

**FINANCIAL SERVICES IN THE  
PILSEN COMMUNITY**

**A Report**

**to**

**Pilsen Resurrection Development Corporation**

**by**

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## Woodstock Institute

The Woodstock Institute is a not-for-profit organization based in Chicago. For the past twenty years, the Institute has carried out applied research and developed and implemented programs which increase private sector investment in modest-income and minority communities for the benefit of those who live there. It designs programs which bridge the gap between the needs of communities and the resources of banks, savings and loan associations, foundations and others.

The Institute provides a variety of services to community-based organizations, financial institutions, foundations, and government agencies, including applied research, policy analysis, program design, and evaluation.

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## **Executive Summary**

This report examines the financial services available to residents of the Pilsen community. Its purpose is to outline the availability of financial services, the use of those services, and the lending patterns of financial institutions located in the area.

The information compiled for this report was obtained from a number of sources, including lending disclosure data, financial institution reports, and site visits to local financial institutions. Information about resident use of services was gathered from an existing survey and personal interviews with Pilsen leaders.

Five financial institutions have main or branch facilities in the Pilsen community -- First Chicago, Metropolitan Bank and Trust, Mutual Savings and Loan, Peoples Federal Savings and Loan, and Universal Savings and Loan. Five currency exchanges are also scattered throughout the neighborhood. No credit unions operate in Pilsen.

The study found that a number of basic financial services are lacking in Pilsen. Only two institutions offer checking accounts and only two provide ATM service. In a community that is 88 percent Latino, only one institution, First Chicago, distributes literature in Spanish. The study also reveals that the majority of Pilsen residents use currency exchanges for their primary financial needs.

Personal interviews with community members corroborated the lack of the use of traditional financial services. Age and education were cited by respondents as the primary barriers to utilizing financial services of banks and savings and loans. Interviewees revealed that their friends and family were uncomfortable using financial institutions, primarily due to fears of losing deposits and of running up excessive debt.

This survey found that few home loans were being extended in Pilsen and that rates and terms offered by most institutions located within the community were inflexible. Ironically, those institutions, like First Chicago, that did offer flexible terms like low minimum downpayments, extended few home loans in Pilsen. Smaller community institutions, like Peoples and Mutual, made more loans in the community but had less convenient rates and terms. These institutions required mortgage downpayments as high as 20 percent and 25 percent. The study also found that most of these institutions in Pilsen did not offer home improvement loans or multifamily loans.

This survey examines only the availability of financial services in the Pilsen community, and the supply of credit, particularly for residential loans. It does not examine the demand for credit and financial services. This research does indicate, however, that Pilsen residents represent a much larger potential market for financial services and credit than they utilize. It suggests that this reduced use is due to a combination of residents' lack of experience with and attitudes towards financial institutions, the range of products available and lack of marketing of existing products. These issues deserve further investigation and development of strategies to address them.

## Key Findings Regarding the Five Financial Institutions Located In Pilsen

### Accounts and Services

#### General financial product/service offerings appear to be less than standard in Pilsen

- \* Only two institutions offer checking accounts -- First Chicago and Metropolitan
- \* Only two institutions provide ATM service -- First Chicago and Metropolitan
- \* Only two institutions offer Christmas club accounts -- First Chicago and Universal
- \* Only two institutions offer safety deposit boxes -- Metropolitan and Peoples
- \* Only one institution offers a low minimum balance savings account for children -- First Chicago
- \* Only one institution provides literature in Spanish -- First Chicago

### Residential Lending

#### The larger the institution, the fewer the number of mortgage loans extended in Pilsen\*\*

- \* First Chicago and Metropolitan, the largest financial institutions in Pilsen, made the fewest number of mortgage loans and extended the least amount of loan dollars
- \* Universal and Peoples, the smallest financial institutions in Pilsen, made the greatest number of mortgage loans and extended the largest amount of loan dollars

#### Greater range and flexibility of loan products does not equal more mortgage loans extended in Pilsen\*\*

- \* First Chicago offers the most flexible range of single family loans including a minimum of 5% down, but made only one single family loan
- \* Mutual offers the most restrictive loan products, including a minimum of 25% down but extended the largest number of loans -- 25
- \* Only two institutions offer home improvement loans -- First Chicago and Metropolitan, but together they extended only one home improvement loan

### General

#### The five financial institutions located in the Pilsen community constitute a significant portion of the total mortgage loan volume in Pilsen\*

These institutions (First Chicago, Metropolitan, Mutual, Peoples, and Universal) together account for:

Totals:		
19% of all loans	22% of single family loans	11% of home improvement loans
20% of all loan \$'s	18% of single family \$'s	11% of home improvement \$'s
	39% of multi-family loans	
	37% of multi-family \$'s	

\*\* All numbers in this section refers to data from 1990-1991



## Table of Contents

	<b>Page</b>
<b>I. Introduction</b>	1
<b>II. Purpose</b>	1
<b>III. Pilsen Community</b>	2
<b>IV. Methodology</b>	2
<b>V. Pilsen and Surrounding Community Financial Services Profile</b>	2
<b>VI. Personal Interviews</b>	4
<b>VII. Financial Institutions in Pilsen</b>	6
<b>VIII. Financial Services in Pilsen</b>	12
<b>IX. Summary</b>	14
<b>Appendix A</b>	15



# **Financial Services in the Pilsen Community**

## **Introduction**

Access to basic financial services is a fundamental component of every community. Writing checks, making deposits, and using ATMs are exchanges the majority of citizens take for granted. Yet the ability and desire to make these transactions is absent from a large number of low-income and minority communities. This is bad business and poor personal economics. It is bad business in that financial institutions do not realize the potential for making money in low-income communities and poor personal economics in that households are not provided with security on their money and are not gaining interest on their savings.

Where financial services have not been integrated into the life of the community, there can be a much larger problem -- the flow of credit. Credit is the lifeblood of every community. Without loans, businesses can not expand, and residents can not secure the means to purchase or renovate homes. Without a flow of credit in a neighborhood, the overall economic health of a community suffers. Failing businesses are not replaced and deteriorating homes are not improved upon. Thus it is critical to assess the availability and use of financial services and credit in low-income neighborhoods.

## **Purpose**

The purpose of this study is to examine the financial services in the Pilsen community. Questions addressed include the availability of financial services, the use of those services, and the lending patterns of financial institutions located in that area. The goal of this study is to provide concerned residents and community groups with an accurate picture of the financial services available to and used by Pilsen residents as a first step in assessing potential activities to address community credit and financial services needs.

