



PUBLIC DISCLOSURE

March 8, 2023

**COMMUNITY REINVESTMENT ACT
PERFORMANCE EVALUATION**

Blue Ridge Bank, National Association
Charter Number 23903

1 East Market Street
Martinsville, Virginia 24112

Office of the Comptroller of the Currency
Roanoke Office
4419 Pheasant Ridge Road, Suite 300
Roanoke, Virginia 24014

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 lending test is rated: **Satisfactory**

The community development test is rated: **Satisfactory**

The major factors that support this rating include:

- The Lending Test rating for Blue Ridge Bank (hereinafter referred to as BRB, or bank) is based on the combined ratings of Virginia and North Carolina.
- The bank's loan to deposit (LTD) ratio is more than reasonable considering the bank's size, financial condition, and credit needs in its assessment areas.
- The bank exhibits reasonable geographic distribution of loans in the bank's AAs.
- The bank exhibits reasonable distribution of loans to individuals of different income levels and businesses of different sizes, given the product lines offered by the bank.
- The Community Development (CD) Test rating is based on the bank's responsiveness to the CD needs of its AAs demonstrated through CD activities in Virginia and North Carolina.
- The bank exhibits reasonable responsiveness to CD needs in the AAs through CD loans, qualified investments, grants and donations, and CD services.

Loan-to-Deposit Ratio

Considering the bank's size, financial condition, and credit needs of the assessment areas (AAs), the bank's loan-to-deposit (LTD) ratio is more than reasonable.

The bank's quarterly LTD ratio averaged 103.7 percent over the past twelve quarters from January 1, 2019, to December 31, 2021. The bank's quarterly LTD ratio ranged from a high of 132.5 percent to a low of 83.3 percent.

We compared the bank's LTD ratio to three similarly situated banks with total assets ranging from \$1.3 billion to \$4.2 billion. The quarterly average LTD ratio of the similarly situated banks during the same period was 75.1 percent, with a high of 81.6 percent and a low of 64.2 percent.

Lending in Assessment Area

A substantial majority of the bank's loans are outside its Assessment Areas (AA)s.

The bank originated and purchased 12.7 percent by number, and 11.7 percent by dollar volume of its total loans inside the bank's AAs during the evaluation period. BRB's nationwide wholesale mortgage operation impacts the percentage of home mortgage loans originated inside the bank's AAs. This analysis is performed at the bank, rather than the AA, level. This percentage does not include extensions of credit by affiliates that may be considered under the other performance criteria.

Table D - Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage										
2019	163	11.5	1,255	88.5	1,418	26,919	7.3	343,238	92.7	370,157
2020	368	7.6	4,472	92.4	4,840	76,548	6.5	1,096,512	93.4	1,173,060
2021	920	18.4	4,073	81.6	4,993	234,053	18.0	1,064,554	82.0	1,298,607
Total	1,451	12.9	9,800	87.1	11,251	337,520	11.9	2,504,304	88.3	2,841,824

Broader Statewide or Regional Activities

BRB originated one CD loan totaling \$100,000 during the evaluation period to a Community Development Financial Institution (CDFI). This CDFI provides micro loans to small scale farms throughout the states along the east coast.

During the evaluation period, BRB made investments in seven nationwide Small Business Investment Company (SBIC) funds totaling \$3.9 million. These privately owned and managed investment funds are licensed and regulated by the U.S. Small Business Administration (SBA). SBICs use their own capital, plus funds borrowed with an SBA guarantee to make equity investments and debt investments in qualifying small businesses throughout the United States.

Description of Institution

BRB is a multi-state institution headquartered in Martinsville, Virginia. BRB's total assets equal \$2.6 billion, and tier 1 capital \$260.9 million, as of December 31, 2021. BRB is a wholly owned banking subsidiary of Blue Ridge Bankshares, Inc. located in Charlottesville, Virginia. The holding company's total assets are \$2.7 billion, as of December 31, 2021. BRB operates a retail lending division known as Monarch Mortgage and a wholesale division known as Lender Select. Monarch Mortgage was opened in 2019, with several loan production offices (LPOs) in suburban Washington D.C.

Throughout the evaluation period, the bank's strategy focused on profitable organic loan and deposit growth as well as growth through mergers and acquisitions, and partnerships with fintech companies. Home mortgage lending is the bank's primary loan product.

As of December 31, 2021, BRB reported \$1.9 billion in outstanding loans. The loan portfolio consisted of 34.9 percent residential mortgage loans, 31.3 percent non-residential/non-farm loans, 16.8 percent commercial and industrial loans, 5.3 percent multi-family loans, and 2.9 percent consumer loans. While not a primary product of the bank, BRB originated over 2,400 Paycheck Payment Protections (PPP) loans totaling approximately \$350 million.

BRB has delineated seven AAs within Virginia and North Carolina. In the state of Virginia, the bank has delineated the Charlottesville AA, the Harrisonburg AA, the Richmond AA, the Washington DC AA, the Virginia Beach AA, and the Virginia Non-MSA AA. The bank has delineated one AA in North Carolina, which is the Greensboro MSA AA. As June 30, 2021, BRB operated 31 full-service branches in Virginia and one branch office in North Carolina.

As of December 31, 2021, the bank operated 11 mortgage LPOs in the cities of Richmond, VA, Fairfax, VA, Virginia Beach, VA, Greensboro, NC, Raleigh, NC, Wilmington, NC, Whiteville, NC, Cary, NC, Gastonia, NC, Rockville, MD, and Columbia, SC. During the evaluation period the bank opened and closed six mortgage LPOs in the cities of Fayetteville NC, Upper Marlboro MD, Greer SC, Millville DE, Delray FL, and Cape Charles VA. During the evaluation period, BRB opened two commercial LPOs in the cities of Norfolk, VA, and Winchester, VA.

During evaluation period, BRB acquired two banks which significantly increased the bank's asset size. On December 16, 2019, BRB acquired Virginia Community Bank (VCB). With VCB's assets of approximately \$252 million, BRB increased its presence in central Virginia. On February 1, 2021, BRB completed its merger and acquisition of Virginia Commonwealth Bank and its holding company, Bay Banks of Virginia, Inc. With Virginia Commonwealth Bank's total assets of \$1.2 billion, BRB's total assets grew to over \$2 billion. This acquisition expanded BRB's presence into the Richmond, Virginia area, Northern Virginia (the northernmost area of three peninsulas on the western shore of the Chesapeake Bay), and the Hampton Roads region of Virginia. Through these acquisitions, BRB's assets increased from \$538.9 million, as of December 31, 2018, to \$2.6 billion as of December 31, 2021.

In 2019, BRB began developing partnerships with fintech companies. BRB's fintech strategy is to gain access to technologies that enable the ability to deliver digital bank services, which generate fees and deposits, and to increase customer reach beyond its traditional footprint. According to Blue Ridge Bankshares' December 31, 2021, 10-K Report, the bank's loans held for sale and investment totaled \$24.1 million, deposits from fintech partnerships totaled \$189 million, and interest and fee income from fintech partnerships totaled \$3.4 million.

BRB offers a standard range of traditional loan and deposit products. The bank's primary lending product is home mortgage loans. The bank offers conventional, and government guaranteed loans underwritten pursuant to the U.S. Department of Agriculture guidelines. Commercial and business loans are offered including loans guaranteed by the SBA. Home equity loans and consumer installment loans are offered. Banking deposit products includes consumer and business checking and savings accounts. Other banking deposit services include online banking, mobile banking, telephone banking, and cash management services.

During the evaluation period, there were no financial or legal impediments hindering the bank's ability to meet the credit needs of its AAs. The bank received a Satisfactory rating using Small Bank procedures as of the previous CRA Performance Evaluation dated March 9, 2020.

Scope of the Evaluation

Evaluation Period/Products Evaluated

The evaluation period for this examination is January 1, 2019, through December 31, 2021. We determined BRB's primary loan products for each AA by reviewing the number and dollar volume of loan originations and purchases during the evaluation period. Home mortgage loans are BRB's primary loan product in all AAs.

