



March 13, 2019

February's mortgage recordings held steady from January. The market is now showing signs of warming up, both figuratively and weather-wise. Year to year comparisons tell a different story.

Mortgages securing between \$50,000 and \$500,000 are down about ten percent during the first two months of the year – 385 to 427 last year. February's 30 year commitment rate for Freddie Mac was the lowest in 13 months, so it appears that interest rates are not a factor of the lower demand.

Monroe County deed recordings are down slightly – 263 to 276, almost five percent. Our own book of business shows cash deals holding steady at about one-third of all purchase transactions.

All of these indicators are consistent with national predictions that the market would be down slightly in the first. Those reports also predict a rebound in the second half of 2019 {{crossed fingers}}. Our own order pipeline is showing a significant increase in expected closing over the next 45 days.

After April, making more accurate conclusions about the strength and direction of the market will be easier.

The Monroe County 2018 pay in 2019 taxes will be official March 23rd. We'll begin using those new amounts for pro-rations that day. Our title team will be updating your outstanding orders throughout the next few weeks.

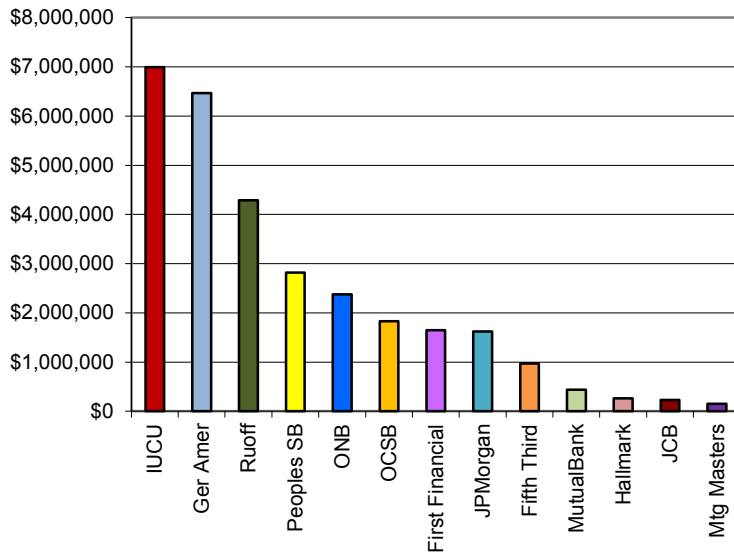
Enjoy the forthcoming spring!

~ John Bethell



People who care. Service you trust.

Dollars - February 2019



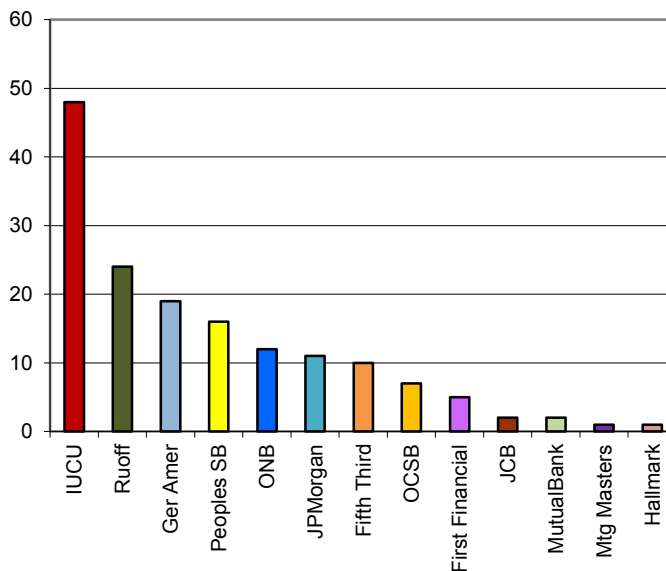
Residential and commercial property mortgages filed in Monroe County during February 2019.