## **Pilsen Community**

Pilsen is a predominantly Latino community. According to the 1990 Census, 88 percent of the 45,000 residents are Latino. Nearly 29 percent report they do not speak English at all or very well. Pilsen is largely an immigrant community. Half of the residents (49 percent) were born in another country. Poverty is not an acute problem in Pilsen but still affects the community in significant ways. Approximately 28 percent of the residents of Pilsen live below the poverty line, while 36 percent of all children live in poverty. The median household income in Pilsen was \$20,571 in 1990; it was \$26,301 for the entire city. The homeownership rate is 22.5 percent. The median value of a Pilsen home is \$44,300 (1990), significantly below the \$78,700 median for the city as a whole. Renters pay an average of \$231 (1990) in rent; throughout the city the median is \$377 a month. Nearly 13 percent of the population is unemployed. Over 67 percent of the residents that are at least twenty-five years old have not graduated from high school.

## **Methodology**

Several methods were employed to address the questions of availability and use of financial services and the lending patterns of financial institutions in Pilsen. The Woodstock Institute compiled and reviewed Home Mortgage Disclosure Data (HMDA) from 1987-1991. Metro Chicago Information Center (MCIC) contributed information on the availability and uses of financial services in Pilsen and surrounding communities. Woodstock staff made site visits and telephone inquiries with local banks, savings and loans, and currency exchanges. Finally, local community leaders in the Pilsen area were interviewed regarding their opinions about the availability and use of local financial services.

## **Pilsen and Surrounding Community Financial Services Profile**

The first level of analysis into the question of the availability and use of financial services is made by Metro Chicago Information Center (MCIC). In 1992, MCIC surveyed residents citywide regarding their use of financial services. To assist in this analysis, a sub-sample of that survey was compiled. This sample was

drawn from a contiguous area including Pilsen and several surrounding communities. Respondents in this sample were drawn from five community areas -- South Lawndale, Lower West Side, Brighton Park, McKinley Park, and New City.

The total size of this sample is 100 respondents. This sample group was selected to try to approximate the Pilsen community ethnically and financially while encompassing enough respondents to provide reliable information. The sample mirrors the Pilsen community with respect to homeownership rate and household income, but not race. Nearly 60 percent of the respondents in the sample are Latino and 48 percent have household incomes below \$20,000. The median monthly rent is \$272. The homeownership rate is 28 percent and the median value of a home in the sample area is \$77,000.

In Table 1 below the results of this study are compared with responses to the same questions answered by nearly 3,000 residents from throughout the entire city of Chicago, as well as just those city residents who are of Latino descent.

**Table 1**  
**Use of Financial Services**

Those Residents that...	Sample	Chicago Residents	Chicago Latinos
Have a Checking Account	25%	64%	44%
Have a Savings Account	38%	64%	52%
Use an ATM Card	14%	40%	25%
Use a Currency Exchange	53%	19%	37%
Have a Retirement Plan	53%	82%	62%

Note: 60% of this sample is Latino; Pilsen itself is 88% Latino

The table indicates that the residents in the sample use most financial services less than residents from the city as a whole, and less than Latino residents throughout Chicago. Specifically, residents in the sample are less likely to have a checking or savings account and are more likely to use a currency exchange for their financial services. These residents do not utilize ATM cards or have retirement plans to the same degree as people throughout the city or as Latinos living throughout the city.

The table suggests that either there are not enough financial services available in the Pilsen area, the services available to the residents do not meet their needs, or the residents of the community simply do not utilize the services available to them.

### **Personal Interviews**

Personal interviews were held with ten leaders of the Pilsen community. Most of these people were sophisticated bank users. Nearly all of them had checking accounts and used ATMs. Some invested in mutual funds.

The purpose of these interviews was to understand better how and why residents of Pilsen did or did not use the financial services available to them and to gain additional information on the service provided by local financial institutions. Finally, respondents were asked what changes would make the financial services more accessible to residents and what means could be employed to integrate more residents into the financial services available in Pilsen.

In general, those interviewed felt that the financial institutions in Pilsen are unresponsive to the needs of the community. The service provided by the local banks and savings and loans is very poor according to them. A local priest summed up the feelings of many of those interviewed by saying that local financial institutions simply were not "concerned with the development of the community." They also agreed that residents rarely took advantage of the services available to them, and felt that the community was overly dependent on currency exchanges.

None of the interviewees reported any stories of blatant discrimination. Rudeness on the part of bank tellers, however, was a common concern among the respondents.

The interviewees felt that age and education are the two biggest barriers to residents' use of traditional financial services in Pilsen. The biggest problem, these leaders said, was getting the older generation, many of whom have a language barrier as well, to accept contemporary banking services. The older Latinos have Mexican banks, which have been known to open up, take deposits and then skip town, as their only reference point with respect to the banking industry. In contrast, the younger generation is more fully integrated into general banking services. Many of those interviewed said that education about banking was an equally significant barrier. They felt many residents do not understand the concept of interest and making money on savings accounts.

With regard to loans, common opinion was that their family and friends do not take out loans because they do not believe in incurring debt. Their logic is that if they do not have the money to buy something then it shouldn't be bought. Most people bought cars only when they had saved enough money to pay in full. One respondent claimed her uncle even bought his house this way. Those interviewed were also asked about tandas, which are common in Mexico and Mexican communities. Tandas are private loan pools in which each person in a group puts money into a common fund. The entire pool is given to a different person each week until all people in the tanda have received the pool. Opinions on tandas varied. Most of the respondents thought tandas were dangerous. They had heard stories of one person taking off with all the money. Others felt that tandas were an important financial tool that could be quickly organized among friends and family in emergency situations. Others were steadfastly against them. One of those interviewed said he thought they showed that the people understand the "spirit of savings but have no appreciation for the idea of interest."

Currency exchanges were seen as a bane on the community by the respondents, but nearly all admitted that they were the central financial resource for most members of their community. One member of the Pilsen Resurrection Development Corporation Board talked about seeing people come out of currency

exchanges with "stacks of money orders." Many of the respondents despised the high rates the currency exchanges charged but admitted that they were the most convenient. Residents appreciate the extended hours, the presence of Spanish speaking employees, the absence of long lines, and the convenience of being able to complete a wide range of financial needs -- check cashing, money orders, wire service, and utility bill payment. One woman noted she could not understand how people could afford to use them. Table 2 in Appendix A details the rates charged at currency exchanges in the Pilsen neighborhood.

When asked how local financial institutions could change for the better, many interviewee said they could have longer hours and more Spanish speaking employees. One woman said that she wanted the banks to have local ownership. Another person thought the banks could be more aggressive at recruiting and educating people.

The interviewees also noted that loyalty is an important factor in local use of financial services. Several interviewees reported that friends and family who have had good experience with certain financial institutions will stick by them regardless of whether or not the overall service is what they need. Many respondents talked about members of their family only doing business with individual tellers because they trusted them and had established a rapport with them.

Those interviewed felt that reaching more people and educating them about banking services could be done in a number of ways. Word of mouth was cited by many as the best means of education. A PRDC staff member talked about the necessity many members of the community feel to get others to join and do the things with which they have had good experience. Others said TV advertising on the Spanish stations was an excellent form of outreach. Workshops done through the local churches where people felt most secure would also present an opportunity to get more banking converts.

