



November 22, 2019

The rapid drop in interest rates beginning in late spring is the biggest surprise from 2019. A year ago, most financial gurus were predicting mortgage rates would be pushing 5% about now. I don't recall anyone predicting then the drop of rates that actually occurred. The lesson is that we might want to remember that I once heard is that economists were created so that astrologers would look good!

The refinancing that resulted from lower rates is at the highest level since 2013. That actually made up for the approximately five percent drop so far in Monroe County purchases from 2018. There doesn't seem to be anything on the near-term horizon that will cause rates to increase significantly.

A realistic planning approach to 2020 might be that the Monroe County purchase market will be in the same range as it's been the last four years and that refinances will be somewhere between this year and 2018.

Of course, 2020 is an election year . . .

In October we helped 551 people buy, sell or refinance their property. Our Closing Team provided seller side closing statements an average of 4.15 days before closing and two or more days prior to closing in 92% of our transactions. Our title team averaged 5.4 days to issue a title insurance commitment on Monroe County orders.

Have a safe and enjoyable Thanksgiving!

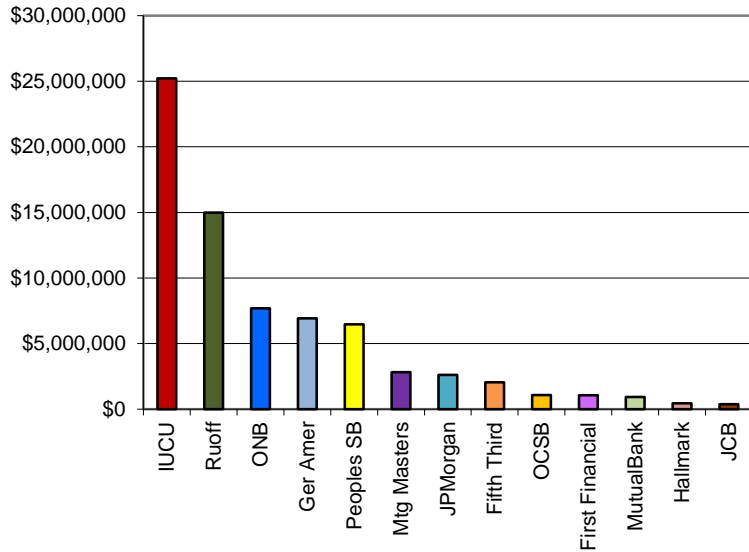
~ John Bethell



People who care. Service you trust.

Dollars - October 2019

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

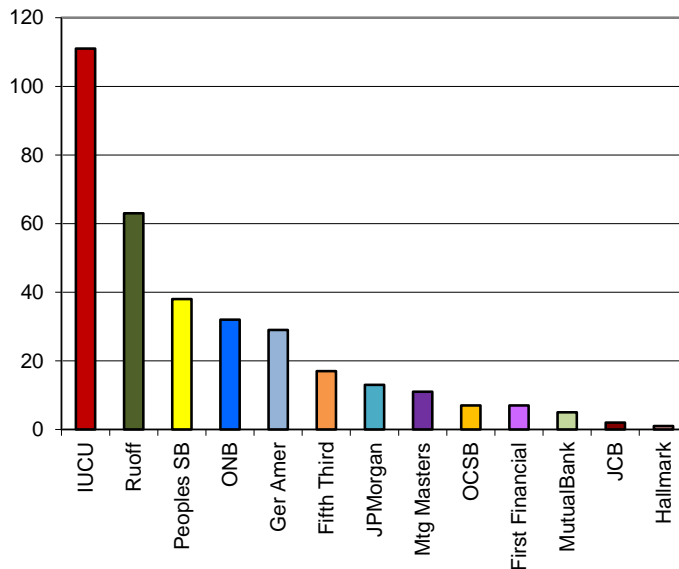


IUCU	25,219,524
Ruoff	14,985,702
ONB	7,689,245
Ger Amer	6,925,643
Peoples SB	6,466,307
Mtg Masters	2,822,260
JPMorgan	2,613,350
Fifth Third	2,049,828
OCSB	1,075,610
First Financial	1,063,610
MutualBank	929,500
Hallmark	447,950
JCB	378,580