IUCU	6,992,166
Ger Amer	6,466,868
Ruoff	4,287,674
Peoples SB	2,819,790
ONB	2,375,962
OCSB	1,830,190
First Financial	1,647,200
JPMorgan	1,624,778
Fifth Third	973,550
MutualBank	435,000
Hallmark	265,000
JCB	231,250
Mtg Masters	152,192

Note- Charts & report do not include re-recordings, modifications, or those recorded without a property description. Fifth Third includes Fifth Third Bank & Fifth Third Mtg.

Transactions - February 2019

IUCU	48
Ruoff	24
Ger Amer	19
Peoples SB	16
ONB	12
JPMorgan	11
Fifth Third	10
OCSB	7
First Financial	5
JCB	2
MutualBank	2
Mtg Masters	1
Hallmark	1



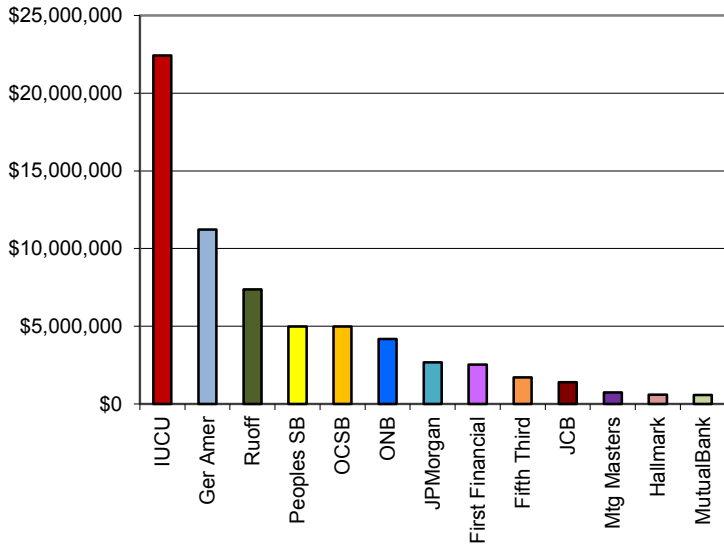


Mortgage Report covering all mortgages on Monre County property, both residential and commercial, filed with the Monroe County Recorder during the month of February 2019.

Lender	0 to \$49,999		\$50,000 to \$199,999		\$200,000-\$499,999		\$500,000 & up		Total		Total	
	Docs	Amount	Docs	Amount	Docs	Amount	Docs	Amount	Docs	%	Amount	%
AMERICAN MTG SERVICE	0	0	1	130,000	0	0	0	0	1	0.4	130,000	0.3
BAXTER CREDIT UNION	1	20,000	1	110,000	0	0	0	0	2	0.9	130,000	0.3
BEDFORD FSB	0	0	0	0	1	275,000	0	0	1	0.4	275,000	0.7
BANK OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
CRANE FEDERAL CREDIT U	1	13,000	1	123,000	0	0	0	0	2	0.9	136,000	0.3
FARM CREDIT MID AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
FIRST FINANCIAL BANK	0	0	3	518,200	1	354,000	1	775,000	5	2.2	1,647,200	3.9
FREEDOM HOME MORTGAGE	0	0	1	175,266	0	0	0	0	1	0.4	175,266	0.4
FARMERS AND MECHANICS	0	0	1	50,000	0	0	0	0	1	0.4	50,000	0.1
FIFTH THIRD BANK	4	85,300	4	391,250	2	497,000	0	0	10	4.3	973,550	2.3
FIFTH THIRD MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
FAIR WAY LENDING	0	0	3	397,533	1	324,000	0	0	4	1.7	721,533	1.7
GERMAN AMERICAN BANCORP	2	0	7	1,098,162	6	1,863,417	4	3,505,289	19	8.2	6,466,868	15.3
HOOSIER HILLS CREDIT U	0	0	4	505,920	0	0	1	637,500	5	2.2	1,143,420	2.7
HALLMARK HOME MTG	0	0	0	0	1	265,000	0	0	1	0.4	265,000	0.6
INDIANA UNIVERSITY CREDIT U	10	236,950	26	2,977,779	12	3,777,437	0	0	48	20.7	6,992,166	16.6
JACKSON COUNTY BANK	0	0	2	231,250	0	0	0	0	2	0.9	231,250	0.5
JPMORGAN CHASE BANK	3	77,000	4	342,928	4	1,204,850	0	0	11	4.7	1,624,778	3.9
LOANDEPOTCOM	0	0	2	261,183	0	0	0	0	2	0.9	261,183	0.6
MORTGAGE MASTERS	0	0	1	152,192	0	0	0	0	1	0.4	152,192	0.4
MUTUALBANK	0	0	1	50,000	1	385,000	0	0	2	0.9	435,000	1
OWEN COUNTY STATE BANK	1	15,500	4	445,300	0	0	2	1,369,390	7	3	1,830,190	4.3
OLD NATIONAL BANK	0	0	8	987,036	3	748,926	1	640,000	12	5.2	2,375,962	5.6
PRIMELENDING	0	0	2	163,750	1	238,000	0	0	3	1.3	401,750	1
PEOPLES STATE BANK	4	106,625	6	611,200	5	1,129,965	1	972,000	16	6.9	2,819,790	6.7
REGIONS BANK	0	0	0	0	0	0	0	0	0	0	0	0
REGIONS MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
RUOFF MORTGAGE	0	0	15	1,763,774	9	2,523,900	0	0	24	10.3	4,287,674	10.2
UNITED STATES OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
UNION SAVINGS BANK	0	0	3	417,200	0	0	0	0	3	1.3	417,200	1
WELLS FARGO BANK	0	0	0	0	0	0	0	0	0	0	0	0
All Others	7	208,011	29	3,979,940	12	3,525,600	1	526,087	49	21.1	8,239,638	19.5
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
TOTALS	33	762,386	129	15,882,863	59	17,112,095	11	8,425,266	232	100	42,182,610	100



