



Charles R. Lowery, Jr.

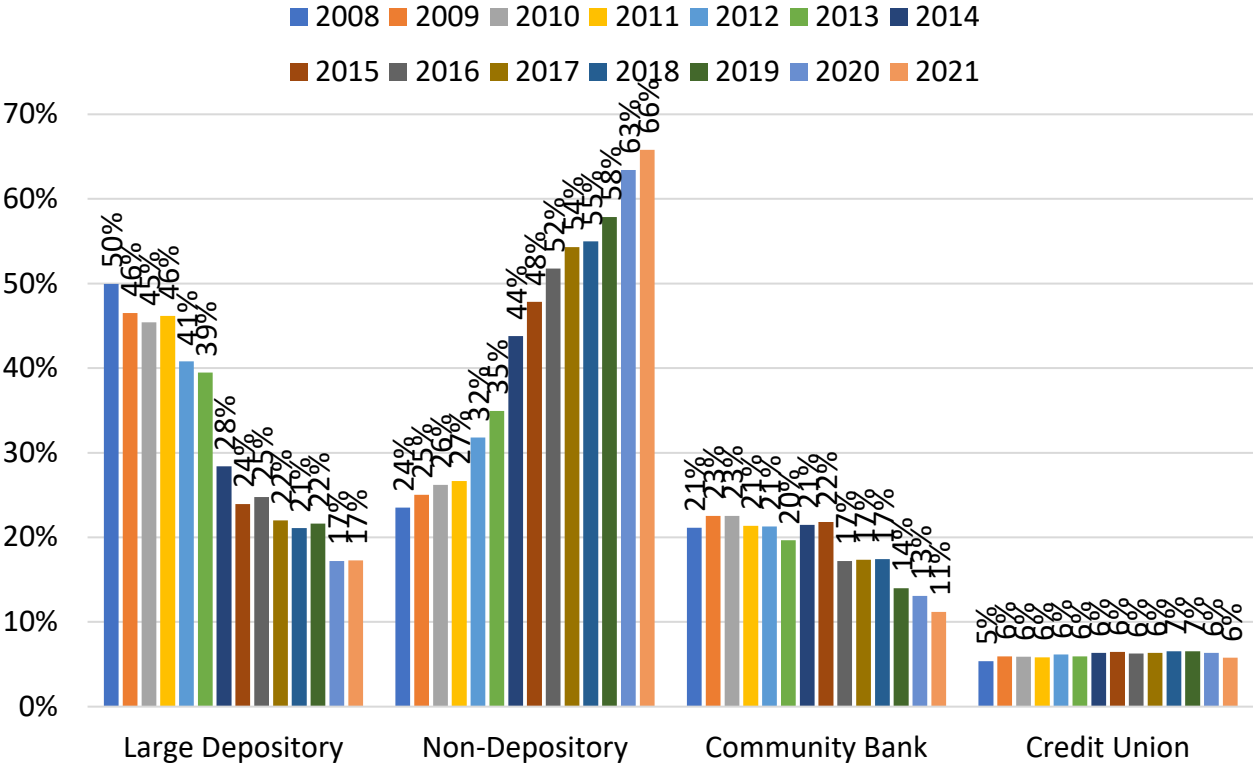
Director of Legislative Policy & External Affairs

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IMB Lending Record: Results Without 49 State Mandates

The nationwide IMB share of overall single-family origination volume (in units) climbed from 24% in 2008 to 66% in 2021.

