<u>5</u>
Total	450

*Includes all independent banks opened since January 1, 1984 in the Atlantic seaboard states from South Carolina north including those that have subsequently been bought or failed, but excludes new banks established by established banks.
**Through March 31, 2004.

**Selected Financial Data on New Banks
Connecticut**

	<u>March 31, 2004</u>		Annual	LTM	No. of	Date
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2004</u>						
Connecticut B&T, Hartford	\$ 20.2	\$ 2.8	-	\$(1,476)	3	3/04
<u>2002</u>						
Bank of New Canaan	\$ 84.4	\$ 65.5	\$ 34.2	\$ (738)	1	4/02
Connecticut River Comm., Wethersfield	<u>36.1</u>	<u>30.0</u>	<u>22.5</u>	<u>(888)</u>	<u>1</u>	11/02
Average	\$ 60.3	\$ 47.8	\$ 28.4	\$ (813)	1	
<u>2001</u>						
Bank of Southern Conn., New Haven	\$ 65.4	\$ 55.6	\$ 22.3	\$ (232)	3	10/01
Apple Valley, Cheshire	47.8	34.3	11.1	(353)	1	3/01
Community's, Bridgeport	<u>47.5</u>	<u>40.6</u>	<u>13.2</u>	<u>(102)</u>	<u>2</u>	2/01
Median	\$ 47.8	\$ 40.6	\$ 13.2	\$ (232)	2	
<u>1999</u>						
Valley Bank, Bristol	\$113.3	\$ 93.6	\$ 21.2	\$ 261	2	11/99
Castle B&T, Meriden	<u>72.1</u>	<u>40.5</u>	<u>8.1</u>	<u>(220)</u>	<u>2</u>	4/99
Average	\$ 92.7	\$ 67.1	\$ 14.7	\$ 21	2	
<u>1998</u>						
Connecticut Community	\$234.2	\$191.5	\$ 36.5	\$4,621	6	12/98
<u>1995</u>						
Simsbury B&T	\$194.2	\$178.4	\$ 19.8	\$1,727	3	3/95
<u>1994</u>						
Patriot National, Stamford	\$346.6	\$294.7	\$ 30.8	\$1,555	7	8/94
<u>1990</u>						
Prime Bank, Orange	\$ 39.7	\$ 33.0	\$ 2.3	\$ 321	1	2/90
<u>1989</u>						
First City, New Britain	\$191.8	\$172.1	\$ 12.0	\$1,982	4	12/89

**Selected Financial Data on New Banks
Delaware**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2000</u>						
Bancorp Bank, Wilmington	\$455.4	\$321.2	\$ 87.6	\$1,787	1	7/00
<u>1994</u>						
Christiana B&T, Greenville	\$132.2	\$108.2	\$ 10.6	\$ 736	2	2/94
<u>1990</u>						
County Bank, Rehoboth Beach	\$271.0	\$241.9	\$ 17.6	\$6,733	8	7/90

**Selected Financial Data on New Banks
District of Columbia**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		<u>Growth</u>	<u>Income</u>		
				(In thous.)		
<u>1998</u>						
City First	\$ 82.1	\$ 61.3	\$ 11.5	\$ 743	1	11/98
<u>1988</u>						
First Liberty	\$ 94.8	\$ 77.1	\$ 4.8	\$ 87	4	2/88

Selected Financial Data on New Banks
Maryland

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2003</u>						
Fidelity & Trust, Bethesda	\$110.0	\$ 28.2	-	\$ (903)	1	11/03
Congressional Bank, Potomac	<u>26.9</u>	<u>17.2</u>	<u>-</u>	<u>(1,452)</u>	<u>1</u>	10/03
Average	\$ 68.5	\$ 22.7	-	\$(1,178)	1	
<u>2001</u>						
Frederick County Bank	\$150.0	\$136.6	\$ 56.5	\$ 755	2	10/01
<u>2000</u>						
Bay National, Baltimore	\$148.1	\$134.7	\$ 34.4	\$ 274	2	5/00
CommerceFirst, Annapolis	<u>55.5</u>	<u>43.3</u>	<u>11.5</u>	<u>246</u>	<u>1</u>	6/00
Average	\$101.8	\$ 89.0	\$ 23.0	\$ 260	2	
<u>1999</u>						
Capital, Rockville	\$ 63.8	\$ 51.9	\$ 12.0	\$ 95	2	12/99
<u>1998</u>						
EagleBank, Bethesda	\$449.9	\$385.7	\$ 68.1	\$3,290	8	7/98
<u>1996</u>						
County National, Glen Burnie	\$128.1	\$114.6	\$ 15.8	\$ 486	4	12/96
<u>1993</u>						
Easton B&T	\$103.9	\$ 89.5	\$ 8.3	\$ 736	5	7/93
<u>1990</u>						
BankAnnapolis	\$247.5	\$200.4	\$ 14.1	\$2,009	6	1/90
County First, La Plata	<u>138.1</u>	<u>123.3</u>	<u>8.8</u>	<u>1,192</u>	<u>5</u>	3/90
Average	\$192.8	\$161.9	\$ 11.5	\$1,601	6	
<u>1989</u>						
Old Line National, Waldorf	\$ 98.2	\$ 79.1	\$ 5.5	\$ 592	4	9/89
<u>1988</u>						
Columbia Bank	\$1,082.2	\$846.0	\$ 53.2	\$12,598	24	5/88
Damascus Community	<u>142.7</u>	<u>121.9</u>	<u>7.7</u>	<u>2,043</u>	<u>4</u>	7/88
Average	\$612.5	\$484.0	\$ 30.5	\$7,321	14	

Selected Financial Data on New Banks
Massachusetts

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2002</u>						
Leader Bank, Arlington	\$119.3	\$ 92.8	\$ 48.4	\$ 676	1	5/02
<u>2001</u>						
Commonwealth, Worcester	\$163.6	\$133.2	\$ 57.1	\$ (642)	3	11/01
<u>1993</u>						
Asian American B&T, Boston	\$120.2	\$ 99.7	\$ 9.3	\$ 376	2	8/93
<u>1989</u>						
Enterprise, Lowell	\$772.6	\$688.7	\$ 45.2	\$8,873	11	1/89
<u>1988</u>						
Capital Crossing, Boston	\$959.1	\$678.1	\$ 42.2	\$25,747	1	2/88
Mercantile B&T, Boston	<u>102.0</u>	<u>88.1</u>	<u>5.7</u>	<u>372</u>	<u>2</u>	9/88
Average	\$530.6	\$383.1	\$ 24.0	\$13,060	2	

