

**Anti-Predatory Lending Database
Semi-Annual Summary Report
November 1, 2017**



**Governor Bruce Rauner
Secretary Bryan Schneider
Department of Financial and Professional Regulation**

ABOUT THE INFORMATION IN THIS REPORT

THIS REPORT IS BASED ON STATISTICAL INFORMATION FROM THE ANTI-PREDATORY LENDING DATABASE ("APLD") PURSUANT TO 765 ILCS 77/70. THE APLD WENT INTO EFFECT ON JULY 1, 2008.

Illinois Department of Financial and Professional Regulation

Office of the Secretary

BRUCE RAUNER
Governor

Bryan Schneider
Secretary

November 1, 2017

Governor Bruce Rauner
207 State House
Springfield, IL 62706

Illinois General Assembly
State House
Springfield, IL 62706

Dear Governor Rauner & Members of the General Assembly:

As required by Section 70(k) of the Residential Real Property Act, enclosed is the Department's semi-annual report detailing certain findings regarding the Anti-Predatory Lending Database Program. We are grateful for the opportunity to provide you this report. If you have any questions, please do not hesitate to contact me at (312) 814-2837 or Bryan.Schneider@Illinois.Gov.

Very truly yours,



Bryan A Schneider

Summary of Anti-Predatory Lending Database (APLD) Program

- Loans that trigger the APLD's counseling requirement continue to be offered in the program area and represent approximately 0.7% of all loans entered into the APLD. Loans that trigger the counseling requirement include adjustable rate, interest-only and negative amortization loans, as well as loans with points and fees exceeding 5% of principal, and loans with prepayment penalties.
- Product offering trend data suggests the APLD's counseling requirement has deterred loan originators from offering loans with predatory or exotic characteristics.
- On average, it takes 1.15 *fewer* days to close a loan *with* counseling than to close a loan *without* counseling (calculated since program inception on July 1, 2008). This differential has been steadily decreasing from a high point of 8 days *longer* in 2010.
- Since the program's inception, a total of 7,303 loans required borrower counseling. Of these, 3,858 (53%) loans were closed, and 3,445 (47%) were not closed. In comparison, for *all* loans registered with the APLD since inception the closing rate was 56%.
- The APLD has facilitated timelier licensing renewals, enhanced data accuracy, and enforcement actions by the Illinois Department of Financial and Professional Regulation (IDFPR).
- APLD data has supported investigations and disciplinary actions by enabling IDFPR to uncover fraudulent lending activity, unlicensed activity, unregistered loan originators, unreported branch offices and unreported changes of a licensee location.
- IDFPR examiners routinely access the database's reporting capabilities to analyze data in real time. This has enhanced examination capabilities. Reports from the APLD are required for all examinations and have been used to support findings and ratings.
- IDFPR has found no evidence that the APLD restricts responsible mortgage lending in the four-county program area.

APLD FACTS AT A GLANCE¹

(Cumulative to date since program inception on July 1, 2008)

- Loans registered with the APLD: **1,028,404**
- Loans closed: **576,262**
- Borrowers requiring counseling: **10,518**
- Borrowers requiring counseling by county: Cook (**9,640**); Kane (**306**); Peoria (**64**); and Will (**508**)
- Loan types requiring counseling:²
 - Interest Only Loans: **2,430**
 - Negative Amortization Loans: **825**
 - Loans with Points and Fees Exceeding 5%: **1,090**
 - Loans with Prepayment Penalty: **2,696**
 - Adjustable Rate Loans: **1,104**
- Loans requiring counseling that had loan terms changed after counseling: **23,718**
- Actively licensed mortgage brokers/loan originators who have entered loans into the APLD: **8,975**

Investigations and Other Regulatory Actions Based on APLD Information

During the November 2017 reporting period (April 1, 2017 – September 30, 2017), 5 investigations and enforcement actions resulted from information obtained from the APLD. These actions involved:

- Mortgage banking licensees (2)
- Mortgage loan originators (0)
- Title agents (3)

¹ Statistics for each county can be found in the table on page 9.

² The total number of loans reflected in this section does not match the total number of borrowers requiring counseling because individual mortgage loans often have more than one borrower, borrowers may have chosen not to attend counseling (and thus not proceeded with the loan), or the loan may have contained multiple counseling triggers.

Types of Non-Traditional Mortgage Products Being Offered and Lending Trends

The regularity of non-traditional mortgages being offered in the market dipped slightly this past reporting period, even though there was a noteworthy increase in registered mortgage transactions. These types of mortgages include: interest-only loans, negative amortization loans, pre-payment penalty loans, adjustable rate loans with initial terms of three years or less and loans with points and fees exceeding 5%. Loan terms such as these constitute “triggers,” such that counseling is mandatory.