Management provided home mortgage information for 2019, 2020, and 2021, as required by the Home Mortgage Disclosure Act (HMDA). Examiners determined the data submitted as required by HMDA was reliable and accurate. Management did not collect or submit any small business or consumer loan data for consideration.

Performance also included an assessment of CD activities from, January 1, 2019, through December 31, 2021. CD activities include CD loans, qualified investments, grants and donations, and CD services.

Evaluation periods vary in by AA in the state of Virginia due to the two bank mergers. In 2020, the bank's merger with VCB added the two non-MSA counties of Louisa and Orange to the bank's AAs. In February 2021, BRB's merger with Virginia Commonwealth Bank expanded the bank's AAs to include portions of the Richmond VA MSA, and the Virginia Beach MSA, as well as five counties in non -MSAs of Virginia. These counties include Middlesex, Lancaster, Northumberland, Richmond, and Westmoreland. Refer to appendix A for a list of the AAs and evaluation periods.

Selection of Areas for Full-Scope Review

In each state where the bank has an office, one or more of AAs within that state was selected for a full-scope review. For purposes of this evaluation, bank delineated assessment areas located within the same metropolitan statistical area (MSA), multistate metropolitan statistical area (MMSA), or combined statistical area (CSA) are combined and evaluated as a single AA. Similarly, bank delineated non-MSA AAs within the same state are combined and evaluated as a single area. These combined AAs may be evaluated as full- or limited-scope. Refer to the "Scope" section under each State Rating for details regarding how full-scope AAs were selected. Refer to appendix A, Scope of Examination, for a list of full- and limited-scope AAs.

Ratings

The bank's overall rating is a blend of the state ratings, and where applicable, multistate ratings.

The bank's CRA performance in the state of Virginia received the most weight considering that the state holds 98.8 percent of the total bank total deposits, 96.9 percent of branches and 87.8 percent of total home mortgage loans originated in the combined AAs. In comparison, the state of North Carolina holds 1.2 percent of total deposits, 3.1 percent of branches, and 12.3 percent of total home mortgage loans originated in the combined AAs.

The state ratings are based on performance in all bank AAs. The Refer to the "Scope" section under each state and MMSA Rating section for details regarding how the areas were weighted in arriving at the respective ratings.

Discriminatory or Other Illegal Credit Practices Review

Pursuant to 12 CFR 25.28(c), respectively, in determining a national banks or federal savings association's (collectively, bank) CRA rating, the OCC considers evidence of discriminatory or other illegal credit practices in any geography by the bank, or in any AA by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Consumer Financial Protection Bureau, as applicable.

The OCC identified the following public information regarding non-compliance with the statutes and regulations prohibiting discriminatory or other illegal credit practices with respect to this institution:

The OCC does not have (additional¹) public information regarding non-compliance with statutes and regulations prohibiting discriminatory or other illegal credit practices with respect to this institution. In determining this institution's overall CRA rating, the OCC has considered information that was made available to the OCC on a confidential basis during its consultations.

As a result of these findings, and after consideration of the nature, extent, and strength of the evidence of the practices; the extent to which institution had policies and procedures in place to prevent the practices; the extent to which the institution has taken or has committed to take corrective action, including voluntary corrective action resulting from self-assessment; and other relevant information, the CRA Performance Evaluation rating was lowered from (preliminary rating) to (final rating).

The CRA performance rating was not lowered as a result of these findings. We considered the nature, extent, and strength of the evidence of the practices; the extent to which institution had policies and procedures in place to prevent the practices; and the extent to which the institution has taken or has committed to take corrective action, including voluntary corrective action resulting from self-assessment; and other relevant information.

The OCC will consider any information that this institution engaged in discriminatory or other illegal credit practices, identified by, or provided to the OCC before the end of the institution's next performance evaluation in that subsequent evaluation, even if the information concerns activities that occurred during the evaluation period addressed in this performance evaluation.

¹ [If OCC considered no public findings (i.e., the OCC does not have public information), eliminate the brackets and the word "additional". If OCC considered public findings (i.e., the OCC does not have additional public information), eliminate the brackets and retain the word "additional."]

State Rating

State of Virginia

CRA rating for the State of Virginia²: Satisfactory

The Lending Test is rated: Satisfactory

The Community Development Test is rated: Satisfactory

The major factors that support this rating include:

- The bank exhibits reasonable geographic distribution of loans in the AAs.
- The bank exhibits reasonable distribution of loans to borrowers of different income levels in the AAs.
- The bank exhibits reasonable responsiveness to CD needs in the AAs through CD activities.

Description of Institution's Operations in Virginia

BRB has delineated six AAs in the state of Virginia which includes the Charlottesville MSA AA, Harrisonburg MSA AA, Richmond MSA AA, Virginia Beach MSA AA, Washington DC MSA AA, and the VA Non-MSA AA.

The bank's Charlottesville AA consists of Albemarle County and the city of Charlottesville. The Harrisonburg AA consists of the city of Harrisonburg and Rockingham County. The Richmond MSA AA consists of the four counties including Chesterfield, Dinwiddie, Henrico, and Prince George, and the four cities of Colonial Heights, Hopewell, Petersburg, and Richmond. The Virginia Beach AA consists of the two cities of Suffolk and Virginia Beach. The Washington DC AA consists of the two counties of Culpeper and Spotsylvania, and the city of Fredericksburg. For the VA Non MSA AA, the OCC combined the 11 counties and city of Martinsburg. The VA Non MSA AA consists of the counties of Charlotte, Henry, Lancaster, Louisa, Middlesex, Northumberland, Orange, Page, Patrick, Richmond, and Westmoreland, and the city of Martinsville.

According to June 30, 2021, FDIC Summary of Deposit information, BRB operated 31 branches and 28 automate teller machines (ATMs) in the state of Virginia. These branches represent 96.9 percent of the bank's total branch network. Based upon June 30, 2021, deposit market share information, BRB's deposits in Virginia totaled \$2.2 billion, and represent 98.8 percent of total bank wide deposits.

In this evaluation, the Charlottesville AA, the Harrisonburg AA, and the VA Non MSA AA, will receive full-scope reviews based on the fact that the bank's presence in these AAs was consistent throughout the entire three-year evaluation period. The Washington CD AA, the Richmond AA, and VA Beach MSA, will receive limited-scope reviews considering the bank's limited presence in the AA during the evaluation period. The bank's held a presence in the Washington DC AA for two years, and the bank held a presence in the Richmond AA and VA Beach MSA for 11 months.

² This rating reflects performance within the state. The statewide evaluations do not reflect performance in the parts of those states contained within the MMSA.

Charlottesville AA

BRB operates one branch in Albemarle County. The bank reported \$108.7 million in deposits in the AA as of June 30, 2021, which represents 5.6 percent of total bank deposits in the state.

The bank faces significant competition for deposits. According to June 30, 2021, deposit market share information, BRB ranked 13th out of 18 depository institutions with a deposit market share of 1.5 percent. The top banks in terms of deposit market share in the AA are Truist Bank, Bank of America, and Wells Fargo Bank, N.A., with a combined market share 54.4 percent.

Competition for home mortgage loans is significant. BRB originated 108 home mortgage loans in the AA during the evaluation period, which represented 6.9 percent of total loans in the state. According to 2021 HMDA market share data, BRB ranked 45th out of 364 lenders with a 0.5 market share. The top three lenders, First Heritage Mortgage LLC, Rocket Mortgage, and Truist Bank, had a combined market share of 17.6 percent.

According to December 2021 U.S. Bureau of Labor Statistics, unemployment rates (not seasonally adjusted) in the Charlottesville MSA was 2.3 percent. During the evaluation period, the MSA's unemployment rate ranged from a low of 2.0 percent in December 2019, to a high of 10 percent in April 2020. The MSA's employment rate of 2.3 percent was well below the state unemployment rate of 3.9 percent.

According to October 2021 Moody's Analytics data, the primary industries in the AA include government, professional and business services, education, and healthcare. The five largest employers in the AA include the University of Virginia (UVA), UVA Health Services Foundation, Sentara Hospital, State Farm Mutual Automobile Insurance, and the U.S. Department of Defense.

