

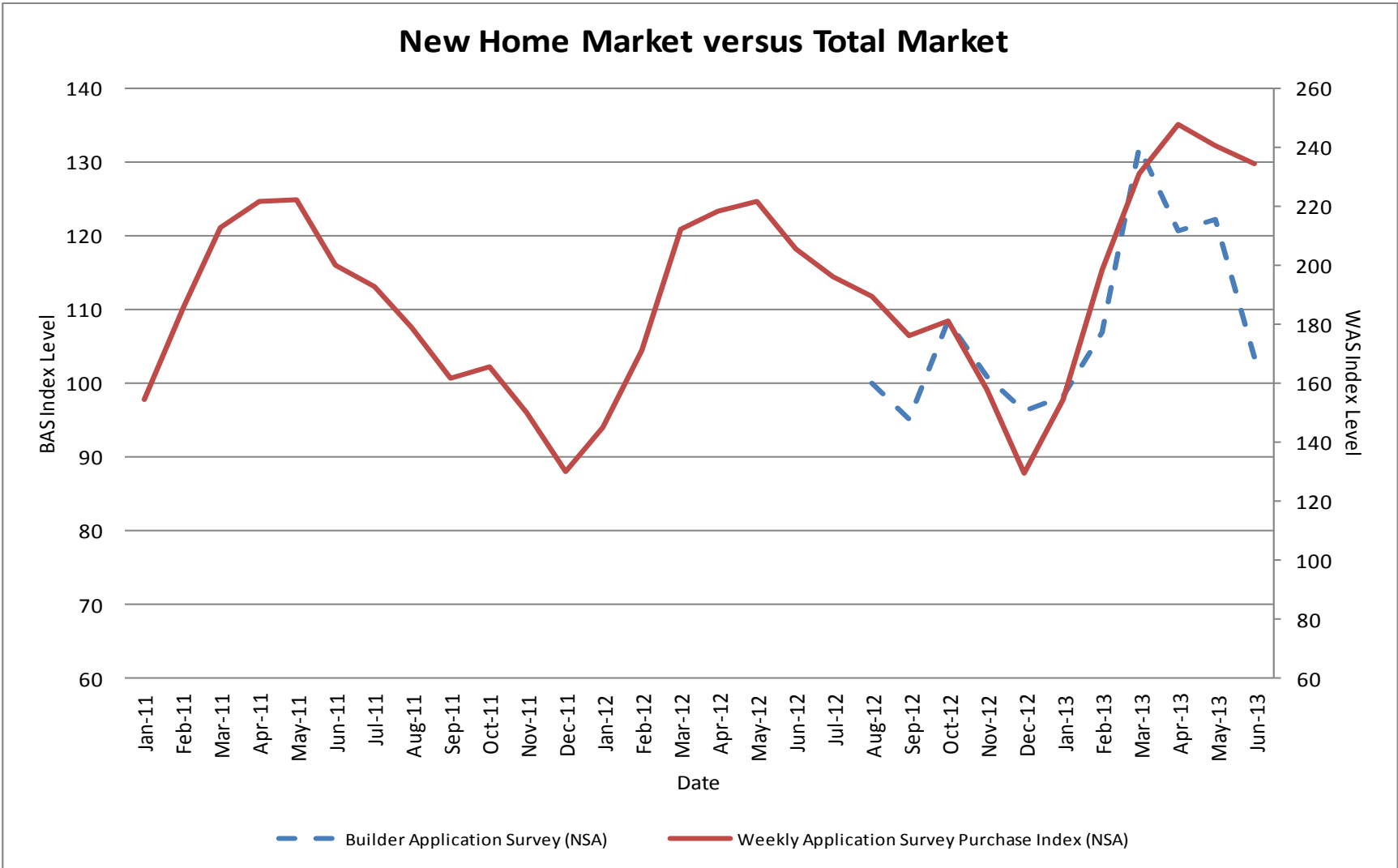
Introducing MBA's Builder Application Survey

