



Changing Patterns V

Mortgage Lending to

Traditionally Underserved

Borrowers & Neighborhoods

in Greater Boston, 1990 – 1997

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BY
Jim Campen

*Department of Economics and Mauricio Gaston Institute
for Latino Community Development and Public Policy
University of Massachusetts /Boston*

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INTRODUCTION ¹

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. Three 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.² One of the major 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 and 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 it 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 both the latest in a series of annual updates of the original report and a significant expansion of its scope to include an examination of mortgage lending patterns in 27 cities and towns surrounding the City of Boston.³

¹ Preparation of this report was supported by a grant from the Massachusetts Community and Banking Council [MCBC] to the Mauricio Gastón Institute for Latino Community Development and Public Policy at the University of Massachusetts/Boston. An advisory board, consisting of four members of MCBC's Mortgage Lending Committee – Tom Callahan of the Massachusetts Affordable Housing Alliance, Julie Connelly of Citizens Bank, Manuel Muelle of the Metropolitan Boston Housing Partnership, and Esther Schlorholtz of Boston Private Bank and Trust – plus MCBC manager Kathleen Tullberg, oversaw preparation of the report and reviewed the final draft. Bonnie Huedorfer and Katherine Krister of BankBoston provided the maps. In spite of helpful comments and suggestions received, the ideas and conclusions in this report are the responsibility of the author, and should not be attributed to any of the officers or board members of either the Gastón Institute or the MCBC.

² The three 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; Charles Finn, *Mortgage Lending in Boston's Neighborhoods, 1981-87: A Study of Bank Credit and Boston's Housing*, Boston Redevelopment Authority, 1989; and Melvin W. LaPrade and Andrea Nagle, *Roxbury – A Community at Risk: An Analysis of the Disparities in Mortgage Lending Patterns*, Greater Roxbury Neighborhood Authority, 1989.

³ *Changing Patterns: Mortgage Lending in Boston, A 1994 Update* (November 1995); *Changing Patterns III: Mortgage Lending to Traditionally Underserved Borrowers and Neighborhoods in Boston, 1990-1995* (December 1996); and *Changing Patterns IV: Mortgage Lending to Traditionally Underserved Borrowers and Neighborhoods in Boston, 1990-1996* (October 1997) updated the analysis of the first two questions noted above. The original report's analysis of the third question was updated in a separate report, *Targeted Mortgage Loan Program Originations in Boston, 1990-1996* (January 1998). All of these earlier reports are available from the Massachusetts Community and Banking Council [MCBC] at 40 Court Street, Boston MA 02108 (617/695-5151), or by contacting the author – Jim Campen, Department of Economics, University of Massachusetts/Boston, 100 Morrissey Boulevard, Boston MA 02125 (617/287-6962).

This introduction is followed by nine 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 this 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 1997. This analysis is subdivided into three sections which focus, in turn, on total lending within the city, on lending by each of three 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 - 25, examines detailed information on mortgage lending patterns in 27 cities and towns surrounding Boston. The twelve cities and towns that share a boundary with Boston are grouped together as the "Inner Ring." Listed clockwise from the southeast, these are: Quincy, Milton, Dedham, Brookline, Newton, Watertown, Cambridge, Somerville, Everett, Chelsea, Revere, and Winthrop. The fifteen additional cities and towns that share a boundary with at least one of the "Inner Ring" municipalities constitute the "Outer Ring." These are Weymouth, Braintree, Randolph, Canton, Westwood, Needham, Wellesley, Weston, Waltham, Belmont, Arlington, Medford, Malden, Saugus, and Lynn.

Basic information about the population and income level of each of these communities is presented in Table 1, which makes clear that there is a great deal of variation among the cities and towns within each of the two rings. The first of the two maps that immediately follow this table shows the location of each of the individual cities in the two rings, while the second locates the rings within the Boston Metropolitan Statistical Area (MSA). The City of Boston plus the two rings contain approximately 60% of the population of the MSA. All income and population data in this report are from the 1990 decennial census, the most recent source of consistent and reliable information. (It should be noted that there may have been substantial changes in the composition of the population, and of the level of income, in some cities or towns during the years since that census.) The "Notes on Data and Methods" at the conclusion of the report provide details on the definitions and sources of the data used in this report and on how the data were processed in preparing the tables and charts that appear below.

The current report, like its predecessors, is concerned only with *home-purchase* mortgage loans (that is, the analysis excludes loans to refinance existing mortgages). 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.

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 section examines overall lending in the city, and is accompanied by Tables 2 - 6 and their associated charts. The second section examines lending by each of three major types of lenders - the biggest Boston banks, all other Massachusetts banks and credit unions, and mortgage company lenders - and is accompanied by Tables 7 - 9 and their associated charts. The third section examines loans made under four multi-bank targeted mortgage programs, and is accompanied by Tables 10 - 16 and their associated charts.

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

The data presented in Tables 2 - 6 and their associated charts shows that total mortgage lending to traditionally underserved borrowers and neighborhoods in the City of Boston generally declined in 1997 from the levels reached in the immediately preceding years. In some cases, the declines in 1997 were so substantial that the indicators used in this report were lower in 1997 than they had been in 1990, the earliest year for which comparable data are available. For the eight-year period as a whole, the general pattern that emerges is one of substantial increases in lending to traditionally underserved borrowers through 1993 or 1994, followed relative constancy through 1996, and a decline in lending to these borrowers last year. When attention is turned to denial rates rather than loans actually made, the picture is generally one of improvement in 1997. More specifically:

- **The share of Boston home-purchase loans that went to black borrowers fell in 1997 for the third consecutive year.** Blacks, who made up 20.6% of Boston's households according to the 1990 census, received just 14.7% of all loans in 1997. This share is down from 16.5% in the previous year, well below the peak level of 20.8% reached in 1994, and for the first time lower than the 16.2% share in 1990, the earliest year for which data are available. Black borrowers received 836 loans in 1997, down 12% from the high point of 955 loans in 1994; during the same period, loans to whites rose by 38%. (See Table 2 and Chart 2.)⁴
- **The share of Boston home-purchase loans that went to Hispanic borrowers fell in 1997 for the first time in six years.** Hispanics, who made up 8.1% of the city's households in 1990, received 5.9% of all 1997 loans, down from 7.2% in the previous year, and only modestly higher than their 5.1% share in 1990. The actual number of loans to Hispanics fell from 392 in 1996 to 334 in 1997, a drop of 15% during a year when loans to white borrowers rose by 10%. (Table 2 and Chart 2)
- **The loan share of low- and moderate-income borrowers dropped substantially in 1997.** The share of total Boston home-purchase loans that went to low- and moderate-income borrowers (those with incomes no greater than 80% of the median family income in the Boston metropolitan area) was 34.7%, down from 37.7% in 1996. This share has trended downward since a dramatic rise during

⁴ Note that the comparison of the loan shares of blacks and Hispanics is to their shares of the city's *households* instead of to their shares of the city's *population*. This is the same comparison as in *Changing Patterns III* and *Changing Patterns IV* but is a change from the two earlier reports in this series. 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 1990 population shares of blacks and Hispanics were 23.8% and 10.8%. The Massachusetts Institute for Social and Economic Research estimates that these population shares increased to 26.1% and 12.2%, respectively, in 1995. However, 1990 is the most recent year for which reliable data on household shares are available.)

the first three years of the decade from just 22.4% in 1990 to a peak of 40.6% in 1993. Low-income borrowers alone (those with incomes no greater than 50% of the Boston area median) received 10.1% of all loans in 1997, down from 10.8% in 1996 and 11.7% in 1993, but still well above the 2.8% recorded in the first year of our period. (In 1997, low-income borrowers were those with HMDA-reported incomes of \$30,000 or less, while moderate-income borrowers were those with incomes from \$31,000 to \$47,000). (Table 3 and Chart 3)

- **Denial rates in Boston increased slightly but remained low compared both to their 1990 levels here and to those nationwide.** Between 1996 and 1997, the Boston denial rate for black applicants rose from 18.3% to 19.5%, while the Hispanic denial rate rose from 15.2% to 16.1%, and the white denial rate rose from 9.3% to 10.7%. The 1997 Boston denial rates for blacks, Hispanics, and whites are all at least 35% *lower* than they were in 1990, while the corresponding 1997 denial rates for the U.S. are all at least 55% *higher* than they were in 1990. Boston denial rates, which began the period very close to their nationwide counterparts, are now substantially less than half as great. Statewide denial rates, which have been similar to those in Boston in recent years, decreased slightly in 1997. (Table 3)
- **The black/white and the Hispanic/white denial rate ratios dropped for the second consecutive year, reaching levels lower than in 1990.** These ratios both declined substantially from 1990 through 1993, then rose even more substantially to peak levels in 1995, and then fell substantially again in the last two years. The black/white ratio was 1.82 in 1997, down from 1.97 in 1996, and below its 1990 level of 2.00. The Hispanic/white ratio fell to 1.50 in 1997, down from 1.63 in 1996, far lower than the peak level of 2.55 recorded in 1995, and below its 1990 level of 1.55. (Table 4 and Chart 4)
- **Denial rates in 1997 fell consistently as incomes rose, from 27.6% for applicants with incomes of \$20,000 or less to 9.8% for applicants with incomes over \$70,000.** Even though black and Hispanic 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 Hispanics experienced higher denial rates than whites. When applicants are grouped into income categories, the denial rate for blacks at every income level was well above that of white applicants in the same income category. Hispanic denial rates were similar to those of whites for applicants with incomes up to \$70,000, but above that level of income, denial rates for Hispanics rose to more than twice the level experienced by their white counterparts. (Table 5 and Chart 5)
- **Lower-income neighborhoods with a high-concentration of black and Hispanic residents once again received only about three-quarters of their proportionate share of the city's home-purchase loans.** Although the 35 Boston low- or moderate-income census tracts – located primarily in Roxbury and Mattapan (see Map) – in which blacks and Hispanics made up more than 75% of the 1990 residents contained an estimated 11.6% of all mortgageable housing units in the city, these census tracts received only 8.8% of all loans last year (slightly down from 9.0% in 1996). Thus, the loan share of these census tracts was only 75.9% as large as their share of mortgageable housing units. While these tracts have 57.6% as many mortgageable housing units as are in the 30 low- or moderate-income census tracts with over 75% white residents, they received only 44.6% as many home-purchase loans as the predominantly white census tracts did in 1997. This is a new low for this ratio. (Table 6, Chart 6, and Map)

B. Comparative Performance of Major Types of Lenders

The data presented in Tables 7 - 10 and their associated charts show that mortgage company lenders (the shorthand expression used in this report to refer to lenders not affiliated with Massachusetts banks or credit unions) continued to expand their share of total home-purchase loans made within the City of Boston and have continued to direct a relatively small share of their loans to traditionally underserved borrowers and neighborhoods. The group consisting of the biggest Boston banks, while accounting for a falling share of loans made, continued to have by far the best performance record according to the performance measures used in this series of reports. More specifically:

- **The biggest Boston banks made only one-quarter of all Boston home-purchase loans in 1997 (their lowest loan share of the decade), while mortgage company lenders for the first time accounted for more than one-half of all loans.** The biggest Boston banks, together with their affiliated mortgage companies – a group that consisted of BankBoston, Boston Safe Deposit, Citizens, and Fleet last year, but included BayBanks and Shawmut through 1996 – made just 25.1% of all loans in 1997, down from 34.8% in 1996, substantially lower than the peak level of 43.6% in 1995, and even lower than the 28.9% level in 1990. Mortgage company lenders (a group defined to include all lenders not affiliated with Massachusetts banks or credit unions)⁵ made 54.2% of all Boston home-purchase loans last year, up from 43.4% one year earlier, and just 23.5% in 1990. Meanwhile, 20.7% of 1997 loans, down from 21.9% in 1996, were made by all other Massachusetts banks and credit unions. (Table 7 and Chart 7)
- **Fleet, BankBoston, and Citizens remained the three biggest individual lenders in Boston in 1997, with 513, 477, and 374 loans, respectively.** The biggest mortgage company lender, North American, ranked fourth with 316 loans, followed by Norwest Mortgage and Chase Manhattan with approximately 250 loans each. Table 8 identifies the 13 mortgage companies and 13 banks that made 50 or more Boston home-purchase loans in 1997, and reports the number of loans made by each of these 26 lenders during each of the last eight years.)
- **The big Boston banks directed a substantially greater share of their total Boston loans in 1997 to every one of the categories of traditionally underserved borrowers and neighborhoods examined in this report than did either of the other two major types of lenders.** Black borrowers received 29.4% of the loans made by the big Boston banks, but only 9.5% of those made by mortgage companies and 7.3% of those made by all other banks. Hispanic borrowers received 12.1% of big bank loans, but only 3.2% of mortgage company loans and 4.0% of other bank loans. Low-income borrowers obtained 21.9% of the loans made by the Big Boston banks, but only 4.8% of mortgage company loans and 8.3% of the loans made by all other banks. Moderate-income borrowers received 35.0% of big bank loans, compared to 20.2% of mortgage company loans and 20.7% of loans by all other banks. Finally, low- and moderate-income census tracts that had over 75% black and Hispanic residents received 15.9% of the loans by the big Boston banks, but only 7.2% of the loans made by mortgage companies and 4.4% of the loans made by other banks. There were only small changes in these percentages between 1996 and 1997; these minor changes were mostly positive for the big banks and the group of all other lenders, but generally negative for the mortgage company lenders. (Table 9 and Chart 9)

⁵ That is, the category "mortgage companies" or "mortgage company lenders" is used in this report to include independent mortgage companies based either inside or outside of Massachusetts, non-Massachusetts banks and credit unions, mortgage companies affiliated with non-Massachusetts banks, and other lenders not affiliated with Massachusetts banks.

- Examining the same data from a different perspective shows that mortgage company lenders had substantially smaller shares of the loans to each of the categories of traditionally underserved borrowers than they had of all Boston loans, while the big Boston banks had shares of loans to these borrowers that were well above their share of total lending. Although mortgage companies made 54.2% of all home-purchase loans in Boston in 1997, they made just 36.6% of the total loans to blacks, 31.1% of total loans to Hispanics, and 26.7% of total loans to low-income borrowers. In contrast, the biggest Boston banks made just 25.1% of total loans, but accounted for 52.6% of total loans to black borrowers, 54.2% of total loans to Hispanics, and 55.7% of total loans to low-income borrowers. The pattern was similar, although the numbers less dramatic, for loans to moderate-income borrowers and to highly-minority, lower-income census tracts. (Table 10 and Chart 10)

C. Targeted Mortgage Program Loan Originations⁶

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 the MHFA's Homeownership Programs.⁷ Table 11 summarizes key features of these mortgage 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. Among the findings that emerge from the data in these tables and charts are the following:

- After three years of rapid growth, the total number of targeted mortgage program loans made in Boston fell to 764 in 1997 from 884 loans in 1996 (a decrease of 13.6%). When just the three programs negotiated by community-based organizations are included, last year's drop from 691 to 642 loans (a decrease of 7.1%) was the first since the programs were begun. Three of the four individual programs made fewer loans in 1997 than in the preceding year, the exception being the expansion of ACORN loans from 171 to 235. The Soft Second Program remained the largest individual program although the number of Soft Second loans dropped from 396 loans in 1996 to 308 loans in 1997. The number of NACA loans fell to 99 in 1997, only about one-third as many as their peak level of 286 attained in 1995. (Table 12 and Chart 12)
- In 1997, loans under the Soft Second, NACA, and ACORN programs accounted for more than two of every five home-purchase loans made in the City of Boston by the city's biggest banks (BankBoston, Boston Safe Deposit, Citizens, and Fleet). Their 42.0% share of the biggest banks' loans was up from 35.4% in 1996, more than double the 20.2% share in 1994, and marked the sixth consecutive annual increase in this percentage. However, as a share of total home-purchase loans made in the city by all lenders, loans under these three programs dropped for the second year in a row, falling to 10.8% in 1997 from 12.3% in 1996, which was in turn below the peak level of 14.9% attained in 1995. (Table 12)

⁶ The original *Changing Patterns* report (July 1995) and *Targeted Mortgage Program Originations in Boston, 1990-1996* (January 1998) contain much more detail on the nature and features of the individual targeted mortgage programs.

⁷ MAHA is the Massachusetts Affordable Housing Alliance; MHP is the Massachusetts Housing Partnership Fund; NACA is the Neighborhood Assistance Corp. of America, formerly the Union Neighborhood Assistance Corp. (UNAC); ACORN is the Association of Community Organizations for Reform Now; and MHFA is the Massachusetts Housing Finance Agency.

- The Soft Second, NACA, and ACORN programs remained highly targeted on minority borrowers, who received approximately four-fifths (79.2%) of all loans made under these programs in 1997. This share was close to its level in 1994 and 1995, but slightly higher than in 1996. The NACA program was the most highly targeted in this dimension, with 86.9% of total loans, up from 82.3% in 1996, going to minority borrowers. MHFA loans were by far the least targeted, with 54.1% of 1997 loans (up from 43.0% in 1996) being made to minority borrowers.⁸ (Panel A of Table 13 and the left-hand bar-cluster of Chart 13)
- The Soft Second, ACORN, and MHFA programs remained very highly targeted on low- and moderate-income borrowers, who received seven-eighths (87.9%) of all loans made under these programs in 1997. Virtually all (99.4%) of Soft Second Program loans went to these borrowers, along with 88.0% of MHFA loans and 84.1% of ACORN loans, but only 61.6% of NACA loans. The percentage of 1997 loans that went to just low-income borrowers ranged from 64.3% for the Soft Second Program, through 34.1% for ACORN, to 13.1% for both NACA and MHFA. Additional calculations, not shown in any of the tables, found that the median borrower income in 1997 was \$27,936 for the Soft Second Program loans, \$33,431 for ACORN loans, \$37,837 for MHFA loans, and \$43,092 for NACA loans.⁹ (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 1997, low-income meant less than \$29,800 while moderate-income was between \$29,801 and \$47,680.) (Panel B of Table 13 and the center bar-cluster of Chart 13)
- The Soft Second, NACA, and ACORN programs were increasingly well-targeted on the nine low- and moderate-income ZIP code areas where blacks and Hispanics made up more than 25 percent of the 1990 population, with two-thirds (67.1%) of all loans made under these programs in 1997 going to these neighborhoods, up from 56.3% in 1996. These "target neighborhoods" - which include the South End, Jamaica Plain, Dorchester, Roxbury, and Mattapan - were identified by the Community Investment Coalition, a consortium of community-based organizations that in 1990 led the local struggle for increased community investment. The percentages of loans made in these neighborhoods by individual programs ranged from a high of 88.9% for NACA (up from 71.0% in 1996) to a low of 61.0% for the Soft Second Program (up from 50.3% in 1996). Only 41.8% of MHFA loans went to these neighborhoods last year, essentially unchanged from 42.0% in 1996.^{10 11} (See Panel C of Table 13, the right-hand bar-cluster in Chart 13, and accompanying Map.)

⁸ These overall results are reported for "minority borrowers" - a classification that includes Native Americans, Asians, and "others" as well as blacks and Hispanics - because detailed information on the race/ethnicity of borrowers was not available for all programs. Data on the specific race/ethnicity of borrowers from 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 Hispanics, the groups most underserved by mortgage lenders in the past.

⁹ The highest reported borrower incomes in 1997 were \$56,021 for the Soft Second Program; \$56,724 for MHFA, \$69,996 for ACORN, and \$93,852 for NACA. (In 1996, NACA loans went to borrowers with reported incomes of \$113,000 and \$111,900).

¹⁰ When the focus is reduced to a more narrowly defined "core area" of the five low- or moderate-income ZIP code areas with more than 50% black and Hispanic residents, the relative ranking of the programs for 1997 loans remains the same, with percentages ranging from a high of 64.6% for NACA, through 44.3% for ACORN and 36.0% for the SSP, to a low of 20.5% for MHFA. (Tables 14-17 include data for each individual ZIP code area as well for the specified "core area.")

