



**Changing Patterns IX**

*Mortgage Lending to*  
*Traditionally Underserved*  
*Borrowers & Neighborhoods*  
*in Greater Boston, 1990 – 2001*

BY  
*Jim Campen*

*Departments of Economics and Mauricio Gaston Institute  
for Latino Community Development and Public Policy  
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NOVEMBER 2002

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A REPORT PREPARED FOR  
*Massachusetts Community & Banking Council  
c/o Citizens Bank  
Exchange Place  
53 State Street, 8th floor  
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## INTRODUCTION

In January 1990, the leaders of the local and statewide banking industry announced a commitment to substantially increase the provision of credit and banking services to the low-income and minority communities within the city of Boston. Studies released in 1989 had demonstrated the existence of substantial racial disparities in the number of mortgage loans made in different neighborhoods within the city.<sup>1</sup> One of the principal components of the bankers' subsequent response was a pledge for a major expansion in the supply of mortgage lending to previously underserved borrowers.

As the fifth anniversary of the announcement of that commitment approached, the Massachusetts Community & Banking Council (MCBC) – whose Board of Directors has an equal number of bank and community representatives – commissioned a study to evaluate the extent to which the commitment had been fulfilled. That study, conducted by the present author, was organized around three principal questions:

- Whether and to what extent had mortgage lending to low-income and minority households and neighborhoods in the city of Boston increased since 1990?
- Whether and to what extent had major types of lenders (the biggest Boston banks, other banks, and mortgage companies) performed differently in meeting previously underserved mortgage lending needs?
- Whether and to what extent had multi-bank targeted mortgage programs made significant contributions toward meeting the banks' commitments?

The resulting seventy-eight page report, *Changing Patterns: Mortgage Lending in Boston, 1990-1993*, was released by MCBC in August 1995. The present study is the latest in a series of annual updates of the original report. Beginning in 1998, the reports' geographic scope was expanded to include an examination of mortgage lending patterns in 27 cities and towns surrounding the city of Boston. In this year's report, the geographic coverage has been further expanded to include all of the twenty largest cities and towns in Massachusetts.

This introduction is followed by ten pages of text that identify some of the most significant findings that emerge from the extensive set of tables and charts that constitute the bulk of the report. The first of the two major parts of the textual portion of the report, together with Tables 2 – 17 and their associated charts, provides an analysis of lending in the city of Boston from 1990 through 2001. This analysis is subdivided into three sections which focus, in turn, on total lending within the city, on lending by major types of lenders, and on lending under four multi-bank targeted mortgage programs.

The second major part of the text, together with Tables 18 – 26, examines detailed information on mortgage lending patterns in 37 other cities and towns. In previous versions of this report, 27 communities immediately surrounding Boston were grouped into an "Inner Ring" of twelve and an "Outer Ring" of fifteen. For this report, all of these communities immediately surrounding Boston are combined into a single group. A second group includes the ten additional cities and towns that are among the state's twenty largest but are not among those immediately surrounding Boston.

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<sup>1</sup> The two most important of these studies were: Katherine L. Bradbury, Karl E. Case, and Constance R. Dunham, "Geographic Patterns of Mortgage Lending in Boston, 1982-87," *New England Economic Review* [Federal Reserve Bank of Boston], September-October 1989, and Charles Finn, *Mortgage Lending in Boston's Neighborhoods, 1981-87: A Study of Bank Credit and Boston's Housing*, Boston Redevelopment Authority, 1989.

These 37 cities and towns are listed in Table 1, which summarizes basic information about the total population, racial/ethnic composition, and income level of each of these communities. For purposes of comparison, Table 1 also presents the same information for the city of Boston, for the 27 surrounding cities as a group, for the Boston Metropolitan Statistical Area (MSA), and for the state as a whole. Two maps that follow Table 1 show the location of each of the cities surrounding Boston and locate these 27 communities within the Boston MSA. Only two of the other ten cities and towns covered by this report, Framingham and Taunton, are located within the Boston MSA. Three municipalities (Haverhill, Lawrence, and Lowell) are located to the north, three more (Brockton, Fall River, and New Bedford) are to the south, and the final two (Springfield and Worcester) are to the west.

This is the first report in this series to use both population and income data from the 2000 Census in its analysis. (Population data for 2000 were used in last year's report, but income data from the 2000 Census only became available quite recently.) Accordingly, some of this report's findings concerning lending to geographic areas with different income levels or different racial/ethnic compositions may differ from those in other analyses of mortgage lending. This is because the Home Mortgage Disclosure Act (HMDA) data made available by the federal government – the basis for this and almost all other studies of mortgage lending – continue to incorporate population and income data from the 1990 Census. HMDA data for 2003 (to be released in the summer of 2004) are the first that will be based on census tract definitions and data from the 2000 Census. (The "Notes on Data and Methods" at the end of this report provide details on the definitions and sources of the data used and on how the data were processed in preparing the tables and charts that appear below.)

This report continues to use last year's changes in the definitions of the major lender categories. The category of "Big Boston Banks" is found only in Table 7, and has been retained there primarily to document this group's dramatic drop in market share. The principal basis for classifying lenders into the two major groups emphasized in Tables 8-10 and 25-26 is not whether a lender is a bank or a mortgage company, but whether or not its Massachusetts lending is covered by the Community Reinvestment Act (CRA) – that is, whether or not its performance in meeting the mortgage credit needs of local communities is subject to evaluation by government bank regulators. This distinction is particularly important in light of proposed legislation at both the state and federal levels.

This report, like its predecessors, has been motivated primarily by a concern for expanding homeownership and is therefore concerned only with *home-purchase* mortgage loans (that is, the analysis excludes loans to refinance existing mortgages).<sup>2</sup> This report also follows its predecessors in containing no analysis of lending by individual banks or mortgage companies; MCBC is concerned with the performance of the lending industry as a whole and of major components of that industry, rather than with comparative examinations of the performance of individual lenders.

The primary goal of this series of reports is to contribute to improving the performance of mortgage lenders in meeting the needs of traditionally underserved borrowers and neighborhoods by presenting a careful *description* of what has happened that all interested parties can agree is fair and accurate. It is beyond the scope of these reports to offer either an *explanation* of why the observed trends have occurred or an *evaluation* of how well lenders have performed. Rather, their descriptive contributions are intended to be important annual inputs into the complex, on-going tasks of explanation and evaluation.

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<sup>2</sup> A companion report analyzing refinance lending in the same cities and towns covered in this report – entitled *Borrowing Trouble? III: Subprime Mortgage Lending in Great Boston, 1999-2001* – will be released before the end of 2002.

## I. LENDING IN THE CITY OF BOSTON

The following analysis of home-purchase lending to traditionally underserved borrowers and neighborhoods in the city of Boston is divided into three sections. The first examines overall lending in the city; the second examines lending by major types of lenders; and the third examines loans made under four multi-bank targeted mortgage programs.

### A. Total Boston Lending by Race, Income, and Neighborhood

The data presented in Tables 2 - 6 and their associated charts show the persistence of large racial/ethnic disparities in mortgage lending in Boston. Most performance measures for 2001 were only modestly different from those for the previous year – some worse and some better. It remained true that black and Latino households received far less than their proportionate shares of home purchase loans in the city, that denial rates for blacks and Latinos were far greater than those for whites (even those at the same income level), and that the lending rate in lower-income neighborhoods declined dramatically as the percentage of black and Latino residents rose. Also, the portion of loans going to lower-income borrowers fell to the lowest level in a decade. More specifically:

- **The share of Boston home-purchase loans that went to black borrowers was slightly higher in 2001 than in 2000, but remained lower than in any year during the 1990s. Blacks, who made up 21.4% of Boston's households according to the 2000 census, received just 11.5% of all loans. This share is up from 10.9% in the previous year, but far below the peak level of 20.8% reached in 1994. Black borrowers received 708 loans in 2001, two loans fewer than they received in the previous year, and the smallest number of loans to blacks in Boston since 1992. (See Table 2 and Chart 2.)**<sup>3</sup>
- **The share of Boston home-purchase loans that went to Latino borrowers rose for the fourth consecutive year, reaching the highest level on record. However, Latinos – who made up 10.8% of the city's households in 2000 – received 7.5% of all 2001 loans, up from 7.1% in the previous year, and above the previous peak of 7.2% in 1996. The actual number of loans to Latinos was 459 in 2001, down from 463 loans the previous year, and from 510 loans in 1999, but higher than in any year before that. (Table 2 and Chart 2)**
- **The loan share of low- and moderate-income (LMI) borrowers dropped in 2001 for the sixth consecutive year, but the decrease was considerably less than in previous years. The share of total Boston home-purchase loans that went to LMI borrowers (those with incomes no greater than 80% of the median family income in the Boston MSA) was 23.2%, down from 23.5% in 2000. This share has trended downward since reaching a peak of 40.6% in 1993. Low-income borrowers alone (those with incomes no greater than 50% of the Boston area median) received 4.8% of all loans in 2001, down from 5.1% in 2000 and far below the peak level of 11.7% in 1993. The number of loans to LMI borrowers was 1,615, down from 1,690 in the previous year, and far below the peak level of 2,321 loans in 1999. The number of loans to low-income borrowers alone was 337, down from 369 in 2000, after fluctuating in the narrow range between 578 and 597 during the four preceding years. (In 2001, low-income borrowers in Boston were those with HMDA-reported**

<sup>3</sup> Note that the loan shares of blacks and Latinos are compared to their shares of the city's *households* instead of to their shares of the city's *population*. Since the number of homes is much more closely related to the number of households than to the number of individuals, it seems more appropriate to compare the number of home-purchase loans to the former percentage than to the latter. (The 2000 *population* shares of blacks and Latinos were 24.7% and 14.4 %.)

incomes of \$35,000 or less, while moderate-income borrowers were those with incomes from \$36,000 to \$56,000). (Table 3 and Chart 3)

- **The denial rates for blacks, Latinos, and Asians were all lower in 2001 than in the previous year, but the rates for blacks and Asians remained higher than in any other year since 1992, and the rate for Latinos was higher than in any other year since 1995.** The Boston denial rate for black applicants decreased from 24.5% to 21.0%, while the Latino denial rate fell from 18.9% to 17.3%, and the Asian denial rate decreased from 12.7% to 11.9%. Meanwhile, the white denial rate fell from 9.3% to 7.7%, matching the lowest level in the last six years. Denial rates in Boston in 2001 were somewhat higher than statewide denial rates, but far below the corresponding nationwide rates (except that the Asian denial rate was higher in Boston than nationwide). (Table 4)
- **The black/white and Asian/white denial rate ratios rose to the highest levels on record, while the Latino/white denial rate ratio rose for the fourth consecutive year to a level exceeded only by the anomalously high ratio of 1995.** The black denial rate, which has usually been about twice the white denial rate, rose to 2.73 times the white rate in 2001. The Latino denial rate, typically about 1.5 times the white denial rate, jumped to 2.25 times the white rate in 2001. The Asian denial rate, which has usually been close to – and sometimes even below – the white denial rate, increased to 1.55 times the white rate in 2001. The finding that the Asian denial rate has been above that of whites for four consecutive years suggests that the traditional conclusion that Asians in Boston are not underserved by mortgage lenders may need to be reconsidered. (Table 4 and Chart 4)
- As in previous years, denial rates in 2001 generally fell as incomes rose, with rates highest (at 20.0%) for applicants with incomes between \$11,000 and \$30,000, and lowest (at 8.1%) for applicants with incomes over \$100,000. Even though black and Latino mortgage applicants had, on average, substantially lower incomes than their white counterparts, these lower incomes do not fully account for the fact that blacks and Latinos experienced higher denial rates than whites. When applicants are grouped into income categories, the 2001 denial rates for blacks and for Latinos were in almost every case at least twice as high as those of white applicants in the same income categories. In the highest income category, consisting of borrowers with incomes above \$100,000, black applicants experienced a denial rate of 21.3%, more than triple the 6.6% rate experienced by their white counterparts; the 16.0% denial rate for Latinos in this income category was more than double the white denial rate. (Table 5 and Chart 5)
- When we shift our focus from the characteristics of *borrowers* to the characteristics of the *neighborhoods*, we find that the rate of lending – as measured by the number of loans per 100 owner-occupied housing units – was consistently lower in areas with higher concentrations of Black and Latino residents. In the 26 low- and moderate-income (LMI) census tracts with fewer than 25% black or Latino residents, there were 14.2 home-purchase loans in 2001 for every 100 units of housing; in the 30 LMI census tracts with more than 75% black or Latino residents, there were just 6.6 loans per 100 housing units. The lending rate was 12.4 in tracts with between one-quarter and one-half black or Latino residents and 8.3 in tracts with between one-half and three-quarters black or Latino residents.<sup>4</sup> (Table 6 and Chart 6)

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<sup>4</sup> This way of looking at lending rates in neighborhoods with different racial/ethnic compositions differs from that in reports before last year's, and the use of income data from the 2000 Census results in different sets of census tracts than in last year's report; results are therefore reported for the year 2001 only. See "Notes on Data and Methods" for more details.

## **B. Comparative Performance of Major Types of Lenders**

Tables 7 - 10 and their associated charts provide information on lending by major types of lenders. A separate category for the "Big Boston Banks" is included only in Table 7, which documents how the formerly dominant market share of this group has diminished. These lenders are now combined with all other Massachusetts banks and credit unions (and all of their mortgage lending affiliates) to create a single group of all of the lenders whose mortgage lending in the Boston area is covered by the state and/or federal Community Reinvestment Act (CRA) – that is, whose performance in meeting the mortgage credit needs of local communities is subject to evaluation by government bank regulators. All of the lenders not covered by CRA for their Boston-area lending are grouped as "mortgage companies and out-of-state banks"; companies that have been identified by HUD as "subprime lenders" are separated out from the other lenders in this broad grouping.<sup>5</sup>

The data reviewed in this section show that the share of total lending accounted for by lenders not covered by CRA has continued to rise. That this trend is cause for concern is indicated by evidence that the lenders covered by CRA perform substantially better than those not covered by CRA in providing loans to the categories of traditionally underserved borrowers and neighborhoods examined here. (The story is complicated by the presence of subprime lenders, whose share of total home purchase lending increased again in 2001. Because their loans are, at best, more costly than those of prime lenders, the relatively high shares of their loans that go to traditionally underserved borrowers and neighborhoods may indicate the existence of a problem rather than the emergence of a solution.) This report's increased emphasis on the distinction between lenders covered and not covered by CRA is highly relevant in light of proposed legislation at both the state and federal levels.<sup>6</sup>

- **The biggest Boston banks made only one-tenth of all Boston home-purchase loans in 2001, while the share of loans made by mortgage companies and out-of-state banks grew to almost three-quarters of the total.** The biggest Boston banks, together with their affiliated mortgage companies – a group consisting of Boston Safe Deposit, Citizens, Fleet, and Sovereign last year<sup>7</sup> – made just 10.3% of all loans in 2001. This market share was down from 11.7% in 2000 and 17.3% in 1999, and far below the share of approximately 40% that these banks maintained between 1992 and 1995. The market share of all other Massachusetts banks and credit unions fell from 18.3% to 2000 to just 16.1% in 2001, their lowest share ever. Mortgage companies and out-of-state banks (a

<sup>5</sup> HUD has never classified a Massachusetts bank or credit union (nor any affiliate) as a "subprime lender." For a more complete discussion of how lenders were classified into the major categories used in this report, and on the significance of this classification, see the notes to Tables 7-10 as well as the "Notes on Data and Methods" at the end of the report.

<sup>6</sup> New legislation can be expected in the state and federal legislative sessions beginning early in 2003. In the soon-to-end current session of the Massachusetts legislature, "The Mortgage Equity, Availability, and Affordability Act," (Senate Resolution 17 and House Resolution 2467, whose primary sponsors are Rep. Jarrett Barrios and Sen. Dianne Wilkerson) would apply CRA-type responsibilities and regulation to licensed mortgage lenders in Massachusetts. (Only about half of the Massachusetts mortgage lenders not covered by CRA are licensed mortgage lenders; banks with charters issued by other states or by the federal government are exempt from regulation by Massachusetts and therefore do not need a license.) An alternative way to bring CRA requirements to state-licensed mortgage lenders – and the only way to extend these requirements to out-of-state banks – is through action at the national level. In the current session of Congress, "The Community Reinvestment Modernization Act of 2001" (House Resolution 865, whose primary sponsors are Reps. Barrett [D-Wis] and Gutierrez [D-III]) would extend CRA type requirements to independent mortgage companies and would expand the "assessment areas" within which lending is subject to CRA review to "each community in which the regulated financial institution makes more than 0.5% of the total amount of loans." Such an expansion of "assessment areas" could also be brought about by the Federal Reserve and other federal bank regulatory agencies through the extensive review and possible revision of CRA regulations that was initiated in mid-2001 when the agencies jointly issued an "Advanced Notice of Proposed Rulemaking." (Details in Federal Reserve press release of July 19, 2001; available at [www.federalreserve.gov/boarddocs/press/boardacts/2001/](http://www.federalreserve.gov/boarddocs/press/boardacts/2001/).)

<sup>7</sup> Five other former banks were included in this grouping while they still existed: Bank of New England (1990-91), Boston Five Cents Savings Bank (1990-92), BayBanks (1990-96), Shawmut (1990-96), and BankBoston (1990-99).



group defined to include all lenders not affiliated with Massachusetts banks or credit unions) made 73.5% of all Boston home-purchase loans last year, up from 69.9% one year earlier, and from less than one-quarter of all loans at the beginning of the 1990s. Companies identified as "subprime" lenders by the U.S. Department of Housing and Urban Development (HUD) made 10.7% of the home-purchase loans by mortgage companies and out-of-state banks. These subprime lenders made 7.9% of total home-purchase loans by all lenders, up from 6.5% in 2000. (Table 7 and Chart 7)

- **North American Mortgage Company, the third largest lender in Boston in 2000, swapped places with Washington Mutual to become the largest individual lender in the city in 2001.** (Washington Mutual completed its acquisition of North American, a subsidiary of Dime Savings Bank of New York, in early 2002). North American made 579 home-purchase loans in the city in 2001, while Wells Fargo, Washington Mutual, and GMAC each made over 400 loans, well above the total of 359 loans made by Fleet, the biggest bank lender. **Eighteen of the top twenty-two lenders in Boston were mortgage companies or out-of-state banks – that is, lenders whose performance in meeting the credit needs of Boston communities is not subject to evaluation by bank regulators under the Community Reinvestment Act; the only bank lenders in the top twenty were Fleet (which ranked fifth), Citizens (ranked sixth), Boston Federal (ninth), and Boston Private (thirteenth).** (Table 8 identifies the 19 lenders not covered by CRA that made 55 or more Boston home-purchase loans in 2001 and the 9 Massachusetts banks that made 35 or more loans, and reports how many loans each of these lenders made during each of the last five years.)
- **Massachusetts banks and credit unions (whose local lending is covered by the CRA, and will be referred to as "CRA-covered lenders") directed a substantially greater share of their total Boston loans in 2001 to every one of the categories of traditionally underserved borrowers and neighborhoods examined in this report than did mortgage companies and out-of-state banks ("lenders not covered by CRA").** Black borrowers received 14.4% of the loans made by CRA-covered lenders, but only 7.3% of those made by lenders not covered by CRA.<sup>8</sup> Latino borrowers received 11.3% of the loans made by CRA-covered lenders, but only 4.0% of those made by lenders not covered by CRA. Low-income borrowers obtained 9.7% of the loans made by CRA-covered lenders, but only 3.0% of those made by lenders not covered by CRA. Low- and moderate-income borrowers together received 33.6% of the loans made by CRA-covered lenders, compared to 18.9% of the loans made by lenders not covered by CRA. The performance differential was least for low- and moderate-income census tracts, which received 57.9% and 50.7% of the loans by the two categories of lenders. Finally, low- and moderate-income census tracts that had over 75% black and Latino residents received 12.6% of the loans by CRA-covered lenders, but only 6.7% of the loans made by lenders not covered by CRA. (Table 9 and Chart 9)
- Examining the same data from a different perspective shows that **lenders covered by CRA had shares of loans to each of the categories of traditionally underserved borrowers that were well above their share of all Boston loans, while prime lenders not covered by CRA had smaller shares of the loans to these borrowers than they had of total lending.** Although CRA-covered lenders made only 26.5% of all home-purchase loans in Boston in 2001, they accounted for 39.0% of total loans to black borrowers, 47.3% of total loans to Latinos, 55.2% of total loans to low-income borrowers, 39.9% of loans to low- and moderate-income (LMI) borrowers, 28.5% of total loans in LMI census tracts, and 35.7% of total loans in minority LMI neighborhoods. In contrast, lenders not covered by CRA made 65.6% of total loans, but they made only 49.3% of the total loans to blacks, 41.8% of total loans to Latinos, 42.46% of total loans to low-income

<sup>8</sup> In this bullet point and the next, "lenders not covered by CRA" is used as shorthand for "lenders not covered by CRA, excluding subprime lenders." Lending by subprime lenders will be examined in a separate bullet point.

borrowers, 55.9% of total loans to LMI borrowers, 61.8% of all loans in LMI census tracts, and 47.3% of total loans in minority LMI neighborhoods. (Table 10 and Chart 10)

- **Subprime lenders, whose share of home-purchase loans in Boston rose to 7.9% in 2001, made disproportionate numbers of their loans to minority borrowers and in lower-income minority neighborhoods.**<sup>9</sup> Black borrowers received 9.8% of all loans by all lenders, but they received 14.5% of the loans made by subprime lenders. Latino borrowers received 6.3% of total loans, but 8.7% of the loans made by subprime lenders. And while minority LMI neighborhoods received 9.3% of all loans, they received 20.1% of the loans made by subprime lenders. (Table 9) The 573 loans by subprime lenders in 2001 accounted for 7.9 of all loans by all lenders, but these lenders made 11.7% of all loans to black borrowers, 10.9% of all loans to Latinos, and 17.0% of all loans in minority LMI neighborhoods. However, subprime lenders' shares of loans to low-income and all LMI borrowers were *smaller* than their share of total home-purchase lending. (Table 10)

### **C. Targeted Mortgage Program Loan Originations**

Tables 11 - 17 and their associated charts provide information about lending under four multi-bank "targeted mortgage programs," including three that resulted from negotiations between individual community-based organizations and major Boston banks – the MAHA/MHP Soft Second Program, the NACA Mortgage Program, and the ACORN Housing Program – as well as MassHousing's Homeownership Programs.<sup>10</sup> Table 11 summarizes key features of these programs. Tables 12 and 13 and their associated charts present summary information on the number of targeted mortgage program loans made and on the extent to which they were targeted to traditionally underserved borrowers and neighborhoods. Tables 14 - 17 present much more detailed information for each of the four individual programs for each of the last five years – the number and the percentage distribution of loans (1) to specific racial/ethnic groups (when data are available), (2) to relatively narrow (\$5,000) income categories, and (3) to individual ZIP code areas. The findings that emerge from the data in these tables and charts indicate that the number of loans made by these mortgage programs fell in 2001 for the third consecutive year, while the programs continued to be well-targeted. More specifically:

- **The total number of loans made in Boston by the four targeted mortgage programs fell below 400 for the first time since 1993.** Total loans fell to 346 in 2001, down from 432 in 2000 and 738 in 1999, and far below the peak level of 884 reached in 1996. When just the three programs negotiated by community-based organizations are included, the pattern is similar: 299 loans in 2001, compared to 338 in the previous year, 638 in 1999, and 691 in the peak year of 1996. The number of Soft Second Program loans increased to 205 from 135 and it remained the largest individual program in 2001. There were 85 ACORN loans, down from 118 the previous year, and just 7 NACA loans, down from 85 in 2000.<sup>11</sup> (Table 12 and Chart 12)

<sup>9</sup> "Subprime lenders" are those that HUD has determined make primarily subprime loans. These companies may make prime loans as well as subprime loans, and lenders not classified as subprime may also originate subprime loans. *Subprime lenders have a substantially larger share of "refi" loans (those made to refinance an existing mortgage) than of home-purchase loans.* As noted earlier, a companion report analyzing subprime and other refinance lending in the same cities and towns covered in this report will be released soon after the present report.

