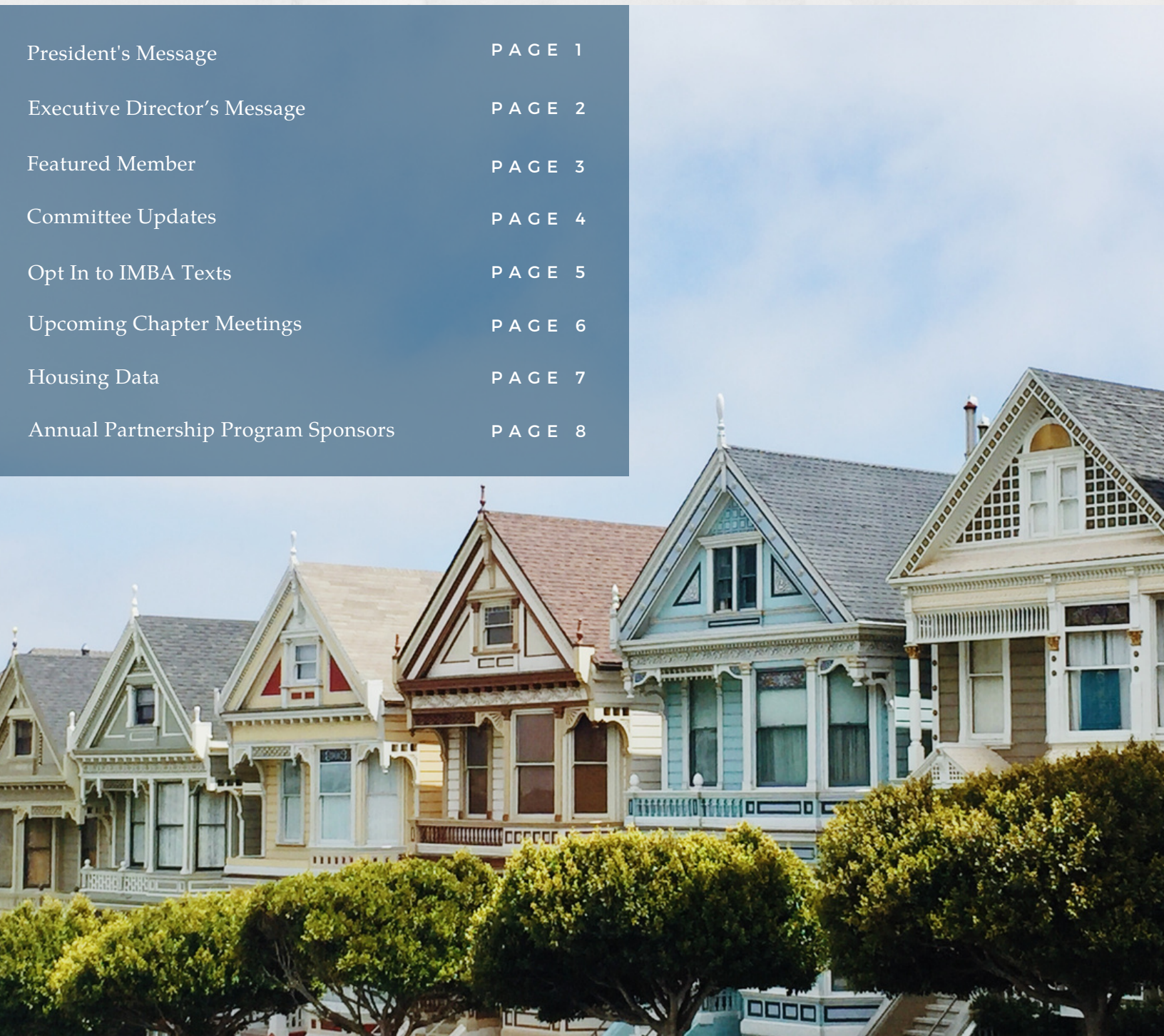




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# PRESIDENT'S MESSAGE



## Greg Pilling

Mortgage Loan Originator  
Everwise Credit Union

I am honored to be the new president of the Indiana Mortgage Bankers Association. I am excited to work with all of you to advocate for our industry and to help the IMBA grow.

I know that the past few years have been challenging for our industry. The pandemic, inflation and rising interest rates have all created uncertainty in the housing market. I am confident that we will overcome these challenges together. We have faced challenges in the past, and we have always come out stronger – this time will be no different.