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 October 2019

IUCU	111
Ruoff	63
Peoples SB	38
ONB	32
Ger Amer	29
Fifth Third	17
JPMorgan	13
Mtg Masters	11
OCSB	7
First Financial	7
MutualBank	5
JCB	2
Hallmark	1





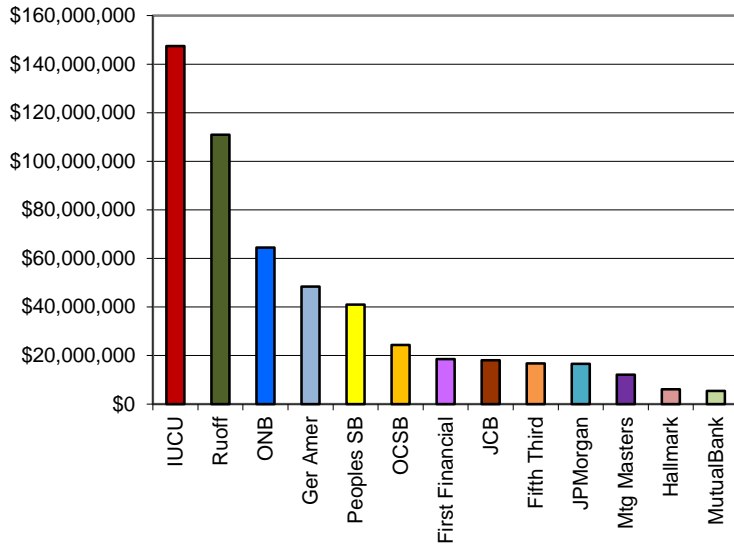
Mortgage Report covering all mortgages on Monre County property, both residential and commercial, filed with the Monroe County Recorder during the month of October 2019.

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		Docs	Amount
AMERICAN MTG SERVICE	0	0	5	659,292	3	1,050,000	0	0	8	1.6	1,709,292	1.4	
BAXTER CREDIT UNION	0	0	5	790,450	0	0	0	0	5	1	790,450	0.7	
BEDFORD FSB	1	20,000	0	0	1	261,000	0	0	2	0.4	281,000	0.2	
BANK OF AMERICA	0	0	1	153,000	1	397,500	0	0	2	0.4	550,500	0.5	
CRANE FEDERAL CREDIT UNION	0	0	3	352,000	0	0	0	0	3	0.6	352,000	0.3	
FARM CREDIT MID AMERICA	1	33,150	1	56,250	0	0	0	0	2	0.4	89,400	0.1	
FIRST FINANCIAL BANK	2	53,979	4	359,631	0	0	1	650,000	7	1.4	1,063,610	0.9	
FREEDOM HOME MORTGAGE	0	0	5	849,072	3	816,826	0	0	8	1.6	1,665,898	1.4	
FARMERS AND MECHANICS	0	0	0	0	0	0	0	0	0	0	0	0	
FIFTH THIRD BANK	3	108,900	11	1,211,928	3	729,000	0	0	17	3.5	2,049,828	1.7	
FIFTH THIRD MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0	
FAIR WAY LENDING (GALLERY MTG)	0	0	2	351,203	3	669,355	0	0	5	1	1,020,558	0.9	
GERMAN AMERICAN BANCORP	0	0	18	2,185,393	7	2,165,250	4	2,575,000	29	5.9	6,925,643	5.8	
HOOSIER HILLS CREDIT UNION	0	0	1	170,000	0	0	0	0	1	0.2	170,000	0.1	
HALLMARK HOME MTG	0	0	0	0	1	447,950	0	0	1	0.2	447,950	0.4	
INDIANA UNIVERSITY CREDIT UNION	28	734,275	47	5,265,716	29	8,080,533	7	11,139,000	111	22.6	25,219,524	21.1	
JACKSON COUNTY BANK	0	0	1	86,580	1	292,000	0	0	2	0.4	378,580	0.3	
JPMORGAN CHASE BANK	0	0	6	744,700	7	1,868,650	0	0	13	2.6	2,613,350	2.2	
LOANDEPOTCOM	0	0	1	150,000	1	213,675	0	0	2	0.4	363,675	0.3	
MORTGAGE MASTERS	0	0	5	835,705	5	1,383,055	1	603,500	11	2.2	2,822,260	2.4	
MUTUALBANK	0	0	4	545,500	1	384,000	0	0	5	1	929,500	0.8	
OWEN COUNTY STATE BANK	0	0	6	858,250	1	217,360	0	0	7	1.4	1,075,610	0.9	
OLD NATIONAL BANK	6	130,400	17	1,685,089	5	1,639,913	4	4,233,843	32	6.5	7,689,245	6.4	
PRIMELENDING	0	0	1	156,655	0	0	0	0	1	0.2	156,655	0.1	
PEOPLES STATE BANK	5	172,000	18	1,750,457	14	3,965,850	1	578,000	38	7.7	6,466,307	5.4	
REGIONS BANK	0	0	2	323,000	1	250,000	0	0	3	0.6	573,000	0.5	
REGIONS MORTGAGE	0	0	4	581,750	0	0	0	0	4	0.8	581,750	0.5	
RUOFF MORTGAGE	0	0	30	4,506,550	30	8,661,417	3	1,817,735	63	12.8	14,985,702	12.5	
UNITED STATES OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0	
UNION SAVINGS BANK	0	0	9	1,263,600	3	959,900	0	0	12	2.4	2,223,500	1.9	
WELLS FARGO BANK	0	0	2	244,300	1	304,000	0	0	3	0.6	548,300	0.5	
All Others	4	119,469	56	7,996,189	23	6,150,472	12	21,729,100	95	19.3	35,995,230	30.1	
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TOTALS	50	1,372,173	265	34,132,260	144	40,907,706	33	43,326,178	492	100	119,738,317	100	



