

Bank Watch

West

Cain't Be

by Jeff K. Davis, CFA

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I doubt most of you have heard of the rural Southern idiom “cain't be.” The Urban Dictionary — which admittedly can be raw — defines cain't as “a cross between the Standard English contractions ‘can't’ (cannot) and non-standard English contraction ‘ain't’ (am not). This combination of contraction forms a powerful word encompassing ‘cannot,’ ‘am not,’ ‘is not,’ ‘are not,’ and ‘have not.’” “Hell no” is the short version.

Peter Tchir of TF Market Advisors described the early bank releasers' results as a “yawn” on Twitter this weekend. Profitability is good for the large banks, but investors own equities due to growth prospects or a compelling valuation. Much of the sell-side is spinning explaining changes in the current quarter versus prior quarters due to seasonal items: first quarter 2012 entailed 29 days in February, loan growth was pulled forward into fourth quarter 2012, etc. The trend is and has been clear for some time: Revenue growth is close to nil and will turn negative for many smaller banks, while declining credit costs as a net income driver is about over and has been priced into the stocks for a while.

We are now in our fifth year of the Fed's zero interest rate policies (ZIRP) and the sixth since the Fed began cutting rates in 2007. One day the environment will change. Until then, competitive pressures are increasingly weighing on loan yields and are thereby creating a second element of NIM pressure beyond that of reinvesting bond and mortgage cash flows at much lower yields. There will be exceptions that hold the line on pricing (maybe M&T Bank Corp.) and sacrifice volume even though ZIRP promises very low credit costs for some time. Also, some markets such as South Louisiana, Texas, and other areas of the energy- and ag-belts, are poised for very good multi-year loan growth that may entail better-than-average pricing.

What results show from the early releasers — I think — is that the yield story is going to intensify in the second half of 2013 and 2014. As shown in the table, JPMorgan Chase & Co., Wells Fargo & Co. and Commerce Bancshares Inc. all saw year-over-year reductions in loan yields that exceeded the reduction in 30-day LIBOR and the five-year swap rate. Yet, these results do not reflect the increasing story of “high” 2-handle C&I and CRE pricing for quality credits that I am hearing about around the country. So far, low credit costs and still strong — albeit easing — mortgage banking mask the impact of NIM pressure in terms of earnings, but that increasingly will not be the case unless loan growth accelerates. And faster loan growth may require more pricing (and term/structure) concessions. Investors should focus on yields, not the second derivative NIM, in assessing how the revenue and earnings trajectory for a given institution will evolve this year.

Yield/Cost of Funds at Big Banks (%)

	JPMorgan Chase			Wells Fargo & Co.			Commerce Bancshares			M&T Bank Corp.		
	Q1'13	Q1'12	Change (bps)	Q1'13	Q1'12	Change (bps)	Q1'13	Q1'12	Change (bps)	Q1'13	Q1'12	Change (bps)
Commercial & Industrial	n/a	n/a	n/a	3.73	4.18	-45	3.17	3.52	-35	3.66	3.71	-5
Commercial Real Estate	n/a	n/a	n/a	3.84	4.07	-23	4.17	4.57	-40	4.41	4.42	-1
1-4 Residential Mortgage	n/a	n/a	n/a	4.29	4.69	-40	4.08	4.58	-50	4.09	4.60	-51
Total Loans	4.78	5.14	-36	4.49	4.81	-32	4.49	4.95	-46	4.24	4.35	-11
Total Securities (TE)	2.19	2.60	-41	3.70	4.19	-49	2.12	2.56	-44	3.33	3.54	-21
COF - IB Deposits	0.28	0.38	-10	0.21	0.27	-6	0.25	0.32	-7	0.22	0.33	-11
Net Interest Margin (TE)	2.37	2.61	-24	3.48	3.91	-43	3.07	3.45	-38	3.71	3.69	2
30-day LIBOR (Q1 Avg.)	0.24	0.34	-10	<> base for C&I loans								
5-year Swap (Q1 Avg.)	0.97	1.17	-20	<> base for 5-year CRE loans								

n/a = Not Available, TE = Tax Equivalent, COF = Cost of Funds

Sources: Company quarterly reports and the Federal Reserve's H.15 (selected interest rates - daily)

Most investors view banks as early cyclical stocks — i.e., the shares tend to under- and outperform the market before the economy turns given the business model's leverage to change in asset quality. Overlaid is an aspect of an interest rate play whereby some banks are heavily levered to the rate cycle. Focused-commercial lenders, such as Comerica Inc., benefit from rising short rates given a preponderance of loans that price off 30-day LIBOR and are funded with non-interest bearing deposits. Lenders that focus on CRE and multifamily loans, such as New York Community Bancorp Inc., are levered to a steeper curve because much of the asset base is priced off five-year U.S. Treasuries or five-year swap rate.