The APLD allows IDFPR to track lending trends. During the reporting period, April 1, 2017 – September 31, 2017, the APLD data reflected an increase of 7% in the number of loans registered with the APLD. There were 72,045 loans registered this period, versus 67,046 loans registered in the last reporting period in the APLD. Refinancing activity decreased by 17% while purchase activity increased over 23%. First time home buyer activity increased almost 23%. Purchases for primary residences and first time homebuyer purchase activity increased significantly versus the last reporting period’s activity. Both first time homebuyers and Primary Residences purchases showed an almost 40% swing increase versus last reporting period. Data further shows a 22% increase in the number of borrowers requiring counseling during the reporting period. A substantial increase in the number of loans that require counseling. This increase was most likely due to the substantial increase in home purchases, increased refinancing activity in combination with the increase of non-traditional loans being offered in the market place.

For the first time in four reporting periods, there was a loan containing pre-payment penalties registered. This is a result of federal legal requirements applicable to certain aspects of mortgage lending. However, loans containing 3 of the other five counseling “triggers” continue to be registered at an increased pace. A listing of the number of loans that were offered in each “trigger” category may be found on pages 8-9 of this report. For the second straight reporting period, points and fees exceeding 5% required the most counseling, almost double the number from last reporting period, when it also was the leading trigger for counseling. Negative Amortization Loans followed by adjustable rate loans and interest only completes the list.

The mortgage and real-estate markets continue to demonstrate a great deal of volatility. Mortgage interest rates remain very low while real-estate values continue to rise, accounting for the rise in First Time Homebuyers and Purchases of Primary Residences. Mortgage lenders appear to be loosening tight underwriting standards. It was recently reported in the Chicago Tribune (10-15-2017 edition) that the overall fraud risk in home mortgages is up 16.9% in the last 12month period tracked by data analytics firm CoreLogic. Mortgage application fraud was found in 1 of every 122 mortgage applications, up from one of every 143 in the same period in 2016. Stated loan activity is reported to still be on the upswing and is not currently among the counseling standards that trigger the APLD’s counseling requirement.

APLD data from the reporting period continues to contradict the common assertion that mortgage loans containing unfavorable or non-traditional terms are no longer being originated. The APLD program is an effective tool to track exotic loans and also provides helpful counseling

for borrowers to better understand the terms of the loan product. The APLD enables borrowers to make informed decisions on whether to utilize exotic loan products.

IDFPR Utilization of APLD Data to Combat Mortgage Fraud, Predatory Lending, and Other Questionable Practices

IDFPR regularly uses APLD data to generate leads and verify and investigate potential lending-related violations. For example, during the reporting periods, title escrow servicers are routinely found engaging in improper practices. Such practices included closing loans with certificates of exemption when a certificate of compliance was required, failing to recognize that counseling should have taken place, creating fraudulent certificates, and closing loans without ever being entered into the APLD. As a result, in each case the closing agent failed to enter the required data at the closing, depriving the borrower of the protection afforded by the closing agent's scrutiny of the final loan terms. Some loans are closed with no data entry by either the originator or closing agent by utilizing a certificate of exemption. It was also discovered that certain licensees were not aware of the improper closing procedures and failed to adequately audit their files post-closing.

All APLD entries in which housing counselors have indicated "Indicia of Fraud" are investigated. IDFPR personnel often interview the counselor, loan originator, seller, and/or borrower. Subject files are requested from loan originators for review. Files are also reviewed for counselor comments such as "Close to Cannot Afford" or "Cannot Afford" and "borrower does not understand loan terms".

IDFPR requires licensees to submit a monthly report of loan repurchase demands. IDFPR routinely reviews these files and compares them to data that was entered into the APLD to ensure full compliance with lending laws and regulations. The files are reviewed for practices such as fraudulent documentation, misrepresented income and fraud as to occupancy.

IDFPR analyzes data regarding properties resold for a higher price within 10 days to search for illegal "flipping."

IDFPR routinely tracks the APLD for loans in which payment-to-income ratios are greater than 40%. Debt-to-income ratios are also tracked. Loans found to contain excessive ratios will result in an IDFPR audit to determine whether the lender failed to verify the borrower's ability to repay the loan, as required by law.

