# QwickAnalytics Community Bank Index (QCBI) State Performance Trends Key industry trends for the "true" community bank

#### STATE OF THE STATE: VIRGINIA

1st Quarter 2024 Review







#### **QwickAnalytics State Performance Trends**

QwickAnalytics is pleased to present a summary of key performance trends for "true" community banks.

Many of the thousands of banks the FDIC tracks are *not true* community banks, and therefore their call report data should *not* be included when measuring key performance trends and measures for this sector. The QwickAnalytics Community Bank Index (QCBI) TM addresses this issue.

#### The QwickAnalytics Community Bank Index (QCBI)

The proprietary QwickAnalytics Community Bank Index (QCBI) includes *only* those banks that should be regarded as "Community Banks" for more relevant and meaningful comparisons. The index is *largely* based on recent research conducted by the FDIC in its December 2012 *Community Banking Study* regarding the definition of a community bank, but has been further refined to be improved and more relevant.

The following is a summary of QCBI banks compared to total FDIC-Insured bank and trust institutions:

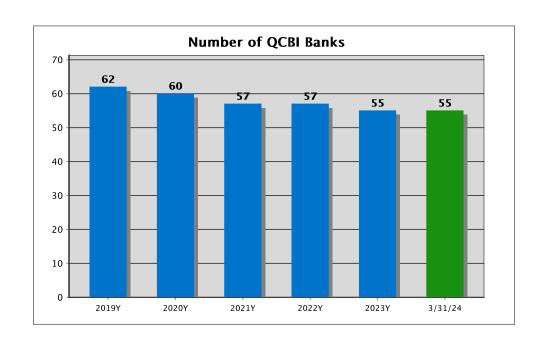
	QCBI Banks		Excluded Banks		<u>Total</u>
	#	%	#	%	<u>Banks</u>
Virginia	55	89%	7	11%	62
National	4,266	92%	357	8%	4,623

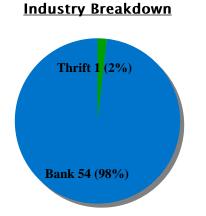
Please visit the www.QwickAnalytics.com website for more information.

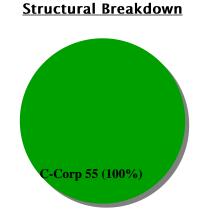


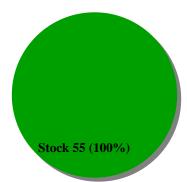
## **QWICKANAIYTICS State Performance Trends QCBI Industry Structure**

QCBI Bank Size Distribution						
Total Assets	<u>Institu</u> #	utions %	Aggregate A	Assets %		
\$0-\$100 Million	5	9%	\$363	1%		
\$100-\$500 Million	15	27%	\$4,163	7%		
\$500 Million-\$1 Billion	12	22%	\$8,797	14%		
\$1-\$5 Billion	23	42%	\$50,405	79%		
\$5-\$10 Billion	0	0%	\$0	0%		
Total	55	100%	\$63,728	100%		



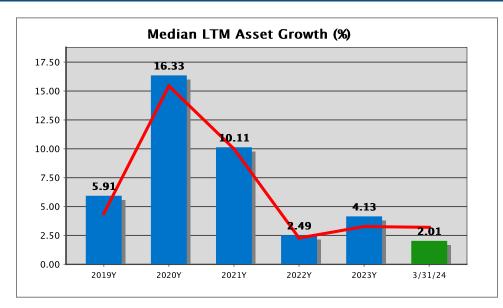


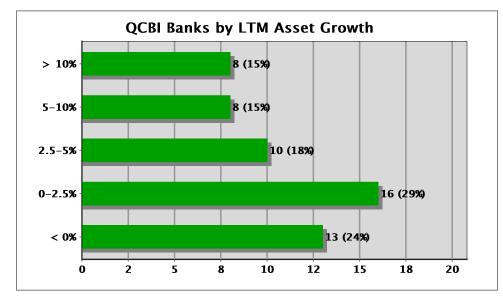


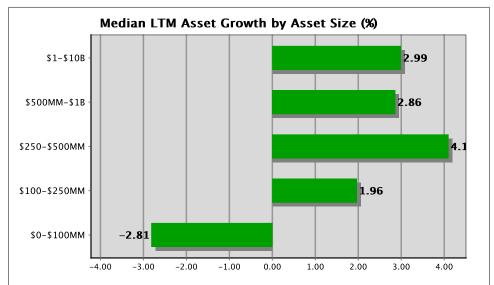


**Ownership Breakdown** 

#### **Asset Growth Trends**





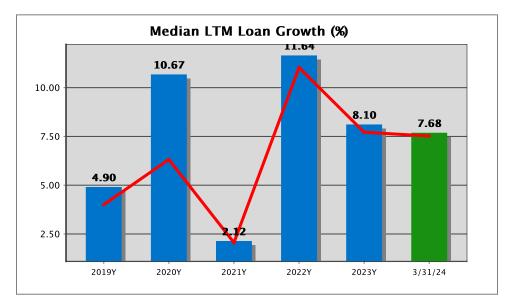


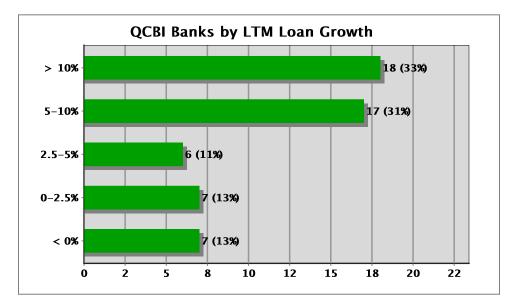


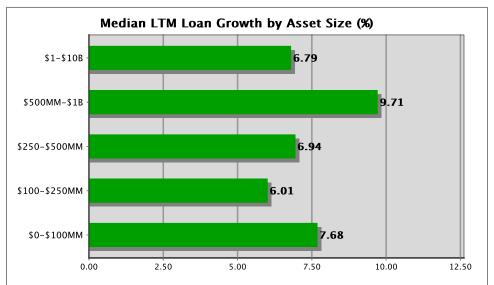
<sup>\*</sup> LTM = Last 12-months (or "trailing" 12-months)



