



LARGE BANK

Comptroller of the Currency
Administrator of National Banks
Washington, DC 20219

Public Disclosure

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Community Reinvestment Act Performance Evaluation

Bank of Albuquerque, National Association
Charter Number: 23742

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Office of the Comptroller of the Currency

Midsized Banks
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NOTE: This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, and should not be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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Overall CRA Rating

Institution’s CRA Rating: This institution is rated **Satisfactory**.

The following table indicates the performance level of **Bank of Albuquerque, National Association (BAQ)** with respect to the Lending, Investment, and Service Tests:

Performance Levels	Bank of Albuquerque, N. A. Performance Tests		
	Lending Test*	Investment Test	Service Test
Outstanding			
High Satisfactory		X	X
Low Satisfactory	X		
Needs to Improve			
Substantial Noncompliance			

* The lending test is weighted more heavily than the investment and service tests when arriving at an overall rating.

The major factors that support this rating include:

- The overall geographic distribution of loans by income level is adequate.
- The bank’s distribution of loans to borrowers of different income levels and businesses of different sizes is adequate.
- A substantial majority of home mortgage products and small loans to businesses are made in the assessment area (AA).
- There are no conspicuous gaps in the bank’s lending activity.
- Community development loans and flexible lending products have a positive effect on the overall lending test rating.
- BAQ has a good level of qualified community development investments.
- BAQ’s offices are reasonably accessible to all geographies and individuals of different income levels. BAQ provides an excellent level of community development services.

Definitions and Common Abbreviations

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

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

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

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

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

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

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

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

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also

include non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into 'male householder' (a family with a male household and no wife present) or 'female householder' (a family with a female householder and no husband present).

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

Geography: A census tract or a block numbering area delineated by the United States Bureau of the Census in the most recent decennial census.

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applications, the amount of loan requested, and the disposition of the application (e.g., approved, denied, and withdrawn).

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

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

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

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

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

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every ten years and used to determine the income level category of geographies. Also, the median income determined by the Department of Housing and Urban Development annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above it and half below it.

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

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

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

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

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

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

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

Rated Area: A rated area is a state or multi-state metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multi-state metropolitan area, the institution will receive a rating for the multi-state metropolitan area.

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

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

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

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

Description of Institution

Bank of Albuquerque, N. A., (BAQ) is a \$1.4 billion intrastate financial institution headquartered in Albuquerque, New Mexico. The bank is a wholly owned subsidiary of BOK Financial Corporation (BOKF), a multi-bank holding company headquartered in Tulsa, Oklahoma. BOKF also owns Bank of Arkansas, N. A., Bank of Texas, N. A., Bank of Oklahoma, N. A. (BOK), and Colorado State Bank & Trust, N.A.

BAQ has two assessment areas (AAs) in New Mexico. The bank maintains 18 offices in the Albuquerque, NM MSA AA and one office in the Santa Fe, NM MSA AA. Further details of the bank's AAs are discussed later in this evaluation.

BAQ is a full-service banking institution, which offers a full range of commercial, real estate, and consumer credit products. On June 30, 2004, net loans and leases were approximately \$320 million. This represented a 36% loan-to-deposit ratio. The loan portfolio consisted of 55% real estate loans, 40% commercial loans, 3% consumer loans, and 2% other loans. The bank's Tier one capital totaled \$90 million on June 30, 2004.

BAQ or its affiliate BOK has originated approximately \$250 million in BAQ's AAs over the evaluation period in commercial and residential mortgage loans that are recorded on BOK's financial statements. If these loans were retained on BAQ's financial statements, it would have a significant impact on the bank's loan-to-deposit ratio. Residential mortgage loans originated by BOK in BAQ's AAs are included in the evaluation of BAQ's performance.

There are no financial factors impeding the bank's ability to help meet the credit needs of its AAs. The bank does, however, face a number of legal obstacles in meeting the credit needs of the twelve Native American pueblos in the bank's two AAs. Each pueblo is a sovereign government with its own set of laws. Additionally, the Office of Native American Programs (ONAP) of the U.S. Government requires each tribe to enact mortgage and leasehold codes acceptable to ONAP before banks may grant mortgage loans. The process of lending on trust or private land located on a reservation has many obstacles that can cause delays of many years.

The Office of the Comptroller of the Currency last evaluated BAQ's CRA performance on October 15, 2001. The bank received an overall rating of "Satisfactory" at that evaluation.