### **Financial Institutions in Pilsen**

Five financial institutions are located in the Pilsen community. Three of these are one-office institutions headquartered in Pilsen. One is a bank with

several branches on the west side. One is a small and relatively new branch of the largest bank in Chicago.

Each of these five institutions is profiled below. Information on products and services was gathered from site visits and followup phone contacts.

A discussion of each financial institution's size and lending patterns is included with each profile. One of the primary measures used to ascertain a bank's lending record is its loan-to-deposit ratio. This indicates how much money an institution is putting back out into the community in loans.

Each institution's Community Reinvestment Act (CRA) rating is also listed. The CRA was passed by Congress in the late 1970s. Quite simply, this law requires banks and savings and loans to lend money in their community/service area. The goal of the CRA is to ensure that each financial institution makes loans to low- and moderate-income residents. Banks and savings and loans periodically must submit to an CRA examination by bank regulators. Wherever possible, comments from the most recent CRA exam for a given bank have been added.

A single sheet quick reference can be found in Appendix A (Table 3) showing the types of services each institution in Pilsen offers. A more detailed bank-by-bank chart of accounts, loan products and services follows behind the reference sheet (Tables 4-8 in Appendix A).

### **First Chicago**

Assets:	\$32 billion
Loan-To-Deposit Ratio:	64 percent
CRA Rating:	Outstanding

First Chicago is not only the largest bank operating a branch in Pilsen, it is the largest bank in all of Chicago. First Chicago has been in Pilsen only since 1991 when it took over United Savings; First Chicago's loan-to-deposit ratio

of 64 percent is higher than the industry-wide average of 60 percent. In June of 1990, First Chicago had a loan-to-deposit ratio of 78 percent. By 1992, it had fallen to 64 percent.

Currently, First Chicago has a CRA rating of outstanding.

First Chicago offers a full range of services and loan products. It is one of only two institutions in the area to offer checking accounts. It is the only bank to provide FHA/VA loans, and is also alone in offering a savings account for children.

Despite their range of loan products, in 1990 and 1991, First Chicago extended only one mortgage loan in Pilsen for \$83,000. Throughout Chicago during this time period the bank made a total of 1,229 loans for \$161 million.

#### **Metropolitan Bank and Trust**

Assets:	\$123 million
Loan-To-Deposit Ratio:	56 percent
CRA Rating:	Satisfactory

Metropolitan Bank has more than doubled in assets between 1990 and 1991 due to its acquisition of three financial institutions -- Century Federal, Olympic, and Civic Federal Savings. Metropolitan is now the second largest financial institution located in Pilsen with six branches spread throughout the West Side. In the past, its loan-to-deposit ratio has been very high at over 70 percent. In 1992, after the acquisitions, it fell to 56 percent, just below the industry average. In 1991, the bank received a satisfactory CRA rating, attributable in large part to the fact that approximately 95 percent of its residential loans were made in its service area. Metropolitan's latest CRA exam does not point out any problems of major concern.

Metropolitan Bank offers a wide variety of products and services. It is one of only two institutions in the community to offer home improvement loans. It

has a drive-through ATM service that is open 24 hours a day. Like First Chicago, it offers a basic checking account. Metropolitan's three percent over prime interest rate for single-family loans, however, is the highest rate in the area and extremely high for the industry as a whole.

Like First Chicago, Metropolitan made very few loans in the Pilsen area despite their wide range of loan products. In fact, only First Chicago made fewer residential loans and lent out fewer dollars in 1990 and 1991. Although Metropolitan offers home improvement loans they made none in 1990 and only one in 1991. The low number of loans is probably due to its uncompetitively priced mortgage loans. In 1991 they made no multifamily loans. Of the loans Metropolitan did extend in 1990 and 1991, 31 percent were made in Pilsen. The majority of these were single-family loans.

### **Mutual Savings and Loan**

Assets:	\$72 million
Loan-To-Deposit Ratio:	29 percent
CRA Rating:	N/A

Mutual is a small savings and loan, with \$72 million in assets. Its loan to deposit ratio is currently a low 29 percent, half of the industry average.

Mutual has yet to receive a CRA rating.<sup>1</sup>

Mutual offers the fewest number of products and services in the Pilsen area. They have no checking account and only one basic savings account. They make only single-family loans. They do not make home improvement, multifamily, or FHA/VA loans. Their single-family loans require a very high minimum downpayment of 25 percent.

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<sup>1</sup> CRA ratings were made public beginning in 1990. Mutual has not had a CRA exam since that time, subsequently it has no rating on record.

Nonetheless Mutual made more loans, 26, in Pilsen in 1990 and 1991 than any other financial institution located there. Only Peoples and Universal, the two institutions smaller than Mutual, lent more money in the Pilsen area in 1990 and 1991. Mutual made 38 percent of all its loans in Pilsen.

**Peoples Federal Savings and Loan**

Assets:	\$35 million
Loan-To-Deposit Ratio:	47 percent
CRA Rating:	Satisfactory

Peoples is also a very small savings and loan with \$35 million in assets. In the past it has had a strong loan to deposit ratio, but lately it has fallen, dropping from 71 percent in 1990 to 47 percent in 1992, significantly below the industry average of 60 percent.

Peoples' current CRA rating is satisfactory. During its last exam, the regulators were most concerned about three things: the lack of involvement of the board of directors, a poor marketing effort, and insufficient lending in their service area. Between January 1990 and June 1992, Peoples made only ten percent of its loans in its service area. Peoples' service area is exclusively the Pilsen area zip code 60608.

Peoples' products and services are almost as limited as Mutual's. It does not offer a checking account, FHA/VA loans, and makes home improvement loans only to people who have a first mortgage there. Recently, however, Peoples has converted from a mutual to a stock-held corporation and management plans to offer products that they were unable to offer in the past -- such as checking accounts. Peoples is only one of two institutions in the area to have safe deposit boxes available to their customers. It also offers a unique passbook loan that allows customers to borrow money against their personal accounts.

Peoples makes three-quarters all of its loans in Pilsen. Of the five institutions operating branches in Pilsen, only Mutual extended more loans and only Universal lent out more dollars in Pilsen in 1990 and 1991. In 1991, however, Peoples made only two single-family loans in Pilsen for an average of \$18,000.

### **Universal Savings and Loan**

Assets:	\$33 million
Loan-To-Deposit Ratio:	74 percent
CRA Rating:	Needs To Improve

Universal is the smallest of all the financial institutions located in Pilsen with \$33 million in assets, but its loan-to-deposit ratio is the highest, at 74 percent.

Despite this, Universal received a Needs to Improve rating on its latest CRA examination. Problems cited included the inability of Universal to determine the needs of the community and the role of the board of directors in reinvestment activities. Of great concern to the regulators was the limited number of loans made by Universal in its service area. In 1991, Universal made 86 percent of its residential mortgages outside their service area.

