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-ended Home Equity Lines of Credit (HELOCs) and closed-end Home Equity Loans (HE Loans).

For its 2020 study, MBA collected data from 29 member companies including large banks, community banks, credit unions and independent mortgage companies — representing \$62.3 billion in originations volume for 2019, \$495.9 billion in maximum credit extended to borrowers as of December 31, 2019, and \$227.7 billion in outstanding borrowings as of December 31, 2019.

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 (HE Loans).
- The study will target the "Top 100" HELOC and HE 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 HE LOAN CREDIT COMMITMENTS FOR GIVEN PERIOD

- Application and Approval Pull-Through
- Processing Times
- Sources of HELOC and HE 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

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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 webinar.
- 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 webinar 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

RESULTS WEBINAR 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

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

OUR 2020 STUDY PARTICIPANTS INCLUDED:

Associated Bank, N.A. Bank of America Bank of the West BB&T BBVA Cadence Bank, N.A. Cenlar FSB Citibank, N.A. Desert Financial Credit Union Discover Bank Fifth Third Bank

- First Citizens Bank First National Bank of Pennsylvania FirstBank The Huntington National Bank KeyBank M&T Bank Corporation Navy Federal Credit Union PenFed Credit Union Peoples Bank PNC Bank, National Association Regions
- South State Bank Southland Credit Union SunTrust Bank TCF National Bank TD Bank TIAA Bank U.S. Bank Webster Bank Wells Fargo

MBA's Home Equity Lending Study (2020 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 HE Loans. The fee for registration is \$1,500 for MBA members and \$4,500 for non-members.

□ MBA Member: \$1,500 □ Non-Member: \$4,500

Primary Contact

🗌 MBA Member	🗌 Mr.	🗌 Ms.	☐ Mrs.			
FIRST NAME			МІ	LAST NAME		
TITLE				COMPANY NAME		
COMPANY ADDRESS				CITY	STATE	ZIP
BUSINESS PHONE NUMBER				EMAIL ADDRESS		

Confidentiality Agreement

The Mortgage Bankers Association ("MBA") appreciates the importance of maintaining the confidentiality of individual data submitted by participants in the Home Equity Lending Study. MBA will hold in confidence the individual data received by the participants and shall safeguard the confidentiality of such individual company data with the same degree of care as is used by MBA to safeguard the confidentiality of its own confidential information. MBA will not disclose to any person outside of MBA except as specifically provided below, individual data received by MBA from a participant in the Home Equity Lending Study in a manner which would identify the individual data, unless such data received by MBA is (a) already known to MBA or is generally known to the public at the time of disclosure or becomes generally known through no act on the part of MBA (b) becomes known to MBA through disclosure by sources other than the participant having the legal right to disclosure or (c) the use of the individual data is required by legal proceedings provided that MBA gives the participant reasonable advance notice of such disclosure or (d) MBA hires a subcontractor to work on the study and first requires the subcontractor to sign a non-disclosure agreement to safeguard the confidentiality of the individual data.

Nothing in the above paragraphs shall preclude MBA from using, selling, publishing, or otherwise distributing select aggregated summary results created from the individual data, provided that none of the data released outside of MBA identifies the individual participant's data. Without limiting the foregoing in any way, MBA reserves the right to list the participating companies in publications such as NewsLink and MBA press releases.

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 HOMEEQUITY@MBA.ORG.

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