Scope of the Evaluation

Evaluation Period/Products Evaluated

The evaluation of lending products included small business, home purchase, home mortgage refinance, home improvement, and community development loans. We did not evaluate small farm loans, as this is not an identified credit need and not a significant loan product for the bank. The evaluation period for the Lending Test was from July 1, 2001, through December 31, 2002. The evaluation period for the previous examination reviewed loans through June 30, 2001. In our ratings assessment, we gave the most weight to home mortgage loans as they represented 71% of the bank's total reported loan originations in the full-scope review area. Of this total, home mortgage refinance loans make up over half of all home mortgage originations.

The Investment Test included a review of investments and donations made within the AAs that meet the definition of community development investments. The Service Test included a review of retail and community development services provided in the bank's AAs. The evaluation period for community development investments and services was from October 15, 2001, through October 3, 2004.

Data Integrity

Prior to this CRA examination, OCC personnel verified the accuracy of data made available to the public in accordance with the Home Mortgage Disclosure Act (HMDA) and the CRA regulation. Public data includes home mortgage lending and small loans to businesses and farms. In addition, non-public data submitted by bank management for CD loans, services, and investments were reviewed to ensure they qualified as community development. Based on the verification work performed, all reported lending data is considered accurate. With the exception of small loans to farms, all the data reported for the above categories were used in this evaluation.

Selection of Areas for Full-Scope Review

We performed a full-scope evaluation of the Albuquerque, NM MSA #0200 and a limited-scope review of the Santa Fe, NM MSA #7490.

Ratings

The bank's overall rating is based primarily on the AA that received full-scope review as that AA represented 99% of the bank's deposits, 98% of the loan originations, and 95% of the offices.

Other

Community contacts were conducted with three local organizations. These organization's missions included affordable housing and economic development. Affordable housing, particularly non-conforming residential mortgage products, and small business investment capital lending were identified by these entities as credit needs in the community.

Affordable housing and educational services in the Native American pueblos has also been identified as a critical need in the region. High poverty rates in the pueblos have created obstacles to housing and educational opportunities for the inhabitants. Demand for new affordable housing on the reservations is high, as substandard housing and overcrowding are common. Efforts to supply credit products for the pueblos have been slow and time consuming given existing legal and other obstacles. Few financial institutions have been willing to devote sufficient resources to the issue given the constraints. Affordable housing for Native Americans residing in urban areas has also been a significant problem. Rental occupancy rates for urban Native Americans are significantly higher than the remainder of the population. One of the most commonly cited root causes for this problem is the lack of financial literacy on how to manage finances in order to qualify for mortgage loans.

Fair Lending Review

We found no evidence of illegal discrimination or other illegal practices.

Conclusions with Respect to Performance Tests

LENDING TEST

The bank's performance under the Lending Test is rated "Low Satisfactory," based on the full-scope review.

Conclusions for Areas Receiving Full-Scope Reviews

The bank's performance in the Albuquerque, NM MSA is adequate.

Lending Activity

Refer to Tables 1 Lending Volume in appendix C for the facts and data used to evaluate the bank's lending activity.

The bank's lending levels reflect an adequate responsiveness in relation to area credit needs and the bank's deposit market share. BAQ ranked 3rd in the Albuquerque, NM MSA with a deposit market share of 10.96%.

Mortgage loans within the bank's AA are originated by the bank and the mortgage division of its affiliate BOK. The affiliate mortgage loans within BAQ's AA are combined with the bank's mortgage loans for this performance evaluation. Home mortgage lending activity is ranked 4th among commercial banking institutions with 1.34% of the market share in 2002. The bank originated 1,214 home mortgage loans for \$128 million during the evaluation period.

Business lending activity is ranked 6th among commercial banking institutions with 1.45% of the market share in 2002. The bank originated 428 small loans to businesses totaling \$95 million during the evaluation period.

Distribution of Loans by Income Level of the Geography

The geographic distribution of loans by income level is adequate.

Home Mortgage Loans

Refer to Tables 2, 3, 4 and 5 in appendix C for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases. BAQ's geographic distribution of all home mortgage loans is adequate.