¹¹ When interpreting these 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 TWENTY-SEVEN COMMUNITIES SURROUNDING BOSTON

As noted in the introduction, there is great variation among the cities and towns within each of the two "rings" surrounding the City of Boston. Median family income as reported in the 1990 Census ranged from a low of \$29,039 in Chelsea to a high of \$108,751 in Weston. The combined percentage of black and Hispanic households ranged from 0.7% in Westwood – and less than 2% in nine additional communities – to a high of 26.5% in Chelsea. Although variation within each of the two rings was much greater than differences between the rings, incomes in the Outer Ring communities were, on average, slightly higher than those in the Inner Ring – \$51,662 vs. \$47,758 (compared to \$34,377 in Boston). The Outer Ring communities also had, on average, smaller percentages of Black and Hispanic households than the communities in the Inner Ring – 4.9% vs. 7.1% (compared to 28.7% in Boston). (See Table 1.)

Because of the highly disparate nature of the cities and towns, it is difficult to offer generalizations about mortgage lending patterns in this set of 27 communities. Accordingly, the data presented in Tables 18 – 25 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 - 25:

A. Lending to Black and Hispanic Borrowers¹² (Tables 18A&B and 19A&B)

- **The share of total loans received by black borrowers fell in each of the last two years in each of the two rings and in the MSA as a whole.** The fall in the Inner Ring (where 3.6% of households were black) was from 3.9% to 3.2%; the fall in the Outer Ring (where 2.6% households were black) was from 4.9% to 4.2%; and the fall in the entire MSA (where the black household share was 6.1%) was from 4.4% to 3.4%.
- **Two communities stand out for high levels of lending to black borrowers.** In Randolph (Outer Ring), the 601 loans received by blacks during the 1993-97 period accounted for 27.9% of all loans, a loan share four times as great as the 7.0% black share of 1990 households. In the Inner Ring town of Milton, the 244 loans received by blacks during the five years accounted for 13.8% of total loans, a loan share three and one-half times as great as the 3.9% black share of households. Everett and Malden are two other communities where blacks received more than 50 total loans during the period and where black loan shares were more than twice as great as black household shares.

¹² This report contains no analysis of lending to Asians in the Inner Ring and Outer Ring communities. The primary reason for this is that virtually every study of mortgage lending of which I am aware has found that Asians are not underserved by mortgage lenders – that is, that denial rates for Asians are very similar (and often lower) than denial rates for whites, and that Asians receive shares of loans at least as great as their shares of the population. Findings of this sort for Boston are shown in Tables 2 and 4 of the present report. For detailed information on Asian population shares, loan shares, and denial rates in sixteen Massachusetts cities (including six of the 28 cities included in the present study), see James T. Campen, *Trailing the Pack: Hispanics and Mortgage Lending in Sixteen Massachusetts Cities, 1992-1996* (Gastón Institute, University of Massachusetts/Boston, 1998), especially Tables 6 and 7.

- In each of the four communities where the 1990 black household share was 0.5% or less – Needham, Saugus, Weston, and Westwood – blacks received 0.5% or less of total loans during the five year period. In each of these four communities (all in the Outer Ring), blacks received an average of one loan or less per year. The Outer Ring communities of Braintree and Wellesley, each with black loan shares of 0.8%, were the only other communities where the black loan share was less than 1.0%.
- The share of total loans received by Hispanic borrowers fell between 1995 and 1997 in each of the two rings and in the MSA as a whole. The fall in the Inner Ring (where 3.5% of households were Hispanic) was from 4.7% to 3.2%; the fall in the Outer Ring (where 2.3% of households were Hispanic) was from 3.0% to 2.6%; and the fall in the entire MSA (where the Hispanic household share was 3.3%) was from 2.6% to 2.1%.
- Chelsea (Inner Ring) was the only community where Hispanics received a double-digit share of all loans; their 396 loans during the five year period accounted for 37.1% of total loans in that city, substantially higher than their 22.6% share of 1990 households. Other communities with relatively large amounts of loans to Hispanics were Everett, Revere, Somerville (all Inner Ring) and Lynn (Outer Ring); loan shares in these cities ranged between 6.8% and 8.8% and in each case were well above the Hispanic household share.
- The nine Outer Ring communities where the 1990 Hispanic household share was 1.1% or less – Belmont Braintree, Canton, Needham, Saugus, Wellesley, Weston, Westwood, and Weymouth – were the only communities in either ring where the share of total loans that went to Hispanics during the five year period was less than 1.0%. In each of these communities the Hispanic loan share was even lower than the Hispanic share of total households (with the single exception of Weston, where the Hispanic loan share of 0.5% was slightly higher than their household share of 0.4%). Of these nine communities, Wellesley had the highest share of Hispanic households (1.1%), but the lowest share of Hispanic loans (0.2%) – out of the 1,846 home-purchase loans made in Wellesley during the five year period, only four went to Hispanic borrowers.

B. Denial Rates for Black and Hispanic Applicants (Tables 20A&B and 21A&B)

- When the overall denial rate ratios for the Inner Ring, the Outer Ring, and the entire MSA are examined, the pattern is generally similar to that in the City of Boston – the black/white denial rate ratios are generally between 1.75 and 2.50 while the Hispanic/white denial rate ratios are generally between 1.25 and 2.10. Because of the small number of black applicants in most of the Inner Ring and Outer Ring communities in most years, small changes in the number of denials can result in large changes in denial rates, and in the ratios of the black or Hispanic denial rate to the white denial rate. Thus, not too much significance should be attached to denial rates or denial rate ratios for individual years in individual cities.

C. Loans to Low- and Moderate-Income Borrowers (Tables 22A&B and 23A&B)

- There is a very strong negative relationship between the level of 1990 median family income in a community and the percentage of mortgage loans in that community that went to low- and moderate-income borrowers during the 1993-1997 period. The three Inner Ring communities with the lowest incomes – Chelsea, Revere, and Everett – had the highest shares of loans to low- and moderate-income borrowers, and the three Inner Ring communities with the highest incomes – Newton, Milton, and Brookline – had the lowest shares of loans to low- and moderate-income borrowers. Chelsea had the lowest median family income (\$29,039) and the highest share of loans to low- and moderate-income borrowers (60.9%). Newton had the highest income (\$70,071) and the lowest share of loans to low- and moderate-income borrowers (7.8%).
- Similarly, the two Outer Ring communities with the lowest incomes – Lynn and Malden – had the highest shares of loans to low- and moderate-income borrowers, and the two Outer Ring towns with the highest incomes – Weston and Wellesley – had the lowest shares of loans to low- and moderate-income borrowers. Lynn had the lowest median family income (\$35,830) and the highest share of loans to low- and moderate-income borrowers (54.6%). Weston had the highest income (\$108,751) and the lowest share of loans to low- and moderate-income borrowers (2.3%).

D. Comparing Lending to Lower-Income Borrowers with Lending to Minority Borrowers¹³

- Because blacks and Hispanics have, on average, substantially lower incomes than whites, there is a strong positive association between loan shares of low- and moderate-income borrowers and loan shares of black and Hispanic borrowers. For example, in the five communities with the highest shares of loans to lower-income borrowers over the five-year period, the average loan share for blacks and Hispanics was 18.7%, whereas in the five communities with the lowest percentages of loans to lower-income borrowers, the average loan share for blacks and Hispanics was only 1.1%.
- In two communities – Milton and Randolph – lending to black borrowers was unusually high relative to lending to low- and moderate-income borrowers. For the five-year period as a whole, in the two rings combined, the share of all loans that went to blacks was 3.9% while the loan share of lower-income borrowers was 26.9%; the ratio of these two loan shares was 0.14 to 1. In Milton, blacks received 13.8% of loans, compared to 12.6% received by lower-income borrowers – a ratio of 1.09 to 1. In Randolph, the black loan share was 28.7%, while the loan-share of lower-income borrowers was 37.0%, for a ratio of 0.78 to 1. These were only communities where the ratio of the black loan share to the lower-income loan share was above 0.24 to 1.
- Chelsea was the only community where lending to Hispanics was unusually high relative to lending to low- and moderate-income borrowers. For the five-year period as a whole, in the two rings combined, the share of all loans that went to Hispanics was 3.2% while the loan share of lower-income borrowers was 26.9%; the ratio of these two loan shares was 0.12 to 1. In Chelsea, Hispanics received 37.1% of loans, compared to 60.9% received by lower-income borrowers, for a ratio of 0.61 to 1. In no other community was the ratio of the Hispanic loan share to the lower-income loans share greater than 0.22 to 1.

¹³ The term “lower-income” is used in this section as a shorthand expression for “low- and moderate-income.” 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 18A&B and 22A&B.

- In four communities – Saugus, Weymouth, Braintree, and Quincy – lending to blacks and Hispanics was unusually low relative to lending to low- and moderate-income borrowers. For the five-year period, the ratios of the combined black and Hispanic loan share to the loan share of lower-income borrowers in these four communities were 0.03 to 1 in Saugus (where 1.0% of all loans went to blacks and Hispanics compared to 28.5% to lower-income borrowers), 0.04 to 1 in Weymouth (1.5% to 34.9%), 0.06 to 1 in Braintree (1.4% to 25.8%), and 0.07 to 1 in Quincy (2.7% to 37.7%). All of these ratios are far below 0.27 to 1, which was the ratio, for the inner and outer rings combined, of the 7.1% loan share of black and Hispanic borrowers to the 26.9% loan share of lower-income borrowers. The same four communities had the four lowest ratios when the loan shares of blacks are considered separately and the lowest three ratios plus the fifth lowest ratio when the loan shares of Hispanics are considered separately.

E. Loans in Low- and Moderate-Income Census Tracts (Tables 24A&B)

- Five communities had a majority of low- and moderate-income census tracts – Chelsea, Everett, Revere, Somerville (all in the Inner Ring) and Lynn (in the Outer Ring) – and in each of these communities a majority of loans were made in the low- and moderate-income tracts. Low- and moderate-income census tracts are those whose median family income, as determined in the 1990 census, was no greater than \$38,949, which was 80% of the median family income of \$48,868 in the Boston MSA. Six of the 12 communities in the Inner Ring and ten of the 15 communities in the Outer Ring had no low- or moderate-income census tracts.

F. Loans by Three Major Types of Lenders (Table 25)

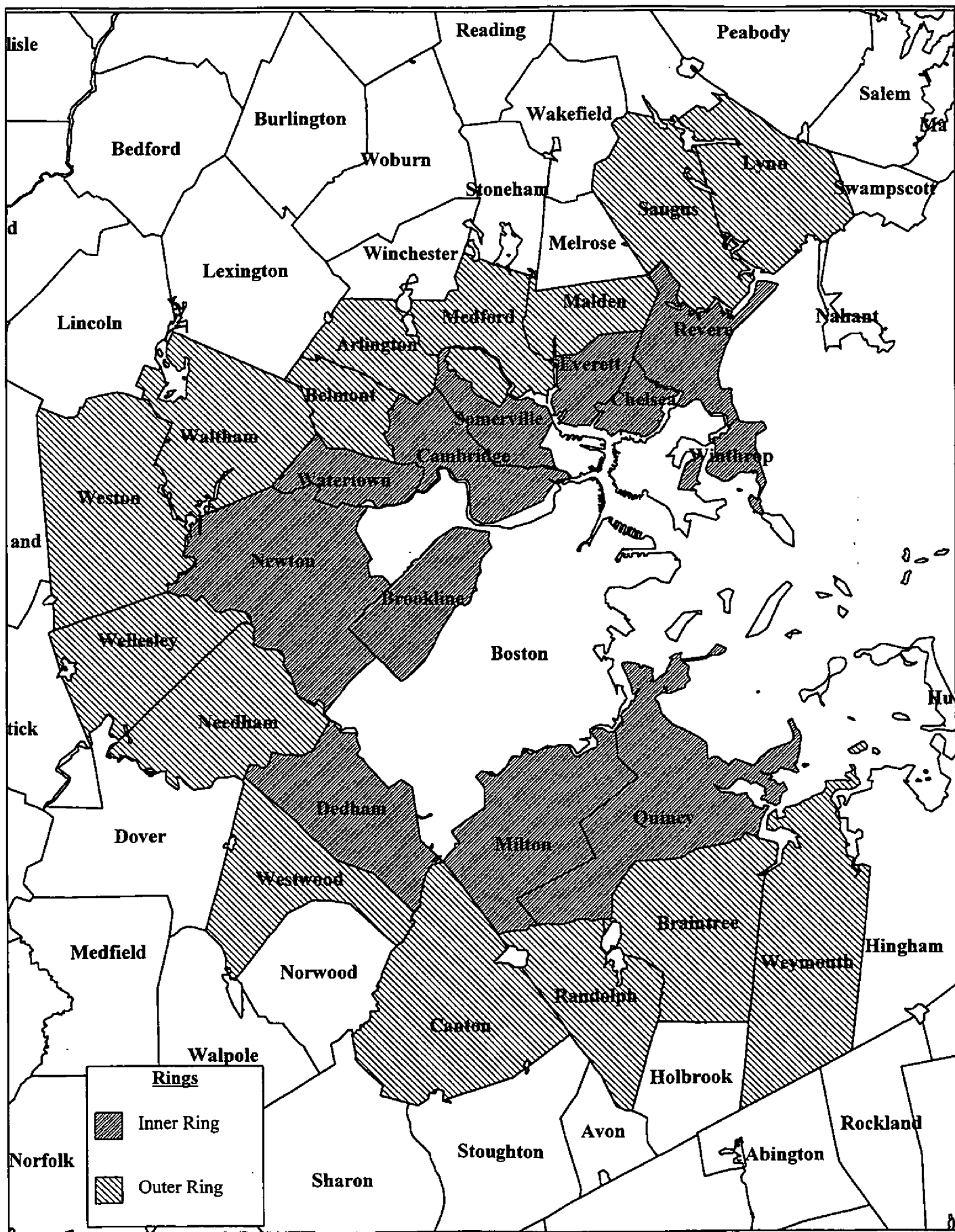
- Table 25 presents data on lending to each of five categories of traditionally-underserved borrowers and neighborhoods (black borrowers, Hispanic borrowers, low-income borrowers, low- and moderate-income borrowers combined, and low- and moderate income census tracts), in each of four geographical areas (the Inner Ring, the Outer Ring, the City of Boston, and the entire Boston MSA), by each of the three major types of lenders identified above (the biggest Boston banks, all other Massachusetts banks and credit unions, and mortgage company lenders). The general pattern that emerges here is similar to that observed earlier in this report for the City of Boston alone. The four big Boston banks accounted for a significantly larger share of loans to each of the traditionally underserved categories than they did of overall lending in each of the geographic areas considered. Conversely, the mortgage company lenders' shares of total lending were almost always larger than their shares of lending to the traditionally underserved categories. The group of all other Massachusetts banks and credit unions had mixed performance.

TABLE 1
SUMMARY INFORMATION ON 1990 POPULATION AND INCOME
OF BOSTON AND 27 SURROUNDING CITIES AND TOWNS

	Total Population	% HseHlds Non- Hispanic Black	% HseHlds Hispanic	% HseHlds Non- Hispanic White	Median Family Income (MFI)	MFI as % of Boston MSA MFI	Low/Moderate Income Census Tracts	
							Number	% of Total
A. CITY OF BOSTON								
Boston	574,283	20.6%	8.1%	66.4%	\$34,377	70.6%	115	68.5%
B. TWELVE INNER-RING CITIES AND TOWNS								
Brookline	54,718	2.2%	2.2%	89.2%	\$61,799	126.9%	0	0.0%
Cambridge	95,802	10.9%	4.8%	78.5%	\$39,990	82.1%	13	43.3%
Chelsea	28,710	3.9%	22.6%	69.9%	\$29,039	59.6%	5	71.4%
Dedham	23,782	0.5%	0.8%	97.8%	\$52,554	107.9%	0	0.0%
Everett	35,701	3.0%	2.8%	92.8%	\$37,397	76.8%	5	71.4%
Milton	25,725	3.9%	0.7%	94.4%	\$61,964	127.3%	0	0.0%
Newton	82,585	1.6%	1.3%	93.8%	\$70,071	143.9%	0	0.0%
Quincy	84,985	1.0%	1.2%	93.5%	\$44,184	90.8%	3	18.8%
Revere	42,786	1.2%	3.0%	93.5%	\$37,213	76.4%	6	75.0%
Somerville	76,210	4.2%	4.4%	88.0%	\$38,532	79.1%	8	53.3%
Watertown	33,284	1.0%	1.6%	95.4%	\$49,467	101.6%	0	0.0%
Winthrop	18,127	0.6%	1.0%	97.9%	\$45,677	93.8%	0	0.0%
Inner-Ring Total	602,415	3.6%	3.5%	89.3%	\$47,758	98.1%	40	30.3%
C. FIFTEEN OUTER-RING CITIES AND TOWNS								
Arlington	44,630	1.2%	1.2%	95.0%	\$52,749	108.3%	1	14.3%
Belmont	24,720	0.7%	1.0%	95.7%	\$61,046	125.4%	0	0.0%
Braintree	33,836	0.6%	0.7%	97.4%	\$51,920	106.6%	0	0.0%
Canton	18,530	1.2%	0.7%	97.0%	\$62,471	128.3%	0	0.0%
Lynn	81,245	5.9%	6.7%	85.4%	\$35,830	73.6%	16	72.7%
Malden	53,884	3.9%	2.1%	90.2%	\$42,099	86.5%	1	11.1%
Medford	57,407	3.4%	1.4%	93.5%	\$45,532	93.5%	1	9.1%
Needham	27,557	0.5%	0.7%	97.2%	\$69,515	142.8%	0	0.0%
Randolph	30,093	7.0%	1.4%	87.5%	\$50,718	104.2%	0	0.0%
Saugus	25,549	0.5%	0.8%	98.0%	\$48,669	100.0%	0	0.0%
Waltham	57,878	2.3%	4.1%	90.8%	\$45,730	93.9%	4	30.8%
Wellesley	26,615	1.0%	1.1%	96.1%	\$90,030	184.9%	0	0.0%
Weston	10,200	0.4%	0.7%	95.3%	\$108,751	223.4%	0	0.0%
Westwood	12,557	0.3%	0.4%	98.2%	\$67,317	138.3%	0	0.0%
Weymouth	54,063	1.0%	0.9%	97.3%	\$48,331	99.3%	0	0.0%
Outer-Ring Total	558,764	2.6%	2.3%	92.9%	\$51,662	106.1%	23	19.7%
D. BOSTON METROPOLITAN STATISTICAL AREA (MSA)								
Boston MSA Total	2,870,650	6.1%	3.3%	87.8%	\$48,686	100.0%	228	N/A

Notes:

Data are from the 1990 U.S. Decennial Census, the most recent source of accurate information on population and income.
A Low/Moderate-Income census tract is one with an MFI no greater than 80% of the MFI of the Boston MSA (i.e., less than \$38,950).
The "Inner Ring" consists of all cities/towns that have a common boundary with Boston; the "Outer Ring" consists of all other cities/towns that have a common boundary with one or more of the Inner Ring cities/towns.
The City of Boston plus the cities/towns in the two "Rings" account for only 60% of the total population in the Boston MSA.