<sup>10</sup> MAHA is the Massachusetts Affordable Housing Alliance; MHP is the Massachusetts Housing Partnership Fund; NACA is the Neighborhood Assistance Corporation of America, formerly the Union Neighborhood Assistance Corporation (UNAC); and ACORN is the Association of Community Organizations for Reform Now. MassHousing is the name under which the Massachusetts Housing Finance Agency (MHFA) has operated since mid-2001.

<sup>11</sup> NACA began a new Boston-area mortgage program with Bank of America in 2000 and reportedly did the great majority of its 2001 lending through that program (data on these loans are not available for inclusion in this report). NACA's loan program with Fleet was inactive during most of 2001 but has since been reactivated.

- **Loans under the Soft Second, NACA, and ACORN programs accounted for 4.1% of all home-purchase loans in the city in 2001, down from 4.5% in 2000, and far below the peak level of 14.9% reached in 1995.** As a share of total home-purchase loans made in the city by Boston's biggest banks (Fleet, Citizens, Boston Safe Deposit, and Sovereign), loans under these programs dropped from 32.5% in 2000 to 26.3% in 2001 (the peak was 43.7% in 1998). (Table 12)
- **The Soft Second, NACA, and ACORN programs remained highly targeted to minority borrowers, who received four-fifths (79.2%) of all loans made under these programs in 2001.** MassHousing loans were much less targeted, with only 42.6% of loans going to minority borrowers in 2001.<sup>12</sup> (Panel A of Table 13 and the left-hand bar-cluster of Chart 13)
- **The Soft Second and ACORN programs continued to be very highly targeted to low- and moderate-income (LMI) borrowers, with 99.0% and 87.4%, respectively, of all loans made under these programs going to these borrowers in 2001.** Just half (51.1%) of MassHousing loans went to LMI borrowers, and only two of the seven NACA loans (28.6%). **Low-income borrowers alone received 35.1% of Soft Second Program loans, 17.0% of MassHousing loans, and 13.8% of ACORN loans.**<sup>13</sup> (Low-income borrowers are defined as those with incomes no greater than 50 percent of the Boston-area median family income as determined annually by HUD; moderate-income borrowers are those with incomes between 50 and 80 percent of this level. In 2001, low-income meant \$35,000 or less in Boston, while moderate-income was between \$35,001 and \$56,000.) (Panel B of Table 13 and the center bar-cluster of Chart 13)
- **The Soft Second, NACA, and ACORN programs became somewhat less well-targeted on the five low- and moderate-income ZIP code areas where blacks and Latinos make up more than half of the population, as the share of loans that went to these neighborhoods fell from 46.7% in 2000 to 41.9% in 2001.**<sup>14</sup> These "target neighborhoods" – which include Roxbury, Mattapan, and the western part of Dorchester – received 43.6% of Soft Second Program loans and 36.8% of ACORN loans, but only 27.7% of MassHousing loans. Tables 14-17 also include data for each individual ZIP code area and for a broader group of nine ZIP code areas that had between 25% and 50% black plus Latino residents according to the 1990 census.<sup>15</sup> (Panel C of Table 13 and the right-hand bar-cluster in Chart 13.)

<sup>12</sup> These overall results are reported for "minority borrowers" - a classification that includes Native Americans, Asians, and "others" as well as blacks and Latinos - because detailed information on the race/ethnicity of borrowers was not available for all programs. Detailed data for the Soft Second, NACA, and ACORN programs (in Tables 14-16) indicate that the vast majority of all minority borrowers are in fact blacks and Latinos, the groups most underserved by mortgage lenders in the past.

<sup>13</sup> Percentages for low-income borrowers are from Tables 14-17. Additional calculations, not shown in any of the tables, found that the median borrower incomes in 2001 were \$38,784 for Soft Second Program loans, \$44,244 for ACORN loans, \$54,813 for MassHousing loans, and \$68,000 for NACA loans. The highest reported borrower incomes in 2001 were \$59,628 for the Soft Second Program, \$65,868 for ACORN, \$81,648 for MassHousing, and \$98,000 for NACA.

<sup>14</sup> The same five ZIP code areas meet this criterion whether the classification is made on the basis of 1990 or 2000 Census data.

<sup>15</sup> When interpreting figures on the extent of geographical targeting, it is important to keep in mind that the data indicate only the location of the home purchased, not the previous residence of the homebuyer. Interviews with individuals involved with the targeted mortgage programs indicated that many residents of the target neighborhoods have used the targeted mortgage programs to purchase homes located elsewhere.

## II. LENDING IN THIRTY-SEVEN OTHER MASSACHUSETTS COMMUNITIES

In previous versions of this report, the twelve cities and towns that share a boundary with Boston were grouped together as the "Inner Ring" and the fifteen additional cities and towns that share a boundary with at least one of the "Inner Ring" municipalities were grouped together as the "Outer Ring." In Tables 18-26 of the present report, all 27 of these communities are listed alphabetically in a single group referred to as cities and towns surrounding Boston. In addition, these tables for the first time include a second group of communities consisting of the ten cities and towns that are among the state's twenty largest but are not among those surrounding Boston. The information on these 37 communities is accompanied in the tables by the corresponding information for the city of Boston, for all 27 surrounding communities combined, for the Boston Metropolitan Statistical Area (MSA), and for the state as a whole.

As noted in the Introduction, Table 1 summarizes basic information about the total population, racial/ethnic composition, and income level of each of the communities and other areas included in Tables 18-26. This information indicates the great variation among the cities and towns covered in this report. For example, median family income ranges from a low of \$31,809 in Lawrence to a high of \$181,041 in Weston. The combined percentage of black and Latino households ranges from a low of 1.0% in Saugus to a high of 52.8% in Lawrence. The population of these communities varies from fewer than 12,000 residents in Weston to more than 170,000 in Worcester. (These two communities also had the fewest and most home-purchase loans in 2001: 117 and 2,365 loans, respectively – see Table 18.)

Because of the highly disparate nature of these municipalities, it is difficult to generalize about mortgage lending patterns in this set of 37 cities and towns. Accordingly, **the data presented in Tables 18 – 26 should be regarded primarily as a resource for readers interested in learning about lending within their own community or in making comparisons among a particular set of communities of special interest.** Nevertheless, it may be of interest to present the following findings and observations that emerge from an examination of the wealth of data presented in Tables 18 – 26. Unless otherwise noted, the loan numbers and percentages in the bullet points below are for the entire three-year period from 1999-2001; the tables also contain data for each of the three individual years.

### **A. Lending to Black and Latino Borrowers**<sup>16</sup> (Tables 18 and 19)

- **Black borrowers received less than their proportionate share of home-purchase loans in two-thirds of the individual communities (23 of 37) as well as in the group of all surrounding communities combined, in the Boston MSA, and in the state as a whole.** In the Boston MSA, for example, blacks constituted 6.1% of all households, but received just 3.1% of loans during the three-year period covered by this report.

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<sup>16</sup> This report, like its predecessors, contains no analysis of lending to Asians outside of Boston. The primary reason for this is that, when the *Changing Patterns* series was expanded in 1998 to include these communities, virtually every study of mortgage lending of which I was aware had found that Asians were not underserved by mortgage lenders – that is, that denial rates for Asians were very similar to (and often lower than) denial rates for whites and that Asians received shares of loans at least as great as their shares of the population. For detailed information on Asian population shares, loan shares, and denial rates in sixteen Massachusetts cities (including Boston and twelve of the 37 other cities included in the present study), see James T. Campen, *Trailing the Pack: Latinos and Mortgage Lending in Sixteen Massachusetts Cities, 1992-1996* (Gastón Institute, University of Massachusetts/Boston, 1998), especially Tables 6 and 7. However, the data presented in Tables 2 and 4 of the present report indicate that in Boston in recent years Asians received a disproportionately small share of home-purchase loans and experienced a substantially higher denial rate than white applicants. This suggests that analysis of lending to Asians in other Massachusetts communities merits increased attention.

- **Lending to black borrowers in Massachusetts was highly concentrated in a small number of communities. Three cities – Boston, Brockton, and Springfield – received almost half (47.8%) of all loans to blacks in the entire state (11.3% of all loans were made in these three cities). Six communities – adding Randolph, Worcester, and Lynn to the three already named – accounted for 60.4% of all loans to blacks in Massachusetts (while receiving 15.5% of all loans).**
- **In three communities, blacks received double-digit loan shares that were greater than their shares of total households. In Randolph, blacks make up 18.7% of the households, but received 25.5% of the loans; in Brockton, blacks make up 16.9% of the households, but received 21.4% of the loans; and in Milton, blacks make up 9.3% of the households but received 10.3% of all loans.**
- **In ten communities, blacks received less than 1.0% of total loans, and in six more communities their loans shares were between 1.0% and 2.0%. Black loan shares were lowest – at 0.5% of all loans – in Belmont (where blacks received just 4 of 837 loans over the three-year period) and Needham (where blacks received only 6 of 1,246 total loans).**
- **Latino borrowers received less than their proportionate share of loans statewide, in the Boston MSA (where their 3.3% loan share was exceeded by their 4.3% share of households), and in two-thirds (23 of 37) of the cities and towns outside Boston. However, Latinos received more than their share of loans in the entire group of 27 surrounding communities and in eleven of the 27 individual communities in this group.**
- **Lending to Latino borrowers in Massachusetts was highly concentrated in a small number of communities. Three cities – Boston, Lawrence, and Springfield – received over one-third (36.4%) of all loans to Latinos in the entire state (10.7% of all loans were made in these three cities). Six communities – adding Lynn, Worcester, and Chelsea to the three already named – accounted for over half (51.5%) of all loans to Latinos in Massachusetts (while accounting for 14.7% of all loans).**
- **In the three cities with the largest shares of Latino household, Latinos borrowers received approximately their proportionate share of total loans: in Lawrence, where Latinos make up 52.9% of the households, they received 50.6% of all loans; in Chelsea the loan share was 37.7% and the household share was 37.1%; and in Springfield, the loan share was 21.6% and the household share was 21.8%.**
- **In eight communities, Latinos received less than 1.0% of total loans, and in seven more communities their loans shares were between 1.0% and 2.0%. Latino loan shares were lowest at 0.3% in Weston (where Latinos received just 1 of 387 loans over the three-year period and at 0.6% in Wellesley (where they received only 7 of 1,128 total loans).**

**B. Denial Rates for Black and Latino Applicants** (Tables 20 and 21)

- **Outside of the city of Boston, as within it, black and Latino mortgage applicants were more than twice as likely as their white counterparts to experience loan denials. Denial rates both for blacks and for Latinos were somewhat lower in the group of 27 surrounding cities and towns, in the Boston MSA, and statewide than they were in the city of Boston, but denial rate ratios were very similar. For these larger geographical areas, the black/white denial rate ratios were between 2.16 and 2.49 (compared to 2.51 for Boston), while the Latino/white denial rate ratios were between 1.93 and 2.06 (compared to 1.98 for Boston). Because of the small number of black and**

Latino applicants in many of the individual communities, small changes in the number of denials can result in large changes in denial rates and in the black/white and Latino/white denial rate ratios. Thus, not too much significance should be attached to these figures for many individual cities.

**C. Loans to Low- and Moderate-Income (LMI) Borrowers** (Tables 22 and 23)

- **The share of total loans that went to LMI borrowers fell substantially between 1999 and 2001 in almost every individual community, as well as in the larger geographical areas included in these tables. For example, the average loan share of LMI borrowers in the 27 surrounding communities fell from 27.1% in 1999 to 21.8% in 2001. When attention is directed to loans to low-income borrowers only, the average share in these 27 communities declined from 6.3% in 1999 to 4.2% in 2001. (As noted earlier, low-income borrowers are defined as those with incomes no greater than 50 percent of the median family income of the MSA within which they are located, as determined annually by HUD; in the Boston MSA, this was \$35,000 or less in 2001. Moderate-income borrowers are those with incomes between 50 and 80 percent of this level; in the Boston MSA, this was between \$36,000 and \$56,000 in 2001.)**
- **There is a very strong negative relationship between the level of the median family income (MFI) in a community and the percentage of mortgage loans that went to LMI borrowers. For example, the seven communities where the MFI was over \$94,000 were the only communities where the three-year loan share of LMI borrowers was below 10%. At the other extreme, Lawrence had the lowest MFI (less than \$32,000) and had the highest loan share for LMI borrowers (65.6%).**

**D. Comparing Lending to LMI Borrowers with Lending to Black & Latino Borrowers**<sup>17</sup>

- **Because blacks and Latinos have, on average, substantially lower incomes than whites, there is a strong positive association between loan shares of LMI borrowers and loan shares of black and Latino borrowers. For example, in the five communities with the highest shares of loans to LMI borrowers (Lawrence, Chelsea, Lynn, Revere, Lowell, and Springfield), the average loan share for blacks plus Latinos was 34.3%, whereas in the five communities with the lowest percentages of loans to LMI borrowers (Weston, Wellesley, Needham, Belmont, and Westwood), the average loan share for blacks plus Latinos was only 1.2%.**
- **In three communities, lending to black borrowers was unusually high relative to lending to lower-income borrowers. In the Boston MSA, for the three-year period as a whole, the share of all loans that went to blacks (3.1%) was only one-seventh as large as the share that went to LMI borrowers (22.6%). In Milton, however, the black loan share of 10.3% was greater than the 8.2% loan share of LMI borrowers. In Randolph, the black loan share of 25.5% was almost three-quarters as large as the 35.5% LMI share, and in Brockton the black loan share of 21.4% was half as large as the 42.9% LMI loan share.**
- **In two communities, lending to Latino borrowers was unusually high relative to lending to LMI borrowers. In the Boston MSA, for the three-year period as a whole, the share of all loans that went to Latinos (3.3%) was only one-seventh as large as the share that went to LMI borrowers (22.6%). In Lawrence, however, the Latino loan share of 52.9% was four-fifths as large as the 65.6% LMI loan share, and in Chelsea, the Latino loan share of 37.1% was almost three-quarters as large as the 51.1% LMI loan share.**

<sup>17</sup> Many of the loan shares and ratios reported in this section are not shown directly in any of the tables in this report; they were calculated from numbers presented in Tables 18, 19, 22, and 23.

- **In five communities, lending to blacks and Latinos was unusually low relative to lending to LMI borrowers.** In the Boston MSA, for the three-year period as a whole, the loan share of LMI borrowers (22.6%) was 3.5 times greater than the combined shares of black and Latino borrowers (6.6%). In **Weymouth**, however, the LMI share of 37.5% was twenty times greater than the combined black plus Latino share of 1.8%. The LMI share was more than ten times as great as the black plus Latino share in four additional municipalities: **Braintree** (22.8% vs. 1.6%), **Quincy** (29.4% vs. 2.4%), **Fall River** (40.7% vs. 3.8%), and **Taunton** (47.5% vs. 4.4%).

#### **E. Loans in Low- and Moderate-Income Census Tracts** (Table 24)

- Table 24 shows the number and percentage of LMI census tracts in each individual community as well as the number and percentage of each community's total loans that were made in these census tracts. In most communities with LMI census tracts (16 of the 27 surrounding communities have none), the loan percentage was somewhat lower than the census tract percentage, with the difference being greatest (between 15 and 18 percentage points) in Springfield, Worcester, New Bedford, and Boston. This result could be accounted for by the relatively high proportion of apartment-building rental housing units in the LMI neighborhoods of the state's largest cities. (Unlike owner-occupied housing units, these rental units are generally not eligible for mortgage loans).

#### **F. Loans by Major Types of Lenders** (Tables 25 and 26)

- **More than two-thirds of all loans in the Boston MSA (70.5%) were made by out-of-state banks or by mortgage companies not affiliated with Massachusetts banks (that is, by lenders whose Massachusetts lending is not subject to evaluation by bank regulators under the federal or state Community Reinvestment Act).** In the 37 individual cities and towns covered here, the share of loans accounted for by these lenders varied from a low of 51.0% in Fall River to a high of 81.7% in Brookline. Included among these lenders are those that HUD has designated as subprime lenders. **These subprime lenders accounted for 6.7% of total home-purchase loans in the Boston MSA. The loan shares of subprime lenders were in highest in Everett (15.7%), Brockton (15.1%), and Springfield (13.3%); they reached double-digits in 14 of the 37 communities.** (Table 25)
- **Massachusetts banks and credit unions (together with all their mortgage lending affiliates) – that is, lenders whose Massachusetts lending is subject to evaluation by bank regulators under the federal or state Community Reinvestment Act – devoted a substantially higher share of their loans to LMI borrowers and to black and Latino borrowers than did other lenders.** For example, in the Boston MSA the lenders covered by the CRA lending made 27.4% of their loans to LMI borrowers (compared to 18.7% for prime lenders not covered by the CRA) and 8.3% of their loans to black or Latino borrowers (compared to 5.0% for prime lenders not covered by CRA). The share of loans that went to LMI borrowers was higher for CRA-covered lenders than for non-CRA covered lenders in 34 of the 37 individual communities examined; their share of loans to black or Latino borrowers was higher in 26 of 37 communities. However, there was little systematic difference in the shares of loans by the two types of lenders that went to LMI census tracts.

**TABLE 1**  
**SUMMARY POPULATION AND INCOME DATA FROM THE 2000 CENSUS**  
**FOR BOSTON AND 37 OTHER MASSACHUSETTS CITIES AND TOWNS**

City/Town	Total Population	% Households Non-Latino Black	% Households Latino	% Households Minority	Median Family Income (MFI)	MFI as % of MFI in MSA	Low/Moderate Income Census Tracts		Metro Statistical Area (MSA)
							Number	% of Total	
<b>A. Boston</b>	589,141	21.4%	10.8%	41.3%	\$44,151	64.6%	105	67.3%	Boston
<b>B. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)</b>									
Arlington	42,389	1.6%	1.3%	7.9%	\$78,741	115.2%	0	0.0%	Boston
Belmont	24,194	0.9%	1.3%	7.3%	\$95,057	139.1%	0	0.0%	Boston
Braintree	33,828	1.0%	0.9%	5.1%	\$73,417	107.4%	0	0.0%	Boston
Brookline	57,107	2.4%	2.8%	17.6%	\$92,993	136.1%	0	0.0%	Boston
Cambridge	101,355	10.5%	5.2%	26.9%	\$59,423	87.0%	12	40.0%	Boston
Canton	20,775	2.5%	1.0%	6.5%	\$82,904	121.3%	0	0.0%	Boston
Chelsea	35,080	6.0%	37.7%	48.9%	\$32,130	47.0%	6	100.0%	Boston
Dedham	23,464	1.0%	1.4%	4.3%	\$72,330	105.8%	0	0.0%	Boston
Everett	38,037	5.4%	6.4%	17.3%	\$49,876	73.0%	6	100.0%	Boston
Lynn	89,050	9.0%	13.2%	27.7%	\$45,295	66.3%	17	77.3%	Boston
Malden	56,340	7.4%	3.6%	22.9%	\$55,557	81.3%	5	55.6%	Boston
Medford	55,765	5.4%	1.7%	11.0%	\$62,409	91.3%	3	27.3%	Boston
Milton	26,062	9.3%	1.0%	12.6%	\$94,359	138.1%	0	0.0%	Boston
Needham	28,911	0.6%	0.8%	4.2%	\$107,570	157.4%	0	0.0%	Boston
Newton	83,829	1.4%	1.6%	9.5%	\$105,289	154.1%	0	0.0%	Boston
Quincy	88,025	2.2%	1.6%	15.3%	\$59,735	87.4%	4	23.5%	Boston
Randolph	30,963	18.7%	2.4%	30.8%	\$61,942	90.6%	0	0.0%	Boston
Revere	47,283	2.6%	6.3%	14.2%	\$45,865	67.1%	7	87.5%	Boston
Saugus	26,078	0.4%	0.6%	2.2%	\$65,782	96.3%	0	0.0%	Boston
Somerville	77,478	5.4%	5.7%	19.1%	\$51,243	75.0%	8	53.3%	Boston
Waltham	59,226	3.6%	5.9%	16.5%	\$64,595	94.5%	1	7.7%	Boston
Watertown	32,986	1.3%	2.0%	7.6%	\$67,441	98.7%	0	0.0%	Boston
Wellesley	26,613	1.1%	1.3%	6.3%	\$134,769	197.2%	0	0.0%	Boston
Weston	11,469	0.8%	1.3%	8.2%	\$181,041	264.9%	0	0.0%	Boston
Westwood	14,117	0.5%	0.6%	3.0%	\$103,242	151.1%	0	0.0%	Boston
Weymouth	53,988	1.5%	1.1%	4.8%	\$64,083	93.8%	1	10.0%	Boston
Winthrop	18,303	1.5%	2.0%	5.0%	\$65,696	96.1%	0	0.0%	Boston
<b>C. All Others Among 20 Biggest Cities/Towns in Massachusetts</b>									
Brockton	94,304	16.9%	6.4%	33.0%	\$46,235	75.9%	12	57.1%	Brockton
Fall River	91,938	2.1%	2.3%	7.0%	\$37,671	72.0%	16	64.0%	Prov-Fall Riv
Framingham	66,901	4.2%	7.8%	19.2%	\$67,420	98.7%	4	36.4%	Boston
Haverhill	58,969	1.8%	6.1%	9.8%	\$59,772	94.0%	5	35.7%	Lawrence
Lawrence	72,043	2.0%	50.6%	55.5%	\$31,809	50.0%	17	94.4%	Lawrence
Lowell	105,167	3.4%	11.4%	27.6%	\$45,901	68.7%	22	84.6%	Lowell
New Bedford	93,768	4.5%	7.4%	19.9%	\$35,708	76.1%	21	67.7%	New Bedford
Springfield	152,082	19.4%	21.8%	43.6%	\$36,285	71.2%	21	60.0%	Springfield
Taunton	55,976	2.4%	3.0%	7.8%	\$52,433	76.7%	6	60.0%	Boston
Worcester	172,648	5.9%	11.8%	22.8%	\$42,988	73.2%	23	56.1%	Worcester
<b>D. For Comparison:</b>									
Surrounding 27	1,202,715	4.5%	4.5%	15.8%	\$76,770	112.3%	70	27.9%	Boston
Boston MSA	3,398,051	6.1%	4.3%	15.8%	\$68,341	100.0%	*	*	Boston
Massachusetts	6,349,097	4.7%	5.0%	14.0%	\$61,664	N/A	*	*	N/A