The bank's geographic distribution of home purchase, home improvement, and home mortgage refinance loans is poor in low-income tracts. The bank did not make any home purchase or home improvement loans and granted only two home mortgage refinance loans in these tracts. The bank does not have a market share for home purchase and home improvement loans, and its market share for home refinance loans is lower than its 2002 overall market share. However, this performance is somewhat mitigated as there are only 2,744 owner-occupied housing units in the low-income tracts representing a mere 1.92% of the units in the Albuquerque, NM MSA. Also, 40% of the families in these tracts have income

below the poverty level, which hinders their ability to qualify for home loans. Thus, less weight is attributed to the distribution of loans in low-income tracts for these reasons.

The distribution of home purchase, home improvement, and home mortgage refinance loans to moderate-income tracts is somewhat lower than the percentage of owner-occupied housing located in these areas, but is considered adequate. The bank's market share for home purchase and home refinance loans to borrowers in moderate-income tracts is near its overall market share. Its market share for home improvement loans is slightly lower than the overall market share for 2002.

The bank did not originate any multifamily loans so a geographical analysis would not be meaningful.

Small Loans to Businesses

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

The geographic distribution of small loans to businesses located in low- and moderate-income geographies is excellent. The distribution of loans to businesses in the low-income tracts is good with the bank's performance near the percentage of businesses located in the low-income tracts. The distribution of loans to businesses in the moderate-income tracts is excellent with the bank's performance exceeding the percentage of businesses in those tracts. The bank's market share is excellent in both low-and moderate-income geographies and exceeds its 2002 overall market share.

Lending Gap Analysis

Our geographic distribution analysis included a review for any unexplained lending gaps in the Albuquerque, NM MSA, particularly in LMI areas. We did not identify any unexplained lending gaps.

Inside/Outside Ratio

A substantial majority of the bank's loans, 98%, were originated to borrowers within its two AAs. By loan type, 96% of small business loans, 100% of home purchase, 99% of home improvement, and 99% of home mortgage refinance loans were originated within the two AAs. We viewed this as a positive characteristic in our assessment of lending.

Distribution of Loans by Income Level of the Borrower

BAQ's distribution of loans to borrowers of different income levels and businesses of different sizes is adequate.

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in appendix C for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases. BAQ's distribution of all home mortgage loans to borrowers of different income levels is adequate.

The distribution of home mortgage purchase loans is good. The distribution of home purchase loans to low-income borrowers is somewhat lower than demographics, but offset somewhat when considering that over 11% of low-income families has income below the poverty level. This presents a significant barrier to home ownership. Additionally, the 2000 median cost of housing in the Albuquerque, NM MSA has risen to \$122 thousand, which makes it difficult for low- and moderate-income families to purchase homes. The distribution of home purchase loans to moderate-income borrowers is excellent and well above demographics. The bank's home purchase loan market share to low- and moderate-income borrowers for 2002 exceeds its overall market share.

The bank's distribution of home improvement loans is good. The distribution to low-income borrowers is somewhat lower than demographics, but is adequate. The distribution to moderate-income borrowers is good and near the demographics. The bank's market share is near its overall market share for 2002 in both geographies.

The distribution of home mortgage refinance loans is adequate. The distribution of loans to low-income borrowers is lower than demographics and considered poor. The distribution of loans to moderate-income borrowers is good and near the demographics. The bank's market share for low-income borrowers exceeds its 2002 overall market share, while it is somewhat lower than its 2002 overall market share for moderate-income borrowers.

Small Loans to Businesses

Refer to Table 11 in appendix C for the facts and data used to evaluate the borrower distribution of the bank's origination and purchase of small loans to businesses.

The distribution of loans to businesses of different sizes is adequate. The percentage of loans to small businesses is lower than the percentage of small businesses in the MSA. However, in 2002, the bank's market share of loans to businesses with revenues under \$1 million exceeded its overall market share.

Community Development Lending

Community development lending has a positive impact on the lending test.

Refer to Table 1 Lending Volume in appendix C for the facts and data used to evaluate the bank's level of community development lending. This table includes all CD loans, including multifamily loans that also qualify as CD loans. In addition, Table 5 includes geographic lending data on all multi-family loans, including those that also qualify as CD loans. Table 5 does not separately list CD loans, however.

During the evaluation period BAQ originated 3 loans for \$1.350 million to 3 organizations that provide community development services to LMI individuals. The bank also originated 54 loans totaling \$3.869 million to companies for the construction of homes that would qualify as affordable housing for LMI individuals.

BAQ also granted a \$6 million loan to a Native American pueblo in a nearby county to construct a new Head Start building that will be used to provide educational opportunities for low- and moderate-income families (primarily children) from the particular Native American community. This includes any families living in the bank's AA. The activity demonstrates the bank's efforts to help meet the most critical credit needs of the Native American pueblos in the bank's regional area.