Dollars - Year-to-Date through February 2019



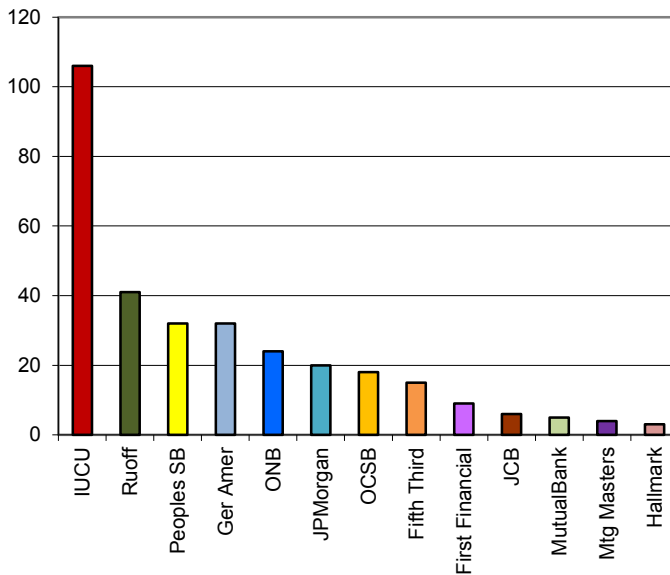
Residential and commercial property mortgages filed in Monroe County during 2019.

IUCU	22,433,187
Ger Amer	11,222,467
Ruoff	7,373,305
Peoples SB	4,987,440
OCSB	4,987,315
ONB	4,181,456
JPMorgan	2,670,500
First Financial	2,537,825
Fifth Third	1,712,750
JCB	1,395,679
Mtg Masters	751,427
Hallmark	596,600
MutualBank	571,700

Note- Charts & report do not include re-recordings, modifications, or those recorded without a property description. Fifth Third includes Fifth Third Bank & Fifth Third Mtg.

Transactions - Year-to-Date through February 2019

IUCU	106
Ruoff	41
Peoples SB	32
Ger Amer	32
ONB	24
JPMorgan	20
OCSB	18
Fifth Third	15
First Financial	9
JCB	6
MutualBank	5
Mtg Masters	4
Hallmark	3





Mortgage Report covering all mortgages on Monre County property, both residential and commercial, filed with the Monroe County Recorder during 2019.