Selected Financial Data on New Banks
New Jersey

	<u>March 31, 2004</u>		Annual	LTM	No. of	Date
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2003</u>						
Liberty Bell, Cherry Hill	\$ 43.5	\$ 30.3	-	\$(2,183)	1	8/03
<u>2002</u>						
Grand Bank, Hamilton	\$167.1	\$151.2	\$ 72.6	\$2,172	2	3/02
Pascack Comm., Westwood	45.6	36.9	17.7	(250)	1	2/02
Enterprise, Kenilworth	<u>38.4</u>	<u>32.5</u>	<u>20.5</u>	<u>(873)</u>	<u>1</u>	8/02
Median	\$ 45.6	\$ 36.9	\$ 20.5	\$ (250)	1	
<u>2001</u>						
InterState Net, Cherry Hill	\$193.3	\$175.5	\$ 62.0	\$1,376	2	5/01
Mariner's Bank, Edgewater	<u>91.9</u>	<u>77.6</u>	<u>26.6</u>	<u>971</u>	<u>2</u>	5/01
Average	\$142.6	\$126.6	\$ 44.3	\$1,174	2	
<u>2000</u>						
Bayonne Community	\$337.9	\$289.0	\$ 84.6	\$2,523	3	11/00
Two River Comm., Middletown	198.6	176.7	43.3	1,166	7	2/00
Hilltop Community, Summit	128.1	113.1	27.1	542	2	2/00
1st Colonial, Collingswood	121.8	105.7	28.2	513	2	6/00
Rumson-Fair Haven Bank	92.4	81.1	21.6	(476)	2	7/00
Harvest Community, Pennsville	77.9	73.0	17.5	271	2	1/00
Allegiance Comm. S. Orange	68.6	60.5	15.4	504	1	5/00
Franklin Bank, Nutley	<u>65.5</u>	<u>58.7</u>	<u>17.2</u>	<u>661</u>	<u>1</u>	10/00
Median	\$107.1	\$ 93.4	\$ 24.4	\$ 528	2	
<u>1999</u>						
Boardwalk, Linwood	\$242.3	\$171.2	\$ 36.7	\$1,636	2	7/99
Parke Bank, Sewell	188.4	157.2	30.4	2,302	3	1/99
Hopewell Valley, Pennington	144.1	127.2	25.0	831	3	2/99
Advantage Bank, Branchburg	135.3	121.9	23.6	727	5	1/99
Cornerstone Bank, Moorestown	114.7	98.1	21.8	366	3	10/99
Red Oak, Morristown	96.0	75.1	15.3	521	1	4/99
New Millennium, New Brunswick	90.8	75.9	16.3	1,434	2	7/99
Rock Community, Glen Rock*	<u>35.3</u>	<u>29.6</u>	<u>6.0</u>	<u>192</u>	<u>1</u>	4/99
Median	\$125.0	\$110.0	\$ 22.7	\$ 779	3	

* Affiliated with Greater Community Bancorp.

**Selected Financial Data on New Banks
New Jersey (Cont'd)**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		Growth	Income		
				(In thous.)		
<u>1998</u>						
Monmouth Community, Long Branch	\$ 237.2	\$216.0	\$ 38.1	\$ 667	6	7/98
Somerset Hills, Bernardsville	170.4	150.9	28.3	1,285	3	12/98
Town Bank, Westfield	<u>111.5</u>	<u>97.6</u>	<u>17.8</u>	<u>824</u>	<u>2</u>	10/98
Median	\$ 170.4	\$150.9	\$ 28.3	\$ 824	3	
<u>1997</u>						
Community Bank, Freehold*	\$371.8	\$345.4	\$ 49.9	\$2,527	8	5/97
Allaire Community, Wall	189.2	172.1	25.2	1,734	6	5/97
Shore Comm., Toms River	101.8	93.6	13.2	663	4	2/97
First BankAmericano, Elizabeth	73.0	62.9	8.7	615	2	1/97
United Heritage, Edison	<u>54.1</u>	<u>49.4</u>	<u>7.6</u>	<u>(1,113)</u>	<u>1</u>	10/97
Median	\$101.8	\$ 93.6	\$ 13.2	\$ 663	4	
<u>1991</u>						
Unity Bank, Clinton	\$472.2	\$410.9	\$ 32.7	\$4,664	13	9/91
Somerset Valley, Somerville	<u>439.5</u>	<u>384.7</u>	<u>31.2</u>	<u>3,552</u>	<u>11</u>	12/91
Average	\$455.9	\$397.8	\$ 32.0	\$4,108	12	
<u>1990</u>						
Sterling Bank, Mount Laurel	\$278.0	\$232.2	\$ 17.4	\$ 630	6	12/90
<u>1989</u>						
First Washington, Windsor**	\$482.6	\$400.3	\$ 27.9	\$4,894	15	12/89
First Constitution, Cranbury	<u>294.7</u>	<u>243.9</u>	<u>16.6</u>	<u>3,563</u>	<u>7</u>	7/89
Average	\$388.7	\$322.1	\$ 22.3	\$4,229	11	
<u>1988</u>						
Bergen Commercial, Paramus***	\$250.5	\$201.6	\$ 12.5	\$3,010	6	2/88

* Announced acquisition by Sun Bancorp.

** Announced acquisition by Fulton Financial.

*** Affiliated with Greater Community Bancorp.

Selected Financial Data on New Banks
New York

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		Growth	Income		
				(In thous.)		
<u>2002</u>						
Community Bank of Orange, Middletown	\$ 24.4	\$ 20.7	\$ 13.8	\$(1,375)	1	10/02
<u>2000</u>						
Alpine Capital, NYC	\$182.5	\$151.1	\$ 37.0	\$1,100	1	3/00
American Community Glen Cove	<u>55.1</u>	<u>47.3</u>	<u>11.1</u>	<u>246</u>	<u>1</u>	1/00
Average	\$118.8	\$ 99.2	\$ 24.1	\$ 673	1	
<u>1999</u>						
Metropolitan, NYC	\$247.0	\$210.0	\$ 44.2	\$2,767	1	6/99
First American, Brooklyn	<u>131.8</u>	<u>113.3</u>	<u>25.6</u>	<u>438</u>	<u>2</u>	11/99
Average	\$189.4	\$161.7	\$ 34.9	\$1,603	2	
<u>1998</u>						
Liberty Bank, NYC	\$ 69.3	\$ 59.7	\$ 9.8	\$ 129	2	3/98
Hamptons State, Southampton	<u>51.8</u>	<u>42.9</u>	<u>7.8</u>	<u>(30)</u>	<u>1</u>	10/98
Average	\$ 60.6	\$ 51.3	\$ 8.8	\$ 50	2	
<u>1997</u>						
Victory State, Staten Island	\$187.1	\$169.5	\$ 26.4	\$1,897	4	11/97
<u>1996</u>						
Excel Bank, NYC	\$264.8	\$231.4	\$ 28.3	\$4,238	2	2/96
<u>1995</u>						
Capital B&T, Albany	\$ 85.9	\$ 77.7	\$ 9.3	\$(927)	2	12/95
<u>1993</u>						
Community Bank-Sullivan Co. Thompson	\$ 63.8	\$ 57.4	\$ 5.6	\$ 527	3	12/93