Product Innovation and Flexibility

Product innovation and flexibility has a positive impact on the Lending Test conclusion. The bank utilizes special programs and underwriting to help meet the affordable housing needs of LMI individuals.

BAQ continues to have a flexible loan product to assist low- and moderate-income applicants to purchase homes. The "Zero Down Homeward Bound Mortgage Program" has 15 or 30-year fixed-rate mortgages with a no down payment feature. Closing costs and prepaid insurance can be financed to a maximum 103% loan-to-value ratio. The program does not require private mortgage insurance. During 2002 and the last six months of 2001, the bank originated 80 loans totaling \$8 million under this program.

The bank participates in HUD's Section 184 Indian Loan Guarantee Program, which HUD developed specifically for Native Americans seeking homeownership opportunities on fee simple, Tribal Trust, or individually allotted land on reservations. Through this program, HUD's Office of Native American Programs (ONAP) offers a loan guarantee to private sector lenders who make mortgage loans to these borrowers. The program offers fixed-rate, 97% loan-to-value mortgages up to 30 years to purchase a home or rehabilitate an existing home. Private mortgage insurance is not required. The borrower pays a 1% origination fee to ONAP. During this evaluation period the bank originated 8 loans totaling \$985 thousand.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, the bank's performance under the lending test in the Santa Fe, NM MSA is not inconsistent with the bank's overall "Low Satisfactory" performance under the lending test. Refer to Tables 1 through 13 in appendix C for the facts and data that support these conclusions.

INVESTMENT TEST

The bank's performance under the Investment Test is rated "High Satisfactory" based on the full-scope review.

Conclusions for Areas Receiving Full-Scope Reviews

The bank's performance in the Albuquerque, NM MSA is rated "High Satisfactory". BAQ has a good level of qualified community development investments that helped to address affordable housing needs.

Refer to Table 14 in appendix C for the facts and data used to evaluate the bank's level of qualified investments.

BAQ is an affiliate of Bank of Oklahoma, N.A. (BOK). BOK has developed a program to purchase mortgage-backed securities secured by pools of affordable housing mortgages. The mortgages are originated to LMI individuals in the affiliated bank's assessment area by other unaffiliated financial institutions. They are allocated to the affiliate according to the location of the underlying mortgage. For BAQ, there were 22 purchases of mortgage-backed affordable housing bonds totaling \$16.3 million during the evaluation period. This comprised 98% of the dollar amount of all qualified investments. While resulting in a significant dollar volume of investments, these investments are not considered innovative or complex. The bank also has 48 qualified grants and donations that total \$162 thousand. The grants and donations are to organizations that provide LMI individuals with community development services, affordable housing, or economic development.

Conclusions for Area Receiving Limited-Scope Reviews

Based on limited-scope reviews, the bank's performance under the Investment Test in the Santa Fe, NM MSA is weaker than the bank's overall performance. However, the level of investments represents an adequate responsiveness to community needs. This conclusion does not impact the overall rating. Refer to Table 14 in appendix C for the facts and data that support these conclusions.

SERVICE TEST

The bank's performance under the Service Test is rated "High Satisfactory," based on the full scope review.

Conclusions for Areas Receiving Full-Scope Reviews

The bank's performance in the Albuquerque MSA is good. All services are reasonably accessible to geographies and individuals of different income levels. Its performance in providing community development services is excellent.

Retail Banking Services

Refer to Table 15 in appendix C for the facts and data used to evaluate the distribution of the bank's branch delivery system and branch openings and closings.

BAQ's delivery systems are reasonably accessible to geographies and individuals of different income levels in the Albuquerque MSA. The bank has 18 bank offices and 26 ATMs.

Between October 15, 2001, and December 31, 2002, the period covered by the 1990 US Census data, the bank did not maintain any offices or ATMs in low-income tracts. These low-income tracts contain only 3.25% of the MSA's population. Three offices were located in moderate-income tracts. Another office was adjacent to a moderate-income tract, thereby providing accessible banking services to that area. The bank's penetration of offices in LMI tracts is slightly lower than the percentage of the population in those tracts. The bank maintains five ATMs in moderate-income tracts, which is also slightly below the population geographic distribution.