#### **QwickAnalytics State Performance Trends Loan Growth Trends**







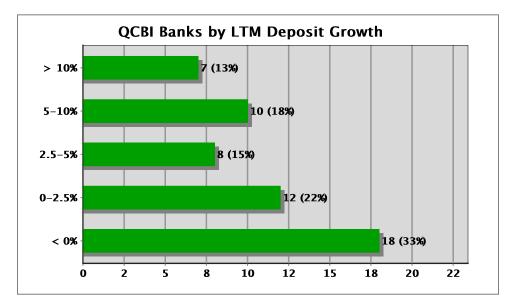


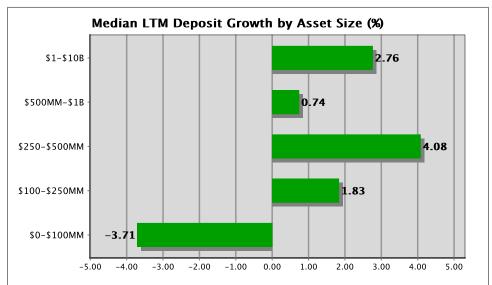
<sup>\*</sup> LTM = Last 12-months (or "trailing" 12-months)



### **QwickAnalytics State Performance Trends Deposit Growth Trends**





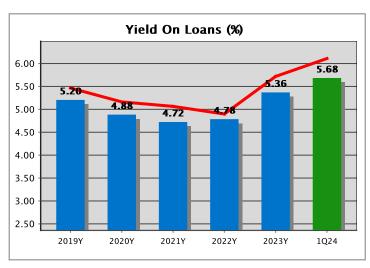


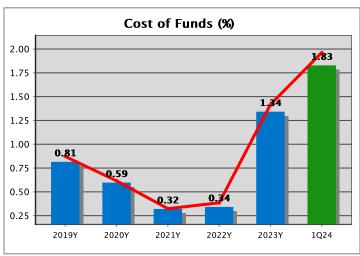


<sup>\*</sup> LTM = Last 12-months (or "trailing" 12-months)

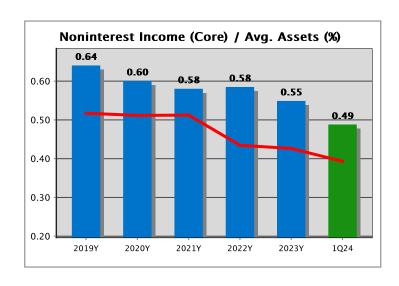


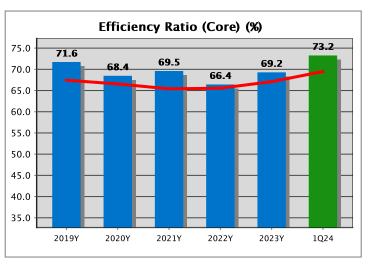
#### **QwickAnalytics State Performance Trends Performance Trends**









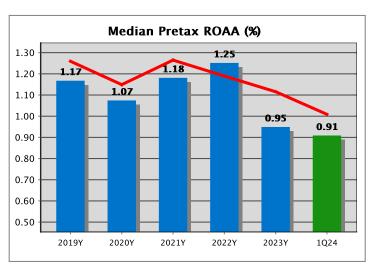


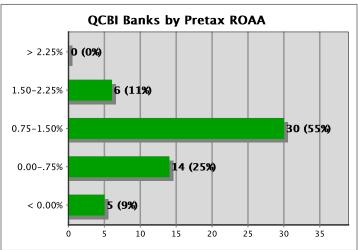
National Trend

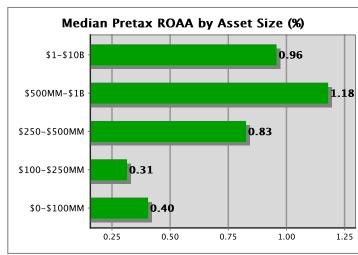
Note: All data points represent median values; current period data (green bars) are for the most recent quarter (MRQ); Core items exclude nonrecurring gains/losses