I think the group is now transitioning to one of a broad trading range as long as credit remains benign. Valuations are cheap enough to protect against a hard sell-off, but valuation is not overly compelling absent a catalyst as was the case in fourth quarter 2011. Investors face the same issue that banks do in terms of yield. That need may lead to notably better performance by banks with stronger dividends. JPMorgan has been a great trade since mid-2012 when "Whale" concerns drove the shares into the mid-\$30s. The March CCAR process culminated with a 27% hike in the quarterly dividend to 38 cents per share.

Where from here? Think Commerce (2.3% yield; \$35-\$40 range) and Trustmark Corp. (3.8%; \$21-\$25), which sailed through the panic and recession compared to peers, but have tended to underperform as the credit recovery gained traction. Trustmark's recent acquisition of Mobile, Ala.-based BancTrust Financial Group Inc. may reinvigorate growth, however.

Periodic market breaks as occurred in third quarter 2011 will create the opportunity to build positions that entail good capital appreciation potential that the lack of revenue and earnings growth precludes. This outlook may pigeonhole most bank stocks as income plays, but income in a ZIRP world will become increasingly valuable. It also may mean that some bank investors will migrate to business development companies (BDCs) and perhaps commercial-focused mortgage REITs. Unlike banks, these entities do not have (stable) deposit funding and access to the Fed's discount window. But they make money and have some investment attributes that advantage them versus traditional banks as ZIRP and Washington's regulatory apparatus wreaks havoc on the bank business model.



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Mercer Capital's Resources for Depository Institutions

The Financial Institutions Group of Mercer Capital works with hundreds of depository institutions annually providing a broad range of specialized resources for the financial services industry.

Webinars Available for Replay

The Outlook for M&A in 2013

Our expectations for bank M&A in 2013, which follows a modest pick-up in activity in 2012 vis-à-vis 2011, are presented. Investors are anxious for M&A to increase given the earnings outlook, but seller expectations and regulatory actions are acting as a governor—at least for the now.

View replay at <http://mer.cr/bnkweb1>

Understanding Deal Considerations

Key issues that we see when banks combine as it relates to valuing and evaluating a combination are reviewed. This is particularly critical when the consideration consists of shares issued by a buyer (or senior merger partner) whose shares are either privately held or are thinly traded.

View replay at <http://mer.cr/bnkweb2>

How to Profit on a Distressed Transaction

Buyers have been leery of acquiring troubled banks in non-assisted deals. With a slowly recovering economy, we take a look at the opportunities and pitfalls or making an acquisition of a “turnaround” bank.