For the period covered by the 2000 US Census data, January 1, 2003, to October 3, 2004, the bank did not have any offices in low-income tracts. Population in these low-income tracts declined and is now only 2.77% of the MSA's population. Based on 2000 US Census data the bank has one office in a moderate-income tract. Another bank office is adjacent to a moderate-income tract, thereby providing accessible banking services to that area. The bank's penetration of offices in moderate-income tracts of 11.11% is well below the 2000 population geographic distribution of 28.69%. The bank maintains one, cash dispensing ATM in a low-income tract and two full service ATMs in moderate-income tracts. The bank's penetration of ATMs in low-income tracts is comparable to the population demographics, but well below the percentage of population in the moderate-income tracts. All changes between the two periods are due to differences between the 1990 US Census data and the 2000 US Census data.

The bank opened one branch in 2003 in an upper-income tract. It did not close any offices. There are no significant differences in services offered at the various bank locations. Hours do vary by location. All locations have extended Friday afternoon hours, seven offices maintain Saturday morning hours, and three offices in grocery stores offer all day Saturday and Sunday afternoon hours. Under the 1990 US Census data one branch in a moderate-income tract maintained Saturday hours. Under 2000 US Census data no branches in moderate-income tracts maintain Saturday hours. All changes between the two periods are again due to differences between the 1990 US Census data and the 2000 US Census data.

Alternative delivery systems include 24-hour telephone banking and Internet banking services. We did not place any significant weight on these alternative delivery systems, as the bank did not have information available to show whether these services are effective in reaching LMI individuals and geographies.

Community Development Services

BAQ's performance in providing community development services in the Albuquerque, NM MSA is excellent. The bank is a leader in providing affordable housing assistance, financial or technical expertise to organizations in the Albuquerque, NM MSA. Bank officers have conducted numerous training sessions for LMI individuals about financial literacy and all aspects of home mortgages. Much of this training is targeted to LMI individuals at four of the Native American reservations in the MSA or at five organizations that provide services to Native Americans. Bank officers are involved on an on-going basis as board or committee members in three of these organizations that provide affordable housing, community development services, or promote economic development for LMI Native Americans.

Bank officers are also involved in eleven other organizations, many on an on-going basis as a board or committee member. These organizations provide affordable housing, community development services, or promote economic development for LMI individuals in the Albuquerque, NM MSA. One example of the bank's involvement is their activity in the Affordable Housing Program of the Federal Home Loan Bank Board. Bank officers have assisted in the application of six grant requests. Four of these grants have been funded for the construction of affordable housing. The bank monitors compliance on the four grants for 15 years and will also conduct periodic inspections of the properties.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, the bank's performance under the Service Test in the Santa Fe, NM MSA is not inconsistent with the bank's overall "High Satisfactory" performance under the Service Test.

Appendix A: Scope of Examination

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

Time Period Reviewed	Lending Test (excludes CD Loans): <div style="text-align: right;">July 1, 2001 to January 1, 2003</div> Investment and Service Tests and CD Loans: <div style="text-align: right;">October 15, 2001 to October 4, 2004</div>	
Financial Institution	Products Reviewed	
Bank of Albuquerque, N.A. (BAQ) Albuquerque, New Mexico	Small Business Loans, Small Farm Loans, Home Purchase Loans, Home Improvement Loans, Home Mortgage Refinance Loans, Community Development (CD) Loans, CD Investments, and CD Services	
Affiliate(s)	Affiliate Relationship	Products Reviewed
Bank of Oklahoma, N.A. (BOK)	Wholly owned by Bank of Oklahoma Financial Corporation (BOKF)	Home Purchase Loans, Home Improvement Loans, Home Mortgage Refinance Loans, and CD Loans originated in the Albuquerque MSA and Santa FE MSA. CD Investments.
List of Assessment Areas and Type of Examination		
Assessment Area	Type of Exam	Other Information
Albuquerque MSA #0200	Full Scope	
Santa Fe MSA #7490	Limited Scope	

Appendix B: Market Profiles for Full-Scope Areas

Albuquerque, NM MSA

Demographic Information for Full-Scope Area: Albuquerque, NM MSA							
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #	
Geographies (Census Tracts/BNAs)	138	4.35	25.36	39.86	28.26	2.17	
Population by Geography	589,131	3.25	26.00	42.11	28.64	0.00	
Owner-Occupied Housing by Geography	142,641	1.92	20.64	44.56	32.88	0.00	
Businesses by Geography	42,390	3.11	26.49	40.08	30.32	0.00	
Farms by Geography	690	2.17	19.13	51.30	27.39	0.00	
Family Distribution by Income Level	154,528	20.76	17.33	22.38	39.52	0.00	
Distribution of Low- and Moderate-Income Families throughout AA Geographies	58,863	5.34	38.07	41.85	14.74	0.00	
Median Family Income	\$31,959	Median Housing Value				\$82,643	
HUD Adjusted Median Family Income for 2002	\$51,000					Unemployment Rate Third Quarter 2004	4.9%
Households Below the Poverty Level	14.00%						

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

Source: 1990 U.S. Census, and 2002 HUD updated MFI.