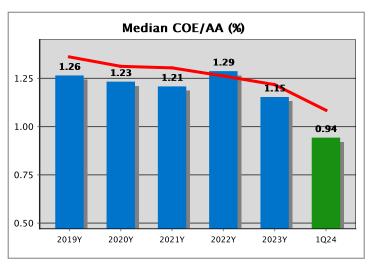


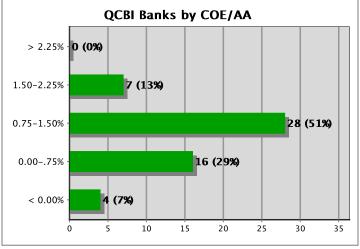
#### **Profitability Trends**

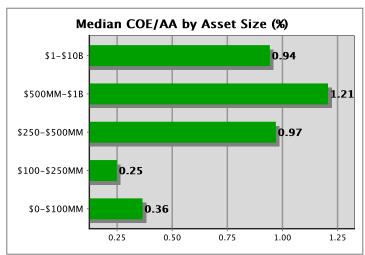










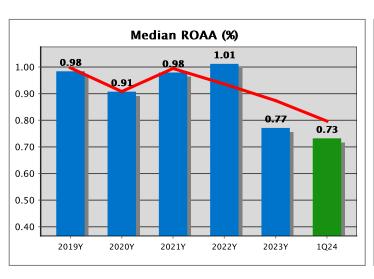


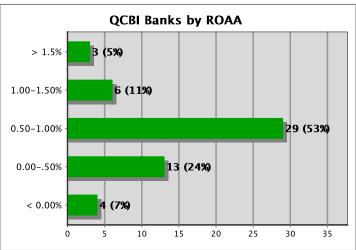
#### National Trend

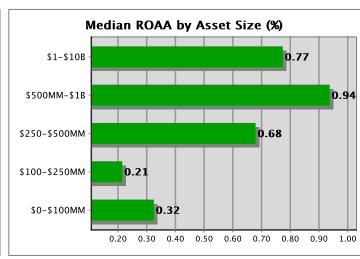


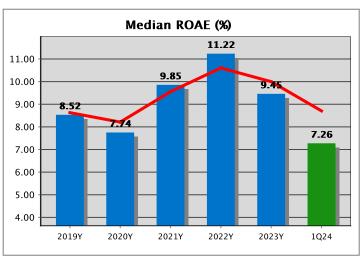
<sup>\*</sup> Core Operating Earnings excludes credit-related & nonrecurring items (loan loss provision, nonrecurring gain/(loss) on the sale of assets (other than loans), impairment losses, etc.) current period data (green bars) are for the most recent quarter (MRQ)

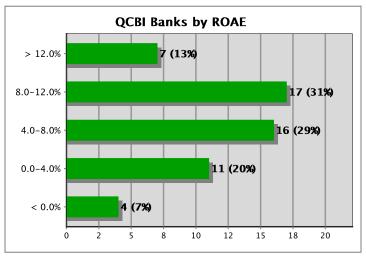
#### **Profitability Trends**

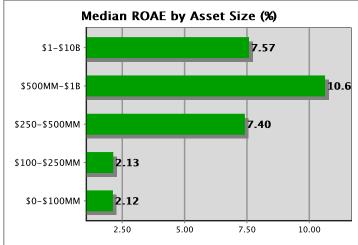










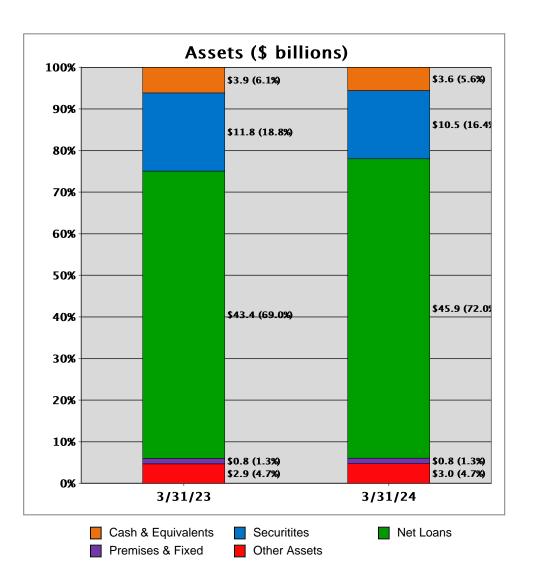


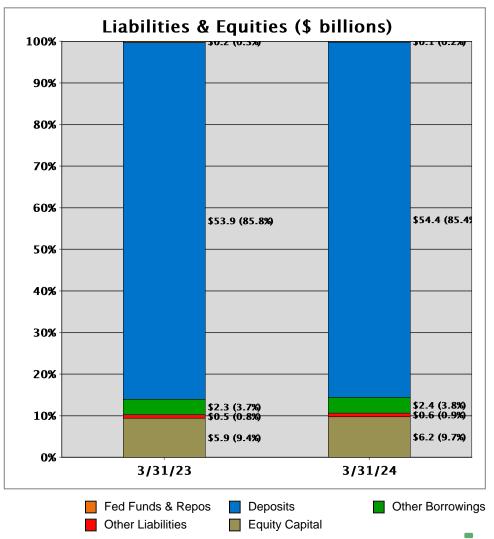
#### National Trend

\* ROAA & ROAE have been tax-affected for all S-Corp status institutions at an assumed tax rate of 21% (35% prior to 3/31/18); current period data (green bars) are for the most recent guarter (MRQ)



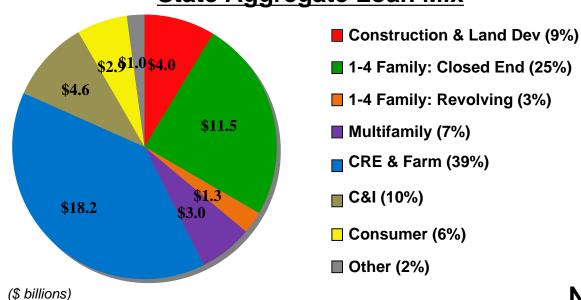
### **QwickAnalytics State Performance Trends Balance Sheet Composition**