Universal is limited as well in the services and products it provides, most closely resembles Peoples in this respect. It does not offer checking accounts, home improvement loans, or FHA/VA loans. Universal does provide a Christmas Club savings account, and a savings account requiring only \$50 to avoid fees and collect interest the lowest minimum balance in the area. Universal made only 21 percent of its loans in Pilsen between 1990 and 1991. It made no home improvement loans during this time. Despite this, the institution did extend the largest amount of money in residential loans in Pilsen during this time.

## **Financial Services in Pilsen**

Financial services available in the Pilsen community are limited. What is considered standard for the industry with regard to products and service is not always available at Pilsen financial institutions. This section details the services offered by financial institutions according to product and service types across institutions.

### **Accounts**

Three of the financial institutions do not offer checking accounts. The two that do, Metropolitan and First Chicago, are convenient for low-income residents. To open an account at either bank requires only \$100. Both banks have interest bearing checking accounts available as well as accounts that are targeted to senior citizens. Metropolitan offers a wide range of checking accounts that are convenient for those who write a lot of checks and for those that do not.

Nearly all of the financial institutions offer savings accounts with no fees and minimum balances of \$100 or less to receive interest. All of them offer CDs and Money Market accounts at various rates. First Chicago offers a special education money market account.

### **Loan Products**

Access to a wide range of loan products is equally limited in Pilsen. First Chicago stands alone in offering the full range of residential loans -- single-family, multifamily, home improvement, and FHA/VA. First also offers car and student loans.

All other institutions offer a more limited range of products. Of the remaining four institutions, only Metropolitan offers home improvement loans. None offer FHA/VA loans. Only two, Peoples and Universal, offer a standard multifamily loan product.

The loan products, with the exception of those offered by First Chicago, are not flexible. All other institutions offer standard rates and terms. One has extraordinarily high interest rates. First Chicago offers a wide range of terms which vary length, rate, and points. They can accept a downpayment as low as five percent. None of the other institutions accept less than a 20 percent downpayment. Application fees are variable with each customer across all financial institutions.

### **Services**

General banking services are severely lacking. Most conspicuous is the absence of ATM machines. First Chicago and Metropolitan are the only financial institutions with ATM service in Pilsen. Only one, First Chicago, provides lobby literature written in Spanish. Two of the institutions, Peoples and Mutual, provide no literature whatsoever on either their checking or savings products. None of the financial institutions have lobby literature on their loan products. Credit cards are also not standard in the Pilsen area. Most of the banks do not carry credit cards. Only Metropolitan and First Chicago offer Visa and MasterCard.

Nearly all of the institutions have convenient hours of service, including some evening and weekend hours.

### **Loan Activity**

A comparison of the loan activity of the five financial institutions located in Pilsen reveals that a small number of loans have been made in the neighborhood between 1990 and 1991. As a community, with respect to total residential lending, Pilsen lags far behind the majority of neighborhoods in Chicago. In 1992, out of 77 communities, Pilsen ranked 58th in total number of residential loans made and 63rd in total amount of lending dollars extended.

Interestingly, the numbers show that the larger the institution, the fewer the number of loan dollars extended (see Table 9 in Appendix A). The data show that First Chicago and Metropolitan have the lowest lending levels in Pilsen yet are the largest institutions. Universal and Peoples have the highest lending levels but are the smallest financial institutions.

Over the past five years, Citibank, has been the lender extending the largest number and value of mortgage loans in Pilsen (see Table 10 in Appendix A). All the institutions located in Pilsen, with the exception of First Chicago, which has only been in operation in Pilsen for two years, were in the list of the ten largest lenders in Pilsen.

Included for further reference is an alphabetical list of the five-year loan records of twenty-five of the largest institutions serving the area (see Table 11 in Appendix A).

## **Summary**

This study shows that residents of Pilsen perceive financial services in their neighborhood to be lacking. Banks and savings and loans located in the area are seen as unresponsive to the needs of the community. With respect to loan activity and overall products and services, this perception seems justified. Banks in the neighborhood are making few loans in the community and their terms and rates are extremely inflexible. Few institutions offer checking accounts or provide ATM service. In a community that is 88 percent Latino, only one institution, First Chicago, offers literature available in Spanish. Residents of Pilsen rely heavily on currency exchanges, despite their higher costs, and have little or no experience with traditional banks and banking services. This is true despite the existence of checking and savings accounts with relatively low costs and minimum balances.

## **Appendix A**



**Table 2**

**Financial Characteristics of Currency Exchanges Located In Pilsen**

	Check Rates	Money Orders	Cash Advance	Utility Bills	Government Aid	Hours
<b>Ashland and 21st</b>	\$1.50 for \$50 \$2.10 for \$100 \$3.30 for \$200 \$4.50 for \$300 (1.2% + \$.90)	\$1.55 for \$100 \$2.55 for \$200 \$3.60 for \$300 Over \$500, 1%	\$12.50 for \$100 \$17.50 for \$200 \$23.50 for \$400 \$26.50 for \$500 \$40.50 for 1000	\$ .60	Food Stamps Public Aid	M-Fri. 8:30 - 9:00 Sat. 8:30 - 7:00 Sun. 10 - 4
<b>Halstead and Cermak</b>	\$1.25 for \$50 \$1.80 for \$100 \$2.95 for \$200 \$4.10 for \$300	\$.60 for \$200 \$.60 for \$300 \$.75 for \$400 \$1 for \$400	\$12.50 for \$100 \$17.50 for \$200 \$23.50 for \$400 \$26.50 for \$500 \$40.50 for 1000	\$.60		M 8-6 T-Th. 8-6:30 Fri. 7:30 - 7:30 Sat. 8-4
<b>1850 S Ashland</b>	\$1.50 for \$50 \$2.10 for \$100 \$3.30 for \$200 \$4.50 for \$300 (1.2% + \$.90)	\$1.25 for \$100 \$2.25 for \$200 \$3.25 for \$300 Over \$500, 1% + \$.75	\$12.50 for \$100 \$17.50 for \$200 \$23.50 for \$400 \$26.50 for \$500 \$40.50 for 1000	\$.75		
<b>Loomis Blue Island and 18th</b>	\$1.50 for \$50 \$2.10 for \$100 \$3.30 for \$200 \$4.50 for \$300 (1.2% + \$.90)	\$1.10 for \$100 \$2.10 for \$200 \$3.10 for \$300 \$4.10 for \$400	\$12.50 for \$100 \$17.50 for \$200 \$23.50 for \$400 \$26.50 for \$500 \$40.50 for 1000	\$.75		M-Fri. 8 - 9 Sat. 8-3 Sun. 9-?
<b>1800 Halstead</b>	\$1.50 for \$50 \$2.10 for \$100 \$3.30 for \$200 \$4.50 for \$300 (1.2% + \$.90)	\$.69	\$12.50 for \$100 \$17.50 for \$200 \$23.50 for \$400 \$26.50 for \$500 \$40.50 for 1000	\$.75	Food Stamps	M - Th. 9-6 Fri. 9-7 Sat. & Sun. 9-5