Lender	0 to \$49,999		\$50,000 to \$199,999		\$200,000-\$499,999		\$500,000 & up		Total		Total	
	Docs	Amount	Docs	Amount	Docs	Amount	Docs	Amount	Docs	%	Amount	%
AMERICAN MTG SERVICE	0	0	3	502,000	2	526,015	0	0	5	1	1,028,015	1.1
BAXTER CREDIT UNION	1	20,000	2	235,000	1	215,000	0	0	4	0.8	470,000	0.5
BEDFORD FSB	0	0	1	188,911	3	725,000	0	0	4	0.8	913,911	1
BANK OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
CRANE FEDERAL CREDIT U	1	13,000	1	123,000	0	0	0	0	2	0.4	136,000	0.1
FARM CREDIT MID AMERICA	0	0	1	50,000	0	0	0	0	1	0.2	50,000	0.1
FIRST FINANCIAL BANK	0	0	6	908,825	1	354,000	2	1,275,000	9	1.9	2,537,825	2.7
FREEDOM HOME MORTGAGE	0	0	2	301,438	0	0	0	0	2	0.4	301,438	0.3
FARMERS AND MECHANICS	0	0	1	50,000	0	0	0	0	1	0.2	50,000	0.1
FIFTH THIRD BANK	6	150,500	6	688,250	3	874,000	0	0	15	3.1	1,712,750	1.8
FIFTH THIRD MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
FAIR WAY LENDING	0	0	5	657,710	2	540,015	0	0	7	1.5	1,197,725	1.3
GERMAN AMERICAN BANCORP	2	0	14	1,903,115	10	3,113,417	6	6,205,935	32	6.6	11,222,467	12
HOOSIER HILLS CREDIT U	0	0	6	739,720	0	0	2	1,205,500	8	1.7	1,945,220	2.1
HALLMARK HOME MTG	0	0	1	111,600	2	485,000	0	0	3	0.6	596,600	0.6
INDIANA UNIVERSITY CREDIT U	27	703,300	50	5,409,099	25	7,690,614	4	8,630,174	106	22	22,433,187	24
JACKSON COUNTY BANK	0	0	2	231,250	4	1,164,429	0	0	6	1.2	1,395,679	1.5
JPMORGAN CHASE BANK	4	124,500	11	1,123,050	5	1,422,950	0	0	20	4.1	2,670,500	2.9
LOANDEPOTCOM	0	0	2	261,183	1	272,300	0	0	3	0.6	533,483	0.6
MORTGAGE MASTERS	0	0	3	509,262	1	242,165	0	0	4	0.8	751,427	0.8
MUTUALBANK	1	28,500	3	158,200	1	385,000	0	0	5	1	571,700	0.6
OWEN COUNTY STATE BANK	3	73,000	9	953,830	1	332,000	5	3,628,485	18	3.7	4,987,315	5.3
OLD NATIONAL BANK	1	15,979	16	1,822,151	6	1,703,326	1	640,000	24	5	4,181,456	4.5
PRIMELENDING	0	0	4	450,550	2	497,462	0	0	6	1.2	948,012	1
PEOPLES STATE BANK	7	202,025	15	1,616,450	9	2,196,965	1	972,000	32	6.6	4,987,440	5.3
REGIONS BANK	1	17,300	1	105,000	0	0	0	0	2	0.4	122,300	0.1
REGIONS MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
RUOFF MORTGAGE	0	0	26	3,248,783	15	4,124,522	0	0	41	8.5	7,373,305	7.9
UNITED STATES OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
UNION SAVINGS BANK	0	0	5	612,050	1	382,500	0	0	6	1.2	994,550	1.1
WELLS FARGO BANK	0	0	2	200,400	1	303,600	0	0	3	0.6	504,000	0.5
All Others	17	477,365	69	8,856,832	22	6,416,012	5	3,206,087	113	23.4	18,956,296	20.3
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
TOTALS	71	1,825,469	267	32,017,659	118	33,966,292	26	25,763,181	482	100	93,572,601	100



Mortgage Report covering all mortgages on Monroe County property, both residential and commercial, filed with the Monroe County Recorder during the month of February 2019.