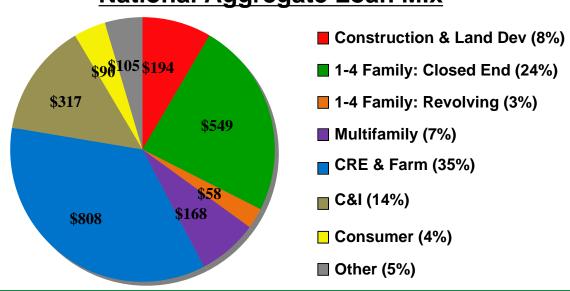


### **QwickAnalytics State Performance Trends Loan Composition**





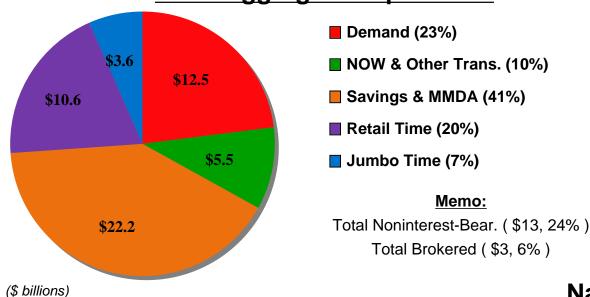
#### **National Aggregate Loan Mix**



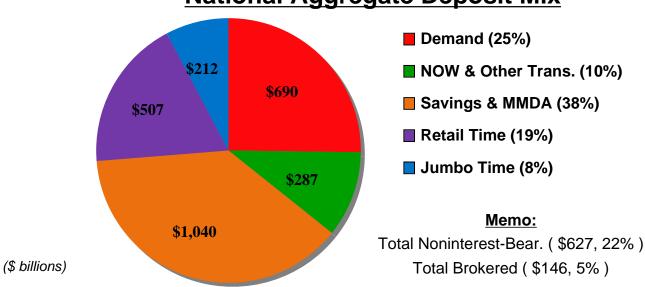
(\$ billions)

