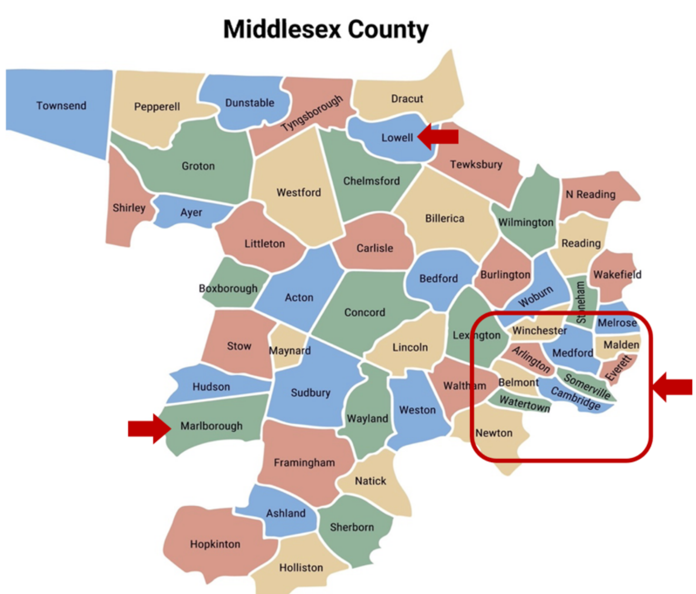
EXECUTIVE SUMMARY

Sample Bank, its directors, executives, and managers recognize the importance and significance of fair and inclusive mortgage lending. The foregoing assessment has been prepared as a core element of the bank's strategic plan for fair lending and the Community Reinvestment Act (CRA). This report has been prepared to help compliance managers define measurable goals for expanding homeownership opportunities in the bank's reasonably expected market area (REMA).

This marketplace assessment is segmented into three parts. Part 1 is a comprehensive examination of housing characteristics, housing costs, householder income, and demographics. Based on analytical data, potential mortgage affordability for each area is estimated. Part 2 is a performance analysis of the bank's residential lending activity, along with a peer analysis of similarly situated depository institutions. Part 3 provides a comprehensive listing of local municipalities and housing partnership agencies offering homebuyer grants, down payment assistance, and other financial incentives.

Part 1 - Community Credit Needs Assessment

The scope of the credit needs assessment takes into account a number of statistical analyses that pertain to housing characteristics, housing costs, appraisal valuations, household income, and population demographics. The assessment area includes 8 cities and one town, and analytical findings are segmented for each municipality. In addition, certain analyses were completed for each zip code, as well as census tracts where the bank's retail branches and loan center are located. Additional census tracts were explored for the purposes of identifying low-to-moderate income communities (LMI) and majority-minority census tracts (MMTs or MMCTs).



Assessment Area

The 8 municipalities shown on the map of Middlesex county are listed:

1. City of Somerville
2. City of Cambridge
3. Town of Arlington
4. City of Malden
5. City of Medford
6. City of Everett
7. City of Newton
8. City of Lowell
9. City of Marlboro

Mortgage affordability analyses were completed for each city or town for single-family homes, 2-family homes, and homebuyers of 3 or 4 unit homes. Methodology utilized to estimate mortgage affordability is based on a monthly housing payment of 30% of monthly household income at a purchase price equal to the median home value for the specific city or town.

Based on historical migration patterns of people renting in an urban location and later seeking homes in outlier areas with greater inventory of single-family homes—and at lower costs—this report also features homeownership opportunities in outlier areas surrounding the REMA.

Demographic data in this report reflect the most recently available American Community Survey tables published by the U.S. Census Bureau. Mortgage statistics reflect Home Mortgage Disclosure Act reports published by the Federal Financial Institutions Examination Council (FFIEC). Appraisal valuation statistics are derived from the Federal Financial Housing Agency (FHFA) Fair Lending Dashboard, Uniform Appraisal Dataset (UAD) Aggregate Statistics. Statistical data incorporated in various analyses are shown below.

POPULATION	# Population Count # Households % White % Black % Asian % Islander % Hispanic % Other % Foreign-born	HOUSEHOLD INCOME	$ Median Household Income Population Share <$50,000 Population Share $50-100,000 Population Share $100-200,000 Population Share >$200,000
HOUSING CHARACTERISTICS	% Owner-occupied % Rental % 1 unit % 2 units % 3 or 4 units % 5-9 units % 10-19 units % 20-49 units 50+ units	HOUSING COSTS	$ Median home value for owner-occupied homes. Year-over-year appreciation for metro. Appraisal valuation trends for Middlesex county, and statistics for valuations above/at/below contract price and majority-minority tracts.