Inaccurate data entry by loan originators had been a recurring problem. This compromises the integrity of the data available to IDFPR and diminished the usefulness of the database. Enforcement actions have resulted in the increased accuracy of the data being entered. A report has been created which allows administrators of mortgage licensees to monitor the data input of their loan originators. As a result of IDFPR scrutiny, the incidences of inaccurate data have declined significantly.

Custom reports are generated on a regular basis at the request of IDFPR, examiners, investigators, and the APLD team when specific information is required.

Other Initiatives

In October 2015 IDFPR successfully implemented an APLD electronic interface that can be integrated into substantially all commercially available mortgage loan origination software. The interface, when integrated, allows Illinois mortgage licensees, both in and out of state, to electronically transfer loan files from their proprietary loan origination systems directly into the APLD database. Previously licensees were required to manually input much of the same loan data into both systems, which resulted in duplicative effort that was time consuming and expensive. The interface was developed at no cost to the state and there is no cost to the industry for its connection. It is the licensees' option and responsibility to integrate the interface into their operating systems. Specifications for the interface were initially distributed to 880 licensees. Several of these licensees have developed, are developing or in the process of developing the interface. Currently the APLD Program is in the process of further modernizing and updating the process of data entry into the database. On September 15, 2017 Governor Rauner signed Senate Bill 776 into law as Public Act 100-0509 which modernizes and streamlines several of the processes under the current Anti-Predatory Lending Database (APLD) Program. These changes to the APLD will make it more user friendly for both industry and borrowers while still providing borrowers with the knowledge necessary to make sound financial decisions about home ownership. Recently the APLD has been in discussions with the three largest users of the database who are interested in developing the interface following the implementation of the changes resulting from Public Act 100-0509. Modernizing and streamlining the Predatory Lending Database Program is intended to make the APLD a better experience for all. It is estimated that if all licensees implemented the interface, as many as 55,000 hours of wasted time could be eliminated. In addition to saving time and costs, we anticipate that implementation of the interface will enable our licensees to be more compliant.

STATISTICAL INFORMATION

Required Data Pursuant to Act:	October 2017 Reporting Period (4/1/17 - 9/30/17)	April 2017 Reporting Period (10/1/16 - 3/31/17)
Loans Registered with APLD³	72,045	67,046
Refinancing Primary Residence	20,600	24,835
Purchasing Primary Residence	37,169	28,550
First Time Homebuyers	30,773	23,817
Loans Closed in APLD	37,803	35,318
Borrowers Requiring Counseling	483	374
Loans Requiring Counseling⁴	419	328
Interest Only Loans	36	44
Negative Amortization Loans	122	123
Loans with Points and Fees Exceeding 5%	208	128
Loans with Prepayment Penalty	1	0
Adjustable Rate Loans	82	73
Loans Modified to Avoid Counseling	1,515	1,407
Loans Exempt from APLD	73,035	71,248

³ The totals may include loans that are in process or have been abandoned.

⁴ The number of loans requiring counseling is often less than the number of borrowers requiring counseling because there may be multiple borrowers per loan.

Required Data Pursuant to Act:⁵	October 2017 Reporting Period (4/1/17 - 9/30/17)			
	Cook County	Kane County	Peoria County	Will County
Loans Registered with APLD⁶	54,778	6,876	761	9,630
Refinancing Primary Residence	15,582	1,837	238	2,943
Purchasing Primary Residence	27,452	4,005	450	5,262
First Time Homebuyers	23,407	2,986	329	4,051
Loans Closed in APLD	27,923	3,949	415	5,516
Borrowers Requiring Counseling	374	29	5	75
Loans Requiring Counseling⁷	324	24	5	66
Interest Only Loans	31	0	0	5
Negative Amortization Loans	91	5	2	24
Loans with Points and Fees Exceeding 5%	166	13	3	26
Loans with Prepayment Penalty	1	0	0	0
Adjustable Rate Loans	60	7	0	15
Loans Modified to Avoid Counseling	1,145	128	30	212
Loans Exempt from APLD	48,444	4,711	1,308	6,173

