



February 13, 2020

Through the first five weeks of 2020 our percentage of refinance orders relative to our overall order count is continuing at the same level as it was the second half of last year. Refinances are about 30% of all of our orders. Steady mortgage interest rates over the same seven plus months clearly is the reason why.

If your client asked what rates will do later this year, how do you answer that question? Here's two links to check out.

[http://www.mortgagenewsdaily.com/consumer\\_rates/](http://www.mortgagenewsdaily.com/consumer_rates/)

The above link to Mortgage News Daily lists a variety of articles that can be used to support just about any answer that you want to give. How convenient!

If you want to take a contrarian, but bullish position, check out this link from Housing Wire.

<https://www.housingwire.com/articles/ubs-fed-may-cut-rate-three-times-in-2020/>

The one thing we do know for sure is that right now there's an opportunity. We can all get a good start in 2020 and make this our best year ever, so far!

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In January we helped 283 people buy, sell or refinance their properties. Our title team produced new commitments in an average of 4.9 days. Our closing team provided seller side closing statements two or more days prior to closing in 96% of our transactions.

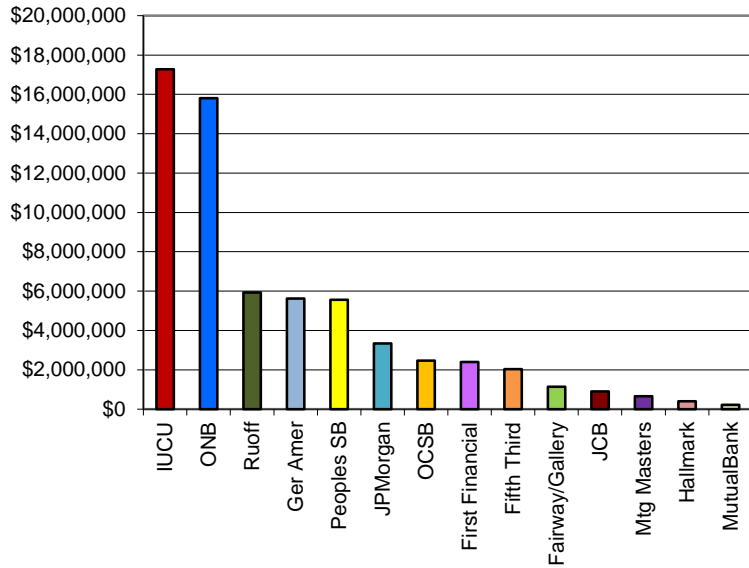
After January, recorded purchase transactions (deeds) are over 20% stronger than last year. Of course, small sample size caveats are in order. I'll be watching this comparison closely in the coming weeks!

~ John Bethell



People who care. Service you trust.

**Dollars - January 2020**



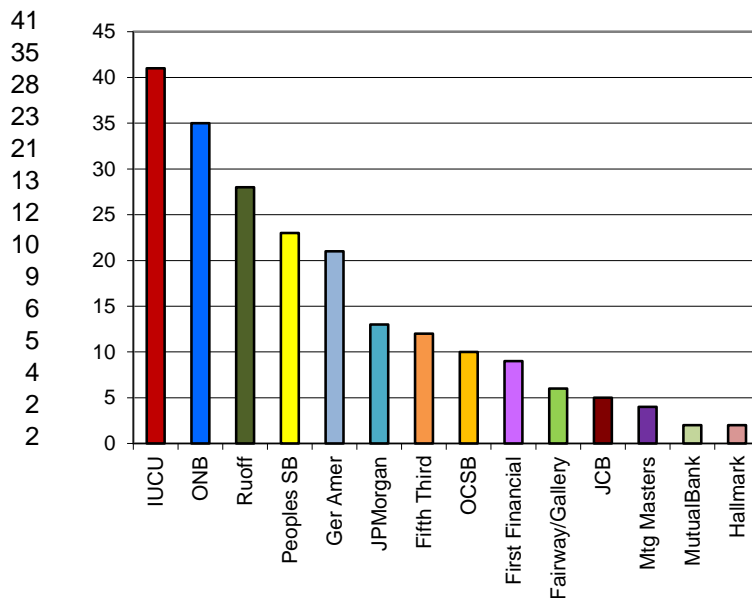
Residential and commercial property mortgages filed in Monroe County during January 2020.