View replay at <http://mer.cr/bnkweb3>

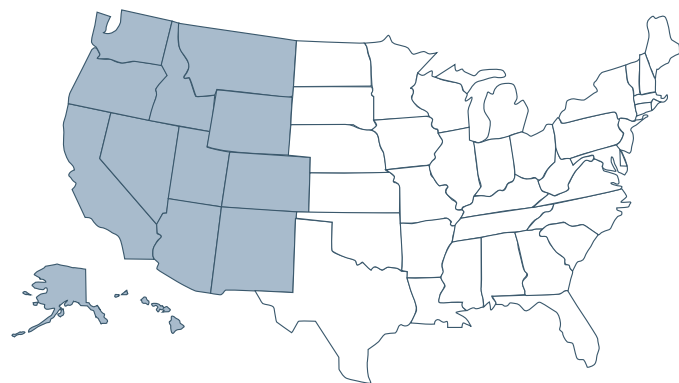
Complimentary Whitepaper



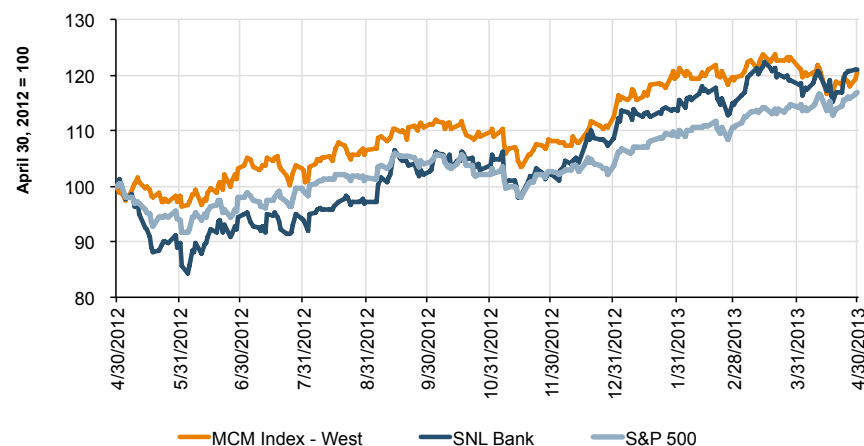
Community Bank Mergers: Creating the Potential for Shared Upside

In this 2013 whitepaper we review financial issues arising when community banks merge or sell to a larger, public institution. It is not intended to answer every question and, in some instances, our intention is to raise questions for directors and managers to evaluate. In a series of follow-up papers and webinars we will address specific topics that merit further scrutiny.

Download whitepaper at <http://mer.cr/community-bank-mergers>



Community Bank Group Index Overview



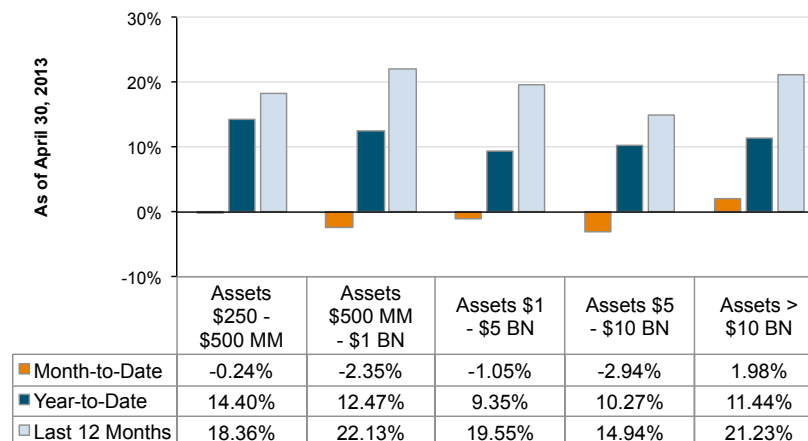
Median Valuation Multiples

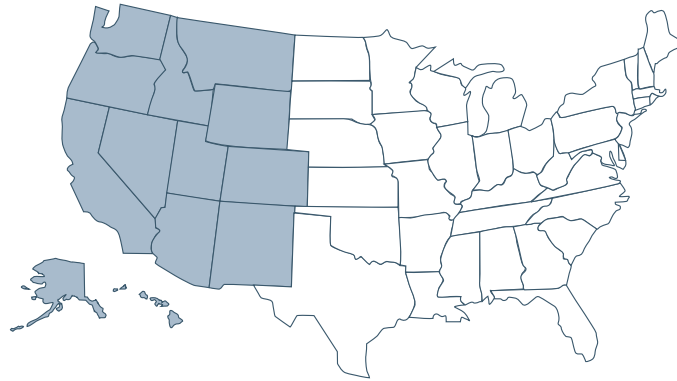
as of April 30, 2013

	West Community Bank Index	National Community Bank Index
Price / LTM EPS	13.67	12.41
Price / 2013 (E) EPS	14.24	12.75
Price / 2014 (E) EPS	12.94	12.39
Price / Book Value	113.33%	103.18%
Price / Tangible Book Value	115.78%	110.77%
Dividend Yield	2.37%	2.75%

