

MBA's New Home Equity Lending Study

WHY NOW?

The home equity market is expected to grow in 2019 and beyond. We've heard from our members and we're answering their calls. You want more benchmarking data on HELOC and home equity lending. There is not a comprehensive benchmarking study currently available. MBA Research is going to provide it.

OVERVIEW

- The study will collect data on banks' home equity lending and servicing functions, including open-end home equity lines of credit (HELOCs) and closed-end home equity loans (HELs).
- MBA is targeting the "Top 100" HELOC and HEL lenders although other lenders who are MBA members may also choose to participate.

STUDY ELEMENTS (SUBJECT TO CHANGE)

NEW HELOC AND HEL CREDIT COMMITMENTS FOR GIVEN PERIOD

- Application and Approval Pull-Through
- Processing Times
- Sources of HELOC and HEL Applications
- Financing Terms

PORTFOLIO CHARACTERISTICS

- Volume of Fixed vs. Variable Rate Committed Lines
- Volume of Fixed vs. Variable Rate Outstandings
- Portfolio Churn by Committed Lines and Outstandings (Capturing Runoff) in Count and \$

- Utilization Rates
- Distribution of Contractual Line Limits, with Min and Max Limit
- Geographic and LTV Distribution
- Draw Characteristics, such as Distribution by Loan Amount, Borrower Behavior, Uses and Timing

REPAYMENT TERMS

- Draw period, Repayment period, Total term
- Repayment Options (IO, P&I, % of balance)
- Modifications
- Delinquency, foreclosure, loss rates

OTHER INFORMATION

- Organizational Structures for Lending and Servicing
- Marketing Sources and Practices
- Technology and Vendors

PROCESS

- A study form will be designed with input from participating organizations.
- All data will be collected and each submission will go through a detailed data review process.
- Outputs reports comparing “Your Firm” with group averages or median will be prepared. Depending on the number of companies, sub-groups may be created based on volume or other factors.
- Representatives from each of the participating organizations and MBA will review and discuss the data and analysis through either a webinar or in-person roundtable.
- Participants in the MBA Home Equity Lending Study receive a customized summary report showing their data compared to the industry averages. To assure confidentiality, this will be conducted as a “blind” study: all results will be aggregated and individual company results will not be displayed to other participating companies.

TIMELINE

SURVEY LAUNCH

Mid-February

DATA SUBMISSION DUE

Early May

OUTPUTS DELIVERED

Late June/Early July

CONTACTS

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MBA's Home Equity Lending Study (2018 Data) Registration Form

FEE This year's inaugural study is only open to and is free for MBA members who originate and/or service home equity or HELOC loans. If a meeting is scheduled, there will be a separate fee for registration.

Primary Contact

MBA Member Mr. Ms. Mrs.

FIRST NAME MI LAST NAME

TITLE COMPANY NAME

COMPANY ADDRESS CITY STATE ZIP

BUSINESS PHONE NUMBER EMAIL ADDRESS

Confidentiality Agreement

MBA's Study is for your internal use only. By executing this registration form, your firm agrees to (a) keep confidential and not disclose or transfer to any third-party person, firm or entity, any contents of the HELOC Study, including, without limitation all output reports, input files and presentation materials, in either electronic or hard-copy format; (b) not use or exploit any portions of the HELOC Study for external purposes without express written permission of the Mortgage Bankers Association; (c) take reasonable steps to ensure these restrictions are known to all employees who may have access to the Study; and (d) exercise best efforts to prevent unauthorized parties from gaining access to the Study.

SIGNATURE

DATE

Data Contact 1

Mr. Ms. Mrs.

FIRST NAME MI LAST NAME

TITLE EMAIL ADDRESS

BUSINESS PHONE NUMBER

Data Contact 2

Mr. Ms. Mrs.

FIRST NAME MI LAST NAME

TITLE EMAIL ADDRESS

BUSINESS PHONE NUMBER

PLEASE EMAIL THIS FORM TO HOMEQUITY@MBA.ORG.

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