Lender	0 to \$75,000		\$75,001 to \$199,999		\$200,000-\$484,350		\$484,351 & up		Total		Total	
	Docs	Amount	Docs	Amount	Docs	Amount	Docs	Amount	Docs	%	Amount	%
AMERICAN MTG SERVICE	0	0	1	130,000	0	0	0	0	1	0.4	130,000	0.3
BAXTER CREDIT UNION	1	20,000	1	110,000	0	0	0	0	2	0.9	130,000	0.3
BEDFORD FSB	0	0	0	0	1	275,000	0	0	1	0.4	275,000	0.7
BANK OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
CRANE FEDERAL CREDIT U	1	13,000	1	123,000	0	0	0	0	2	0.9	136,000	0.3
FARM CREDIT MID AMERIC	0	0	0	0	0	0	0	0	0	0	0	0
FIRST FINANCIAL BANK	0	0	3	518,200	1	354,000	1	775,000	5	2.2	1,647,200	3.9
FREEDOM HOME MORTGAGE	0	0	1	175,266	0	0	0	0	1	0.4	175,266	0.4
FARMERS AND MECHANICS	1	50,000	0	0	0	0	0	0	1	0.4	50,000	0.1
FIFTH THIRD BANK	5	135,300	3	341,250	2	497,000	0	0	10	4.3	973,550	2.3
FIFTH THIRD MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
FAIR WAY LENDING	0	0	3	397,533	1	324,000	0	0	4	1.7	721,533	1.7
GERMAN AMERICAN BANCOR	2	0	7	1,098,162	6	1,863,417	4	3,505,289	19	8.2	6,466,868	15.3
HOOSIER HILLS CREDIT U	1	71,920	3	434,000	0	0	1	637,500	5	2.2	1,143,420	2.7
HALLMARK HOME MTG	0	0	0	0	1	265,000	0	0	1	0.4	265,000	0.6
INDIANA UNIVERSITY CRE	20	874,750	16	2,339,979	12	3,777,437	0	0	48	20.7	6,992,166	16.6
JACKSON COUNTY BANK	0	0	2	231,250	0	0	0	0	2	0.9	231,250	0.5
JPMORGAN CHASE BANK	5	180,500	2	239,428	4	1,204,850	0	0	11	4.7	1,624,778	3.9
LOANDEPOTCOM	0	0	2	261,183	0	0	0	0	2	0.9	261,183	0.6
MORTGAGE MASTERS	0	0	1	152,192	0	0	0	0	1	0.4	152,192	0.4
MUTUALBANK	1	50,000	0	0	1	385,000	0	0	2	0.9	435,000	1
OWEN COUNTY STATE BANK	3	119,500	2	341,300	0	0	2	1,369,390	7	3	1,830,190	4.3
OLD NATIONAL BANK	2	142,336	6	844,700	3	748,926	1	640,000	12	5.2	2,375,962	5.6
PRIMELENDING	1	68,000	1	95,750	1	238,000	0	0	3	1.3	401,750	1
PEOPLES STATE BANK	6	244,625	4	473,200	5	1,129,965	1	972,000	16	6.9	2,819,790	6.7
REGIONS BANK	0	0	0	0	0	0	0	0	0	0	0	0
REGIONS MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
RUOFF MORTGAGE	2	147,750	13	1,616,024	9	2,523,900	0	0	24	10.3	4,287,674	10.2
UNITED STATES OF AMERI	0	0	0	0	0	0	0	0	0	0	0	0
UNION SAVINGS BANK	0	0	3	417,200	0	0	0	0	3	1.3	417,200	1
WELLS FARGO BANK	0	0	0	0	0	0	0	0	0	0	0	0
All Others	8	278,411	28	3,909,540	11	3,035,600	2	1,016,087	49	21.1	8,239,638	19.5
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
TOTALS	59	2,396,092	103	14,249,157	58	16,622,095	12	8,915,266	232	100	42,182,610	100



Mortgage Report covering all mortgages on Monre County property, both residential and commercial, filed with the Monroe County Recorder during 2019.

