



***We're not looking at cute metrics anymore. ~ Safa Rashtchy***

What's your favorite indicator of where the market is going? Each month I publish a variety of Monroe County statistics hoping to lend perspective to our local real estate and mortgage finance markets. Mortgage and deed recordings, transfers, foreclosures started and finished just to name a few. I slice them, dice them and try to put them in meaningful relationships with a cool graph or two.

The Monthly Mortgage Market Share report reflects my unfulfilled desire to find the holy grail of market indicators. The one stat that above all others would tell me when the market would turn, how vigorous it would be and when it would end. Were I able to find such a metric, I'd be forever free from the anxiety of living or dying with daily order counts—a curse I've endured for over thirty years.

My job would be easy. My confidence would soar. I'd know exactly what decisions to make and I'd always be right. Staffing, capital expenditures, expansion would all be easy considerations. Alas, my search continues. I do know if asked that "Well, we're busy in the summer, and slow in the winter." But that's about it. Anything else I can add is history; what happened last month, quarter or year.

So I still form my opinions about the future from anecdotal evidence that over the years I've learned to trust. For example, I mentally track the number of new for-sale signs between home and the office every week. Before email and Adobe® attachments became common place, I could tell how things were going by how much fax paper we used every day. More than a ream and I knew that we'd be rocking soon.

One of my favorite market predictors is the weekend parking lot indicator. It's quite simple. On any Saturday or Sunday, I just look out my office window and across the street to Re/Max Professionals' parking lot. When it's empty, I know that few of my friends are schlepping buyers around looking for dream houses. When it's full though, especially with cars I don't recognize, get ready. The market will be turning soon. Make sure there's paper in the fax. Right now this indicator is pretty darn bullish.

What's your favorite market indicator? I've posted this commentary on my blog here:  
<http://www.johnbttitle.com/category/blog/>

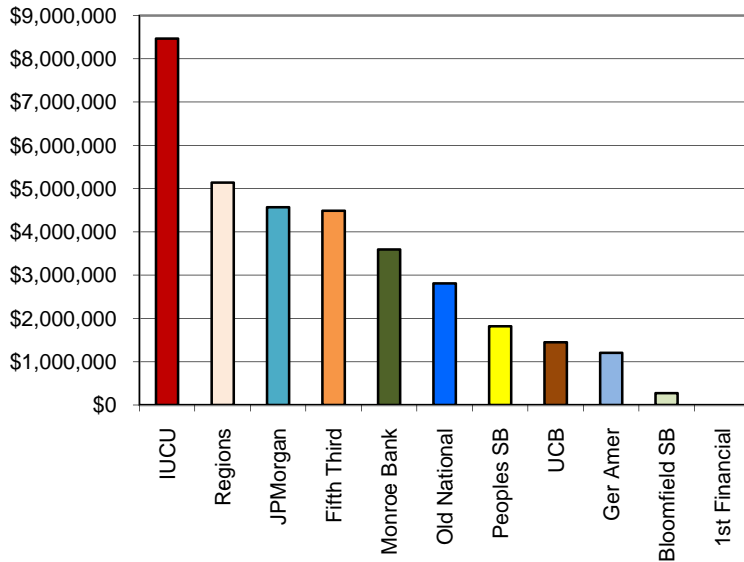
Leave a comment and let the world know. You're probably more insightful than you give yourself credit for.

~John Bethell



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**Dollars - January 2011**



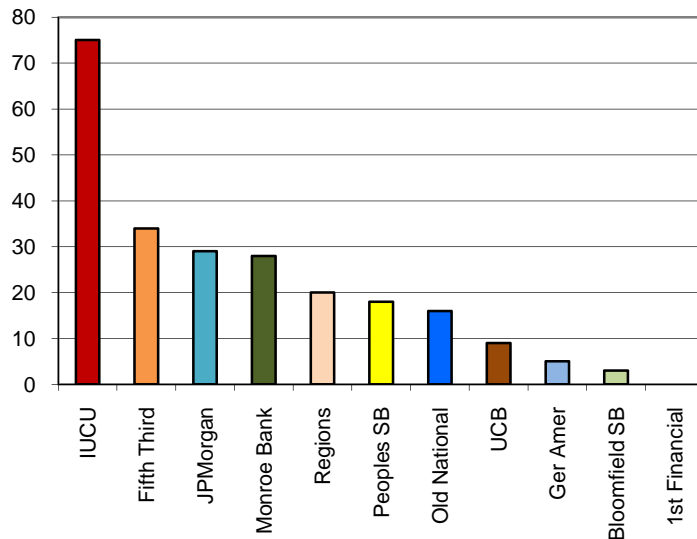
Residential and commercial property mortgages filed in Monroe County during January 2011.