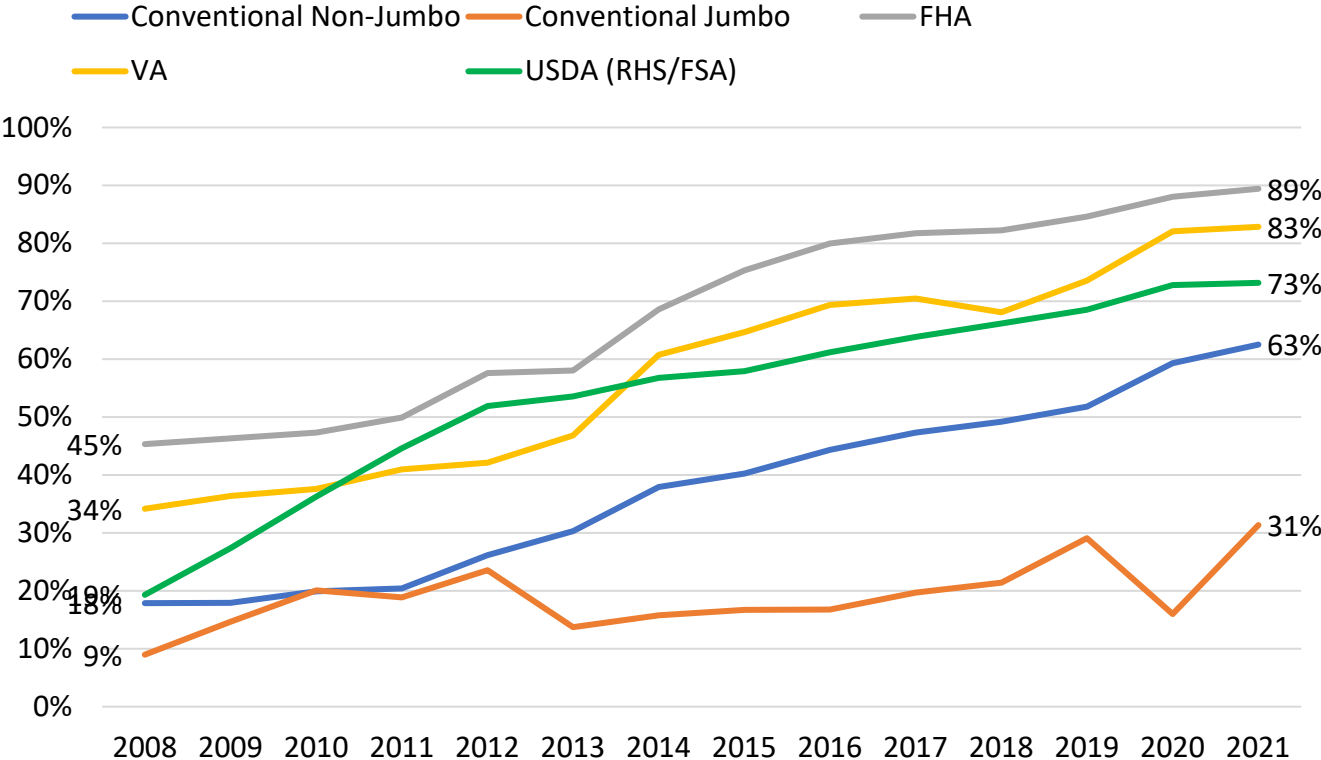
Chart 1: Share of Originations (#) by Company Type