Return Stratification of U.S. Banks

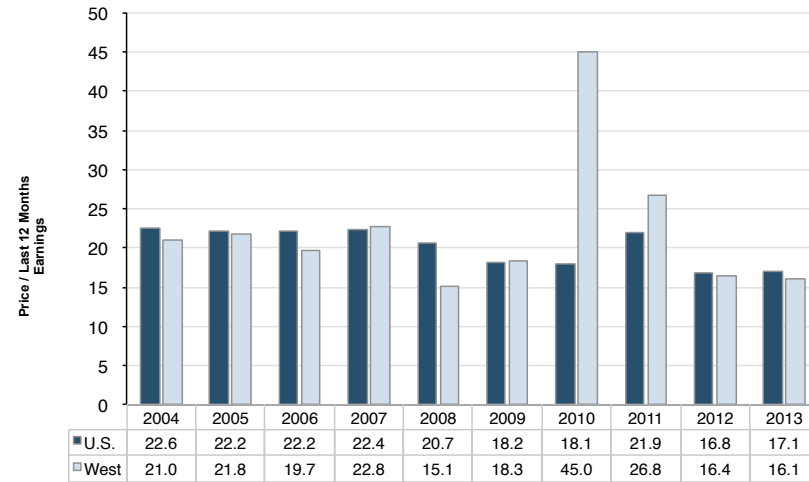
by Asset Size





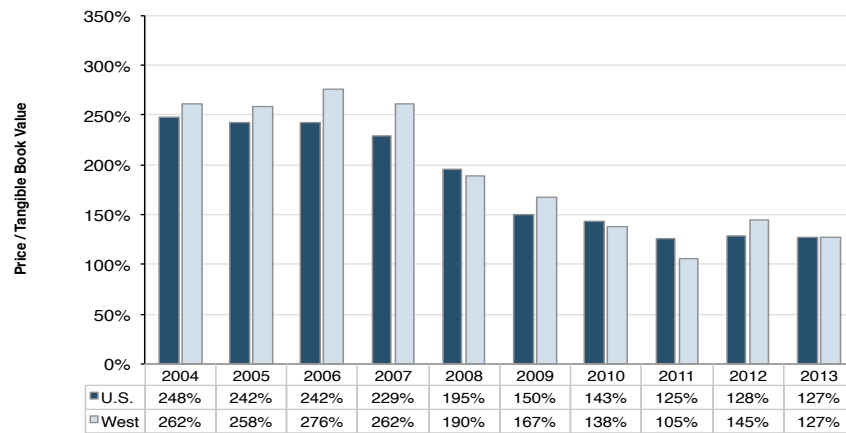
Median Price/Earnings Multiples

Target Banks Assets <\$5BN and LTM ROE >5%



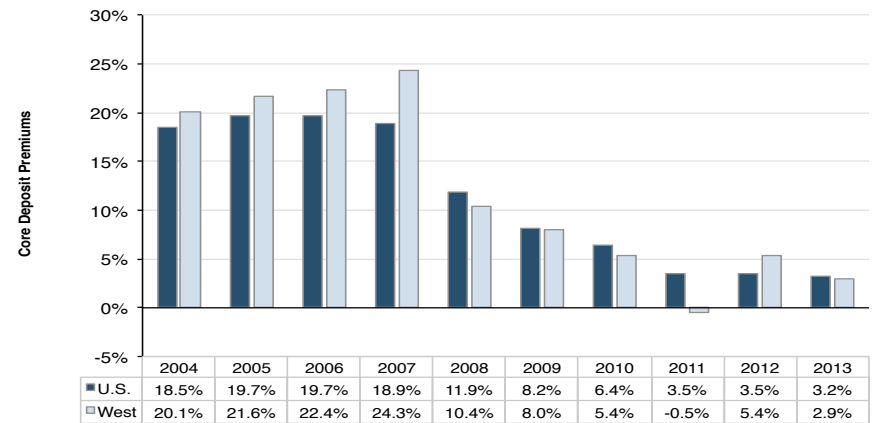
Median Price/Tangible Book Value Multiples