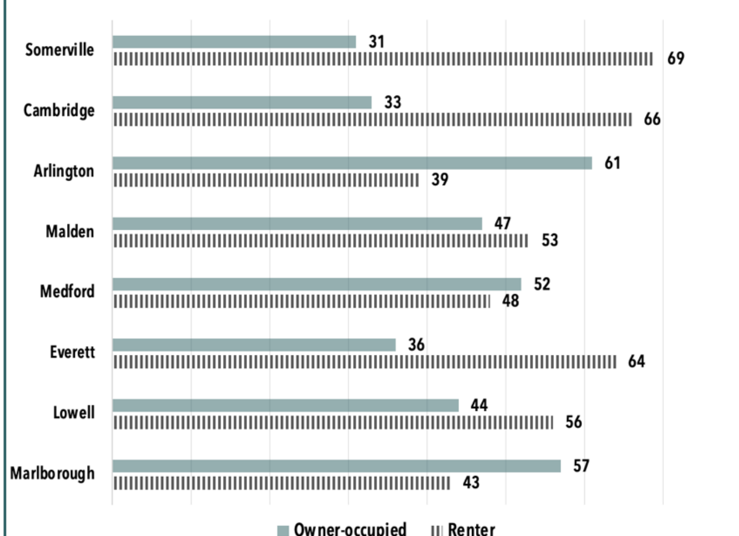
PART 1
Community Credit Needs Assessment

Steps carried out for the credit needs assessment included an analysis of housing characteristics, housing costs, household income, and population demographics. Housing characteristics published by the U.S. Census Bureau are structured according to the following categories: single-family detached homes; attached housing (e.g. condominiums); 2-unit properties; 3 or 4 units; and four separate categories of multifamily properties. For each city or town, Chart 1 denotes the percent share for each home category.

CHART 1
Assessment Area Housing Characteristics

	1 Unit Detached	1 Unit Attached	2 Units	3 or 4	5 to 9	10 - 19	20 - 49	50 or more
Somerville	9.9	5.2	28.1	26.5	8.5	5.3	7.8	8.6
Cambridge	9.0	5.6	13.0	18.3	11.4	8.3	10.9	23.4
Arlington	39.0	5.8	24.7	6.1	2.9	7.2	6.6	7.4
Malden	25.7	4.9	19.3	13.8	4.1	3.3	9.4	17.7
Medford	30.4	5.1	26.6	9.0	1.0	4.2	4.8	18.8
Everett	18.3	7.8	26.0	27.5	5.3	2.6	6.5	5.4
Lowell	33.3	7.1	15.2	8.3	10.0	8.7	7.4	9.8
Marlborough	44.5	8.1	9.6	7.2	4.2	8.1	8.2	7.4

CHART 2
Owner Occupancy



Across all municipalities in the assessment area, an average of 45% of homes are owner-occupied, and an average of 55% of households are renters.

Owner-occupancy for both Middlesex county and the Commonwealth of Massachusetts are marginally the same, where about 62% of homes are owner-occupied and about 38% are rental.

CHART 3
Regional Comparison of Housing Characteristics

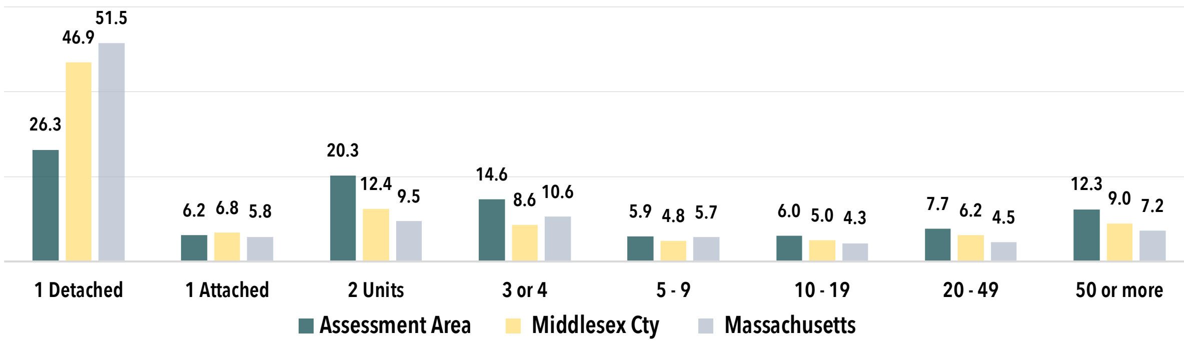


Chart 3 is a comparison of the housing characteristics for the state, Middlesex county, and the assessment area. Summarized are key findings from the analysis:

- Across all municipalities in the assessment area, the average share of single-family detached homes is 26.3%. This figure is about half the statewide average (51.5%) and slightly less than half of the county average (46.9%).
- The average share of 2-family properties in the assessment area is 20.3%, and significantly higher than both the state (9.5%) and county (12.4%).
- The average share of 3 to 4 unit properties is in the assessment area is 14.6%, significantly higher than the county (8.6%) and moderately higher than the state (10.6%).
- Metrics are within a close range for attached housing (e.g. condominiums), as well as three multi-family categories ranging from 5 to 49 unit properties.
- The average share of 50-unit or more buildings (12.3%) is moderately higher than both the county (9.0%) and the state (7.2%).