BOSTON PMSA

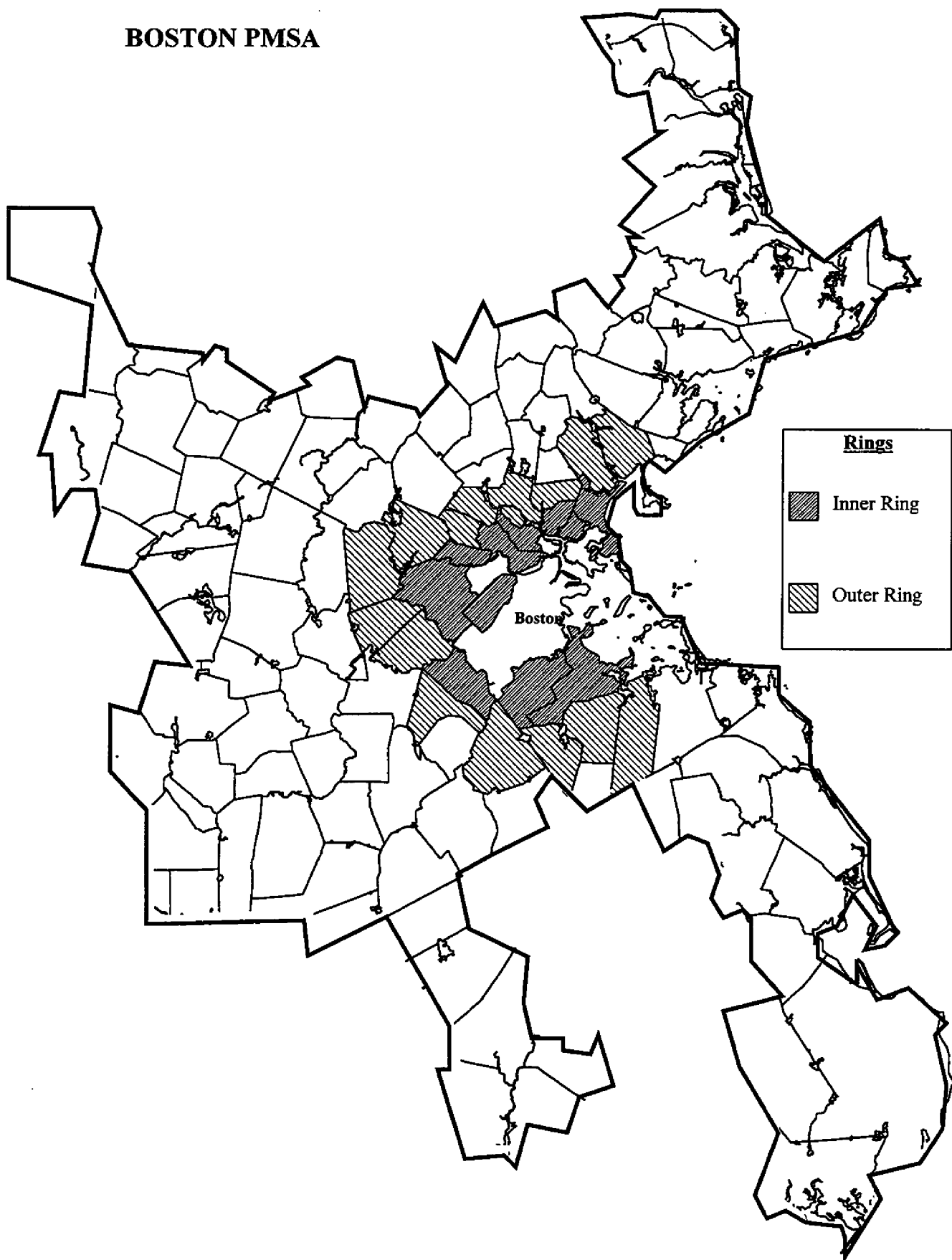


TABLE 2
BOSTON HOME-PURCHASE LOANS BY RACE, 1990 & 1993-97 *

	Number of Loans						Percent of All Loans					
	1990	1993	1994	1995	1996	1997	1990	1993	1994	1995	1996	1997
Asian	100	203	255	269	282	328	5.6%	5.7%	5.6%	6.0%	5.2%	5.7%
Black	287	712	955	880	897	836	16.2%	20.1%	20.8%	19.8%	16.5%	14.7%
Hispanic	91	202	303	303	392	334	5.1%	5.7%	6.6%	6.8%	7.2%	5.9%
White	1,266	2,344	2,964	2,866	3,725	4,086	71.5%	66.1%	64.5%	64.4%	68.5%	71.6%
Total #	1,770	3,548	4,592	4,450	5,436	5,706	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Columns for 1991 and 1992 are omitted from this table because of insufficient space.

Total includes loans to Native Americans (99 loans in 8 years, 15 in 1997) and "others" (576 loans in 8 years, 107 in 1997) but excludes loans for which race of borrower was not reported (1151 loans in 8 years, 266 in 1997).

CHART 2
SHARES OF BOSTON HOUSEHOLDS AND HOME-PURCHASE LOANS
BY RACE: 1990, 1996 & 1997

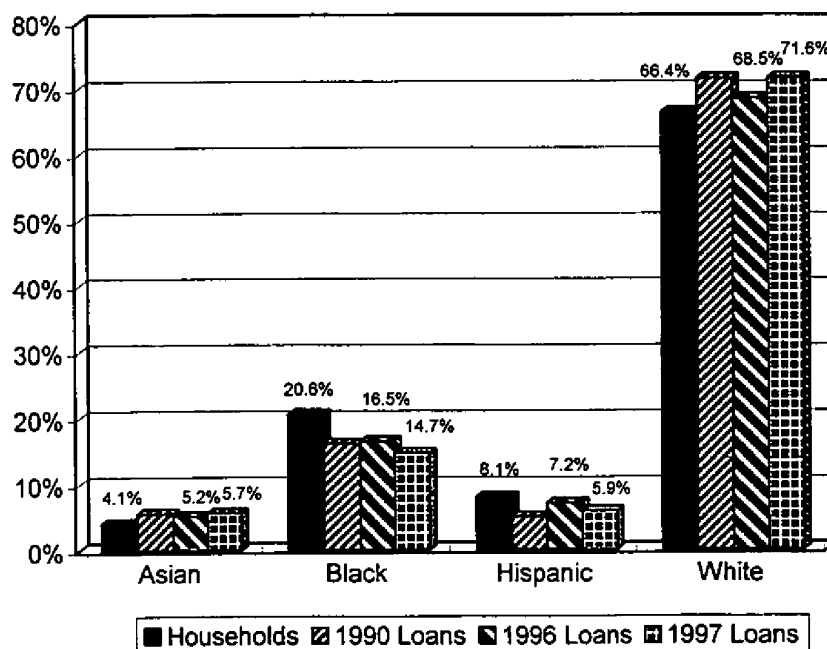


TABLE 3
BOSTON HOME-PURCHASE LOANS BY INCOME LEVEL
1990 & 1993-1997*

Income Level^	Number of Loans						As Percent of All Loans					
	1990	1993	1994	1995	1996	1997	1990	1993	1994	1995	1996	1997
Low#	51	425	512	530	589	587	2.8%	11.7%	11.2%	11.6%	10.8%	10.1%
Moderate	352	1,052	1,242	1,233	1,473	1,434	19.6%	28.9%	27.1%	27.0%	26.9%	24.6%
Middle	527	978	1,251	1,261	1,429	1,535	29.3%	26.8%	27.2%	27.6%	26.1%	26.4%
High	513	711	944	889	1,173	1,358	28.5%	19.5%	20.6%	19.4%	21.4%	23.2%
Highest	355	478	642	659	810	908	19.7%	13.1%	14.0%	14.4%	14.8%	15.6%
Hi+Hi'est	868	1,189	1,586	1,548	1,983	2,266	48.3%	32.6%	34.5%	33.9%	36.2%	38.8%
Total#	1,798	3,644	4,591	4,572	5,474	5,822	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Columns for 1991 and 1992 are omitted from this table because of insufficient space.

Low and Total include only applicants with reported incomes over \$10,000.

^ 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

CHART 3
LOANS TO LOW- AND MODERATE-INCOME BORROWERS
AS % OF ALL BOSTON HOME-PURCHASE LOANS, 1990-1997

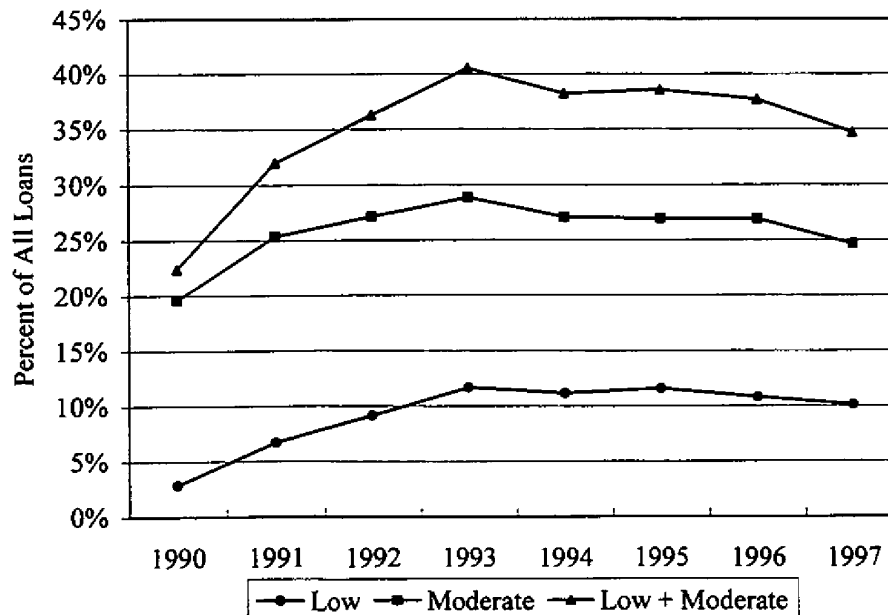


TABLE 4
HOME-PURCHASE LOAN DENIAL RATES BY RACE
BOSTON, MASSACHUSETTS, AND UNITED STATES# -- 1990 & 1993-97*

	Denial Rate						Ratio to White Denial Rate					
	1990	1993	1994	1995	1996	1997	1990	1993	1994	1995	1996	1997
A. BOSTON												
Asian	14.5%	11.6%	7.6%	8.2%	11.0%	9.4%	0.89	0.99	0.93	1.12	1.18	0.88
Black	32.7%	17.5%	16.9%	15.8%	18.3%	19.5%	2.00	1.49	2.06	2.16	1.97	1.82
Hispanic	25.3%	13.8%	14.0%	18.6%	15.2%	16.1%	1.55	1.18	1.71	2.55	1.63	1.50
White	16.4%	11.7%	8.2%	7.3%	9.3%	10.7%	1.00	1.00	1.00	1.00	1.00	1.00
B. MASSACHUSETTS												
Asian		8.8%	7.1%	7.3%	8.5%	8.0%		0.95	0.94	0.99	1.04	1.00
Black		18.5%	16.8%	16.3%	17.8%	17.6%		2.00	2.22	2.23	2.17	2.20
Hispanic		15.3%	12.7%	13.1%	15.3%	14.4%		1.66	1.68	1.79	1.87	1.80
White		9.2%	7.6%	7.3%	8.2%	8.0%		1.00	1.00	1.00	1.00	1.00
C. UNITED STATES #												
Asian	12.9%	14.6%	12.0%	12.5%	13.8%	12.7%	0.90	0.95	0.73	0.61	0.57	0.49
Black	33.9%	34.0%	33.4%	40.5%	48.8%	53.0%	2.35	2.22	2.04	1.97	2.02	2.05
Hispanic	21.4%	25.1%	24.6%	29.5%	34.4%	37.8%	1.49	1.64	1.50	1.43	1.43	1.47
White	14.4%	15.3%	16.4%	20.6%	24.1%	25.8%	1.00	1.00	1.00	1.00	1.00	1.00

Massachusetts denial rates for 1992-1997 calculated by author.

U.S. denial rates from Federal Reserve Bulletin: 11/91 p870; 11/92 p808; 2/94 p86; 2/95 p96; 9/95 pA70; 9/96 pA70; 9/97 pA68; & 9/98 pA66.

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

* Columns for 1991 and 1992 are omitted from this table because of insufficient space.

CHART 4
MINORITY/WHITE DENIAL RATIOS, BY RACE
BOSTON HOME-PURCHASE LOANS, 1990-1997

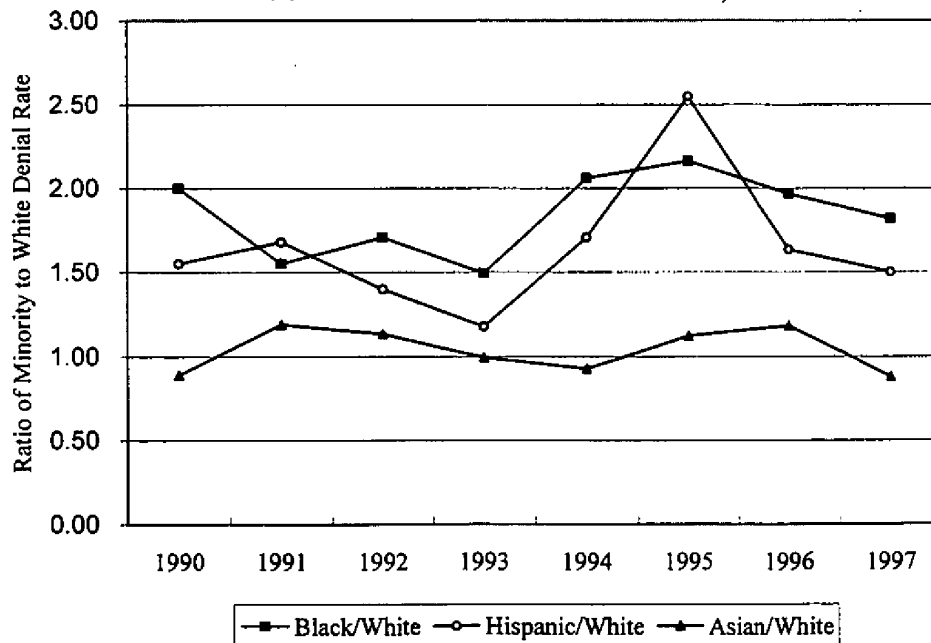


TABLE 5
APPLICATIONS AND DENIAL RATES, BY RACE & INCOME OF APPLICANT
BOSTON HOME-PURCHASE LOANS, 1997

Income (\$000)	Black		Hispanic		White		Total	
	Applics	D-Rate	Applics	D-Rate	Applics	D-Rate	Applics	D-Rate
11-20	40	35.0%	34	23.5%	54	27.8%	156	27.6%
21-30	231	22.1%	99	16.2%	301	15.9%	764	17.9%
31-40	290	18.3%	111	12.6%	604	13.4%	1,162	14.5%
41-50	254	16.9%	86	15.1%	682	11.7%	1,184	13.7%
51-60	187	19.8%	47	10.6%	618	10.5%	966	13.5%
61-70	92	17.4%	39	10.3%	470	8.1%	696	10.2%
71-80	64	15.6%	17	17.6%	414	8.2%	573	9.8%
over 80	113	20.4%	37	21.6%	1,952	8.4%	2,383	9.8%
Total*	1,271	19.4%	470	15.1%	5,095	10.3%	7,884	12.7%

Total* includes only applications with reported incomes over \$10,000.

CHART 5
DENIAL RATES BY RACE AND INCOME
BOSTON HOME-PURCHASE LOANS, 1997

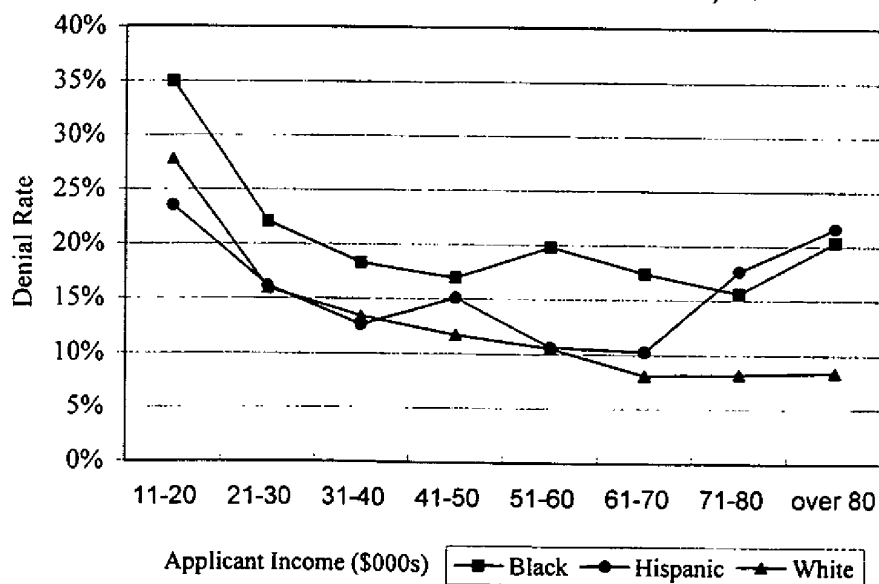


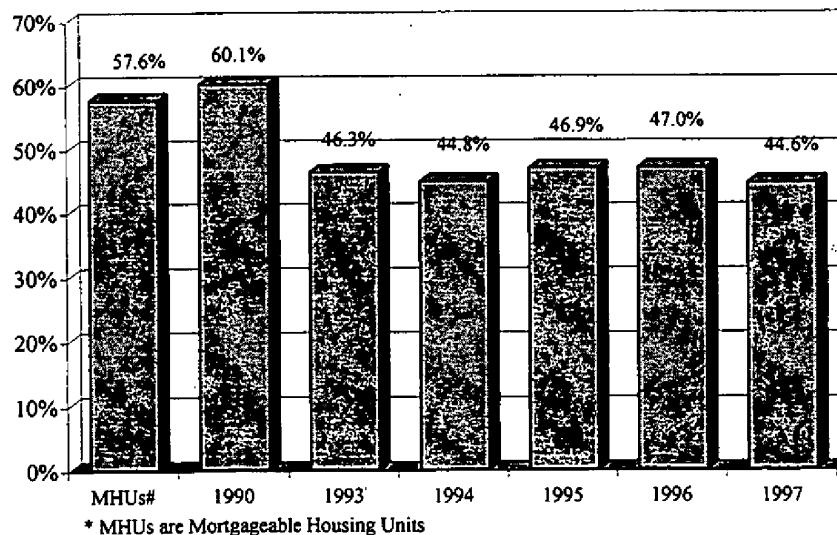
TABLE 6
LOAN DISTRIBUTION BY RACIAL COMPOSITION OF NEIGHBORHOOD
BOSTON LOW- AND MODERATE-INCOME CENSUS TRACTS, 1990 & 1993-1997*

Racial Composition of Census Tract	No. of Census Tracts	No. of MHUs#	% of all Boston MHUs#	% of all Boston Home-Purchase Loans					
				1990	1993	1994	1995	1996	1997
>75% Blk + Hisp	35	11,341	11.6%	11.7%	9.0%	8.3%	8.8%	9.0%	8.8%
50%-75% Blk+Hisp	14	3,939	4.0%	3.2%	5.2%	4.8%	5.5%	4.9%	5.3%
All Other	33	16,687	17.1%	17.0%	14.7%	15.7%	16.3%	16.0%	17.3%
>75% White	30	19,684	20.1%	19.4%	19.4%	18.6%	18.7%	19.1%	19.7%
Total: All Low/Mod CTs	112	51,651	52.8%	51.3%	48.3%	47.5%	49.3%	48.9%	51.5%
Compare: All Boston CTs	160	97,782	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Ratio: >75%B+H / >75%White		57.6%		60.1%	46.3%	44.8%	46.9%	47.0%	44.6%

* Columns for 1991 and 1992 are omitted from this table because of insufficient space.

"MHUs" are "mortgageable housing units," an estimate of the properties eligible for mortgage loans.