### **QwickAnalytics State Performance Trends Deposit Composition**

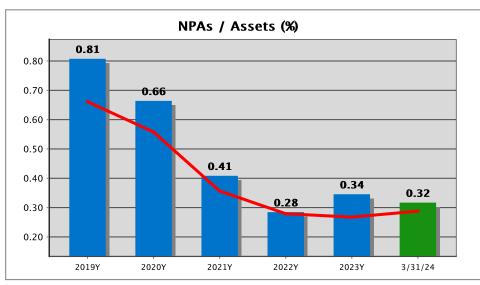


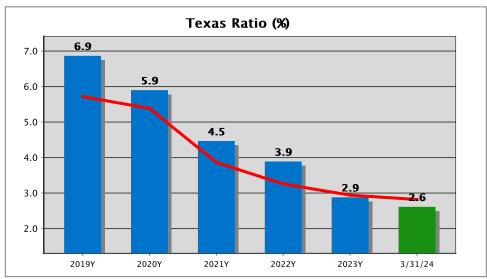


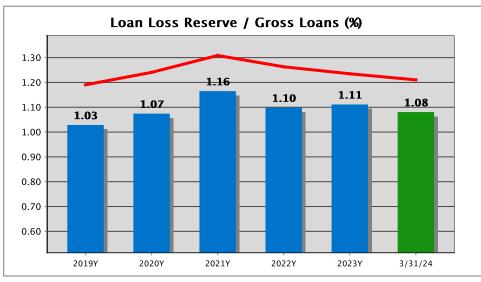
#### National Aggregate Deposit Mix

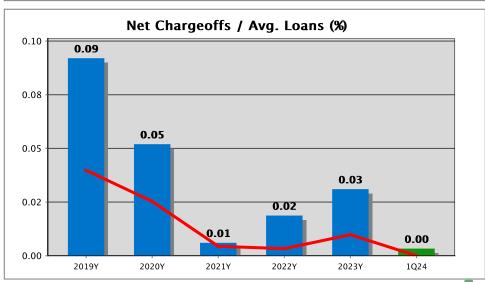


### **Asset Quality Trends**







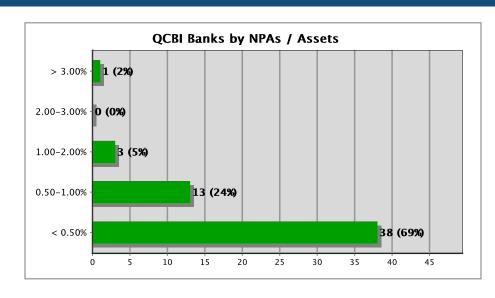


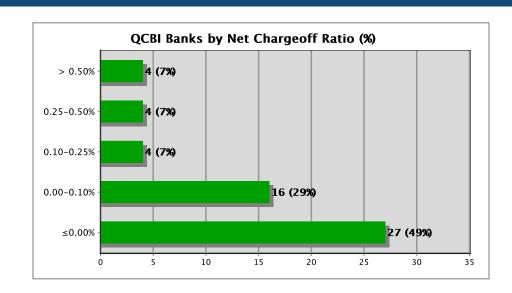
National Trend

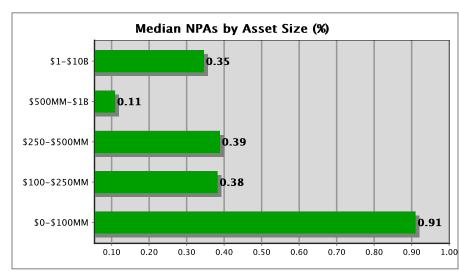


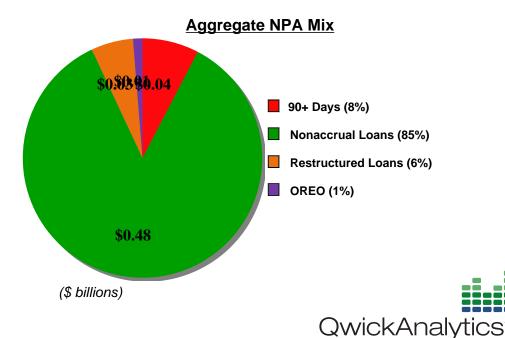
<sup>\*</sup> All data points represent median values; NPAs = loans 90+ days P.D. + nonaccrual loans + restructured loans + OREO; Texas Ratio = NPAs as a percentage of tangible equity + loan loss reserve

### **Asset Quality Trends**

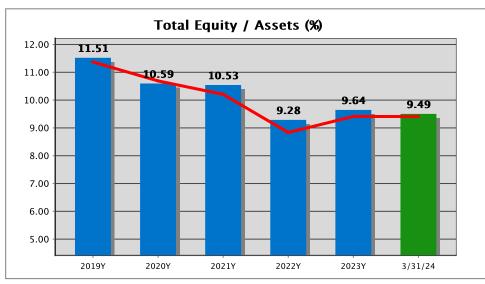


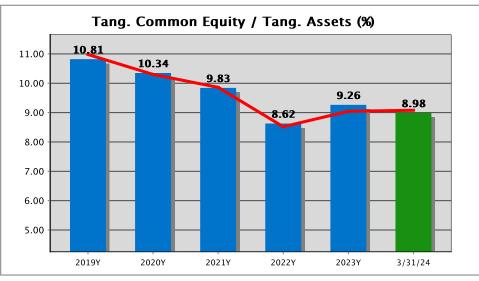


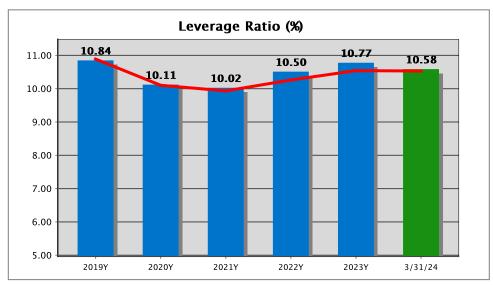


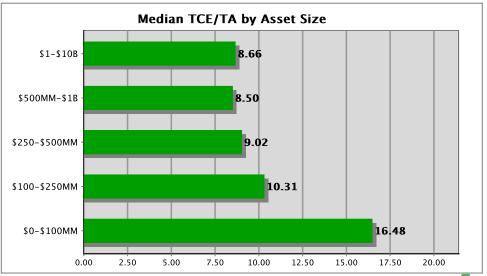


### **Capital Trends**











Note: Trend charts contain median values



#### Virginia Banks March 31, 2024

#### **QwickAnalytics State Performance Trends**

#### QCBI HONOR ROLL: TOP PERFORMING BANKS



### Top 25 Fastest Growing QCBI Banks LTM Asset Growth

	Bank Name	City, ST	<b>Total Assets</b>	LTM Asse	et Growth
	Dank Name	Olty, 51	(\$000s)	(%)	(\$000s)
1	Trustar Bank	Great Falls, VA	\$812,957	20.6%	\$138,602
2	Pioneer Bank	Stanley, VA	\$357,676	19.8%	\$59,129
3	VCC Bank	Richmond, VA	\$319,816	18.7%	\$50,336
4	Chain Bridge Bank	Mc Lean, VA	\$1,233,771	17.6%	\$184,635
5	Oak View National Bank	Warrenton, VA	\$624,046	16.1%	\$86,667
6	Old Dominion National Bank	North Garden, VA	\$1,238,143	14.7%	\$158,264
7	Chesapeake Bank	Kilmarnock, VA	\$1,507,835	13.6%	\$180,434
8	Bank Of Botetourt	Buchanan, VA	\$802,227	12.2%	\$87,379
9	The First B&TC	Lebanon, VA	\$3,389,808	9.8%	\$302,382
10	The Farmers Bank Of Appomattox	Appomattox, VA	\$346,693	9.1%	\$28,869
11	Movement Bank	Danville, VA	\$156,813	8.0%	\$11,585
12	The Freedom Bank Of VA	Fairfax, VA	\$1,092,046	7.7%	\$77,914
13	New Peoples Bank, Inc.	Honaker, VA	\$850,757	7.2%	\$56,869
14	First Community Bank	Bluefield, VA	\$3,213,604	6.2%	\$186,280
15	First Bank	Strasburg, VA	\$1,447,307	5.4%	\$74,434
16	First Sentinel Bank	Richlands, VA	\$393,969	5.3%	\$19,846
17	Farmers & Merchants Bank	Timberville, VA	\$1,314,144	4.9%	\$61,682
18	Carter B&T	Martinsville, VA	\$4,551,581	4.4%	\$191,019
19	Touchstone Bank	Mc Kenney, VA	\$672,378	4.4%	\$28,046
20	Benchmark Community Bank	Kenbridge, VA	\$1,178,473	4.3%	\$48,675
21	Bank Of The James	Lynchburg, VA	\$974,801	3.9%	\$36,427
22	The Bank Of Charlotte County	Phenix, VA	\$184,659	3.5%	\$6,276
23	Highlands Community Bank	Covington, VA	\$202,284	3.4%	\$6,609
24	Skyline National Bank	Independence, VA	\$1,049,797	3.0%	\$31,040
25	VA National Bank	Charlottesville, VA	\$1,618,345	3.0%	\$46,975