According to the most recent figures from the National Association of Realtors (NAR), detached single-family homes continue to be the most common property type for buyers at 79% of purchase transactions, followed by townhouses or row houses at 8%. The very low level of detached single family homes in the assessment area present a challenge to the bank and other mortgage lenders in the area.

Due to the long history of construction of 2 and 3 family homes in the assessment area, a certain share of condominiums (including duplexes and townhouses) represent "condo conversions." Such property types carry maintenance obligations and other arrangements which are not always popular with homebuyers. Nonetheless, the combined share of 1-unit attached and detached properties represents less than one-third of residential homes in the assessment area—thus significantly limiting opportunities for first-time homebuyers as well as move-up existing homeowners.

Property Values

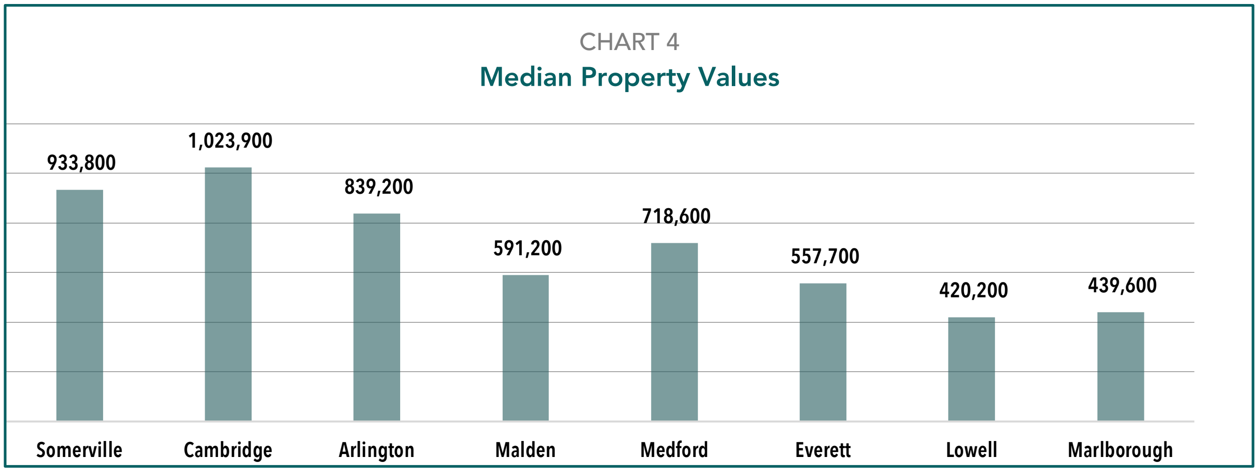


Chart 4 denotes the median property value for each municipality in the assessment area, based on the data for owner-occupied homes published by the U.S. Census Bureau. For the 6 contiguous parts of the assessment area, the average home value is $777,400. Across all 8 municipalities—including Lowell and Marlborough—the average home value is $690,525.

The median home value state-wide is $534,700, which is 1.5 times the national median value of $320,900. The median value for Middlesex County is $690,800—which aligns with the property values of the entire assessment area.

On the following page, Chart 5 denotes the housing characteristics by zip code, along with census tract data for Sample Bank's branches, including the loan center. Key analytics in this chart include the following:

- Median property values
- % owner occupancy
- Summary of property types

CHART 5
Housing Characteristics by Zip Code

City or Town	Zip Code	Property Value	% Owner	Housing Characteristics
Somerville	02141	883,500	29	4.6% 1-family detached; 40% over 50 units; broad mix of other types.
	02143	859,000	31	9.8% 1-family detached; broad mix of other types.
	02144	948,800	36	10.6% 1-family detached; broad mix of other types. Location of 2 Middlesex Federal Savings retail branches and Loan Center.
	02145	784,800	34	12.% 1-family detached; broad mix of other types.
Cambridge	02138	1,053,700	39	21% 1-family detached; 17% over 50 units; broad mix of other types.
	02139	1,027,300	32	8% 1-family detached; 15% over 50 units; broad mix of other types.
	02140	994,800	36	11% 1-family detached; 30% over 50 units; broad mix of other types.
	02141	883,500	29	4.8% 1-family detached; 40% over 50 units; 30% 2-4 family homes;
	02142	1,566,200	7	1.2% 1-family detached; 93.6% over 50 units; minimal other property types and no condos.
	02163	N/A	0	75.4% over 50 units; 20% 5-9 units; 4.4% 20-49 units; 0% all other property types.
Arlington	02474	833,000	59	35% 1-family detached; broad mix of other types.
	02476	847,200	63	44.8% single-family detached; 51% multi-unit, with 12% over 50 units.
Malden	02148	570,600	43	24% 1-family detached; broad mix of other types.
Medford	02155	669,600	53	36% 1-family detached, broad mix of other types. Middlesex Federal Savings retail branch.
Everett	02149	557,700	36	18% single family detached; 26% 2-family; 27% 3 or 4 units; minor mix all other types.
Lowell	01850	345,000	52	43% 1-family detached; 24% 2-family; 10% 3 or 4 units; minor mix all other types.
	01851	398,900	43	32% 1-family detached; 22% 2-family; 9% 3 or 4 units; minor mix all other types
	01852	366,200	46	31% 1-family detached; 13% 2-family; 10% 3 or 4 units; 16% over 50; minor mix all other types
	01854	331,300	36	24% 1-family detached; 13% 2-family; 13% 3 or 4 units; 13% 5-9 units; 16% 10-49 units; 12% over 50 units.
Marlboro	01752	439,600	57	44% 1-family detached; broad mix of other multi-unit types, with 7.4% over 50 units; 2.7% mobile homes.