Target Banks Assets <\$5BN and LTM ROE >5%



Median Core Deposit Multiples

Target Banks Assets <\$5BN and LTM ROE >5%



Mercer Capital's West Public Bank Peer Report

May 9, 2013

52 Wk Perf (%)	52 Wk High (\$)	52 Wk Low (\$)	Company Name	Ticker	State	Current Price (\$)	Market Cap (\$M)	LTM (x)	Price / Earnings Core LTM (x)	FY 13 (x)	FY 14 (x)	Price/ BVPS (x)	Price/ Tang. BVPS (x)	Div. Yield (%)	Tangible Equity / Assets (%)	Efficiency Ratio (%)	LTM ROE (%)	LTM ROA (%)	NPAs/ Loans + OREO (%)	NCOs/ Avg. Loans (%)	Loan Loss Reserve/ Loans (%)	Assets (\$M)
2.26	\$23.64	\$19.60	Northrim Bancorp, Inc.	NRIM	AK	\$21.85	\$142	10.98	NA	12.99	12.25	1.03	1.10	2.75	11.37	66.89	10.10	1.22	2.10	(0.26)	2.27	\$1,151,158
2.26			Median - Alaska					10.98	...	12.99	...	1.03	1.10	2.75	11.37	66.89	10.10	1.22	2.10	(0.26)	2.27	\$1,151,158
71.85	\$14.98	\$8.00	Western Alliance Bancorporation	WAL	AZ	\$14.71	\$1,279	15.65	17.05	13.80	12.29	2.00	2.10	nm	7.50	54.82	11.45	1.11	4.51	0.79	1.63	\$8,174,104
71.85			Median - Arizona					15.65	17.05	13.80	12.29	2.00	2.10	...	7.50	54.82	11.45	1.11	4.51	0.79	1.63	\$8,174,104
18.26	\$6.00	\$4.03	1st Century Bancshares, Inc.	FCTY	CA	\$5.90	\$55	17.88	17.88	7.25	14.15	1.10	1.10	nm	9.85	80.86	6.26	0.64	1.70	(0.31)	2.26	\$499,173
13.11	\$8.25	\$6.21	American River Bankshares	AMRB	CA	\$8.11	\$72	24.58	24.70	27.58	24.56	0.80	0.97	0.00	13.38	67.49	3.34	0.53	8.07	0.46	2.35	\$587,261
26.97	\$5.36	\$3.78	Bank of Commerce Holdings	BOCH	CA	\$5.07	\$78	12.07	18.70	9.39	8.45	0.87	0.87	2.37	9.08	53.22	6.78	0.79	7.81	1.43	1.85	\$978,515
11.75	\$44.09	\$34.50	Bank of Marin Bancorp	BMRC	CA	\$39.44	\$215	12.14	12.24	12.35	12.75	1.37	1.37	1.83	10.99	54.76	11.97	1.23	NA	0.27	1.25	\$1,427,022
14.17	\$13.90	\$9.98	BBCN Bancorp, Inc.	BBCN	CA	\$12.80	\$1,011	13.62	13.14	12.43	11.37	1.31	1.49	1.56	11.77	42.48	10.02	1.43	2.30	0.32	1.61	\$5,833,597
(1.44)	\$16.43	\$13.41	Bridge Capital Holdings	BBNK	CA	\$15.02	\$237	15.48	15.49	15.04	13.50	1.56	1.56	nm	11.24	62.35	10.19	1.17	1.94	0.20	2.16	\$1,347,141
45.89	\$9.86	\$5.96	CapitalSource Inc.	CSE	CA	\$9.17	\$1,798	4.25	4.30	15.43	13.77	1.18	1.33	0.44	16.19	42.91	30.13	5.82	2.87	1.24	1.91	\$8,482,677
19.29	\$20.75	\$15.10	Cathay General Bancorp	CATY	CA	\$19.90	\$1,569	15.67	16.95	13.99	12.68	1.11	1.44	0.20	10.72	48.50	7.36	1.11	3.74	0.13	2.43	\$10,520,715
24.58	\$9.25	\$6.75	Central Valley Community Bancorp	CVCY	CA	\$8.45	\$81	11.12	13.04	10.57	9.49	0.73	0.94	2.37	9.99	73.12	6.54	0.88	NA	0.28	2.43	\$886,369
14.65	\$59.79	\$46.12	City National Corporation	CYN	CA	\$58.23	\$3,153	15.01	14.71	15.30	14.79	1.31	1.84	1.72	6.35	64.80	9.04	0.82	1.01	(0.05)	2.01	\$27,433,754
126.12	\$5.10	\$2.05	Community West Bancshares	CWBC	CA	\$4.80	\$29	16.55	NA	NM	NM	0.75	0.75	0.00	7.25	77.42	6.67	0.62	NA	0.59	3.06	\$533,123
31.73	\$14.75	\$10.80	CU Bancorp	CUNB	CA	\$14.49	\$155	43.91	25.60	17.35	14.81	1.22	1.37	nm	9.10	74.84	3.03	0.29	1.79	0.08	1.03	\$1,264,976
1.28	\$12.95	\$9.43	CVB Financial Corp.	CVBF	CA	\$11.13	\$1,168	15.04	15.08	13.12	12.38	1.52	1.64	3.05	11.44	52.81	10.07	1.19	3.94	(0.01)	2.74	\$6,265,767