Thursday, July 11, 2013

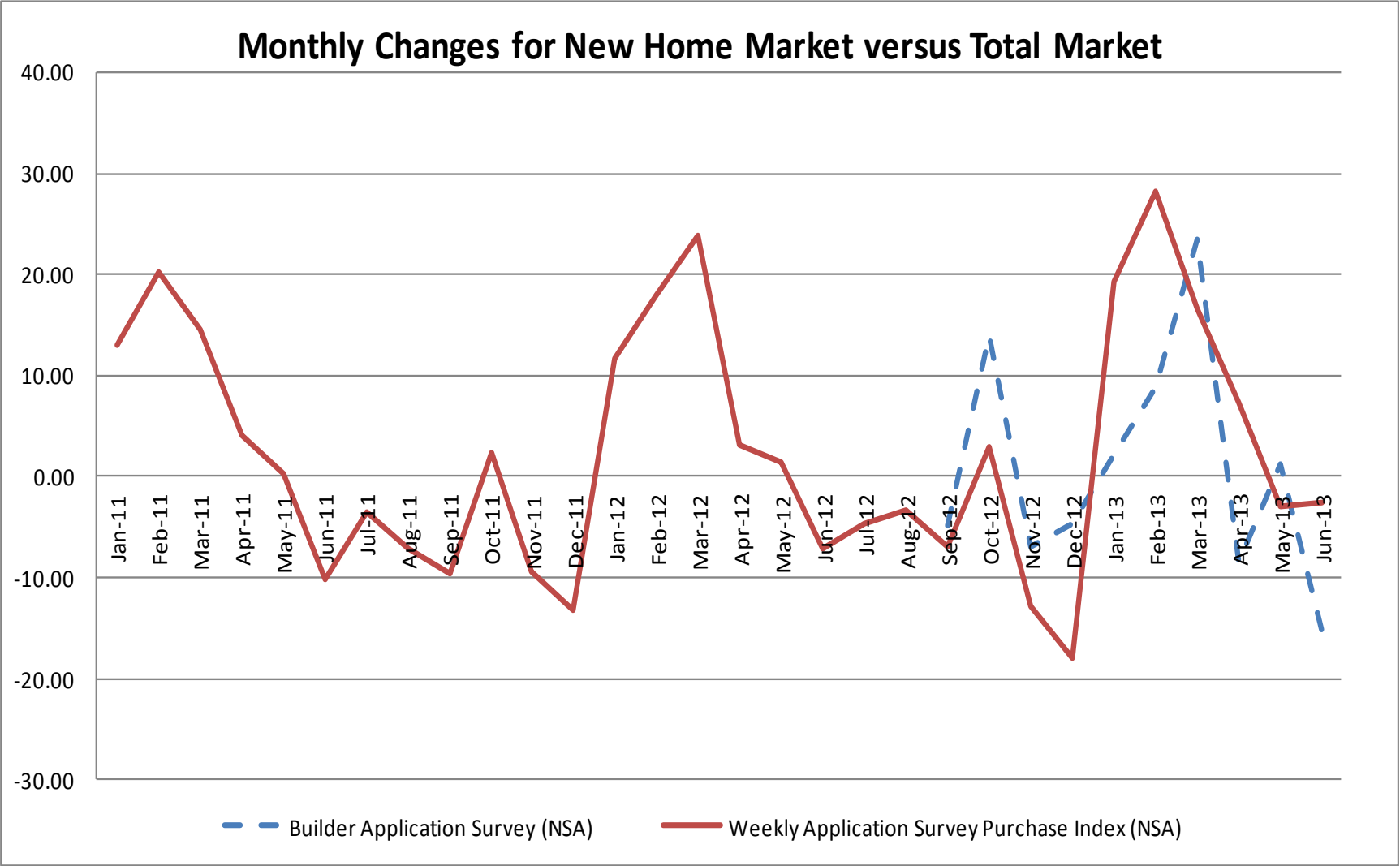
MBA

- MBA's Builder Application Survey (BAS) measures loan application activity received by lenders affiliated with or who work in cooperation with home builders for loans on new single-family properties. This survey focuses solely on the new home sales market.
- The monthly BAS Press Release will track changes in national application volume, average loan size and loan products used for new home sales purchases. MBA will also release a New Home Sales estimate.
- Release Date – Second Week of the Month
- As the survey continues to expand, MBA expects to phase in more detailed information including state- and metropolitan-level statistics.