The zip code analysis further underscores the challenge facing potential homebuyers—limited inventory of single-family homes. Summarized below are comparisons between individual zip code characteristics vs. city-wide for four of the municipalities and all bank locations. Other towns (Medford, Malden, Everett, and Marlborough) had no discernable disparities between city-wide demographics and zip codes.

Somerville

Housing characteristics for each of the four zip codes align closely with the city-wide median property value of $933,800 and owner-occupancy rate of 31%. Home values are within 10% for three zip codes and within 20% for zip code 02145.

Somerville Bank locations

Two of the bank's facilities (retail branch and loan center) are located in the same census tract (#3509), where median property values are about 20% higher than the city-wide values. The tract has a broad mix of property characteristics and a moderate owner-occupancy rate. The third location (tract #3508) also has a broad mix of property characteristics, a moderate owner-occupancy rate, and median home values that align closely with the city-wide figures.

Cambridge

Three zip codes (02138, 02139, 02140) have median home values that align with city-wide figures of $1,023,900, a broad mix of property characteristics and moderate owner-occupancy rates. Zip code 02141 has a slightly lower occupancy rate, about 20% lower home values, and 95% of properties are multi-family. Although the zip code 02142 has a median property value of $1.5 million, 93.6% of buildings are 50 or more units, and owner-occupancy is 7%. Census reports have no property value data for zip code 02163 since only owner-occupied values are tracked—and the occupancy rate for this zip code is zero.

Arlington

Two zip codes (02474 and 02476) have median home values that closely align with the town-wide figure of $839,200. Arlington has a significantly higher share of single-family detached properties and owner-occupancy rate—when compared to Cambridge and Somerville.

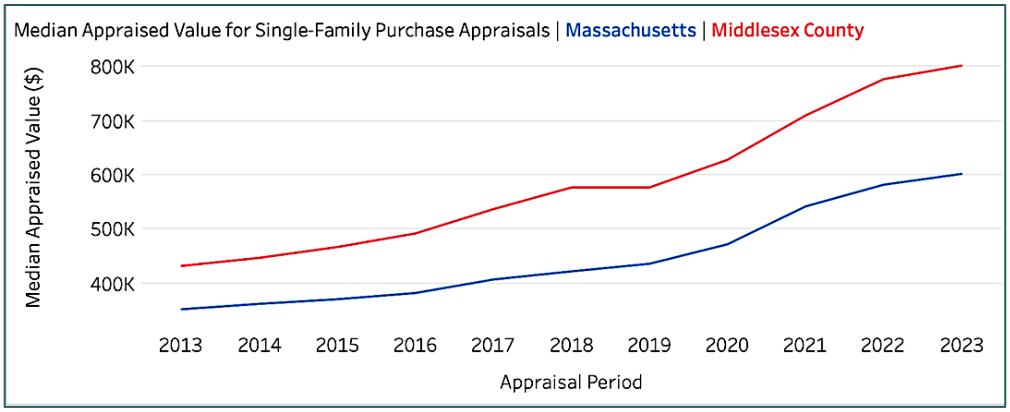
Lowell

All four zip codes (02150, 02151, 02152, and 02154) have a broad mix of housing characteristics, with no high levels of concentrated multifamily buildings. Individual zip codes all have median values which are slightly lower than city-wide figure of $420,200. This may be attributed to a small residential area of higher-value homes near the University of Lowell campus, zip code 02153.

Medford bank location

The bank's Medford branch, located in census tract #3391.01, has a slightly lower median home value than the city-wide figure of $718,600. Although 48% of properties are 50+ unit buildings, the owner-occupancy rate is 53%, which may be an indication that some buildings have condo or cooperative share units.

CHART 6 – **Area Trend of Median Appraised Values**



Source: FHFA Fair Lending Dashboard, State and County Aggregate Statistics.