CHART 6
HOME-PURCHASE LOANS IN LOW/MOD CENSUS TRACTS
WITH OVER 75% BLACK+HISPANIC RESIDENTS AS A
PERCENT OF THOSE IN LOW/MOD TRACTS WITH MORE
THAN 75% WHITE RESIDENTS



BOSTON'S HIGHLY MINORITY AND HIGHLY WHITE LOW- AND MODERATE-INCOME CENSUS TRACTS

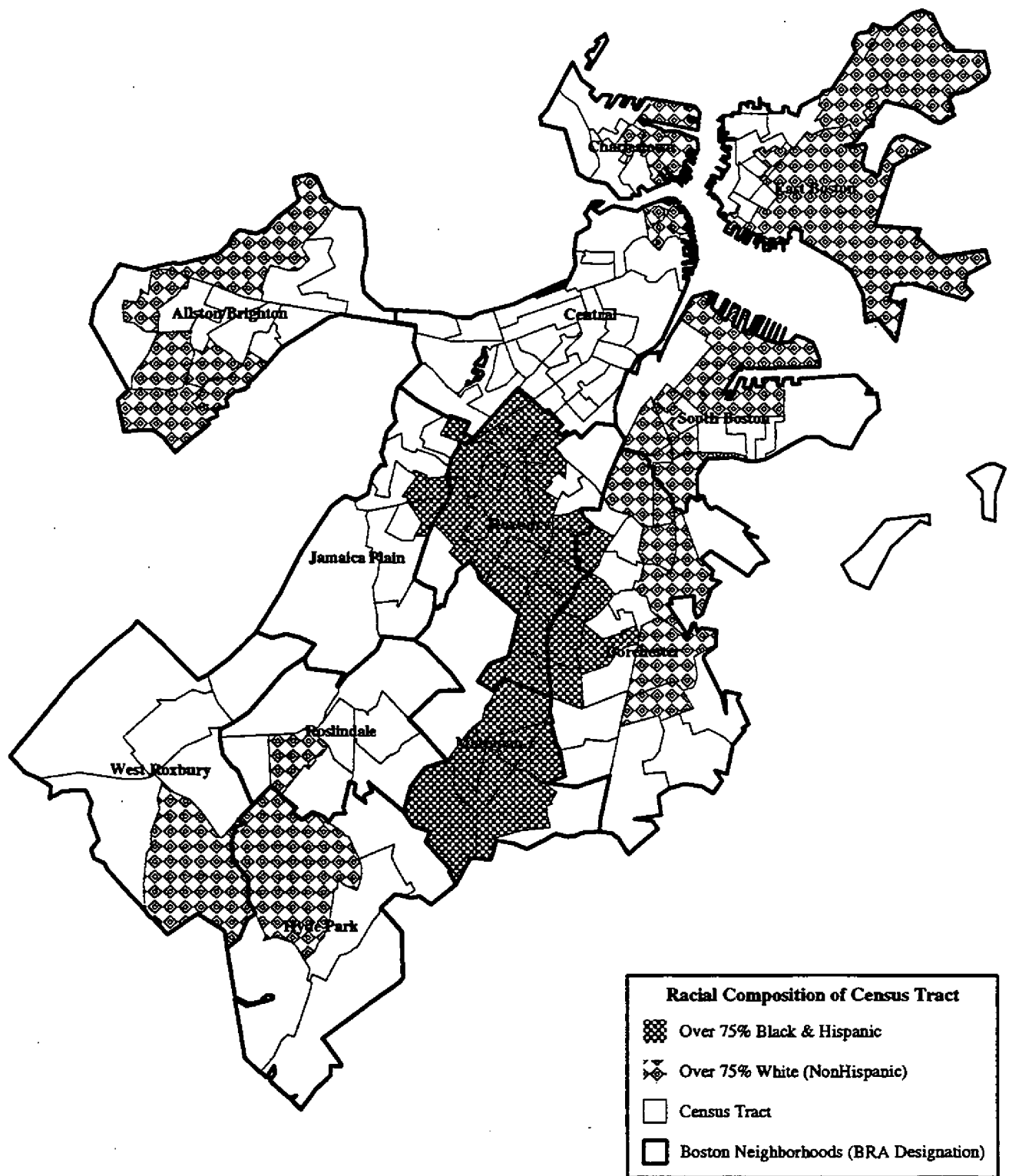


TABLE 7
BOSTON HOME-PURCHASE LOANS BY MAJOR TYPES OF LENDERS, 1990-1997

	1990	1991	1992	1993	1994	1995	1996	1997
A. BIG BOSTON BANKS								
Number of Loans	541	609	911	1,532	1,849	2,020	1,954	1,496
% of All Loans	28.9%	31.0%	38.6%	41.2%	39.4%	43.6%	34.8%	25.1%
B. ALL OTHER BANKS AND CREDIT UNIONS								
Number of Loans	919	819	871	854	1,158	869	1,230	1,238
% of All Loans	49.1%	41.7%	36.9%	22.9%	24.7%	18.7%	21.9%	20.7%
C. MORTGAGE COMPANIES								
Number of Loans	410	535	580	1,336	1,690	1,748	2,439	3,238
% of All Loans	21.9%	27.3%	24.6%	35.9%	36.0%	37.7%	43.4%	54.2%
D. TOTAL								
Number of Loans	1,870	1,963	2,362	3,722	4,697	4,637	5,623	5,972
% of All Loans	100%	100%	100%	100%	100%	100%	100%	100%

"Big Boston Banks": BankBoston, BayBanks (through 1996), Boston Safe Deposit, Citizens, Fleet, & Shawmut (through 1996) -- plus their affiliated mortgage companies.

"All Other Massachusetts Banks and Credit Unions" include their affiliated mortgage companies.

"Mortgage Companies": all lenders not affiliated with Mass. banks or credit unions, including out-of-state banks.

CHART 7
BOSTON HOME-PURCHASE LOAN SHARES FOR
MAJOR TYPES OF LENDERS, 1990-1997

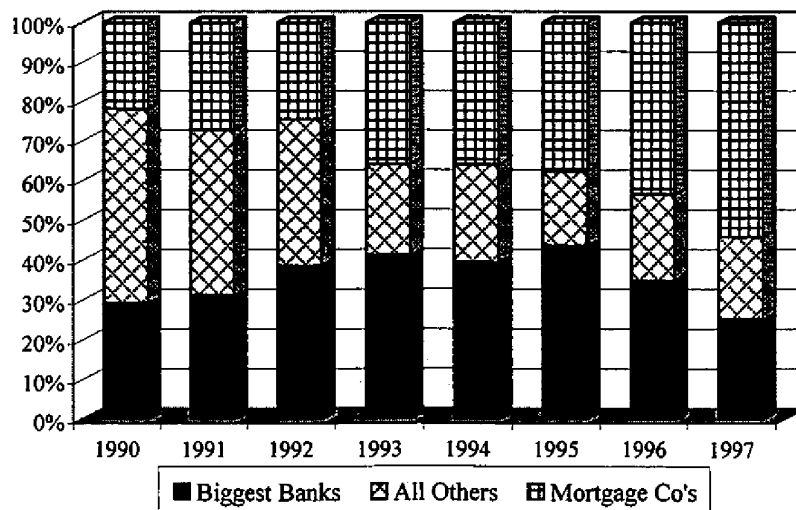


TABLE 8
THE BIGGEST MORTGAGE LENDERS IN BOSTON, 1997
(ALL LENDERS WITH 50 OR MORE HOME-PURCHASE LOANS IN 1997)

LENDER	1990 Loans	1991 Loans	1992 Loans	1993 Loans	1994 Loans	1995 Loans	1996 Loans	1997 Loans
A. THE 13 BIGGEST MORTGAGE COMPANY LENDERS								
North American Mortgage Co					39	98	177	316
Norwest Mortgage Co	6	17	50	4	1	157	250	255
Chase Manhattan	11	37	26	37	170	115	176	237
Bank of America						116	186	189
Washington Mutual								148
Countrywide Funding Corp		4	9	77	128	108	101	144
Resource Bankshares Mortgage Co						10	39	127
CFX								99
GMAC Mortgage Co	1	7	6	7	5	18	70	68
Accubank Mortgage Corp					25	47	98	67
Crestar Mortgage Co						2	27	51
Ohio Savings Bank FSB							31	51
PHH US Mortgage Co	29	19	2	19	21	10	10	50
Subtotal: These 13 Mortgage Co. Lenders	47	84	93	144	389	681	1,165	1,802
Total: All Mortgage Co. Lenders	410	535	580	1,301	1,690	1,748	2,439	3,238
B. THE 13 BIGGEST BANK LENDERS								
Fleet*	7		96	261	497	462	687	513
BankBoston#	146	86	207	312	281	237	366	477
Citizens (Boston Five thru '92)	40	98	97	181	157	210	513	374
Boston Federal Savings Bank	18	15	29	32	102	71	202	216
Peoples Heritage SB							47	169
Boston Safe Deposit (inc. Mellon since '94)	10	11	57	117	108	96	107	132
PNC				35	23	34	49	89
Hyde Park Savings Bank	13	12	8	10	8	20	64	88
Cambridgeport Bank	85	95	107	50	36	20	27	75
Mt. Washington Co-op Bank	15	21	22	23	13	30	34	67
Cambridge Savings Bank	4	10	14	11	36	17	42	66
Boston Private Bank & Trust	1	3	4	14	29	18	52	60
Massachusetts Co-op Bank	9		1	11	15	13	22	60
Subtotal: These 13 Bank Lenders	348	351	642	1,057	1,305	1,228	2,212	2,386
Total: All Bank & CU Lenders	1,460	1,428	1,782	2,421	3,007	2,889	3,184	2,734
Total Boston Home-Purchase Loans								
	1,870	1,963	2,362	3,722	4,697	4,637	5,623	5,972

"Mortgage Companies": all lenders not affiliated with Mass. banks or credit unions, including out-of-state banks.

"Bank Lenders": Massachusetts banks, their affiliated mortgage companies, and Massachusetts credit unions.

* Fleet and Shawmut combined made 440 loans in 1992, 718 in 1993, 989 in 1994, 1014 in 1995, and 728 in 1996.

BankBoston and BayBanks combined made 317 loans in 1992, 516 in 1993, 595 in 1994, 700 in 1995, and 606 in 1996.

TABLE 9
SHARES OF LOANS BY EACH MAJOR TYPE OF LENDER THAT WENT TO
TRADITIONALLY UNDERSERVED BORROWERS AND NEIGHBORHOODS
(BOSTON HOME-PURCHASE LOANS, 1996 & 1997)

	Total Loans		Loans to Black Borrowers		Loans to Hispanic Borrowers		Loans to Low-Income Borrowers		Loans to Moderate-Income Borrowers		Loans in CenTracts >75% Blk+Hisp	
	1996	1997	1996	1997	1996	1997	1996	1997	1996	1997	1996	1997
A. 4 BIG BOSTON BANKS												
Number of Loans	1,954	1,496	572	440	240	181	397	327	720	524	275	238
% of Loans	100%	100%	29.3%	29.4%	12.3%	12.1%	20.3%	21.9%	36.8%	35.0%	14.1%	15.9%
B. ALL OTHER BANKS AND CREDIT UNIONS												
Number of Loans	1,230	1,238	79	90	63	49	74	103	261	256	42	54
% of Loans	100%	100%	6.4%	7.3%	5.1%	4.0%	6.0%	8.3%	21.2%	20.7%	3.4%	4.4%
C. MORTGAGE COMPANIES												
Number of Loans	2,439	3,238	246	306	89	104	118	157	492	654	187	233
% of Loans	100%	100%	10.1%	9.5%	3.6%	3.2%	4.8%	4.8%	20.2%	20.2%	7.7%	7.2%
D. TOTAL												
Number of Loans	5,623	5,972	897	836	392	334	589	587	1,473	1,434	504	525
% of Loans	100%	100%	16.0%	14.0%	7.0%	5.6%	10.5%	9.8%	26.2%	24.0%	9.0%	8.8%

Notes

"4 Big Boston Banks": Bank of Boston, Boston Safe Deposit, Citizens, and Fleet -- + affiliated mort co's.

"All Other Massachusetts Banks and Credit Unions" include their affiliated mortgage companies.

"Mortgage Companies": all lenders not affiliated with Mass. banks or credit unions, including out-of-state banks.

"Low-Income" is below 50% of Boston MSA median (\$28K or less in 1996; \$29K or less in 1997).

"Moderate-income" is between 50% and 80% of MSA median (\$29K - \$45K in 1996; \$30K - \$47K in 1997).

"CenTracts >75% Blk+Hisp": The 35 low- or mod-income Boston CTs in which over 75% of the pop'n was black or Hispanic.

CHART 9
SHARES OF LOANS BY EACH TYPE OF LENDER THAT
WENT TO TRADITIONALLY UNDERSERVED BORROWERS
AND NEIGHBORHOODS IN 1997

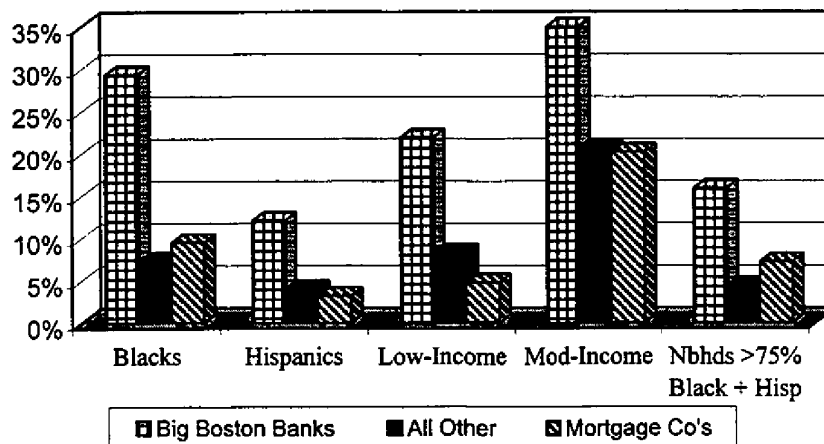


TABLE 10
SHARES OF LOANS TO TRADITIONALLY UNDERSERVED BORROWERS AND
NEIGHBORHOODS THAT WERE MADE BY EACH MAJOR TYPE OF LENDER
(BOSTON HOME-PURCHASE LOANS, 1996 & 1997)

	Total Loans		Loans to Black Borrowers		Loans to Hispanic Borrowers		Loans to Low-Income Borrowers		Loans to Moderate-Income Borrowers		Loans in CenTracts >75% Blk+Hisp	
	1996	1997	1996	1997	1996	1997	1996	1997	1996	1997	1996	1997
A. 4 BIG BOSTON BANKS												
Number of Loans	1,954	1,496	572	440	240	181	397	327	720	524	275	238
% of Loans	34.8%	25.1%	63.8%	52.6%	61.2%	54.2%	67.4%	55.7%	48.9%	36.5%	54.6%	45.3%
B. ALL OTHER BANKS AND CREDIT UNIONS												
Number of Loans	1,230	1,238	79	90	63	49	74	103	261	256	42	54
% of Loans	21.9%	20.7%	8.8%	10.8%	16.1%	14.7%	12.6%	17.5%	17.7%	17.9%	8.3%	10.3%
C. MORTGAGE COMPANIES												
Number of Loans	2,439	3,238	246	306	89	104	118	157	492	654	187	233
% of Loans	43.4%	54.2%	27.4%	36.6%	22.7%	31.1%	20.0%	26.7%	33.4%	45.6%	37.1%	44.4%
D. TOTAL												
Number of Loans	5,623	5,972	897	836	392	334	589	587	1,473	1,434	504	525
% of Loans	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Notes

"4 Big Boston Banks": Bank of Boston, Boston Safe Deposit, Citizens, and Fleet -- + affiliated mort co's.
 "All Other Massachusetts Banks and Credit Unions" include their affiliated mortgage companies.
 "Mortgage Companies": all lenders not affiliated with Mass. banks or credit unions, including out-of-state banks.
 "Low-Income" is below 50% of Boston MSA median (\$28K or less in 1996; \$29K or less in 1997).
 "Moderate-income" is between 50% and 80% of MSA median (\$29K - \$45K in 1996; \$30K - \$47K in 1997).
 "CenTracts >75% Blk+Hisp": The 35 low- or mod-income Boston CTs in which over 75% of the pop'n was black or Hispanic.

CHART 10
SHARES OF LOANS TO TRADITIONALLY UNDERSERVED BORROWERS &
NEIGHBORHOODS THAT WERE MADE
BY EACH TYPE OF LENDER IN 1997

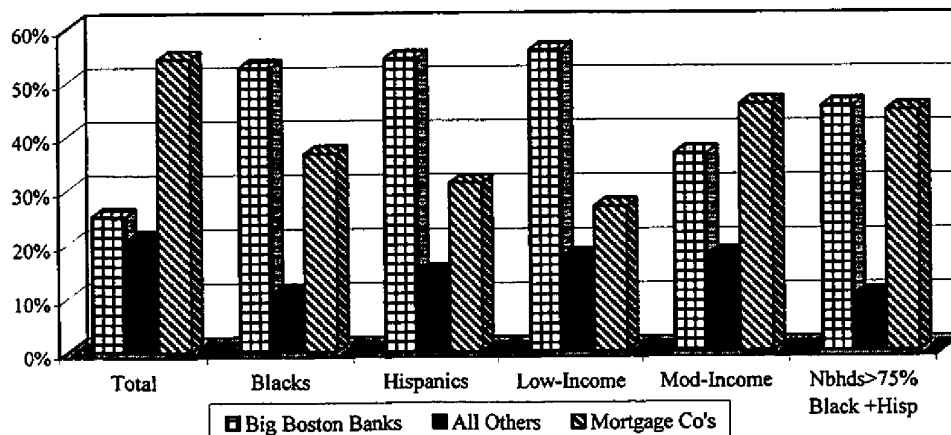


TABLE 11: KEY FEATURES OF TARGETED MORTGAGE PROGRAMS IN BOSTON

TARGETED MORTGAGE PROGRAM & Participating Banks	First Loan	Income Limit	Down Payment	Interest Rate	Mortgage Insurance	Monthly Payment on \$120,000 1-Fam House at 12/8/97 Interest Rate	Maximum Ratios for Housing & Debt as % of Income	Other Features
SOFT SECOND MAHA/MHP	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	PMI not required; Loan-Loss Reserve equal to 10% of second mortgage (not to exceed \$2500) provided by city and state subsidies	No subsidy: \$719 in years 1-10; \$766 in years 11+	33%/38%	no points; reduced fees & closing costs
BankBoston	1991							
BayBank (thru '97)	1991							
Boston Co.	1992							
Boston Private B&T	1996							
Citizens	1995							
Fleet	1992							
Hyde Park Co-op	1995							
Hyde Park SB	1997							
Shawmut (thru '96)	1991							
USTrust	1994							
ACORN	1994	115% of HUD's Boston area median family income; varies by family size	5% down; (1% or \$1,000 must be from buyer's own funds)	1% to 1.25% below 0-point market rate	Fleet: no PMI Citizens and BankBoston: PMI application required but loan may be made even if PMI denied	Without PMI: \$740 With PMI: \$811	33%/41%	no points reduced fees
BankBoston	1994							
Citizens	1994							
Fleet	1996							
Shawmut (thru '95)	1994							
NACA (UNAC)	1993	115% of HUD's Boston area median family income; varies by family size; limit not enforced	Fleet: None	Fleet: 0-point market rate	PMI not required; instead, payment of \$50/month to Neighborhood Stabilization Fund for 5 years	First 5 Years: \$899 (includes \$50 to Neighborhood Stabilization Fund) After 5 Years: \$849	40%/40%	Fleet: no points, fees, or closing costs
Boston Co. (thru '96)	1993							
Fleet	1994							
Shawmut (thru '95)	1993							
MHFA	1979	\$50,000 for family of 1 or 2 and \$57,000 for family of 3+ (lower limits in some special cases)	5% down (2.5% must be buyer's own funds; 2.5% can be gift or grant)	0.25% - 0.5% below market. On 12/8/97: 6.85% (2 points) 7.14% (0 points)	PMI required; MHFA offers its own mortgage insurance program at more than one-third discount from standard rate	\$795 (includes \$48 mortgage insurance; 2-point rate)	30%/36%	conventional fees and closing costs; down payment & closing cost assistance available
Many participating banks								

TABLE 12
TOTAL LOANS BY TARGETED MORTGAGE PROGRAMS
BOSTON HOME-PURCHASE LOANS, 1990-97

	1990	1991	1992	1993	1994	1995	1996	1997	8-Year Total
Soft Second		30	83	168	207	273	396	308	1,465
NACA (UNAC)				27	145	286	124	99	681
ACORN					22	131	171	235	559
Sub-Total		30	83	195	374	690	691	642	2,705
MHFA	215	259	180	82	99	107	193	122	1,257
Total	215	289	263	277	473	797	884	764	3,962
All Boston Loans# – for comparison:									
By Biggest Banks*	541	609	911	1,532	1,849	2,020	1,954	1,496	10,912
By All Lenders	1,870	1,963	2,362	3,722	4,697	4,637	5,623	5,972	30,846
Soft Second + NACA + ACORN Loans as Percent of All Boston Loans#@:									
By Biggest Banks* @		4.9%	9.1%	12.7%	20.2%	34.2%	35.4%	40.2%	24.4%
By All Lenders		1.5%	3.5%	5.2%	8.0%	14.9%	12.3%	10.8%	8.8%

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

* The "biggest banks" are Bank of Boston, BayBank (thru 1996), Boston Co., Citizens, Fleet, & Shawmut (thru 1996).