**Selected Financial Data on New Banks
New York (Cont'd.)**

	<u>March 31, 2004</u>		<u>Annual Deposit Growth</u>	<u>LTM Annual Income</u> (In thous.)	<u>No. of Branches</u>	<u>Date Opened</u>
	<u>Assets</u>	<u>Deposits</u> (In millions)				
<u>1990</u>						
Long Island Commercial, Islandia	\$535.2	\$394.6	\$ 27.9	\$3,989	11	1/90
Community Capital, NYC	<u>141.1</u>	<u>114.7</u>	<u>8.6</u>	<u>608</u>	<u>2</u>	11/90
Median	\$338.2	\$254.7	\$ 18.3	\$2,299	7	
<u>1988</u>						
Country Bank, Carmel	\$315.5	\$283.9	\$ 17.7	\$1,036	5	4/88
Amerasia Bank, Flushing	141.7	126.6	8.0	1,450	1	6/88
Riverside Bank, Poughkeepsie	<u>113.2</u>	<u>103.9</u>	<u>6.4</u>	<u>1,194</u>	<u>4</u>	2/88
Median	\$141.7	\$126.6	\$ 8.0	\$1,194	4	

**Selected Financial Data on New Banks
North Carolina**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2004</u>						
New Century, Fayetteville*	\$ 32.4	\$ 23.8	-	\$ (423)	1	1/04
<u>2002</u>						
Port City Capital, Wilmington	\$ 85.6	\$ 77.5	\$ 44.3	\$ (201)	1	7/02
<u>2001</u>						
Cardinal State, Durham	\$103.5	\$ 94.3	\$ 34.3	\$ (942)	3	6/01
Parkway Bank, Lenoir	63.5	56.6	21.2	158	1	8/01
Sound Banking, Morehead City	<u>51.8</u>	<u>45.3</u>	<u>17.5</u>	<u>140</u>	<u>1</u>	9/01
Median	\$ 63.5	\$ 56.6	\$ 21.2	\$ 140	1	
<u>2000</u>						
North State, Raleigh	\$281.2	\$238.6	\$ 62.2	\$1,018	2	6/00
New Century, Dunn*	203.4	171.9	44.8	1,038	3	5/00
Bank of Oak Ridge	106.6	74.3	18.6	(200)	1	4/00
Cornerstone Bank, Wilson	101.0	88.6	21.7	774	1	3/00
SterlingSouth B&T, Greensboro	100.3	85.2	24.3	40	2	10/00
Carolina Trust, Lincolnton	69.4	61.6	18.5	(86)	3	12/00
Millennia Comm., Greenville	<u>26.0</u>	<u>20.6</u>	<u>5.4</u>	<u>(1,147)</u>	<u>1</u>	5/00
Median	\$101.0	\$ 85.2	\$ 21.7	\$ 40	2	
<u>1999</u>						
Paragon, Raleigh	\$298.2	\$222.8	\$ 45.3	\$2,653	1	5/99
First Trust, Charlotte	205.9	185.0	35.8	2,082	2	1/99
Trinity Bank, Monroe	<u>128.0</u>	<u>104.8</u>	<u>23.7</u>	<u>545</u>	<u>3</u>	11/99
Median	\$205.9	\$185.0	\$ 35.8	\$2,082	2	
<u>1998</u>						
Gateway B&T, Elizabeth City	\$353.5	\$265.8	\$ 49.8	\$1,600	12	12/98
Crescent State, Cary	322.9	278.8	53.1	1,801	7	12/98
American Community, Monroe	284.0	227.0	41.9	1,543	8	11/98
Bank of the Carolinas, Mocksville	236.6	192.8	36.2	1,406	7	12/98

* Affiliated with New Century Bancorp, Inc.

**Selected Financial Data on New Banks
North Carolina (Cont'd.)**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>1998 (Cont'd.)</u>						
Bank of Wilmington	\$145.3	\$124.8	\$ 21.7	\$1,043	2	6/98
Alamance National, Graham	135.7	103.3	18.5	665	2	9/98
Scottish Bank, Charlotte	<u>130.2</u>	<u>111.4</u>	<u>19.1</u>	<u>732</u>	<u>3</u>	6/98
Median	\$236.6	\$192.8	\$ 36.2	\$1,406	7	
<u>1997</u>						
Capital Bank, Raleigh	\$890.9	\$682.3	\$101.1	\$1,424	22	6/97
MidCarolina, Burlington	237.5	174.3	26.1	1,766	4	8/97
Waccamaw, Whiteville	194.6	150.7	22.9	2,059	6	9/97
Bank of Asheville	<u>115.5</u>	<u>98.1</u>	<u>15.5</u>	<u>634</u>	<u>4</u>	12/97
Median	\$216.1	\$162.5	\$ 24.5	\$1,595	5	
<u>1996</u>						
Southern Community, Winston-Salem	\$812.6	\$589.4	\$ 80.4	\$4,549	8	11/96
Carolina Bank, Greensboro	236.9	198.2	27.0	1,378	4	11/96
Surrey B&T, Mount Airy	<u>144.7</u>	<u>122.6</u>	<u>16.0</u>	<u>1,344</u>	<u>4</u>	7/96
Median	\$236.9	\$198.2	\$ 27.0	\$1,378	4	
<u>1995</u>						
Catawba Valley, Hickory*	\$438.8	\$350.0	\$ 41.6	\$3,582	10	11/95
First Gaston, Gastonia*	<u>202.1</u>	<u>167.5</u>	<u>19.1</u>	<u>1,597</u>	<u>5</u>	7/95
Average	\$320.5	\$258.8	\$ 30.4	\$2,590	8	
<u>1991</u>						
Bank of North Carolina, Thomasville	\$407.5	\$321.6	\$ 26.1	\$3,435	6	12/91

*Affiliated with Integrity Financial Corporation.

**Selected Financial Data on New Banks
Pennsylvania**

	<u>March 31, 2004</u>		Annual	LTM	No. of	Date
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2004</u>						
CNB Community, Clarion	\$ 18.0	\$ 9.6	-	\$ (322)	1	1/04
<u>2003</u>						
Affinity, Wyomissing	\$ 81.8	\$ 69.9	\$ 69.9	\$(1,193)	1	4/03
Integrity, Camp Hill	62.1	46.7	-	(1,293)	1	6/03
Berkshire, Wyomissing	<u>39.8</u>	<u>32.8</u>	<u>-</u>	<u>(1,350)</u>	<u>1</u>	9/03
Average	\$ 62.1	\$ 46.7	-	\$(1,293)	1	
<u>2002</u>						
York Traditions, York	\$ 44.5	\$ 35.9	\$ 25.3	\$(1,018)	1	10/02
<u>2001</u>						
American Home, Lancaster	\$155.0	\$120.2	\$45.1	\$ 413	2	8/01
Earthstar, Upper Southampton	128.4	98.4	30.3	1,125	2	1/01
Embassy Bank, Bethlehem	119.0	103.8	43.0	(596)	1	11/01
Landmark Community, Pittston	<u>85.9</u>	<u>71.9</u>	<u>23.3</u>	<u>(389)</u>	<u>2</u>	3/01
Median	\$123.7	\$101.1	\$ 36.7	\$ 12	2	
<u>2000</u>						
First CornerStone, King of Prussia	\$ 92.5	\$ 71.4	\$ 17.9	\$ 189	1	3/00
<u>1999</u>						
Stonebridge Bank, Exton	\$318.2	\$236.5	\$ 46.5	\$1,065	1	2/99
Legacy, Harrisburg	302.5	239.2	53.2	1,328	10	9/99
Pennsylvania Business Bank, Philadelphia	160.4	127.2	25.4	(572)	4	3/99
Allegiance, Bala Cynwyd	72.4	59.6	12.5	393	1	7/99
Asian Bank, Philadelphia	47.8	40.4	8.3	314	1	6/99
Philadelphia Trust, Philadelphia	<u>22.4</u>	<u>11.9</u>	<u>2.4</u>	<u>1,686</u>	<u>1</u>	4/99
Median	\$116.4	\$ 93.4	\$ 19.0	\$ 729	1	
<u>1998</u>						
Enterprise Bank, Allison Park	\$ 98.8	\$ 90.2	\$ 16.7	\$ 247	2	10/98