Table A – Demographic Information of the Assessment Area						
Assessment Area: Charlottesville AA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	34	5.9	26.5	35.3	29.4	2.9
Population by Geography	148,192	6.2	22.7	34.9	33.6	2.6
Housing Units by Geography	63,465	6.3	22.3	37.5	33.9	0.1
Owner-Occupied Units by Geography	33,016	4.1	14.3	41.2	40.3	0.0
Occupied Rental Units by Geography	23,589	9.4	31.6	32.2	26.6	0.2
Vacant Units by Geography	6,860	5.7	28.1	38.0	28.1	0.0
Businesses by Geography	20,536	4.7	15.8	34.3	45.1	0.1
Farms by Geography	718	2.1	13.1	48.7	36.1	0.0
Family Distribution by Income Level	32,741	19.0	15.0	18.8	47.2	0.0
Household Distribution by Income Level	56,605	24.3	15.2	16.7	43.8	0.0
Median Family Income MSA - 16820 Charlottesville, VA MSA		\$78,548	Median Housing Value			\$313,940
			Median Gross Rent			\$1,049
			Families Below Poverty Level			7.8%
<i>Source: 2015 ACS and 2021 D&B Data.</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

The OCC made a community contact with a nonprofit housing organization focused on affordable housing in LMI areas in the Charlottesville MA. The examiners also reviewed the city plan. The community contact and city plan identified the following needs within the AA:

- Home mortgages in LMI areas,
- Preserve and expand the supply of affordable housing,
- Financial education, student loan counseling, debt management counseling,
- Support for homebuyer counseling programs,
- Invest in affordable housing development projects in the area,
- Training and workforce development,
- Job development and creation amongst current employers,
- Support for homeless individuals and transition to independence.

Harrisonburg AA

BRB operates one branch in the city of Harrisonburg. The bank reported \$84.1 million in deposits in the AA as of June 30, 2021, which represents 4.3 percent of bank deposits in the state.

Competition for deposits is significant in the AA. According to June 30, 2021, deposit market share data, BRB ranked 11th out of 17 depository institutions in the AA with a deposit market share of 2.4 percent. The top banks in terms of deposit market share in the AA are Truist Bank, Farmers & Merchants Bank, and Wells Fargo Bank, N.A, with a combined of market share 56.5 percent.

There is substantial competition for home mortgage loans in the AA. BRB originated 55 home mortgage loans in the AA during the evaluation period, which represented 3.50 percent of total loans in the state. According to 2021 HMDA market share data, BRB ranked 53rd out of 259 lenders in the AA with a 0.3 percent market share.

According to December 2021 U.S. Bureau of Labor Statistics, unemployment rates (not seasonally adjusted) in the Harrisonburg was 2.3 percent. During the evaluation period, the MSA’s unemployment rate ranged from a high of 10.5 percent in April 2020, to a low of 2.1 percent in December 2019. As of December 31, 2021, Harrisonburg’s MSA unemployment rate was well below the state unemployment rate of 3.9 percent.

According to data by Moody’s Analytics, the primary industries in the Harrisonburg MSA include government, manufacturing, education, and healthcare services. The five largest employers in the AA are James Madison University, Sentara Healthcare, Walmart Inc., Cargill Meat Solutions, and Great Eastern Resort Management.

Table A – Demographic Information of the Assessment Area						
Assessment Area: Harrisonburg AA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	30	3.3	13.3	70.0	13.3	0.0
Population by Geography	129,173	4.6	15.1	66.3	14.0	0.0
Housing Units by Geography	52,211	3.5	15.2	69.2	12.1	0.0
Owner-Occupied Units by Geography	28,375	0.4	10.0	76.9	12.7	0.0
Occupied Rental Units by Geography	17,659	7.2	24.7	59.7	8.4	0.0
Vacant Units by Geography	6,177	7.1	12.0	61.4	19.5	0.0
Businesses by Geography	11,423	1.9	19.7	62.8	15.6	0.0
Farms by Geography	1,006	0.2	4.7	82.1	13.0	0.0
Family Distribution by Income Level	29,592	18.6	19.5	22.7	39.3	0.0
Household Distribution by Income Level	46,034	22.9	16.7	19.0	41.4	0.0
Median Family Income MSA - 25500 Harrisonburg, VA MSA		\$60,539	Median Housing Value			\$208,004
			Median Gross Rent			\$884
			Families Below Poverty Level			9.6%
<i>Source: 2015 ACS and 2021 D&B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

The OCC contacted a regional development nonprofit organization focused on neighborhood revitalization and economic development in LMI areas. The OCC examiners also reviewed the city of Harrisonburg’s plan enforced by the U.S. Department of Housing and Urban Development (HUD) for the city to receive federal funding. The community contact and the city plan identified the following needs within the AA:

- New construction, rehabilitation, and preservation of quality affordable housing,
- Home mortgages to LMI individuals,
- Financing to owners of multifamily building due to the lack of affordable rental properties,
- Job creation, attraction, and retention,
- Serve as an advocate for existing business expansions,
- Assist with regional workforce development efforts.

Virginia Non AA

BRB operates 18 branches in the Virginia Non MSA AA. One branch is located in Charlotte County, one branch in the city of Martinsville, two branches in Lancaster County, three branches in Louisa County, one branch in Middlesex County, two branches in Northumberland County, two branches in Orange County, two branches in Page County, one branch in Patrick County, one branch in Richmond County, and two branches in Westmoreland County.

Many of the counties/cities in the AA are sparsely populated. Of the total 11 counties in the AA, seven of the counties have total populations less than 12,000. The counties of Charlotte and Richmond, have the smallest populations of 2,963 and 8,989, respectively. Page County, which maintains the majority of the AA's total deposits, has a total population of 23,843. The counties of Henry, Louisa, and Orange, have higher population totals of 52,580, 34,986, and 34,596, respectively.

There is significant competition for deposits in the AA. BRB reported \$1.3 billion in deposits in the VA Non MSA AA as of June 30, 2021, which represents 53.3 percent of bank deposits in the state and 98.6 percent of total bank deposits. According to June 30, 2021, deposit market share information, BRB ranked 1st out of 19 depository institutions in the VA Non MSA AA with a deposit market share of 21.55 percent by dollar amount. The other three top banks in terms of deposit market share in the AA are Truist Bank, Carter Bank and Trust, and Atlantic Union Bank, with a combined market share of 32.3 percent.

The largest percentage of the bank's deposits in the VA Non-MSA AA are maintained in the bank's two branches in Page County. Based upon June 30, 2021, branch deposit information, total deposits in Page County totaled \$527.5 million, representing 41.6 percent of total deposits in the AA. The second largest concentration of deposits is the bank's two branches in Lancaster County which maintain 16.8 percent of deposits.

There is substantial competition for home mortgage loans in the AA. BRB originated 554 home mortgage loans in the AA during the evaluation period, which represented 35.3 percent of total loans in the state. According to 2021 HMDA market share data, BNB ranked 7th out of 434 lenders in the AA with a 2.6 percent market share.

According to December 2021 U.S. Bureau of Labor Statistics, unemployment rates (not seasonally adjusted) ranged from a low of 2.1 percent in Middlesex County and to a high of 17.2 percent in the city Martinsburg. The impact of the COVID-19 pandemic, resulted in in high unemployment rates. The average unemployment of the counties in the Non MSA AA was 3.0 percent, which was below the state rate of 3.9 percent, and national rate of 5.3 percent in December 2021.

According to October 2021 Moody's Analytics data, the primary industries in the AA include government, retail, construction, and healthcare. The largest employers in the AA are Monogram Food Solutions, Atlantic Metal Products, Inc., Perdue Products Incorporated, and UNC Health Care System.

