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Date: December 12, 2001
 From: Gina Clemmer, New Urban Research
 Re: News Release

Research indicates not all lenders treat homebuyers equally

If you are like most aspiring homebuyers you assume that getting a home loan depends solely on factors such as how much money you make, how good (or bad) your credit is and how much you want to borrow. This is true to a certain extent. However, recent research indicates that not all Portland area lenders treat home loan applicants equally.

New Urban Research, a local research firm, analyzed 2000 Home Mortgage Disclosure Act (HMDA) data and found some interesting results. Thirty lenders received most of the Multnomah County home loan applications. Although lenders must follow certain lending guidelines, the data clearly show that some lenders are more apt to deny applicants. Out of the 30 lenders, the top 10 that denied applicants the most were:

Lenders That Most Frequently Denied Multnomah County Home Loan Applicants in 2000						
	Lender	Applicants Denied		Applicants Approved		Applicant Characteristics
		Percent	Number	Percent	Number	
1	The Cit Group/Sales Financing (akaTyco Capital)	73.7%	165	8.9%	20	Median Income: \$46,000 % Minority: 7
2	Conseco Finance Servicing Corp	65.5%	211	15.5%	50	Median Income: \$62,000 % Minority: 7
3	Greenpoint Credit, Llc	47.7%	82	27.9%	48	Median Income: \$63,500

						% Minority: 31
4	Oakwood Acceptance Corporation	33.3%	57	3.5%	6	Median Income: \$62,000 % Minority: 16
5	Greenpoint Mortgage Funding	22.2%	76	60.1%	206	Median Income: \$58,000 % Minority: 15
6	Irwin Mortgage Corporation	16.3%	33	74.4%	151	Median Income: \$51,000 % Minority: 53
7	First Horizon Home Loan Corp.	15.5%	141	80.6%	731	Median Income: \$54,000 % Minority: 10
8	Crossland Mortgage Corporation	13.1%	64	79.3%	386	Median Income: \$53,000 % Minority: 12
9	Chase Manhattan Mortgage Corp	12.9%	21	76.7%	125	Median Income: \$54,000 % Minority: 19
10	Provident Funding Associates	12.5%	81	51.4%	333	Median Income: \$55,000 % Minority: 11

Source: Home Mortgage Disclosure Act Data, 2000. Information compiled by New Urban Research.

Notably, Bank of America ranked 13 out of 30 and US Bank ranked 17.

So where can hopeful applicants go if they would like to get a loan? Lenders that had the highest approval rates were:

Lenders That Most Frequently Approved Multnomah County Home Loan Applicants in 2000				
	Lender	Applicants Approved		Applicant Characteristics
		Percent	Number	
1	Capitol Commerce Mortgage	98.7%	229	Median Income:\$58,000 % Minority: 8
2	Abnamro Mortgage Group Inc.	97.3%	255	Median Income:\$53,500 % Minority: 19
3	Prism Mortgage Company	97.1%	672	Median Income:\$56,000 % Minority: 12
4	Homestreet Bank	94.8%	343	Median Income:\$51,000 % Minority: 23
5	First Franklin Financial Corp	92.8%	321	Median Income:\$60,000 % Minority: 10
6	Washington Mutual Bank	92.0%	1179	Median Income:\$60,000 % Minority: 12
7	Wells Fargo Home Mortgage	91.4%	645	Median Income:\$53,000 % Minority: 14
8	Cendant Mortgage	89.0%	260	Median Income:\$64,000 % Minority: 7
9	Sierra Pacific Mortgage Co Inc	88.8%	238	Median Income:\$56,000 % Minority: 30
10	Portland Teachers Credit Union	88.6%	140	Median Income:\$62,000 % Minority: 9

Source: Home Mortgage Disclosure Act Data, 2000. Information compiled by New Urban Research.

Low-income homebuyers have a much more difficult time buying a home due to lack of capital and often a compromised credit history. Far fewer low-income people apply to buy homes however for those that do, certain lenders are a better bet. The top five lenders all had above 92% approval rates for low-income applicants. These were Capitol Commerce Mortgage, Prism Mortgage Company, Abnamro Mortgage Group Inc., Homestreet Bank and First Franklin Financial Corporation.

A complete copy of this research may be obtained from the New Urban Research website at www.smartgirltechnologies.com or more information on HMDA data in

general can be obtained from the Federal Financial Institutions Examination Council website at www.ffiec.gov.

New Urban Research is a Portland, Oregon based social research and technology consulting firm.