**Selected Financial Data on New Banks
Pennsylvania (Cont'd.)**

	<u>March 31, 2004</u>		Annual	LTM	No. of	Date
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>1997</u>						
American Bank, Allentown	\$496.7	\$361.2	\$ 52.9	\$2,319	1	6/97
New Century, Phoenixville	123.8	106.3	15.8	731	2	6/97
Pocono Community, Stroudsburg	<u>117.7</u>	<u>101.1</u>	<u>16.0</u>	<u>1,381</u>	<u>2</u>	11/97
Median	\$123.8	\$106.3	\$ 16.0	\$1,381	2	
<u>1992</u>						
United Bank, Philadelphia	\$ 73.4	\$ 66.2	\$ 5.5	\$ (685)	4	3/92
<u>1991</u>						
East Penn, Emmaus	\$341.4	\$283.5	\$ 22.8	\$3,476	7	11/91
<u>1990</u>						
Woodlands Bank, Williamsport	\$166.1	\$134.1	\$ 9.9	\$1,325	4	10/90
<u>1989</u>						
Pennsylvania State, Camp Hill*	\$201.3	\$153.2	\$ 10.3	\$1,467	6	4/89
Madison Bank, Blue Bell**	<u>199.1</u>	<u>180.2</u>	<u>12.3</u>	<u>1,975</u>	<u>10</u>	8/89
Average	\$200.2	\$166.7	\$ 11.3	\$1,721	8	
<u>1988</u>						
Republic First, Philadelphia	\$658.6	\$455.4	\$ 29.2	\$2,827	9	9/88

*Announced acquisition by Sterling Financial.

**Announced acquisition by Leesport Financial.

**Selected Financial Data on New Banks
South Carolina**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2003</u>						
Tidelands Bank, Mt. Pleasant	\$ 37.0	\$ 22.0	-	\$ (711)	1	10/03
<u>2002</u>						
Carolina National, Columbia	\$ 73.9	\$ 65.0	\$ 37.1	\$(1,100)	1	7/02
<u>2001</u>						
Crescent Bank, Myrtle Beach*	\$128.0	\$106.2	\$ 38.6	\$ 663	2	7/01
Bank of Camden	36.6	24.4	7.9	84	1	2/01
Islands Community, Beaufort	<u>36.2</u>	<u>29.6</u>	<u>10.7</u>	<u>45</u>	<u>1</u>	7/01
Median	\$ 36.6	\$ 29.6	\$ 10.7	\$ 84	1	
<u>2000</u>						
Greenville First Bank	\$258.5	\$175.6	\$ 41.3	\$1,461	1	1/00
First National, Spartanburg	189.2	163.9	41.0	1,115	3	3/00
Lowcountry, Beaufort	114.8	106.2	27.1	997	1	5/00
SunBank, Murrells Inlet	<u>69.8</u>	<u>61.9</u>	<u>18.1</u>	<u>(170)</u>	<u>2</u>	11/00
Median	\$152.0	\$135.1	\$ 34.1	\$1,056	2	
<u>1999</u>						
First Reliance, Florence	\$194.3	\$152.9	\$ 32.8	\$1,065	2	8/99
New Commerce, Greenville	89.2	77.1	15.7	117	2	5/99
Cornerstone, Easley	82.4	67.5	14.7	474	2	9/99
Hartsville Community	59.8	54.0	11.2	128	1	6/99
Seneca National Bank	50.3	44.5	8.6	321	1	2/99
South Carolina Community, Columbia	<u>34.0</u>	<u>30.3</u>	<u>6.1</u>	<u>44</u>	<u>3</u>	3/99
Median	\$ 71.1	\$ 60.8	\$ 13.0	\$ 225	2	
<u>1998</u>						
SouthCoast Community, Mount Pleasant	\$277.7	\$217.6	\$ 38.4	\$2,134	5	7/98
GrandSouth, Fountain Inn	186.6	161.9	29.0	1,060	3	9/98
Bank of Anderson	137.2	114.1	20.4	972	2	9/98
Florence National**	<u>60.3</u>	<u>51.5</u>	<u>9.0</u>	<u>515</u>	<u>1</u>	7/98
Median	\$161.9	\$138.0	\$ 24.7	\$1,016	3	

*Affiliated with Carolina Financial.

**Affiliated with Community Bankshares.

**Selected Financial Data on New Banks
South Carolina (Cont'd.)**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		Growth	Income		
				(In thous.)		
<u>1997</u>						
Community FirstBank, Charleston*	\$253.2	\$188.4	\$ 27.2	\$2,089	4	4/97
People's Community, Aiken	<u>118.2</u>	<u>105.2</u>	<u>16.2</u>	<u>1,170</u>	<u>3</u>	9/97
Average	\$185.7	\$146.8	\$ 21.7	\$1,630	4	
<u>1996</u>						
First South, Spartanburg	\$258.3	\$220.6	\$ 29.1	\$2,437	3	8/96
Beach First, Myrtle Beach	183.7	153.5	20.5	1,109	4	9/96
Sumter National**	123.4	100.4	12.8	1,534	2	6/96
First National-Carolinas, Gaffney***	<u>71.9</u>	<u>61.4</u>	<u>8.2</u>	<u>552</u>	<u>3</u>	10/96
Median	\$153.6	\$127.0	\$ 16.7	\$1,322	3	
<u>1995</u>						
First Community, Lexington	\$217.5	\$188.1	\$ 21.7	\$1,763	8	8/95
<u>1990</u>						
Summit National, Greenville	\$335.9	\$250.9	\$ 18.2	\$3,671	4	7/90
Community First, Walhalla	<u>291.6</u>	<u>266.8</u>	<u>18.9</u>	<u>3,117</u>	<u>5</u>	3/90
Average	\$313.8	\$258.9	\$ 18.6	\$3,394	5	
<u>1989</u>						
CapitalBank, Greenwood	\$498.2	\$381.3	\$ 25.0	\$4,866	14	1/89
Greer State	228.2	163.8	10.7	2,369	3	1/89
Bank of Walterboro	<u>126.1</u>	<u>114.0</u>	<u>7.6</u>	<u>1,427</u>	<u>3</u>	5/89
Median	\$228.2	\$163.8	\$ 10.7	\$2,369	3	
<u>1988</u>						
Horry County State, Loris	\$279.1	\$219.7	\$ 13.5	\$1,931	10	1/88

*Affiliated with Carolina Financial.