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Dollars - Year-to-Date through October 2019



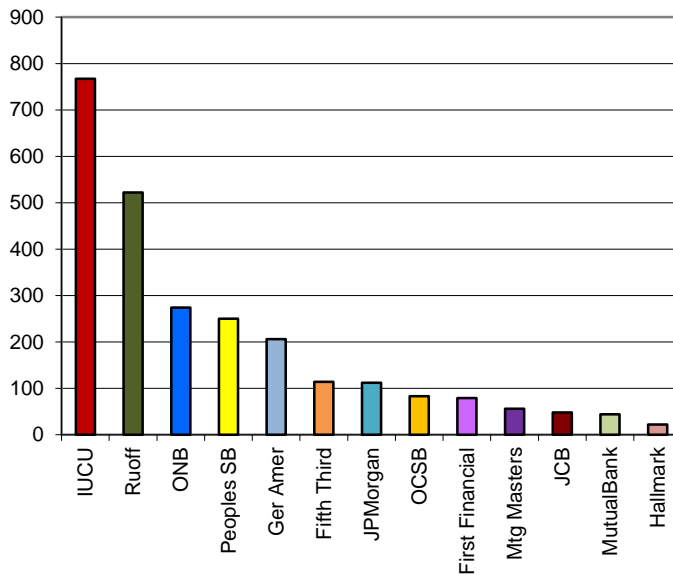
Residential and commercial property mortgages filed in Monroe County during 2019.

IUCU	147,451,095
Ruoff	110,934,912
ONB	64,467,502
Ger Amer	48,401,850
Peoples SB	40,975,482
OCSB	24,357,942
First Financial	18,539,585
JCB	18,070,358
Fifth Third	16,758,550
JPMorgan	16,587,602
Mtg Masters	12,114,190
Hallmark	6,112,246
MutualBank	5,432,541

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 October 2019

IUCU	767
Ruoff	522
ONB	274
Peoples SB	250
Ger Amer	206
Fifth Third	114
JPMorgan	112
OCSB	83
First Financial	79
Mtg Masters	56
JCB	48
MutualBank	44
Hallmark	22