**Table 3**

**Quick Reference to Product and Service Offerings in Pilsen**

	Accounts				Loans				Services					
	Checking	Savings	Christmas Club	CDs/ Money Market	Single-Family	Home Improvement	FHA/VA	Multi-family	Student	Auto	ATM	Literature	Lobby	Spanish Literature
<b>First Chicago</b>	Y*	Y	Y	Y	Y***	Y	Y	Y	Y	Y	Y	Y	Y	Y
<b>Metropolitan</b>	Y*	Y	Y	Y	Y	Y					Y		Y	
<b>Mutual</b>				Y	Y									
<b>Peoples</b>		Y		Y	Y		Y							
<b>Universal</b>		Y**	Y	Y	Y		Y						Y	

\* First Chicago and Metropolitan offer the widest range of checking accounts; senior checking, unlimited check writing accounts, and interest bearing accounts  
 \*\* Metropolitan has the lowest minimum deposit for a savings account  
 \*\*\* First Chicago offers single family loans with the greatest amount of flexibility, including a minimum downpayment of 5%

# Table 4

## First Chicago

<u>Accounts</u>	<u>Loan Products</u>	<u>Services</u>
<b>First Value Checking</b> \$100 To Open \$100 Min. Balance No Monthly Fees Unlimited Checks	<b>Single-family</b> 10, 15, 20, 30 Year Min. 5% Down Adjustable/Fixed Rates 0 - 6 Points \$300 - 400 App. Fee	<b>Hours</b> M-Th. 8-6 Fri. 8-7 Sat 8:30-4
<b>First Interest Checking</b> \$100 To Open No Min. Balance to collect interest \$500 Min. Balance/ no monthly fees 1.75%	<b>Home Improvement</b> 15 Year No Closing/App. Fees \$35 Annual Fee Min. 5% Down Appraise at Current Value	<b>ATM</b> Yes <b>Spanish Literature</b> Yes <b>Credit Cards</b> Visa MasterCard
<b>Savings</b> \$200 Min. Balance 0 - 2.65% No Monthly Fees	<b>Money Market</b> \$500 To Open \$500 Min. Balance No Monthly Fees FDIC Insured 2.4 - 2.6%	<b>Bill Payment Service</b> <b>24 Hour Bank-By-Phone</b>
<b>First Generation Savings</b> For Children \$1 To Open No Min. Balance 2.5% No Monthly Fees	<b>Education Money Market</b> \$100 To Open No Monthly Fees 2.4 - 2.6%	
<b>Holiday Savings</b> \$100 To Open \$20 Min. Mon. Deposit 2.5 - 2.6% No Monthly Fees	<b>FHA/VA</b> Yes	
<b>Renaissance Checking</b> For Senior Citizens \$100 To Open No Min. Balance to collect interest 1.75%	<b>Multifamily</b> Over 4 Units Handled By Neighborhood Banking Services	
	<b>Auto Loans</b> New Cars Used Cars 20% Down	
	<b>Student Loans</b> Stafford Parental Supplemental	

**Table 5**

**Metropolitan Bank and Trust**

<u>Accounts</u>	<u>Loan Products</u>	<u>Services</u>
<b>Personal Checking</b> \$100 To Open \$750 Min. Balance to avoid monthly fee \$7.50 monthly fee Unlimited Check Writing Safe Deposit Box Free For A Year	<b>Single-family</b> 15,20,30 Year 20% Down 1 1/2 - 3 Pts. No App. Fees Fixed and Variable 3% over prime	<b>Hours</b> M-Th. 8:30 - 4:30 Fri. 8:30 - 6 Sat. 8:30 - 1  <b>Money Order</b> \$1
<b>Savings</b> \$100 To Open \$300 Min. Balance to avoid fees and gain interest \$9 quarterly fee  <b>Silver Savings</b> \$500 To Open \$500 Min. Balance to avoid fees and gain interest \$9 quarterly fee Higher Interest  <b>Golden Savings</b> \$1000 To Open \$1000 Min. Balance to avoid fees and gain interest \$9 quarterly fee Highest Interest	<b>CDs</b> 91 Day - 4 Years \$250 - 2500 Min. Balance  <b>IRA</b> 91 Day - 4 Years \$250 - 2500 Min. Balance  <b>Money Market</b> \$2500 To Open \$2500 Min. Balance 3 Checks, 3 Withdrawals Per Month	<b>Credit Cards</b> Visa MasterCard  <b>ATM</b> Yes
<b>Simply Checking</b> \$100 To Open No Min. Balance 4.50 Service Fee \$.30/Check  <b>Senior Checking</b> \$100 To Open No Min. Balance No Monthly Fees 10 Free Checks/Month Add. Checks \$.15 per	<b>Home Improvement</b> 5 Year Fixed Rate No Pts. No App. Fees Appraised at Current Value  <b>Multifamily</b> Case By Case  <b>FHA/VA</b> No	<b>Spanish Literature</b> No  <b>Safe Deposit Boxes</b>
<b>Personal N.O.W.</b> \$1000 To Open \$1000 Min. Balance 25 Free Checks/Month \$.12/Check Thereafter		

**Table 6**

**Mutual Savings and Loan**

<u>Accounts</u>	<u>Loan Products</u>	<u>Services</u>
<b>Checking</b> No	<b>Single-family</b> 25% Down 10, 15, 20, 30 Year Fixed Rates	<b>Hours</b> M, T, F 9-4 Th. 9-7 Sat. 9-1
<b>Savings</b> \$100 Min. Balance 3 1/4% No Fees	<b>CDs</b> 91 Day - 52 Week \$2500 Min. Deposit No Fees	
	<b>Money Market</b> \$100 Deposits \$100 Withdrawals \$2500 Min. Deposit No Fees	<b>ATM</b> No
	<b>FHA/VA</b> No	<b>Spanish Literature</b> No
<b>IRA</b> 18 Month - 5 Year \$500-5000 Min Deposit No Fees	<b>Home Improvement</b> No	

**Table 7**

**Peoples Federal Savings and Loan**

<u>Accounts</u>	<u>Loan Products</u>	<u>Services</u>
<p><b>Checking</b> No</p> <p><b>Savings</b> \$100 To Open \$100 Min. Balance for interest 3%</p> <p><b>CDs</b> 6, 12, and 30 month \$500 To Open No Monthly Fees 3.45 - 3.6%</p> <p><b>Money Market</b> \$500 To Open \$500 Min. Balance No Monthly Fees 2.75 - 3.25%</p> <p><b>IRA</b> 18 - 24 month \$250 - 5000 To Open No Monthly Fees 3.0 - 3.85%</p>	<p><b>Single-family</b> 25 Year (Can Balloon out) 20% Down Fixed Rate 7% for single unit, increases 1/4% for each add. unit 1 Point \$300 App. Fee</p> <p><b>Home Improvement</b> Second Mortgage For single family loan consumers only</p> <p><b>FHA/VA</b> No</p> <p><b>Multifamily</b> 30% Down Fixed Rates 7 1/2%</p> <p><b>Non-Owner Occupied Loans</b> 3 - 4 Units 7 1/4% 5-6 Units 7 1/2%</p> <p><b>Passbook Loans</b> Up to 90% of account balance</p>	<p><b>Hours</b> M, T, Th. 9 - 4 Fri. 9 - 7 Sat 9 - 12:30</p> <p><b>Money Orders</b> \$.50</p> <p><b>ATM</b> No</p> <p><b>Spanish Literature</b> No</p> <p><b>Credit Cards</b> No</p> <p><b>Safe Deposit Boxes</b></p>