**Affiliated with Community Bankshares.

***Affiliated with American Community Bancshares.

**Selected Financial Data on New Banks
Virginia**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		Growth	Income		
				(In thous.)		
<u>2004</u>						
Bank of Virginia, Midlothian	\$ 19.2	\$ 8.7	-	\$ (490)	3	1/04
<u>2003</u>						
SuffolkFirst Bank	\$ 52.9	\$ 43.6	\$ 37.3	\$ (707)	2	1/03
Colonial Virginia, Gloucester	26.9	15.7	-	(633)	2	11/03
Citizens National, Windsor	<u>16.7</u>	<u>12.6</u>	<u>-</u>	<u>(1,185)</u>	<u>1</u>	4/03
Average	\$ 26.9	\$ 15.7	-	\$ (707)	2	
<u>2002</u>						
Peoples Bank, Richmond	\$139.3	\$121.2	\$ 60.6	\$ 910	3	4/02
Franklin, Rocky Mount*	57.9	52.1	34.7	(362)	1	9/02
Highlands, Covington**	41.1	37.1	27.8	(646)	1	9/02
Bank of Goochland***	<u>38.0</u>	<u>31.1</u>	<u>20.7</u>	<u>(57)</u>	<u>1</u>	9/02
Median	\$ 49.5	\$ 44.6	\$ 31.3	\$ (210)	1	
<u>2001</u>						
Freedom Bank, Vienna	\$ 49.6	\$ 42.6	\$ 16.0	\$ (169)	1	7/01
<u>2000</u>						
Bank of Powhatan***	\$ 66.2	\$ 58.4	\$ 14.6	\$ (9)	2	3/00
Smith River, Martinsville*	<u>57.4</u>	<u>52.7</u>	<u>14.4</u>	<u>(88)</u>	<u>3</u>	7/00
Average	\$ 61.8	\$ 55.6	\$ 14.5	\$ (49)	3	
<u>1999</u>						
TowneBank, Portsmouth	\$1,309.6	\$1,080.4	\$216.1	\$6,980	15	4/99
Access National, Chantilly	334.0	225.8	52.1	3,335	2	12/99
Millennium, Reston	315.9	280.8	56.2	1,210	6	4/99
Monarch, Chesapeake	193.0	151.8	30.9	574	5	5/99
Bank of the James, Lynchburg	158.5	143.9	30.8	1,452	4	7/99
Community First, Lynchburg**	151.3	137.7	30.6	977	4	10/99

*Affiliated with MainStreet Bankshares, Inc.

**Affiliated with Community First Financial Corporation.

***Affiliated with TransCommunity Bankshares Inc.

**Selected Financial Data on New Banks
Virginia (Cont'd.)**

	<u>March 31, 2004</u>		Annual	LTM	No. of	Date
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>1999(Cont'd.)</u>						
Southern Community, Midlothian	\$134.0	\$114.6	\$ 26.5	\$ 161	3	12/99
Bank of Richmond, Richmond	112.0	96.2	20.3	425	4	7/99
Citizens Community, South Hill	<u>89.1</u>	<u>80.6</u>	<u>18.6</u>	<u>499</u>	<u>2</u>	12/99
Median	\$158.5	\$143.9	\$ 30.8	\$ 977	4	
<u>1998</u>						
Cardinal Financial, McLean	\$687.5	\$527.9	\$ 90.5	\$4,330	13	6/98
Alliance Bank, Fairfax	459.7	364.2	67.2	4,121	5	11/98
New Peoples Bank, Honaker	368.3	333.4	61.5	3,135	16	10/98
James Monroe, Arlington	316.5	284.0	48.7	2,949	4	6/98
First National Exchange, Roanoke*	248.9	229.7	38.8	1,885	14	5/98
Virginia Nat'l-Charlottesville	225.6	198.0	34.9	1,473	6	7/98
Potomac Bank, Fairfax	175.7	152.6	26.9	687	3	8/98
First Capital, Glen Allen	133.2	115.2	22.0	269	3	12/98
Albemarle First, Charlottesville	<u>115.7</u>	<u>92.9</u>	<u>17.7</u>	<u>(279)</u>	<u>4</u>	12/98
Median	\$248.9	\$229.7	\$ 38.8	\$1,885	5	
<u>1996</u>						
Patriot, Fredericksburg*	\$234.3	\$216.1	\$ 27.9	\$1,520	10	7/96
Mountain National, Galax*	227.3	211.9	27.3	1,054	7	7/96
Shenandoah National, Staunton*	127.3	116.5	15.0	1,207	6	7/96
Central National, Lynchburg*	<u>120.4</u>	<u>111.4</u>	<u>14.4</u>	<u>920</u>	<u>6</u>	7/96
Median	\$177.3	\$164.2	\$ 21.2	\$1,131	7	
<u>1995</u>						
Valley Bank, Roanoke	\$331.5	\$246.7	\$ 27.7	\$2,798	7	5/95
<u>1992</u>						
Community Bank-Northern Va. Sterling	\$826.5	\$645.5	\$ 53.4	\$7,696	13	2/92

*Affiliated with Bank Services Co. of Virginia.

**Selected Financial Data on New Banks
Virginia (Cont'd.)**

	<u>March 31, 2004</u>		<u>Annual Deposit Growth</u>	<u>LTM Annual Income</u> (In thous.)	<u>No. of Branches</u>	<u>Date Opened</u>
	<u>Assets</u>	<u>Deposits</u> (In millions)				
<u>1990</u>						
Rockingham Heritage, Harrisonburg*	\$185.7	\$156.2	\$ 11.6	\$ 2,404	8	11/90
<u>1988</u>						
Virginia Commerce, Arlington	\$956.0	\$846.0	\$ 53.2	\$12,393	13	5/88
Marathon Bank, Winchester*	<u>308.5</u>	<u>277.0</u>	<u>18.1</u>	<u>3,655</u>	<u>8</u>	12/88
Median	\$632.3	\$561.5	\$ 35.7	\$ 8,024	11	

*Affiliated with Premier Community Bankshares.