@ Percentages for biggest banks in 1997 and 8-yr. total reflect fact that 40 SSP loans in 1997 were made by other banks.

CHART 12
TARGETED MORTGAGE PROGRAM LOANS
BY PROGRAM AND YEAR, 1990-97

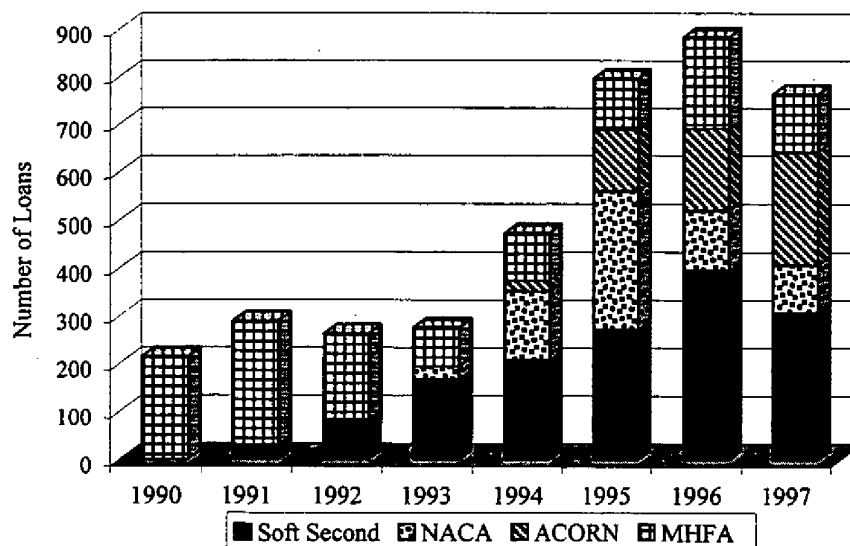


TABLE 13
LOANS TO TARGETED BORROWERS AND TARGET AREA, BY PROGRAM
BOSTON HOME-PURCHASE LOANS, 1993-97

	1993		1994		1995		1996		1997		Total, 1993-97	
	#	%	#	%	#	%	#	%	#	%	#	%
A. LOANS TO MINORITY BORROWERS												
Soft Second	125	76.7%	147	71.7%	196	73.7%	228	68.3%	184	76.0%	880	72.5%
NACA (UNAC)	22	88.0%	110	76.4%	250	87.4%	102	82.3%	86	86.9%	570	84.1%
ACORN			18	81.8%	116	89.2%	131	78.0%	162	77.9%	427	80.9%
Sub-Total	147	75.4%	275	79.3%	562	81.4%	461	73.3%	432	79.2%	1,877	77.7%
MHFA	45	54.9%	47	47.5%	51	47.7%	83	43.0%	66	54.1%	292	48.4%
Total Targ. Programs	192	69.3%	322	72.2%	613	76.9%	544	66.2%	498	74.2%	2,169	71.7%
All Boston Loans, for Comparison:												
Biggest Banks	723	50.2%	953	54.9%	984	52.9%	960	49.1%	729	48.7%	4,349	51.3%
All Lenders	1,145	32.8%	1,523	33.9%	1,465	33.8%	1,711	30.4%	1,620	27.1%	7,464	31.2%
B. LOANS TO LOW- AND MODERATE-INCOME BORROWERS												
Soft Second	167	99.4%	203	98.1%	270	98.9%	394	99.5%	306	99.4%	1,340	99.2%
NACA (UNAC)	21	77.8%	79	66.9%	199	69.6%	63	50.8%	61	61.6%	423	64.8%
ACORN			18	81.8%	37	84.1%	148	86.5%	195	84.1%	398	84.9%
Sub-Total	188	96.4%	300	86.5%	506	83.9%	605	87.6%	562	87.9%	2,161	87.4%
MHFA	58	70.7%	61	61.6%	71	66.4%	149	77.2%	108	88.5%	447	74.1%
Total Targ. Programs	246	88.8%	361	80.9%	577	81.3%	754	85.3%	670	88.0%	2,608	84.8%
All Boston Loans, for Comparison:												
Biggest Banks	832	55.0%	1,005	54.3%	1,082	53.6%	1,117	57.2%	851	56.9%	4,887	55.3%
All Lenders	1,477	40.5%	1,754	36.1%	1,763	38.6%	2,062	36.7%	2,021	34.7%	9,077	37.0%
C. LOANS IN NINE-ZIP-CODE TARGET AREA*												
Soft Second	98	58.3%	120	58.0%	165	60.4%	199	50.3%	188	61.0%	770	56.9%
NACA (UNAC)	12	44.4%	78	53.8%	192	67.1%	88	71.0%	88	88.9%	458	67.3%
ACORN			15	68.2%	79	60.3%	102	59.6%	155	66.0%	351	62.8%
Sub-Total	110	56.4%	213	57.0%	436	63.2%	389	56.3%	431	67.1%	1,579	63.8%
MHFA	50	61.0%	40	40.4%	52	48.6%	81	42.0%	51	41.8%	274	45.4%
Total Targ. Programs	160	57.8%	253	57.5%	488	67.9%	470	50.3%	482	63.1%	1,853	60.2%

Sources: Tables 4 through 7; HMDA data. For more information on sources and additional explanations, see "Notes on Data and Tables"
The nine ZIP codes in the "target area" are 02118-02122, 02124-02126 & 02130.

* 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, 1997

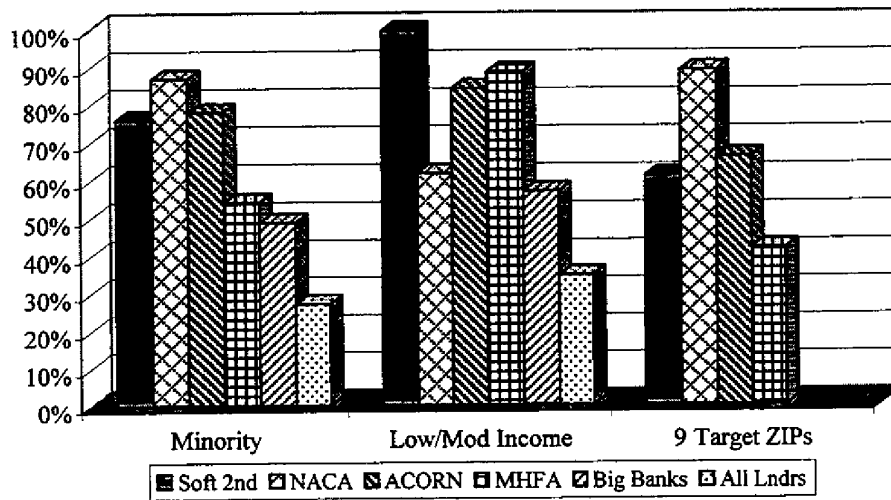


TABLE 14
DETAILED INFORMATION ON SOFT SECOND PROGRAM LOANS IN BOSTON
ALL BANKS COMBINED, 1993-1997

	1993		1994		1995		1996		1997		Total 1993-97	
	#	%	#	%	#	%	#	%	#	%	#	%
TOTAL LOANS	168		207		273		396		308		1352	
BY RACE												
Asian							12	3.6%	12	5.0%		
Black							119	35.6%	104	43.0%		
Hispanic							71	21.3%	58	24.0%		
Other							26	7.8%	10	4.1%		
Total Minority	125	76.7%	147	71.7%	196	73.7%	228	68.3%	184	76.0%	880	72.5%
White	38	23.3%	58	28.3%	70	26.3%	109	32.6%	58	24.0%	333	27.5%
No Information	5		2		7		59		66		139	
BY INCOME												
below 20	10	6.0%	25	12.1%	50	18.5%	62	15.7%	21	6.8%	168	12.5%
20-25	45	26.8%	54	26.1%	63	23.3%	98	24.7%	74	24.0%	334	24.8%
25-30	52	31.0%	58	28.0%	81	30.0%	88	22.2%	110	35.7%	389	28.8%
30-35	47	28.0%	50	24.2%	56	20.7%	84	21.2%	52	16.9%	289	21.4%
35-40	13	7.7%	16	7.7%	18	6.7%	54	13.6%	32	10.4%	133	9.9%
above 40	1	0.6%	4	1.9%	2	0.7%	9	2.3%	19	6.2%	35	2.6%
low*	55	32.7%	79	38.2%	137	50.7%	221	55.8%	198	64.3%	690	51.1%
moderate*	112	66.7%	124	59.9%	133	49.3%	173	43.7%	108	35.1%	650	48.2%
low/moderate*	167	99.4%	203	98.1%	270	100.0%	394	99.5%	306	99.4%	1340	99.3%
No Information					3						3	
BY ZIP CODE												
BackBay -- 02115	0	0.0%	0	0.0%	1	0.4%	4	1.0%	1	0.3%	6	0.5%
Fenway -- 02116	1	0.7%	0	0.0%	0	0.0%	1	0.3%	1	0.3%	3	0.2%
South End -- 02118	2	1.4%	0	0.0%	1	0.4%	7	1.8%	0	0.0%	10	0.8%
Roxbury -- 02119	13	8.8%	23	13.2%	25	9.3%	21	5.4%	20	6.5%	102	7.9%
Roxbury Crossing -- 02120	1	0.7%	2	1.1%	1	0.4%	0	0.0%	3	1.0%	7	0.5%
Grove Hall -- 02121	1	0.7%	11	6.3%	8	3.0%	18	4.6%	10	3.2%	48	3.7%
Fields Corner -- 02122	13	8.8%	7	4.0%	12	4.5%	22	5.6%	20	6.5%	74	5.7%
Codman Square -- 02124	28	19.0%	37	21.3%	58	21.6%	45	11.5%	52	16.9%	220	17.1%
Uphams Corner -- 02125	12	8.2%	18	10.3%	24	9.0%	37	9.5%	29	9.4%	120	9.3%
Mattapan -- 02126	13	8.8%	12	6.9%	21	7.8%	21	5.4%	26	8.4%	93	7.2%
South Boston -- 02127	8	5.4%	6	3.4%	12	4.5%	16	4.1%	12	3.9%	54	4.2%
East Boston -- 02128	3	2.0%	0	0.0%	9	3.4%	35	9.0%	29	9.4%	76	5.9%
Charlestown -- 02129	1	0.7%	1	0.6%	0	0.0%	1	0.3%	0	0.0%	3	0.2%
Jamaica Plain -- 02130	15	10.2%	10	5.7%	15	5.6%	28	7.2%	28	9.1%	96	7.5%
Roslindale -- 02131	14	9.5%	16	9.2%	35	13.1%	47	12.1%	28	9.1%	140	10.9%
West Roxbury -- 02132	2	1.4%	3	1.7%	6	2.2%	16	4.1%	7	2.3%	34	2.6%
Allston -- 02134	0	0.0%	1	0.6%	2	0.7%	0	0.0%	1	0.3%	4	0.3%
Brighton -- 02135	1	0.7%	3	1.7%	6	2.2%	4	1.0%	4	1.3%	18	1.4%
Hyde Park -- 02136	19	12.9%	24	13.8%	29	10.8%	46	11.8%	36	11.7%	154	12.0%
Other Boston ZIPs	0	0.0%	0	0.0%	3	1.1%	21	5.4%	1	0.3%	25	1.9%
No Information	21		33		5		6				65	
5 Majority B+H ZIPs**	56	33.3%	85	41.1%	113	41.4%	105	26.5%	111	36.0%	470	36.5%
9 CIC Target ZIPs**	98	58.3%	120	58.0%	165	60.4%	199	50.3%	188	61.0%	770	59.8%

* "Low" income is < \$25,001 for 1990-94; < \$26,151 for 1995; < \$28,251 for 1996; & < \$29,800 for 1997.

"Moderate" income is \$25,001-\$40,000 for 1990-94; \$26,151-\$41,480 for 1995; \$28,251-\$45,200 for 1996; & \$29,801-\$47,680 for 1997.

** 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.

TABLE 15
DETAILED INFORMATION ON NACA (UNAC) MORTGAGE PROGRAM LOANS IN BOSTON
ALL BANKS COMBINED, 1993-1997

	1993		1994		1995		1996		1997		Total 1993-97	
	#	%	#	%	#	%	#	%	#	%	#	%
TOTAL LOANS	27		145		286		124		99		681	
BY RACE												
Asian	1	4.0%	0	0.0%	3	1.0%	3	2.4%	2	2.0%	9	1.3%
Black	12	48.0%	79	54.9%	199	69.6%	80	64.5%	68	68.7%	438	64.6%
Hispanic	8	32.0%	27	18.8%	47	16.4%	19	15.3%	10	10.1%	111	16.4%
Other	1	4.0%	4	2.8%	1	0.3%	2	1.6%	6	6.1%	14	2.1%
Total Minority	22	88.0%	110	76.4%	250	87.4%	104	83.9%	86	86.9%	572	84.4%
White	3	12.0%	34	23.6%	36	12.6%	20	16.1%	13	13.1%	106	15.6%
No Information	2		1								3	
BY INCOME												
below 20	4	14.8%	10	8.5%	33	11.5%	5	4.1%	0	0.0%	52	8.0%
20-25	3	11.1%	13	11.0%	34	11.9%	3	2.4%	4	4.0%	57	8.7%
25-30	4	14.8%	23	19.5%	42	14.7%	7	5.7%	10	10.1%	86	13.2%
30-35	7	25.9%	12	10.2%	48	16.8%	20	16.3%	10	10.1%	97	14.9%
35-40	3	11.1%	21	17.8%	31	10.8%	19	15.4%	14	14.1%	88	13.5%
above 40	6	22.2%	39	33.1%	97	33.9%	69	56.1%	61	61.6%	272	41.7%
low*	7	25.9%	23	19.5%	78	27.3%	11	8.9%	13	13.1%	132	20.2%
moderate*	14	51.9%	56	47.5%	121	42.3%	52	42.3%	48	48.5%	291	44.6%
low/moderate*	21	77.8%	79	66.9%	199	69.6%	63	51.2%	61	61.6%	423	64.8%
No Information			27				1				28	
BY ZIP CODE												
BackBay -- 02115	0	0.0%	2	1.4%	2	0.7%	0	0.0%	0	0.0%	4	0.6%
Fenway -- 02116	0	0.0%	3	2.1%	3	1.0%	0	0.0%	2	2.0%	8	1.2%
South End -- 02118	1	3.7%	2	1.4%	2	0.7%	2	1.6%	1	1.0%	8	1.2%
Roxbury -- 02119	1	3.7%	5	3.4%	17	5.9%	4	3.2%	4	4.0%	31	4.6%
Roxbury Crossing -- 02120	0	0.0%	2	1.4%	3	1.0%	2	1.6%	1	1.0%	8	1.2%
Grove Hall -- 02121	0	0.0%	4	2.8%	6	2.1%	6	4.8%	5	5.1%	21	3.1%
Fields Corner -- 02122	1	3.7%	7	4.8%	7	2.4%	7	5.6%	3	3.0%	25	3.7%
Codman Square -- 02124	3	11.1%	22	15.2%	85	29.7%	41	33.1%	28	28.3%	179	26.3%
Uphams Corner -- 02125	0	0.0%	10	6.9%	22	7.7%	5	4.0%	8	8.1%	45	6.6%
Mattapan -- 02126	2	7.4%	12	8.3%	29	10.1%	11	8.9%	13	13.1%	67	9.8%
South Boston -- 02127	0	0.0%	4	2.8%	8	2.8%	3	2.4%	6	6.1%	21	3.1%
East Boston -- 02128	1	3.7%	6	4.1%	3	1.0%	2	1.6%	1	1.0%	13	1.9%
Charlestown -- 02129	0	0.0%	0	0.0%	1	0.3%	1	0.8%	0	0.0%	2	0.3%
Jamaica Plain -- 02130	4	14.8%	14	9.7%	21	7.3%	11	8.9%	4	4.0%	54	7.9%
Roslindale -- 02131	7	25.9%	19	13.1%	31	10.8%	9	7.3%	12	12.1%	78	11.5%
West Roxbury -- 02132	0	0.0%	5	3.4%	5	1.7%	2	1.6%	0	0.0%	12	1.8%
Allston -- 02134	0	0.0%	1	0.7%	1	0.3%	0	0.0%	0	0.0%	2	0.3%
Brighton -- 02135	1	3.7%	8	5.5%	2	0.7%	2	1.6%	2	2.0%	15	2.2%
Hyde Park -- 02136	6	22.2%	19	13.1%	38	13.3%	15	12.1%	9	9.1%	87	12.8%
Other Boston ZIPs	0	0.0%	0	0.0%	0	0.0%	1	0.8%	0	0.0%	1	0.1%
No Information												
5 Majority B+H ZIPs**	6	22.2%	45	31.0%	140	49.0%	64	51.6%	64	64.6%	319	46.8%
9 CIC Target ZIPs**	12	44.4%	78	53.8%	192	67.1%	88	71.0%	88	88.9%	458	67.3%

* "Low" income is < \$25,001 for 1990-94; < \$26,151 for 1995; < 28,251 for 1996; & < 29,800 for 1997.

"Moderate" income is \$25,001-\$40,000 for 1990-94; \$26,151-\$41,480 for 1995; \$28,251-\$45,200 for 1996; & \$29,801-\$47,680 for 1997.