Table A – Demographic Information of the Assessment Area						
Assessment Area: VA Non MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	61	0.0	18.0	45.9	31.1	4.9
Population by Geography	249,902	0.0	14.8	47.8	37.5	0.0
Housing Units by Geography	131,309	0.0	14.2	47.5	38.3	0.0
Owner-Occupied Units by Geography	75,241	0.0	13.7	47.4	38.9	0.0
Occupied Rental Units by Geography	25,741	0.0	20.5	49.6	29.9	0.0
Vacant Units by Geography	30,327	0.0	10.2	46.0	43.8	0.0
Businesses by Geography	19,566	0.0	11.7	47.8	40.5	0.0
Farms by Geography	1,397	0.0	6.4	50.1	43.5	0.0
Family Distribution by Income Level	67,842	18.7	17.1	20.4	43.8	0.0
Household Distribution by Income Level	100,982	21.7	15.0	17.0	46.3	0.0
Median Family Income Non-MSAs - VA		\$51,647	Median Housing Value			\$170,707
			Median Gross Rent			\$710
			Families Below Poverty Level			11.1%
<i>Source: 2015 ACS and 2021 D&B Data. Due to rounding, totals may not equal 100.0%</i>						
<i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

In 2019 and 2021, eight of the 28 middle-income census (20.6 percent) in the AA were designated distressed or underserved due to unemployment or the remote nature of the census tracts. In Patrick County, all four middle-income census tracts are designated underserved due to their rural nature. In Charlotte County, both of the middle-income census tracts are designated underserved due to their rural nature. The one middle-income census tract in Northumberland County is designated underserved due its remote nature. In 2020, all eight of the middle-income census tracts in Henry County were designated distressed due to poverty.

The OCC contacted a state housing agency focused on affordable housing in LMI areas. The community contact identified the following needs within the AA:

- Home mortgages in moderate-income areas,
- Financing to owners of multifamily building due to the lack of affordable rental properties,
- Lender’s willingness to accept a wide range of mortgage down payment and closing cost assistance,
- Financial education, student loan counseling, debt management counseling, and
- Support for homebuyer counseling programs.

Scope of Evaluation in Virginia

The OCC conducted full-scope reviews for the Charlottesville AA, the Harrisonburg AA, and VA Non MSA AA. The Washington DC AA, the Richmond AA, and the VA Beach AA received limited scope reviews.

The VA Non MSA AA received the highest weighting as it represents 58.4 percent of the state’s total deposits, 58.1 percent of branches, and 45.8 percent of state’s total loans.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN VIRGINIA

LENDING TEST

The bank's performance under the Lending Test in Virginia is rated Satisfactory.

Conclusions for Areas Receiving Full-Scope Reviews

Based on full-scope reviews, the bank's lending performance in the state of Virginia is reasonable.

Distribution of Loans by Income Level of the Geography

The bank exhibits excellent geographic distribution of loans in the state.

Home Mortgage Loans

Refer to Table O in the state of Virginia section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

Charlottesville MSA AA

The geographic distribution of home mortgage loans in low-income and moderate-income census tracts is excellent. The distribution of loans in low-income and moderate-income census tracts exceeds both the percentage of owner-occupied housing units in low-income census tracts and moderate-income census tracts and aggregate loans.

Harrisonburg MSA AA

The geographic distribution of home mortgage loans is reasonable. The bank did not originate any loans in low-income census tracts. The distribution of loans in low-income census tracts is below both the percentage of owner-occupied housing units in low-income census tracts and aggregate loans. The distribution of loans in moderate-income census tracts exceeds both the percentage of owner-occupied housing units in moderate-income census tracts and aggregate loans.

In assessing the geographic distribution of home loans, we considered that lending opportunities within low-income census tracts may be impacted by the limited number of owner-occupied housing units within these census tracts. According to 2015 ACS census data, 6,2115 out of 1,847) of the total housing units in the low-income census tracts are owner occupied. Out of the 1,847 housing units, 1,287 or 69.7 percent are renter occupied. The demand for home loans within the low-income census tracts may also be evidenced by the low percentage of lending in these tracts by other lenders. Based information from 2021 Peer HMDA data, 1.2 percent of the total loans originated and purchased by all peer lenders were in low-income census tracts.

VA Non MSA AA

In 2019, the geographic distribution of loans is excellent. The distribution of loans in moderate-income census tracts exceeds both the percentage of owner-occupied housing units and aggregate loans.

In 2020 and 2021, the geographic distribution of loans is reasonable. The distribution of loans in moderate-income census tracts is below the percentage of owner-occupied housing units but exceeds aggregate loans.

Lending Gap Analysis

The OCC reviewed summary reports and maps to identify any gaps in the geographic distribution of BRB's home mortgage loans during the evaluation period. The analysis did not identify any unexplained, conspicuous gaps.

Distribution of Loans by Income Level of the Borrower

The bank exhibits a reasonable distribution of loans to individuals of different income levels, given the product lines offered by the bank.

Home Mortgage Loans

Refer to Table P in the state of Virginia section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

Charlottesville MSA AA

In assessing borrower income distribution, the OCC considered housing affordability. The AA is a high-cost housing area which may limit access to affordable home ownership among LMI borrowers. The 2021 FFIEC adjusted median family income (AMFI) in the AA is \$90,900. According to Realtor.com data, the median housing value in the AA is \$382,950 and \$485,405, in January 2019 and December 2021, respectively, reflecting a 26.8 percent increase.

Assuming a 30-year mortgage with a 5 percent interest rate and not accounting for down payment, homeowner's insurance, real estate taxes, or any additional monthly expenses, a low-income borrower making \$45,450 per year (or less than 50 percent of the 2021 FFIEC AMFI in the AA), could afford a \$211,662 mortgage with a payment of \$1,136 per month. A moderate-income borrower making \$72,720 per year (or less than 80 percent of the 2021 FFIEC AMFI in the AA), could afford a \$338,660 mortgage with a payment of \$1,818 per month. This illustrates that LMI borrowers would be challenged to qualify for a mortgage loan in the AA.

The distribution of home mortgages reflects a reasonable distribution among borrowers of different income levels. The distribution of home mortgage loans to low-income borrowers is below the percentage of low-income families in the AA but exceeds aggregate loans. The distribution of home mortgage loans to moderate-income individuals is below both the percentage of moderate-income families in the AA and peer lending.

Harrisonburg MSA AA

In assessing borrower income distribution, the OCC considered housing affordability. The AA is a high cost housing area, limiting access to affordable home ownership among LMI borrowers. The 2021 FFIEC AMFI in the AA is \$66,700. According to Realtor.com data, the median housing value in the AA is

\$265,000 and \$346,500, in January 2019 and December 2021, respectively, reflecting a 30.8 percent increase.

Assuming a 30-year mortgage with a 5 percent interest rate and not accounting for down payment, homeowner's insurance, real estate taxes, or any additional monthly expenses, a low-income borrower making \$33,350 per year (or less than 50 percent of the 2021 FFIEC AMFI in the AA), could afford a \$155,312 mortgage with a payment of \$834 per month. A moderate-income borrower making \$53,360 per year (or less than 80 percent of the 2021 FFIEC AMFI in the AA), could afford a \$248,500 mortgage with a payment of \$1,334 per month. This illustrates that LMI borrowers would be challenged to qualify for a mortgage loan in the AA.

The distribution of home mortgages reflects a reasonable distribution among borrowers of different income levels. The distribution of home mortgage loans to low-income borrowers is below the percentage of low-income families in the AA but exceeds peer lending. The distribution of loans to moderate-income borrowers exceeds both the percentage of moderate-income families and aggregate lending.

VA Non MSA

In assessing borrower income distribution, the OCC considered housing affordability. The AA is a high cost housing area, limiting access to affordable home ownership among LMI borrowers. The 2021 FFIEC AMFI in the AA is \$58,900. According to Realtor.com data, the median housing value in the counties within the AA is \$246,039 and \$336,693, in January 2019 and December 2021, respectively, reflecting a 36.8 percent increase.

Assuming a 30-year mortgage with a 5 percent interest rate and not accounting for down payment, homeowner's insurance, real estate taxes, or any additional monthly expenses, a low-income borrower making \$29,450 per year (or less than 50 percent of the 2021 FFIEC AMFI in the AA), could afford a \$137,150 mortgage with a payment of \$736 per month. A moderate-income borrower making \$47,120 per year (or less than 80 percent of the 2021 FFIEC AMFI in the AA), could afford a \$219,440 mortgage with a payment of \$1,178 per month. This illustrates that LMI borrowers would be challenged to qualify for a mortgage loan in the AA.