Mortgage Report covering all mortgages on Monroe 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		Amount	%
AMERICAN MTG SERVICE	0	0	34	5,327,741	31	9,615,042	1	560,000	66	1.7	15,502,783	1.7	
BAXTER CREDIT UNION	8	245,500	20	2,808,910	14	4,124,823	0	0	42	1.1	7,179,233	0.8	
BEDFORD FSB	3	89,125	5	673,911	11	2,830,520	0	0	19	0.5	3,593,556	0.4	
BANK OF AMERICA	0	0	5	712,861	4	1,381,491	2	1,669,600	11	0.3	3,763,952	0.4	
CRANE FEDERAL CREDIT UNION	8	182,800	14	1,303,000	0	0	0	0	22	0.6	1,485,800	0.2	
FARM CREDIT MID AMERICA	2	67,506	6	561,525	2	627,915	1	679,000	11	0.3	1,935,946	0.2	
FIRST FINANCIAL BANK	20	321,633	35	4,286,228	15	4,345,524	9	9,586,200	79	2	18,539,585	2	
FREEDOM HOME MORTGAGE	0	0	17	2,536,280	12	3,494,312	0	0	29	0.7	6,030,592	0.6	
FARMERS AND MECHANICS	3	89,739	2	163,000	0	0	0	0	5	0.1	252,739	0	
FIFTH THIRD BANK	27	709,800	54	6,272,995	33	9,775,755	0	0	114	2.9	16,758,550	1.8	
FIFTH THIRD MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0	
FAIR WAY LENDING (GALLERY MTG)	0	0	39	5,576,069	31	8,499,731	0	0	70	1.8	14,075,800	1.5	
GERMAN AMERICAN BANCORP	19	444,282	104	13,093,080	68	21,249,153	15	13,615,335	206	5.2	48,401,850	5.2	
HOOSIER HILLS CREDIT UNION	4	121,000	22	2,972,440	8	2,089,030	3	1,745,500	37	0.9	6,927,970	0.7	
HALLMARK HOME MTG	0	0	6	916,177	16	5,196,069	0	0	22	0.6	6,112,246	0.7	
INDIANA UNIVERSITY CREDIT UNION	194	5,212,128	361	41,681,242	185	53,393,476	27	47,164,249	767	19.3	147,451,095	15.7	
JACKSON COUNTY BANK	4	76,000	16	2,138,440	19	5,415,609	9	10,440,309	48	1.2	18,070,358	1.9	
JPMORGAN CHASE BANK	11	307,000	67	6,774,860	34	9,505,742	0	0	112	2.8	16,587,602	1.8	
LOANDEPOTCOM	0	0	12	1,574,258	7	1,814,617	0	0	19	0.5	3,388,875	0.4	
MORTGAGE MASTERS	0	0	31	4,743,994	24	6,766,696	1	603,500	56	1.4	12,114,190	1.3	
MUTUALBANK	9	216,400	28	3,253,641	7	1,962,500	0	0	44	1.1	5,432,541	0.6	
OWEN COUNTY STATE BANK	9	278,000	37	4,732,099	22	6,869,240	15	12,478,603	83	2.1	24,357,942	2.6	
OLD NATIONAL BANK	43	1,092,990	145	16,893,399	64	20,522,072	22	25,959,041	274	6.9	64,467,502	6.9	
PRIMELENDING	0	0	28	3,910,452	15	4,267,509	0	0	43	1.1	8,177,961	0.9	
PEOPLES STATE BANK	50	1,535,269	120	13,503,939	71	19,695,374	9	6,240,900	250	6.3	40,975,482	4.4	
REGIONS BANK	9	193,578	9	923,000	2	499,000	0	0	20	0.5	1,615,578	0.2	
REGIONS MORTGAGE	0	0	13	1,875,404	3	931,898	0	0	16	0.4	2,807,302	0.3	
RUOFF MORTGAGE	0	0	291	41,155,449	224	65,233,261	7	4,546,202	522	13.1	110,934,912	11.8	
UNITED STATES OF AMERICA	4	55,537	0	0	0	0	0	0	4	0.1	55,537	0	
UNION SAVINGS BANK	0	0	36	4,786,889	10	2,801,055	0	0	46	1.2	7,587,944	0.8	
WELLS FARGO BANK	1	30,000	14	1,773,575	7	2,070,333	2	1,247,500	24	0.6	5,121,408	0.5	
All Others	86	1,606,778	482	63,708,855	283	79,950,449	59	173,196,104	910	22.9	318,462,186	33.9	
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TOTALS	514	12,875,065	2053	260,633,713	1222	354,928,196	182	309,732,043	3971	100	938,169,017	100	