13.35	\$25.78	\$19.68	East West Bancorp, Inc.	EWBC	CA	\$24.52	\$3,476	12.64	12.64	12.16	11.76	1.48	1.79	2.45	8.23	44.06	12.22	1.30	1.72	0.28	1.56	\$23,101,955
21.76	\$8.74	\$6.34	First California Financial Group, Inc.	FCAL	CA	\$8.17	\$239	30.26	25.95	18.64	14.14	1.15	1.70	0.00	7.72	74.74	4.01	0.48	3.55	0.11	1.56	\$1,887,843
23.00	\$40.31	\$29.21	First Republic Bank	FRC	CA	\$39.34	\$5,176	13.38	12.95	12.60	12.75	1.71	1.87	1.22	7.92	48.26	13.46	1.32	0.26	0.01	0.48	\$35,082,904
57.04	\$17.37	\$9.10	Hanmi Financial Corporation	HAFC	CA	\$15.83	\$500	5.37	5.40	12.72	12.14	1.29	1.29	0.00	13.89	58.65	26.48	3.31	2.39	1.23	2.87	\$2,792,423
4.35	\$7.18	\$5.86	Heritage Commerce Corp	HTBK	CA	\$6.95	\$183	22.42	23.30	21.67	19.80	1.21	1.22	0.00	10.82	70.75	5.98	0.72	2.37	0.46	2.40	\$1,383,564
3.49	\$6.00	\$4.76	Heritage Oaks Bancorp	HEOP	CA	\$5.63	\$143	10.83	14.74	14.79	13.72	1.16	1.30	0.00	10.42	69.72	10.77	1.45	1.91	0.93	2.49	\$1,064,684
34.56	\$19.00	\$12.52	North Valley Bancorp	NOVB	CA	\$17.25	\$118	16.75	21.15	21.30	17.15	1.22	1.22	0.00	10.62	80.79	7.42	0.78	NA	0.91	1.98	\$910,734
5.55	\$8.88	\$5.02	Oak Valley Bancorp	OVLY	CA	\$7.80	\$62	11.47	NA	NM	NM	0.96	0.96	0.00	9.89	65.81	8.24	0.90	NA	0.26	1.99	\$648,418
4.83	\$7.40	\$5.45	Pacific Mercantile Bancorp	PMBC	CA	\$6.29	\$119	11.44	13.50	NM	NM	0.93	0.93	nm	10.71	77.47	9.31	0.90	7.19	0.83	1.38	\$1,053,941
52.68	\$13.29	\$7.60	Pacific Premier Bancorp, Inc.	PPBI	CA	\$12.52	\$193	9.48	12.47	15.70	9.94	1.23	1.37	nm	10.16	58.71	13.74	1.39	NA	0.14	0.85	\$1,406,655
17.06	\$29.20	\$20.82	PacWest Bancorp	PACW	CA	\$27.80	\$1,039	15.80	13.21	13.96	12.85	1.75	2.08	3.60	9.54	54.13	11.28	1.19	NA	0.27	2.72	\$5,299,905
63.33	\$5.96	\$2.59	Plumas Bancorp	PLBC	CA	\$5.80	\$28	17.06	18.47	NM	NM	0.91	0.91	0.00	6.35	75.32	5.64	0.50	NA	1.11	1.84	\$477,981
30.65	\$17.33	\$10.52	Preferred Bank	PFBC	CA	\$16.37	\$217	36.38	38.78	14.68	13.22	1.13	1.13	0.00	12.11	44.40	3.28	0.42	4.02	1.96	1.73	\$1,587,769
34.63	\$13.35	\$8.42	Sierra Bancorp	BSRR	CA	\$12.56	\$177	20.59	24.05	20.37	17.56	1.01	1.04	1.91	12.31	60.83	4.97	0.62	10.19	2.15	1.59	\$1,386,362
52.69	\$9.95	\$5.56	Summit State Bank	SSBI	CA	\$8.99	\$43	12.66	17.44	13.04	12.86	0.86	0.93	4.89	10.51	59.97	6.16	0.91	NA	1.00	2.13	\$438,266
16.20	\$72.85	\$52.40	SVB Financial Group	SIVB	CA	\$72.23	\$3,248	17.97	NM	19.20	18.11	1.73	1.73	0.00	8.26	66.89	10.63	1.24	NA	0.30	1.27	\$22,796,000
25.91	\$19.86	\$14.68	TriCo Bancshares	TCBK	CA	\$19.46	\$311	13.33	12.76	11.26	12.49	1.32	1.42	1.85	8.45	66.08	10.30	0.92	NA	0.65	2.59	\$2,612,433
78.98	\$4.49	\$1.87	United Security Bancshares	UBFO	CA	\$4.30	\$62	10.10	NA	NM	NM	0.88	0.94	0.00	10.41	72.07	9.02	0.97	NA	0.68	2.86	\$636,548
19.42	\$38.67	\$29.80	Wells Fargo & Company	WFC	CA	\$37.89	\$200,680	10.73	10.58	10.24	9.69	1.34	1.71	3.17	8.34	54.63	13.08	1.48	4.79	0.97	1.97	\$1,436,634,000
0.28	\$49.39	\$40.50	Westamerica Bancorporation	WABC	CA	\$43.82	\$1,182	15.54	14.74	17.24	17.35	2.12	2.85	3.38	8.75	43.64	14.28	1.57	1.95	0.66	1.49	\$4,887,844
19.42			Median - California					15.01	14.74	14.33	13.04	1.21	1.33	0.83	10.16	62.35	9.04	0.92	2.39	0.46	1.98	\$1,406,655