In 2023, the median appraised value for purchase transactions was $800,000 in Middlesex County and $600,000 statewide. Based on FHFA data, appraisals for purchase transactions that were completed during 2023 in Middlesex County provided the following outcomes:

- 50% of appraisals were above the contract price
- 42% were equal to the contract price
- 7% were below the contract price

The Federal Housing Finance Agency (FHFA) monitors housing prices for residential purchase transactions and appraisals. In the first quarter of 2024, the Cambridge-Newton-Framingham, MA metro ranked #27 of the nation's top 100 metros. The year-over-year (YoY) price increase was 9.1%, and appreciation rates have increased every year on a consecutive basis since 2012. The Boston, MA metro ranks #36 of the Nation's Top 100, with a YoY increase of 8.2%.

The FHFA also monitors gaps between contract price and appraisal valuations in census tracts with 50% of more minority populations. In its *Appraisal Gap of the Top 100 Metros* report for 2023, minority gaps were as high as 13% in some areas, with most metros ranging from 2 to 5%. The minority appraisal gaps for the Cambridge-Newton-Framingham, MA metro for 2023 were –0.1% in 80-100% minority tracts, and 1.5% in 51-80% minority tracts.

Household Income

Across all municipalities in the assessment area, the average median household income is $103,359. The median income for Middlesex County is $118,800, and median income statewide is $94,488. Chart 7 breaks out income by population percent in the following four tiers:

- Less than $50,000
- $50-100,000
- $100-200,000
- $200,000 and above

CHART 7

Median Household Income

	Income	<$50K	$50-100K	$100-200K	>$200K
Somerville	124,110	20	21	31	27
Cambridge	109,358	26	21	27	26
Arlington	136,312	18	18	31	32
Malden	99,497	25	25	38	12
Medford	113,253	27	19	29	25
Everett	77,796	35	29	25	10
Lowell	72,349	34	34	24	8
Marlborough	94,199	27	26	33	14
Average	103,359	27	24	30	19

CHART 8

Regional Comparison of Household Income

POPULATION PERCENT

49% of households in the assessment area have income near or greater than the median figure of $103,359.

45% of households in the county have income near or greater than the median figure of $118,800.

48% of households in the state have income near or greater than the median figure of $94,488.

Household Demographics

CHART 9
Population Race and Ethnicity

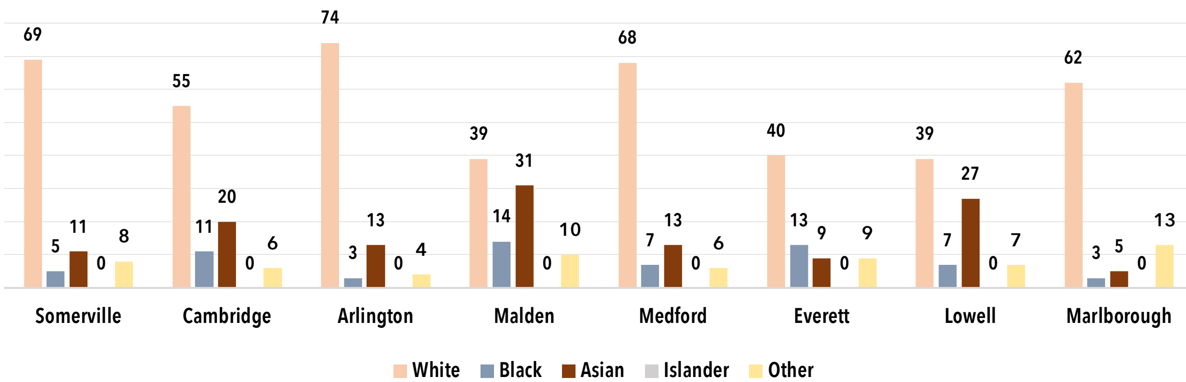


Chart 9 denotes the population demographics for each municipality within the assessment area. The category noted as "other" includes households other census-reported races and households with two or more races. The category noted as "Islander" combines Pacific Islander, Native Hawaiian, American Indian, and Native Alaskan.

Across all municipalities, racial and ethnic characteristics are somewhat consistent. For the most part, there are no concentrated areas and ethnic diffusion is spread throughout the communities. A census tract is considered an majority-minority census tract if minority population is 50% or greater. The minority population share can represent a concentration of one racial or ethnic group, or aggregate total of households which identify as any racial or ethnic group other than white.

CHART 10
Regional Comparison – Race and Ethnicity

	White	Black	Asian	Other	Hispanic
Assessment Area	56	8	16	8	12
Middlesex County	66	5	14	7	9
Massachusetts	67	7	7	6	13

Chart 10 compares the average percent of population race and ethnicity of the assessment area with figures for the state and Middlesex county.