**Table 8**

**Universal Savings and Loan**

<u>Accounts</u>	<u>Money Market</u>	<u>Money Orders</u>	<u>Loan Products</u>	<u>Services</u>
<b>Checking</b> No	<b>Univest Savings</b> \$100 To Open \$100 Min. Balance for interest 3.25% No Fees	<b>Money Orders</b> \$0.25 for \$1 \$1 for \$200 \$2 for \$1000	<b>Single-family</b> 15, 20, 25, 30 Year Fixed Rate 7% for 15yr., increases 1/4% for every five years 2 Pts. No App. Fee Appraisal Cost \$250 - 350 No Condos/Townhouses	<b>Hours</b> M, T 9-4 Th. 9-6 Fri. 9-7 Sat. 9-1
<b>Optional Savings</b> \$10 To Open \$50 Min Balance for interest 3.0% No Fees	<b>CDS</b> 91 Day to 5 Year \$500 - 10,000 Min. Balance 3.35 - 4.25% No Fees	<b>Home Improvement</b> No	<b>ATM</b> No	<b>Spanish Literature</b> No
<b>Christmas Club</b> \$1 To Open No Withdrawals		<b>FHAVA</b> No	<b>Multifamily</b> 15 Yr. Fixed Rate 8 1/4% 2 Pts.	

**Table 9**

**Total Loans By Financial Institutions Located In Pilsen - 1991 and 1992**

	Single-family (VA/FHA, Conv.)		Multifamily		Home Improvement		Total	
	Pilsen # \$ (000's)	Chicago # \$ (000's)	Pilsen # \$ (000's)	Chicago # \$ (000's)	Pilsen # \$ (000's)	Chicago # \$ (000's)	Pilsen # \$ (000's)	Chicago # \$ (000's)
<b>First Chicago</b>								
1991	1 83	628 78,374	0 0	22 7,892	0 0	65 1,259	1 83	715 87,525
1990	0 0	404 61,348	0 0	33 9,305	0 0	77 3,268	0 0	514 73,921
<b>Total</b>	<b>1 83</b>	<b>1,032 139,722</b>	<b>0 0</b>	<b>55 17,197</b>	<b>0 0</b>	<b>142 4,527</b>	<b>1 83</b>	<b>1,229 161,446</b>
<b>Metropolitan</b>								
1991	5 273	16 860	0 0	0 0	1 45	2 48	6 318	18 908
1990	6 440	23 1,611	5 271	12 1,171	0 0	1 10	11 711	36 2,792
<b>Total</b>	<b>11 713</b>	<b>39 2,471</b>	<b>5 271</b>	<b>12 1,171</b>	<b>1 45</b>	<b>3 58</b>	<b>17 1,029</b>	<b>54 3,700</b>
<b>Mutual</b>								
1991	10 439	22 985	0 0	0 0	0 0	0 0	10 439	22 985
1990	15 573	44 1,715	1 40	2 92	0 0	0 0	16 613	46 1,807
<b>Total</b>	<b>25 1,012</b>	<b>66 2,700</b>	<b>1 40</b>	<b>2 92</b>	<b>0 0</b>	<b>0 0</b>	<b>26 1,052</b>	<b>68 2,792</b>
<b>Peoples</b>								
1991	2 36	5 156	3 141	3 141	1 5	1 5	6 182	9 302
1990	14 589	19 943	2 248	2 248	2 50	2 50	18 857	23 1,241
<b>Total</b>	<b>16 625</b>	<b>24 1,099</b>	<b>5 389</b>	<b>5 389</b>	<b>3 55</b>	<b>3 55</b>	<b>24 1,069</b>	<b>32 1,543</b>
<b>Universal</b>								
1991	7 340	45 2,834	1 67	6 718	0 0	0 0	8 407	51 3,552
1990	15 679	58 3,714	0 0	0 0	0 0	0 0	15 679	58 3,714
<b>Total</b>	<b>22 1,019</b>	<b>103 6,548</b>	<b>1 67</b>	<b>6 718</b>	<b>0 0</b>	<b>0 0</b>	<b>23 1,086</b>	<b>109 7,266</b>
<b>Grand Totals</b>	<b>75 3,452</b>	<b>1,264 152,540</b>	<b>12 767</b>	<b>80 19,567</b>	<b>4 100</b>	<b>148 4,640</b>	<b>91 4,319</b>	<b>1,492 176,747</b>
<b>Grand Totals w/o First Chicago</b>	<b>74 3,369</b>	<b>232 12,818</b>	<b>12 767</b>	<b>25 2,370</b>	<b>4 100</b>	<b>6 113</b>	<b>90 4,236</b>	<b>263 15,301</b>
<b>Grand Totals Throughout Pilsen 1990 - 1991</b>	<b>344 13,526</b>		<b>31 2,085</b>		<b>93 904</b>		<b>468 21,515</b>	