**Selected Financial Data on New Banks
West Virginia**

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2003</u>						
First Bank, Charleston	\$ 42.9	\$ 35.8	-	\$ (844)	1	6/03
<u>2001</u>						
Main Street, Wheeling	\$100.1	\$ 76.4	\$ 27.8	\$ 979	1	6/01
Citizens First, Ravenswood	<u>50.2</u>	<u>45.9</u>	<u>17.2</u>	<u>398</u>	<u>2</u>	7/01
Average	\$ 75.2	\$ 61.2	\$ 22.5	\$ 689	2	
<u>2000</u>						
Centra Bank, Morgantown	\$374.3	\$330.0	\$ 79.2	\$1,805	4	2/00
<u>1999</u>						
Guaranty B&T, Huntington	\$109.8	\$ 87.9	\$ 17.6	\$ 497	2	3/99
Monongahela Valley, Fairmont	<u>97.4</u>	<u>78.4</u>	<u>14.9</u>	<u>883</u>	<u>2</u>	1/99
Average	\$103.6	\$ 83.2	\$ 16.3	\$ 690	2	
<u>1996</u>						
First Sentry, Huntington	\$189.4	\$154.4	\$ 20.8	\$1,544	1	10/96
Rock Branch Community, Nitro	<u>41.2</u>	<u>37.1</u>	<u>5.0</u>	<u>347</u>	<u>1</u>	10/96
Average	\$115.3	\$ 95.8	\$ 12.9	\$ 946	1	

Selected Financial Data on New Banks
Other New England

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2003</u>						
Independence, East Greenwich, R.I.	\$ 38.4	\$ 30.3	\$ 27.9	\$ (751)	1	3/03
Rivergreen, Kennebunk, Me.	<u>38.4</u>	<u>30.8</u>	<u>30.8</u>	<u>(7)</u>	<u>1</u>	3/03
Average	\$ 38.4	\$ 30.6	\$ 29.4	\$ (379)	1	
<u>1999</u>						
Centrix B&T, Bedford, N.H.	\$167.5	\$134.3	\$ 27.8	\$ 871	3	6/99
<u>1996</u>						
Bank Rhode Island, East Providence	\$1,128.5	\$837.2	\$104.6	\$8,387	14	3/96
<u>1991</u>						
Ledyard Nat'l., Norwich, Vt.	\$244.2	\$199.5	\$ 15.4	\$2,841	7	5/91
<u>1990</u>						
Community B&T, Wolfeboro, N.H.	\$424.4	\$361.0	\$ 26.3	\$7,577	8	7/90
First Citizens, Presque Isle, Me.	<u>139.5</u>	<u>126.0</u>	<u>9.0</u>	<u>1,046</u>	<u>5</u>	4/90
Average	\$282.0	\$243.5	\$ 17.7	\$4,312	7	
<u>1989</u>						
Bow Mills B&T, N.H.	\$121.8	\$113.1	\$ 7.4	\$ 616	3	1/89
First Community, Woodstock, Vt.	<u>61.3</u>	<u>51.1</u>	<u>3.6</u>	<u>(152)</u>	<u>3</u>	11/89
Average	\$ 91.6	\$ 82.1	\$ 5.5	\$ 232	3	

Selected Financial Data on New Thrifts

	<u>March 31, 2004</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2001</u>						
InsurBanc, Farmington, Ct.	\$ 60.2	\$ 32.6	\$ 10.9	\$(1,180)	1	4/01
Community Savings, Woodhaven, N.Y.	55.4	44.0	16.0	256	1	7/01
Union Savings, Providence, R.I.	<u>29.3</u>	<u>25.1</u>	<u>10.4</u>	<u>153</u>	<u>1</u>	11/01
Median	\$ 55.4	\$ 32.6	\$ 10.9	\$ 153	1	
<u>2000</u>						
1st Service, McLean, Va.	\$ 87.5	\$ 79.3	\$ 24.4	\$ 601	1	12/00
Select Bank, Egg Harbor, N.J.	76.7	69.8	20.9	457	3	11/00
BAY.NET Bank, Bel Air, Md.	66.2	60.1	14.4	136	2	2/00
Province Bank, Marietta, Pa.	50.8	38.9	10.8	(440)	2	9/00
Fort Lee Savings, Fort Lee, N.J.	<u>27.2</u>	<u>23.2</u>	<u>7.0</u>	<u>3</u>	<u>1</u>	12/00
Median	\$ 66.2	\$ 60.1	\$ 14.4	\$ 136	2	
<u>1999</u>						
Greater Buffalo, Buffalo, N.Y.	\$414.5	\$377.8	\$ 85.5	\$1,970	6	11/99
First Central, Whitestone, N.Y.	164.8	151.7	30.3	2,221	3	4/99
First Capital, Bennettsville, S.C.	<u>39.6</u>	<u>32.0</u>	<u>7.1</u>	<u>285</u>	<u>2</u>	9/99
Median	\$164.8	\$151.7	\$30.3	\$1,970	3	
<u>1998</u>						
Nittany Bank, State College, Pa.	\$265.7	\$238.0	\$ 43.9	\$1,757	4	10/98
Little Bank, Kinston, N.C.	132.7	109.3	20.2	695	4	11/98
Community First, Pikesville, Md.	56.3	47.8	8.1	310	1	5/98
New Republic, Rocky Mount, N.C.	<u>31.2</u>	<u>27.3</u>	<u>5.1</u>	<u>434</u>	<u>2</u>	12/98
Median	\$ 94.5	\$ 78.6	\$ 14.2	\$ 565	3	
<u>1996</u>						
First Savers, Greenville, S.C.	\$178.8	\$142.4	\$ 17.6	\$1,391	2	3/96
Monadnock Community, Peterborough, N.H.	<u>44.8</u>	<u>33.5</u>	<u>4.2</u>	<u>35</u>	<u>1</u>	5/96
Average	\$111.8	\$ 88.0	\$ 10.9	\$ 713	2	
<u>1988</u>						
Comm. Guaranty, Plymouth, N.H.	\$ 68.8	\$ 60.9	\$ 3.8	\$ 573	2	5/88

New Bank Sales

<u>Seller</u>	<u>Buyer</u>	<u>Deal Value</u> (In mill.)	<u>Price</u>			<u>Year Opened</u>
			<u>Times Earnings</u>	<u>as a Percent of Book</u>	<u>Assets</u>	
<u>Announced in 2004</u>						
First Washington	Fulton	\$127	25.5X	318%	26.4%	1989
Community Bancorp	Sun Bancorp	83	33.4	316	19.5	1997
First Heritage	Community Bank System	74	24.2	251	25.7	1994
Pennsylvania State	Sterling Financial	47	31.9	305	24.5	1989
Madison	Leesport Financial	38	21.6	245	17.9	1989
Bank of Westport	Fairfield County Bank	11	-	<u>171</u>	<u>16.7</u>	1998
Median			25.5X	277%	22.0%	
<u>Announced in 2003</u>						
Resource	Fulton	\$195	18.2X	331%	23.7%	1988
MountainBank	South Financial	142	20.6	240	15.6	1997
Premier	Fulton	89	23.1	352	14.9	1992
Harbor	TowneBank	84	40.7	308	32.1	1996
Millennium	Harleysville National	46	-	277	25.2	1998
Hometown Heritage	National Penn	38	-	269	30.3	1999
High Country	Yadkin Valley	37	39.4	210	21.4	1998
CSB	Lakeland	34	31.3	294	27.8	1997
First County	Univest	30	-	257	21.5	1996
Suburban Community	Univest	24	28.1	252	28.2	1996
Horizon B&T	South Shore Savings	19	20.9	153	15.0	1998
FNB	American Community	16	23.3	188	22.1	1996
First Carolina State	Capitol	11	-	178	18.7	2000
Centennial	Crescent Financial	9	-	<u>177</u>	<u>14.9</u>	2000
Median			23.3X	255%	21.8%	
<u>Announced in 2002</u>						
FirstService Bank	National Penn	\$ 95	32.5X	332%	23.7%	1995
Premier	Fulton	89	23.1	352	14.9	1992
Bridge View	Interchange Financial	87	21.2	304	32.0	1990
Northwestern National	United Community	36	26.3	226	26.4	1992
Piedmont Bank	Yadkin Valley	27	36.5	168	12.0	1997
High Street	Capital Bank	21	-	135	12.8	1997
First Commerce	Bank of Granite	19	20.0	159	10.4	1996
Metro-County Bank	Southern Financial	17	-	201	18.1	1997
CNB	MountainBank	14	22.1	169	24.8	1994
Northern State	Legacy	13	-	145	16.7	1999
Centennial	Crescent Financial	9	-	177	14.9	2000
First-Central Jersey	Synergy Financial	2	-	<u>69</u>	<u>3.7</u>	1998
Median			23.1X	173%	15.8%	

New Bank Sales (Cont'd.)