**Notes:**

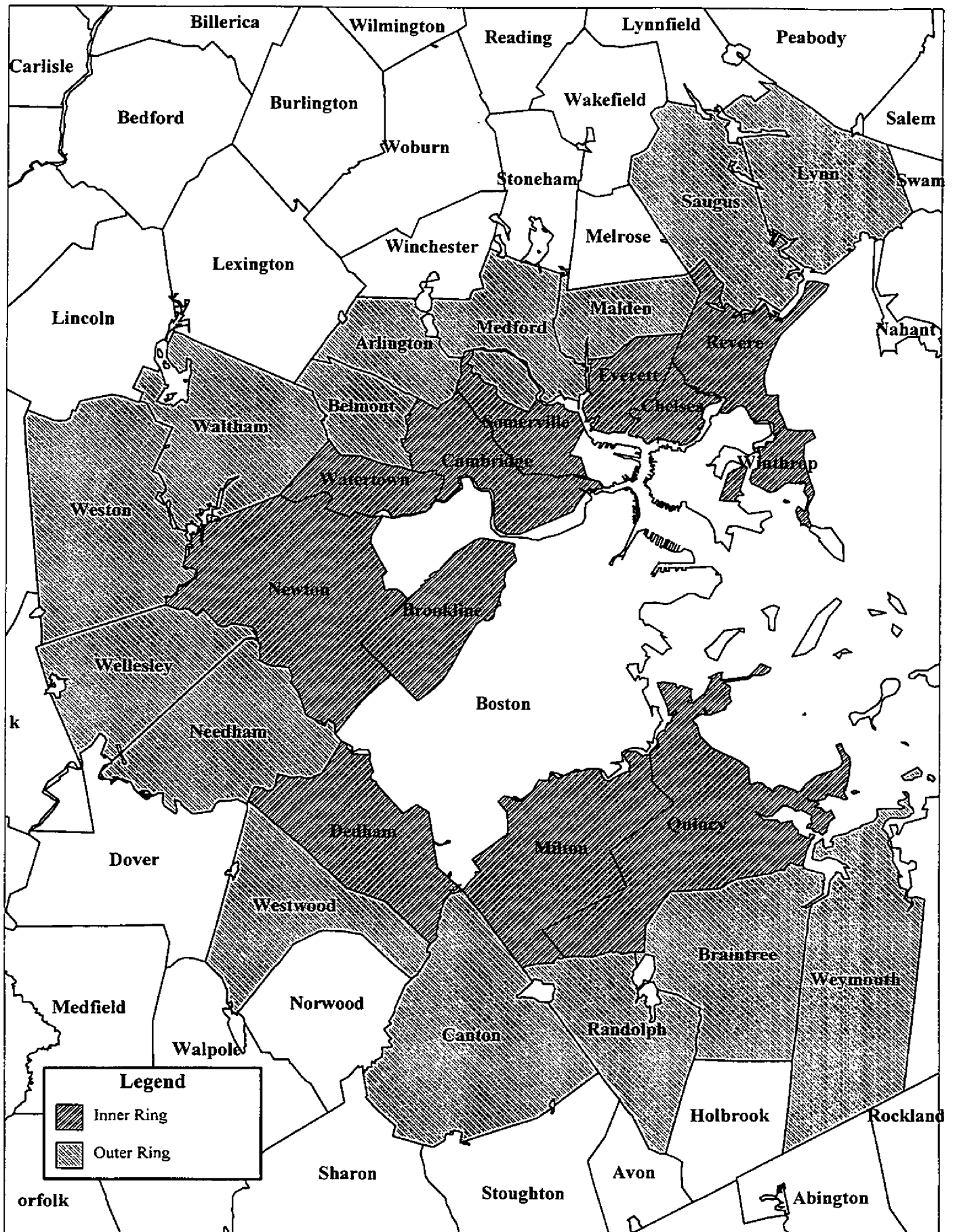
The household percentages for blacks, Latinos, and minorities are smaller than the corresponding population percentages, because the average HH is larger for these groups.  
A Low/Moderate-income census tract is one with an MFI no greater than 80% of the MFI of the Metropolitan Statistical Area (MSA) in which it is located.

The "Surrounding 27" cities/towns include the 12 that share a common boundary with Boston and the 15 others that share a common boundary with one of these 12.

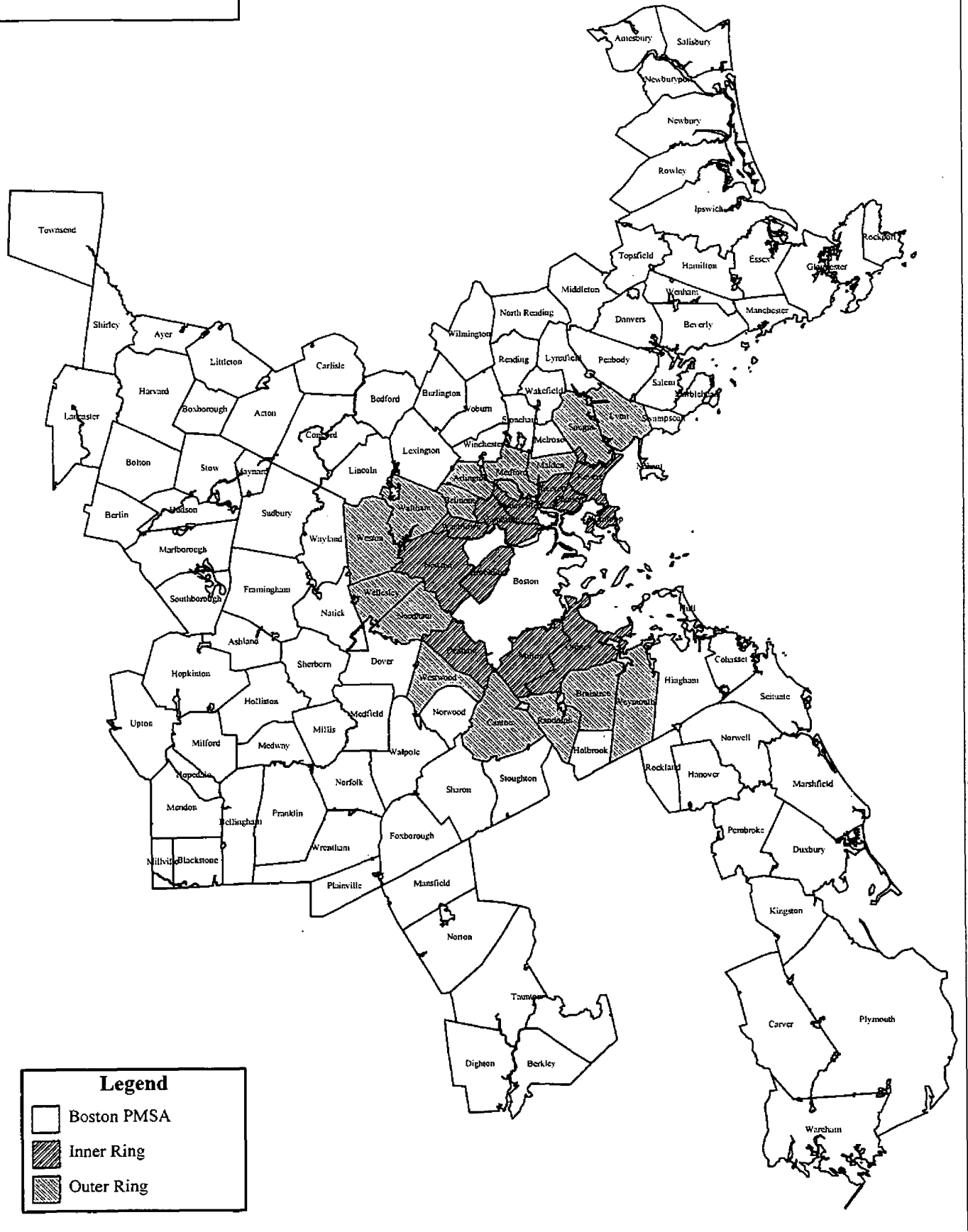
\* I did not attempt to categorize census tracts outside of the cities and towns listed in this table as LMI or not on the basis of 2000 Census data.

See "Notes on Data and Methods" for more detailed explanations.





# Boston PMSA



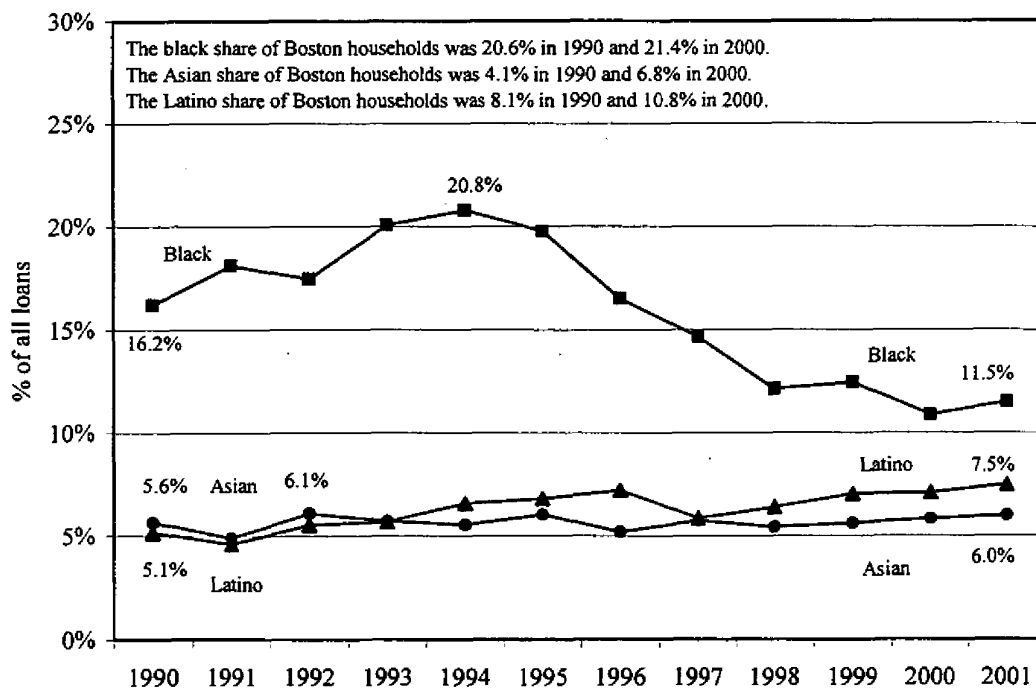
**TABLE 2**  
**BOSTON HOME-PURCHASE LOANS BY RACE, 1990 & 1997-2001 \***

	Number of Loans						Percent of All Loans					
	1990	1997	1998	1999	2000	2001	1990	1997	1998	1999	2000	2001
Asian	100	328	356	407	381	369	5.6%	5.7%	5.4%	5.6%	5.8%	6.0%
Black	287	836	795	902	710	708	16.2%	14.7%	12.1%	12.4%	10.9%	11.5%
Latino	91	334	419	510	463	459	5.1%	5.9%	6.4%	7.0%	7.1%	7.5%
White	1,266	4,086	4,841	5,272	4,831	4,451	71.5%	71.6%	73.8%	72.7%	74.0%	72.5%
Total #	1,770	5,706	6,560	7,248	6,532	6,143	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\* Columns for 1991 through 1996 are omitted from this table because of insufficient space, but all years are shown in Chart 2.

# Total includes loans to Native Americans (179 loans in 12 years, 32 in 2001) and "others" (1,105 loans in 12 years, 124 in 2001) but excludes loans for which race of borrower was not reported (4,467 loans in 12 years, 1,117 in 2001). From 1990-93 borrower's race was not reported for only 4.1% of all loans. This percentage has grown to 9.4% in 1999, 12.5% in 2000, and 15.4% in 2001.

**CHART 2**  
**SHARES OF HOME-PURCHASE LOANS & HOUSEHOLDS**  
**BY RACE/ETHNICITY, BOSTON, 1990-2001**



**TABLE 3**  
**BOSTON HOME-PURCHASE LOANS BY INCOME LEVEL**  
**1990 & 1997-2001\***

Income Level^	Number of Loans						As Percent of All Loans					
	1990	1997	1998	1999	2000	2001	1990	1997	1998	1999	2000	2001
Low#	51	587	597	578	369	337	2.8%	10.1%	8.7%	7.4%	5.1%	4.8%
Moderate	352	1,434	1,570	1,743	1,321	1,278	19.6%	24.6%	22.9%	22.4%	18.4%	18.4%
Middle	527	1,535	1,818	2,065	1,815	1,774	29.3%	26.4%	26.5%	26.6%	25.2%	25.5%
High	513	1,358	1,658	1,998	2,095	2,022	28.5%	23.2%	24.1%	25.7%	29.1%	29.0%
Highest	355	908	1,223	1,382	1,589	1,552	19.7%	15.6%	17.8%	17.8%	22.1%	22.3%
Hi+Hi'est	868	2,266	2,881	3,380	3,684	3,574	48.3%	38.8%	42.0%	43.5%	51.2%	51.3%
Total#	1,798	5,822	6,866	7,766	7,189	6,963	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\* Columns for 1991 through 1995 are omitted from this table because of insufficient space, but all years are shown in Chart 3.

# Low and Total include only borrowers with reported incomes over \$10,000; this excludes 297 borrowers in 2001.

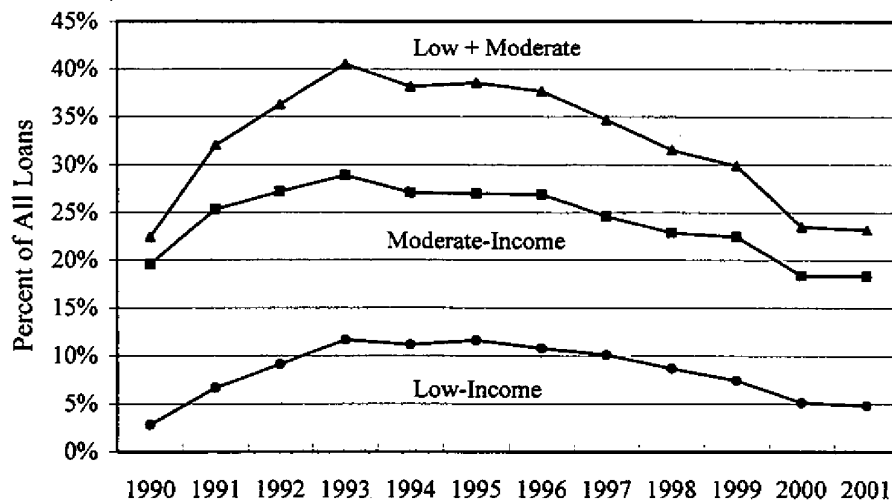
^ Income categories are defined in relationship to Boston MSA Median Family Income as follows:

Low: <50% Moderate: 50%-80% Middle: 80% - 120% High: 120%-200% Highest: >200%

The actual income ranges for each year were calculated from the following Boston MSA Median Family Incomes:

1990: \$46,300; 1991: \$50,200; 1992: \$51,100; 1993: \$51,200; 1994: \$51,300; 1995: \$53,100;  
1996: \$56,500; 1997: \$59,600; 1998: \$60,000; 1999: \$62,700. 2000: \$65,500; 2001: \$70,000.

**CHART 3**  
**LOANS TO LOW- AND MODERATE-INCOME BORROWERS**  
**AS % OF ALL BOSTON HOME-PURCHASE LOANS, 1990-2001**



**TABLE 4**  
**HOME-PURCHASE LOAN DENIAL RATES BY RACE**  
**BOSTON, MASSACHUSETTS, AND UNITED STATES# -- 1990 & 1997-2001\***

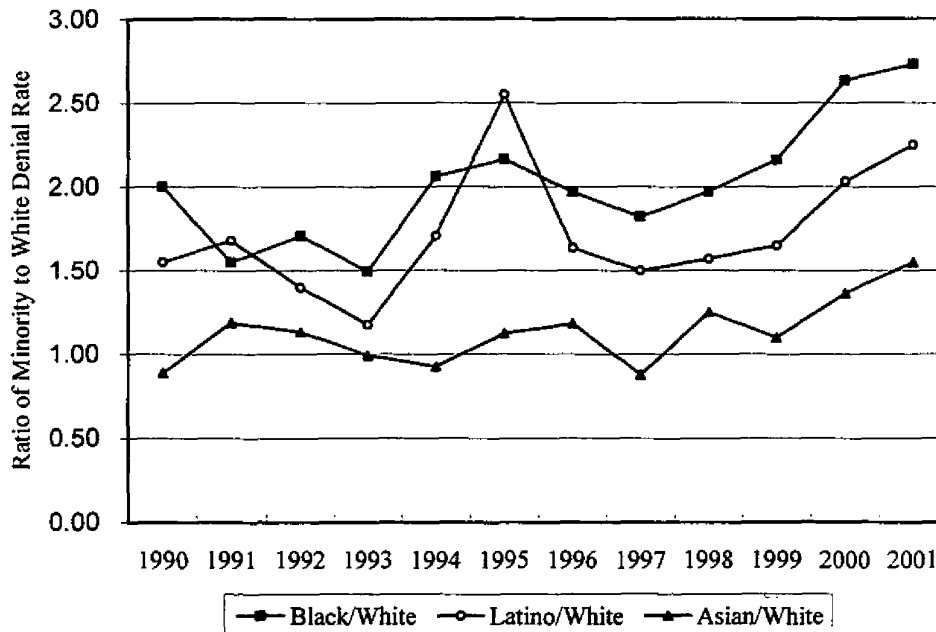
	Denial Rate						Ratio to White Denial Rate					
	1990	1997	1998	1999	2000	2001	1990	1997	1998	1999	2000	2001
<b>A. BOSTON</b>												
Asian	14.5%	9.4%	9.6%	10.5%	12.7%	11.9%	0.89	0.88	1.25	1.10	1.37	1.55
Black	32.7%	19.5%	15.2%	20.5%	24.5%	21.0%	2.00	1.82	1.97	2.16	2.63	2.73
Latino	25.3%	16.1%	12.1%	15.7%	18.9%	17.3%	1.55	1.50	1.57	1.65	2.03	2.25
White	16.4%	10.7%	7.7%	9.5%	9.3%	7.7%	1.00	1.00	1.00	1.00	1.00	1.00
<b>B. MASSACHUSETTS</b>												
Asian		8.0%	7.0%	8.8%	9.1%	8.0%		1.00	1.03	1.09	1.08	1.14
Black		17.6%	14.1%	17.1%	20.7%	17.9%		2.20	2.07	2.12	2.46	2.56
Latino		14.4%	12.7%	15.5%	17.2%	14.9%		1.80	1.87	1.91	2.05	2.13
White		8.0%	6.8%	8.1%	8.4%	7.0%		1.00	1.00	1.00	1.00	1.00
<b>C. UNITED STATES #</b>												
Asian	12.9%	12.7%	11.8%	11.8%	12.4%	10.8%	0.90	0.49	0.45	0.46	0.56	0.68
Black	33.9%	53.0%	53.7%	49.0%	44.6%	35.7%	2.35	2.05	2.07	1.92	2.00	2.25
Latino	21.4%	37.8%	38.7%	35.0%	31.4%	23.4%	1.49	1.47	1.49	1.37	1.41	1.47
White	14.4%	25.8%	26.0%	25.5%	22.3%	15.9%	1.00	1.00	1.00	1.00	1.00	1.00

U.S. denial rates from *Federal Reserve Bulletin*: 11/91, 11/92, 2/94, 2/95, 9/95, 9/96, 9/97, 9/98, 9/99, 9/00, 9/01, and 9/02.

# U.S. denial rates are for conventional loans only; in Boston and Mass. overall denial rates (shown here) are very close to conventional denial rates.

\* Columns for 1991 through 1996 are omitted from this table because of insufficient space, but denial rate ratios for all years are shown in Chart 4.

**CHART 4**  
**MINORITY/WHITE DENIAL RATIOS, BY RACE**  
**BOSTON HOME-PURCHASE LOANS, 1990-2001**

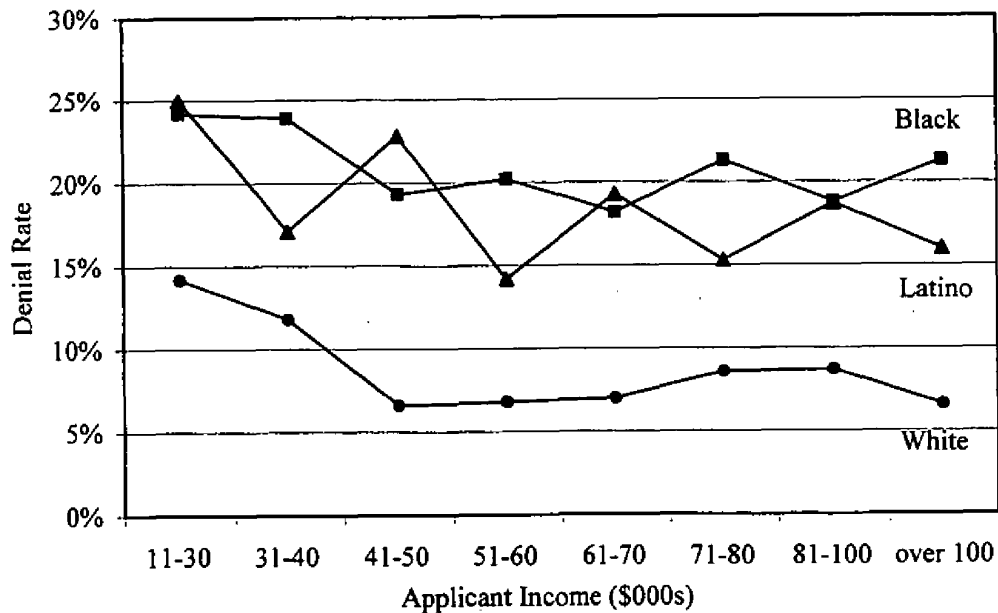


**TABLE 5**  
**APPLICATIONS AND DENIAL RATES BY RACE & INCOME OF APPLICANT**  
**BOSTON HOME PURCHASE LOANS, 2001**

Income (\$000)	Black		Latino		White		Total	
	Applics	D-Rate	Applics	D-Rate	Applics	D-Rate	Applics	D-Rate
11-30	66	24.2%	28	25.0%	106	14.2%	270	20.0%
31-40	134	23.9%	82	17.1%	271	11.8%	620	16.8%
41-50	181	19.3%	92	22.8%	424	6.6%	918	12.3%
51-60	178	20.2%	106	14.2%	454	6.8%	961	11.7%
61-70	143	18.2%	83	19.3%	443	7.0%	898	11.8%
71-80	108	21.3%	59	15.3%	479	8.6%	857	12.1%
81-100	154	18.8%	91	18.7%	875	8.7%	1,486	10.8%
over 100	157	21.3%	81	16.0%	2,472	6.6%	3,574	8.1%
<b>Total*</b>	<b>1,178</b>	<b>21.0%</b>	<b>686</b>	<b>17.3%</b>	<b>5,773</b>	<b>7.7%</b>	<b>10,133</b>	<b>11.0%</b>

\* Total includes 549 applications without reported income or with reported income of \$1,000 - \$10,000.