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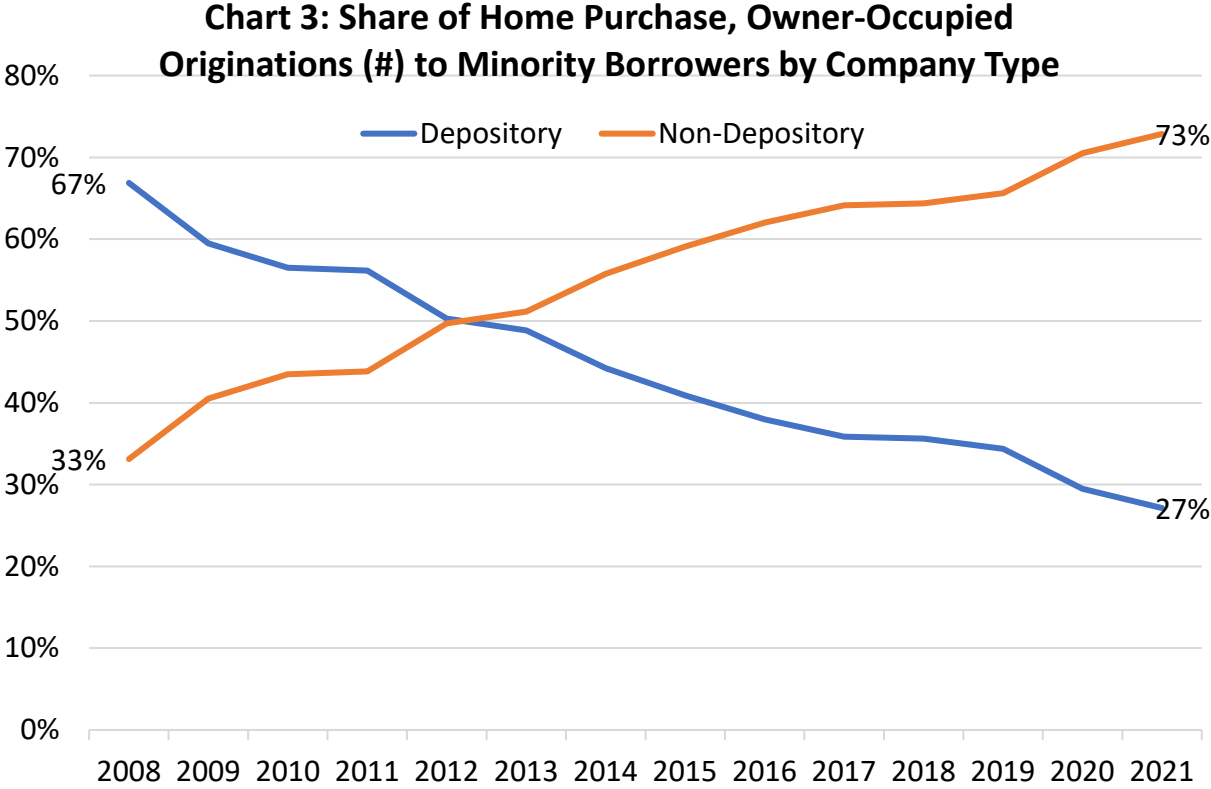
By 2016, IMBs became the predominant lender segment in both purchase loans and refinances. In addition, since 2008, IMBs have gained significant market share in every loan type category — government (FHA, VA, and Rural Housing Service), conventional, and even jumbo. The share of these loans originated by IMBs in 2021 was 89% of FHA loans, 83% of VA loans, and 73% of RHS loans.

Chart 2: IMB Share of Originations (#) by Loan Type



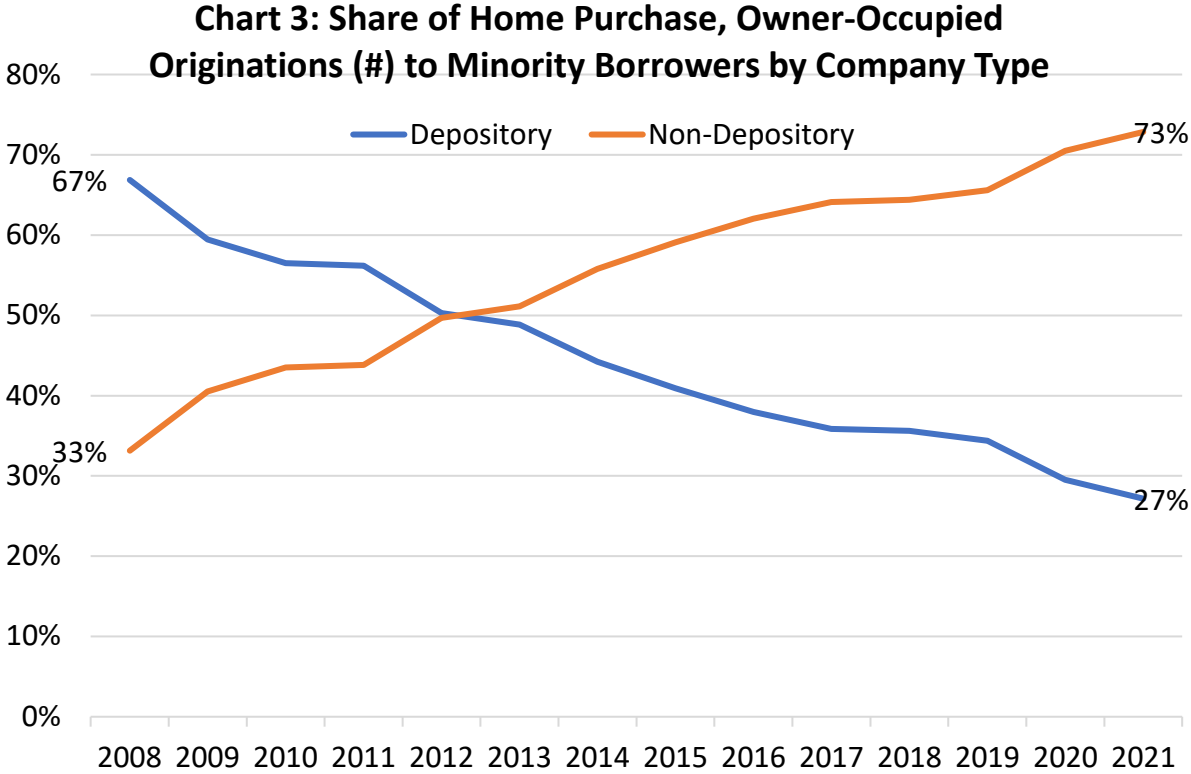
IMB Lending Record: Results Without 49 State Mandates