** 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.

TABLE 16
DETAILED INFORMATION ON ACORN HOUSING PROGRAM LOANS IN BOSTON
ALL BANKS COMBINED, 1993-1997

	1993		1994		1995		1996		1997		Total 1993-97	
	#	%	#	%	#	%	#	%	#	%	#	%
TOTAL LOANS	0		22		131		171		235		559	
BY RACE												
Asian			1	4.5%	2	1.5%	3	1.8%	6	2.9%	12	2.3%
Black			13	59.1%	90	69.2%	94	56.0%	112	53.8%	309	58.5%
Hispanic			3	13.6%	23	17.7%	33	19.6%	41	19.7%	100	18.9%
Other			1	4.5%	1	0.8%	1	0.6%	3	1.4%	6	1.1%
Total Minority			18	81.8%	116	89.2%	131	78.0%	162	77.9%	427	80.9%
White			4	18.2%	14	10.8%	37	22.0%	46	22.1%	101	19.1%
No Information					1		3		27		31	
BY INCOME												
below 20			2	9.1%	4	9.1%	14	8.2%	14	6.0%	34	7.2%
20-25			4	18.2%	12	27.3%	29	17.0%	27	11.6%	72	15.4%
25-30			2	9.1%	9	20.5%	31	18.1%	40	17.2%	82	17.5%
30-35			7	31.8%	8	18.2%	33	19.3%	51	22.0%	99	21.1%
35-40			3	13.6%	3	6.8%	20	11.7%	32	13.8%	58	12.4%
above 40			4	18.2%	8	18.2%	44	25.7%	68	29.3%	124	26.4%
low*			6	27.3%	18	40.9%	60	35.1%	79	34.1%	163	34.8%
moderate*			12	54.5%	19	43.2%	88	51.5%	116	50.0%	235	50.1%
low/moderate*			18	81.8%	37	84.1%	148	86.5%	195	84.1%	398	84.9%
No Information					87				3		90	
BY ZIP CODE												
BackBay -- 02115			0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Fenway -- 02116			0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
South End -- 02118			0	0.0%	0	0.0%	0	0.0%	1	0.4%	6	1.1%
Roxbury -- 02119			0	0.0%	1	0.8%	5	2.9%	18	7.7%	26	4.7%
Roxbury Crossing -- 02120			0	0.0%	3	2.3%	0	0.0%	2	0.9%	7	1.3%
Grove Hall -- 02121			1	4.5%	4	3.1%	9	5.3%	14	6.0%	31	5.5%
Fields Corner -- 02122			1	4.5%	6	4.6%	11	6.4%	18	7.7%	41	7.3%
Codman Square -- 02124			6	27.3%	41	31.3%	41	24.0%	51	21.7%	158	28.3%
Uphams Corner -- 02125			2	9.1%	5	3.8%	5	2.9%	23	9.8%	39	7.0%
Mattapan -- 02126			2	9.1%	14	10.7%	17	9.9%	19	8.1%	55	9.8%
South Boston -- 02127			1	4.5%	4	3.1%	6	3.5%	9	3.8%	23	4.1%
East Boston -- 02128			0	0.0%	2	1.5%	3	1.8%	8	3.4%	13	2.3%
Charlestown -- 02129			0	0.0%	0	0.0%	0	0.0%	2	0.9%	2	0.4%
Jamaica Plain -- 02130			3	13.6%	5	3.8%	14	8.2%	9	3.8%	38	6.8%
Roslindale -- 02131			3	13.6%	22	16.8%	20	11.7%	29	12.3%	81	14.5%
West Roxbury -- 02132			0	0.0%	3	2.3%	5	2.9%	5	2.1%	14	2.5%
Allston -- 02134			0	0.0%	1	0.8%	1	0.6%	0	0.0%	2	0.4%
Brighton -- 02135			0	0.0%	1	0.8%	2	1.2%	0	0.0%	3	0.5%
Hyde Park -- 02136			3	13.6%	19	14.5%	29	17.0%	23	9.8%	86	15.4%
Other Boston ZIPs			0	0.0%	0	0.0%	3	1.8%	4	1.7%	7	1.3%
No Information												
5 Majority B+H ZIPs**			9	40.9%	63	48.1%	72	42.1%	104	44.3%	277	49.6%
9 CIC Target ZIPs**			15	68.2%	79	60.3%	102	59.6%	155	66.0%	401	71.7%

* "Low" income is < \$25,001 for 1990-94; < \$26,151 for 1995; < \$28,251 for 1996; & < \$29,800 for 1997.

"Moderate" income is \$25,001-\$40,000 for 1990-94; \$26,151-\$41,480 for 1995; \$28,251-\$45,200 for 1996; & \$29,801-\$47,680 for 1997.

** 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.

TABLE 17
DETAILED INFORMATION ON MHFA MORTGAGE LOANS IN BOSTON
ALL BANKS COMBINED, 1993-1997

	1993		1994		1995		1996		1997		Total 1993-97	
	#	%	#	%	#	%	#	%	#	%	#	%
TOTAL LOANS	82		99		107		193		122		603	
BY RACE												
Asian												
Black												
Hispanic												
Other												
Total Minority	45	54.9%	47	47.5%	51	47.7%	83	43.0%	66	54.1%	292	48.4%
White	37	45.1%	52	52.5%	56	52.3%	110	57.0%	56	45.9%	311	51.6%
No Information												
BY INCOME												
below 20	3	3.7%	5	5.1%	1	0.9%	3	1.6%	2	1.6%	14	2.3%
20-25	14	17.1%	4	4.0%	4	3.7%	8	4.1%	7	5.7%	37	6.1%
25-30	12	14.6%	11	11.1%	18	16.8%	14	7.3%	9	7.4%	64	10.6%
30-35	13	15.9%	14	14.1%	18	16.8%	36	18.7%	17	13.9%	98	16.3%
35-40	16	19.5%	27	27.3%	21	19.6%	46	23.8%	36	29.5%	146	24.2%
above 40	24	29.3%	38	38.4%	45	42.1%	86	44.6%	51	41.8%	244	40.5%
low*	17	20.7%	9	9.1%	10	9.3%	20	10.4%	16	13.1%	72	11.9%
moderate*	41	50.0%	52	52.5%	61	57.0%	129	66.8%	92	75.4%	375	62.2%
low/moderate*	58	70.7%	61	61.6%	71	66.4%	149	77.2%	108	88.5%	447	74.1%
No Information												
BY ZIP CODE												
BackBay -- 02115	1	1.2%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.2%
Fenway -- 02116	1	1.2%	0	0.0%	4	3.7%	0	0.0%	2	0.0%	7	1.2%
South End -- 02118	4	4.9%	0	0.0%	1	0.9%	3	1.6%	1	0.8%	9	1.5%
Roxbury -- 02119	13	16.0%	0	0.0%	3	2.8%	9	4.7%	9	7.4%	34	5.6%
Roxbury Crossing -- 02120	1	1.2%	1	1.0%	1	0.9%	2	1.0%	0	0.0%	5	0.8%
Grove Hall -- 02121	4	4.9%	2	2.0%	2	1.9%	2	1.0%	1	0.8%	11	1.8%
Fields Corner -- 02122	5	6.2%	6	6.1%	6	5.6%	11	5.7%	2	1.6%	30	5.0%
Codman Square -- 02124	11	13.6%	13	13.1%	16	15.0%	15	7.8%	11	9.0%	66	11.0%
Uphams Corner -- 02125	4	4.9%	4	4.0%	7	6.5%	14	7.3%	4	3.3%	33	5.5%
Mattapan -- 02126	2	2.5%	5	5.1%	4	3.7%	7	3.6%	4	3.3%	22	3.7%
South Boston -- 02127	5	6.2%	6	6.1%	11	10.3%	20	10.4%	5	4.1%	47	7.8%
East Boston -- 02128	6	7.4%	10	10.1%	4	3.7%	22	11.4%	19	15.6%	61	10.1%
Charlestown -- 02129	7	8.6%	3	3.0%	3	2.8%	7	3.6%	2	1.6%	22	3.7%
Jamaica Plain -- 02130	6	7.4%	9	9.1%	12	11.2%	18	9.3%	19	15.6%	64	10.6%
Roslindale -- 02131	2	2.5%	15	15.2%	19	17.8%	21	10.9%	14	11.5%	71	11.8%
West Roxbury -- 02132	2	2.5%	5	5.1%	4	3.7%	18	9.3%	5	4.1%	34	5.6%
Allston -- 02134	1	1.2%	2	2.0%	0	0.0%	2	1.0%	0	0.0%	5	0.8%
Brighton -- 02135		0.0%	5	5.1%	6	5.6%	7	3.6%	4	3.3%	22	3.7%
Hyde Park -- 02136	4	4.9%	8	8.1%	3	2.8%	5	2.6%	17	13.9%	37	6.1%
Other Boston ZIPs	2	2.5%	5	5.1%	1	0.9%	10	5.2%	3	2.5%	21	3.5%
No Information	1										1	
5 Majority B+H ZIPs**	31	38.3%	21	21.2%	26	24.3%	35	18.1%	25	20.5%	138	22.9%
9 CIC Target ZIPs**	50	61.7%	40	40.4%	52	48.6%	81	42.0%	51	41.8%	274	45.4%

* "Low" income is < \$25,001 for 1990-94; < \$26,151 for 1995; < \$28,251 for 1996; & < \$29,800 for 1997.

"Moderate" income is \$25,001-\$40,000 for 1990-94; \$26,151-\$41,480 for 1995; \$28,251-\$45,200 for 1996; & \$29,801-\$47,680 for 1997.

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

TABLE 18-A

**NUMBER OF HOME-PURCHASE LOANS TO BLACK AND HISPANIC BORROWERS
IN 12 BOSTON INNER-RING CITIES & TOWNS, 1993-1997**

INNER RING City/Town	Black Borrowers					Hispanic Borrowers					All Borrowers				
	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Brookline	7	8	7	8	8	5	10	10	10	9	639	704	614	771	862
Cambridge	17	41	41	37	40	20	13	21	12	15	644	704	774	881	998
Chelsea	5	10	14	14	7	55	84	101	95	61	160	197	228	247	235
Dedham	3	5	7	3	4	5	2	8	3	6	261	267	254	347	345
Everett	7	12	11	21	30	18	16	22	23	18	200	231	211	296	287
Milton	30	49	55	48	62	0	8	4	9	4	287	344	359	384	394
Newton	10	12	7	11	7	9	7	2	14	11	879	885	768	961	1,017
Quincy	9	15	9	13	11	10	13	12	18	14	716	904	859	1,027	1,056
Revere	4	6	12	6	12	11	21	26	45	31	279	348	420	463	459
Somerville	21	29	41	31	26	27	35	43	37	38	341	410	460	474	518
Watertown	7	2	5	6	3	3	4	3	6	7	254	269	309	354	340
Winthrop	5	2	4	4	1	3	2	1	2	3	155	166	152	191	183
Inner-Ring Total	125	191	213	202	211	166	215	253	274	217	4,815	5,429	5,408	6,396	6,694
For Comparison:															
City of Boston	713	956	880	897	836	201	303	303	392	334	3,722	4,694	4,637	5,623	5,970
Outer-Ring Total	177	303	274	339	304	79	145	167	202	184	5,443	6,109	5,595	6,877	7,202
Boston MSA Total	1,147	1,670	1,557	1,689	1,564	559	871	916	1,114	974	30,976	38,921	35,727	43,641	45,854

TABLE 18-B
NUMBER OF HOME-PURCHASE LOANS TO BLACK AND HISPANIC BORROWERS
IN 15 BOSTON OUTER-RING CITIES & TOWNS, 1993-1997

OUTER RING City/Town	Black Borrowers						Hispanic Borrowers						All Borrowers					
	1993	1994	1995	1996	1997		1993	1994	1995	1996	1997		1993	1994	1995	1996	1997	
Arlington	5	8	3	7	8		3	4	8	11	5		467	514	471	563	633	
Belmont	1	3	2	9	0		2	0	2	1	4		215	229	209	300	247	
Braintree	2	3	5	4	2		1	0	7	3	3		363	424	384	456	460	
Canton	5	5	3	5	6		1	2	0	3	1		231	240	236	326	295	
Lynn	33	49	51	58	65		28	57	77	97	94		608	756	774	932	927	
Malden	22	38	45	56	40		10	30	21	28	23		353	479	465	528	548	
Medford	18	28	26	25	23		1	10	16	10	12		423	553	460	568	649	
Needham	1	0	2	1	1		0	2	2	2	3		371	377	312	398	438	
Randolph	67	143	118	142	131		13	9	16	18	17		325	457	377	453	484	
Saugus	1	1	1	0	1		4	2	1	2	2		316	290	233	314	358	
Waltham	10	16	10	19	16		8	21	14	22	14		437	485	480	600	556	
Wellesley	3	2	2	4	3		2	1	1	0	0		388	325	329	381	423	
Weston	2	0	0	0	1		1	0	1	0	0		143	145	117	181	173	
Westwood	1	1	0	3	0		2	0	0	2	1		176	185	186	238	246	
Weymouth	6	6	6	6	7		3	7	1	3	5		627	650	562	639	765	
Outer-Ring Total	177	303	274	339	304		79	145	167	202	184		5,443	6,109	5,595	6,877	7,202	
For Comparison:																		
City of Boston	713	956	880	897	836		201	303	303	392	334		3,722	4,694	4,637	5,623	5,970	
Inner-Ring Total	125	191	213	202	211		166	215	253	274	217		4,815	5,429	5,408	6,396	6,694	
Boston MSA Total	1,147	1,670	1,557	1,689	1,564		559	871	916	1,114	974		30,976	38,921	35,727	43,641	45,854	

TABLE 19-A

**PERCENT OF TOTAL HOME-PURCHASE LOANS THAT WENT TO BLACK AND
HISPANIC BORROWERS IN 12 BOSTON INNER-RING CITIES & TOWNS, 1993-1997**

INNER RING City/Town	Black HseHld %	Black Borrowers					Hisp HseHld %	Hispanic Borrowers				
		1993	1994	1995	1996	1997		1993	1994	1995	1996	1997
Brookline	2.2%	1.1%	1.1%	1.1%	1.0%	0.9%	2.2%	0.8%	1.4%	1.6%	1.3%	1.0%
Cambridge	10.9%	2.6%	5.8%	5.3%	4.2%	4.0%	4.8%	3.1%	1.8%	2.7%	1.4%	1.5%
Chelsea	3.9%	3.1%	5.1%	6.1%	5.7%	3.0%	22.6%	34.4%	42.6%	44.3%	38.5%	26.0%
Dedham	0.5%	1.1%	1.9%	2.8%	0.9%	1.2%	0.8%	1.9%	0.7%	3.1%	0.9%	1.7%
Everett	3.0%	3.5%	5.2%	5.2%	7.1%	10.5%	2.8%	9.0%	6.9%	10.4%	7.8%	6.3%
Milton	3.9%	10.5%	14.2%	15.3%	12.5%	15.7%	0.7%	0.0%	2.3%	1.1%	2.3%	1.0%
Newton	1.6%	1.1%	1.4%	0.9%	1.1%	0.7%	1.3%	1.0%	0.8%	0.3%	1.5%	1.1%
Quincy	1.0%	1.3%	1.7%	1.0%	1.3%	1.0%	1.2%	1.4%	1.4%	1.4%	1.8%	1.3%
Revere	1.2%	1.4%	1.7%	2.9%	1.3%	2.6%	3.0%	3.9%	6.0%	6.2%	9.7%	6.8%
Somerville	4.2%	6.2%	7.1%	8.9%	6.5%	5.0%	4.4%	7.9%	8.5%	9.3%	7.8%	7.3%
Watertown	1.0%	2.8%	0.7%	1.6%	1.7%	0.9%	1.6%	1.2%	1.5%	1.0%	1.7%	2.1%
Winthrop	0.6%	3.2%	1.2%	2.6%	2.1%	0.5%	1.0%	1.9%	1.2%	0.7%	1.0%	1.6%
Inner-Ring Total	3.6%	2.6%	3.5%	3.9%	3.2%	3.2%	3.5%	3.4%	4.0%	4.7%	4.3%	3.2%
For Comparison:												
City of Boston	20.6%	19.2%	20.4%	19.0%	16.0%	14.0%	8.1%	5.4%	6.5%	6.5%	7.0%	5.6%
Outer-Ring Total	2.6%	3.3%	5.0%	4.9%	4.9%	4.2%	2.3%	1.5%	2.4%	3.0%	2.9%	2.6%
Boston MSA Total	6.1%	3.7%	4.3%	4.4%	3.9%	3.4%	3.3%	1.8%	2.2%	2.6%	2.6%	2.1%

TABLE 19-B

**PERCENT OF TOTAL HOME-PURCHASE LOANS THAT WENT TO BLACK AND
HISPANIC BORROWERS IN 15 BOSTON OUTER-RING CITIES & TOWNS, 1993-1997**

OUTER RING City/Town	Black HseHld %	Black Borrowers					Hisp HseHld %	Hispanic Borrowers				
		1993	1994	1995	1996	1997		1993	1994	1995	1996	1997
Arlington	1.2%	1.1%	1.6%	0.6%	1.2%	1.3%	1.2%	0.6%	0.8%	1.7%	2.0%	0.8%
Belmont	0.7%	0.5%	1.3%	1.0%	3.0%	0.0%	1.0%	0.9%	0.0%	1.0%	0.3%	1.6%
Braintree	0.6%	0.6%	0.7%	1.3%	0.9%	0.4%	0.7%	0.3%	0.0%	1.8%	0.7%	0.7%
Canton	1.2%	2.2%	2.1%	1.3%	1.5%	2.0%	0.7%	0.4%	0.8%	0.0%	0.9%	0.3%
Lynn	5.9%	5.4%	6.5%	6.6%	6.2%	7.0%	6.7%	4.6%	7.5%	9.9%	10.4%	10.1%
Malden	3.9%	6.2%	7.9%	9.7%	10.6%	7.3%	2.1%	2.8%	6.3%	4.5%	5.3%	4.2%
Medford	3.4%	4.3%	5.1%	5.7%	4.4%	3.5%	1.4%	0.2%	1.8%	3.5%	1.8%	1.8%
Needham	0.5%	0.3%	0.0%	0.6%	0.3%	0.2%	0.7%	0.0%	0.5%	0.6%	0.5%	0.7%
Randolph	7.0%	20.6%	31.3%	31.3%	31.3%	27.1%	1.4%	4.0%	2.0%	4.2%	4.0%	3.5%
Saugus	0.5%	0.3%	0.3%	0.4%	0.0%	0.3%	0.8%	1.3%	0.7%	0.4%	0.6%	0.6%
Waltham	2.3%	2.3%	3.3%	2.1%	3.2%	2.9%	4.1%	1.8%	4.3%	2.9%	3.7%	2.5%
Wellesley	1.0%	0.8%	0.6%	0.6%	1.0%	0.7%	1.1%	0.5%	0.3%	0.3%	0.0%	0.0%
Weston	0.4%	1.4%	0.0%	0.0%	0.0%	0.6%	0.7%	0.7%	0.0%	0.9%	0.0%	0.0%
Westwood	0.3%	0.6%	0.5%	0.0%	1.3%	0.0%	0.4%	1.1%	0.0%	0.0%	0.8%	0.4%
Weymouth	1.0%	1.0%	0.9%	1.1%	0.9%	0.9%	0.9%	0.5%	1.1%	0.2%	0.5%	0.7%
Outer-Ring Total	2.6%	3.3%	5.0%	4.9%	4.9%	4.2%	2.3%	1.5%	2.4%	3.0%	2.9%	2.6%
For Comparison:												
City of Boston	20.6%	19.2%	20.4%	19.0%	16.0%	14.0%	8.1%	5.4%	6.5%	6.5%	7.0%	5.6%
Inner-Ring Total	3.6%	2.6%	3.5%	3.9%	3.2%	3.2%	3.5%	3.4%	4.0%	4.7%	4.3%	3.2%
Boston MSA Total	6.1%	3.7%	4.3%	4.4%	3.9%	3.4%	3.3%	1.8%	2.2%	2.6%	2.6%	2.1%

TABLE 20-A
BLACK HOME-PURCHASE LOAN APPLICATIONS AND DENIALS
IN 12 BOSTON INNER-RING CITIES & TOWNS, 1993-1997

INNER RING City/Town	Black Applications					Black Denial Rate					Black/White Denial Rate Ratio				
	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Brookline	9	9	11	12	10	22.2%	0.0%	0.0%	25.0%	10.0%	2.63	0.00	0.00	4.11	2.21
Cambridge	23	48	57	52	55	13.0%	2.1%	21.1%	21.2%	14.5%	1.90	0.30	3.45	3.24	2.19
Chelsea	9	11	22	25	10	22.2%	0.0%	18.2%	24.0%	10.0%	1.48	0.00	1.35	1.66	0.78
Dedham	7	8	8	5	6	42.9%	25.0%	12.5%	40.0%	16.7%	7.29	3.32	3.18	7.52	2.16
Everett	9	22	18	33	39	11.1%	40.9%	22.2%	21.2%	12.8%	1.08	3.25	2.97	1.73	1.18
Milton	39	62	78	73	78	15.4%	8.1%	12.8%	13.7%	9.0%	2.31	1.23	2.55	2.91	1.32
Newton	13	18	9	15	11	7.7%	11.1%	22.2%	13.3%	18.2%	1.34	1.83	3.97	1.96	2.75
Quincy	12	21	12	19	21	8.3%	4.8%	8.3%	21.1%	19.0%	0.93	0.70	1.41	2.37	2.65
Revere	5	12	26	9	18	0.0%	41.7%	23.1%	11.1%	33.3%	0.00	3.76	2.07	0.72	2.67
Somerville	31	39	60	45	37	22.6%	20.5%	15.0%	20.0%	16.2%	2.21	3.10	1.98	1.88	1.63
Watertown	7	2	6	10	3	0.0%	0.0%	16.7%	20.0%	0.0%	0.00	0.00	2.30	3.49	0.00
Winthrop	6	2	7	5	2	0.0%	0.0%	28.6%	0.0%	50.0%	0.00	0.00	4.02	0.00	4.50
Inner-Ring Total	170	254	314	303	290	15.3%	13.0%	16.6%	18.8%	14.5%	1.86	1.70	2.41	2.32	1.89
For Comparison:															
City of Boston	974	1,381	1,254	1,287	1,287	17.5%	16.8%	15.8%	18.3%	19.5%	1.49	2.06	2.18	1.96	1.86
Outer-Ring Total	237	390	360	476	410	17.3%	14.4%	12.8%	17.0%	13.9%	2.25	2.26	2.04	2.37	1.95
Boston MSA Total	1,553	2,317	2,195	2,407	2,320	16.9%	15.3%	15.6%	17.7%	17.8%	2.00	2.21	2.33	2.30	2.35