The distribution of home mortgages reflects a reasonable distribution among borrowers of different income levels. The distribution of home mortgage loans to low-income borrowers is below the percentage of low-income families in the AA but exceeds aggregate loans. The distribution of loans to moderate-income borrowers exceeds both the percentage of moderate-income families and aggregate loans.

Responses to Complaints

The bank did not receive any CRA related complaints during the evaluation period.

Conclusions for Areas Receiving Limited Scope Reviews

Based on limited-scope reviews, the bank's performance under the Lending Test in the Richmond AA, Washington, DC AA, Virginia Beach AA, is consistent with the bank's overall performance under the Lending Test in the full scope areas.

COMMUNITY DEVELOPMENT TEST

The bank's performance under the Community Development Test in the state of Virginia is rated Satisfactory.

Conclusions for Areas Receiving Full-Scope Reviews

Based on full-scope and limited-scope reviews, the bank exhibits reasonable responsiveness, to CD needs in the state through community development loans, qualified investments, and CD services, as appropriate, considering the bank's capacity and the need and availability of such opportunities for CD in the bank's AAs.

In assessing the bank's CD activities, the OCC considered several factors may have impacted the bank's performance under the CD Test. BRB operates primarily as a residential home mortgage lender, so bank personnel may not have the specialized expertise to originate community development loans. Further, opportunities to originate CD loans in the bank's VA Non MSA AAs may have been impacted by the rural nature of many communities. The COVID-19 pandemic also impacted BRB's ability to provide CD services during much of the evaluation period.

Number and Amount of Community Development Loans

The CD Loans Table, shown below, sets forth the information and data used to evaluate the bank's level of CD lending. The table includes all CD loans, including multifamily loans that also qualify as CD loans.

Community Development Loans				
Assessment Area	Total			
	#	% of Total #	\$(000's)	% of Total \$
Charlottesville	2	25.0	\$291	2.2
Harrisonburg	0	0.0	0	0.0
VA Non MSA	2	35.0	1,440	1.0
Washington DC	2	35.0	4,568	35.0
Richmond	1	28.8	3,768	28.8
Virginia Beach	1	23.0	3,000	23.0

BRB's CD loans represent reasonable responsiveness to CD needs given the bank's size, and capacity to provide such loans along with other performance context factors. During the evaluation period, the bank originated eight CD loans totaling \$13.1 million, within the state of VA AAs. Of this total, five loans totaling \$4.1 million provided financing to businesses which will help retain jobs in low-and moderate-income census tracts. Three loans totaling \$9.0 million provided financing for affordable housing and other CD initiatives.

Charlottesville

The level of CD loans reflects reasonable responsiveness to community development needs. BRB originated two loans totaling \$291,000, to a nonprofit organization that works to construct community structures in low- and moderate-income areas and rehabilitate homes for LMI individuals. BRB's loan financed operating capital for this organization.

Harrisonburg

The level of CD loans reflects poor responsiveness to community development needs in the AA. The bank did not originate any CD loans in the Harrisonburg AA during the evaluation period.

VA Non MSA

The level of CD loans reflects reasonable responsiveness to CD needs. BRB originated two CD loans totaling \$1.4 million. One loan totaling \$1.4 million financed the purchase of a hotel in a moderate-income census tract in Henry County. This hotel will help support job retention within this moderate-income census tract and within a nearby distressed middle-income census tract in the city of Martinsville. The hotel is also located in a designated Opportunity Zone. Opportunity Zones are federal economic development and CD areas established as part of the 2017 Tax Cut and Jobs Act. These opportunity zones are designed to help investors with capital gains in order to encourage long-term private investment in low-income, urban, and rural areas. The other loan in the amount of \$200,000, provided financing for the renovation of buildings owned by a local economic development authority.

Number and Amount of Qualified Investments

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
Charlottesville	1	1,476	8	19	9	25.0	1,496	47.2	0	0
Harrisonburg	0	0	6	66	6	16.7	66	2.1	0	0
VA Non MSA	0	0	11	4	11	30.6	4	0.1	0	0
Washington DC	0	0	0	0	0	0.0	0	0.0	0	0
Richmond	1	281	1	0	2	5.6	282	9.0	0	0
VA Beach	0	0	0	0	0	0.0	0	0.0	0	0
Statewide	5	1,267	3	33	8	22.2	1,299	41.5	0	0

* Prior Period Investments' means investments made in a previous evaluation 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.

BRB's qualified investments represent reasonable responsiveness to CD needs in the AAs given the bank's size, and capacity to provide such loans along with other performance context factors. During the current evaluation period, the bank made 29 qualified investments totaling \$122,000, within the state of Virginia AAs. In addition, OCC examiners considered seven prior period investments with outstanding balances of \$3.0 million.

Charlottesville AA

BRB demonstrates reasonable responsiveness to community credit needs through qualified investments. During the current evaluation period, the bank made eight financial contributions totaling \$19,000, to three organizations which provide various social services for low-income and moderate-income

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

individuals. These services include adult literacy, food, and assistance for developmentally disabled individuals. The bank did not purchase any CD investments during the evaluation period. BRB had one prior period investment totaling \$1.5 million.

Harrisonburg AA

BRB demonstrates reasonable responsiveness to community credit needs through qualified investments.

BRB made six financial contributions totaling \$66,000, to three community organizations. These contributions primarily consist of a \$63,000 financial grant to an organization that provides nursing scholarships to low-and moderate-income students. The bank's contribution will provide assistance for workforce development, which is an identified community need in the AA. The bank's other financial contributions supported two organizations that provide food, health care and other social services for low-income and moderate-income individuals. The bank did not purchase any CD investments during the evaluation period. There were no prior investments to consider.

VA Non MSA AA

BRB demonstrated reasonable responsiveness to CD needs through qualified investments.

The bank made 11 financial contributions totaling \$4 thousand, to nine CD organizations. These contributions help to support economic development initiatives as well as healthcare, and other social services benefiting LMI individuals. Several of these community organizations serve distressed and underserved middle-income census tracts in the AA. The bank did not purchase any CD investments during the evaluation period. There were no prior investments to consider.

Statewide

During the evaluation period, BRB made one investment totaling \$25,000, in the Virginia Community Development Corporation Fund. This fund supports affordable housing and revitalization efforts within in Virginia communities. The bank also made two financial contributions totaling \$8,000, to a statewide financial literacy foundation. BRB also had five prior period investments with a total remaining balance of \$1.3 million, at the end of the evaluation period. These prior investments consist of affordable housing bonds.

Extent to Which the Bank Provides Community Development Services

BRB provides reasonable responsiveness to CD needs within the state of Virginia AAs. During the evaluation period, eight bank personnel provided financial expertise and leadership to a total of 12 CD organizations in the combined AAs.

In addition to considering CD services provided by bank personnel, we considered the bank's responsiveness through retail banking services provided through the bank's branch office in low-income and moderate-income and in distressed middle-income census tracts within the AAs.

Charlottesville

BRB provides reasonable responsiveness to community development needs in the AA. One bank officer provides leadership as a board member of a local nonprofit organization involved in community development and affordable housing initiatives targeted toward low- and moderate-income areas and LMI individuals.

While the bank's single branch office in the city of Charlottesville is located in an upper-income census tract, the branch is in close proximity (within 2.5 miles) of one moderate-income census tract.

Harrisonburg

BRB provides reasonable responsiveness to community development needs in the AA. One bank officer provides technical expertise to a community organization that provides housing and other social services to disabled individuals, including low-income and moderate-income individuals.

BRB's sole full-service branch office in the city of Harrisonburg is located in a low-income census tract. This low-income census tract is also adjacent to one moderate-income census tract in the AA. Based upon 2015 American Community Survey Census data, approximately 16.6 percent of the total population in the Harrisonburg AA live in low-income and moderate-income census tracts.

VA Non MSA

BRB provides excellent responsiveness to CD needs in the AA. Four bank employees provide CD services to seven community organizations. Three employees serve as board members for three organizations serving low-and moderate-income individuals.

As of December 31, 2021, BRB operated one full-service branch office in a moderate-income census tract in Orange County. In addition, four of the bank's 18 branch offices (22.2 percent), are located in distressed or underserved middle-income census tracts. One branch is in the city of Martinsville, one branch in Charlotte County, and one branch in Patrick County, and one branch in Northumberland County. The bank's branch in the city of Martinsville offers extended Saturday hours from 9:00 a.m. to noon.