One of my goals as president is to make the IMBA a fun and engaging organization for our members. We need to find new ways to connect with each other and share ideas. I am committed to making the IMBA a go-to resource to learn, grow and network with peers.

One way that we are working toward these goals is by holding the first IMBA Technology Conference on Nov. 14. I am really excited about this opportunity to come together and hear how technology is changing, how it will impact our industry in the future and what we can do to best utilize it today. Please make every effort to come and experience this new event.

I would like to challenge each of our members to consider bringing at least two people to this conference, with one of those people being responsible for technology within their organization. Each additional conference attendee will both bring value to others around them and learn how they can do their job better. Please bring as many attendees as you can so that we can successfully kick off this new event.

Another way that we are working towards our goals is by expanding the IMBA to additional chapters throughout the state. In the last year we have revitalized the Southwest Chapter and started the Wabash Valley Chapter. There are also opportunities for chapters in Southeastern Indiana and Lafayette. If you have team members who are in any of these areas, please have them connect with me so that we can have a conversation about the possibility of starting or strengthening these chapters.

I am looking forward to working with all of you to make the IMBA the best it can be. Thank you for your support!

Sincerely,

Greg Pilling  
President  
Indiana Mortgage Bankers Association

# EXECUTIVE DIRECTOR'S MESSAGE



## Dax Denton

Executive Director

Indiana Mortgage Bankers Association

Developing the next generation of leaders is vital to the future success and growth of the mortgage banking industry. With this in mind, it is important that the IMBA continues to create opportunities to assist in the development of the next generation of industry leaders. Through the AI Thorup Future Leaders Program (available in spring and fall), the IMBA has created a valuable opportunity to build a foundation for the development of new industry leaders.

The fall 2023 class of the AI Thorup Future Leaders Program will begin Oct. 23 in Indianapolis. The second and third installments of the program will occur on Nov. 13 and Dec. 11, respectively. Each full-day class is designed to cover various aspects of our industry – from a global view of the industry and loan production, to underwriting and secondary markets, and everything in between. Participants will leave the program better informed and prepared to grow within our industry. For more information about the Future Leaders Program, visit [indianamba.org/Future-Leaders-Class](https://indianamba.org/Future-Leaders-Class) or contact Ross Teare at [rteare@indiana.bank](mailto:rteare@indiana.bank).

In addition to the Future Leaders Program, we are exploring ways to create new opportunities for new leaders to engage with the IMBA. Incorporating recent graduates from the Future Leaders program into the various components of the IMBA is mutually beneficial – the organization will benefit from different perspectives, and the opportunity for engagement will create better informed industry leaders. Stay tuned as the IMBA explores new opportunities for engagement in the future.

It is vital to help cultivate the next generation of industry leaders. In many respects, the future of the industry rests with those that will step up and take on the challenges ahead. It is not enough to simply identify those individuals – we must provide them with opportunities to grow and develop within their chosen profession. That development takes time, resources and commitment, but the payoff to your organization and the industry as a whole is immeasurably impactful.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dax Denton', written over a light blue horizontal line.

Dax Denton  
Executive Director  
Indiana Mortgage Bankers Association



## Kyle Lunford Ruoff Mortgage



**CLICK THE ICON ABOVE TO WATCH!**

Kyle Lunford is Director of Homeownership & Community Development at Ruoff Mortgage. He has been in the mortgage and banking industry since 2008. He earned his bachelor's degree from Bethel College and an MBA from the University of Saint Francis. Kyle serves on the board for the nonprofit Heroes Camp and is also currently serving a three-year term on the board of PBS 39.



# COMMITTEE UPDATES

## EDUCATION COMMITTEE

### Technology Conference - Nov. 14

IMBA's Education Committee is pleased to announce that registration is open for the NEW 2023 Technology Conference! The conference is scheduled for Nov. 14 at the Ritz Charles in Carmel. See below for the conference agenda.

[CLICK HERE TO REGISTER!](#)

8:30 – 9:15 am	Registration & Networking
9:15 – 10:00 am	The Future of Technology - Panel Presentation
10:00 – 10:30 am	Refreshment Break with Exhibitors
10:30 – 11:15 am	The Future of Operations - Representative from Candor
11:15 am – 12:15 pm	FinTech Showcase - SimpleNexis
12:15 – 1:15 pm	Lunch
1:15 – 2:00 pm	Cybersecurity Panel
2:00 – 2:30 pm	Refreshment Break with Exhibitors
2:30 – 3:30 pm	Choosing the Right Vendor Steven Cooley, Founder, Mortgage Advisor Tools
3:30 pm	Conference Adjourns

## MEMBERSHIP COMMITTEE



It's that time of year! Watch for your annual dues renewal to arrive the week of Nov. 13.