**CHART 5**  
**DENIAL RATES BY RACE AND INCOME**  
**BOSTON HOME-PURCHASE LOANS, 2001**



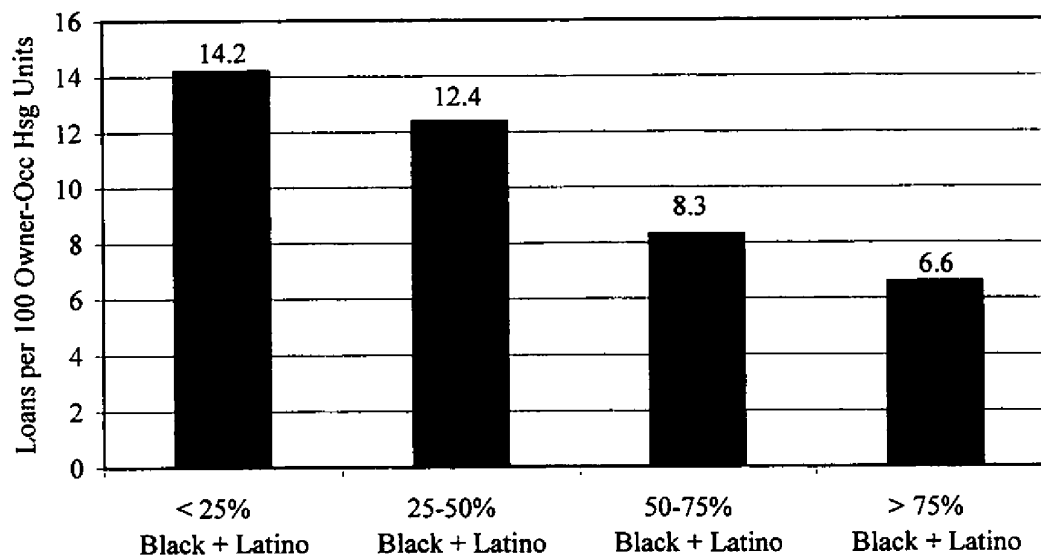
**TABLE 6**  
**DISTRIBUTION OF HOME PURCHASE LOANS BY NEIGHBORHOOD INCOME & RACE**  
**LOW- AND MODERATE-INCOME\* CENSUS TRACTS, BOSTON 2001**

Population of of Census Tract	No. of Census Tracts	Number		Percent of Boston Total		Loans per 100 Hsg Units#
		Own-Occ Hsg Units	Loans	Own-Occ Hsg Units#	Loans	
>75% Black + Latino	30	10,257	678	13.3%	9.3%	6.6
50%-75% Black + Latino	27	9,313	772	12.1%	10.6%	8.3
25%-50% Black + Latino	30	10,860	1,342	14.1%	18.5%	12.4
<25% Black + Latino	26	7,857	1,116	10.2%	15.4%	14.2
<b>Total: All Low/Mod* CTs</b>	<b>113</b>	<b>38,287</b>	<b>3,908</b>	<b>49.6%</b>	<b>53.8%</b>	<b>10.2</b>
<b>Compare: All Boston CTs</b>	<b>165</b>	<b>77,216</b>	<b>7,260</b>	<b>100.0%</b>	<b>100.0%</b>	<b>9.4</b>

Note: Table is based on 1990 Census Tracts, classified for income level and for percent Black + Latino using 2000 Census data. Data on the number of owner-occupied housing units are also from the 2000 Census.

- \* Low- and moderate-income census tracts are those where the median family income (MFI) in the 2000 Census was no greater than \$54,672, which was 80% of the MFI of \$68,341 in the Boston MSA.

**CHART 6**  
**LENDING RATE IN LOW- & MODERATE-INCOME CENSUS TRACTS**  
**BY PERCENTAGE OF BLACK + LATINO RESIDENTS**  
**BOSTON HOME PURCHASE LOANS, 2001**



**TABLE 7**  
**BOSTON HOME-PURCHASE LOANS BY MAJOR TYPES OF LENDERS, 1990-2001**

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001
A. BIG BOSTON BANKS												
Number of Loans	541	609	911	1,532	1,849	2,020	1,954	1,496	1,429	1,383	876	751
% of All Loans	28.9%	31.0%	38.6%	41.2%	39.4%	43.6%	34.8%	25.1%	20.2%	17.3%	11.7%	10.3%
B. OTHER MASS. BANKS AND CREDIT UNIONS												
Number of Loans	919	819	871	854	1,158	869	1,230	1,238	1,615	1,660	1,367	1,171
% of All Loans	49.1%	41.7%	36.9%	22.9%	24.7%	18.7%	21.9%	20.7%	22.8%	20.7%	18.3%	16.1%
C. MORTGAGE COMPANIES & OUT-OF-STATE BANKS (excluding subprime lenders after 1997)												
Number of Loans	410	535	580	1,336	1,690	1,748	2,439	3,238	3,746	4,692	4,736	4,765
% of All Loans	21.9%	27.3%	24.6%	35.9%	36.0%	37.7%	43.4%	54.2%	53.0%	58.6%	63.4%	65.6%
D. SUBPRIME LENDERS												
Number of Loans									280	267	488	573
% of All Loans									4.0%	3.3%	6.5%	7.9%
E. TOTAL												
Number of Loans	1,870	1,963	2,362	3,722	4,697	4,637	5,623	5,972	7,070	8,002	7,467	7,260
% of All Loans	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

"Big Boston Banks": Boston Safe Deposit, Citizens, Fleet, and Sovereign in 2001. BankBoston, Bank of New England, BayBanks, Boston Five, and Shawmut were included during the years they existed. In all cases, affiliated mortgage companies are included.

"Other Massachusetts Banks and Credit Unions" includes all banks with branches in Massachusetts, plus all affiliated mortgage companies.

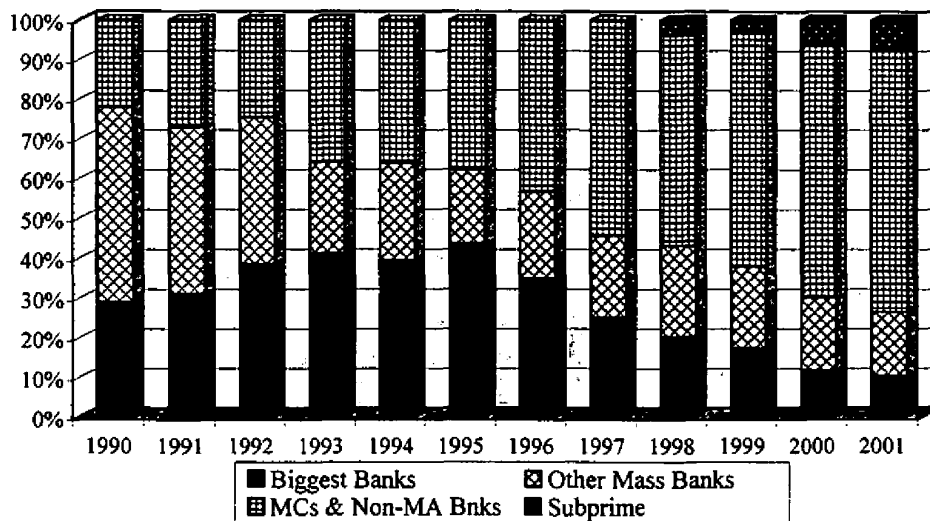
"Mortgage Companies & Out-of-State Banks": all lenders not affiliated with Massachusetts banks or credit unions.

"Subprime Lenders" are identified from lists prepared annually by HUD.

For Massachusetts banks and credit unions (i. e., lenders in categories A & B), Boston-area performance in meeting community credit needs is subject to evaluation by federal and/or state bank regulators under the state and/or federal Community Revestment Act (CRA).

Boston-area lending by mortgage companies and out-of-state banks (categories C & D) is not subject to such evaluation under the CRA. For more information on the classification of lenders and its significance, see "Notes on Data and Methods."

**CHART 7**  
**BOSTON HOME-PURCHASE LOAN SHARES FOR**  
**MAJOR TYPES OF LENDERS, 1990-2001**





**TABLE 8**  
**THE BIGGEST MORTGAGE LENDERS IN BOSTON, 2001**

LENDER	Lender Type^	1997 Loans	1998 Loans	1999 Loans	2000 Loans	2001 Loans
<b>A. THE 19 BIGGEST LENDERS NOT COVERED BY CRA^ (All those with 55 or more loans in 2001)</b>						
North American Mortgage Co^^	OSB	316	408	431	424	579
Wells Fargo (was Norwest until 2000)**	OSB	255	259	268	253	489
Washington Mutual^^	OSB	148	188	480	634	473
GMAC Mortgage Co	LML	68	103	105	113	408
Greenpoint Mortgage Funding#	LML	41	28	138	244	261
Countrywide Funding Corp	LML	144	218	247	197	256
National City Mortgage**	OSB	18	54	44	76	182
RBC Mortgage (was Prism MC until '02)	LML	0	0	2	101	181
Fifth Third (was Old Kent until 2001)**	OSB	25	77	93	126	165
Cendant Mortgage^^	LML	50	74	80	127	134
Bank of America	OSB	189	194	324	282	128
Ohio Savings Bank FSB	OSB	51	134	274	342	125
Hunneman Mortgage^^	LML	0	0	52	65	119
RBMG^^	LML	0	0	85	182	110
Chase Manhattan Mortgage	OSB	217	195	201	127	94
ABN AMRO Mortgage	OSB	0	0	0	74	87
SIB Mortgage Co (Staten Island Bank)	OSB	0	1	18	16	75
Chase Manhattan Bank USA#	OSB	20	35	117	109	74
CitiGroup**	OSB	23	19	51	65	68
Subtotal: These 19 Lenders		1,565	1,987	3,658	3,557	4,008
Total: All OSB & LML Lenders		3,238	4,026	4,959	5,224	5,338
<b>B. THE 9 BIGGEST BANK LENDERS COVERED BY CRA^ (All those with 35 or more loans in 2001)</b>						
Fleet*		990	955	1,006	453	359
Citizens**		374	332	293	321	298
Boston Federal Savings Bank		216	341	293	244	213
Boston Private Bank & Trust		60	102	90	103	141
Sovereign Bank		2	1	9	55	68
Brookline Savings Bank		17	11	22	27	42
Eastern Bank		15	25	25	44	36
Cambridge Savings Bank		66	60	63	63	35
Mt. Washington Co-op Bank		67	53	61	58	35
Subtotal: These 9 Mass. Bank Lenders		1,807	1,880	2,240	1,368	1,227
Total: All Mass. Bank & CU Lenders		2,734	3,044	3,043	2,243	1,922
<b>Total Boston Home-Purchase Loans</b>		<b>5,972</b>	<b>7,070</b>	<b>8,002</b>	<b>7,467</b>	<b>7,260</b>

^ "Lenders Covered by CRA" are banks and credit unions with branches in Massachusetts. For these lenders, Boston-area performance in meeting community credit needs is subject to evaluation by bank regulators under the state and/or federal Community Reinvestment Act (CRA).

"Lenders Not Covered by CRA" are mortgage companies and out-of-state banks (i.e., those without branches in Mass.). Some of the lenders not covered by CRA must have a license from the state's Division of Banks in order to make mortgage loans in Massachusetts. These Licensed Mortgage Lenders are indicated in the table by "LML"; they are independent mortgage companies, mortgage companies that are subsidiaries or affiliates of out-of-state state-chartered banks, and mortgage companies affiliated with federally-chartered banks. The LMLs are potentially subject to CRA-type evaluation under proposed state legislation. The rest of the lenders not covered by CRA, consisting of out-of-state banks plus mortgage company subsidiaries of federally-chartered banks, are indicated in the table by "OSB." The OSBs are exempt from regulation by the state of Massachusetts.

For more information on the classification of lenders and its significance, see report text and "Notes on Data and Methods."

\* Fleet National Bank acquired BankBoston in 1999. These two banks had acquired Shawmut and BayBanks, respectively, in 1995-96. The numbers in the table show total lending by Fleet and these three predecessors combined. Fleet itself made 687 loans in 1996, 513 loans in 1997, 521 loans in 1998, and 698 loans in 1999.

# Greenpoint and Chase Manhattan Bank USA are subprime lenders. Two other subprime lenders made more than 30 home-purchase loans in Boston in 2001: Option One Mort Co (40 loans) and Long Beach Mort Co (32 loans). These are affiliated with H&R Block and Washington Mutual, respectively.

\*\* Indicates that lender totals in 2001 are the result of combining loans by two or more affiliated institutions that reported HMDA data separately.

^^ Indicates lenders with merger activity in 2002. Washington Mutual acquired North American Mortgage; Cendant acquired Hunneman (and DeWolfe); RBMG was acquired by NetBank.

**TABLE 9**  
**SHARES OF LOANS BY EACH MAJOR TYPE OF LENDER THAT WENT TO**  
**TRADITIONALLY UNDERSERVED BORROWERS AND NEIGHBORHOODS**  
**(BOSTON HOME-PURCHASE LOANS, 2001)**

	Total Loans	Loans to Black Borrowers	Loans to Latino Borrowers	Loans to Only LOW- Income Borrowers	Loans to All LMI Borrowers	Loans in All LMI Census Tracts	Loans in LMI CTs >75% Blk+Latino
<b>A. MASS. BANKS AND CREDIT UNIONS</b>							
Number of Loans	1,922	276	217	186	645	1,112	242
% of Loans	100%	14.4%	11.3%	9.7%	33.6%	57.9%	12.6%
<b>B. MORTGAGE COMPANIES &amp; OUT-OF-STATE BANKS (excluding subprime lenders)</b>							
Number of Loans	4,765	349	192	143	902	2,414	321
% of Loans	100%	7.3%	4.0%	3.0%	18.9%	50.7%	6.7%
<b>C. SUBPRIME LENDERS</b>							
Number of Loans	573	83	50	8	68	382	115
% of Loans	100%	14.5%	8.7%	1.4%	11.9%	66.7%	20.1%
<b>D. TOTAL</b>							
Number of Loans	7,260	708	459	337	1,615	3,908	678
% of Loans	100%	9.8%	6.3%	4.6%	22.2%	53.8%	9.3%

"Mass. Banks and Credit Unions" includes all banks with branches in Massachusetts, plus all affiliated mortgage companies.

"Mortgage Companies & Out-of-State Banks": all lenders not affiliated with Massachusetts banks or credit unions.

"Subprime Lenders" are identified from lists prepared annually by HUD.

For Massachusetts banks and credit unions, Boston-area performance in meeting community credit needs is subject to evaluation by bank regulators under the state and/or federal Community Reinvestment Act (CRA). Boston-area lending by mortgage companies and out-of-state banks (categories B & C) is not subject to such evaluation under the CRA.

For more information on the classification of lenders and its significance, see "Notes on Data and Methods."

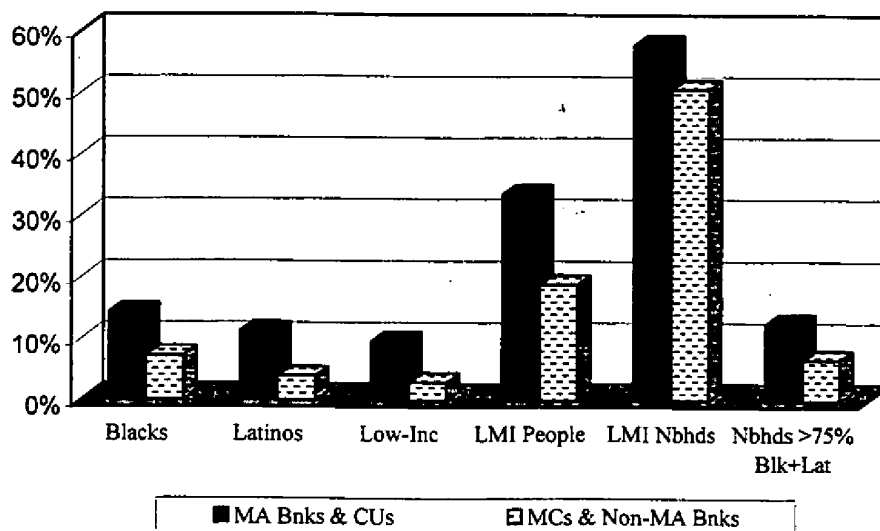
"Low-income" borrowers are those with incomes above \$10K and below 50% of Boston MSA median family income (\$11K - \$35K in 2001).

"LMI [low- or moderate-income] borrowers" are those with incomes between \$10K and 80% of MSA median (\$11K - \$56K in 2001).

"LMI census tracts" have median family incomes (MFIs) less than 80% of the MFI in the Boston MSA (2000 Census data).

"LMI CTs >75% Blk+Latino" include all 33 census tracts in which over 75% of the population was black or Latino (2000 Census data).

**CHART 9**  
**SHARES OF LOANS BY EACH TYPE OF LENDER THAT**  
**WENT TO TRADITIONALLY UNDERSERVED BORROWERS**  
**AND NEIGHBORHOODS IN 2001**



**TABLE 10**  
**SHARES OF LOANS TO TRADITIONALLY UNDERSERVED BORROWERS AND**  
**NEIGHBORHOODS THAT WERE MADE BY EACH MAJOR TYPE OF LENDER**  
**(BOSTON HOME-PURCHASE LOANS, 2001)**

	Total Loans	Loans to Black Borrowers	Loans to Latino Borrowers	Loans to Only LOW- Income Borrowers	Loans to All LMI Borrowers	Loans in All LMI Census Tracts	Loans in LMI CTs >75% Blk+Latino
<b>A. MASS. BANKS AND CREDIT UNIONS</b>							
Number of Loans	1,922	276	217	186	645	1,112	242
% of Loans	26.5%	39.0%	47.3%	55.2%	39.9%	28.5%	35.7%
<b>B. MORTGAGE COMPANIES &amp; OUT-OF-STATE BANKS (excluding subprime lenders)</b>							
Number of Loans	4,765	349	192	143	902	2,414	321
% of Loans	65.6%	49.3%	41.8%	42.4%	55.9%	61.8%	47.3%
<b>C. SUBPRIME LENDERS</b>							
Number of Loans	573	83	50	8	68	382	115
% of Loans	7.9%	11.7%	10.9%	2.4%	4.2%	9.8%	17.0%
<b>D. TOTAL</b>							
Number of Loans	7,260	708	459	337	1,615	3,908	678
% of Loans	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

"Mass. Banks and Credit Unions" includes all banks with branches in Massachusetts, plus all affiliated mortgage companies.

"Mortgage Companies & Out-of-State Banks": all lenders not affiliated with Massachusetts banks or credit unions.

"Subprime Lenders" are identified from lists prepared annually by HUD.

For Massachusetts banks and credit unions, Boston-area performance in meeting community credit needs is subject to evaluation by bank regulators under the state and/or federal Community Reinvestment Act (CRA). Boston-area lending by mortgage companies and out-of-state banks (categories B & C) is not subject to such evaluation under the CRA.

For more information on the classification of lenders and its significance, see "Notes on Data and Methods."

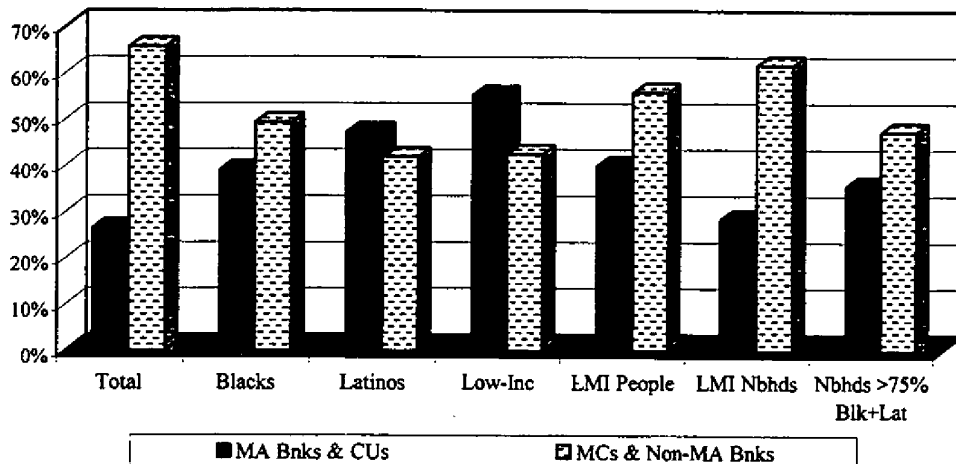
"Low-Income" borrowers are those with income above \$10K and below 50% of Boston MSA median family income (\$11K - \$35K in 2001).

"LMI [low- or moderate-income] borrowers" are those with incomes between \$10K and 80% of MSA median (\$11K - \$56K in 2001).

"LMI census tracts" have median family incomes (MFIs) less than 80% of the MFI in the Boston MSA (2000 Census data).

"LMI CTs >75% Blk+Latino" include all 33 census tracts in which over 75% of the population was black or Latino (2000 Census data).