Conclusions for Areas Receiving Limited Scope Reviews

Based on a limited-scope reviews, the bank's performance under the CD Test in the Richmond AA is consistent with the bank's overall performance under the CD Test in the full scope AAs. The bank's performance under the CD Test in the Washington DC and Virginia Beach AAs, is weaker than the bank's overall CT Test performance in the full scope AAs. BRB did not make any qualified investments in the Washington DC and Virginia Beach AAs. While bank personnel did not provide any community development services in the Washington DC AA or VA Beach AA, two of the three bank branches located in the Washington DC AA, are located in moderate-income census tracts.

State Rating

State of North Carolina

CRA rating for the State of North Carolina³: Satisfactory

The Lending Test is rated: Satisfactory

The Community Development Test is rated: Satisfactory

The major factors that support this rating include:

- The bank exhibits reasonable geographic distribution of loans in the AA.
- The bank exhibits reasonable distribution of lending to borrowers of different income levels in the AA.
- The bank exhibits reasonable responsiveness to the CD needs through CD activities in the AA.

Description of Institution's Operations in North Carolina

BRB has one AA in the state of North Carolina consisting of a portion of the Greensboro MSA. This AA consists of Guilford County. Guilford County is located in the piedmont region of North Carolina. The city of Greensboro is the county seat and is the largest municipality in Guilford County.

BRB operates one full-service branch in the city of Greensboro. The branch was originally opened in 2018, under the name of Carolina State Bank, but the name was changed to Blue Ridge Bank in July 2021. During the evaluation period, total branch deposits grew from \$16.5 million as of June 30, 2019, to \$26.6 million as of June 30, 2021. The bank's deposits in the Greensboro branch represent 1.2 percent of the bank's total deposits. BRB's strategy in the Greensboro market has been to build market awareness.

BRB faces significant competition for deposits in the AA. According to June 30, 2021, deposit market share data, BRB ranked 23rd out of 26 depository institutions with a market share of 0.2 percent of total deposits. As of June 30, 2021, the top three banks based on total deposits in the AA, Truist Bank, Bank of America N.A., and Wells Fargo N.A., had a combined deposit market share of 59.1 percent.

There is substantial competition for home mortgage loans in AA. Based upon 2021 Aggregate HMDA data, the bank ranked 72nd out of 492 lenders with a market share of 0.2 percent. The top three home mortgage lenders, State Employees Credit Union, Rocket Mortgage, and Wells Fargo N.A., had combined market share of 23.0 percent.

According to December 2021 data from the U.S. Bureau of Labor Statistics, the unemployment rate in the Greensboro MSA was 3.8 percent. The unemployment rate spiked to 15.9 percent in April 2020, due to the COVID-19 pandemic, from a low a of 3.5 percent in December 2019. The Greensboro MSA's unemployment rate is slightly below the state rate of 4.9 percent of as of December 2021.

³ This rating reflects performance within the state. The statewide evaluations do not reflect performance in the parts of those states contained within the MMSA.

According to 2021 Moody’s Analytics data, education, health services, and manufacturing are the leading job industries in the Greensboro MSA. Greensboro is home to several large employers such as Cone Health Care, Ralph Lauren Corporation, High Point Regional Hospital, University of North Carolina, Bank of America, N.A., and Volvo Trucks. Transportation and warehousing are boosting the economy in the MSA. The Publix retail grocery store chain is building a new distribution center and plans to add a dry grocery warehouse. According to the Moody’s report, logistics and health care will continue to stabilize the job market with an increase in new jobs.

Greensboro AA

Table A – Demographic Information of the Assessment Area						
Assessment Area: Greensboro AA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	119	8.4	25.2	29.4	36.1	0.8
Population by Geography	506,763	7.2	23.2	32.9	36.8	0.0
Housing Units by Geography	222,057	7.1	23.5	33.4	36.0	0.0
Owner-Occupied Units by Geography	118,976	3.1	15.8	33.7	47.4	0.0
Occupied Rental Units by Geography	80,564	12.1	32.3	33.3	22.2	0.0
Vacant Units by Geography	22,517	10.1	32.7	32.1	25.1	0.0
Businesses by Geography	58,931	4.9	20.8	29.5	44.6	0.2
Farms by Geography	1,413	2.7	13.5	36.8	47.0	0.0
Family Distribution by Income Level	126,562	20.5	17.3	17.7	44.5	0.0
Household Distribution by Income Level	199,540	22.4	16.1	17.1	44.5	0.0
Median Family Income MSA - 24660 Greensboro-High Point, NC MSA		\$55,218	Median Housing Value			\$159,338
			Median Gross Rent			\$786
			Families Below Poverty Level			13.0%
<i>Source: 2015 ACS and 2021 D&B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

The OCC relied upon information from our contact with a regional development nonprofit organization focused on economic development in LMI areas. This community contact identified the following needs within the bank’s AA:

- Small loans to small businesses particularly to start-up businesses,
- Financial expertise and support to various non-profits,
- Invest in supporting economic development projects in the area.

Scope of Evaluation in North Carolina

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN NORTH CAROLINA

LENDING TEST

The bank's performance under the Lending Test in North Carolina is rated Satisfactory.

Conclusions for Areas Receiving Full-Scope Reviews

Based on full-scope review, the bank's lending performance in the state of North Carolina is reasonable.

Distribution of Loans by Income Level of the Geography

The bank exhibits reasonable geographic distribution of loans in the state.

Home Mortgage Loans

Refer to Table O in the state of North Carolina section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

The distribution of home mortgages is below the percentage of owner-occupied housing units in low-income census tracts but exceeds aggregate loans. The distribution of home mortgage loans is slightly below both the percentage of owner-occupied housing in moderate income census tract and aggregate loans.

Lending Gap Analysis

The OCC reviewed summary reports and maps to identify any gaps in the geographic distribution of BRB's home mortgage loans during the evaluation period. The analysis did not identify any unexplained, conspicuous gaps.

Distribution of Loans by Income Level of the Borrower

The bank exhibits a reasonable distribution of loans to individuals of different income levels, given the product lines offered by the bank.

Home Mortgage Loans

Refer to Table P in the state of North Carolina section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

In assessing borrower income distribution, we considered housing affordability in the AA. The AA is a high cost housing area, limiting access to affordable home ownership among LMI borrowers. The 2021 FFIEC AMFI in the AA is \$65,200. According to Realtor.com data, the median housing value in the AA is \$244,465 and \$266,500, in January 2019 and December 2021, respectively, reflecting a 9 percent increase.

Assuming a 30-year mortgage with a 5 percent interest rate and not accounting for down payment, homeowner’s insurance, real estate taxes, or any additional monthly expenses, a low-income borrower making \$32,600 per year (or less than 50 percent of the 2021 FFIEC AMFI in the AA), could afford a \$151,820 mortgage with a payment of \$815 per month. A moderate-income borrower making \$52,160 per year (or less than 80 percent of the 2021 FFIEC AMFI in the AA), could afford a \$242,911 mortgage with a payment of \$1,304 per month. This illustrates that LMI borrowers would be challenged to qualify for a mortgage loan in the AA.

The distribution of home mortgage loans to borrowers of different income levels is reasonable. The distribution of loans to low-income borrower is below the percentage of low-income families but exceeds aggregate loans. The distribution of loans to moderate-income borrowers is near the percentage of moderate-income families but exceeds aggregate loans.

Responses to Complaints

The bank did not receive any CRA related complaints during the evaluation period.

COMMUNITY DEVELOPMENT TEST

The bank’s performance under the CD Test in the state of North Carolina is rated Satisfactory.

Conclusions for Area Receiving a Full-Scope Review

Based on full-scope review, the bank exhibits reasonably adequate responsiveness to CD needs in the state through CD loans, qualified investments, and CD services, as appropriate, considering the bank’s capacity and the need and availability of such opportunities for CD in the bank’s AAs.

In assessing the bank’s CD activities, the OCC considered the impact of the COVID-19 pandemic on BRB’s ability to provide CD services during much of the evaluation period.