Mortgage Report covering all mortgages on Monroe County property, both residential and commercial, filed with the Monroe County Recorder during the month of October 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	Amount	
AMERICAN MTG SERVICE	0	0	5	659,292	3	1,050,000	0	0	8	1.6	1,709,292	1.4
BAXTER CREDIT UNION	0	0	5	790,450	0	0	0	0	5	1	790,450	0.7
BEDFORD FSB	1	20,000	0	0	1	261,000	0	0	2	0.4	281,000	0.2
BANK OF AMERICA	0	0	1	153,000	1	397,500	0	0	2	0.4	550,500	0.5
CRANE FEDERAL CREDIT UNION	0	0	3	352,000	0	0	0	0	3	0.6	352,000	0.3
FARM CREDIT MID AMERICA	2	89,400	0	0	0	0	0	0	2	0.4	89,400	0.1
FIRST FINANCIAL BANK	4	170,610	2	243,000	0	0	1	650,000	7	1.4	1,063,610	0.9
FREEDOM HOME MORTGAGE	0	0	5	849,072	3	816,826	0	0	8	1.6	1,665,898	1.4
FARMERS AND MECHANICS	0	0	0	0	0	0	0	0	0	0	0	0
FIFTH THIRD BANK	5	220,900	9	1,099,928	3	729,000	0	0	17	3.5	2,049,828	1.7
FIFTH THIRD MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
FAIR WAY LENDING (GALLERY MTG)	0	0	2	351,203	3	669,355	0	0	5	1	1,020,558	0.9
GERMAN AMERICAN BANCORP	3	164,000	15	2,021,393	6	1,677,800	5	3,062,450	29	5.9	6,925,643	5.8
HOOSIER HILLS CREDIT UNION	0	0	1	170,000	0	0	0	0	1	0.2	170,000	0.1
HALLMARK HOME MTG	0	0	0	0	1	447,950	0	0	1	0.2	447,950	0.4
INDIANA UNIVERSITY CREDIT UNION	41	1,562,350	34	4,437,641	29	8,080,533	7	11,139,000	111	22.6	25,219,524	21.1
JACKSON COUNTY BANK	0	0	1	86,580	1	292,000	0	0	2	0.4	378,580	0.3
JPMORGAN CHASE BANK	1	50,000	5	694,700	7	1,868,650	0	0	13	2.6	2,613,350	2.2
LOANDEPOTCOM	0	0	1	150,000	1	213,675	0	0	2	0.4	363,675	0.3
MORTGAGE MASTERS	0	0	5	835,705	5	1,383,055	1	603,500	11	2.2	2,822,260	2.4
MUTUALBANK	0	0	4	545,500	1	384,000	0	0	5	1	929,500	0.8
OWEN COUNTY STATE BANK	1	60,000	5	798,250	1	217,360	0	0	7	1.4	1,075,610	0.9
OLD NATIONAL BANK	10	368,865	13	1,446,624	5	1,639,913	4	4,233,843	32	6.5	7,689,245	6.4
PRIMELENDING	0	0	1	156,655	0	0	0	0	1	0.2	156,655	0.1
PEOPLES STATE BANK	10	444,600	13	1,477,857	14	3,965,850	1	578,000	38	7.7	6,466,307	5.4
REGIONS BANK	0	0	2	323,000	1	250,000	0	0	3	0.6	573,000	0.5
REGIONS MORTGAGE	0	0	4	581,750	0	0	0	0	4	0.8	581,750	0.5
RUOFF MORTGAGE	1	57,575	29	4,448,975	30	8,661,417	3	1,817,735	63	12.8	14,985,702	12.5
UNITED STATES OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
UNION SAVINGS BANK	0	0	9	1,263,600	3	959,900	0	0	12	2.4	2,223,500	1.9
WELLS FARGO BANK	0	0	2	244,300	1	304,000	0	0	3	0.6	548,300	0.5
All Others	6	248,909	54	7,866,749	23	6,150,472	12	21,729,100	95	19.3	35,995,230	30.1
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TOTALS	85	3,457,209	230	32,047,224	143	40,420,256	34	43,813,628	492	100	119,738,317	100