#### Top 25 Fastest Growth QCBI Banks LTM Loan Growth

	Bank Name	City, ST	Total Assets	LTM Loa	n Growth
	Dank Plane	City, 51	(\$000s)	(%)	(\$000s)
1	The Farmers And Merchants Bank Of Craig County	New Castle, VA	\$87,475	22.2%	\$8,528
2	Legacy Bank	Grundy, VA	\$323,763	21.3%	\$31,465
3	VCC Bank	Richmond, VA	\$319,816	20.1%	\$43,551
4	VA National Bank	Charlottesville, VA	\$1,618,345	20.0%	\$188,210
5	Bank Of Botetourt	Buchanan, VA	\$802,227	19.3%	\$99,473
6	Trustar Bank	Great Falls, VA	\$812,957	18.8%	\$101,544
7	The Bank Of Southside VA	Carson, VA	\$669,579	17.9%	\$49,642
8	Martinsville First SB	Martinsville, VA	\$32,979	17.3%	\$2,579
9	The First B&TC	Lebanon, VA	\$3,389,808	16.5%	\$419,904
10	Pioneer Bank	Stanley, VA	\$357,676	14.4%	\$30,302
11	The Bank Of Marion	Marion, VA	\$557,303	12.9%	\$41,832
12	Chesapeake Bank	Kilmarnock, VA	\$1,507,835	12.9%	\$102,934
13	Movement Bank	Danville, VA	\$156,813	12.8%	\$13,357
14	Old Dominion National Bank	North Garden, VA	\$1,238,143	12.6%	\$117,436
15	The Bank Of Charlotte County	Phenix, VA	\$184,659	12.0%	\$15,980
16	Citizens B&TC	Blackstone, VA	\$561,762	11.5%	\$26,710
17	Benchmark Community Bank	Kenbridge, VA	\$1,178,473	11.0%	\$91,748
18	Village Bank	Midlothian, VA	\$745,027	10.5%	\$56,687
19	Powell Valley National Bank	Jonesville, VA	\$481,397	9.6%	\$30,718
20	Highlands Community Bank	Covington, VA	\$202,284	9.3%	\$9,543
21	Farmers & Merchants Bank	Timberville, VA	\$1,314,144	9.1%	\$69,090
22	Oak View National Bank	Warrenton, VA	\$624,046	9.0%	\$25,068
23	Burke And Herbert B&TC	Alexandria, VA	\$3,695,387	8.6%	\$168,480
24	Citizens And Farmers Bank	West Point, VA	\$2,448,912	8.3%	\$140,769
25	New Peoples Bank, Inc.	Honaker, VA	\$850,757	8.1%	\$48,104



## Top 25 QCBI Banks Net Interest Margin

	Bank Name	City, ST	Total Assets (\$000s)	Net Interest Margin
1	Miners Exchange Bank	Coeburn, VA	\$91,608	4.88%
2	Farmers And Miners Bank	Pennington GAP, VA	\$176,720	4.75%
3	The Bank Of Charlotte County	Phenix, VA	\$184,659	4.44%
4	First Community Bank	Bluefield, VA	\$3,213,604	4.40%
5	Benchmark Community Bank	Kenbridge, VA	\$1,178,473	4.20%
6	Citizens And Farmers Bank	West Point, VA	\$2,448,912	4.19%
7	The Bank Of Southside VA	Carson, VA	\$669,579	4.08%
8	Village Bank	Midlothian, VA	\$745,027	3.84%
9	Citizens B&TC	Blackstone, VA	\$561,762	3.76%
10	The Bank Of Marion	Marion, VA	\$557,303	3.75%
11	Martinsville First SB	Martinsville, VA	\$32,979	3.72%
12	The First B&TC	Lebanon, VA	\$3,389,808	3.64%
13	Skyline National Bank	Independence, VA	\$1,049,797	3.64%
14	New Peoples Bank, Inc.	Honaker, VA	\$850,757	3.61%
15	First Sentinel Bank	Richlands, VA	\$393,969	3.59%
16	First National Bank	Altavista, VA	\$997,887	3.54%
17	Integrity Bank For Business	Virginia Beach, VA	\$93,160	3.52%
18	Chesapeake Bank	Kilmarnock, VA	\$1,507,835	3.49%
19	The Old Point National Bank Of Phoebus	Hampton, VA	\$1,436,417	3.49%
20	Touchstone Bank	Mc Kenney, VA	\$672,378	3.48%
21	Mainstreet Bank	Fairfax, VA	\$2,066,709	3.44%
22	Cornerstone Bank	Lexington, VA	\$213,204	3.43%
23	Primis Bank	Tappahannock, VA	\$3,909,829	3.37%
24	Pioneer Bank	Stanley, VA	\$357,676	3.36%
25	New Horizon Bank	Powhatan, VA	\$140,477	3.34%