Number and Amount of Community Development Loans

The CD Loans Table, shown below, sets forth the information and data used to evaluate the bank’s level of CD lending. The table includes all CD loans, including multifamily loans that also qualify as CD loans.

Community Development Loans				
Assessment Area	Total			
	#	% of Total #	\$(000’s)	% of Total \$
Greensboro MSA	2	100.0	\$1,485	100.0

BRB provides reasonable responsiveness to CD needs through CD loans.

BRB originated two loans totaling \$1.5 million to a local business located in a low-income census tract. Both of these loans guaranteed through the SBA’s 7(a) loan program will help to retain jobs for 14 individuals. One loan totaling \$1,185 million, provides financing for the business to continue under new

ownership. The second loan totaling \$300,000, provides operating capital for the business. This business is located in a designated Opportunity Zone. Opportunity Zones are federal economic and CD areas which provided tax benefits to investors in order encourage long-term investment in low-income, urban, suburban, and rural areas.

Number and Amount of Qualified Investments

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
Greensboro MSA	0	0	2	4	2	100%	3	100	0	0

* Prior Period Investments' means investments made in a previous evaluation 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.

BRB provides reasonable responsiveness to CD needs through qualified investments in the AA.

BRB made contributions totaling \$3,000 to a local financial literacy organization. This organization provides budgeting workshops, financial first aid, homebuying and bankruptcy education to help promote financial stability. The bank also made a \$500 contribution to a food bank serving low-income individuals.

Extent to Which the Bank Provides Community Development Services

BRB provides poor responsiveness to CD needs through CD services.

BRB personnel did not provide any CD services during the evaluation period.

Management asserted that several factors adversely impacted BRB branch personnel’s ability to participate in community service events and organizations during the evaluation period. Since opening the branch office in 2018, there was a significant amount of staff turnover which impacted the ability to establish new relationships with local community organizations. In addition, the COVID-19 pandemic mandated shutdowns and restrictions, further compounding branch personnel’s efforts to establish contacts and relationships in the AA.

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

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 MSA(s) and non-MSA(s) 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:	01/01/2019 to 12/31/2021	
Bank Products Reviewed:	Home mortgage loans Community development loans, qualified investments, community development services	
Affiliate(s)	Affiliate Relationship	Products Reviewed
	None Reviewed	Not Applicable
List of Assessment Areas and Type of Examination		
Rating and Assessment Areas	Type of Examination	Other Information
State of Virginia		
Charlottesville MSA	Full Scope	Albemarle County, City of Charlottesville (2019-2021)
Harrisonburg MSA	Full Scope	City of Harrisonburg, Rockingham County (2019-2021)
Richmond MSA	Full Scope	Chesterfield County, City of Colonial Heights, City of Hopewell, City of Petersburg, City of Richmond, Dinwiddie County, Prince George County (February 1, 2021- December 2021)
Non MSA	Full Scope	Charlotte County, City of Martinsville, Henry County, Page County, Patrick County (2019-2021); Louisa County and Orange County (2020 and 2021) Lancaster County, Middlesex County, Northumberland County, Westmoreland County, Richmond County (February 1, 2021, through December 31, 2021)
Virginia Beach MSA	Limited Scope	City of Suffolk, City of Virginia Beach (February 1, 2021, through December 31, 2021)
Washington DC MSA	Limited Scope	City of Fredericksburg, Culpeper County, Spotsylvania County (2020-2021)
State of North Carolina		
Greensboro MSA	Full Scope	Guilford County (2019-2021)

Appendix B: Summary of MMSA and State Ratings

RATINGS BLUE RIDGE BANK, NATIONAL ASSOCIATION			
Overall Bank:	Lending Test Rating*	CD Test Rating	Overall Bank/State/ Rating
State:			
Virginia	Satisfactory	Satisfactory	Satisfactory
North Carolina	Satisfactory	Satisfactory	Satisfactory

(*) The Lending Test and Community Development Test carry equal weight in the overall rating.

Appendix C: Definitions and Common Abbreviations

The following terms and abbreviations are used in 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. For example, a bank subsidiary is controlled by the bank and is, therefore, an affiliate.

Aggregate Lending (Aggt.): The number of loans originated and purchased by all reporting lenders (HMDA or CRA) in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

Census Tract (CT): A small, relatively permanent statistical subdivision of a county delineated by a local committee of census data users for the purpose of presenting data. Census tracts nest within counties, and their boundaries normally follow visible features, but may follow legal geography boundaries and other non-visible features in some instances, Census tracts ideally contain about 4,000 people and 1,600 housing units.

Combined Statistical Area (CSA): A geographic entity consisting of two or more adjacent Core Based Statistical Areas with employment interchange measures of at least 15. An employment interchange measure is a measure of ties between two adjacent entities. The employment interchange measure is the sum of the percentage of workers living in the smaller entity who work in the larger entity and the percentage of employment in the smaller entity that is accounted for by workers who reside in the larger entity.

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 Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; or activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas.

Community Reinvestment Act (CRA): The statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its entire community, including LMI areas, 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, 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 householder and no wife present) or 'female householder' (a family with a female householder and no husband present).

Full-Scope 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 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 conduct business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants, the amount of loan requested, the disposition of the application (e.g., approved, denied, and withdrawn), the lien status of the collateral, any requests for preapproval, and loans for manufactured housing.

Home Mortgage Loans: A closed-end mortgage loan or an open-end line of credit as these terms are defined under 12 CFR 1003.2, and that is not an excluded transaction under 12 CFR 1003.3(c)(1) through (c)(10) and (c)(13).

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-Scope 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: Individual income that is less than 50 percent of the area median income.

Low Income Geography: A census tract with a median family income that is less than 50 percent.

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 state/assessment area.

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. The median is the point at which half of the families have income above, and half below, a range of incomes. Also, the median income determined by the Federal Financial Institutions Examination Council (FFIEC) 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, and half below, a range of incomes.

Metropolitan Division: As defined by Office of Management and Budget, a county or group of counties within a Core Based Statistical Area that contains an urbanized population of at least 2.5 million. A Metropolitan Division consists of one or more main/secondary counties that represent an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area: An area, defined by the Office of Management and Budget, as a core based statistical area associated with at least one urbanized area that has a population of at least 50,000. The Metropolitan Statistical Area comprises the central county or counties containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

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.

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.

Rating Area: A rated area is a state or multi-state metropolitan statistical 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 statistical area, the institution will receive a rating for the multi-state metropolitan statistical 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) 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.

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 1 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 at least 120 percent of the area median income, or a median family income that is at least 120 percent, in the case of a geography.

Appendix D: Tables of Performance Data

Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan statistical areas, if applicable, are presented in one set of 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: (1) purchased are treated as originations; and (2) “aggregate” is the percentage of the aggregate number of reportable loans originated and purchased by all HMDA or CRA-reporting lenders in the MMSA/assessment area. Deposit data are compiled by the FDIC and are available as of June 30th of each year. Tables without data are not included in this PE.

The following is a listing and brief description of the tables included in each set:

Table O. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography - 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 aggregate peer data for the years the data is available.

Table P. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower - 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 MMSA/assessment area. The table also presents aggregate peer data for the years the data is available.