IUCU	17,274,748
ONB	15,806,600
Ruoff	5,929,169
Ger Amer	5,623,155
Peoples SB	5,559,762
JPMorgan	3,339,939
OCSB	2,467,219
First Financial	2,398,503
Fifth Third	2,034,990
Fairway/Gallery	1,139,482
JCB	902,500
Mtg Masters	657,735
Hallmark	402,473
MutualBank	221,000

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

**Transactions January 2020**

- IUCU
- ONB
- Ruoff
- Peoples SB
- Ger Amer
- JPMorgan
- Fifth Third
- OCSB
- First Financial
- Fairway/Gallery
- JCB
- Mtg Masters
- MutualBank
- Hallmark





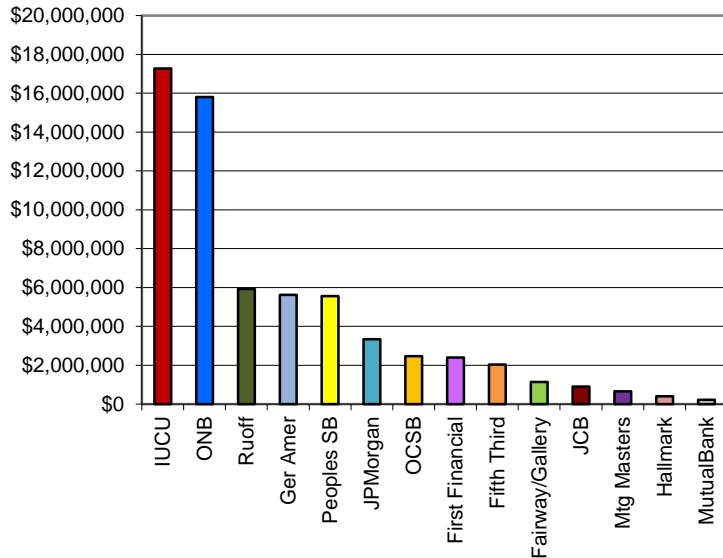
Mortgage Report covering all mortgages on Monroe County property, both residential and commercial, filed with the Monroe County Recorder during the month of January 2020.