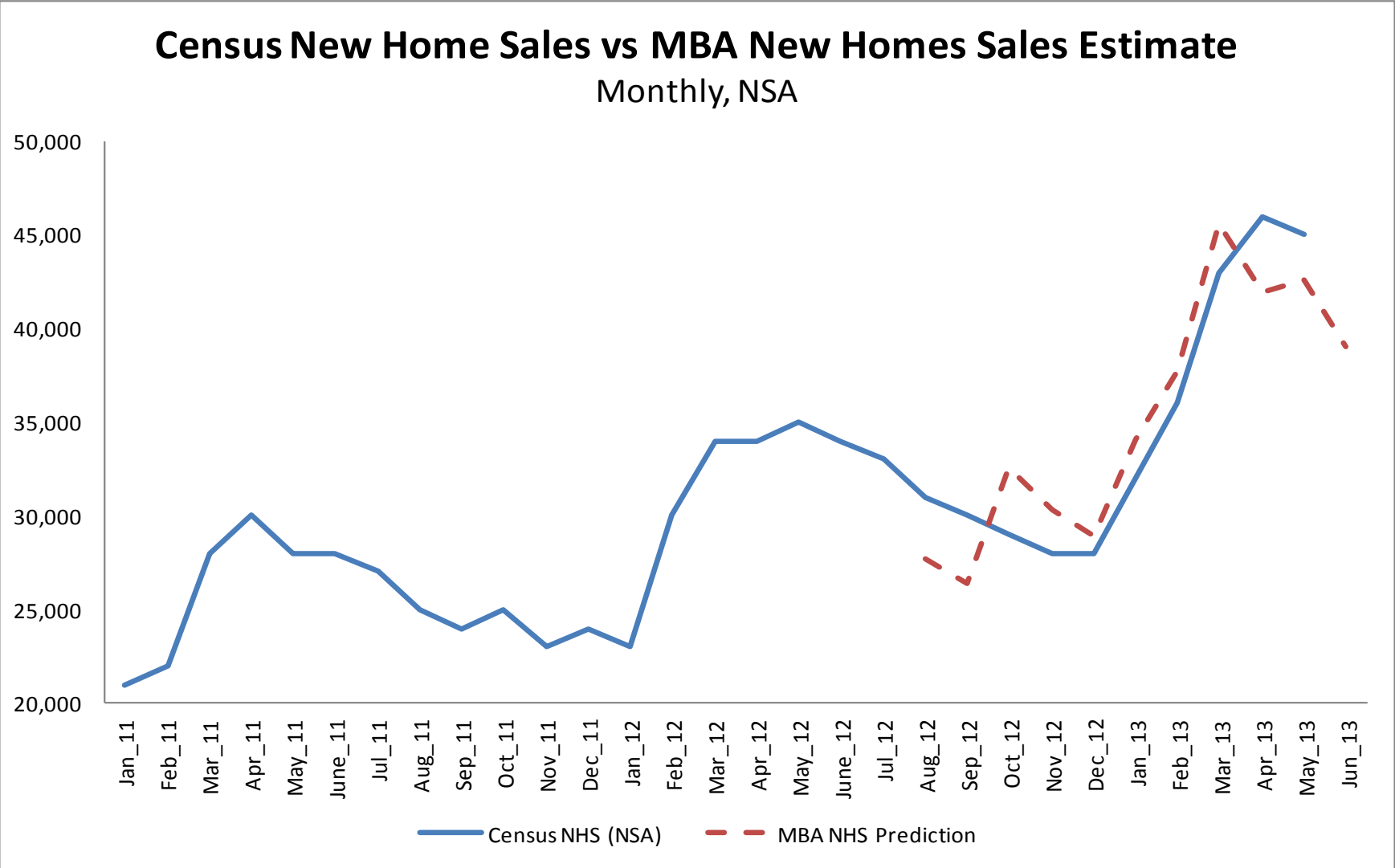
Comparison of Index Levels



Comparison of Monthly Changes



- As part of the BAS, MBA will release a new home sales estimate. The U.S. Census Bureau currently releases a new home sales estimate based on contract signings. Since mortgage applications are typically made around the same time that a new contract is signed, MBA will derive a new home sales estimate based on mortgage application volume, factoring in market coverage assumptions and other metrics.
- Data will be seasonally adjusted in a manner similar to that used by the U.S. Census Bureau.
- Participants are estimated to account for approximately 20 percent of the new home sales market, with greater participation from lenders affiliated with larger builders. As we broaden the survey coverage over time, we will refine our assumptions and increase the precision of the estimates.



Builder Application Survey webpage

www.mba.org/researchandforecasts/builderapps.htm

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