<sup>\*</sup> Most recent quarter (MRQ) net interest margin



#### Top 25 QCBI Banks Noninterest Income

	Bank Name	City, ST	Total Assets (\$000s)	Nonint. Income / Avg. Assets
1	Chesapeake Bank	Kilmarnock, VA	\$1,507,835	1.56%
2	Primis Bank	Tappahannock, VA	\$3,909,829	1.50%
3	Movement Bank	Danville, VA	\$156,813	1.37%
4	First Community Bank	Bluefield, VA	\$3,213,604	1.21%
5	First Bank	Strasburg, VA	\$1,447,307	1.14%
6	Citizens And Farmers Bank	West Point, VA	\$2,448,912	1.04%
7	The Bank Of Marion	Marion, VA	\$557,303	0.93%
8	Blue Ridge Bank	Martinsville, VA	\$3,049,148	0.88%
9	Bank Of The James	Lynchburg, VA	\$974,801	0.86%
10	Village Bank	Midlothian, VA	\$745,027	0.85%
11	Bank Of Clarke	Berryville, VA	\$1,781,936	0.78%
12	Miners Exchange Bank	Coeburn, VA	\$91,608	0.75%
13	Benchmark Community Bank	Kenbridge, VA	\$1,178,473	0.73%
14	Trupoint Bank	Grundy, VA	\$528,123	0.71%
15	Skyline National Bank	Independence, VA	\$1,049,797	0.69%
16	First National Bank	Altavista, VA	\$997,887	0.66%
17	Farmers & Merchants Bank	Timberville, VA	\$1,314,144	0.60%
18	Bank Of Botetourt	Buchanan, VA	\$802,227	0.60%
19	Chain Bridge Bank	Mc Lean, VA	\$1,233,771	0.57%
20	The National Bank Of Blacksburg	Blacksburg, VA	\$1,685,921	0.56%
21	First Sentinel Bank	Richlands, VA	\$393,969	0.56%
22	Farmers And Miners Bank	Pennington GAP, VA	\$176,720	0.56%
23	The First B&TC	Lebanon, VA	\$3,389,808	0.55%
24	American National B&TC	Danville, VA	\$3,069,984	0.55%
25	The Old Point National Bank Of Phoebus	Hampton, VA	\$1,436,417	0.50%

<sup>\*</sup> Most recent quarter (MRQ) noninterest income as a percentage of average assets; excludes nonrecurring gains/losses



# Top 25 QCBI Banks Most Efficient

	Bank Name	City, ST	Total Assets (\$000s)	Efficiency Ratio (Core) (%)
1	Citizens B&TC	Blackstone, VA	\$561,762	49.8%
2	Chain Bridge Bank	Mc Lean, VA	\$1,233,771	51.0%
3	The Bank Of Southside VA	Carson, VA	\$669,579	51.7%
4	The First B&TC	Lebanon, VA	\$3,389,808	52.1%
5	First Community Bank	Bluefield, VA	\$3,213,604	56.0%
6	Lee B&TC	Pennington GAP, VA	\$251,018	57.2%
7	Primis Bank	Tappahannock, VA	\$3,909,829	57.9%
8	John Marshall Bank	Reston, VA	\$2,248,442	59.8%
9	Oak View National Bank	Warrenton, VA	\$624,046	60.8%
10	VA National Bank	Charlottesville, VA	\$1,618,345	60.9%
11	American National B&TC	Danville, VA	\$3,069,984	61.2%
12	Fvcbank	Fairfax, VA	\$2,177,175	62.7%
13	The Farmers And Merchants Bank Of Craig County	New Castle, VA	\$87,475	63.7%
14	First Bank	Strasburg, VA	\$1,447,307	64.1%
15	The Bank Of Charlotte County	Phenix, VA	\$184,659	65.9%
16	Select Bank	Forest, VA	\$461,404	67.1%
17	Village Bank	Midlothian, VA	\$745,027	67.5%
18	Bank Of Botetourt	Buchanan, VA	\$802,227	67.6%
19	VCC Bank	Richmond, VA	\$319,816	68.4%
20	The National Bank Of Blacksburg	Blacksburg, VA	\$1,685,921	68.9%
21	Benchmark Community Bank	Kenbridge, VA	\$1,178,473	69.3%
22	The Bank Of Marion	Marion, VA	\$557,303	71.3%
23	Citizens And Farmers Bank	West Point, VA	\$2,448,912	71.3%
24	The Farmers Bank Of Appomattox	Appomattox, VA	\$346,693	71.5%
25	Mainstreet Bank	Fairfax, VA	\$2,066,709	71.8%

<sup>\*</sup> Most recent quarter (MRQ) noninterest expense as a percentage of net interest income+noninterest income; excludes nonrecurring gains/losses