**CHART 10**  
**SHARES OF LOANS TO TRADITIONALLY UNDERSERVED BORROWERS &**  
**NEIGHBORHOODS THAT WERE MADE**  
**BY EACH TYPE OF LENDER IN 2001**



**TABLE 11: KEY FEATURES OF TARGETED MORTGAGE PROGRAMS IN BOSTON**

<b>TARGETED MORTGAGE PROGRAM &amp; Participating Banks</b>	<b>First Loan</b>	<b>Income Limit</b>	<b>Down Payment</b>	<b>Interest Rate</b>	<b>Mortgage Insurance</b>	<b>Monthly Payment on \$250,000 3-Fam House at 11/15/02 Interest Rate</b>	<b>Maximum Ratios for Housing &amp; Debt as % of Income</b>	<b>Other Features</b>
<b>SOFT SECOND MAHA/MHP</b> Eight current banks and four former banks	1991	80% of HUD's Boston area median family income; varies by family size	5% down with 3/2 option (3% buyers own funds; 2% gift or grant)	0.5% below 2-point market rate  rate varies among banks; median 11/15/02 rate of the 3 lenders that made 95% of year-to-date loans: 5.25%	PMI not required; Loan-Loss Reserve equal to 10% of second mortgage (not to exceed \$2500) provided by city and state subsidies	With no subsidy: \$1,256 in years 1-10; \$1,375 in years 11+  With max. subsidy: \$1,090 in years 1-5; \$1,123 in year 6 \$1,156 in year 7 \$1,189 in year 8 \$1,223 in year 9 \$1,256 in year 10 \$1,375 in years 11+	33%/38%	No points; reduced fees & closing costs  Purchase and rehab option since 1995  Second mortgage interest subsidy thru year 10
<b>ACORN</b> BankBoston (through '99) Citizens Fleet Shawmut (through '95) Sovereign	1994 1994 1994 1996 1994 2002	80% of HUD's Boston area median family income; 100% of median in LMI census tracts; varies by family size	5% down; (3% or \$1,000 must be from buyer's own funds; 5% for multi-fam home)	1% below 0-point market rate. On 11/20/01: 5.25% if income <80% of median <80% of median 6.25% if income >80% of median	Mortgage insurance required by Citizens and Sovereign, but not by Fleet	Minimum: Fleet & income <80% of median: \$1,311  Maximum: Citizens or Sovereign & income >80% of median: \$1,624	35%/41%	No points
<b>NACA (UNAC)</b> Boston Co. (through '96) Fleet Shawmut (through '95)	1993 1993 1994 1993	No income limit in "priority area," which includes all of Boston except central/downtown and Back Bay/Beacon Hill	None	On 11/15/02: 5.375%	PMI not required; instead, payment of \$50/month to Neighborhood Stabilization Fund for 5 years	For years 1-5: \$1,450  For years 6+: \$1,400	43%/43%	No points, fees, or closing costs
<b>MassHousing (MHFA)</b> Many participating banks	1979	\$85,300 for family of 1 or 2 and \$92,700 for family of 3+ (lower limits in some special cases)	3% down	On 11/15/02: 5.80% (0 points)	Mortgage insurance by MassHousing Mortgage Insurance Fund required	\$1,598  (includes \$175 mortgage insurance)	33%/41%	Conventional fees and closing costs;  Down payment & closing cost assistance available

revised: November 2002

**TABLE 12**  
**TOTAL LOANS BY TARGETED MORTGAGE PROGRAMS**  
**BOSTON HOME-PURCHASE LOANS, 1990-2001**

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	Total
Soft Second		30	83	168	207	273	396	308	235	227	135	205	2,267
NACA^				27	145	286	124	99	98	144	85	7	1,015
ACORN					22	131	171	235	337	267	118	87	1,368
<b>Sub-Total</b>		<b>30</b>	<b>83</b>	<b>195</b>	<b>374</b>	<b>690</b>	<b>691</b>	<b>642</b>	<b>670</b>	<b>638</b>	<b>338</b>	<b>299</b>	<b>4,650</b>
MassHousing	215	259	180	82	99	107	193	122	150	100	94	47	1,648
<b>Total</b>	<b>215</b>	<b>289</b>	<b>263</b>	<b>277</b>	<b>473</b>	<b>797</b>	<b>884</b>	<b>764</b>	<b>820</b>	<b>738</b>	<b>432</b>	<b>346</b>	<b>6,298</b>
<b>All Boston Loans# – for comparison:</b>													
By Biggest Banks*	541	609	911	1,532	1,849	2,020	1,954	1,496	1,429	1,383	873	750	15,347
By All Lenders	1,870	1,963	2,362	3,722	4,697	4,637	5,623	5,972	7,070	8,002	7,467	7,260	60,645
<b>Soft Second + NACA + ACORN Loans as Percent of All Boston Loans #@:</b>													
By Biggest Banks*		4.9%	9.1%	12.7%	20.2%	34.2%	35.4%	40.2%	43.7%	42.4%	32.5%	26.3%	28.4%
By All Lenders		1.5%	3.5%	5.2%	8.0%	14.9%	12.3%	10.8%	9.5%	8.0%	4.5%	4.1%	7.7%

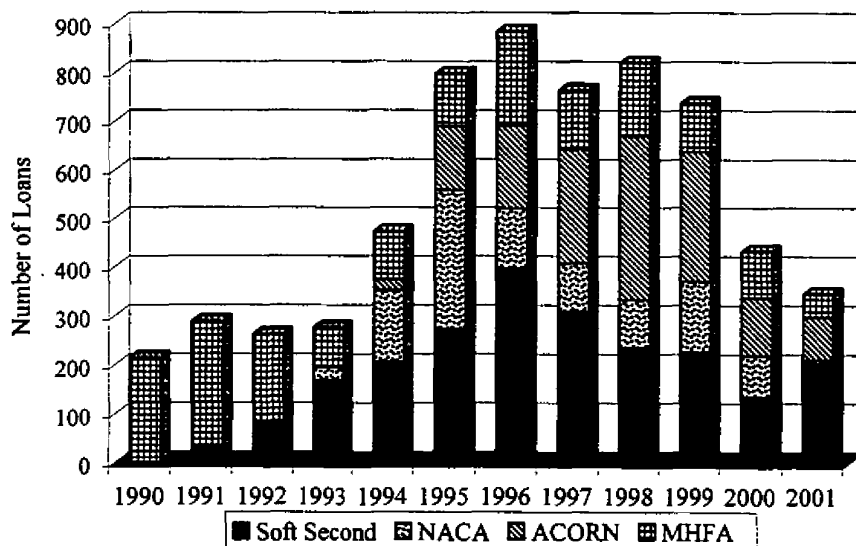
^ Only loans by Boston banks are shown here – in particular, NACA loans made by Bank of America are not included.

# All Boston loans by biggest banks and all lenders calculated from HMDA data.

\* The "Biggest Banks" are BankBoston (1990-99), Bank of New England (1990-91), BayBanks (1990-96), Boston Five (1990-92), Boston Safe Deposit (1990-2001), Citizens (1993-2001), Fleet (1992-2001), Shawmut (1990-96) & Sovereign (2000-2001).

@ Percentages for biggest banks reflect that 40 SSP loans in 1997, 46 in 1998, 52 in 1999, 54 in 2000, & 102 in 2001 were by other banks.

**CHART 12**  
**TARGETED MORTGAGE PROGRAM LOANS**  
**BY PROGRAM AND YEAR, 1990-2001**



**TABLE 13**  
**LOANS TO TARGETED BORROWERS AND TARGET AREA, BY PROGRAM**  
**BOSTON HOME-PURCHASE LOANS, 1997-2001**

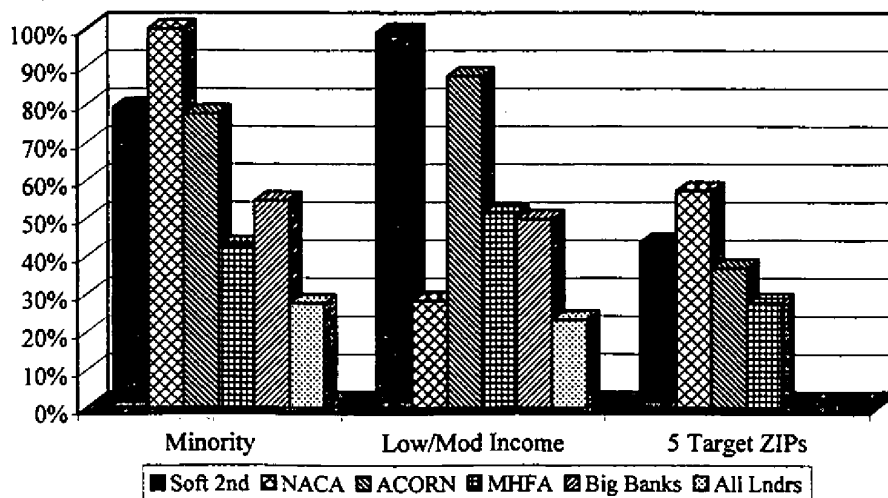
	1997		1998		1999		2000		2001		Total 1997-2001	
	#	%	#	%	#	%	#	%	#	%	#	%
<b>A. LOANS TO MINORITY BORROWERS</b>												
Soft Second	184	76.0%	98	87.5%	80	80.8%	70	74.5%	156	79.2%	588	79.0%
NACA	86	86.9%	83	84.5%	130	90.3%	72	84.7%	7	100.0%	378	87.3%
ACORN	162	77.9%	221	67.0%	184	70.0%	100	89.3%	65	77.4%	732	73.4%
Sub-Total	432	79.2%	402	74.4%	394	77.8%	242	83.8%	228	79.2%	1,698	78.1%
MassHousing	66	54.1%	82	54.7%	58	58.0%	49	52.1%	20	42.6%	275	53.6%
Total Targ. Programs	498	74.2%	484	70.1%	452	74.6%	291	75.6%	248	74.0%	1,973	73.4%
<b>All Boston Loans, for Comparison:</b>												
Biggest Banks	729	51.1%	727	53.8%	758	58.9%	429	53.2%	377	54.4%	3,020	54.3%
All Lenders	1,620	28.4%	1,719	26.2%	1,976	27.3%	1,701	26.0%	1,692	27.5%	8,708	27.1%
<b>B. LOANS TO LOW- AND MODERATE-INCOME BORROWERS</b>												
Soft Second	306	99.4%	235	100.0%	224	99.1%	134	99.3%	203	99.0%	1,102	99.4%
NACA	61	61.6%	43	44.3%	78	60.0%	71	83.5%	2	28.6%	255	61.0%
ACORN	195	84.1%	235	70.8%	210	78.7%	102	86.4%	76	87.4%	818	79.0%
Sub-Total	562	87.9%	513	77.3%	512	82.2%	307	90.8%	281	94.0%	2,175	84.9%
MassHousing	108	88.5%	130	86.7%	77	77.0%	47	50.0%	24	51.1%	386	75.2%
Total Targ. Programs	670	88.0%	643	79.0%	589	81.5%	354	81.9%	305	88.2%	2,561	83.3%
<b>All Boston Loans, for Comparison:</b>												
Biggest Banks	851	57.3%	801	56.1%	756	55.7%	392	47.5%	346	49.7%	3,146	54.3%
All Lenders	2,021	34.7%	2,167	31.6%	2,321	29.9%	1,690	23.5%	1,615	23.2%	9,814	28.4%
<b>C. LOANS IN FIVE ZIP-CODES WITH MAJORITY BLACK+HISPANIC POPULATION*</b>												
Soft Second	111	36.0%	91	41.9%	97	43.1%	52	38.5%	89	43.6%	440	40.4%
NACA	51	51.5%	49	50.0%	79	54.9%	51	60.0%	4	57.1%	234	54.0%
ACORN	104	44.3%	134	39.8%	98	36.7%	55	46.6%	32	36.8%	423	40.5%
Sub-Total	266	41.4%	274	42.0%	274	43.1%	158	46.7%	125	41.9%	1,097	42.8%
MassHousing	25	20.5%	36	24.0%	29	29.0%	29	30.9%	13	27.7%	132	25.7%
Total Targ. Programs	291	38.1%	310	38.7%	303	41.2%	187	43.3%	138	40.0%	1,229	39.9%

Sources: Tables 14 through 17 and HMDA data. For more information, see "Notes on Data and Methods."

These five ZIP codes are 02119, 02120, 02121, 02124, & 02126

\* Panel C does not include a comparison to all Boston loans because HMDA data do not report ZIP code of property.

**CHART 13**  
**PERCENT OF LOANS THAT HIT "TARGETS"**  
**BY PROGRAM AND FOR ALL LENDERS, 2001**



**TABLE 14**  
**DETAILED INFORMATION ON SOFT SECOND PROGRAM LOANS IN BOSTON**  
**ALL BANKS COMBINED, 1997-2001**

	1997		1998		1999		2000		2001		Total 1997-2001	
	#	%	#	%	#	%	#	%	#	%	#	%
<b>TOTAL LOANS</b>	308		235		227		135		205		1,110	
<b>BY RACE</b>												
Asian	12	5.0%	8	7.1%	6	6.1%	1	1.1%	13	6.6%	40	5.4%
Black	104	43.0%	30	26.8%	38	38.4%	47	50.0%	106	53.8%	325	43.7%
Latino	58	24.0%	47	42.0%	35	35.4%	20	21.3%	32	16.2%	192	25.8%
Other	10	4.1%	13	11.6%	1	1.0%	2	2.1%	5	2.5%	31	4.2%
Total Minority	184	76.0%	98	87.5%	80	80.8%	70	74.5%	156	79.2%	588	79.0%
White	58	24.0%	14	12.5%	19	19.2%	24	25.5%	41	20.8%	156	21.0%
No Information	66		123		128		41		8		366	
<b>BY INCOME</b>												
below 20	21	6.8%	24	10.2%	9	4.0%	4	3.0%	0	0.0%	58	5.2%
20-25	74	24.0%	42	17.9%	39	17.3%	6	4.4%	5	2.4%	166	15.0%
25-30	110	35.7%	75	31.9%	58	25.7%	20	14.8%	26	12.7%	289	26.1%
30-35	52	16.9%	49	20.9%	76	33.6%	29	21.5%	41	20.0%	247	22.3%
35-40	32	10.4%	26	11.1%	28	12.4%	27	20.0%	44	21.5%	157	14.2%
above 40	19	6.2%	19	8.1%	16	7.1%	49	36.3%	89	43.4%	192	17.3%
low*	198	64.3%	141	60.0%	132	58.4%	47	34.8%	72	35.1%	590	53.2%
moderate*	108	35.1%	94	40.0%	92	40.7%	87	64.4%	131	63.9%	512	46.2%
low/moderate*	306	99.4%	235	100.0%	224	99.1%	134	99.3%	203	99.0%	1102	99.4%
No Information					1						1	
<b>BY ZIP CODE</b>												
BackBay -- 02115	1	0.3%	0	0.0%	1	0.4%	1	0.7%	1	0.5%	4	0.4%
Fenway -- 02116	1	0.3%	1	0.5%	1	0.4%	0	0.0%	2	1.0%	5	0.5%
South End -- 02118	0	0.0%	1	0.5%	3	1.3%	9	6.7%	24	11.8%	37	3.4%
Roxbury -- 02119	20	6.5%	18	8.3%	24	10.7%	17	12.6%	25	12.3%	104	9.6%
Roxbury X'ing -- 02120	3	1.0%	2	0.9%	0	0.0%	1	0.7%	9	4.4%	15	1.4%
Grove Hall -- 02121	10	3.2%	9	4.1%	16	7.1%	8	5.9%	12	5.9%	55	5.1%
Fields Corner -- 02122	20	6.5%	12	5.5%	14	6.2%	11	8.1%	6	2.9%	63	5.8%
Codman Square -- 02124	52	16.9%	41	18.9%	39	17.3%	19	14.1%	28	13.7%	179	16.4%
Uphams Corner -- 02125	29	9.4%	25	11.5%	30	13.3%	18	13.3%	21	10.3%	123	11.3%
Mattapan -- 02126	26	8.4%	21	9.7%	18	8.0%	7	5.2%	15	7.4%	87	8.0%
South Boston -- 02127	12	3.9%	2	0.9%	3	1.3%	3	2.2%	3	1.5%	23	2.1%
East Boston -- 02128	29	9.4%	22	10.1%	27	12.0%	15	11.1%	11	5.4%	104	9.6%
Charlestown -- 02129	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Jamaica Plain -- 02130	28	9.1%	18	8.3%	10	4.4%	11	8.1%	13	6.4%	80	7.3%
Roslindale -- 02131	28	9.1%	17	7.8%	7	3.1%	3	2.2%	9	4.4%	64	5.9%
West Roxbury -- 02132	7	2.3%	3	1.4%	2	0.9%	6	4.4%	6	2.9%	24	2.2%
Allston -- 02134	1	0.3%	1	0.5%	0	0.0%	0	0.0%	0	0.0%	2	0.2%
Brighton -- 02135	4	1.3%	3	1.4%	7	3.1%	2	1.5%	5	2.5%	21	1.9%
Hyde Park -- 02136	36	11.7%	19	8.8%	18	8.0%	4	3.0%	8	3.9%	85	7.8%
Other Boston ZIPs	1	0.3%	2	0.9%	5	2.2%	0	0.0%	6	2.9%	14	1.3%
No Information			18		2				1		21	
5 Majority B+H ZIPs**	111	36.0%	91	41.9%	97	43.1%	52	38.5%	89	43.6%	440	40.4%
9 CIC Target ZIPs**	188	61.0%	147	67.7%	154	68.4%	101	74.8%	153	75.0%	743	68.2%

\* "Low" income is < \$29,801 for 1997; < \$30,001 for 1998; < \$31,351 for 1999; < \$32,751 for 2000; & < \$35,001 for 2001.

"Moderate" income is \$29,801-\$47,680 for 1997; \$30,000-\$48,000 for 1998; \$31,351-\$50,160 for 1999; \$32,751-\$52,401 for 2000; & \$35,001-\$56,000 for 2001.

\*\* The 5 majority black & Hispanic ("core") ZIP code areas are 02119, 02120, 02121, 02124, & 02126; the 9 ZIPs in the Community Investment Coalition (CIC) "target area" are these five plus 02118, 02122, 02125, & 02130 (see page N-3 in "Notes...").

**TABLE 15**  
**DETAILED INFORMATION ON NACA MORTGAGE PROGRAM LOANS IN BOSTON**  
**ALL BOSTON BANKS COMBINED, 1997-2001**

	1997		1998		1999		2000		2001		Total 1997-2001	
	#	%	#	%	#	%	#	%	#	%	#	%
<b>TOTAL LOANS</b>	99		98		144		85		7		433	
<b>BY RACE</b>												
Asian	2	2.0%	1	1.0%	2	1.4%	0	0.0%	0	0.0%	5	1.2%
Black	68	68.7%	60	61.2%	88	61.1%	53	62.4%	3	42.9%	272	62.8%
Latino	10	10.1%	19	19.4%	39	27.1%	17	20.0%	4	57.1%	89	20.6%
Other	6	6.1%	3	3.1%	1	0.7%	2	2.4%	0	0.0%	12	2.8%
Total Minority	86	86.9%	83	84.7%	130	90.3%	72	84.7%	7	100.0%	378	87.3%
White	13	13.1%	15	15.3%	14	9.7%	13	15.3%	0	0.0%	55	12.7%
No Information												
<b>BY INCOME</b>												
below 20	0	0.0%	0	0.0%	1	0.8%	7	8.2%	0	0.0%	8	1.9%
20-25	4	4.0%	2	2.1%	6	4.6%	12	14.1%	0	0.0%	24	5.7%
25-30	10	10.1%	4	4.1%	7	5.4%	16	18.8%	0	0.0%	37	8.9%
30-35	10	10.1%	6	6.2%	11	8.5%	10	11.8%	0	0.0%	37	8.9%
35-40	14	14.1%	14	14.4%	13	10.0%	7	8.2%	2	28.6%	50	12.0%
above 40	61	61.6%	71	73.2%	92	70.8%	33	38.8%	5	71.4%	262	62.7%
low*	13	13.1%	6	6.2%	19	14.6%	40	47.1%	0	0.0%	78	18.7%
moderate*	48	48.5%	37	38.1%	59	45.4%	31	36.5%	2	28.6%	177	42.3%
low/moderate*	61	61.6%	43	44.3%	78	60.0%	71	83.5%	2	28.6%	255	61.0%
No Information			1		14						15	
<b>BY ZIP CODE</b>												
BackBay -- 02115	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Fenway -- 02116	2	2.0%	1	1.0%	0	0.0%	0	0.0%	0	0.0%	3	0.7%
South End -- 02118	1	1.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.2%
Roxbury -- 02119	4	4.0%	10	10.2%	9	6.3%	11	12.9%	0	0.0%	34	7.9%
Roxbury X'ing -- 02120	1	1.0%	0	0.0%	1	0.7%	0	0.0%	0	0.0%	2	0.5%
Grove Hall -- 02121	5	5.1%	8	8.2%	12	8.3%	6	7.1%	0	0.0%	31	7.2%
Fields Corner -- 02122	3	3.0%	3	3.1%	7	4.9%	5	5.9%	0	0.0%	18	4.2%
Codman Square -- 02124	28	28.3%	26	26.5%	42	29.2%	27	31.8%	3	42.9%	126	29.1%
Uphams Corner -- 02125	8	8.1%	9	9.2%	5	3.5%	11	12.9%	0	0.0%	33	7.6%
Mattapan -- 02126	13	13.1%	5	5.1%	15	10.4%	7	8.2%	1	14.3%	41	9.5%
South Boston -- 02127	6	6.1%	2	2.0%	1	0.7%	2	2.4%	0	0.0%	11	2.5%
East Boston -- 02128	1	1.0%	7	7.1%	8	5.6%	6	7.1%	2	28.6%	24	5.5%
Charlestown -- 02129	0	0.0%	0	0.0%	1	0.7%	0	0.0%	0	0.0%	1	0.2%
Jamaica Plain -- 02130	4	4.0%	3	3.1%	5	3.5%	0	0.0%	0	0.0%	12	2.8%
Roslindale -- 02131	12	12.1%	8	8.2%	12	8.3%	3	3.5%	0	0.0%	35	8.1%
West Roxbury -- 02132	0	0.0%	2	0.0%	0	0.0%	1	1.2%	0	0.0%	3	0.7%
Allston -- 02134	0	0.0%	1	0.0%	2	1.4%	1	1.2%	0	0.0%	4	0.9%
Brighton -- 02135	2	2.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	2	0.5%
Hyde Park -- 02136	9	9.1%	13	13.3%	23	16.0%	5	5.9%	1	14.3%	51	11.8%
Other Boston ZIPs	0	0.0%	0	0.0%	1	0.7%	0	0.0%	0	0.0%	1	0.2%
No Information												
5 Majority B+H ZIPs**	51	51.5%	49	50.0%	79	54.9%	51	60.0%	4	57.1%	234	54.0%
9 CIC Target ZIPs**	67	67.7%	64	65.3%	96	66.7%	67	78.8%	4	57.1%	298	68.8%

\* "Low" income is < \$29,801 for 1997; < \$30,001 for 1998; < \$31,351 for 1999; < \$32,751 for 2000; & < \$35,001 for 2001.

"Moderate" income is \$29,801-\$47,680 for 1997; \$30,000-\$48,000 for 1998; \$31,351-\$50,160 for 1999; \$32,751-\$52,401 for 2000; & \$35,001-\$56,000 for 2001.

\*\* The 5 majority black & Hispanic ("core") ZIP code areas are 02119, 02120, 02121, 02124, & 02126; the 9 ZIPs in the Community Investment Coalition (CIC) "target area" are these five plus 02118, 02122, 02125, & 02130 (see page N-3 in "Notes...").