Lender	0 to \$75,000		\$75,001 to \$199,999		\$200,000-\$484,350		\$484,351 & up		Total		Total	
	Docs	Amount	Docs	Amount	Docs	Amount	Docs	Amount	Docs	%	Amount	%
AMERICAN MTG SERVICE	0	0	3	502,000	2	526,015	0	0	5	1	1,028,015	1.1
BAXTER CREDIT UNION	1	20,000	2	235,000	1	215,000	0	0	4	0.8	470,000	0.5
BEDFORD FSB	0	0	1	188,911	3	725,000	0	0	4	0.8	913,911	1
BANK OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
CRANE FEDERAL CREDIT U	1	13,000	1	123,000	0	0	0	0	2	0.4	136,000	0.1
FARM CREDIT MID AMERIC	1	50,000	0	0	0	0	0	0	1	0.2	50,000	0.1
FIRST FINANCIAL BANK	0	0	6	908,825	1	354,000	2	1,275,000	9	1.9	2,537,825	2.7
FREEDOM HOME MORTGAGE	0	0	2	301,438	0	0	0	0	2	0.4	301,438	0.3
FARMERS AND MECHANICS	1	50,000	0	0	0	0	0	0	1	0.2	50,000	0.1
FIFTH THIRD BANK	7	200,500	5	638,250	3	874,000	0	0	15	3.1	1,712,750	1.8
FIFTH THIRD MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
FAIR WAY LENDING	0	0	5	657,710	2	540,015	0	0	7	1.5	1,197,725	1.3
GERMAN AMERICAN BANCOR	4	131,000	12	1,772,115	10	3,113,417	6	6,205,935	32	6.6	11,222,467	12
HOOSIER HILLS CREDIT U	1	71,920	5	667,800	0	0	2	1,205,500	8	1.7	1,945,220	2.1
HALLMARK HOME MTG	0	0	1	111,600	2	485,000	0	0	3	0.6	596,600	0.6
INDIANA UNIVERSITY CRE	42	1,644,300	35	4,468,099	25	7,690,614	4	8,630,174	106	22	22,433,187	24
JACKSON COUNTY BANK	0	0	2	231,250	4	1,164,429	0	0	6	1.2	1,395,679	1.5
JPMORGAN CHASE BANK	8	376,500	7	871,050	5	1,422,950	0	0	20	4.1	2,670,500	2.9
LOANDEPOTCOM	0	0	2	261,183	1	272,300	0	0	3	0.6	533,483	0.6
MORTGAGE MASTERS	0	0	3	509,262	1	242,165	0	0	4	0.8	751,427	0.8
MUTUALBANK	4	186,700	0	0	1	385,000	0	0	5	1	571,700	0.6
OWEN COUNTY STATE BANK	7	279,000	5	747,830	1	332,000	5	3,628,485	18	3.7	4,987,315	5.3
OLD NATIONAL BANK	5	277,215	12	1,560,915	6	1,703,326	1	640,000	24	5	4,181,456	4.5
PRIMELENDING	1	68,000	3	382,550	2	497,462	0	0	6	1.2	948,012	1
PEOPLES STATE BANK	11	454,025	11	1,364,450	9	2,196,965	1	972,000	32	6.6	4,987,440	5.3
REGIONS BANK	1	17,300	1	105,000	0	0	0	0	2	0.4	122,300	0.1
REGIONS MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
RIOFF MORTGAGE	3	216,150	23	3,032,633	15	4,124,522	0	0	41	8.5	7,373,305	7.9
UNITED STATES OF AMERI	0	0	0	0	0	0	0	0	0	0	0	0
UNION SAVINGS BANK	0	0	5	612,050	1	382,500	0	0	6	1.2	994,550	1.1
WELLS FARGO BANK	0	0	2	200,400	1	303,600	0	0	3	0.6	504,000	0.5
All Others	24	884,060	62	8,450,137	21	5,926,012	6	3,696,087	113	23.4	18,956,296	20.3
TOTALS	122	4,939,670	216	28,903,458	117	33,476,292	27	26,253,181	482	100	93,572,601	100