# Top 25 QCBI Banks ROAA (C-Corps)

	Bank Name	City, ST	Total Assets (\$000s)	ROAA
1	The Bank Of Southside VA	Carson, VA	\$669,579	1.66%
2	First Community Bank	Bluefield, VA	\$3,213,604	1.61%
3	Citizens B&TC	Blackstone, VA	\$561,762	1.60%
4	Chain Bridge Bank	Mc Lean, VA	\$1,233,771	1.50%
5	The First B&TC	Lebanon, VA	\$3,389,808	1.46%
6	The Bank Of Charlotte County	Phenix, VA	\$184,659	1.29%
7	Benchmark Community Bank	Kenbridge, VA	\$1,178,473	1.14%
8	Village Bank	Midlothian, VA	\$745,027	1.09%
9	The Bank Of Marion	Marion, VA	\$557,303	1.01%
10	Lee B&TC	Pennington GAP, VA	\$251,018	1.00%
11	New Peoples Bank, Inc.	Honaker, VA	\$850,757	0.98%
12	Oak View National Bank	Warrenton, VA	\$624,046	0.98%
13	VA National Bank	Charlottesville, VA	\$1,618,345	0.97%
14	First Bank	Strasburg, VA	\$1,447,307	0.96%
15	Bank Of Botetourt	Buchanan, VA	\$802,227	0.92%
16	First National Bank	Altavista, VA	\$997,887	0.90%
17	Farmers And Miners Bank	Pennington GAP, VA	\$176,720	0.88%
18	American National B&TC	Danville, VA	\$3,069,984	0.88%
19	Primis Bank	Tappahannock, VA	\$3,909,829	0.86%
20	The Farmers And Merchants Bank Of Craig County	New Castle, VA	\$87,475	0.83%
21	Chesapeake Bank	Kilmarnock, VA	\$1,507,835	0.82%
22	VCC Bank	Richmond, VA	\$319,816	0.82%
23	John Marshall Bank	Reston, VA	\$2,248,442	0.81%
24	Pioneer Bank	Stanley, VA	\$357,676	0.80%
25	Skyline National Bank	Independence, VA	\$1,049,797	0.78%

<sup>\*</sup> Most recent quarter (MRQ) ROAA (stated) for C-Corp status institutions only



# Top 25 QCBI Banks ROAE (C-Corps)

	Bank Name	City, ST	Total Assets (\$000s)	ROAE
1	Chain Bridge Bank	Mc Lean, VA	\$1,233,771	18.88%
2	Citizens B&TC	Blackstone, VA	\$561,762	15.35%
3	The First B&TC	Lebanon, VA	\$3,389,808	14.70%
4	The Bank Of Marion	Marion, VA	\$557,303	12.98%
5	Benchmark Community Bank	Kenbridge, VA	\$1,178,473	12.94%
6	Oak View National Bank	Warrenton, VA	\$624,046	12.87%
7	First Bank	Strasburg, VA	\$1,447,307	12.31%
8	First National Bank	Altavista, VA	\$997,887	11.48%
9	The Bank Of Charlotte County	Phenix, VA	\$184,659	11.35%
10	First Community Bank	Bluefield, VA	\$3,213,604	11.23%
11	Bank Of The James	Lynchburg, VA	\$974,801	10.84%
12	The Bank Of Southside VA	Carson, VA	\$669,579	10.77%
13	Chesapeake Bank	Kilmarnock, VA	\$1,507,835	10.54%
14	Village Bank	Midlothian, VA	\$745,027	10.48%
15	VA National Bank	Charlottesville, VA	\$1,618,345	10.40%
16	New Peoples Bank, Inc.	Honaker, VA	\$850,757	10.36%
17	Skyline National Bank	Independence, VA	\$1,049,797	10.16%
18	Bank Of Botetourt	Buchanan, VA	\$802,227	9.69%
19	The National Bank Of Blacksburg	Blacksburg, VA	\$1,685,921	8.80%
20	Lee B&TC	Pennington GAP, VA	\$251,018	8.72%
21	Pioneer Bank	Stanley, VA	\$357,676	8.67%
22	Bank Of Clarke	Berryville, VA	\$1,781,936	8.62%
23	Select Bank	Forest, VA	\$461,404	8.52%
24	Burke And Herbert B&TC	Alexandria, VA	\$3,695,387	8.20%
25	The Farmers Bank Of Appomattox	Appomattox, VA	\$346,693	7.75%

<sup>\*</sup> Most recent quarter (MRQ) ROAE (stated) for C-Corp status institutions only



#### **QwickAnalytics State Performance Trends**

The **QwickAnalytics State Performance Trends** report presents a summary of key trends of "true" community banks - based on the QwickAnalytics Community Bank Index (QCBI) <sup>TM</sup> - for comparisons that are meaningful and relevant. The QCBI excludes FDIC-insured institutions that do not fit the characteristics of a community bank, based on the following call report-derived rules:

Disqualifying Rule	<u>Banks E</u> National	xcluded <u>:</u> Virginia
Assets > \$10 Billion	157	5
Specialty Bank (Bankers Bank, ILC, Trust, Foreign Parent)	126	3
Large Institutional Branches (>\$2 billion deposits/branch)	45	0
Underloaned (<10% Loans / Assets)	118	1
Consumer Focus (>50% Consumer Loans or Leases / Assets)	23	0
No Material Real Estate Lending (<1% Assets)	133	1
Wholesale Funded (<40% Core Deposits / Deposits)	91	1
Overcapitalized (Total Equity / Assets > 50%)	83	1
Time Deposits = 100% of Total Deposits	19	0
Manually Excluded Banks	0	0

<sup>\*</sup> Exclusions are not "additive" as some institutions meet multiple criteria for exclusion



#### **About QwickAnalytics: Time-Saving Tools for Busy Bankers**

QwickAnalytics on-line, cloud-based tools are designed specifically for community bankers to:

- (1) conduct a variety of **financial performance research**, from value-added graphs and tables of their own financial performance to several customizable **peer benchmarking reports**, and
- (2) satisfy several regulatory requirements, including credit stress testing.

The reports are **professional and polished**, but also **quick, easy and affordable**, and have received rave reviews from clients.

#### **Regulatory and Compliance**

- · Credit Stress Test
- · Basel III Capital Planning
- · Reg F Snapshot



#### **Bank & Peer Performance**

- Bank Performance Report Card
- · PeerWatch Trends
- · PeerWatch
- · Liquidity Risk Report
- Reg F Snapshot

Find out more or sign up at www.qwickanalytics.com.