**TABLE 16**  
**DETAILED INFORMATION ON ACORN HOUSING PROGRAM LOANS IN BOSTON**  
**ALL BANKS COMBINED, 1997-2001**

	1997		1998		1999		2000		2001		Total 1997-2001	
	#	%	#	%	#	%	#	%	#	%	#	%
<b>TOTAL LOANS</b>	235		337		267		118		87		1,044	
<b>BY RACE</b>												
Asian	6	2.9%	8	2.4%	10	3.8%	4	3.6%	1	1.2%	29	2.9%
Black	112	53.8%	161	48.8%	122	46.4%	51	45.5%	29	34.5%	475	47.6%
Latino	41	19.7%	49	14.8%	47	17.9%	41	36.6%	33	39.3%	211	21.2%
Other	3	1.4%	3	0.9%	5	1.9%	4	3.6%	2	2.4%	17	1.7%
Total Minority	162	77.9%	221	67.0%	184	70.0%	100	89.3%	65	77.4%	732	73.4%
White	46	22.1%	109	33.0%	79	30.0%	12	10.7%	19	22.6%	265	26.6%
No Information	27		7		4		6		3		47	
<b>BY INCOME</b>												
below 20	14	6.0%	5	1.5%	10	3.7%	2	1.7%	0	0.0%	31	3.0%
20-25	27	11.6%	19	5.7%	19	7.1%	9	7.6%	2	2.3%	76	7.3%
25-30	40	17.2%	39	11.7%	33	12.4%	11	9.3%	3	3.4%	126	12.2%
30-35	51	22.0%	40	12.0%	35	13.1%	17	14.4%	7	8.0%	150	14.5%
35-40	32	13.8%	55	16.6%	37	13.9%	24	20.3%	17	19.5%	165	15.9%
above 40	68	29.3%	174	52.4%	133	49.8%	55	46.6%	47	54.0%	477	46.0%
low*	79	34.1%	63	19.0%	68	25.5%	31	26.3%	12	13.8%	253	24.4%
moderate*	116	50.0%	172	51.8%	142	53.2%	71	60.2%	64	73.6%	565	54.5%
low/moderate*	195	84.1%	235	70.8%	210	78.7%	102	86.4%	76	87.4%	818	79.0%
No Information	3		5								8	
<b>BY ZIP CODE</b>												
BackBay -- 02115	0	0.0%	0	0.0%	1	0.4%	0	0.0%	0	0.0%	1	0.1%
Fenway -- 02116	0	0.0%	3	0.9%	0	0.0%	0	0.0%	0	0.0%	3	0.3%
South End -- 02118	1	0.4%	0	0.0%	4	1.5%	1	0.8%	2	2.3%	8	0.8%
Roxbury -- 02119	18	7.7%	21	6.2%	22	8.2%	11	9.3%	3	3.4%	75	7.2%
Roxbury X'ing -- 02120	2	0.9%	4	1.2%	2	0.7%	1	0.8%	3	3.4%	12	1.1%
Grove Hall -- 02121	14	6.0%	9	2.7%	10	3.7%	8	6.8%	2	2.3%	43	4.1%
Fields Corner -- 02122	18	7.7%	22	6.5%	29	10.9%	10	8.5%	3	3.4%	82	7.9%
Codman Square -- 02124	51	21.7%	60	17.8%	41	15.4%	29	24.6%	18	20.7%	199	19.1%
Uphams Corner -- 02125	23	9.8%	27	8.0%	20	7.5%	14	11.9%	8	9.2%	92	8.8%
Mattapan -- 02126	19	8.1%	40	11.9%	23	8.6%	6	5.1%	6	6.9%	94	9.0%
South Boston -- 02127	9	3.8%	16	4.7%	7	2.6%	3	2.5%	3	3.4%	38	3.6%
East Boston -- 02128	8	3.4%	25	7.4%	27	10.1%	18	15.3%	29	33.3%	107	10.2%
Charlestown -- 02129	2	0.9%	2	0.6%	1	0.4%	0	0.0%	0	0.0%	5	0.5%
Jamaica Plain -- 02130	9	3.8%	27	8.0%	16	6.0%	2	1.7%	2	2.3%	56	5.4%
Roslindale -- 02131	29	12.3%	27	8.0%	26	9.7%	7	5.9%	3	3.4%	92	8.8%
West Roxbury -- 02132	5	2.1%	8	2.4%	5	1.9%	1	0.8%	2	2.3%	21	2.0%
Allston -- 02134	0	0.0%	0	0.0%	1	0.4%	0	0.0%	0	0.0%	1	0.1%
Brighton -- 02135	0	0.0%	3	0.9%	0	0.0%	0	0.0%	1	1.1%	4	0.4%
Hyde Park -- 02136	23	9.8%	38	11.3%	26	9.7%	5	4.2%	1	1.1%	93	8.9%
Other Boston ZIPs	4	1.7%	5	1.5%	6	2.2%	2	1.7%	0	0.0%	17	1.6%
No Information												
5 Majority B+H ZIPs**	104	44.3%	134	39.8%	98	36.7%	55	46.6%	32	36.8%	423	40.5%
9 CIC Target ZIPs**	155	66.0%	210	62.3%	167	62.5%	82	69.5%	47	54.0%	661	63.3%

\* "Low" income is < \$29,801 for 1997; < \$30,001 for 1998; < \$31,351 for 1999; < \$32,751 for 2000; & < \$35,001 for 2001.

"Moderate" income is \$29,801-\$47,680 for 1997; \$30,000-\$48,000 for 1998; \$31,351-\$50,160 for 1999; \$32,751-\$52,401 for 2000; & \$35,001-\$56,000 for 2001.

\*\* The 5 majority black & Hispanic ("core") ZIP code areas are 02119, 02120, 02121, 02124, & 02126; the 9 ZIPs in the Community Investment Coalition (CIC) "target area" are these five plus 02118, 02122, 02125, & 02130 (see page N-3 in "Notes...").

**TABLE 17**  
**DETAILED INFORMATION ON MASSHOUSING (MHFA) MORTGAGE LOANS**  
**IN BOSTON, ALL BANKS COMBINED, 1997-2001**

	1997		1998		1999		2000		2001		Total 1997-2001	
	#	%	#	%	#	%	#	%	#	%	#	%
<b>TOTAL LOANS</b>	122		150		100		94		47		513	
<b>BY RACE</b>												
Asian												
Black												
Latino												
Other												
Total Minority	66	54.1%	82	54.7%	58	58.0%	49	52.1%	20	42.6%	275	53.6%
White	56	45.9%	68	45.3%	42	42.0%	45	47.9%	27	57.4%	238	46.4%
No Information												
<b>BY INCOME</b>												
below 20	2	1.6%	1	0.7%	0	0.0%	0	0.0%	0	0.0%	3	0.6%
20-25	7	5.7%	9	6.0%	3	3.0%	0	0.0%	1	2.1%	20	3.9%
25-30	9	7.4%	17	11.3%	8	8.0%	2	2.1%	1	2.1%	37	7.2%
30-35	17	13.9%	19	12.7%	15	15.0%	7	7.4%	6	12.8%	64	12.5%
35-40	36	29.5%	36	24.0%	19	19.0%	8	8.5%	6	12.8%	105	20.5%
above 40	51	41.8%	68	45.3%	55	55.0%	77	81.9%	33	70.2%	284	55.4%
low*	16	13.1%	27	18.0%	16	16.0%	6	6.4%	8	17.0%	73	14.2%
moderate*	92	75.4%	103	68.7%	61	61.0%	41	43.6%	16	34.0%	313	61.0%
low/moderate*	108	88.5%	130	86.7%	77	77.0%	47	50.0%	24	51.1%	386	75.2%
No Information												
<b>BY ZIP CODE</b>												
BackBay -- 02115	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Fenway -- 02116	2	0.0%	0	0.0%	1	1.0%	1	1.1%	0	0.0%	4	0.8%
South End -- 02118	1	0.8%	0	0.0%	0	0.0%	2	2.1%	2	4.3%	5	1.0%
Roxbury -- 02119	9	7.4%	8	5.3%	2	2.0%	7	7.4%	3	6.4%	29	5.7%
Roxbury X'ing -- 02120	0	0.0%	0	0.0%	1	1.0%	2	2.1%	3	6.4%	6	1.2%
Grove Hall -- 02121	1	0.8%	1	0.7%	4	4.0%	3	3.2%	1	2.1%	10	1.9%
Fields Corner -- 02122	2	1.6%	5	3.3%	2	2.0%	8	8.5%	1	2.1%	18	3.5%
Codman Square -- 02124	11	9.0%	21	14.0%	18	18.0%	11	11.7%	5	10.6%	66	12.9%
Uphams Corner -- 02125	4	3.3%	8	5.3%	9	9.0%	13	13.8%	4	8.5%	38	7.4%
Mattapan -- 02126	4	3.3%	6	4.0%	4	4.0%	6	6.4%	1	2.1%	21	4.1%
South Boston -- 02127	5	4.1%	4	2.7%	4	4.0%	1	1.1%	3	6.4%	17	3.3%
East Boston -- 02128	19	15.6%	39	26.0%	27	27.0%	14	14.9%	14	29.8%	113	22.0%
Charlestown -- 02129	2	1.6%	8	5.3%	1	1.0%	1	1.1%	0	0.0%	12	2.3%
Jamaica Plain -- 02130	19	15.6%	10	6.7%	5	5.0%	4	4.3%	2	4.3%	40	7.8%
Roslindale -- 02131	14	11.5%	11	7.3%	7	7.0%	8	8.5%	5	10.6%	45	8.8%
West Roxbury -- 02132	5	4.1%	3	2.0%	3	3.0%	3	3.2%	0	0.0%	14	2.7%
Allston -- 02134	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Brighton -- 02135	4	3.3%	5	3.3%	2	2.0%	3	3.2%	1	2.1%	15	2.9%
Hyde Park -- 02136	17	13.9%	18	12.0%	10	10.0%	6	6.4%	2	4.3%	53	10.3%
Other Boston ZIPs	3	2.5%	3	2.0%	0	0.0%	1	1.1%	0	0.0%	7	1.4%
No Information												
5 Majority B+H ZIPs**	25	20.5%	36	24.0%	29	29.0%	29	30.9%	13	27.7%	132	25.7%
9 CIC Target ZIPs**	51	41.8%	59	39.3%	45	45.0%	56	59.6%	22	46.8%	233	45.4%

\* "Low" income is < \$29,801 for 1997; < \$30,001 for 1998; < \$31,351 for 1999; < \$32,751 for 2000; & < \$35,001 for 2001.

"Moderate" income is \$29,801-\$47,680 for 1997; \$30,000-\$48,000 for 1998; \$31,351-\$50,160 for 1999;

\$32,751-\$52,401 for 2000; & \$35,001-\$56,000 for 2001.

\*\* The 5 majority black & Hispanic ("core") ZIP code areas are 02119, 02120, 02121, 02124, & 02126; the 9 ZIPs in the Community Investment Coalition (CIC) "target area" are these five plus 02118, 02122, 02125, & 02130 (see page N-3 in "Notes...").

**TABLE 18**  
**NUMBER OF HOME-PURCHASE LOANS TO BLACK AND LATINO BORROWERS**  
**IN INDIVIDUAL CITIES & TOWNS, 1999-2001**

City/Town	Black Borrowers				Latino Borrowers				All Borrowers			
	1999	2000	2001	Total	1999	2000	2001	Total	1999	2000	2001	Total
<b>A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)</b>												
Arlington	8	5	3	16	7	7	4	18	614	552	654	1,820
Belmont	1	1	2	4	3	2	1	6	320	247	270	837
Braintree	3	7	3	13	1	5	6	12	597	451	469	1,517
Brookline	7	6	7	20	5	4	15	24	916	802	911	2,629
Cambridge	31	24	11	66	26	24	18	68	1,097	926	941	2,964
Canton	5	9	10	24	7	2	2	11	388	349	311	1,048
Chelsea	17	16	17	50	141	140	130	411	373	362	372	1,107
Dedham	3	7	3	13	10	7	6	23	373	364	362	1,099
Everett	45	46	18	109	61	62	54	177	495	384	420	1,299
Lynn	96	116	103	315	158	252	339	749	1,227	1,399	1,495	4,121
Malden	61	42	35	138	33	40	49	122	626	563	632	1,821
Medford	40	22	26	88	15	16	17	48	713	643	630	1,986
Milton	51	32	38	121	7	8	7	22	411	371	390	1,172
Needham	1	2	3	6	2	5	2	9	444	387	415	1,246
Newton	11	9	6	26	13	10	13	36	1,151	962	981	3,094
Quincy	15	18	10	43	11	22	17	50	1,320	1,229	1,262	3,811
Randolph	151	125	133	409	26	24	24	74	554	543	510	1,607
Revere	12	22	13	47	80	88	124	292	666	630	686	1,982
Saugus	5	5	7	17	3	6	7	16	352	369	386	1,107
Somerville	27	11	18	56	40	26	33	99	691	664	702	2,057
Waltham	19	11	10	40	14	23	31	68	593	519	618	1,730
Watertown	2	4	2	8	7	4	3	14	368	289	393	1,050
Wellesley	3	1	3	7	3	2	2	7	433	367	328	1,128
Weston	3	1	0	4	0	0	1	1	131	139	117	387
Westwood	1	0	2	3	1	4	0	5	234	224	180	638
Weymouth	4	13	8	25	7	9	10	26	964	939	912	2,815
Winthrop	6	5	5	16	6	12	12	30	276	225	238	739
<b>B. All Others Among 20 Biggest Cities/Towns in Massachusetts</b>												
Brockton	264	321	395	980	90	118	126	334	1,420	1,518	1,638	4,576
Fall River	5	11	20	36	14	19	12	45	711	659	775	2,145
Framingham	36	18	31	85	59	89	85	233	1,135	1,016	1,004	3,155
Haverhill	20	17	16	53	52	66	75	193	1,232	1,181	1,235	3,648
Lawrence	21	18	31	70	492	413	522	1,427	893	870	933	2,696
Lowell	61	68	56	185	93	87	97	277	1,413	1,454	1,402	4,269
New Bedford	35	54	53	142	41	48	64	153	925	1,030	1,137	3,092
Springfield	321	343	290	954	404	450	424	1,278	1,955	2,006	1,946	5,907
Taunton	27	31	19	77	14	18	12	44	911	935	874	2,720
Worcester	91	122	157	370	136	191	227	554	2,042	2,239	2,365	6,646
<b>C. For Comparison:</b>												
City of Boston	802	710	708	2,220	510	463	459	1,432	8,002	7,467	7,260	22,729
Surrounding 27	628	560	496	1,698	687	804	927	2,418	16,327	14,899	15,585	46,787
Boston MSA	1,823	1,546	1,453	4,822	1,577	1,702	1,825	5,104	54,079	49,931	50,005	154,015
Massachusetts	3,005	2,833	2,857	8,695	3,489	3,766	4,096	11,351	101,745	95,927	96,408	294,080

**TABLE 19**  
**PERCENT OF TOTAL HOME-PURCHASE LOANS THAT WENT TO BLACK AND**  
**LATINO BORROWERS IN INDIVIDUAL CITIES & TOWNS, 1999-2001**

City/Town	% Black	Black Borrowers				% Latino	Latino Borrowers			
	Households	1999	2000	2001	Total	Households	1999	2000	2001	Total
A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)										
Arlington	1.6%	1.3%	0.9%	0.5%	0.9%	1.3%	1.1%	1.3%	0.6%	1.0%
Belmont	0.9%	0.3%	0.4%	0.7%	0.5%	1.3%	0.9%	0.8%	0.4%	0.7%
Braintree	1.0%	0.5%	1.6%	0.6%	0.9%	0.9%	0.2%	1.1%	1.3%	0.8%
Brookline	2.4%	0.8%	0.7%	0.8%	0.8%	2.8%	0.5%	0.5%	1.6%	0.9%
Cambridge	10.5%	2.8%	2.6%	1.2%	2.2%	5.2%	2.4%	2.6%	1.9%	2.3%
Canton	2.5%	1.3%	2.6%	3.2%	2.3%	1.0%	1.8%	0.6%	0.6%	1.0%
Chelsea	6.0%	4.6%	4.4%	4.6%	4.5%	37.7%	37.8%	38.7%	34.9%	37.1%
Dedham	1.0%	0.8%	1.9%	0.8%	1.2%	1.4%	2.7%	1.9%	1.7%	2.1%
Everett	5.4%	9.1%	12.0%	4.3%	8.4%	6.4%	12.3%	16.1%	12.9%	13.6%
Lynn	9.0%	7.8%	8.3%	6.9%	7.6%	13.2%	12.9%	18.0%	22.7%	18.2%
Malden	7.4%	9.7%	7.5%	5.5%	7.6%	3.6%	5.3%	7.1%	7.8%	6.7%
Medford	5.4%	5.6%	3.4%	4.1%	4.4%	1.7%	2.1%	2.5%	2.7%	2.4%
Milton	9.3%	12.4%	8.6%	9.7%	10.3%	1.0%	1.7%	2.2%	1.8%	1.9%
Needham	0.6%	0.2%	0.5%	0.7%	0.5%	0.8%	0.5%	1.3%	0.5%	0.7%
Newton	1.4%	1.0%	0.9%	0.6%	0.8%	1.6%	1.1%	1.0%	1.3%	1.2%
Quincy	2.2%	1.1%	1.5%	0.8%	1.1%	1.6%	0.8%	1.8%	1.3%	1.3%
Randolph	18.7%	27.3%	23.0%	26.1%	25.5%	2.4%	4.7%	4.4%	4.7%	4.6%
Revere	2.6%	1.8%	3.5%	1.9%	2.4%	6.3%	12.0%	14.0%	18.1%	14.7%
Saugus	0.4%	1.4%	1.4%	1.8%	1.5%	0.6%	0.9%	1.6%	1.8%	1.4%
Somerville	5.4%	3.9%	1.7%	2.6%	2.7%	5.7%	5.8%	3.9%	4.7%	4.8%
Waltham	3.6%	3.2%	2.1%	1.6%	2.3%	5.9%	2.4%	4.4%	5.0%	3.9%
Watertown	1.3%	0.5%	1.4%	0.5%	0.8%	2.0%	1.9%	1.4%	0.8%	1.3%
Wellesley	1.1%	0.7%	0.3%	0.9%	0.6%	1.3%	0.7%	0.5%	0.6%	0.6%
Weston	0.8%	2.3%	0.7%	0.0%	1.0%	1.3%	0.0%	0.0%	0.9%	0.3%
Westwood	0.5%	0.4%	0.0%	1.1%	0.5%	0.6%	0.4%	1.8%	0.0%	0.8%
Weymouth	1.5%	0.4%	1.4%	0.9%	0.9%	1.1%	0.7%	1.0%	1.1%	0.9%
Winthrop	1.5%	2.2%	2.2%	2.1%	2.2%	2.0%	2.2%	5.3%	5.0%	4.1%
B. All Others Among 20 Biggest Cities/Towns in Massachusetts										
Brockton	16.9%	18.6%	21.1%	24.1%	21.4%	6.4%	6.3%	7.8%	7.7%	7.3%
Fall River	2.1%	0.7%	1.7%	2.6%	1.7%	2.3%	2.0%	2.9%	1.5%	2.1%
Framingham	4.2%	3.2%	1.8%	3.1%	2.7%	7.8%	5.2%	8.8%	8.5%	7.4%
Haverhill	1.8%	1.6%	1.4%	1.3%	1.5%	6.1%	4.2%	5.6%	6.1%	5.3%
Lawrence	2.0%	2.4%	2.1%	3.3%	2.6%	50.6%	55.1%	47.5%	55.9%	52.9%
Lowell	3.4%	4.3%	4.7%	4.0%	4.3%	11.4%	6.6%	6.0%	6.9%	6.5%
New Bedford	4.5%	3.8%	5.2%	4.7%	4.6%	7.4%	4.4%	4.7%	5.6%	4.9%
Springfield	19.4%	16.4%	17.1%	14.9%	16.2%	21.8%	20.7%	22.4%	21.8%	21.6%
Taunton	2.4%	3.0%	3.3%	2.2%	2.8%	3.0%	1.5%	1.9%	1.4%	1.6%
Worcester	5.9%	4.5%	5.4%	6.6%	5.6%	11.8%	6.7%	8.5%	9.6%	8.3%
C. For Comparison:										
City of Boston	21.4%	10.0%	9.5%	9.8%	9.8%	10.8%	6.4%	6.2%	6.3%	6.3%
Surrounding 27	4.5%	3.8%	3.8%	3.2%	3.6%	4.5%	4.2%	5.4%	5.9%	5.2%
Boston MSA	6.1%	3.4%	3.1%	2.9%	3.1%	4.3%	2.9%	3.4%	3.6%	3.3%
Massachusetts	4.7%	3.0%	3.0%	3.0%	3.0%	5.0%	3.4%	3.9%	4.2%	3.9%

Note: Data on black and Latino household percentages are from 2000 Census. See "Notes on Data and Methods."

**TABLE 20**  
**BLACK HOME-PURCHASE LOAN APPLICATIONS AND DENIALS**  
**IN INDIVIDUAL CITIES & TOWNS, 1999-2001**

City/Town	Black Applications				Black Denial Rate				Black/White Denial Rate Ratio			
	1999	2000	2001	Total	1999	2000	2001	Total	1999	2000	2001	3-yr. Ave.
<b>A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)</b>												
Arlington	12	8	4	24	16.5%	25.0%	0.0%	16.6%	3.44	3.53	0.00	2.32
Belmont	1	1	3	5	0.0%	0.0%	33.3%	20.0%	0.00	0.00	5.47	1.82
Braintree	5	13	9	27	10.0%	15.4%	11.1%	13.0%	2.91	3.46	2.33	2.90
Brookline	9	9	11	29	0.0%	22.2%	18.2%	13.8%	0.00	3.40	3.44	2.28
Cambridge	44	44	23	111	13.6%	25.0%	26.1%	20.7%	1.68	3.51	4.91	3.37
Canton	7	15	18	40	0.0%	13.3%	16.7%	12.5%	0.00	1.96	4.32	2.09
Chelsea	25	28	29	82	16.0%	10.7%	27.6%	18.3%	1.28	0.66	2.17	1.37
Dedham	7	10	7	24	14.3%	20.0%	14.3%	16.7%	2.16	2.50	3.39	2.68
Everett	63	64	30	157	14.3%	18.8%	26.7%	18.5%	1.14	0.90	2.30	1.45
Lynn	131	184	162	477	12.2%	21.7%	24.1%	19.9%	1.09	1.66	3.16	1.97
Malden	81	63	63	207	173.0%	22.2%	22.2%	81.2%	1.23	2.14	2.14	1.84
Medford	58	32	37	127	19.0%	12.5%	10.8%	15.0%	2.17	1.61	1.36	1.71
Milton	66	46	52	164	16.6%	17.4%	5.8%	13.4%	2.22	2.74	1.20	2.05
Needham	1	3	5	9	0.0%	0.0%	0.0%	0.0%	0.00	0.00	0.00	0.00
Newton	15	14	7	36	0.0%	14.3%	0.0%	5.6%	0.00	2.12	0.00	0.71
Quincy	18	22	16	56	5.6%	4.6%	18.8%	9.0%	0.76	0.54	2.60	1.30
Randolph	203	190	184	577	13.8%	21.6%	14.1%	16.5%	1.92	2.07	1.66	1.88
Revere	18	36	22	76	22.2%	22.2%	18.2%	21.0%	1.52	1.56	1.48	1.52
Saugus	6	5	10	21	0.0%	0.0%	0.0%	0.0%	0.00	0.00	0.00	0.00
Somerville	39	24	27	90	10.3%	25.0%	14.8%	15.6%	1.17	2.31	1.38	1.62
Waltham	26	24	15	65	15.4%	29.2%	20.0%	21.6%	1.95	3.59	3.09	2.88
Watertown	3	6	2	11	0.0%	16.7%	0.0%	9.1%	0.00	2.02	0.00	0.67
Wellesley	7	2	4	13	28.6%	50.0%	25.0%	30.8%	6.17	10.37	5.10	7.21
Weston	5	3	0	8	20.0%	0.0%	-	12.5%	2.18	0.00	-	0.73
Westwood	1	0	2	3	0.0%	-	0.0%	0.0%	0.00	-	0.00	0.00
Weymouth	7	17	11	35	28.6%	11.8%	18.2%	17.2%	3.43	1.65	3.91	3.00
Winthrop	7	5	10	22	0.0%	0.0%	20.0%	9.1%	0.00	0.00	2.68	0.89
<b>B. All Others Among 20 Biggest Cities/Towns in Massachusetts</b>												
Brockton	359	490	600	1,449	11.4%	17.6%	18.7%	16.5%	0.97	1.53	1.90	1.47
Fall River	13	20	28	61	53.8%	35.0%	14.3%	29.5%	5.43	2.68	1.48	3.20
Framingham	51	30	44	125	9.8%	23.3%	11.4%	13.6%	1.52	2.72	1.40	1.88
Haverhill	32	24	26	82	15.6%	20.8%	23.1%	19.5%	1.59	2.28	3.48	2.45
Lawrence	39	30	48	117	25.6%	26.7%	12.5%	20.5%	1.67	1.85	0.70	1.41
Lowell	82	99	83	264	13.4%	21.2%	20.5%	18.6%	1.20	1.79	2.32	1.77
New Bedford	60	88	68	216	25.0%	19.3%	10.3%	18.0%	2.29	1.82	1.13	1.75
Springfield	544	618	464	1,626	18.8%	23.1%	21.6%	21.2%	1.62	1.73	1.83	1.73
Taunton	40	38	37	115	17.5%	10.5%	27.0%	18.3%	1.70	0.98	3.01	1.90
Worcester	141	201	230	572	17.7%	17.9%	15.2%	16.8%	1.75	1.69	1.88	1.77
<b>C. For Comparison:</b>												
City of Boston	1,481	1,284	1,178	3,943	20.5%	24.5%	21.0%	22.0%	2.16	2.63	2.73	2.51
Surrounding 27	865	868	763	2,496	13.5%	19.7%	17.7%	16.9%	1.63	2.26	2.60	2.16
Boston MSA	2,775	2,569	2,309	7,653	17.7%	21.4%	18.9%	19.3%	1.95	2.65	2.87	2.49
Massachusetts	4,611	4,632	4,399	13,642	17.1%	20.7%	17.9%	18.6%	2.12	2.46	2.55	2.38