Mortgage Report covering all mortgages on Monroe 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	%	Docs	%
AMERICAN MTG SERVICE	0	0	34	5,327,741	31	9,615,042	1	560,000	66	1.7	15,502,783	1.7
BAXTER CREDIT UNION	10	363,000	18	2,691,410	14	4,124,823	0	0	42	1.1	7,179,233	0.8
BEDFORD FSB	3	89,125	5	673,911	11	2,830,520	0	0	19	0.5	3,593,556	0.4
BANK OF AMERICA	0	0	5	712,861	4	1,381,491	2	1,669,600	11	0.3	3,763,952	0.4
CRANE FEDERAL CREDIT UNION	13	475,800	9	1,010,000	0	0	0	0	22	0.6	1,485,800	0.2
FARM CREDIT MID AMERICA	5	241,022	3	388,009	2	627,915	1	679,000	11	0.3	1,935,946	0.2
FIRST FINANCIAL BANK	25	626,264	30	3,981,597	15	4,345,524	9	9,586,200	79	2	18,539,585	2
FREEDOM HOME MORTGAGE	0	0	17	2,536,280	12	3,494,312	0	0	29	0.7	6,030,592	0.6
FARMERS AND MECHANICS	4	139,739	1	113,000	0	0	0	0	5	0.1	252,739	0
FIFTH THIRD BANK	39	1,415,520	42	5,567,275	33	9,775,755	0	0	114	2.9	16,758,550	1.8
FIFTH THIRD MORTGAGE	0	0	0	0	0	0	0	0	0	0	0	0
FAIR WAY LENDING (GALLERY MTG)	2	120,000	37	5,456,069	31	8,499,731	0	0	70	1.8	14,075,800	1.5
GERMAN AMERICAN BANCORP	32	1,204,364	91	12,332,998	67	20,761,703	16	14,102,785	206	5.2	48,401,850	5.2
HOOSIER HILLS CREDIT UNION	6	246,520	20	2,846,920	8	2,089,030	3	1,745,500	37	0.9	6,927,970	0.7
HALLMARK HOME MTG	0	0	6	916,177	16	5,196,069	0	0	22	0.6	6,112,246	0.7
INDIANA UNIVERSITY CREDIT UNION	283	10,587,603	272	36,305,767	184	52,897,476	28	47,660,249	767	19.3	147,451,095	15.7
JACKSON COUNTY BANK	5	126,000	15	2,088,440	19	5,415,609	9	10,440,309	48	1.2	18,070,358	1.9
JPMORGAN CHASE BANK	32	1,505,500	46	5,576,360	34	9,505,742	0	0	112	2.8	16,587,602	1.8
LOANDEPOTCOM	1	63,000	11	1,511,258	7	1,814,617	0	0	19	0.5	3,388,875	0.4
MORTGAGE MASTERS	1	70,000	30	4,673,994	24	6,766,696	1	603,500	56	1.4	12,114,190	1.3
MUTUALBANK	17	681,448	20	2,788,593	7	1,962,500	0	0	44	1.1	5,432,541	0.6
OWEN COUNTY STATE BANK	19	833,950	27	4,176,149	22	6,869,240	15	12,478,603	83	2.1	24,357,942	2.6
OLD NATIONAL BANK	70	2,670,452	118	15,315,937	64	20,522,072	22	25,959,041	274	6.9	64,467,502	6.9
PRIMELENDING	2	123,664	26	3,786,788	15	4,267,509	0	0	43	1.1	8,177,961	0.9
PEOPLES STATE BANK	83	3,560,639	87	11,478,569	71	19,695,374	9	6,240,900	250	6.3	40,975,482	4.4
REGIONS BANK	12	365,578	6	751,000	2	499,000	0	0	20	0.5	1,615,578	0.2
REGIONS MORTGAGE	0	0	13	1,875,404	3	931,898	0	0	16	0.4	2,807,302	0.3
RUOFF MORTGAGE	14	910,635	277	40,244,814	224	65,233,261	7	4,546,202	522	13.1	110,934,912	11.8
UNITED STATES OF AMERICA	4	55,537	0	0	0	0	0	0	4	0.1	55,537	0
UNION SAVINGS BANK	0	0	36	4,786,889	10	2,801,055	0	0	46	1.2	7,587,944	0.8
WELLS FARGO BANK	3	145,500	12	1,658,075	7	2,070,333	2	1,247,500	24	0.6	5,121,408	0.5
All Others	129	4,362,496	439	60,953,137	280	78,488,304	62	174,658,249	910	22.9	318,462,186	33.9
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TOTALS	814	30,983,356	1753	242,525,422	1217	352,482,601	187	312,177,638	3971	100	938,169,017	100