TABLE 20-B

**BLACK HOME-PURCHASE LOAN APPLICATIONS AND DENIALS
IN 15 BOSTON OUTER-RING CITIES & TOWNS, 1993-1997**

OUTER RING City/Town	Black Applications					Black Denial Rate					Black/White Denial Rate Ratio				
	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Arlington	5	14	4	11	9	0.0%	21.4%	0.0%	0.0%	11.1%	0.0	4.26	0.00	0.00	1.88
Belmont	1	9	2	10	1	0.0%	22.2%	0.0%	0.0%	0.0%	0.00	4.44	0.00	0.00	0.00
Braintree	3	3	7	8	3	0.0%	0.0%	0.0%	25.0%	33.3%	0.00	0.00	0.00	4.79	4.82
Canton	8	7	3	5	7	25.0%	14.3%	0.0%	0.0%	0.0%	2.95	2.87	0.00	0.00	0.00
Lynn	50	67	68	91	91	26.0%	16.4%	16.2%	27.5%	15.4%	2.07	1.68	1.42	2.48	1.45
Malden	27	56	62	94	56	11.1%	23.2%	16.1%	27.7%	14.3%	1.71	2.69	2.04	3.13	1.52
Medford	23	35	44	29	29	13.0%	20.0%	20.5%	0.0%	10.3%	1.57	3.98	3.52	0.00	1.57
Needham	1	0	2	1	2	0.0%	-	0.0%	0.0%	0.0%	0.00	-	0.00	0.00	0.00
Randolph	90	166	141	179	177	18.9%	7.8%	6.4%	11.2%	14.7%	2.05	0.78	0.78	1.23	2.20
Saugus	1	2	2	2	4	0.0%	50.0%	0.0%	0.0%	25.0%	0.00	7.62	0.00	0.00	3.72
Waltham	11	21	16	30	18	9.1%	19.0%	37.5%	23.3%	11.1%	0.94	2.24	8.55	2.53	1.22
Wellesley	4	2	2	4	4	25.0%	0.0%	0.0%	0.0%	25.0%	3.83	0.00	0.00	0.00	5.75
Weston	2	0	0	1	1	0.0%	-	-	100.0%	0.0%	0.00	-	-	21.56	0.00
Westwood	2	1	0	3	0	0.0%	0.0%	-	0.0%	-	0.00	0.00	-	0.00	-
Weymouth	9	7	7	8	8	11.1%	14.3%	14.3%	0.0%	0.0%	1.62	2.44	2.39	0.00	0.00
Outer-Ring Total	237	390	360	476	410	17.3%	14.4%	12.8%	17.0%	13.9%	2.25	2.21	2.04	2.37	1.95
For Comparison:															
City of Boston	974	1,381	1,254	1,287	1,287	17.5%	16.8%	15.8%	18.3%	19.5%	1.49	2.06	2.18	1.96	1.82
Inner-Ring Total	170	254	314	303	290	15.3%	13.0%	16.6%	18.8%	14.5%	1.86	1.70	2.41	2.32	1.89
Boston MSA Total	1,553	2,317	2,195	2,407	2,320	16.9%	15.3%	15.6%	17.7%	17.8%	2.00	2.21	2.33	2.30	2.35

TABLE 21-A
HISPANIC HOME-PURCHASE LOAN APPLICATIONS AND DENIALS
IN 12 BOSTON INNER-RING CITIES & TOWNS, 1993-1997

INNER RING City/Town	Hispanic Applications						Hispanic Denial Rate				Hispanic/White Denial Rate Ratio					
	1993	1994	1995	1996	1997		1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Brookline	7	11	11	13	11		14.3%	0.0%	9.1%	15.4%	9.1%	1.69	0.00	1.23	2.53	2.00
Cambridge	25	15	27	16	24		4.0%	13.3%	11.1%	18.8%	16.7%	0.58	1.90	1.82	2.87	2.51
Chelsea	75	107	143	137	94		17.3%	8.4%	12.6%	21.9%	17.0%	1.15	0.59	0.93	1.51	1.32
Dedham	6	5	11	4	6		16.7%	0.0%	9.1%	0.0%	0.0%	2.83	0.00	2.31	0.00	0.00
Everett	21	18	28	30	24		14.3%	0.0%	7.1%	13.3%	12.5%	1.39	0.00	0.95	1.09	1.16
Milton	0	9	6	12	5		-	11.1%	33.3%	25.0%	0.0%	-	1.69	6.62	5.31	0.00
Newton	10	9	6	16	13		0.0%	11.1%	16.7%	0.0%	7.7%	0.00	1.83	2.97	0.00	1.16
Quincy	11	14	14	19	20		9.1%	0.0%	7.1%	5.3%	10.0%	1.01	0.00	1.21	0.59	1.39
Revere	15	32	32	61	41		13.3%	21.9%	12.5%	9.8%	22.0%	1.12	1.97	1.12	0.64	1.76
Somerville	31	45	56	53	54		6.5%	13.3%	12.5%	20.8%	16.7%	0.63	2.01	1.65	1.95	1.67
Watertown	4	6	5	8	10		25.0%	16.7%	0.0%	12.5%	20.0%	3.87	2.55	0.00	2.18	3.21
Winthrop	4	2	4	5	3		25.0%	0.0%	0.0%	20.0%	0.0%	1.85	0.00	0.00	3.09	0.00
Inner-Ring Total	209	273	343	374	305		12.4%	9.9%	11.7%	16.6%	15.4%	1.52	1.29	1.70	2.04	2.01
For Comparison:																
City of Boston	275	415	447	547	485		13.8%	14.0%	18.6%	15.2%	16.1%	1.18	1.71	2.56	1.63	1.53
Outer-Ring Total	92	184	217	265	254		9.8%	13.0%	12.0%	12.5%	12.6%	1.27	2.06	1.92	1.73	1.76
Boston MSA Total	720	1,126	1,247	1,516	1,362		13.1%	11.5%	13.6%	14.7%	14.1%	1.54	1.67	2.03	1.92	1.86

TABLE 21-B

**HISPANIC HOME-PURCHASE LOAN APPLICATIONS AND DENIALS
IN 15 BOSTON OUTER-RING CITIES & TOWNS, 1993-1997**

OUTER RING City/Town	Hispanic Applications					Hispanic Denial Rate					Hispanic/White Denial Rate Ratio				
	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Arlington	3	6	9	13	9	0.0%	16.7%	11.1%	7.7%	11.1%	0.00	3.31	2.19	1.61	1.88
Belmont	2	1	3	1	5	0.0%	100.0%	0.0%	0.0%	20.0%	0.00	20.00	0.00	0.00	6.33
Braintree	1	2	8	3	3	0.0%	50.0%	12.5%	0.0%	0.0%	0.00	11.65	2.49	0.00	0.00
Canton	2	3	0	4	3	50.0%	33.3%	-	0.0%	0.0%	5.90	6.69	-	0.00	0.00
Lynn	33	78	101	132	134	6.1%	16.7%	14.9%	15.9%	14.9%	0.48	1.71	1.31	1.44	1.41
Malden	10	35	30	37	33	0.0%	8.6%	13.3%	10.8%	21.2%	0.00	0.99	1.69	1.22	2.26
Medford	1	11	19	13	17	0.0%	9.1%	0.0%	23.1%	0.0%	0.00	1.81	0.00	3.34	0.00
Needham	0	2	2	2	3	-	0.0%	0.0%	0.0%	0.0%	-	0.00	0.00	0.00	0.00
Randolph	16	10	20	22	18	18.8%	0.0%	15.0%	9.1%	0.0%	2.04	0.00	1.83	1.00	0.00
Saugus	4	2	3	2	4	0.0%	0.0%	33.3%	0.0%	50.0%	0.00	0.00	4.58	0.00	7.45
Waltham	12	25	18	30	17	25.0%	8.0%	5.6%	6.7%	5.9%	2.59	0.94	1.27	0.72	0.64
Wellesley	2	2	1	0	0	0.0%	50.0%	0.0%	-	-	0.00	11.72	0.00	-	-
Weston	1	0	1	0	0	0.0%	-	0.0%	-	-	0.00	-	0.00	-	-
Westwood	2	0	0	2	3	0.0%	-	-	0.0%	0.0%	0.00	-	-	0.00	0.00
Weymouth	3	7	2	4	5	0.0%	0.0%	0.0%	0.0%	0.0%	0.00	0.00	0.00	0.00	0.00
Outer-Ring Total	92	184	217	265	254	9.8%	13.0%	12.0%	12.5%	12.6%	1.27	2.01	1.92	1.73	1.76
For Comparison:															
City of Boston	275	415	447	547	485	13.8%	14.0%	18.6%	15.2%	16.1%	1.18	1.71	2.56	1.63	1.50
Inner-Ring Total	209	273	343	374	305	12.4%	9.9%	11.7%	16.6%	15.4%	1.52	1.29	1.70	2.04	2.01
Boston MSA Total	720	1,126	1,247	1,516	1,362	13.1%	11.5%	13.6%	14.7%	14.1%	1.54	1.67	2.03	1.92	1.86

TABLE 22-A

**NUMBER OF HOME-PURCHASE LOANS TO LOW- AND MODERATE-INCOME BORROWERS*
IN 12 BOSTON INNER-RING CITIES & TOWNS, 1993-1997**

INNER RING City/Town	Low-Income Borrowers*					Low PLUS Mod Income Borrowers*					All Borrowers				
	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Brookline	23	21	25	16	20	134	113	110	119	122	639	704	614	771	862
Cambridge	17	22	32	54	63	120	125	189	216	245	644	704	774	881	998
Chelsea	29	44	68	80	44	92	128	148	155	127	160	197	228	247	235
Dedham	10	2	5	17	11	61	65	62	75	75	261	267	254	347	345
Everett	22	19	23	32	22	97	100	102	142	134	200	231	211	296	287
Milton	6	8	7	6	6	41	39	50	51	42	287	344	359	384	394
Newton	13	6	12	19	15	64	77	68	76	69	879	885	768	961	1,017
Quincy	43	60	50	84	74	280	358	307	399	374	716	904	859	1,027	1,056
Revere	30	31	40	61	38	133	160	184	235	217	279	348	420	463	459
Somerville	21	27	38	37	28	129	146	185	186	158	341	410	460	474	518
Watertown	6	10	7	18	15	50	64	58	80	67	254	269	309	354	340
Winthrop	11	5	9	15	15	47	45	41	63	52	155	166	152	191	183
Inner-Ring Total	231	255	316	439	351	1,248	1,420	1,504	1,797	1,682	4,815	5,429	5,408	6,396	6,694
For Comparison:															
City of Boston	425	512	530	589	587	1,477	1,754	1,763	2,062	2,021	3,722	4,694	4,637	5,623	5,970
Outer-Ring Total	227	283	277	414	415	1,376	1,546	1,488	1,996	2,096	5,443	6,109	5,595	6,877	7,202
Boston MSA Total	1,414	1,759	1,753	2,353	2,247	7,501	9,244	8,686	10,863	11,110	30,976	38,921	35,727	43,641	45,854

* Low-income and moderate-income are defined in relationship to the median family income (MFI) in the Boston Metropolitan Statistical Area (MSA), which was \$51,200 in 1993, \$51,300 in 1994, \$53,100 in 1995, \$56,500 in 1996, and \$59,600 in 1997. Low-income is less than 50%, and moderate income is between 50% and 80%, of the MFI in the MSA. In this study, reported incomes below \$10K are regarded as errors rather than low-income. HMDA data round income to the nearest thousand dollars. Thus, in 1993 and 1994, low-income was \$25K or less and mod-income was \$26K-\$41K; in 1995, low-income was \$26K or less and mod-income was \$27K-\$42K; in 1996, low-income was \$28K or less and mod-income was \$29K-\$45K; and in 1997, low-income was \$29K or less and mod-income was \$30K-\$47K.

TABLE 22-B

**NUMBER OF HOME-PURCHASE LOANS TO LOW- AND MODERATE-INCOME BORROWERS*
IN 15 BOSTON OUTER-RING CITIES & TOWNS, 1993-1997**

OUTER RING City/Town	Low-Income Borrowers*					Low PLUS Mod Income Borrowers*					All Borrowers				
	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Arlington	12	9	10	14	18	80	64	71	86	115	467	514	471	563	633
Belmont	2	2	0	3	3	12	10	6	21	14	215	229	209	300	247
Braintree	12	18	11	18	15	93	114	86	116	130	363	424	384	456	460
Canton	11	8	3	14	8	35	43	33	51	54	231	240	236	326	295
Lynn	65	96	94	162	154	311	388	400	547	536	608	756	774	932	927
Malden	21	34	40	44	35	144	187	214	249	244	353	479	465	528	548
Medford	20	21	27	20	27	124	148	139	177	214	423	553	460	568	649
Needham	6	5	4	2	3	30	18	17	20	22	371	377	312	398	438
Randolph	9	21	21	41	40	104	149	129	191	202	325	457	377	453	484
Saugus	9	10	12	16	25	83	76	75	96	100	316	290	233	314	358
Waltham	25	16	16	26	27	131	116	121	149	130	437	485	480	600	556
Wellesley	9	3	1	5	0	18	8	11	14	10	388	325	329	381	423
Weston	2	2	0	1	1	5	4	1	1	6	143	145	117	181	173
Westwood	1	1	3	2	2	13	7	7	24	25	176	185	186	238	246
Weymouth	23	37	35	46	57	193	214	178	254	294	627	650	562	639	765
Outer-Ring Total	227	283	277	414	415	1,376	1,546	1,488	1,996	2,096	5,443	6,109	5,595	6,877	7,202
For Comparison:															
City of Boston	425	512	530	589	587	1,477	1,754	1,763	2,062	2,021	3,722	4,694	4,637	5,623	5,970
Inner-Ring Total	231	255	316	439	351	1,248	1,420	1,504	1,797	1,682	4,815	5,429	5,408	6,396	6,694
Boston MSA Total	1,414	1,759	1,753	2,353	2,247	7,501	9,244	8,686	10,863	11,110	30,976	38,921	35,727	43,641	45,854

* Low-income and moderate-income are defined in relationship to the median family income (MFI) in the Boston Metropolitan Statistical Area (MSA), which was \$51,200 in 1993, \$51,300 in 1994, \$53,100 in 1995, \$56,500 in 1996, and \$59,600 in 1997. Low-income is less than 50%, and moderate income is between 50% and 80% of the MFI in the MSA. In this study, reported incomes below \$10K are regarded as errors rather than low-income. HMDA data round income to the nearest thousand dollars. Thus, in 1993 and 1994, low-income was \$25K or less and mod-income was \$26K-\$41K; in 1995, low-income was \$26K or less and mod-income was \$27K-\$42K; in 1996, low-income was \$28K or less and mod-income was \$29K-\$45K; and in 1997, low-income was \$29K or less and mod-income was \$30K-\$47K.

TABLE 23-A

**PERCENT OF TOTAL HOME-PURCHASE LOANS THAT WENT TO LOW- AND
MODERATE-INCOME BORROWERS IN 12 BOSTON INNER-RING CITIES AND TOWNS, 1993-1997**

INNER RING City/Town	Median Family Income	Low-Income Borrowers*					Low PLUS Mod Income Borrowers*				
		1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Brookline	\$61,799	3.6%	3.0%	4.1%	2.1%	2.3%	21.0%	16.1%	17.9%	15.4%	14.2%
Cambridge	\$39,990	2.6%	3.1%	4.1%	6.1%	6.3%	18.6%	17.8%	24.4%	24.5%	24.5%
Chelsea	\$29,039	18.1%	22.3%	29.8%	32.4%	18.7%	57.5%	65.0%	64.9%	62.8%	54.0%
Dedham	\$52,554	3.8%	0.7%	2.0%	4.9%	3.2%	23.4%	24.3%	24.4%	21.6%	21.7%
Everett	\$37,397	11.0%	8.2%	10.9%	10.8%	7.7%	48.5%	43.3%	48.3%	48.0%	46.7%
Milton	\$61,964	2.1%	2.3%	1.9%	1.6%	1.5%	14.3%	11.3%	13.9%	13.3%	10.7%
Newton	\$70,071	1.5%	0.7%	1.6%	2.0%	1.5%	7.3%	8.7%	8.9%	7.9%	6.8%
Quincy	\$44,184	6.0%	6.6%	5.8%	8.2%	7.0%	39.1%	39.6%	35.7%	38.9%	35.4%
Revere	\$37,213	10.8%	8.9%	9.5%	13.2%	8.3%	47.7%	46.0%	43.8%	50.8%	47.3%
Somerville	\$38,532	6.2%	6.6%	8.3%	7.8%	5.4%	37.8%	35.6%	40.2%	39.2%	30.5%
Watertown	\$49,467	2.4%	3.7%	2.3%	5.1%	4.4%	19.7%	23.8%	18.8%	22.6%	19.7%
Winthrop	\$45,677	7.1%	3.0%	5.9%	7.9%	8.2%	30.3%	27.1%	27.0%	33.0%	28.4%
Inner-Ring Total	\$47,758	4.8%	4.7%	5.8%	6.9%	5.2%	25.9%	26.2%	27.8%	28.1%	25.1%
For Comparison:											
City of Boston	\$34,377	11.4%	10.9%	11.4%	10.5%	9.8%	39.7%	37.4%	38.0%	36.7%	33.9%
Outer-Ring Total	\$51,662	4.2%	4.6%	5.0%	6.0%	5.8%	25.3%	25.3%	26.6%	29.0%	29.1%
Boston MSA Total	\$48,686	4.6%	4.5%	4.9%	5.4%	4.9%	24.2%	23.8%	24.3%	24.9%	24.2%

* Low-income and moderate-income are defined in relationship to the median family income (MFI) in the Boston Metropolitan Statistical Area (MSA), which was \$51,200 in 1993, \$51,300 in 1994, \$53,100 in 1995, \$56,500 in 1996, and \$59,600 in 1997. Low-income is less than 50%, and moderate income is between 50% and 100% of the MFI in the MSA. In this study, reported incomes below \$10K are regarded as errors rather than low-income. HMDA data round income to the nearest thousand dollars. Thus, in 1993 and 1994, low-income was \$25K or less and mod-income was \$26K-\$41K; in 1995, low-income was \$26K or less and mod-income was \$27K-\$42K; in 1996, low-income was \$28K or less and mod-income was \$29K-\$45K; and in 1997, low-income was \$29K or less and mod-income was \$30K-\$47K.