**TABLE 21**  
**LATINO HOME-PURCHASE LOAN APPLICATIONS AND DENIALS**  
**IN INDIVIDUAL CITIES & TOWNS, 1999-2001**

City/Town	Latino Applications				Latino Denial Rate				Latino/White Denial Rate Ratio			
	1999	2000	2001	Total	1999	2000	2001	Total	1999	2000	2001	3-yr. Ave.
<b>A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)</b>												
Arlington	12	9	5	26	0.0%	0.0%	0.0%	0.0%	0.00	0.00	0.00	0.00
Belmont	4	2	1	7	0.0%	0.0%	0.0%	0.0%	0.00	0.00	0.00	0.00
Braintree	3	10	7	20	0.0%	40.0%	0.0%	20.0%	0.00	9.00	0.00	3.00
Brookline	6	6	18	30	0.0%	33.3%	5.6%	10.0%	0.00	5.10	1.05	2.05
Cambridge	45	30	24	99	13.3%	6.7%	12.5%	11.1%	1.64	0.94	2.35	1.64
Canton	7	7	2	16	0.0%	71.4%	0.0%	31.3%	0.00	10.49	0.00	3.50
Chelsea	192	209	183	584	13.0%	16.7%	16.4%	15.4%	1.04	1.04	1.29	1.12
Dedham	10	13	10	33	0.0%	15.4%	20.0%	12.1%	0.00	1.92	4.75	2.22
Everett	82	83	77	242	18.3%	13.3%	14.3%	15.3%	1.46	0.64	1.23	1.11
Lynn	239	376	475	1,090	18.4%	19.7%	15.8%	17.7%	1.65	1.50	2.07	1.74
Malden	45	51	67	163	17.8%	13.7%	14.9%	15.3%	1.27	1.32	1.44	1.34
Medford	27	26	22	75	29.6%	26.9%	9.1%	22.7%	3.39	3.46	1.14	2.67
Milton	8	11	8	27	12.5%	0.0%	0.0%	3.7%	2.62	0.00	0.00	0.87
Needham	2	6	3	11	0.0%	16.7%	0.0%	9.1%	0.00	4.94	0.00	1.65
Newton	16	13	15	44	6.3%	15.4%	0.0%	6.8%	0.96	2.28	0.00	1.08
Quincy	20	24	23	67	30.0%	0.0%	13.0%	13.4%	4.08	0.00	1.81	1.96
Randolph	32	31	32	95	12.5%	9.7%	15.6%	12.6%	1.74	0.93	1.83	1.50
Revere	113	122	165	400	15.0%	10.7%	10.9%	12.0%	1.03	0.75	0.89	0.89
Saugus	7	7	12	26	42.9%	0.0%	25.0%	23.1%	4.03	0.00	3.96	2.66
Somerville	58	42	43	143	15.5%	11.9%	14.0%	14.0%	1.76	1.10	1.30	1.39
Waltham	17	36	42	95	11.8%	30.6%	9.5%	17.9%	1.49	3.76	1.47	2.24
Watertown	8	6	5	19	0.0%	16.7%	40.0%	15.8%	0.00	2.02	7.24	3.09
Wellesley	4	3	2	9	0.0%	0.0%	0.0%	0.0%	0.00	0.00	0.00	0.00
Weston	0	0	1	1	-	-	0.0%	0.0%	-	-	0.00	0.00
Westwood	1	4	0	5	0.0%	0.0%	-	0.0%	0.00	0.00	-	0.00
Weymouth	12	13	13	38	33.3%	7.7%	0.0%	13.1%	4.00	1.08	0.00	1.69
Winthrop	7	16	21	44	0.0%	0.0%	19.0%	9.1%	0.00	0.00	2.55	0.85
<b>B. All Others Among 20 Biggest Cities/Towns in Massachusetts</b>												
Brockton	131	176	180	487	18.3%	13.6%	14.4%	15.2%	1.56	1.19	1.47	1.41
Fall River	25	28	18	71	16.0%	14.3%	0.0%	11.3%	1.42	1.09	0.00	0.84
Framingham	87	129	114	330	16.1%	16.3%	11.4%	14.6%	2.49	1.89	1.40	1.93
Haverhill	78	85	104	267	19.2%	10.6%	13.5%	14.2%	1.96	1.16	2.03	1.72
Lawrence	689	654	755	2,098	15.8%	20.8%	16.2%	17.5%	1.03	1.44	0.91	1.13
Lowell	135	120	135	390	12.6%	16.7%	18.5%	15.9%	1.13	1.41	2.10	1.55
New Bedford	64	73	90	227	15.6%	24.7%	12.2%	17.2%	1.43	2.32	1.34	1.70
Springfield	602	671	615	1,888	18.3%	19.5%	15.1%	17.7%	1.58	1.46	1.29	1.44
Taunton	21	25	26	72	23.8%	20.0%	23.1%	22.2%	2.31	1.86	2.57	2.25
Worcester	201	281	319	801	17.4%	18.1%	14.4%	16.5%	1.72	1.72	1.78	1.74
<b>C. For Comparison:</b>												
City of Boston	728	713	686	2,127	15.7%	18.9%	17.3%	17.3%	1.65	2.03	2.25	1.98
Surrounding 27	977	1,156	1,276	3,409	15.7%	16.1%	14.0%	15.2%	1.89	1.85	2.06	1.93
Boston MSA	2,216	2,509	2,578	7,303	14.6%	16.7%	14.9%	15.4%	1.85	2.07	2.26	2.06
Massachusetts	4,990	5,563	5,798	16,351	15.5%	17.2%	14.9%	15.9%	1.91	2.04	2.12	2.02

**TABLE 22**  
**NUMBER OF HOME-PURCHASE LOANS TO LOW- AND MODERATE-INCOME BORROWERS**  
**IN INDIVIDUAL CITIES & TOWNS, 1999-2001**

City/Town	Low-Income Borrowers*				Low + Mod Income Borrowers*				All Borrowers*			
	1999	2000	2001	Total	1999	2000	2001	Total	1999	2000	2001	Total
<b>A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)</b>												
Arlington	16	17	8	41	101	69	50	220	604	540	633	1,777
Belmont	4	4	4	12	25	15	14	54	315	240	262	817
Braintree	22	12	16	50	146	90	101	337	588	437	454	1,479
Brookline	17	9	31	57	111	71	82	264	904	783	867	2,554
Cambridge	33	24	19	76	161	120	97	378	1,073	887	913	2,873
Canton	13	16	6	35	70	57	48	175	377	342	302	1,021
Chelsea	83	51	21	155	230	168	139	537	364	348	339	1,051
Dedham	10	19	10	39	89	71	60	220	351	348	335	1,034
Everett	49	29	22	100	213	128	118	459	481	359	366	1,206
Lynn	207	145	158	510	669	648	665	1,982	1,188	1,324	1,364	3,876
Malden	49	31	26	106	232	142	161	535	602	534	574	1,710
Medford	30	30	13	73	175	127	107	409	692	617	591	1,900
Milton	10	11	1	22	36	26	31	93	401	348	382	1,131
Needham	8	5	7	20	26	24	20	70	437	372	400	1,209
Newton	29	9	12	50	108	72	59	239	1,124	932	937	2,993
Quincy	102	52	53	207	434	308	330	1,072	1,275	1,184	1,193	3,652
Randolph	51	33	29	113	214	184	149	547	538	519	484	1,541
Revere	64	41	45	150	287	237	242	766	635	598	600	1,833
Saugus	18	15	8	41	93	79	82	254	342	351	361	1,054
Somerville	38	34	18	90	171	105	96	372	664	639	650	1,953
Waltham	26	20	15	61	139	82	95	316	579	498	585	1,662
Watertown	16	9	6	31	76	48	51	175	352	276	381	1,009
Wellesley	2	2	2	6	11	10	7	28	420	362	320	1,102
Weston	0	1	2	3	1	1	5	7	126	135	111	372
Westwood	3	7	3	13	15	19	9	43	228	218	170	616
Weymouth	84	65	67	216	381	318	321	1,020	939	914	867	2,720
Winthrop	18	15	14	47	82	75	59	216	269	215	216	700
<b>B. All Others Among 20 Biggest Cities/Towns in Massachusetts</b>												
Brockton	134	133	105	372	676	596	622	1,894	1,396	1,471	1,544	4,411
Fall River	57	59	45	161	274	241	255	770	702	650	750	2,102
Framingham	61	71	72	204	262	279	229	770	1,107	954	937	2,998
Haverhill	95	90	83	268	416	373	378	1,167	1,202	1,137	1,150	3,489
Lawrence	214	179	181	574	610	535	552	1,697	861	832	895	2,588
Lowell	215	161	167	543	720	692	643	2,055	1,375	1,408	1,318	4,101
New Bedford	52	48	55	155	269	251	263	783	904	1,012	1,084	3,000
Springfield	202	203	198	603	920	973	928	2,821	1,858	1,952	1,848	5,658
Taunton	106	99	69	274	439	439	381	1,259	893	916	842	2,651
Worcester	151	148	124	423	773	789	707	2,269	1,991	2,147	2,242	6,380
<b>C. For Comparison:</b>												
City of Boston	581	377	338	1,296	2,324	1,698	1,616	5,638	7,769	7,197	7,260	22,226
Surrounding 27	1,002	706	616	2,324	4,296	3,294	3,198	10,788	15,868	14,320	14,657	44,845
Boston MSA	2,971	2,337	2,048	7,356	12,997	10,402	10,101	33,500	52,671	48,242	47,600	148,513

\* Low-income is less than 50% of the median family income (MFI) in the MSA in which the city/town is located and moderate-income is between 50% & 80% of the MFI in that MSA. These MFIs are determined annual by HUD and should not be confused with the MFIs reported in each decennial census, which are used to classify census tracts rather than borrowers. All 27 "surrounding" cities/towns plus two of the "others" are in the Boston MSA; the other seven are in six different MSAs. This table includes only borrowers with reported incomes of at least \$10K; it ignores those with no reported income or reported incomes less than \$10,000.

**TABLE 23**  
**PERCENT OF HOME-PURCHASE LOANS THAT WENT TO LOW- AND MODERATE- INCOME**  
**BORROWERS IN INDIVIDUAL CITIES AND TOWNS, 1999-2001**

City/Town	Median Family Income#	Low-Income Borrowers*				Low + Mod Income Borrowers*			
		1999	2000	2001	Total	1999	2000	2001	Total
A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)									
Arlington	\$78,741	2.6%	3.1%	1.3%	2.3%	16.7%	12.8%	7.9%	12.4%
Belmont	\$95,057	1.3%	1.7%	1.5%	1.5%	7.9%	6.3%	5.3%	6.6%
Braintree	\$73,417	3.7%	2.7%	3.5%	3.4%	24.8%	20.6%	22.2%	22.8%
Brookline	\$92,993	1.9%	1.1%	3.6%	2.2%	12.3%	9.1%	9.5%	10.3%
Cambridge	\$59,423	3.1%	2.7%	2.1%	2.6%	15.0%	13.5%	10.6%	13.2%
Canton	\$82,904	3.4%	4.7%	2.0%	3.4%	18.6%	16.7%	15.9%	17.1%
Chelsea	\$32,130	22.8%	14.7%	6.2%	14.7%	63.2%	48.3%	41.0%	51.1%
Dedham	\$72,330	2.8%	5.5%	3.0%	3.8%	25.4%	20.4%	17.9%	21.3%
Everett	\$49,876	10.2%	8.1%	6.0%	8.3%	44.3%	35.7%	32.2%	38.1%
Lynn	\$45,295	17.4%	11.0%	11.6%	13.2%	56.3%	48.9%	48.8%	51.1%
Malden	\$55,557	8.1%	5.8%	4.5%	6.2%	38.5%	26.6%	28.0%	31.3%
Medford	\$62,409	4.3%	4.9%	2.2%	3.8%	25.3%	20.6%	18.1%	21.5%
Milton	\$94,359	2.5%	3.2%	0.3%	1.9%	9.0%	7.5%	8.1%	8.2%
Needham	\$107,570	1.8%	1.3%	1.8%	1.7%	5.9%	6.5%	5.0%	5.8%
Newton	\$105,289	2.6%	1.0%	1.3%	1.7%	9.6%	7.7%	6.3%	8.0%
Quincy	\$59,735	8.0%	4.4%	4.4%	5.7%	34.0%	26.0%	27.7%	29.4%
Randolph	\$61,942	9.5%	6.4%	6.0%	7.3%	39.8%	35.5%	30.8%	35.5%
Revere	\$45,865	10.1%	6.9%	7.5%	8.2%	45.2%	39.6%	40.3%	41.8%
Saugus	\$65,782	5.3%	4.3%	2.2%	3.9%	27.2%	22.5%	22.7%	24.1%
Somerville	\$51,243	5.7%	5.3%	2.8%	4.6%	25.8%	16.4%	14.8%	19.0%
Waltham	\$64,595	4.5%	4.0%	2.6%	3.7%	24.0%	16.5%	16.2%	19.0%
Watertown	\$67,441	4.5%	3.3%	1.6%	3.1%	21.6%	17.4%	13.4%	17.3%
Wellesley	\$134,769	0.5%	0.6%	0.6%	0.5%	2.6%	2.8%	2.2%	2.5%
Weston	\$181,041	0.0%	0.7%	1.8%	0.8%	0.8%	0.7%	4.5%	1.9%
Westwood	\$103,242	1.3%	3.2%	1.8%	2.1%	6.6%	8.7%	5.3%	7.0%
Weymouth	\$64,083	8.9%	7.1%	7.7%	7.9%	40.6%	34.8%	37.0%	37.5%
Winthrop	\$65,696	6.7%	7.0%	6.5%	6.7%	30.5%	34.9%	27.3%	30.9%
B. All Others Among 20 Biggest Cities/Towns in Massachusetts									
Brockton	\$46,235	9.6%	9.0%	6.8%	8.4%	48.4%	40.5%	40.3%	42.9%
Fall River	\$37,671	8.9%	10.4%	6.6%	8.5%	42.7%	42.3%	37.3%	40.7%
Framingham	\$67,420	5.5%	7.4%	7.7%	6.8%	23.7%	29.2%	24.4%	25.7%
Haverhill	\$59,772	7.9%	7.9%	7.2%	7.7%	34.6%	32.8%	32.9%	33.4%
Lawrence	\$31,809	24.9%	21.5%	20.2%	22.2%	70.8%	64.3%	61.7%	65.6%
Lowell	\$45,901	15.6%	11.4%	12.7%	13.2%	52.4%	49.1%	48.8%	50.1%
New Bedford	\$35,708	5.8%	4.7%	5.1%	5.2%	29.8%	24.8%	24.3%	26.1%
Springfield	\$36,285	10.9%	10.4%	10.7%	10.7%	49.5%	49.8%	50.2%	49.9%
Taunton	\$52,433	11.9%	10.8%	8.2%	10.3%	49.2%	47.9%	45.2%	47.5%
Worcester	\$42,988	7.6%	6.9%	5.5%	6.6%	38.8%	36.7%	31.5%	35.6%
C. For Comparison:									
City of Boston	\$44,151	7.5%	5.2%	4.7%	5.8%	29.9%	23.6%	22.3%	25.4%
Surrounding 27#	\$76,770	6.3%	4.9%	4.2%	5.2%	27.1%	23.0%	21.8%	24.1%
Boston MSA	\$68,341	5.6%	4.8%	4.3%	5.0%	24.7%	21.6%	21.2%	22.6%

\* Low-income is less than 50% of the median family income (MFI) in the MSA in which the city/town is located and moderate-income is between 50% & 80% of the MFI in that MSA. These MFIs are determined annual by HUD and should not be confused with the MFIs reported in each decennial census, which are used to classify census tracts rather than borrowers. All 27 "surrounding" cities/towns plus two of the "others" are in the Boston MSA; the other seven are in six different MSAs. This table includes only borrowers with reported incomes of at least \$10K; it ignores those with no reported income or reported incomes less than \$10,000.

# Median Family Incomes are from the 2000 census; MFI for "Surrounding 27" is unweighted average of the MFIs for the individual cities and towns.



**TABLE 24**  
**HOME-PURCHASE LOANS IN LOW- AND MODERATE-INCOME CENSUS TRACTS\***  
**IN INDIVIDUAL CITIES & TOWNS, NUMBER AND PERCENT, 1999-2001**

City/Town	Census Tracts			Loans in LMI Tracts*				As % of Total Loans			
	LMI*	Total	%LMI	1999	2000	2001	Total	1999	2000	2001	Total
<b>A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)</b>											
Arlington	0	8	0.0%	-	-	-	-	-	-	-	-
Belmont	0	8	0.0%	-	-	-	-	-	-	-	-
Braintree	0	8	0.0%	-	-	-	-	-	-	-	-
Brookline	0	12	0.0%	-	-	-	-	-	-	-	-
Cambridge	12	30	40.0%	303	268	249	820	27.6%	28.9%	26.5%	27.7%
Canton	0	4	0.0%	-	-	-	-	-	-	-	-
Chelsea	6	6	100.0%	373	362	372	1,107	100.0%	100.0%	100.0%	100.0%
Dedham	0	6	0.0%	-	-	-	-	-	-	-	-
Everett	6	6	100.0%	495	384	420	1,299	100.0%	100.0%	100.0%	100.0%
Lynn	17	22	77.3%	829	944	1,072	2,845	67.6%	67.5%	71.7%	69.0%
Malden	5	9	55.6%	295	248	340	883	47.1%	44.0%	53.8%	48.5%
Medford	3	11	27.3%	192	139	145	476	26.9%	21.6%	23.0%	24.0%
Milton	0	4	0.0%	-	-	-	-	-	-	-	-
Needham	0	5	0.0%	-	-	-	-	-	-	-	-
Newton	0	18	0.0%	-	-	-	-	-	-	-	-
Quincy	4	17	23.5%	281	231	240	752	21.3%	18.8%	19.0%	19.7%
Randolph	0	5	0.0%	-	-	-	-	-	-	-	-
Revere	7	8	87.5%	518	482	559	1,559	77.8%	76.5%	81.5%	78.7%
Saugus	0	5	0.0%	-	-	-	-	-	-	-	-
Somerville	8	15	53.3%	406	371	426	1,203	58.8%	55.9%	60.7%	58.5%
Waltham	1	13	7.7%	16	15	12	43	2.7%	2.9%	1.9%	2.5%
Watertown	0	5	0.0%	-	-	-	-	-	-	-	-
Wellesley	0	6	0.0%	-	-	-	-	-	-	-	-
Weston	0	2	0.0%	-	-	-	-	-	-	-	-
Westwood	0	3	0.0%	-	-	-	-	-	-	-	-
Weymouth	1	10	10.0%	103	94	89	286	10.7%	10.0%	9.8%	10.2%
Winthrop	0	5	0.0%	-	-	-	-	-	-	-	-
<b>B. All Others Among 20 Biggest Cities/Towns in Massachusetts</b>											
Brockton	12	21	57.1%	703	850	905	2,458	49.5%	56.0%	55.3%	53.7%
Fall River	16	25	64.0%	376	354	412	1,142	52.9%	53.7%	53.2%	53.2%
Framingham	4	11	36.4%	295	338	333	966	26.0%	33.3%	33.2%	30.6%
Haverhill	5	14	35.7%	359	316	344	1,019	29.1%	26.8%	27.9%	27.9%
Lawrence	17	18	94.4%	779	741	809	2,329	87.2%	85.2%	86.7%	86.4%
Lowell	22	26	84.6%	1,163	1,155	1,145	3,463	82.3%	79.4%	81.7%	81.1%
New Bedford	21	31	67.7%	474	532	613	1,619	51.2%	51.7%	53.9%	52.4%
Springfield	21	35	60.0%	814	826	812	2,452	41.6%	41.2%	41.7%	41.5%
Taunton	6	10	60.0%	460	514	487	1,461	50.5%	55.0%	55.7%	53.7%
Worcester	23	41	56.1%	806	899	983	2,688	39.5%	40.2%	41.6%	40.4%
<b>C. For Comparison:</b>											
City of Boston	105	156	67.3%	4,149	3,955	3,908	12,012	51.8%	53.0%	53.8%	52.8%
Surrounding 27	70	251	27.9%	3,811	3,538	3,924	11,273	23.3%	23.7%	25.2%	24.1%

\* Low- and moderate income (LMI) census tracts are those whose median family income (MFI) in the 2000 census was no greater than 80% of the MFI in the MSA in which the city or town is located. All of the "Surrounding 27" were in the Boston MSA, where the MFI was \$68,341. The ten "other" cities/towns are located in seven different MSAs, with MFIs ranging from \$46,927 (New Bedford) to \$66,849 (Lowell).

Census tract counts are based on 2000 tract definitions, which sometimes resulted in more or fewer tracts in a city/town than in 1990. HMDA data for 2001 loans use 1990 tract definitions, so MFI data from the 2000 census were used to estimate a 2000 MFI for each 1990 tract in each of the cities/towns in this table. These income estimates were not developed for other cities/towns, so no results are reported in this table for the Boston MSA as a whole or for the entire state.