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52 Wk Perf (%)	52 Wk High (\$)	52 Wk Low (\$)	Company Name	Ticker	State	Current Price (\$)	Market Cap (\$M)	LTM (x)	Price / Earnings Core LTM (x)	FY 13 (x)	FY 14 (x)	Price/BVPS (x)	Price/Tang. BVPS (x)	Div. Yield (%)	Tangible Equity / Assets (%)	Efficiency Ratio (%)	LTM ROE (%)	LTM ROA (%)	NPAs/Loans + OREO (%)	NCOs/ Avg. Loans (%)	Loan Loss Reserve/ Loans (%)	Assets (\$M)
43.04	\$8.67	\$5.77	CoBiz Financial Inc.	COBZ	CO	\$8.65	\$348	NA	NA	15.69	13.04	1.69	1.71	1.39	7.75	72.24	10.40	1.02	3.66	0.09	2.33	\$2,620,512
9.79	\$2.37	\$1.54	Guaranty Bancorp	GBNK	CO	\$2.13	\$217	16.38	13.50	15.97	16.30	1.20	1.26	nm	9.90	73.94	7.87	0.81	3.48	0.27	2.04	\$1,836,840
NA	\$20.25	\$17.69	National Bank Holdings Corporation	NBHC	CO	\$18.38	\$869	NM	143.86	14.27	18.39	0.88	0.96	1.09	19.35	77.03	(0.01)	(0.00)	NA	1.71	0.73	\$5,257,543
26.42			Median - Colorado					15.02	14.74	15.69	16.30	1.20	1.26	1.24	9.90	73.94	7.87	0.81	3.57	0.27	2.04	\$2,620,512
3.80	\$50.91	\$41.41	Bank of Hawaii Corporation	BOH	HI	\$48.81	\$2,189	13.83	13.74	14.68	14.76	2.13	2.20	3.69	7.37	57.46	15.41	1.17	1.38	0.16	2.18	\$13,525,667
25.29	\$17.16	\$12.01	Central Pacific Financial Corp.	CPF	HI	\$17.04	\$715	4.20	4.17	12.98	21.77	1.10	1.12	0.00	13.91	79.59	33.74	3.99	5.13	0.33	3.79	\$4,581,077
14.55			Median - Hawaii					9.01	8.96	13.83	18.26	1.62	1.66	1.84	10.64	68.53	24.57	2.58	3.25	0.24	2.99	\$9,053,372
32.95	\$14.00	\$8.67	Home Federal Bancorp, Inc.	HOME	ID	\$12.40	\$180	NM	146.24	NM	NM	1.01	1.02	1.94	16.81	97.90	0.85	0.15	NA	0.12	3.08	\$1,050,783
22.17	\$13.50	\$10.10	Intermountain Community Bancorp	IMCB	ID	\$12.95	\$34	32.38	32.38	nm	NM	0.93	0.94	nm	9.55	78.95	4.01	0.47	NA	1.39	1.51	\$933,880
27.56			Median - Idaho					32.38	89.31	0.97	0.98	1.94	13.18	88.42	2.43	0.31	...	0.75	2.29	\$992,332
52.20	\$20.57	\$13.21	First Interstate BancSystem, Inc.	FIBK	MT	\$20.44	\$377	14.00	13.93	12.51	12.61	1.16	1.53	2.54	8.03	59.78	8.46	0.88	3.97	1.15	2.32	\$7,439,317
32.71	\$19.15	\$13.25	Glacier Bancorp, Inc.	GBCI	MT	\$18.66	\$1,344	16.81	16.52	15.69	14.11	1.47	1.67	3.00	10.70	57.55	8.92	1.06	NA	0.59	3.75	\$7,609,237