TABLE 23-B

**PERCENT OF TOTAL HOME-PURCHASE LOANS THAT WENT TO LOW- AND MODERATE-
INCOME BORROWERS IN 15 BOSTON OUTER-RING CITIES AND TOWNS, 1993-1997**

OUTER RING City/Town	Median Family Income	Low-Income Borrowers*					Low PLUS Mod Income Borrowers*				
		1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Arlington	\$52,749	2.6%	1.8%	2.1%	2.5%	2.8%	17.1%	12.5%	15.1%	15.3%	18.2%
Belmont	\$61,046	0.9%	0.9%	0.0%	1.0%	1.2%	5.6%	4.4%	2.9%	7.0%	5.7%
Braintree	\$51,920	3.3%	4.2%	2.9%	3.9%	3.3%	25.6%	26.9%	22.4%	25.4%	28.3%
Canton	\$62,471	4.8%	3.3%	1.3%	4.3%	2.7%	15.2%	17.9%	14.0%	15.6%	18.3%
Lynn	\$35,830	10.7%	12.7%	12.1%	17.4%	16.6%	51.2%	51.3%	51.7%	58.7%	57.8%
Malden	\$42,099	5.9%	7.1%	8.6%	8.3%	6.4%	40.8%	39.0%	46.0%	47.2%	44.5%
Medford	\$45,532	4.7%	3.8%	5.9%	3.5%	4.2%	29.3%	26.8%	30.2%	31.2%	33.0%
Needham	\$69,515	1.6%	1.3%	1.3%	0.5%	0.7%	8.1%	4.8%	5.4%	5.0%	5.0%
Randolph	\$50,718	2.8%	4.6%	5.6%	9.1%	8.3%	32.0%	32.6%	34.2%	42.2%	41.7%
Saugus	\$48,669	2.8%	3.4%	5.2%	5.1%	7.0%	26.3%	26.2%	32.2%	30.6%	27.9%
Waltham	\$45,730	5.7%	3.3%	3.3%	4.3%	4.9%	30.0%	23.9%	25.2%	24.8%	23.4%
Wellesley	\$90,030	2.3%	0.9%	0.3%	1.3%	0.0%	4.6%	2.5%	3.3%	3.7%	2.4%
Weston	\$108,751	1.4%	1.4%	0.0%	0.6%	0.6%	3.5%	2.8%	0.9%	0.6%	3.5%
Westwood	\$67,317	0.6%	0.5%	1.6%	0.8%	0.8%	7.4%	3.8%	3.8%	10.1%	10.2%
Weymouth	\$48,331	3.7%	5.7%	6.2%	7.2%	7.5%	30.8%	32.9%	31.7%	39.7%	38.4%
Outer-Ring Total	\$51,662	4.2%	4.6%	5.0%	6.0%	5.8%	25.3%	25.3%	26.6%	29.0%	29.1%
For Comparison:											
City of Boston	\$34,377	11.4%	10.9%	11.4%	10.5%	9.8%	39.7%	37.4%	38.0%	36.7%	33.9%
Inner-Ring Total	\$47,758	4.8%	4.7%	5.8%	6.9%	5.2%	25.9%	26.2%	27.8%	28.1%	25.1%
Boston MSA Total	\$48,686	4.6%	4.5%	4.9%	5.4%	4.9%	24.2%	23.8%	24.3%	24.9%	24.2%

* Low-income and moderate-income are defined in relationship to the median family income (MFI) in the Boston Metropolitan Statistical Area (MSA), which was \$51,200 in 1993, \$51,300 in 1994, \$53,100 in 1995, \$56,500 in 1996, and \$59,600 in 1997. Low-income is less than 50%, and moderate income is between 50% and 80% of the MFI in the MSA. In this study, reported incomes below \$10K are regarded as errors rather than low-income. HMDA data round income to the nearest thousand dollars. Thus, in 1993 and 1994, low-income was \$25K or less and mod-income was \$26K-\$41K; in 1995, low-income was \$26K or less and mod-income was \$27K-\$42K; in 1996, low-income was \$28K or less and mod-income was \$29K-\$45K; and in 1997, low-income was \$29K or less and mod-income was \$30K-\$47K.

TABLE 24-A

**HOME-PURCHASE LOANS IN LOW- AND MODERATE-INCOME CENSUS TRACTS
IN 12 BOSTON INNER-RING CITIES & TOWNS: NUMBER AND PERCENT, 1993-1997**

INNER RING City/Town	Census Tracts		Loans in LMI Tracts					Loans in LMI Tracts as % of All Loans					
	LMI	Total	%LMI	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Brookline	0	12	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Cambridge	13	30	43.3%	137	188	241	231	270	21.3%	26.7%	31.1%	26.2%	27.1%
Chelsea	5	7	71.4%	137	177	202	205	190	85.6%	89.8%	88.6%	83.0%	80.9%
Dedham	0	5	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Everett	5	7	71.4%	158	180	159	221	207	79.0%	77.9%	75.4%	74.7%	72.1%
Milton	0	4	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Newton	0	18	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Quincy	3	16	18.8%	108	122	106	155	186	15.1%	13.5%	12.3%	15.1%	17.6%
Revere	6	8	75.0%	189	238	288	302	298	67.7%	68.4%	68.6%	65.2%	64.9%
Somerville	8	15	53.3%	199	229	273	279	276	58.4%	55.9%	59.3%	58.9%	53.3%
Watertown	0	5	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Winthrop	0	5	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Inner-Ring Total	40	132	30.3%	928	1,134	1,269	1,393	1,427	19.3%	20.9%	23.5%	21.8%	21.3%
For Comparison:													
City of Boston	115	168	68.5%	1,766	2,179	2,265	2,679	2,975	47.4%	46.4%	48.8%	47.6%	49.8%
Outer-Ring Total	23	117	19.7%	467	572	597	733	717	8.6%	9.4%	10.7%	10.7%	10.0%
Boston MSA Total	228	762	29.9%	3,811	5,249	5,473	6,415	6,826	12.3%	13.5%	15.3%	14.7%	14.9%

* Low-income and moderate-income census tracts are those whose median family income (MFI) in the 1990 Census was no greater than \$38,949, which was 80% of the MFI of \$48,868 in the Boston Metropolitan Statistical Area (MSA). Census tracts were identified for this study on the basis of income information included with 1997 HMDA data.

TABLE 24-B

**HOME-PURCHASE LOANS IN LOW- AND MODERATE-INCOME CENSUS TRACTS
IN 15 BOSTON OUTER-RING CITIES & TOWNS: NUMBER AND PERCENT, 1993-1997**

OUTER RING City/Town	Census Tracts		Loans in LMI Tracts						Loans in LMI Tracts as % of All Loans				
	LMI	Total	%LMI	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
Arlington	1	7	14.3%	30	43	38	52	57	6.4%	8.4%	8.1%	9.2%	9.0%
Belmont	0	8	0.0%	0	0	0	0		0.0%	0.0%	0.0%	0.0%	0.0%
Braintree	0	8	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Canton	0	4	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Lynn	16	22	72.7%	332	409	421	533	540	54.6%	54.1%	54.4%	57.2%	58.3%
Malden	1	9	11.1%	14	19	23	16	18	4.0%	4.0%	4.9%	3.0%	3.3%
Medford	1	11	9.1%	27	42	41	42	43	6.4%	7.6%	8.9%	7.4%	6.6%
Needham	0	5	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Randolph	0	4	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Saugus	0	6	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Waltham	4	13	30.8%	64	59	74	90	59	14.6%	12.2%	15.4%	15.0%	10.6%
Wellesley	0	5	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Weston	0	2	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Westwood	0	3	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Weymouth	0	10	0.0%	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Outer-Ring Total	23	117	19.7%	467	572	597	733	717	8.6%	9.4%	10.7%	10.7%	10.0%
For Comparison:													
City of Boston	115	168	68.5%	1,766	2,179	2,265	2,679	2,975	47.4%	46.4%	48.8%	47.6%	49.8%
Inner-Ring Total	40	132	30.3%	928	1,134	1,269	1,393	1,427	19.3%	20.9%	23.5%	21.8%	21.3%
Boston MSA Total	228	762	29.9%	3,811	5,249	5,473	6,415	6,826	12.3%	13.5%	15.3%	14.7%	14.9%

* Low-income and moderate-income census tracts are those whose median family income (MFI) in the 1990 Census was no greater than \$38,949, which was 80% of the MFI of \$48,868 in the Boston Metropolitan Statistical Area (MSA). Census tracts were identified for this study on the basis of income information included with 1997 HMDA data.

TABLE 25
HOME-PURCHASE LOANS TO TRADITIONALLY UNDERSERVED BORROWERS AND NEIGHBORHOODS
IN THE BOSTON AREA, BY THREE MAJOR TYPES OF LENDERS: 1997

	Total Loans		Loans to Black Borrowers		Loans to Hispanic Borrowers		Loans to Low-Income Borrowers		Loans to Low PLUS Mod Income Borrowers		Loans in Low PLUS Mod Income Tracts	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
A. Inner-Ring												
Big Four Boston Banks	810	12.1%	64	30.3%	85	39.2%	95	27.1%	342	20.3%	255	17.9%
All Other Banks and CUs	1,959	29.3%	48	22.7%	44	20.3%	126	35.9%	541	32.2%	435	30.5%
Mortgage Companies	3,925	58.6%	99	46.9%	88	40.6%	130	37.0%	799	47.5%	737	51.6%
Inner-Ring Total	6,694	100.0%	211	100.0%	217	100.0%	351	100.0%	1,682	100.0%	1,427	100.0%
B. Outer-Ring												
Big Four Boston Banks	683	9.5%	73	24.0%	51	27.7%	62	14.9%	273	13.0%	88	12.3%
All Other Banks and CUs	2,566	35.6%	65	21.4%	42	22.8%	172	41.4%	793	37.8%	201	28.0%
Mortgage Companies	3,953	54.9%	166	54.6%	91	49.5%	181	43.6%	1,030	49.1%	428	59.7%
Outer-Ring Total	7,202	100.0%	304	100.0%	184	100.0%	415	100.0%	2,096	100.0%	717	100.0%
C. City of Boston												
Big Four Boston Banks	1,496	25.1%	440	52.6%	181	54.2%	327	55.7%	851	42.1%	888	29.1%
All Other Banks and CUs	1,238	20.7%	90	10.8%	49	14.7%	103	17.5%	359	17.8%	535	18.2%
Mortgage Companies	3,238	54.2%	306	36.6%	104	31.1%	157	26.7%	811	40.1%	1,611	52.8%
City of Boston Total	5,972	100.0%	836	100.0%	334	100.0%	587	100.0%	2,021	100.0%	3,034	100.0%
D. Boston MSA												
Big Four Boston Banks	4,564	10.0%	606	38.7%	341	35.0%	490	21.8%	1,832	16.5%	1,337	19.6%
All Other Banks and CUs	15,751	34.4%	253	16.2%	202	20.7%	862	38.4%	3,962	35.7%	1,901	27.8%
Mortgage Companies	25,539	55.7%	705	45.1%	431	44.3%	895	39.8%	5,316	47.8%	3,588	52.6%
Boston MSA Total	45,854	100.0%	1,564	100.0%	974	100.0%	2,247	100.0%	11,110	100.0%	6,826	100.0%

Big Four Boston Banks are BankBoston, Boston Safe Deposit, Citizens, & Fleet -- including all of bank and mortgage company affiliates.
All Other Banks and CUs are all other Massachusetts banks and credit unions -- including their mortgage company affiliates.
Mortgage Companies are all lenders not affiliated with Massachusetts banks or credit unions, including: out-of-state banks, mortgage companies, and other lenders.
Low-Income Borrowers are those with HMDA reported incomes of between \$10K and \$29K; Moderate-Income Borrowers are those with HMDA reported incomes between \$30K and \$48K. The cut-off points were set at 50% and 80% of \$59,600, which was the Median Family Income (MFI) of the Boston MSA in 1997.
Low- and Moderate-Income Census Tracts are those whose Median Family Income in the 1990 Census was less than 80% of the MFI of the Boston MSA.

NOTES ON DATA AND METHODS

General Notes

Data on loans, applications, and denials were calculated from Home Mortgage Disclosure Act (HMDA) data, as collected, processed, and released each year by the Federal Financial Institutions Examination Council. Among the HMDA data provided for each loan application are: the identity of the lending institution; the 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 raw HMDA data were carefully pruned to create a database consisting only of records of applications for home-purchase loans for properties located in the Massachusetts portion of the Boston Metropolitan Statistical Area (MSA). (Although a small portion of the Boston MSA extends into southern New Hampshire, the Massachusetts portion of the MSA accounted for 99.7% of the MSA's total applications in 1997.)

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 under the program – a first mortgage and a ("soft") second mortgage – SSP applications and loans, if reported in accordance with HMDA regulations, are double-counted in HMDA data. I therefore attempted to locate all pairs of SSP records (by matching year, lender, action, census tract, and applicant characteristics) in my database and delete the record in each pair that had the smaller loan amount. This resulted in the removal of a total of 1,222 records from the database (951 records for second mortgage loans and 271 records for SSP applications that did not result in loans; 219 of these records, including 156 loans, were 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. There was no adjustment for the double-counting of SSP loans outside of Boston.

Income categories for applicants/borrowers are defined in relationship to the median family income of the Boston Metropolitan Statistical Area (MSA) as reported annually by the U.S. Department of Housing and Urban Development: \$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, and \$60,000 in 1998. Income categories are defined 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. Applicants/borrowers were assigned to income categories on the basis of their income as reported (to the nearest \$1000) in the HMDA data. This method, used beginning with *Changing Patterns III*, is a change from the two predecessor reports, which used \$50,000 as an approximation for the average level of median family income over the entire 1990-94 period. In making this change, I discovered that the predecessor reports had incorrectly used \$49,300 rather than \$46,300 as the median family income for 1990.

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 8,174 Boston home-purchase loan applications in 1997, 73.1% resulted in loans being originated and 13.0% were denied; in addition, 4.6% of all applications were approved by the bank but not accepted by the applicant; 7.9% were withdrawn by the applicant, and 1.5% resulted in files being closed because of incompleteness of the application.

Notes Specifically Related to Boston (Tables 2-10)

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, 17.6% of all 1997 applications were for government-backed loans (i.e., VA or FHA loans), and the denial rates for government-backed loans were only about one-quarter as great as for conventional loans (Federal Reserve Bulletin, 9/98, pp. A65-A66). In Boston, by contrast, only 9.3% of applications in 1997 were for government-backed loans (down slightly from 9.5% of 1996 applications, which was up from 7.8% in 1995, 5.5% in 1994 and 1.6% in 1990); the denial rates for conventional loans in Boston were 9.0% for Asians, 19.2% for blacks, 16.2% for Hispanics, and 10.7% for whites – very close to the denial rates for all Boston applicants reported in Table 4.

Analysis of mortgage lending by neighborhood in Table 6 is based on 1980 census tracts, which were the basis for HMDA reporting through 1991. Four 1980 census tracts (0004.00, 0005.00, 0008.00, and 0104.00) were subdivided into pairs of 1990 census tracts (for example, 0004.01 and 0004.02). Applications and loans in each pair of newly subdivided tracts for 1992-95 were combined and attributed to their "parent" 1980 census tract. Racial composition and median family incomes for each "parent" census tract for 1990 were calculated from the census data for its two "offspring" census tracts. The census did not report income data for tract 1501.00 (Harbor Islands). Low- and moderate-income census tracts are those with 1989 median family incomes, as reported by the 1990 U.S. census, of \$39,440 or less – that is, 80% or less of \$49,300, which I had until 1996 believed to be the 1990 median family income of the Boston MSA as reported by HUD. To take into account the fact that the numbers and types of housing units may differ among census tracts, lending rates for different sets of census tracts are compared

estimates of the number of mortgageable housing units in the same sets of tracts that were calculated from Boston Redevelopment Authority data on Boston residential housing units in 1990.

Minor differences in totals and percentages reported in different tables result from incomplete data. For example, Tables 7-10 report a total of 5,972 loans for 1997, whereas total 1997 loans in Table 2 include only the 5,706 loans for which data on the race of the applicant was reported, and total 1997 loans in Table 3 include only the 5,822 loans for which applicant income of over \$10,000 was reported.

Lender names reported in Table 8 in many cases represent sets of affiliated lenders that are treated separately in HMDA data. For example, the loans attributed to "Fleet" are reported in HMDA data under the names and ID numbers of eleven different subsidiaries of Fleet Financial Group.

Major Types of Lenders: The category of "Biggest Boston Banks" consists of BankBoston, BayBanks (through 1996), Boston Safe Deposit (including its parent Mellon beginning in 1994), Citizens, Fleet, and Shawmut (through 1996) – plus all of their lending affiliates. The category of "All Other Banks and Credit Unions" is short-hand for only *Massachusetts* banks and credit unions (including their mortgage company affiliates); in 1997, 99 lenders in this category made loans in Boston. These included 20 *Massachusetts* banks with branches in Boston, 60 other *Massachusetts* banks, and 19 *Massachusetts* credit unions (who made a total of 56 loans, just under 1% of all loans in the city). The category of "Mortgage Companies" actually includes all lenders not included in either of the first two categories. In 1997, 128 lenders in this category made loans in Boston; on the basis of their names, these can be grouped as 49 mortgage companies, 47 out-of-state banks, 4 out-of-state credit unions, and 28 other lenders. The use of three major lender categories, rather than the four categories used in the initial *Changing Patterns* report, was decided upon after analyses of 1995 HMDA data indicated that alternative, more detailed categories did not correspond to significant differences in lending performance as measured in this report.

Notes Specifically Related to Targeted Mortgage Program Lending in Boston (Tables 11-17)

Information on the key features of the targeted mortgage programs, as summarized in Table 11, is based on interviews with numerous representatives of the banks, community groups, and other organizations involved in the loan programs – as well as written documentation, when available. Each of the interest rates for December 8, 1997 (fifth column) was confirmed by at least two sources. Monthly payments (seventh column) were provided by loan originators, and subsequently confirmed by my own calculations. Drafts of the table were reviewed in late 1997 by many individuals involved with the various lending programs, some of whom made minor corrections and helpful suggestions.

Information on the number, date, borrower characteristics, and location of loans made under the targeted mortgage programs was obtained from a number of sources, whose databases include different variables, classified in different ways. Data on Soft Second Program (SSP) loans in Boston were furnished by Bret Riley (through 1996) and by Heather Hennessey (1997) of the *Massachusetts* Housing Partnership Fund, which maintains a database on SSP loans statewide. Data on *Massachusetts* Housing Finance Agency (MHFA) loans were furnished by Fatima Ali-Salaam (through 1996) and by Virginia Healy (1997). Data on Neighborhood Assistance Corporation of America (NACA, formerly called the Union Neighborhood Assistance Corporation [UNAC]) loans for 1995 were provided by Brian Mellor of NACA; for other years, Bruce Marks of UNAC declined to provide information. It was necessary to obtain information about NACA loans (for years other than 1995) and for all ACORN loans from the individual participating banks. This information was provided by Bonnie Huedorfer and Cheryl Roberts at BankBoston; Margaret Harrison and Trish Signet at the Boston Company; Julie Connelly and Cheryl Perino at Citizens; John Marston, Joan Quinn, Marcia Ramos, and Debbie Annunziata at Fleet; and Kathy Tullberg at Shawmut. I have used my best judgment in reconciling inconsistencies in the data obtained.

Information on race/ethnicity of borrowers, as shown in Tables 13-17, is often reported for the collective category of "minority" borrowers because the database for the Soft Second Program (SSP) for years before 1996 records only minority or non-minority status of borrowers and because the MHFA, although its database does include information on the race of minority borrowers, declined to allow that information to be used in this report (citing its lack of verification). Because of major gaps in the *Massachusetts* Housing Partnership database, the data on the specific race/ethnicity of SSP borrowers in 1996 and 1997 that are presented in Table 14 were obtained primarily from two other sources: HMDA data in my personal database (see second note, above) and information provided directly by two individual banks at my request.

Information on geographical location of loans, as shown in Tables 13-17, are reported in terms of ZIP Code Areas (ZCAs) because this is how the data are maintained in most of the databases from which the data for this report are drawn. It is impossible to provide comparative information on loans by the biggest Boston banks and by all lenders, 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 Table 13 consists of all nine of the Boston ZCAs with over 25% black and Hispanic residents; 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 Boston's community reinvestment struggles. Tables 14-17 also present information on the number of a loans in a more narrowly defined area consisting of the five Boston ZCAs with more than 50% black and Hispanic residents.