Given their market focus on government lending, during 2021 IMBs originated 73% of home purchase mortgage loans to **minority homebuyers**, which is up from 33% in 2008 and higher than the IMBs' overall market share (66%) in 2021 (see Chart 1).



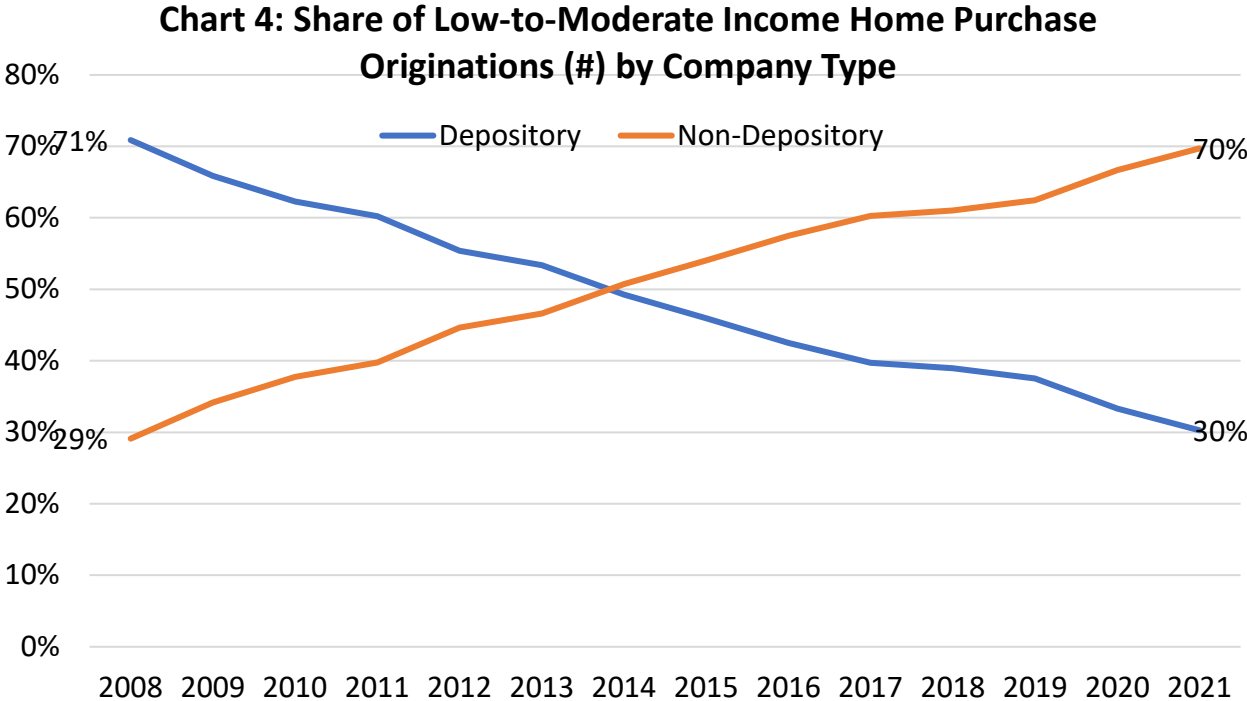
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IMBs accounted for 70% of home purchase loans to **low- and moderate-income (LMI)** borrowers in 2021, which is up from 29% in 2008. Again, IMBs' share of loans to LMI borrowers is higher than their overall market share (66%, see Chart 1).



Thank You
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