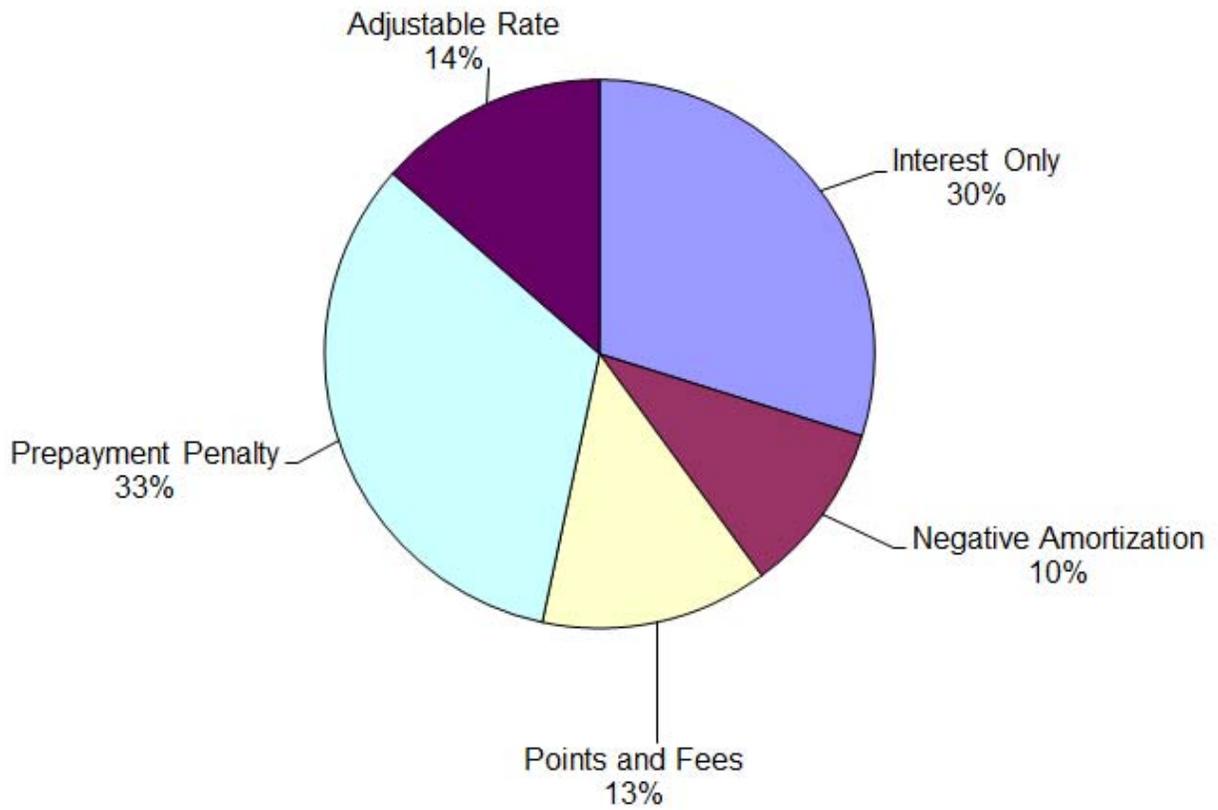
⁵ County totals may be lower than the overall totals because some loans do not have county information recorded in the database.

⁶ The totals may include loans that are in process or have been abandoned.

⁷ The number of loans requiring counseling is often less than the number of borrowers requiring counseling because there may be multiple borrowers per loan.