**TABLE 25**  
**HOME-PURCHASE LOANS BY MAJOR TYPES OF LENDERS\***  
**IN INDIVIDUAL CITIES & TOWNS, 2001**

City/Town	Total Loans	Number of Loans			Percent of All Loans		
		Mass Banks & CUs*	Mort Cos & OSBs*	Sub- Prime Lenders*	Mass Banks & CUs*	Mort Cos & OSBs*	Sub- Prime Lenders*
A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)							
Arlington	654	158	473	23	24.2%	72.3%	3.5%
Belmont	270	78	180	12	28.9%	66.7%	4.4%
Braintree	469	135	306	28	28.8%	65.2%	6.0%
Brookline	911	176	671	64	19.3%	73.7%	7.0%
Cambridge	941	284	615	42	30.2%	65.4%	4.5%
Canton	311	67	225	19	21.5%	72.3%	6.1%
Chelsea	372	138	189	45	37.1%	50.8%	12.1%
Dedham	362	89	238	35	24.6%	65.7%	9.7%
Everett	420	122	232	66	29.0%	55.2%	15.7%
Lynn	1,495	599	707	189	40.1%	47.3%	12.6%
Malden	632	210	339	83	33.2%	53.6%	13.1%
Medford	630	207	384	39	32.9%	61.0%	6.2%
Milton	390	87	288	15	22.3%	73.8%	3.8%
Needham	415	131	269	15	31.6%	64.8%	3.6%
Newton	981	206	718	57	21.0%	73.2%	5.8%
Quincy	1,262	329	869	64	26.1%	68.9%	5.1%
Randolph	510	118	337	55	23.1%	66.1%	10.8%
Revere	686	206	390	90	30.0%	56.9%	13.1%
Saugus	386	165	186	35	42.7%	48.2%	9.1%
Somerville	702	167	463	72	23.8%	66.0%	10.3%
Waltham	618	157	429	32	25.4%	69.4%	5.2%
Watertown	393	112	258	23	28.5%	65.6%	5.9%
Wellesley	328	79	243	6	24.1%	74.1%	1.8%
Weston	117	46	67	4	39.3%	57.3%	3.4%
Westwood	180	57	114	9	31.7%	63.3%	5.0%
Weymouth	912	260	601	51	28.5%	65.9%	5.6%
Winthrop	238	83	138	17	34.9%	58.0%	7.1%
B. All Others Among 20 Biggest Cities/Towns in Massachusetts							
Brockton	1,638	381	1,009	248	23.3%	61.6%	15.1%
Fall River	775	380	329	66	49.0%	42.5%	8.5%
Framingham	1,004	231	668	105	23.0%	66.5%	10.5%
Haverhill	1,235	430	706	99	34.8%	57.2%	8.0%
Lawrence	933	283	534	116	30.3%	57.2%	12.4%
Lowell	1,402	404	851	147	28.8%	60.7%	10.5%
New Bedford	1,137	479	541	117	42.1%	47.6%	10.3%
Springfield	1,946	638	1,049	259	32.8%	53.9%	13.3%
Taunton	874	282	509	83	32.3%	58.2%	9.5%
Worcester	2,365	609	1,494	262	25.8%	63.2%	11.1%
C. For Comparison:							
City of Boston	7,260	1,922	4,765	573	26.5%	65.6%	7.9%
Surrounding 27#	15,585	4,466	9,929	1,190	28.7%	63.7%	7.6%
Boston MSA	50,005	14,744	31,932	3,329	29.5%	63.9%	6.7%
Massachusetts	96,408	32,899	56,947	6,562	34.1%	59.1%	6.8%

\* "Mort Cos & OSBs" means: "Mortgage Companies and Out-of-State Banks (excluding subprime lenders)." For definitions of lender types and discussion of their significance, see notes to Table 9 plus page N-3 in "Notes on Data and Methods."

**TABLE 26**  
**PERCENT OF HOME-PURCHASE LOANS BY TWO MAJOR TYPES OF LENDERS**  
**THAT WENT TO TRADITIONALLY UNDERSERVED BORROWERS & NEIGHBORHOODS**  
**IN INDIVIDUAL CITIES & TOWNS, 2001**

City/Town	Mass. Banks & Credit Unions				Mort Cos & Out-of-State Banks*			
	All Borrowers	Black or Latino Borrowers	Low/Mod Income Borrowers	LMI Census Tracts	All Borrowers	Black or Latino Borrowers	Low/Mod Income Borrowers	LMI Census Tracts
<b>A. 27 Cities and Towns Surrounding Boston (formerly: Inner and Outer Rings)</b>								
Arlington	100%	1.9%	10.6%	0.0%	100%	0.8%	7.4%	0.0%
Belmont	100%	2.6%	10.5%	0.0%	100%	0.6%	3.4%	0.0%
Braintree	100%	3.0%	24.4%	0.0%	100%	1.6%	22.6%	0.0%
Brookline	100%	3.4%	14.4%	0.0%	100%	2.2%	7.2%	0.0%
Cambridge	100%	3.2%	16.4%	23.2%	100%	2.6%	8.6%	27.0%
Canton	100%	4.5%	22.7%	0.0%	100%	3.1%	14.4%	0.0%
Chelsea	100%	52.2%	58.2%	100.0%	100%	28.6%	35.5%	100.0%
Dedham	100%	2.2%	16.9%	0.0%	100%	1.7%	18.3%	0.0%
Everett	100%	21.3%	49.5%	100.0%	100%	16.8%	27.4%	100.0%
Lynn	100%	31.1%	57.3%	73.1%	100%	26.2%	44.8%	67.0%
Malden	100%	16.7%	38.3%	53.8%	100%	10.0%	23.8%	52.5%
Medford	100%	8.2%	21.7%	21.7%	100%	5.5%	16.8%	23.2%
Milton	100%	11.5%	11.8%	0.0%	100%	9.4%	7.4%	0.0%
Needham	100%	0.0%	8.9%	0.0%	100%	1.5%	3.0%	0.0%
Newton	100%	1.0%	12.5%	0.0%	100%	1.9%	4.7%	0.0%
Quincy	100%	2.4%	37.4%	18.2%	100%	1.7%	24.6%	18.5%
Randolph	100%	36.4%	30.7%	0.0%	100%	25.8%	31.3%	0.0%
Revere	100%	27.2%	47.1%	78.6%	100%	15.9%	40.2%	82.8%
Saugus	100%	2.4%	24.1%	0.0%	100%	2.7%	23.0%	0.0%
Somerville	100%	8.4%	16.3%	54.5%	100%	5.8%	14.7%	60.9%
Waltham	100%	5.7%	27.5%	1.9%	100%	6.5%	12.4%	1.6%
Watertown	100%	0.0%	21.1%	0.0%	100%	1.9%	11.0%	0.0%
Wellesley	100%	2.5%	2.7%	0.0%	100%	1.2%	2.1%	0.0%
Weston	100%	0.0%	7.1%	0.0%	100%	1.5%	3.0%	0.0%
Westwood	100%	0.0%	8.9%	0.0%	100%	1.8%	3.8%	0.0%
Weymouth	100%	2.7%	41.8%	11.9%	100%	1.7%	35.0%	8.7%
Winthrop	100%	8.4%	34.2%	0.0%	100%	5.1%	24.2%	0.0%
<b>B. All Others Among 20 Biggest Cities/Towns in Massachusetts</b>								
Brockton	100%	24.7%	54.1%	52.0%	100%	32.5%	41.0%	54.5%
Fall River	100%	1.6%	55.5%	48.9%	100%	6.7%	33.4%	53.2%
Framingham	100%	18.6%	33.0%	36.8%	100%	9.1%	22.8%	28.6%
Haverhill	100%	6.0%	40.3%	21.2%	100%	8.2%	32.9%	29.9%
Lawrence	100%	63.6%	75.9%	87.6%	100%	57.7%	58.7%	85.4%
Lowell	100%	11.6%	51.9%	82.7%	100%	9.3%	46.9%	81.0%
New Bedford	100%	10.9%	59.6%	49.1%	100%	10.2%	23.5%	54.2%
Springfield	100%	36.2%	81.2%	38.2%	100%	34.3%	47.1%	39.7%
Taunton	100%	1.8%	44.5%	51.4%	100%	4.3%	45.0%	55.4%
Worcester	100%	18.4%	55.6%	42.2%	100%	13.3%	29.2%	37.2%
<b>C. For Comparison:</b>								
City of Boston	100%	25.7%	35.2%	57.9%	100%	11.4%	19.5%	50.7%
Surrounding 27#	100%	11.8%	29.9%	28.4%	100%	6.9%	18.7%	21.7%
Boston MSA	100%	8.3%	27.4%	17.7%	100%	5.0%	18.7%	15.8%

\* In this table, numbers and percentages of loans by Mort Cos & Out-of-State Banks exclude those made by subprime lenders.  
See notes to Table 9 and page N-3 in "Notes on Data and Methods" for definitions of lender types and discussion of their significance.  
Low/Mod income borrowers are those with incomes no greater than 80% of the median family income (MFI) in their metro area (MSA).  
Low/Mod income census tracts are those whose MFI is no greater than 80% of the MFI in their MSA, on the basis of 2000 Census data.

## NOTES ON DATA AND METHODS

### Introduction

This report is based primarily on data from three major sources: the Federal Financial Institutions Examination Council (FFIEC) for Home Mortgage Disclosure Act (HMDA) data; the U.S. Census Bureau for data from the 1990 Census and the 2000 Census; and the U.S. Department of Housing and Urban Development (HUD) for annual data on income levels for metropolitan areas and for annual lists of subprime lenders. These "Notes" will first provide information on the data obtained from these three sources and will then provide information relevant to some specific tables and charts in the report. The information here is intended to supplement the information provided in the notes to the tables themselves, and not all of that information is repeated here.

### Home Mortgage Disclosure Act (HMDA) Data

**Data on loans, applications, and denials** were calculated from HMDA Loan Application Register (LAR) data, as collected, processed, and released each year by the FFIEC ([www.ffiec.gov](http://www.ffiec.gov)). Among the HMDA data provided for each loan application are: the identity of the lending institution; the 1990 census tract in which the property is located; the race and sex of the applicant (and co-applicant, if any); the income of the applicant(s); the purpose of the loan (home purchase, refinancing of existing mortgage, or home improvement for a one-to-four family building; or any loan for a building with five or more dwelling units); the amount of the loan or request; and the disposition of the application (loan originated, approved but not accepted by applicant, denied, application withdrawn, or file closed for incompleteness). The FFIEC makes raw HMDA data available on CD-ROM.

**Adjustment for the double-counting of Soft Second Program loans in Boston:** Because the Soft Second Program (SSP) results in the creation of two mortgages for each home purchased – a first mortgage and a ("soft") second mortgage – SSP applications and loans are sometimes double-counted in HMDA data. I therefore attempt to locate all pairs of SSP records (by matching year, lender, action, census tract, and applicant characteristics) in the HMDA database and delete the record in each pair that had the smaller loan amount. This has resulted in the removal of a total of 2,088 records (1,541 records for second mortgage loans and 424 records for SSP applications that did not result in loans; 247 of these records, including 199 loans, were from 2001; 123 records [102 loans] from 2000; 172 records [137 loans] from 1999; 201 records [152 loans] from 1998; 219 records [156 loans] from 1997; 310 records [229 loans] from 1996; 273 records [225 loans] from 1995; 268 records [215 loans] from 1994; and 152 records [126 loans] from earlier years). Because SSP loans are targeted to minority and low/mod income borrowers, failing to remove their double-counting would overstate lending to these borrowers. I have made no adjustment for the double-counting of SSP loans outside of the city of Boston.

**Conventional and government-backed (VA & FHA) loans** are identified in HMDA data. In the tables and charts in this report these two types of loans are combined and no separate analysis is provided. Government-backed loans accounted for only 6.0% of all home-purchase loans in Boston in 2001; they accounted for 18.2% of total loans to black borrowers, 14.4% of loans to Latinos, 3.5% of loans to whites, and 3.0% of loans to Asians.

**Income categories for applicants/borrowers** are defined in relationship to the median family income (MFI) of the Metropolitan Statistical Area (MSA) in which the property is located, as reported annually by the U.S. Department of Housing and Urban Development (see below). These categories are as follows -- low: below 50% of the MSA median; moderate: between 50% and 80% of the MSA median; middle: between 80% and 120% of the MSA median; high: between 120% and 200% of the MSA median; and highest: over 200% of the MSA median. Using these definitions, specific income ranges were calculated for each category for each year for each MSA. Applicants/borrowers were assigned to income categories on the basis of their income as reported (to the nearest \$1000) in the HMDA data. Incomes of \$10,000 or less were viewed as likely to be errors and were therefore ignored in this report's analysis of lending to borrowers at different income levels.

**Racial/Ethnic categories** provided in HMDA data are: "American Indian or Alaskan Native," "Asian or Pacific Islander," "Black," "Hispanic," "White," "Other," "Information not provided by applicant in mail or telephone application," and "Not available." HMDA regulations do not require that loan applicants be asked their race/ethnicity if the application is made entirely by phone; all other applicants must be asked. For applications made in person, but not for mail or internet applications, if the applicant chooses not to provide the information, the lender must note the applicant's race/ethnicity "on the basis of visual observation or surname." In this report, "Asian," is used as shorthand for "Asian or Pacific Islander"; "Latino" is substituted for "Hispanic"; and only data on the race of applicants are used (that is, data on race of co-applicants are ignored).

**Minor differences in totals and percentages** reported in different tables result from incomplete data. For example, Tables 7-10 report a total of 7,260 loans for 2001, whereas total 2001 loans in Table 2 include only the 6,143 loans for which data on the race of the applicant was reported, and total 2001 loans in Table 3 include only the 6,963 loans for which applicant income of over \$10,000 was reported.

**Denial rates** are calculated simply as the number of applications denied divided by the total number of applications. Not all loan applications result in either a loan or a denial. For example, of the 10,133 Boston home-purchase loan applications in 2001, 71.6% resulted in loans being originated and 11.0% were denied; in addition, 9.1% of all applications were approved by the lender but not accepted by the applicant; 6.5% were withdrawn by the applicant, and 1.8% resulted in files being closed because of incompleteness of the application.

### **Data from the 2000 Census and the 1990 Census**

All population, housing, and income data presented in this report for cities and towns, for the Boston MSA, and for the state of Massachusetts are from the 2000 Census. The population and housing data were used in last year's report; this report is the first in this series in which 2000 income data are used. Rolf Goetze of the Policy Development and Research Department at the Boston Redevelopment Authority (BRA) provided me with 2000 Census data in electronic form on requested variables for all of the census tracts in the city of Boston. Roy Williams of the Massachusetts Institute for Social and Economic Research (MISER) at UMass/Amherst provided me with information on these same variables for all Massachusetts cities and towns and for all census tracts in the Boston MSA. Income data from the 2000 Census were obtained using the "American FactFinder" feature on the website of the U.S. Census Bureau ([www.census.gov](http://www.census.gov)).

**Racial/Ethnic composition of geographic areas** may be defined in a number of ways as a result of the fact that the 2000 Census allowed individuals to choose two or more racial categories for themselves, in addition to classifying themselves as either Hispanic/Latino or not (the 2000 Census regards the terms "Latino" and "Hispanic" as equivalent; this report uses the term "Latino"). The percentage for Latinos consists of all those who classified themselves as Latino, regardless of the race or races that they selected. The terms "Asian," "black," and "white" are used in this report as a shorthand for "non-Latino Asian," "non-Latino black," and "non-Latino white," respectively. *The percentage for a single race is calculated as the average of (1) the percentage that chose that race alone and (2) the percentage that chose that race alone or together with one or more other races.* One advantage of this method is that the sum of the percentages for all of the races equals very close to 100% (the sum of all percentages based on each race alone is less than 100%, while the sum of all percentages based on each race alone or together with one or more other races is greater than 100%). The percentage "minority" is defined as 100% minus the percentage non-Latino white (as defined just above). Common usage of the term "minority" is followed in spite of the fact that "minorities" constitute the majority of the population in many geographical areas (including the world as a whole – but not, by the definition used here, the city of Boston.) This year's report corrects an error that led to most percentages for black households being overstated, and most percentages for minority households being understated, in last year's report.

**Racial/Ethnic composition may be reported either as percentage of the entire population or as percentage of households**, where a household is defined as one or more persons living in a single housing unit. (In many cases, a household consists of a family, but there are also many non-family households consisting of a single individual or a set of unrelated individuals.) In most cases, this report uses household percentages rather than population percentages because households provide a better indicator of the number of potential home purchasers. The race/ethnicity of a household is determined by the race of the individual identified as the householder.

**HMDA data are reported for 1990 census tracts** and HMDA data for 2002 will continue to be reported that way. The record for each mortgage application in the HMDA LAR data provides information on the census tract in which the home is located, including the percentage of minority residents in the census tract, the ratio of the MFI in the census tract to the MFI of the MSA in which the tract is located, and the number of owner-occupied housing units in the tract. The census tracts used in 2001 HMDA data are from the 1990 census and the population, income, and housing data are from that year's census. For this report, however, census tracts have been classified on the basis of data from the 2000 Census. As a result, results reported for analyses of lending in different categories of census tracts will be different in this report than in most other analyses of HMDA data – and they should more accurately reflect current demographic reality. In most cases, census tracts are the same in the 2000 Census as they were in the 1990 Census, and the process of using 2000 Census data for these tracts is straightforward. However, in some cases census tract definitions (boundaries) were changed between the 1990 Census and the 2000 Census. In Boston, for example, there were 165 census tracts for the 1990 Census, but only 157 census tracts for the 2000 Census; this net reduction of 8 census tracts resulted from five single tracts being divided into pairs of tracts (+5 tracts) and 23 former tracts being consolidated into ten new tracts (-13 tracts). (For detailed information, see the Boston Redevelopment Authority's Research Report #544, available at [www.ci.boston.ma.us/bra/publications.asp](http://www.ci.boston.ma.us/bra/publications.asp).) Considerable effort was expended in using 2000 Census data to provide estimates of the year 2000 racial/ethnic composition, number of owner-occupied housing units, and median family incomes for those 1990 census tracts for which the 2000 Census did not directly report information.

### **Data from the Department of Housing and Urban Development (HUD)**

**Median family income (MFI) of each Metropolitan Statistical Area (MSA)** is reported annually by HUD. The MFIs for the Boston MSA for the years covered in this report are: \$46,300 in 1990, \$50,200 in 1991, \$51,100 in 1992, \$51,200 in 1993, \$51,300 in 1994, \$53,100 in 1995, \$56,500 in 1996, \$59,600 in 1997, \$60,000 in 1998, \$62,700 in 1999, \$65,500 in 2000, and \$70,000 in 2001. The MFI for the Boston MSA for 2002 is \$74,200. Borrowers are placed into income categories by comparing their reported incomes to the annual HUD estimate of the MFI in the MSA where the home being purchased is located.

**Subprime lenders among HMDA-reporting lenders** are identified each year on a list prepared by HUD. These are lenders who specialize in subprime loans or for whom subprime loans constitute a majority of loans originated. Randall Scheessele of HUD has provided the annual lists to me in electronic form. Information on how the lists are compiled and the lists themselves should be available at: [www.huduser.org/datasets.manu.html](http://www.huduser.org/datasets.manu.html). As of November 2002, however, the most recent list posted is that for 1999 lenders. The website does provide contact information for Scheessele, and requests for the list can be sent directly to him.

### **Data and Methods used for Particular Tables and Charts**

Denial rates for the U.S. reported in Table 4 (but not those for Boston or for Massachusetts) are for *conventional* home-purchase loans only. Nationwide, 16.9% of all 2001 home-purchase applications were for *government-backed* loans (i.e., VA or FHA loans), the black denial rate for conventional loans was about three times the rate for government-backed loans, and the Latino and white denial rates for conventional loans were about two and one-half times the rates for government-backed loans [Federal Reserve Bulletin, 9/2001, pp. A65 & A66]. In Boston, by contrast, only 6.0% of applications in 2001 were for government-backed loans. The denial rates for conventional loans in Boston were 11.5% for Asians, 21.5% for blacks, 17.9% for Hispanics, and 7.6% for whites – very close to the denial rates for all Boston applicants in these categories that are reported in Table 4.

Analysis of mortgage lending in low- and moderate-income census tracts with different percentages of black and Latino residents in Table 6 is based on 1990 census tracts (used for reporting HMDA data), but I used 2000 Census data to classify these tracts by percentage black plus Latino residents and by income level and for counts of owner-occupied housing units. To take into account the fact that the numbers and types of housing units differ among census tracts, the table reports the *rate of lending*, defined as the number of home-purchase loans per 100 owner-occupied housing units.

The major types of lenders used in Tables 7-10 and Tables 25-26 are labeled with short-hand descriptions of categories based on a somewhat complex system of classification. A basic description of the categories is presented on page 5 of the text and somewhat greater detail in the notes to tables 7-10; the discussion here is intended to supplement rather than repeat that information. "Massachusetts Banks and Credit Unions" (1) includes all banks with branch offices in Massachusetts, even if they are based in another state or have a majority of their branches in another state, as well as all mortgage company subsidiaries or affiliates of these banks. "Mortgage companies and out-of-state banks" includes all other banks – including their mortgage company subsidiaries and affiliates. The primary purpose of classifying lenders in this way is to distinguish between those whose local lending is subject to evaluation under the CRA and those whose local lending is not subject to such evaluation. This classification provides a good approximation, but is not perfect. An ideal classification would be based on an examination of the "Assessment Area" defined for each bank's CRA evaluation and would determine whether or not that assessment area included the city of Boston (and, in the case of Tables 25 & 26, each of the other communities listed). In addition, because Massachusetts state-chartered credit unions are subject to the (state) CRA, but federally-chartered Massachusetts credit unions are not covered by CRA, the latter should have been grouped with the other lenders not covered by CRA. (However, this change would make little difference in the reported results because Massachusetts federally-chartered credit unions made only 10 home-purchase loans in Boston in 2001 [0.14% of the total], and only 0.6% of the total loans in the Boston MSA.) Subprime lenders are sometimes broken out as a separate group. All of the subprime lenders in Massachusetts fall into the category of "out of state banks and mortgage companies"; not one is a "Massachusetts bank or credit union." (This is a matter of fact rather than of logic; some out-of-state banks and/or bank affiliates are subprime lenders.)

The "licensed mortgage lenders" (LMLs) that are identified in Table 8 are a subset of "mortgage companies and out-of-state banks." This further classification of lenders not currently covered by the CRA for their local lending is necessary in order to identify which of these lenders are potentially subject to regulation by the state's Division of Banks. The lenders that require licenses are independent mortgage companies, companies that are affiliates of federally-chartered banks (subsidiaries of these banks are, like their parent banks, exempt from regulation by Massachusetts), and companies that are either subsidiaries or affiliates of banks chartered by other states. Out-of-state banks and credit unions, and subsidiaries of federally-chartered out-of-state banks (all referred to as "out-of-state banks," or OSBs) are exempt from regulation by the state of Massachusetts.

Individual lender names listed in Table 8 in some cases represent sets of affiliated lenders that are treated separately in HMDA data. Two examples: through 1998, the loans attributed to "Fleet" were reported in HMDA data under the names and ID numbers of eleven different subsidiaries of Fleet Financial Group; in the year 2001, the number of loans shown for "Citizens" is the total of those made by Citizens Bank of Massachusetts, Citizens Mortgage Company, and Citizens Bank of New Hampshire.

The data on Targeted Mortgage Program (TMP) lending in Boston that are reported in Tables 11-17 were obtained from a number of sources; only the sources of the data for loans originated in the year 2001 are cited here. Data on Soft Second Program (SSP) loans in Boston were furnished by Heather Whelehan of the Massachusetts Housing Partnership Fund, which maintains a database on SSP loans statewide. Data on MassHousing (MHFA) loans were furnished by Virginia Healy. Data on NACA and ACORN loans were obtained from Julie Connelly at Citizens and Joan Quinn at Fleet.

Information on race/ethnicity of borrowers, as shown in Tables 13-17, is often reported for the collective category of "minority" borrowers. This is primarily because MassHousing, although its database includes information on the race/ethnicity of minority borrowers, declined to allow that information to be used in this report (citing its lack of verification). Also, because of very limited race/ethnicity information in the Massachusetts Housing Partnership database for SSP loans, the data on the specific race/ethnicity of SSP borrowers were obtained primarily from analysis of SSP loans identified in HMDA data.

Information on geographical location of loans, as shown in Tables 13-17, are reported in terms of ZIP Code Areas (ZCAs) because not all of the databases for these programs include census tract data. It is impossible to provide comparative information on loans by the biggest Boston banks and by all lenders. This is because HMDA data report location by census tract, and many census tracts are divided between two (or more) ZCAs. The "Nine-ZIP-Code Target Area" cited in Tables 14-17 consists of all nine of the Boston ZCAs that had over 25% black and Latino residents in 1990; they are the same nine ZCAs that comprised the "CIC area" identified at the beginning of the decade by the Community Investment Coalition – a consortium of six community-based organizations formed in early 1989 that played a leading role in that year's community reinvestment struggles in Boston.