The Albuquerque, NM MSA AA is comprised of the entire Albuquerque, NM MSA and does not arbitrarily exclude low- or moderate-income areas. During the 1990 US Census period, this MSA consisted of Bernalillo, Sandoval, and Valencia counties. The 2000 US Census added Tarrant County to the Albuquerque, NM MSA. The 1990 median housing value of \$82,643 has increased to \$121,746 according to 2000 U.S. Census data.

The bank maintains 18 banking offices and 26 ATMS in this AA. As of June 30, 2004 BAQ ranked 3rd for deposit market share in the Albuquerque, NM MSA with 11% of the MSA's deposits. This represents 99% of the bank's total deposits. Of 23 banks, with 169 offices in the MSA, Bank of America, N.A. and Wells Fargo Bank N.A. have larger deposit market shares.

The Albuquerque metro area accounts for nearly half of all the economic activity in New Mexico. The seasonally adjusted third quarter 2004 unemployment rate for Albuquerque is 4.9%, 5.5% for the state of New Mexico, and 5.4% nationwide. Major employers include Kirtland Air Force Base, the largest civilian employer, University of New Mexico, Albuquerque Public Schools, Sandia National Labs, City of Albuquerque, State of New Mexico, Presbyterian, Lovelace Sandia Health Systems, and Intel Corporation.

Appendix C: Tables of Performance Data

Content of Standardized Tables

References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of the Examination). For purposes of reviewing the lending test tables, the following are applicable: purchased loans are treated as originations/purchases and market share is the number of loans originated and purchased by the bank as a percentage of the aggregate number of reportable loans originated and purchased by all lenders in the MA/assessment area. Tables without data are not included in this PE.

The following is a listing and brief description of the tables:

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

also presents market share information based on the most recent aggregate market data available.

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

Table 12. Borrower Distribution of Small Loans to Farms - Compares the percentage distribution of the number of small loans (less than or equal to \$500,000) originated and purchased by the bank to farms with revenues of \$1 million or less to the percentage distribution of farms with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the farm. Market share information is presented based on the most recent aggregate market data available.

Table 13. Geographic and Borrower Distribution of Consumer Loans (OPTIONAL) - For geographic distribution, the table compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of households within each geography. For borrower distribution, the table compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage of households by income level in each MA/assessment area.

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

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

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

Institution ID: BANK OF ALBUQUERQUE, N.A. #23742

Table 1. Lending Volume

LENDING VOLUME		Geography: NEW MEXICO				Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002						
MA/Assessment Area (2002):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	
Full Review:												
Albuquerque MSA	98.04	1,214	127,575	428	95,399	4	440	57	5,219	1,703	268,633	98.68
Limited Review:												
Santa Fe MSA	1.96	9	463	25	5,339	0	0	0	0	34	5,802	1.32
Regional Area								1	6,000	1	6,000	

* Loan Data as of December 31, 2002. Rated area refers to either state or multi-state MA rating area.

** The evaluation period for Community Development Loans is from October 15, 2001 to October 03, 2004.

*** Deposit Data as of June 30, 2004. Rated Area refers to either the state, multi-state MA, or institution, as appropriate.

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Table2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE		Geography: NEW MEXICO				Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002									
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography *				
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Albuquerque MSA	333	99.40	1.92	0.00	20.64	11.71	44.56	46.25	32.88	42.04	0.95	0.00	0.92	0.93	0.98
Limited Review:															
Santa Fe MSA	2	0.60	NA	0.00	25.67	0.00	42.81	100.00	31.52	0.00	0.30	NA	0.10	0.49	0.19

* Based on 2002 Peer Mortgage Data (SW)