CHART 11
Demographic Characteristics by Zip Code

City or Town	Zip Code	Population	Median Income	White	Black	Asian	Other	Hispanic	Foreign Born
Somerville	02141	14,402	103,451	56	9	19	5	11	35.6
	02143	25,329	118,440	72	3	10	7	7	21.7
	02144	25,022	133,627	75	3	10	5	5	16.3
	02145	27,692	113,469	61	5	10	6	18	21.1
Cambridge	02138	38,006	118,320	62	5	17	6	8	25.7
	02139	39,856	117,124	52	14	19	6	9	29.0
	02140	21,553	137,792	53	15	18	5	6	30.2
	02141	14,402	103,451	56	9	19	6	11	35.6
	02142	4,474	150,294	43	6	40	4	6	45.5
	02163	1,994	67,969	55	10	16	2	17	36.6
Arlington	02474	28,167	134,169	74	3	13	4	6	18.7
	02476	17,739	138,959	73	3	13	5	5	18.2
Malden	02148	65,463	90,295	44	13	27	6	9	41.2
Medford	02155	63,873	115,048	67	8	12	5	8	23.4
Everett	02149	48,685	77,796	40	13	9	9	3	45.0
Lowell	01850	16,805	66,069	44	11	15	3	27	25.5
	01851	32,323	79,330	33	8	42	5	12	37.9
	01852	36,546	76,272	57	8	14	5	15	26.8
	01854	29,062	66,645	50	9	16	2	22	22.9
Marlboro	01752	41,391	94,199	62	3	5	13	17	29.1

Zip Code Analysis

Somerville, Cambridge, and Lowell have four or more zip codes. This analysis excludes zip codes dedicated to government, hospitals, and universities. For the most part, population demographics and household income for each zip code within the cities are in alignment, with no concentrated areas. The two zip codes in town of Arlington are demographically equivalent, and the remaining cities consist of one zip code.

Foreign-born Population and Ancestry

Every zip code in the assessment area is populated with a moderate share of foreign-born households. Each zip code reported Europe as place of birth at an average rate of 10% to 20%, and Asia was reported as a place of birth at an average of 42% across all zip codes. A number of zip codes had higher shares of Asian ancestry, particularly in Cambridge.

Majority-minority Census Tracts

On a city-wide or zip code basis, no areas indicated a minority race or ethnicity above 50%.

Low-to-Moderate Income Tracts

With few exceptions, median income levels for zip codes align with city-wide figures.

Chart 12, shown on the following two pages delineate demographic characteristics and median income for a range of census tracts within each zip code. Census tracts represent a cross-town sampling, as well as all tracts with 15% or more minority population.

CHART 12
Demographic Characteristics by Census Tract

	Area	Tract	Median Income	White	Black	Asian	Other	Hispanic
SOMERVILLE	Ten Hills	3501.05	143,693	78	4	9	3	4
		3501.06	94,000	59	3	23	7	8
		3501.07	116,750	65	1	1	3	30
	Winter Hill	3501.08	78,988	62	8	9	3	19
		3514.03	94,412	59	8	9	6	18
	East Somerville	3514.04	92,800	54	2	18	6	20
	Inner Belt	3515	65,611	58	6	13	12	14
	Ball Square	3904	162,813	75	0	10	7	8
	Teele Square	3905	145,368	88	2	4	0	5
	Spring Hill	3511.01	106,441	81	3	5	5	5
	Prospect Hill	3513	116,645	77	7	3	7	5
	Davis Square	3509	182,804	75	2	16	2	5
CAMBRIDGE	Cambridgeport	3532	122,601	56	11	21	5	7
	East Cambridge	3522	152,500	53	5	32	5	6
	Lechmere Square	3521.02	162,754	62	2	13	4	19
	Wellington	3526	116,250	61	18	11	5	6
	Inman Square	3512.03	160,300	78	2	14	4	4
	Porter Square	3547	176,600	62	12	13	6	7
ARLINGTON	Arlington	3567.04	154,091	62	4	16	8	9
	Arlington Center	3567.03	132,917	77	4	10	4	5
	Arlington Heights	3566.02	145,688	83	1	9	5	2
MEDFORD	Medford Square	3391.01	60,925	61	8	17	1	14
	West Medford	3392	176,454	83	2	5	4	6
	Medford Hillside	3395	100,655	71	2	9	8	11

	Area	Tract	Median Income	White	Black	Asian	Other	Hispanic
MALDEN	Malden Center	3415	96,250	28	18	30	10	16
		3413.01	72,025	23	14	58	4	1
		3418	52,447	29	25	23	5	18
	Edgeworth	3412	82,500	46	7	31	12	5
	Oak Grove	3411.01	153,125	45	9	33	5	7
EVERETT	Glendale	3421.01	67,586	46	11	9	4	30
		3421	73,582	33	23	17	4	20
		3422.01	90,110	34	16	12	4	33
	West Everett	3422.02	96,849	47	8	10	12	22
LOWELL	Bleachery	3120	48,214	42	9	22	9	19
	Highlands	3117	95,417	23	3	56	3	15
	South Lowell	3123	101,250	62	6	15	4	12
	Middlesex Village	3114	84,618	37	16	28	5	14
	The Acre	3111	79,514	41	9	22	8	20
MARLBOROUGH	Robin Hill	3214	125,579	61	12	8	9	11
	Marlborough Junction	3312	95,286	60	2	2	11	24
	Wayside Woods	3211	84,940	69	1	10	8	11