42.46			Median - Montana					15.41	15.22	14.10	13.36	1.31	1.60	2.77	9.37	58.66	8.69	0.97	3.97	0.87	3.03	\$7,524,277
4.15	\$7.18	\$4.23	Cascade Bancorp	CACB	OR	\$5.77	\$273	44.38	44.38	15.97	17.62	1.94	1.94	0.00	10.82	85.39	4.34	0.46	7.96	2.06	3.17	\$1,301,417
33.50	\$11.93	\$8.41	Pacific Continental Corporation	PCBK	OR	\$11.12	\$199	16.12	14.81	14.27	12.04	1.09	1.25	3.24	11.18	59.26	6.80	0.92	NA	0.04	1.72	\$1,443,658
(0.56)	\$13.88	\$11.17	Umpqua Holdings Corporation	UMPQ	OR	\$12.48	\$1,397	14.02	13.97	14.34	14.00	0.81	1.33	3.21	9.72	63.40	5.82	0.87	2.25	0.42	1.42	\$11,491,410
4.15			Median - Oregon					16.1	14.8	14.3	14.0	1.09	1.33	3.21	10.82	63.40	5.82	0.87	5.11	0.42	1.72	\$1,443,658
31.62	\$26.15	\$17.45	Zions Bancorporation	ZION	UT	\$26.01	\$4,792	19.9	16.0	14.5	13.6	0.95	1.20	0.62	7.53	70.27	5.84	0.69	2.93	0.32	2.22	\$54,110,564
31.62			Median - Utah					19.9	16.0	14.5	13.6	0.95	1.20	0.62	7.53	70.27	5.84	0.69	2.93	0.32	2.22	\$54,110,564
65.25	\$34.30	\$18.05	Banner Corporation	BANR	WA	\$33.77	\$657	10.08	10.03	14.69	15.42	1.27	1.28	1.42	12.10	70.69	12.21	1.59	3.06	0.39	2.38	\$4,237,626
13.70	\$22.08	\$16.18	Columbia Banking System, Inc.	COLB	WA	\$21.41	\$1,092	17.13	16.47	14.61	12.95	1.11	1.33	1.87	13.39	63.66	6.47	1.02	NA	0.37	2.67	\$4,905,011
4.55	\$15.57	\$13.25	Heritage Financial Corporation	HFWA	WA	\$13.59	\$205	17.20	16.16	15.73	13.35	1.03	1.10	2.35	13.01	70.28	5.92	0.88	3.53	0.66	2.54	\$1,447,080
22.38	\$23.22	\$17.19	Sterling Financial Corporation	STSA	WA	\$22.17	\$1,381	3.51	3.41	14.89	14.58	1.12	1.15	3.61	12.98	68.16	34.01	4.21	3.12	0.23	2.21	\$9,256,436
0.20	\$15.03	\$12.52	Washington Banking Company	WBCO	WA	\$13.60	\$211	12.59	11.92	12.03	12.46	1.14	1.18	4.41	10.73	58.91	9.32	1.00	NA	0.79	NA	\$1,668,354
13.70			Median - Washington					12.59	11.92	14.69	13.35	1.12	1.18	2.35	12.98	68.16	9.32	1.02	3.12	0.39	2.46	\$4,237,626
26.56			Average					15.88	21.74	14.76	14.13	1.24	1.38	1.62	10.52	64.42	9.99	1.19	3.61	0.57	2.10	33,754,963.71
21.76			Median					15.01	14.78	14.55	13.42	1.16	1.30	1.72	10.47	65.31	8.97	0.95	3.09	0.38	2.16	1,862,341.50

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