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

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

Institution ID: BANK OF ALBUQUERQUE, N.A. #23742

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT		Geography: NEW MEXICO				Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002					Market Share (%) by Geography*				
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans					
Full Review:															
Albuquerque MSA	204	99.03	1.92	0.00	20.64	11.76	44.56	48.04	32.88	40.20	8.96	0.00	6.36	8.68	11.27
Limited Review:															
Santa Fe MSA	2	0.97	NA	0.00	25.67	0.00	42.81	100.00	31.52	0.00	0.50	NA	0.00	1.06	0.00

* Based on 2002 Peer Mortgage Data (SW)

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

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

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Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE		Geography: NEW MEXICO				Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002					Market Share (%) by Geography*				
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans					
Full Review:															
Albuquerque MSA	677	99.27	1.92	0.30	20.64	11.96	44.56	36.78	32.88	50.96	1.28	0.46	1.27	1.22	1.35
Limited Review:															
Santa Fe MSA	5	0.73	NA	0.00	25.67	20.00	42.81	40.00	31.52	40.00	0.14	NA	0.12	0.19	0.06

* Based on 2002 Peer Mortgage Data (SW)

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

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

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Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY		Geography: NEW MEXICO					Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002					Market Share (%) by Geography*				
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp	
	#	% of Total**	% of MF Units***	% BANK Loans	% MF Units***	% BANK Loans	% MF Units***	% BANK Loans	% MF Units***	% BANK Loans						
Full Review:																
Albuquerque MSA	0	0.00	4.88	0.00	27.75	0.00	40.31	0.00	27.06	0.00	0.00	0.00	0.00	0.00	0.00	
Limited Review:																
Santa Fe MSA	0	0.00	NA	0.00	29.91	0.00	28.76	0.00	41.33	0.00	0.00	NA	0.00	0.00	0.00	

* Based on 2002 Peer Mortgage Data (SW)

** Multi-family loans originated and purchased in the MA/AA as a percentage of all multi-family loans originated and purchased in the rated area.

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

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Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES															
Geography: NEW MEXICO															
Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002															
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography [*]				
	#	% of Total ^{**}	% of Businesses ^{***}	% BANK Loans	% of Businesses ^{***}	% BANK Loans	% of Businesses ^{***}	% BANK Loans	% of Businesses ^{***}	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Albuquerque MSA	428	94.48	3.11	2.34	26.49	28.50	40.08	44.86	30.32	24.30	1.45	1.55	2.01	1.54	1.30
Limited Review:															
Santa Fe MSA	25	5.52	NA	0.00	40.72	68.00	34.90	20.00	24.38	12.00	0.23	NA	0.44	0.10	0.24

^{*} Based on 2002 Peer Small Business Data -- US and PR

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

^{***} Source Data - Dun and Bradstreet (2002).

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Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS		Geography: NEW MEXICO					Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002					Market Share (%) by Geography [*]				
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp	
	#	% of Total ^{**}	% of Farms ^{***}	% BANK Loans	% of Farms ^{***}	% BANK Loans	% of Farms ^{***}	% BANK Loans	% of Farms ^{***}	% BANK Loans						
Full Review:																
Albuquerque MSA	4	100.00	2.17	0.00	19.13	25.00	51.30	25.00	27.39	50.00	6.52	0.00	5.56	6.25	14.29	
Limited Review:																
Santa Fe MSA	0	0.00	NA	0.00	31.51	0.00	45.66	0.00	22.83	0.00	0.00	NA	0.00	0.00	0.00	

^{*} Based on 2002 Peer Small Business Data -- US and PR

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

^{***} Source Data - Dun and Bradstreet (2002).

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Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE		Geography: NEW MEXICO				Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002					Market Share [*]				
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp
	#	% of Total ^{**}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}					
Full Review:															
Albuquerque MSA	333	99.40	20.76	12.65	17.33	26.51	22.38	22.59	39.52	38.25	0.95	1.10	1.25	0.74	1.11
Limited Review:															
Santa Fe MSA	2	0.60	21.54	0.00	17.24	0.00	21.30	0.00	39.93	100.00	0.35	0.55	0.26	0.12	0.44

^{*} Based on 2002 Peer Mortgage Data (SW)

^{**} As a percentage of loans with borrower income information available. No information was available for 0.3% of loans originated and purchased by BANK.

