

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

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