Appendix D-1

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

The state of Virginia

Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate
VA Non MSA	104	14,036	78.2	2,161	0.0	0.0	0.0	26.3	26.9	18.9	70.6	66.3	75.5	3.1	6.7	5.6	0.0	0.0	0.0
Charlottesville MSA	17	3,786	12.8	5,442	4.1	17.6	4.5	14.3	29.4	12.1	41.2	23.5	40.8	40.3	29.4	42.6	0.0	0.0	0.0
Harrisonburg MSA	12	3,021	9.0	3,537	0.4	0.0	0.9	10.0	41.7	12.1	76.9	50.0	68.9	12.7	8.3	18.0	0.0	0.0	0.0
Total	133	20,843	100.0	11,140	1.5	2.3	2.5	17.5	28.6	13.4	62.4	59.4	56.5	18.5	9.8	27.6	0.0	0.0	0.0

*Source: 2015 ACS; 01/01/2019 - 12/31/2019 Bank Data, 2019 HMDA Aggregate Data.,
Due to rounding, totals may not equal 100.0%*

Appendix D-2

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

The state of Virginia

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																			2020		
Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts				
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate		
VA Non MSA	159	23,513	60.7	5,423	0.0	0.0	0.0	22.7	17.0	12.6	55.6	72.3	39.3	21.7	10.7	48.1	0.0	0.0	0.0		
Charlottesville MSA	50	17,298	19.1	8,768	4.1	6.0	4.2	14.3	22.0	10.7	41.2	44.0	38.9	40.3	28.0	46.2	0.0	0.0	0.0		
Harrisonburg MSA	24	4,644	9.2	5,112	0.4	0.0	1.1	10.0	29.2	11.2	76.9	50.0	67.0	12.7	20.8	20.8	0.0	0.0	0.0		
Washington DC MSA	29	9,115	11.1	17,561	3.7	10.3	3.8	48.3	58.6	44.5	48.0	31.0	51.7	0.0	0.0	0.0	0.0	0.0	0.0		
Total	262	54,569	100.0	36,864	2.1	2.3	2.9	26.5	23.7	27.1	54.1	60.3	49.0	17.3	13.7	20.9	0.0	0.0	0.0		

Source: 2015 ACS; 01/01/2020 - 12/31/2020 Bank Data, 2020 HMDA Aggregate Data,
Due to rounding, totals may not equal 100.0%

Appendix D-3

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

The state of Virginia

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																			2021		
Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts				
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate		
VA Non MSA	308	67,845	35.8	14,397	0.0	0.0	0.0	13.7	9.7	6.4	47.4	49.7	35.9	38.9	40.6	57.7	0.0	0.0	0.0		
Charlottesville MSA	41	14,483	4.8	8,904	4.1	4.9	4.5	14.3	31.7	11.9	41.2	26.8	39.3	40.3	36.6	44.3	0.0	0.0	0.0		
Harrisonburg MSA	19	4,984	2.2	5,632	0.4	0.0	1.2	10.0	10.5	11.7	76.9	63.2	69.3	12.7	26.3	17.8	0.0	0.0	0.0		
Richmond VA MSA	151	51,473	17.6	72,805	5.8	7.3	4.9	20.5	25.8	17.7	36.3	25.8	33.7	37.2	39.7	43.5	0.2	1.3	0.1		
Virginia Beach MSA	316	75,993	36.7	43,766	1.0	1.3	1.2	11.6	16.1	11.5	34.9	42.1	36.1	52.3	40.5	50.8	0.2	0.0	0.5		
Washington DC MSA	25	7,064	2.9	18,739	3.7	0.0	4.0	48.3	60.0	46.5	48.0	40.0	49.4	0.0	0.0	0.0	0.0	0.0	0.0		
Total	860	221,843	100.0	164,243	3.3	2.0	3.2	19.0	17.4	17.8	40.9	41.6	37.9	36.6	38.7	40.9	0.2	0.2	0.2		

Source: 2015 ACS; 01/01/2021 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data.
Due to rounding, totals may not equal 100.0%

Appendix D-4

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

The state of Virginia

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																			2019		
Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers				
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate		
VA Non MSA	104	14,036	78.2	2,161	24.1	12.5	8.7	20.2	24.0	19.4	22.7	26.9	20.9	33.0	31.7	32.1	0.0	4.8	18.8		
Charlottesville MSA	17	3,786	12.8	5,442	19.0	0.0	4.6	15.0	5.9	13.9	18.8	23.5	19.5	47.2	41.2	49.0	0.0	29.4	12.9		
Harrisonburg MSA	12	3,021	9.0	3,537	18.6	8.3	8.5	19.5	16.7	21.5	22.7	0.0	20.5	39.3	58.3	34.9	0.0	16.7	14.6		
Total	133	20,843	100.0	11,140	20.7	10.5	6.6	18.2	21.1	17.4	21.3	24.1	20.1	39.8	35.3	41.3	0.0	9.0	14.6		

Source: 2015 ACS ; 01/01/2019 - 12/31/2019 Bank Data, 2019 HMDA Aggregate Data.
Due to rounding, totals may not equal 100.0%

Appendix D-5

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

The state of Virginia

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																	2020		
Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate
VA Non MSA	159	23,513	60.7	5,423	21.7	10.1	4.1	18.4	28.9	12.4	21.0	20.1	18.7	38.9	35.2	40.1	0.0	5.7	24.8
Charlottesville MSA	50	17,298	19.1	8,768	19.0	10.0	3.6	15.0	10.0	13.5	18.8	10.0	19.1	47.2	52.0	49.2	0.0	18.0	14.6
Harrisonburg MSA	24	4,644	9.2	5,112	18.6	8.3	5.2	19.5	29.2	19.4	22.7	20.8	22.2	39.3	41.7	34.9	0.0	0.0	18.3
Washington DC MSA	29	9,115	11.1	17,561	29.6	17.2	11.9	21.9	34.5	21.3	23.0	17.2	19.6	25.5	31.0	16.4	0.0	0.0	30.8
Total	262	54,569	100.0	36,864	23.1	10.7	7.9	19.1	26.0	17.9	21.5	17.9	19.7	36.3	38.6	30.2	0.0	6.9	24.3

Source: 2015 ACS ; 01/01/2020 - 12/31/2020 Bank Data, 2020 HMDA Aggregate Data.
Due to rounding, totals may not equal 100.0%

Appendix D-6

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

The state of Virginia

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																			2021		
Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers				
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate		
VA Non MSA	308	67,845	35.8	14,397	18.7	8.8	3.4	17.1	19.5	11.0	20.4	21.1	18.4	43.8	47.4	46.2	0.0	3.2	20.9		
Charlottesville MSA	41	14,483	4.8	8,904	19.0	4.9	5.3	15.0	17.1	15.2	18.8	14.6	18.2	47.2	51.2	44.9	0.0	12.2	16.3		
Harrisonburg MSA	19	4,984	2.2	5,632	18.6	5.3	5.1	19.5	10.5	17.3	22.7	31.6	20.9	39.3	47.4	37.9	0.0	5.3	18.8		
Richmond VA MSA	151	51,473	17.6	72,805	22.4	9.3	7.6	18.2	21.2	19.8	19.8	15.2	20.2	39.6	42.4	32.5	0.0	11.9	19.9		
Virginia Beach MSA	316	75,993	36.7	43,766	17.3	7.3	3.5	16.5	23.1	14.7	21.0	31.6	18.8	45.2	33.2	30.5	0.0	4.7	32.4		
Washington DC MSA	25	7,064	2.9	18,739	29.6	28.0	13.8	21.9	20.0	22.6	23.0	4.0	20.7	25.5	36.0	16.6	0.0	12.0	26.4		
Total	860	221,843	100.0	164,243	21.0	8.6	6.7	17.9	20.8	17.7	20.5	23.4	19.6	40.6	41.2	32.2	0.0	6.0	23.8		

Source: 2015 ACS ; 01/01/2021 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data
Due to rounding, totals may not equal 100.0%

Appendix D-7

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

The state of North Carolina

Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate
Greensboro MSA	173	35,428	100.0	25,301	3.1	2.3	1.8	15.8	11.6	11.9	33.7	22.5	31.9	47.4	63.6	54.4	0.0	0.0	0.0
Total	173	35,428	100.0	25,301	3.1	2.3	1.8	15.8	11.6	11.9	33.7	22.5	31.9	47.4	63.6	54.4	0.0	0.0	0.0

*Source: 2015 ACS; 01/01/2019 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data
Due to rounding, totals may not equal 100.0%*

Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate
Greensboro MSA	173	35,428	100.0	25,301	20.5	5.8	4.7	17.3	16.2	15.4	17.7	21.4	19.6	44.5	53.2	45.2	0.0	3.5	15.2
Total	173	35,428	100.0	25,301	20.5	5.8	4.7	17.3	16.2	15.4	17.7	21.4	19.6	44.5	53.2	45.2	0.0	3.5	15.2

*Source: 2015 ACS; 01/01/2019 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data,
Due to rounding, totals may not equal 100.0%*

Appendix D-8

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.