# Participate in MBA's Home Equity Lending Study

### **OVERVIEW**

MBA's Home Equity Lending Study includes benchmarking data — volume, utilization rates, operational metrics and growth expectations — related to lending and servicing open-end Home Equity Lines of Credit (HELOCs) and closed-end Home Equity Loans.

# WHO SHOULD PARTICIPATE

- The study will collect data on companies' home equity lending and servicing functions, including open-end home equity lines of credit (HELOCs) and closed-end home equity loans.
- The study will target the "Top 100" HELOC and home equity loan lenders, though servicers and other lenders may also participate.
- Participants in the MBA Home Equity Lending Study receive a customized summary report showing their data compared to the industry averages.

# STUDY ELEMENTS (SUBJECT TO CHANGE)

# NEW HELOC AND HOME EQUITY LOAN CREDIT COMMITMENTS FOR GIVEN PERIOD

- · Application and Approval Pull-Through
- · Processing Times
- Sources of HELOC and Home Equity Loan Applications
- · Financing Terms



# **PORTFOLIO CHARACTERISTICS**

- 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
- Average LTV and FICO
- Draw Characteristics



#### **REPAYMENT TERMS**

- Draw Period, Repayment Period, Total Term
- Delinquency and Foreclosure

#### OTHER INFORMATION

- · Organizational Structures for Lending and Servicing
- Technology and Vendors
- Cost to Originate and Service
- · Lender Sentiment about Future Lending

#### **PROCESS**

- 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 via in-person meeting.
- 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.

#### PARTICIPATION BENEFITS

- Participants in MBA's Home Equity Lending Study receive custom output analyses that compare their firm's results with the full sample averages

   both simple and weighted — as well as the
   20th percentile, median, and 80th percentile.
- Participants are also invited to join a complimentary in-person meeting of peer companies to review and discuss the study results with MBA's Research & Economics team.

#### **TIMELINE**

#### **SURVEY LAUNCH**

Mid-February

#### **DATA SUBMISSION DUE**

Late April

#### **OUTPUTS DELIVERED**

Early June

#### **IN-PERSON PARTICIPANT MEETING**

Mid-June

## **CONTACTS**

## Marina Walsh, CMB

Vice President, Industry Analysis Email: mwalsh@mba.org Phone: (202) 557-2817

# Jon Penniman

Associate Director, Systems & Analytics

Email: jpenniman@mba.org Phone: (202) 557-2943

# MBA's Home Equity Lending Study (2023 Data) Registration Form

FEE This year's study is open to both MBA member and non-member companies that originate and/or service HELOCs

or home equity loans. The	fee for regis	stration is \$1,50	00 for MBA members	s and \$3,000 for non-memb	ers.
□ MBA Member: \$1,500	□ Non-I	Member: \$3,00	0		
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		
the Home Equity Lending Stud such individual company data v will not disclose to any person Equity Lending Study in a man ally known to the public at the disclosure by sources other tha provided that MBA gives the parequires the subcontractor to si Nothing in the above paragraph ated from the individual data, p	cion ("MBA") ap y. MBA will hold vith the same d outside of MBA ner which would time of disclosu n the participar articipant reaso ign a non-disclosus hs shall precluc provided that no	preciates the import in confidence the egree of care as is to accept as specific didentify the indivirure or becomes gent having the legal remable advance not incours agreement to the MBA from using, one of the data relegation in the individual of the data relegation.	individual data received bused by MBA to safeguard cally provided below, individual data, unless such data erally known through no aright to disclose it or (c) thice of such disclosure or (c) safeguard the confidential selling, publishing, or otheased outside of MBA ider	confidentiality of individual data sub by the participants and shall safegua the confidentiality of its own confid idual data received by MBA from a a received by MBA is (a) already kn act on the part of MBA (b) becomes the use of the individual data is required) MBA hires a subcontractor to wo ality of the individual data. erwise distributing select aggregat intifies the individual participant's di ions such as NewsLink and MBA pre	and the confidentiality of dential information. MBA participant in the Home own to MBA or is geners known to MBA through red by legal proceedings rk on the study and first ed summary results creata. Without limiting the
Data Contact 1					
	•				
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 <a href="mailto:homeequity@mba.org">homeequity@mba.org</a>.

Copyright Mortgage Bankers Association, 2023-2024. All rights reserved. No part of this survey (including data outputs, data definitions, survey instrument and other presentation materials relating to the MBA Home Equity Lending Study) may be reproduced, stored in a retrieval system, transmitted, or redistributed in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without prior written permission from MBA. The information and data are provided on an "as is/as available" basis with no warranties of any kind. MBA reserves the right to redistribute and/or sell aggregate highlights from the study.