<u>Seller</u>	<u>Buyer</u>	<u>Deal Value</u> (In mill.)	<u>Times Earnings</u>	<u>Price</u>		<u>Year Opened</u>
				<u>as a Percent of Book</u>	<u>Assets</u>	
<u>Announced in 2001</u>						
Commercial Bank	North Fork	\$175	17.2X	168%	11.5%	1988
Maine Bank	Chittenden	49	14.3	184	21.0	1991
Park Meridan	Regions	49	17.8	201	17.3	1991
First Western	Mountain Bank	20	-	143	25.8	1997
Pennsylvania Capital	Three Rivers	18	19.5	187	12.7	1990
Independence Bank	Bank of North Carolina	7	-	145	12.6	1997
Median			17.5X	176%	15.0%	
<u>Announced in 2000</u>						
Atlantic Financial	F&M National	\$ 71	17.3X	163%	18.3%	1989
Carolina Southern	Synovus	64	23.7	272	30.2	1989
Skylands Community	Fulton	33	14.6	209	15.5	1990
Panasia Bank	National Penn	20	18.5	223	14.7	1993
Comm. Bankshares	F&M National	13	19.0	148	17.5	1989
Citizens Southern	First Community	7	30.4	131	10.1	1995
Median			18.8X	186%	16.5%	
<u>Announced in 1999</u>						
Triangle Bancorp	Centura	\$608	24.4X	356%	26.6%	1988
First Frederick	FCNB	37	28.6	448	33.2	1989
MTB	Conn. Bank-Commerce	26	41.4	98	8.0	1993
Olympian Bank	ABN AMRO	23	22.1	227	18.0	1989
Horizon-Virginia	Southern Financial	22	36.3	231	17.8	1990
PierBank	Washington Trust	14	29.9	304	25.2	1989
Median			25.4X	268%	23.2%	
<u>Announced in 1998</u>						
Ambassador	Fulton	\$ 77	32.2X	315%	29.8%	1990
Prestige	Commerce	75	24.6	235	24.2	1990
Community First	Commerce	66	33.3	529	37.6	1989
Regent	JeffBanks	53	-	293	23.5	1989
Bank of South Windsor	New England Comm.	35	26.7	298	22.8	1989
Ironbound	Richmond County	28	21.8	241	25.1	1988
First Capitol	Susquehanna	27	39.6	256	24.7	1988
Berkshire Bank	Cooper Life Sciences	25	20.8	259	23.4	1989

New Bank Sales (Cont'd.)

<u>Seller</u>	<u>Buyer</u>	<u>Deal Value</u> (In mill.)	<u>Times Earnings</u>	<u>Price</u>		<u>Year Opened</u>
				<u>as a Percent of Book</u>	<u>Assets</u>	
<u>Announced in 1998 (Cont'd.)</u>						
State Bank-S. Orange	United National	\$ 25	38.5X	447%	34.4%	1988
First Comm.-Phila.	HSBC	24	17.4	300	28.6	1989
Maritime B&T	Webster	21	23.2	266	20.0	1991
Ballston Bancorp	MainStreet	20	23.9	264	27.7	1988
Virginia Heartland	Second National	20	27.4	229	21.7	1988
Heritage Bank	WesBanco	12	-	<u>282</u>	<u>39.3</u>	1996
Median			25.7X	274%	24.9%	
<u>Announced in 1997</u>						
Carnegie	Sovereign	\$106	26.7X	283%	25.1%	1988
Carolina State	First Charter	42	35.1	336	30.4	1991
Bank of Mechlenburg	Triangle	42	20.6	218	16.2	1989
First Patriot	United	39	18.7	236	20.4	1990
Old North State	LSB	33	27.0	284	25.3	1989
Tyson's Financial	MainStreet	17	14.5	185	21.5	1991
First Bank-Hartford	New England Comm.	17	12.4	214	22.4	1988
Founders' Bank	Susquehanna	15	24.5	200	15.7	1988
Commerce Bank	MainStreet	14	15.6	256	20.6	1989
Cushnoc B&T	Northeast	3	-	<u>123</u>	<u>13.0</u>	1989
Median			29.1X	227%	21.1%	
<u>Announced in 1996</u>						
First Sterling	Prime	\$29	18.0X	222%	13.7%	1988
Hanover Bank	MainStreet	23	19.1	270	24.6	1988
United Valley	JeffBanks	23	26.8	188	18.0	1988
Farrington Bank	United National	19	15.6	224	30.7	1990
Annapolis Bancshares	Sandy Spring	18	15.9	204	22.0	1989
Burlington County	Trenton Savings	13	13.1	206	16.6	1988
Granville United	Triangle	11	24.0	176	18.7	1990
Landmark Bank	New Hampshire Thrift	6	-	<u>147</u>	<u>9.3</u>	1991
			18.0X	205%	18.4%	

New Bank Sales (Cont'd.)

<u>Seller</u>	<u>Buyer</u>	<u>Deal Value</u> (In mill.)	<u>Times Earnings</u>	<u>Price</u>		<u>Year Opened</u>
				<u>as a Percent of Book</u>	<u>Assets</u>	
<u>Announced in 1995</u>						
Gloucester County	Fulton	\$36	14.0X	246%	19.5%	1989
Growth Financial	Hudson United	27	24.4	180	21.1	1990
West Jersey	Sovereign	17	21.8	212	17.8	1990
Centerpoint Bank	Community Bankshares	11	13.1	208	15.7	1990
Bergen Commercial	Greater Community	10	18.6	150	15.4	1988
Heritage Bank	Centerbank	8	-	233	13.7	1988
Colonial State	Sovereign	6	34.5	197	14.4	1988
Montour	Omega	5	<u>18.6</u>	<u>148</u>	<u>13.3</u>	1990
Median			18.6X	203%	15.6%	
<u>Announced in 1994</u>						
Bank of Loudoun	Jefferson	\$11	-	210%	18.9%	1988
American Union	Valley National	7	-	176	13.6	1990
First State Bank	First Fidelity	7	-	133	18.5	1988
Ocean Independent	First State Financial	5	-	135	10.8	1988
Security First	JeffBanks	3	-	100	9.8	1988
George Washington	Franklin	3	-	108	8.6	1989
Liberty National	Village	1	<u>13.5X</u>	<u>111</u>	<u>5.2</u>	1989
Median			13.5X	133%	10.8%	
<u>Announced in 1993</u>						
Coastal Bank	Commerce	\$7	13.9X	132%	13.9%	1988
Security National	Harleysville National	5	-	<u>142</u>	<u>15.4</u>	1988
Median			13.9X	137%	14.7%	

Source: SNL Financial, Charlottesville, Virginia.