IUCU	8,464,135
Regions	5,136,807
JPMorgan	4,571,739
Fifth Third	4,489,585
Monroe Bank	3,596,798
Old National	2,813,230
Peoples SB	1,817,821
UCB	1,452,206
Ger Amer	1,209,627
Bloomfield SB	278,200
1st Financial	0

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, Regions includes Regions Bank & Regions Mtg.

**Transactions - January 2011**

IUCU	75
Fifth Third	34
JPMorgan	29
Monroe Bank	28
Regions	20
Peoples SB	18
Old National	16
UCB	9
Ger Amer	5
Bloomfield SB	3
1st Financial	0





Mortgage Report covering all mortgages on Monre County property, both residential and commercial, filed with the Monroe County Recorder during the month of January 2011.

Lender	0 to \$49,999		\$50,000 to \$199,999		\$200,000-\$499,999		\$500,000 & up		Total Docs	%	Total Amount	%
	Docs	Amount	Docs	Amount	Docs	Amount	Docs	Amount				
ALLY BANK	0	0	2	305,900	0	0	0	0	2	0.5	305,900	0.4
ALLIED HOME MORTGAGE	0	0	3	324,725	0	0	1	507,620	4	1	832,345	1.2
BAXTER CREDIT UNION	0	0	2	257,700	1	258,000	0	0	3	0.8	515,700	0.7
BANK OF AMERICA	0	0	4	526,476	1	228,700	0	0	5	1.3	755,176	1.1
BLOOMFIELD STATE BANK	0	0	3	278,200	0	0	0	0	3	0.8	278,200	0.4
CRANE FEDERAL CREDIT U	1	30,000	2	194,000	0	0	0	0	3	0.8	224,000	0.3
CITIMORTGAGE	0	0	1	199,000	0	0	0	0	1	0.3	199,000	0.3
FARM CREDIT SERVICES	0	0	2	180,994	2	536,219	0	0	4	1	717,213	1
FIRST FINANCIAL BANK	0	0	0	0	0	0	0	0	0	0	0	0
FARMERS AND MECHANICS	0	0	1	135,000	0	0	0	0	1	0.3	135,000	0.2
FIFTH THIRD BANK	2	52,900	1	90,000	0	0	0	0	3	0.8	142,900	0.2
FIFTH THIRD MORTGAGE	2	96,800	26	3,491,029	3	758,856	0	0	31	8.1	4,346,685	6.2
GERMAN AMERICAN BANCORP	0	0	3	408,600	2	801,027	0	0	5	1.3	1,209,627	1.7
GATEWAY MORTGAGE GROUP	1	55,100	1	129,078	0	0	0	0	2	0.5	184,178	0.3
HOOSIER HILLS CREDIT U	0	0	1	127,000	0	0	0	0	1	0.3	127,000	0.2
INDIANA UNIVERSITY CR UN	27	971,785	35	4,316,450	13	3,175,900	0	0	75	19.7	8,464,135	12.1
JPMORGAN CHASE BANK	7	434,066	15	1,741,901	6	1,915,772	1	480,000	29	7.6	4,571,739	6.5
MONROE BANK	6	280,180	17	2,025,951	5	1,290,667	0	0	28	7.3	3,596,798	5.1
METLIFE HOME LOANS	1	52,440	1	125,846	2	429,161	0	0	4	1	607,447	0.9
MORTGAGE MASTERS	0	0	2	315,172	0	0	0	0	2	0.5	315,172	0.5
OWEN COMMUNITY BANK	0	0	1	120,000	0	0	0	0	1	0.3	120,000	0.2
OWEN COUNTY STATE BANK	0	0	0	0	1	283,152	0	0	1	0.3	283,152	0.4
OLD NATIONAL BANK	3	160,350	7	800,133	5	1,320,400	1	532,347	16	4.2	2,813,230	4
PROVIDENT FUNDING	0	0	2	307,500	1	281,000	0	0	3	0.8	588,500	0.8
PEOPLES STATE BANK	7	227,901	9	1,137,875	2	452,045	0	0	18	4.7	1,817,821	2.6
REGIONS BANK	1	50,789	3	500,536	0	0	1	500,000	5	1.3	1,051,325	1.5
REGIONS MORTGAGE	1	27,000	3	326,000	10	2,782,482	1	950,000	15	3.9	4,085,482	5.8
UNITED COMMERCE BANK	1	70,000	6	827,206	2	555,000	0	0	9	2.4	1,452,206	2.1
UNITED STATES OF AMER	0	0	0	0	0	0	0	0	0	0	0	0
UNION SAVINGS BANK	1	65,000	13	1,625,550	1	217,900	0	0	15	3.9	1,908,450	2.7
WELLS FARGO BANK	2	60,000	10	1,325,051	2	461,594	0	0	14	3.7	1,846,645	2.6
All Others	5	128,140	46	5,904,457	22	6,149,553	5	14,287,135	78	20.5	26,469,285	37.8
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TOTALS	68	2,762,451	222	28,047,330	81	21,897,428	10	17,257,102	381	100	69,964,311	100



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Mortgage Report covering all mortgages on Monroe County property, both residential and commercial, filed with the Monroe County Recorder during the month of January 2011.