**ANNUAL  
PARTNER  
PROGRAM**

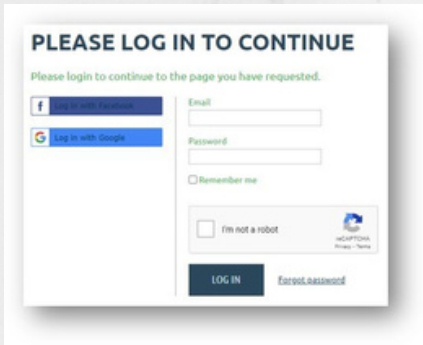
IMBA staff will be connecting with potential Annual Partnership Program (APP) participants beginning in November to discuss 2024 opportunities. We look forward to your continued support of the IMBA!



# OPT IN TO IMBA TEXTS

In a recent survey of the IMBA membership, we heard that one of the top ways that you would like to be communicated with is through text messaging. We now have that capability, but we need you to provide your consent in order to send you IMBA texts. You are able to provide your consent through your profile on our site. Here are some simple instructions for how to do that:

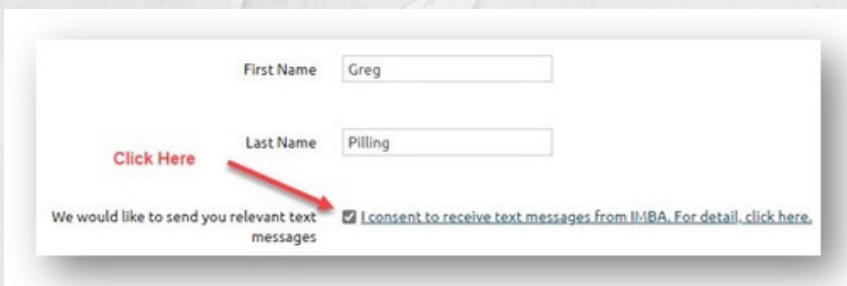
1. Click this [link](#) to go to your profile (or copy <https://www.indianamba.org/Sys/Profile> into your browser)
2. You will be taken to the login screen for the site. Enter your credentials to log in to your account and access your membership profile:



3. Now you will see your profile. Click EDIT PROFILE.



4. Scroll down the page. After your name, you will see a box to check to consent to receive text message. Click that box.



5. Scroll back up the page and click SAVE.



6. Sit back, relax, and enjoy the text messages you will receive from the IMBA!

# UPCOMING CHAPTER MEETINGS

## NORTHEAST - FORT WAYNE CHAPTER

### Neighborhoods for All Hoosiers Event

October 11, 2023 - 5:30 pm

Electric Works - Car Workplaces -

Stadium Conference Seating (Building 19)

1690 Broadway, Fort Wayne, IN 46802

Cost: \$29.99

(Price: \$20 gift card for any food/beverage option at Union Market Place)

[CLICK HERE TO REGISTER!](#)

### NEIMBA Trivia Night

November 8, 2023

Ceruti's Summit Park - Diamond Room

6601 Innovation Blvd.

Fort Wayne, IN 46818

*More details coming soon!*

## GREATER INDIANAPOLIS CHAPTER

### Mindset Planning - Scott Albrecht

October 18, 2023

COhatch Broad Ripple

6151 Central Ave.

Indianapolis, IN 46220

*More details coming soon!*

## NORTHWEST - MERRILLVILLE CHAPTER

### General Membership Meeting - What Does an Appraisal Look Like in Today's Market?

October 19, 2023 - Registration: 11:30 am, Event: 12 pm

Avalon Manor

3550 E. Lincoln Hwy, Merrillville, IN 46410

Cost: \$35

[CLICK HERE TO REGISTER!](#)

## SOUTH CENTRAL CHAPTER

### SCIMBA Annual Workshop

October 27, 2023 - 9:00 am

Ivy Tech Bloomington

200 Daniels Way, Bloomington, IN 47404

Event will include top producing lender panel.