Table 10

Financial Institutions Ranked By Number of Loans Extended In Pilsen, 1987 - 1991

	Single-family #	Single-family \$ (000's)	Multifamily #	Multifamily \$ (000's)	Home Improvement #	Home Improvement \$ (000's)	Totals #	Totals \$ (000's)
1991	24	1042	0	0	0	0	24	1042
1990	34	1698	0	0	0	0	34	1698
1989	20	1014	0	0	1	3	21	1017
1988	18	792	1	525	0	0	19	1317
1987	33	2290	0	0	0	0	33	2290
Totals	129	6536	1	525	1	3	131	7364
Average	26	1307	0	105	0	1	26	1473
1991	10	439	0	0	0	0	10	439
1990	15	573	1	40	0	0	16	613
1989	19	571	4	251	0	0	23	822
1988	14	383	4	131	0	0	18	514
1987	29	811	6	195	0	0	35	1006
Totals	87	2777	15	617	0	0	102	3394
Average	17	555	3	123	0	0	20	679
1991	2	36	3	141	1	5	6	182
1990	14	589	2	248	2	50	18	887
1989	9	312	8	259	0	0	17	571
1988	23	557	5	228	0	0	28	785
1987	5	143	8	374	2	38	15	555
Totals	53	1637	26	1250	5	93	84	2980
Average	11	327	5	250	1	19	17	595
1991	7	340	1	67	0	0	8	407
1990	15	679	0	0	0	0	15	679
1989	18	777	1	26	0	0	19	803
1988	7	351	3	124	0	0	10	475
1987	18	744	4	130	0	0	22	874
Totals	65	2091	9	347	0	0	74	2438
Average	13	573	2	69	0	0	15	540
1991	9	385	0	0	0	0	9	385
1990	8	235	0	0	0	0	8	235
1989	22	820	2	105	0	0	24	925
1988	5	175	0	0	0	0	5	175
1987	17	498	1	63	1	2	19	563
Totals	61	2113	3	168	1	2	65	2283
Average	12	423	1	34	0	0	13	457
1991	10	288	4	351	0	0	14	639
1990	2	81	8	360	1	12	11	453
1989	6	119	4	89	0	0	10	208
1988	10	216	3	1879	0	0	13	2095
1987	13	375	0	0	0	0	13	375
Totals	41	1079	19	2679	1	12	61	3770
Average	8	216	4	536	0	2	12	754
1991	14	898	0	0	5	130	19	1028
1990	14	662	0	0	1	20	15	682
1989	5	209	0	0	3	98	8	307
1988	4	107	0	0	2	20	6	127
1987	4	156	1	126	0	0	5	282
Totals	41	2032	1	126	11	258	53	2429
Average	8	406	0	25	2	54	11	485
1991	5	273	0	0	1	45	6	318
1990	6	440	5	271	0	0	11	711
1989	5	351	6	334	4	46	15	741
1988	5	258	1	60	1	4	7	322
1987	0	0	0	0	0	0	0	0
Totals	21	332	12	965	6	95	39	2092
Average	4	265	2	163	1	19	9	418
1991	9	686	0	0	0	0	9	686
1990	6	426	0	0	0	0	6	426
1989	7	427	0	0	0	0	7	427
1988	0	0	0	0	0	0	0	0
1987	11	610	0	0	0	0	11	610
Totals	33	2143	0	0	0	0	33	2149
Average	7	430	0	0	0	0	7	430
1991	0	0	0	0	16	104	16	104
1990	0	0	0	0	9	40	9	40
1989	0	0	0	0	7	57	7	57
1988	0	0	0	0	8	57	8	57
1987	0	0	0	0	10	52	10	52
Totals	0	0	0	0	50	310	50	310
Average	0	0	0	0	10	62	10	62

\*\* Institution has a branch located in Pilsen

## Table 11

### Twenty-Six Most Active Financial Institutions In Pilsen

	Single-family Loans		Multifamily Loans		Home Improvement Loans		Totals	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	#	\$(000's)
<b>Citibank</b>								
1991	24	1042	0	0	0	0	24	1042
1990	34	1698	0	0	0	0	34	1698
1989	20	1014	0	0	1	3	21	1017
1988	18	792	1	525	0	0	19	1317
1987	33	2290	0	0	0	0	33	2290
<b>Totals</b>	<b>129</b>	<b>6836</b>	<b>1</b>	<b>525</b>	<b>1</b>	<b>3</b>	<b>131</b>	<b>7364</b>
<b>Damen</b>								
1991	5	290	0	0	0	0	5	290
1990	1	30	0	0	0	0	1	30
1989	5	207	0	0	0	0	5	207
1988	3	80	0	0	0	0	3	80
1987	3	89	0	0	0	0	3	89
<b>Totals</b>	<b>17</b>	<b>696</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>17</b>	<b>696</b>
<b>First Chicago</b>								
1991	1	83	0	0	0	0	1	83
1990	0	0	0	0	0	0	0	0
1989	0	0	0	0	0	0	0	0
1988	0	0	0	0	0	0	0	0
1987	2	69	1	51	0	0	3	120
<b>Totals</b>	<b>3</b>	<b>152</b>	<b>1</b>	<b>51</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>203</b>
<b>First Nationwide Bank</b>								
1991	1	35	0	0	0	0	1	35
1990	0	0	0	0	0	0	0	0
1989	0	0	0	0	0	0	0	0
1988	0	0	0	0	0	0	0	0
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>1</b>	<b>35</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>35</b>
<b>Harris</b>								
1991	1	9	0	0	0	0	1	9
1990	0	0	0	0	0	0	0	0
1989	0	0	0	0	1	35	1	35
1988	0	0	0	0	0	0	0	0
1987	1	36	0	0	1	2	2	38
<b>Totals</b>	<b>2</b>	<b>45</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>37</b>	<b>4</b>	<b>82</b>
<b>Home Savings of America</b>								
1991	0	0	0	0	1	61	1	61
1990	2	69	0	0	0	0	2	69
1989	1	42	0	0	0	0	1	42
1988	2	64	0	0	0	0	2	64
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>5</b>	<b>175</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>61</b>	<b>6</b>	<b>236</b>

**Table 11 (Con't)**

**Twenty-Six Most Active Financial Institutions In Pilsen**

	Single-family Loans		Multifamily Loans		Home Improvement Loans		Totals	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	#	\$(000's)
<b>LaSalle</b>								
1991	3	112	0	0	3	21	6	133
1990	1	86	0	0	0	0	1	86
1989	0	0	0	0	1	35	1	35
1988	0	0	0	0	12	140	12	140
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>4</b>	<b>198</b>	<b>0</b>	<b>0</b>	<b>16</b>	<b>196</b>	<b>20</b>	<b>394</b>
<b>Lakeside</b>								
1991	0	0	0	0	0	0	0	0
1990	0	0	0	0	0	0	0	0
1989	0	0	0	0	0	0	0	0
1988	0	0	0	0	0	0	0	0
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Margaretten</b>								
1991	9	686	0	0	0	0	9	686
1990	6	426	0	0	0	0	6	426
1989	7	427	0	0	0	0	7	427
1988	0	0	0	0	0	0	0	0
1987	11	610	0	0	0	0	11	610
<b>Totals</b>	<b>33</b>	<b>2149</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>33</b>	<b>2149</b>
<b>Metropolitan Bank and Trust</b>								
1991	5	273	0	0	1	45	6	318
1990	6	440	5	271	0	0	11	711
1989	5	361	6	334	4	46	15	741
1988	5	258	1	60	1	4	7	322
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>21</b>	<b>1332</b>	<b>12</b>	<b>665</b>	<b>6</b>	<b>95</b>	<b>39</b>	<b>2092</b>
<b>Mid-City</b>								
1991	1	165	0	0	0	0	1	165
1990	0	0	0	0	0	0	0	0
1989	0	0	0	0	0	0	0	0
1988	0	0	0	0	0	0	0	0
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>1</b>	<b>165</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>165</b>
<b>Mutual Savings and Loan</b>								
1991	10	439	0	0	0	0	10	439
1990	15	573	1	40	0	0	16	613
1989	19	571	4	251	0	0	23	822
1988	14	383	4	131	0	0	18	514
1987	29	811	6	195	0	0	35	1006
<b>Totals</b>	<b>87</b>	<b>2777</b>	<b>15</b>	<b>617</b>	<b>0</b>	<b>0</b>	<b>102</b>	<b>3394</b>