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

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

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Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT		Geography: NEW MEXICO					Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002					Market Share [*]				
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp	
	#	% of Total ^{**}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}						
Full Review:																
Albuquerque MSA	204	99.03	20.76	10.71	17.33	16.33	22.38	25.00	39.52	47.96	8.96	8.64	7.84	8.98	9.60	
Limited Review:																
Santa Fe MSA	2	0.97	21.54	0.00	17.24	0.00	21.30	100.00	39.93	0.00	0.53	0.00	0.00	2.30	0.00	

^{*} Based on 2002 Peer Mortgage Data (SW)

^{**} As a percentage of loans with borrower income information available. No information was available for 3.9% of loans originated and purchased by BANK.

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

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

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Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE		Geography: NEW MEXICO					Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002									
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share [*]					
	#	% of Total ^{**}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	Overall	Low	Mod	Mid	Upp	
Full Review:																
Albuquerque MSA	677	99.27	20.76	6.59	17.33	14.29	22.38	25.43	39.52	53.69	1.59	1.89	1.46	1.71	1.52	
Limited Review:																
Santa Fe MSA	5	0.73	21.54	0.00	17.24	40.00	21.30	60.00	39.93	0.00	0.15	0.18	0.21	0.17	0.12	

^{*} Based on 2002 Peer Mortgage Data (SW)

^{**} As a percentage of loans with borrower income information available. No information was available for 5.9% of loans originated and purchased by BANK.

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

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

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Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES		Geography: NEW MEXICO			Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002				
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share [*]	
	#	% of Total ^{**}	% of Businesses ^{***}	% BANK Loans ^{****}	\$100,000 or less	> \$100,000 to \$250,000	> \$250,000 to \$1,000,000	All	Rev\$ 1 Million or Less
Full Review:									
Albuquerque MSA	428	94.48	74.72	50.23	51.87	18.69	29.44	1.45	2.39
Limited Review:									
Santa Fe MSA	25	5.52	73.49	28.00	72.00	4.00	24.00	0.23	0.25

^{*} Based on 2002 Peer Small Business Data -- US and PR

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

^{***} Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2002).

^{****} Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 4.19% of small loans to businesses originated and purchased by the bank.

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Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS		Geography: NEW MEXICO			Evaluation Period: JULY 1, 2001 TO DECEMBER 31, 2002				
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share [*]	
	#	% of Total ^{**}	% of Farms ^{***}	% BANK Loans ^{****}	\$100,000 or less	> \$100,000 to \$250,000	> \$250,000 to \$1,000,000	All	Rev\$ 1 Million or Less
Full Review:									
Albuquerque MSA	4	100.00	90.58	75.00	50.00	50.00	0.00	6.52	4.35
Limited Review:									
Santa Fe MSA	0	0.00	93.15	0.00	0.00	0.00	0.00	0.00	0.00

^{*} Based on 2002 Peer Small Business Data -- US and PR

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

^{***} Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2002).

^{****} Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 0.00% of small loans to farms originated and purchased by the bank.

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Table 14. Qualified Investments

QUALIFIED INVESTMENTS									
			Geography: NEW MEXICO		Evaluation Period: OCTOBER 15, 2001 TO OCTOBER 3, 2004				
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Albuquerque MSA	0	0	70	16,499	70	16,499	99.92	0	0
Limited Review:									
Santa Fe MSA	0	0	4	14	4	14	0.08	0	0

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

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

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

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS				Geography: NEW MEXICO				Evaluation Period: OCTOBER 15, 2001 TO OCTOBER 3, 2004									
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings				Population					
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Albuquerque MSA	98.68	18	94.74	0.00	16.67	50.00	33.33	1	0	0	0	0	1	3.25	26.00	42.11	28.64
Limited Review:																	
Santa Fe MSA	1.32	1	5.26	NA	0.00	100.00	0.00	0	0	NA	0	0	0	NA	28.47	43.51	28.03

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Distribution of Branch and ATM Delivery System

Distribution of Branch and ATM Delivery System		Geography: NEW MEXICO						Evaluation Period: OCTOBER 15, 2001 TO OCTOBER 3, 2004									
MA/Assessment Area:	Deposits	Branches						ATMs				Population					
	% of Total Bank Deposits	# of Bank Branches	% of Total Bank Branches	Location of Branches by Income of Geographies (%)				#of Bank ATMs	% of Total Bank ATMs	Location of ATMs by Income of Geographies (%)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Albuquerque MSA	98.68	18	94.74	0	16.67	50.00	33.33	26	100.00	0	19.23	53.85	26.92	3.25	26.00	42.11	28.64
Limited Review:																	
Santa Fe MSA	1.32	1	5.26	NA	0	100	0	0	0.00	NA	0	0	0	NA	28.47	43.51	28.03