Census Tract Analysis

Somerville

Across all zip codes, household median income is greater than $100,000 annually. Of the 12 census tracts reviewed, 10 have income ranging from $90K to $183K. Tract 3501.08 is at $79K, and tract #3515 indicates the lowest income level of $65K. On a zip code basis, no minority population is greater than 19%. Tract 3501.06 has a 23% Asian population share, and its adjacent tract 3501.07 has a 30% Hispanic share. Five other tracts indicate 14% to 20% Hispanic population, and four tracts indicate a 10% or more Asian share. City-wide, there are no concentrated areas of any specific minority population.

Cambridge

Across all zip codes, household median income is greater than $100K annually, with the exception of zip code 02163. Of the 6 census tracts reviewed, all have annual income over $100K, ranging between $116-176K. Across all zip codes, the only minority share greater than 19% is 02142 with a 40% Asian population. Census tract 3532 is 21% Asian, and 3522 is 30% Asian. Tract 3526 is 18% Black, and tract 3521.02 is 19% Hispanic. City-wide, there are no concentrated areas of any specific minority population.

Arlington

The town of Arlington is demographically consistent by zip code and three cross-town census tracts. Income levels are in the $133-$154K range, and there are no minority population shares greater than the 16% Asian share in tract 3567.04.

Malden

Median household income for Malden is $90,295, and there are notable differences in levels of income within the city. Annual income is about $82K in tract 3412, $72K in tract 3413.01 and $52K in tract 3414. Of the five census tracts examined in Malden, three tracts have Black population shares ranging from 18% to 25%. All five tracts have Asian population ranging from 23% to 58%. Two tracts are 16% to 18% Hispanic population. Malden has a higher mix of other racial categories, and the third highest share of foreign-born population in the assessment area, after Cambridge and Everett.

Medford

Median household income for Medford is $115,048. However, in census tract 3391.01—which is where the bank's Medford Square branch is located—the median household income is just under $61K. Other parts of the city have a broad range of household income, ranging from $100K to $176K--in part due to a major hospital and Tufts University. Racial and ethnic characteristics for all census tracts align closely with zip code demographics, which range from 8 to 12% across all races. The only notable difference is that the Asian population is 17% and the Hispanic population is 14% in census tract 3391.01.

Everett

The median household income city-wide is $77,796, however, the range of income across the four census tracts range from $67K to $96K. City-wide the Black population is 13%, and all other racial categories range from 3% to 10%. Each of the four census tracts indicate moderately higher population shares for Blacks (ranging from 8% to 23%), Asians (ranging from 9% to 17%), and Hispanics (ranging from 20% to 33%). City-wide, there are no concentrated areas of any specific minority population.

Lowell

The median household income city-wide ranges from $66k to $78K across all zip codes. With the exception of one zip code showing a 42% Asian population share, the remainder of the city is predominantly fairly low minority shares. Income across the five census tracts examined fall within a range of $48K to $101K. Tract 3120—with the lowest income at $48K—is 19% Hispanic and 22% Asian. The second lowest income area is tract 3111 at $78K, and population is 20% Hispanic and 22% Asian. Tract 3114, with an income level of $84K, is 16% Black, 28% Asian, and 14% Hispanic.

Marlboro

The median household income city-wide is $94,199, and population demographics are very low (3% Black, 5% Asian) but slightly higher in the multiracial category and for Hispanics, at 13% and 17% respectively. Income levels for three census tracts range from $85K to $125K. Census tract 3214 has the highest income, and the highest levels of Black households at 12%. Tract 3212, with an income level of $94K has the highest share of Hispanics at 24%. Tract 3211, with an income level of $85K, has the highest share of Asians at 10%.

Mortgage Affordability Analysis

Chart 13 estimates the maximum qualified mortgage for households with area median income (AMI) for the city or town. Methodology utilized to estimate mortgage affordability is based on a monthly housing payment of 30% of monthly gross income, and at a purchase price equal to the median home value for the area.

- For single family homes, mortgage calculations are based on a 10% down payment, 30-year fixed rate mortgage at 6.00% interest, with annual estimates based on the purchase price at 1% for property taxes, .65% for private/FHA mortgage insurance, and .35% for hazard insurance.
- For owner-occupied 2-4 family homes, calculations are based on a 20% down payment and projected rental income based on census-reported area rents, less an allowance of 25% to cover repairs, maintenance, and vacancies.