**Table 11 (Con't)**

**Twenty-Six Most Active Financial Institutions In Pilsen**

	Single-family Loans		Multifamily Loans		Home Improvement Loans		Totals	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	#	\$(000's)
<b>National Republic</b>								
1991	5	173	0	0	4	38	9	211
1990	5	192	2	219	1	2	8	413
1989	5	164	0	0	2	25	7	189
1988	0	0	0	0	2	11	2	11
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>15</b>	<b>529</b>	<b>2</b>	<b>219</b>	<b>9</b>	<b>76</b>	<b>26</b>	<b>824</b>
<b>NBD Chicago</b>								
1991	1	93	0	0	0	0	1	93
1990	0	0	0	0	0	0	0	0
1989	0	0	0	0	0	0	0	0
1988	0	0	0	0	0	0	0	0
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>1</b>	<b>93</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>93</b>
<b>NBD Mortgage Company</b>								
1991	1	150	0	0	0	0	1	150
1990	1	165	0	0	0	0	1	165
1989	1	68	0	0	0	0	1	68
1988	0	0	0	0	0	0	0	0
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>3</b>	<b>383</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>383</b>
<b>Old Kent</b>								
1991	2	137	0	0	0	0	2	137
1990	0	0	0	0	0	0	0	0
1989	0	0	0	0	0	0	0	0
1988	0	0	0	0	0	0	0	0
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>2</b>	<b>137</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>137</b>
<b>Peoples Savings and Loan</b>								
1991	2	36	3	141	1	5	6	182
1990	14	589	2	248	2	50	18	887
1989	9	312	8	259	0	0	17	571
1988	23	557	5	228	0	0	28	785
1987	5	143	8	374	2	38	15	555
<b>Totals</b>	<b>53</b>	<b>1637</b>	<b>26</b>	<b>1250</b>	<b>5</b>	<b>93</b>	<b>84</b>	<b>2980</b>
<b>Second Savings and Loan</b>								
1991	9	385	0	0	0	0	9	385
1990	8	235	0	0	0	0	8	235
1989	22	820	2	105	0	0	24	925
1988	5	175	0	0	0	0	5	175
1987	17	498	1	63	1	2	19	563
<b>Totals</b>	<b>61</b>	<b>2113</b>	<b>3</b>	<b>168</b>	<b>1</b>	<b>2</b>	<b>65</b>	<b>2283</b>

## Table 11 (Con't)

### Twenty-Six Most Active Financial Institutions In Pilsen

	Single-family Loans		Multifamily Loans		Home Improvement Loans		Totals	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	#	\$(000's)
<b>Security Federal Savings and Loan</b>								
1991	10	288	4	351	0	0	14	639
1990	2	81	8	360	1	12	11	453
1989	6	119	4	89	0	0	10	208
1988	10	216	3	1879	0	0	13	2095
1987	13	375	0	0	0	0	13	375
<b>Totals</b>	<b>41</b>	<b>1079</b>	<b>19</b>	<b>2679</b>	<b>1</b>	<b>12</b>	<b>61</b>	<b>3770</b>
<b>South Central</b>								
1991	0	0	0	0	7	63	7	63
1990	0	0	0	0	10	78	10	78
1989	0	0	0	0	5	44	5	44
1988	1	27	0	0	3	9	4	36
1987	0	0	0	0	2	5	2	5
<b>Totals</b>	<b>1</b>	<b>27</b>	<b>0</b>	<b>0</b>	<b>27</b>	<b>199</b>	<b>28</b>	<b>226</b>
<b>St. Anthony Savings and Loan</b>								
1991	9	591	0	0	0	0	9	591
1990	2	96	0	0	0	0	2	96
1989	1	30	0	0	1	14	2	44
1988	2	94	0	0	0	0	2	94
1987	2	73	0	0	0	0	2	73
<b>Totals</b>	<b>16</b>	<b>884</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>14</b>	<b>17</b>	<b>898</b>
<b>St. Paul</b>								
1991	1	40	0	0	0	0	1	40
1990	5	169	0	0	1	2	6	171
1989	3	109	1	60	2	27	6	196
1988	4	137	0	0	1	5	5	142
1987	5	117	0	0	0	0	5	117
<b>Totals</b>	<b>18</b>	<b>572</b>	<b>1</b>	<b>60</b>	<b>4</b>	<b>34</b>	<b>23</b>	<b>666</b>
<b>Standard</b>								
1991	0	0	1	63	0	0	1	63
1990	0	0	0	0	2	18	2	18
1989	1	20	0	0	0	0	1	20
1988	0	0	0	0	0	0	0	0
1987	0	0	0	0	2	14	2	14
<b>Totals</b>	<b>1</b>	<b>20</b>	<b>1</b>	<b>63</b>	<b>4</b>	<b>32</b>	<b>6</b>	<b>115</b>
<b>Talman Mortgage</b>								
1991	14	898	0	0	5	130	19	1028
1990	14	662	0	0	1	20	15	682
1989	5	209	0	0	3	98	8	307
1988	4	107	0	0	2	20	6	127
1987	4	156	1	126	0	0	5	282
<b>Totals</b>	<b>41</b>	<b>2032</b>	<b>1</b>	<b>126</b>	<b>11</b>	<b>268</b>	<b>53</b>	<b>2426</b>

**Table 11 (Con't)**

**Twenty-Six Most Active Financial Institutions In Pilsen**

	Single-family Loans		Multifamily Loans		Home Improvement Loans		Totals	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	#	\$(000's)
<b>The Northern Trust</b>								
1991	10	566	0	0	0	0	10	566
1990	1	55	0	0	0	0	1	55
1989	0	0	0	0	0	0	0	0
1988	1	12	0	0	0	0	1	12
1987	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>12</b>	<b>633</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12</b>	<b>633</b>
<b>Universal Savings and Loan</b>								
1991	7	340	1	67	0	0	8	407
1990	15	679	0	0	0	0	15	679
1989	18	777	1	26	0	0	19	803
1988	7	351	3	124	0	0	10	475
1987	18	744	4	130	0	0	22	874
<b>Totals</b>	<b>65</b>	<b>2891</b>	<b>9</b>	<b>347</b>	<b>0</b>	<b>0</b>	<b>74</b>	<b>3238</b>
<b>Totals</b>								
1991	131	6831	9	622	22	363	162	7816
1990	132	6245	18	1138	18	182	168	7565
1989	128	5250	26	1124	20	327	174	6701
1988	99	3253	17	2947	21	189	137	6389
1987	143	6011	21	939	8	61	172	7011
<b>FIVE YEAR TOTALS</b>	<b>633</b>	<b>27590</b>	<b>91</b>	<b>6770</b>	<b>89</b>	<b>1122</b>	<b>813</b>	<b>35482</b>