Lender	0 to \$75,000		\$75,001 to \$199,999		\$200,000-\$417,000		\$417,001 & up		Total Docs	%	Total Amount	%	
	Docs	Amount	Docs	Amount	Docs	Amount	Docs	Amount					
ALLY BANK	0	0	2	305,900	0	0	0	0	0	2	0.5	305,900	0.4
ALLIED HOME MORTGAGE	0	0	3	324,725	0	0	1	507,620	4	1	832,345	1.2	
BAXTER CREDIT UNION	0	0	2	257,700	1	258,000	0	0	3	0.8	515,700	0.7	
BANK OF AMERICA	0	0	4	526,476	1	228,700	0	0	5	1.3	755,176	1.1	
BLOOMFIELD STATE BANK	0	0	3	278,200	0	0	0	0	3	0.8	278,200	0.4	
CRANE FEDERAL CREDIT U	1	30,000	2	194,000	0	0	0	0	3	0.8	224,000	0.3	
CITIMORTGAGE	0	0	1	199,000	0	0	0	0	1	0.3	199,000	0.3	
FARM CREDIT SERVICES	0	0	2	180,994	2	536,219	0	0	4	1	717,213	1	
FIRST FINANCIAL BANK	0	0	0	0	0	0	0	0	0	0	0	0	
FARMERS AND MECHANICS	0	0	1	135,000	0	0	0	0	1	0.3	135,000	0.2	
FIFTH THIRD BANK	2	52,900	1	90,000	0	0	0	0	3	0.8	142,900	0.2	
FIFTH THIRD MORTGAGE	1	46,800	27	3,541,029	3	758,856	0	0	31	8.1	4,346,685	6.2	
GERMAN AMERICAN BANCORP	0	0	3	408,600	2	801,027	0	0	5	1.3	1,209,627	1.7	
GATEWAY MORTGAGE GROUP	0	0	2	184,178	0	0	0	0	2	0.5	184,178	0.3	
HOOSIER HILLS CREDIT U	0	0	1	127,000	0	0	0	0	1	0.3	127,000	0.2	
INDIANA UNIVERSITY CR UN	17	418,910	45	4,869,325	13	3,175,900	0	0	75	19.7	8,464,135	12.1	
JPMORGAN CHASE BANK	1	42,000	21	2,133,967	7	2,395,772	0	0	29	7.6	4,571,739	6.5	
MONROE BANK	2	39,780	21	2,266,351	5	1,290,667	0	0	28	7.3	3,596,798	5.1	
METLIFE HOME LOANS	0	0	2	178,286	2	429,161	0	0	4	1	607,447	0.9	
MORTGAGE MASTERS	0	0	2	315,172	0	0	0	0	2	0.5	315,172	0.5	
OWEN COMMUNITY BANK	0	0	1	120,000	0	0	0	0	1	0.3	120,000	0.2	
OWEN COUNTY STATE BANK	0	0	0	0	1	283,152	0	0	1	0.3	283,152	0.4	
OLD NATIONAL BANK	1	47,350	9	913,133	5	1,320,400	1	532,347	16	4.2	2,813,230	4	
PROVIDENT FUNDING	0	0	2	307,500	1	281,000	0	0	3	0.8	588,500	0.8	
PEOPLES STATE BANK	5	116,901	11	1,248,875	2	452,045	0	0	18	4.7	1,817,821	2.6	
REGIONS BANK	0	0	4	551,325	0	0	1	500,000	5	1.3	1,051,325	1.5	
REGIONS MORTGAGE	1	27,000	3	326,000	10	2,782,482	1	950,000	15	3.9	4,085,482	5.8	
UNITED COMMERCE BANK	0	0	7	897,206	2	555,000	0	0	9	2.4	1,452,206	2.1	
UNITED STATES OF AMER	0	0	0	0	0	0	0	0	0	0	0	0	
UNION SAVINGS BANK	0	0	14	1,690,550	1	217,900	0	0	15	3.9	1,908,450	2.7	
WELLS FARGO BANK	1	0	11	1,385,051	2	461,594	0	0	14	3.7	1,846,645	2.6	
All Others	3	15,399	48	6,017,198	23	6,643,379	4	13,793,309	78	20.5	26,469,285	37.8	
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TOTALS	35	837,040	255	29,972,741	83	22,871,254	8	16,283,276	381	100	69,964,311	100	