*More details coming soon!*

# INDIANA & NATIONAL HOUSING DATA

## RESEARCH INSIGHTS QUARTERLY

Q2 2023

### MBA Mortgage Finance Forecast

August 21, 2023

	2022				2023				2024				2022	2023	2024	2025
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
<b>Housing Measures</b>																
Housing Starts (SAAR, Thous)	1,718	1,636	1,446	1,405	1,385	1,447	1,443	1,452	1,465	1,456	1,466	1,499	1,551	1,432	1,472	1,555
Single-Family	1,182	1,084	901	850	834	929	927	976	1,010	1,018	1,039	1,078	1,004	916	1,036	1,125
Two or More	535	551	545	556	552	518	516	476	455	438	427	421	547	515	435	430
<b>Home Sales (SAAR, Thous)</b>																
Total Existing Homes	6,057	5,373	4,770	4,197	4,327	4,250	4,182	4,283	4,370	4,489	4,665	4,896	5,099	4,298	4,605	5,027
New Homes	776	609	580	598	638	694	705	731	743	751	755	769	641	692	755	785
<b>FHFA US House Price Index (YOY % Change)</b>																
	18.8	17.9	14.2	8.3	4.3	2.0	0.7	0.0	-0.2	-0.1	0.3	1.0	8.3	0.0	1.0	3.9
<b>Median Price of Total Existing Homes (Thous \$)</b>																
	365.8	405.9	391.5	372.8	366.7	397.5	398.4	386.1	384.7	383.6	384.1	384.2	384.0	387.2	384.2	386.2
<b>Median Price of New Homes (Thous \$)</b>																
	431.3	447.0	465.4	479.5	434.8	414.4	409.6	430.3	435.3	430.5	430.5	433.2	455.8	422.3	432.4	440.9
<b>Interest Rates</b>																
30-Year Fixed Rate Mortgage (%)	3.9	5.3	5.7	6.6	6.4	6.5	6.8	6.2	5.9	5.6	5.3	5.0	6.6	6.2	5.0	4.6
10-Year Treasury Yield (%)	1.9	2.9	3.1	3.8	3.6	3.6	4.0	3.6	3.4	3.3	3.2	3.1	3.8	3.6	3.1	2.9
<b>Mortgage Originations</b>																
<b>Total 1- to 4-Family (Bill \$)</b>																
Purchase	391	489	398	341	267	371	363	371	324	406	405	382	1,619	1,372	1,517	1,707
Refinance	317	207	95	68	66	92	81	94	105	126	147	153	686	333	531	648
Refinance Share (%)	45	30	19	17	20	20	18	20	24	24	27	29	30	20	26	28
<b>FHA Originations (Bill \$)</b>																
													228	139	150	149
<b>Total 1- to 4-Family (000s loans)</b>																
Purchase	2,223	2,031	1,364	1,102	895	1,239	1,181	1,243	1,158	1,434	1,496	1,453	6,720	4,558	5,542	6,279
Refinance	1,110	1,334	1,054	884	686	948	926	946	827	1,036	1,033	972	4,382	3,505	3,867	4,272
Refinance Share (%)	50	34	23	20	23	23	22	24	29	28	31	33	35	23	30	32
<b>Mortgage Debt Outstanding</b>																
<b>1- to 4-Family (Bill \$)</b>																
	12,708	12,989	13,217	13,381	13,430	13,554	13,652	13,733	13,793	13,855	13,916	13,971	13,381	13,733	13,971	14,255

**Notes:**

As of the August 2023 forecast, 2022 origination volume was revised based on the 2022 Home Mortgage Disclosure Act data.  
 Total 1-to-4-family originations and refinance share are MBA estimates. These exclude second mortgages and home equity loans.  
 Mortgage rate forecast is based on Freddie Mac's 30-Yr fixed rate which is based on predominantly home purchase transactions.  
 The 10-Year Treasury Yield and 30-Yr mortgage rate are the average for the quarter, but annual columns show Q4 values.  
 The FHFA US House Price Index is the forecasted year over year percent change of the FHFA Purchase-Only House Price Index.  
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[Mortgage Applications Decrease in Latest MBA Weekly Survey | MBA](#)

[Commercial and Multifamily Mortgage Debt Outstanding Increased by \\$37.7 Billion in Second-Quarter 2023 | MBA](#)



# ANNUAL PARTNERSHIP PROGRAM PARTNERS

CLICK THE LOGO TO VISIT THEIR WEBPAGE!

## PLATINUM PARTNERS



## GOLD PARTNERS



## SILVER PARTNERS