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	4	590,915	4	1,123,025	0	0	8	2.2	1,713,940	1.4
BAXTER CREDIT UNION	0	0	0	0	1	420,000	0	0	1	0.3	420,000	0.3
BEDFORD FSB	0	0	0	0	2	658,500	0	0	2	0.6	658,500	0.5
BANK OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
CRANE FEDERAL CREDIT UNION	0	0	0	0	1	270,000	0	0	1	0.3	270,000	0.2
FARM CREDIT MID AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
FIRST FINANCIAL BANK	1	0	5	612,262	1	311,241	2	1,475,000	9	2.5	2,398,503	2
FREEDOM HOME MORTGAGE	0	0	8	1,126,228	4	953,194	0	0	12	3.3	2,079,422	1.7
FARMERS AND MECHANICS	0	0	0	0	0	0	0	0	0	0	0	0
FIFTH THIRD BANK	0	0	8	963,390	4	1,071,600	0	0	12	3.3	2,034,990	1.7
FAIR WAY LENDING (GALLERY MTG)	0	0	3	448,250	3	691,232	0	0	6	1.7	1,139,482	0.9
GERMAN AMERICAN BANCORP	4	107,000	8	1,067,220	5	1,354,480	4	3,094,455	21	5.8	5,623,155	4.6
HOOSIER HILLS CREDIT UNION	0	0	2	276,000	0	0	0	0	2	0.6	276,000	0.2
HALLMARK HOME MTG	0	0	1	179,746	1	222,727	0	0	2	0.6	402,473	0.3
INDIANA UNIVERSITY CREDIT UNION	11	297,325	18	1,895,375	9	3,009,000	3	12,073,048	41	11.4	17,274,748	14.2
JACKSON COUNTY BANK	1	36,500	1	126,000	3	740,000	0	0	5	1.4	902,500	0.7
JPMORGAN CHASE BANK	0	0	5	656,000	7	2,034,139	1	649,800	13	3.6	3,339,939	2.8
LOANDEPOTCOM	0	0	1	114,000	1	392,000	0	0	2	0.6	506,000	0.4
MORTGAGE MASTERS	0	0	4	657,735	0	0	0	0	4	1.1	657,735	0.5
MUTUALBANK	0	0	2	221,000	0	0	0	0	2	0.6	221,000	0.2
OWEN COUNTY STATE BANK	1	25,000	3	358,875	5	1,500,685	1	582,659	10	2.8	2,467,219	2
OLD NATIONAL BANK	6	188,598	16	1,980,152	8	2,347,850	5	11,290,000	35	9.7	15,806,600	13
PRIMELENDING	0	0	3	406,500	1	416,000	0	0	4	1.1	822,500	0.7
PEOPLES STATE BANK	4	117,200	11	1,133,862	4	1,156,200	4	3,152,500	23	6.4	5,559,762	4.6
REGIONS BANK	0	0	0	0	0	0	0	0	0	0	0	0
REGIONS MORTGAGE	0	0	1	69,350	0	0	0	0	1	0.3	69,350	0.1
RUOFF MORTGAGE	0	0	17	2,396,844	11	3,532,325	0	0	28	7.8	5,929,169	4.9
UNITED STATES OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
UNION SAVINGS BANK	0	0	8	1,013,500	0	0	0	0	8	2.2	1,013,500	0.8
WELLS FARGO BANK	0	0	4	484,400	0	0	0	0	4	1.1	484,400	0.4
All Others	8	125,142	56	7,527,304	32	8,588,573	7	33,044,858	103	28.7	49,285,877	40.6
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
TOTALS	36	896,765	189	24,304,908	107	30,792,771	27	65,362,320	359	100	121,356,764	100



People who care. Service you trust.

**Dollars - Year-to-Date through January 2020**



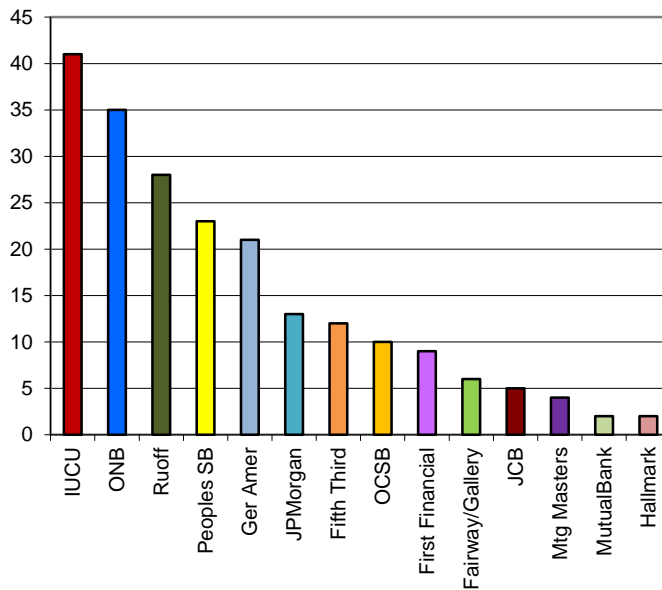
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MutualBank	221,000

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

**Transactions - Year-to-Date through January 2020**

IUCU	41
ONB	35
Ruoff	28
Peoples SB	23
Ger Amer	21
JPMorgan	13
Fifth Third	12
OCSB	10
First Financial	9
Fairway/Gallery	6
JCB	5
Mtg Masters	4
MutualBank	2
Hallmark	2





Mortgage Report covering all mortgages on Monroe County property, both residential and commercial, filed with the Monroe County Recorder during 2020.