New Bank Stock Pricing

	<u>Stock Price*</u>	<u>Price*</u>		<u>Avg. Shares Traded Daily**</u>
		<u>Times Earnings</u>	<u>Percent of Book</u>	
<u>Connecticut</u>				
First City	\$ 22.00	13.4X	176%	388
Patriot National	14.30	29.8	179	4,623
Simsbury B&T	33.25	15.9	204	261
Southern Connecticut	8.71	-	123	1,319
<u>Delaware</u>				
Bancorp Bank	\$ 18.98	-	186%	-
Christiana B&T	15.15	23.7X	137	302
<u>Maryland</u>				
Annapolis Bancorp	\$ 9.53	16.7X	168%	2,453
Bay National	12.00	-	184	215
Columbia	28.93	17.2	237	9,648
CommerceFirst	9.45	41.1	133	22
Damascus Community	165.00	-	-	3
EagleBank	17.96	24.9	178	2,729
Frederick County	40.00	41.7	223	10
Old Line	9.70	32.3	131	2,304
<u>Massachusetts</u>				
Asian American B&T	\$ 12.50	-	-	523
Capital Crossing	59.30	9.0X	209%	17,921
Commonwealth	13.50	-	193	189
<u>New Hampshire</u>				
Centrix B&T	\$ 16.10	26.8X	167%	370
Connecticut River	15.00	16.1	145	145
<u>New Jersey</u>				
Advantage	\$ 13.75	34.4X	181%	930
Allaire Community	18.00	22.8	242	756
Bayonne Community	19.00	18.3	198	518
Boardwalk Bank	14.84	23.2	144	6,866
Cornerstone	11.75	35.6	121	-
First Colonial	9.40	26.9	136	1,331
First Constitution	31.32	15.2	198	2,002
Hilltop Community	12.90	35.8	-	961
Hopewell Valley	14.00	25.9	-	-

New Bank Stock Pricing (Cont'd.)

	<u>Stock Price*</u>	<u>Price*</u>		<u>Avg. Shares Traded Daily**</u>
		<u>Times Earnings</u>	<u>Percent of Book</u>	
<u>New Jersey (Cont'd.)</u>				
Monmouth Community	\$ 26.00	-	259%	577
New Millennium	30.00	22.2X	-	47
Parke	17.02	14.7	147	3,835
Pascack Community	10.00	-	125	544
Red Oak	8.75	27.3	152	1,269
Rumson-Fair Haven	12.55	-	-	679
Shore Community	17.50	28.2	-	966
Somerset Hills	12.00	30.0	165	6,646
Sterling	10.50	37.5	142	5,574
SVB Financial	18.75	23.7	270	748
Town Bank	9.85	18.6	-	700
Two River Community	19.20	-	-	1,595
Unity Bancorp	13.35	17.1	236	6,467
<u>New York</u>				
Capital B&T	\$ 6.25	-	-	330
Long Island Financial	38.62	17.5X	193%	1,107
VSB	23.60	19.8	291	259
<u>North Carolina</u>				
American Community	\$ 12.41	23.4X	142%	4,121
Bank of Oak Ridge	13.50	-	130	-
Bank of the Carolinas	13.10	21.1	136	802
Bank of Wilmington	11.09	18.2	141	2,956
Bank of North Carolina	17.75	19.3	225	2,006
Capital Bank	16.31	-	142	8,795
Cardinal State	10.25	-	152	-
Carolina Bank	12.17	21.7	136	3,765
Crescent Financial	13.20	25.9	186	6,442
First Trust	21.25	18.8	231	897
Gateway Financial	12.50	32.9	162	6,138
Integrity Financial	17.52	17.7	129	1,655
MidCarolina	17.10	22.8	238	542
New Century	27.50	-	281	78
North State	16.00	34.0	183	667
Southern Community	11.71	30.0	157	14,345
Surrey	22.00	23.2	239	162
United Financial	7.40	21.1	111	1,237
Waccamaw	28.65	31.5	359	361
Weststar Financial	10.05	20.9	124	722

New Bank Stock Pricing (Cont'd.)

	Stock Price*	Price*		Avg. Shares Traded Daily**
		Times Earnings	Percent of Book	
<u>Pennsylvania</u>				
American	\$ 9.39	24.1X	175%	3,119
East Penn	8.30	18.0	254	2,045
Legacy	15.50	35.2	160	1,919
Republic First	11.95	15.9	135	11,004
<u>Rhode Island</u>				
Bancorp Rhode Island	\$ 34.00	18.5X	179%	6,972
<u>South Carolina</u>				
Beach First	\$ 17.00	30.9X	222%	2,207
Coastal Banking	15.90	17.3	157	1,009
Community Bankshares	17.85	14.6	157	1,370
Community Capital	21.05	15.3	148	2,892
First Community	21.31	20.1	170	884
First National	21.00	41.2	297	300
First South	29.75	17.7	239	473
Grandsouth	7.75	40.8	170	100
Greenville First	19.25	30.6	287	804
Greer	17.00	18.1	197	214
New Commerce	10.25	-	117	723
Peoples	24.00	23.3	242	345
People's Community	24.00	24.5	215	587
Southcoast	20.45	22.5	177	3,920
Summit	18.32	22.9	236	1,068
Sun	10.00	-	-	265
<u>Virginia</u>				
Albemarle First	\$ 9.45	-	145%	1,232
Alliance	15.16	15.6X	158	6,688
Bank of Richmond	11.40	-	134	415
Bank of the James	23.00	17.2	202	310
Cardinal Financial	8.98	17.3	177	48,838
Community	15.69	20.6	274	6,974
First Capital	17.25	-	181	543
James Monroe	18.75	26.4	234	4,241
Millennium	7.30	38.4	159	10,151
Monarch	13.63	-	159	-
Premier Community	17.80	15.6	216	2,879

New Bank Stock Pricing (Cont'd.)

	<u>Stock Price*</u>	<u>Times Earnings</u>	<u>Price*</u> <u>Percent of Book</u>	<u>Avg. Shares Traded Daily**</u>
<u>Virginia (Cont'd.)</u>				
Southern Community	\$ 12.30	-	154%	3,040
TowneBank	25.45	-	355	7,919
Valley Financial	14.90	21.9X	244	1,482
Virginia Commerce	29.30	20.6	393	16,068
Virginia National	24.50	<u>35.0</u>	<u>220</u>	<u>852</u>
Grand Median		22.7X	177%	1,068

*Stock price as of June 22, 2004 and financial data as of March 31, 2004 or the twelve months ended March 31, 2004.

**One year.

Source: SNL Financial, Charlottesville, Virginia.