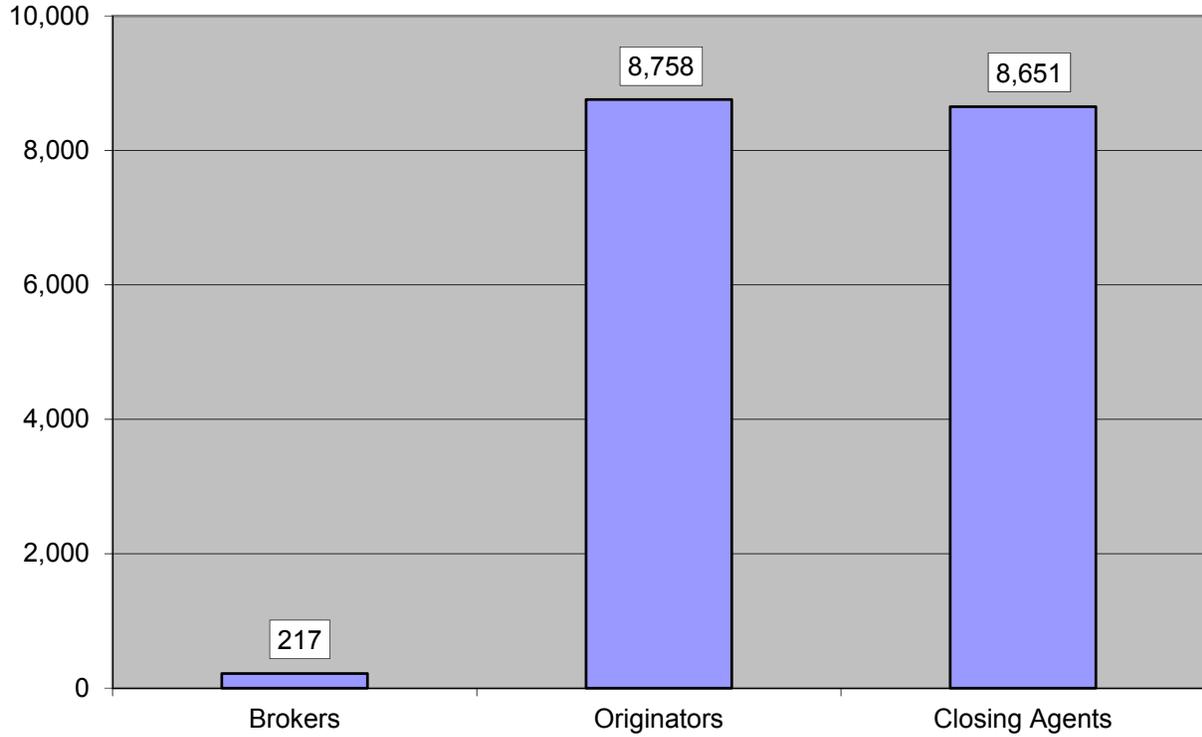
APLD Product Summary

Types of Loans Triggering the Counseling Requirement
(Since program inception)



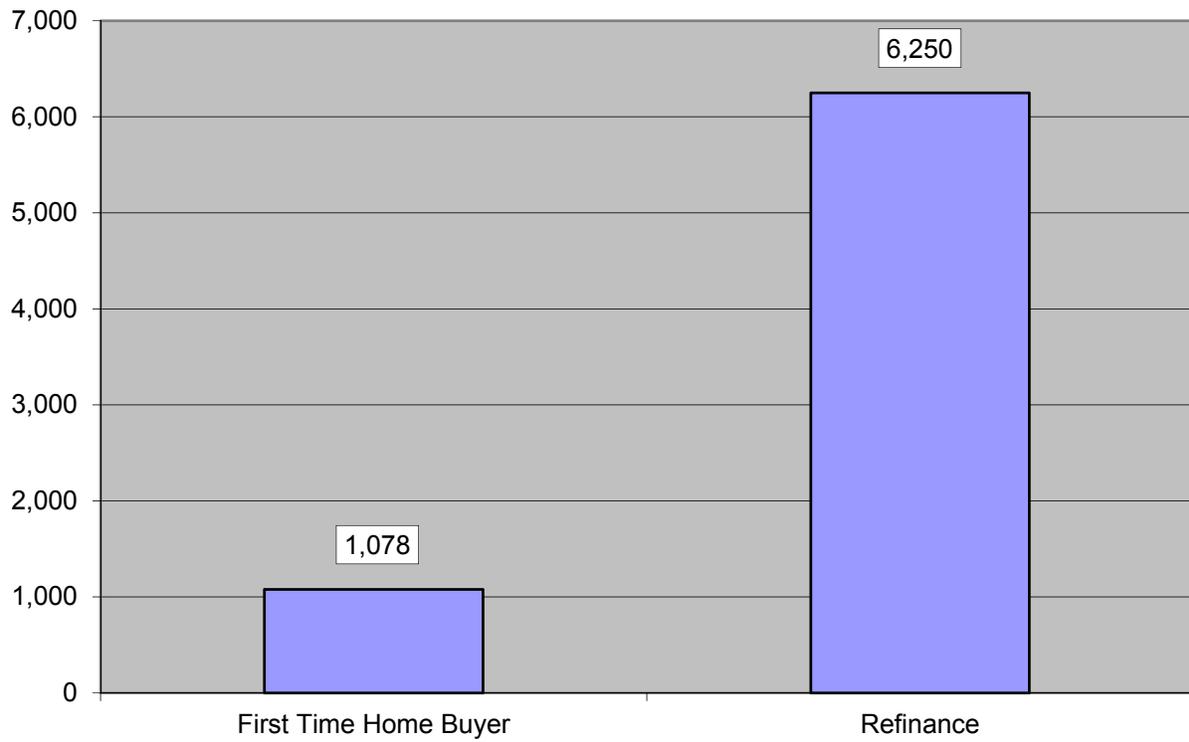
APLD User Summary

Number of Individual Brokers, Loan Originators, and Closing Agents with Access to the APLD in the Four County Program Area
(Since program inception)



APLD Loan Profile

The majority of loans requiring counseling are refinances of existing properties.
(Since program inception)



Summary of Average Time to Closing

Counseling requirement decreased time to close by 1.15 days on average.
(Since program inception)