CHART 13

Mortgage Affordability

	Income	Property Value	1 Unit	2 Units	3 or 4 Units
Somerville	124,110	933,800	400,000	550,000	620,000
Cambridge	109,358	1,023,900	360,000	510,000	580,000
Arlington	136,312	839,200	440,000	670,000	670,000
Malden	99,497	591,200	320,000	460,000	550,000
Medford	113,253	718,600	360,000	510,000	580,000
Everett	77,796	557,700	270,000	400,000	460,000
Lowell	72,349	420,200	250,000	380,000	430,000
Marlborough	94,199	439,600	300,000	440,000	550,000
Average	103,359	690,525	337,500	490,000	555,000

The cost of housing in the assessment area is prohibitive for most consumers, requiring substantial down payments. For all municipalities, homebuyers need almost a 50% down payment for a single-family home, based on the average housing cost and average annual income for the area.

Although first-time homebuyers are less likely to purchase a 2-4 family home, down payment requirements would be about 30% for a 2-family home, and about 20% for a 3 or 4 family home.

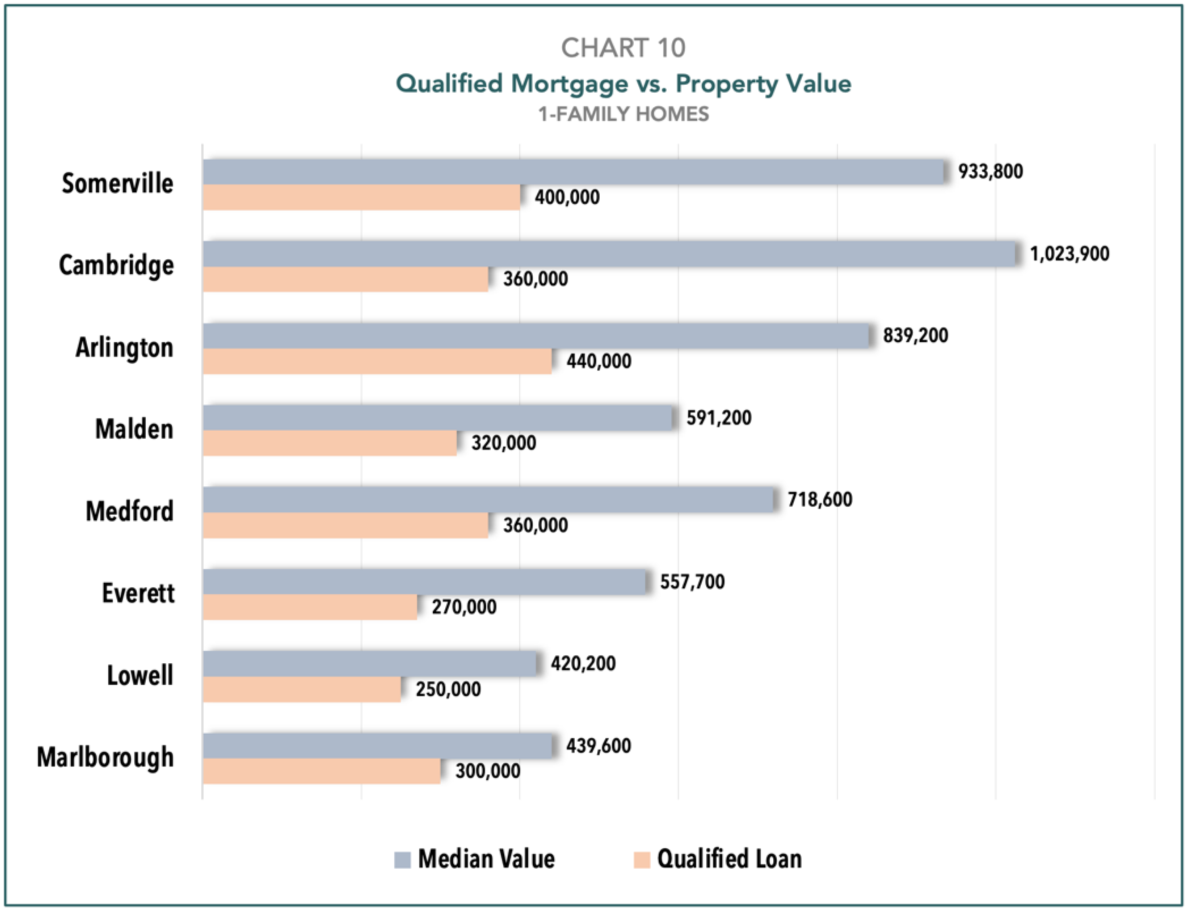


Chart 10 compares the maximum qualified loan amount to the purchase price, based on area housing costs. Although the cost of housing is significantly lower for several cities, the median household income is also lower.