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	Docs	Amount	Docs	Amount	Docs	Amount	Docs	Amount	Docs	%	Amount	%
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BEDFORD FSB	0	0	0	0	2	658,500	0	0	2	0.6	658,500	0.5
BANK OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
CRANE FEDERAL CREDIT UNION	0	0	0	0	1	270,000	0	0	1	0.3	270,000	0.2
FARM CREDIT MID AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
FIRST FINANCIAL BANK	1	0	5	612,262	1	311,241	2	1,475,000	9	2.5	2,398,503	2
FREEDOM HOME MORTGAGE	0	0	8	1,126,228	4	953,194	0	0	12	3.3	2,079,422	1.7
FARMERS AND MECHANICS	0	0	0	0	0	0	0	0	0	0	0	0
FIFTH THIRD BANK	0	0	8	963,390	4	1,071,600	0	0	12	3.3	2,034,990	1.7
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MUTUALBANK	0	0	2	221,000	0	0	0	0	2	0.6	221,000	0.2
OWEN COUNTY STATE BANK	1	25,000	3	358,875	5	1,500,685	1	582,659	10	2.8	2,467,219	2
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TOTALS	36	896,765	189	24,304,908	107	30,792,771	27	65,362,320	359	100	121,356,764	100



Mortgage Report covering all mortgages on Monre County property, both residential and commercial, filed with the Monroe County Recorder during the month of January 2020.

Lender	0 to \$75,000		\$75,001 to \$199,999		\$200,000-\$510,400		\$510,401 & up		Total		Total	
	Docs	Amount	Docs	Amount	Docs	Amount	Docs	Amount	Docs	%	Amount	%
AMERICAN MTG SERVICE	0	0	4	590,915	4	1,123,025	0	0	8	2.2	1,713,940	1.4
BAXTER CREDIT UNION	0	0	0	0	1	420,000	0	0	1	0.3	420,000	0.3
BEDFORD FSB	0	0	0	0	2	658,500	0	0	2	0.6	658,500	0.5
BANK OF AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
CRANE FEDERAL CREDIT UNION	0	0	0	0	1	270,000	0	0	1	0.3	270,000	0.2
FARM CREDIT MID AMERICA	0	0	0	0	0	0	0	0	0	0	0	0
FIRST FINANCIAL BANK	2	70,000	4	542,262	2	811,241	1	975,000	9	2.5	2,398,503	2
FREEDOM HOME MORTGAGE	0	0	8	1,126,228	4	953,194	0	0	12	3.3	2,079,422	1.7
FARMERS AND MECHANICS	0	0	0	0	0	0	0	0	0	0	0	0
FIFTH THIRD BANK	0	0	8	963,390	4	1,071,600	0	0	12	3.3	2,034,990	1.7
FAIR WAY LENDING (GALLERY MTG)	0	0	3	448,250	3	691,232	0	0	6	1.7	1,139,482	0.9
GERMAN AMERICAN BANCORP	5	157,000	7	1,017,220	7	2,369,480	2	2,079,455	21	5.8	5,623,155	4.6
HOOSIER HILLS CREDIT UNION	0	0	2	276,000	0	0	0	0	2	0.6	276,000	0.2
HALLMARK HOME MTG	0	0	1	179,746	1	222,727	0	0	2	0.6	402,473	0.3
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MUTUALBANK	0	0	2	221,000	0	0	0	0	2	0.6	221,000	0.2
OWEN COUNTY STATE BANK	1	25,000	3	358,875	5	1,500,685	1	582,659	10	2.8	2,467,219	2
OLD NATIONAL BANK	8	295,857	14	1,872,893	8	2,347,850	5	11,290,000	35	9.7	15,806,600	13
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