



MBA of the Bluegrass Presents

Brandon Burks



Brandon Burks led FirstBank Mortgage Partners in both units and volume in 2014,2013,2012,2011 including being named the Outstanding Producer of the Year and being inducted into the FirstBank Mortgage Partners Chairman's Club for recognition of achievements. In 2014, Burks was ranked #111 in the nation in the Most Loans Closed category in the Scotsman Guide, with a total of 262 loans closed and a volume of \$45,334,560. In the same year, he was also awarded Nashville Mortgage Bankers Diamond Award of Excellence. Brandon recently exceeded \$50,000,000 for 2015 and was named the 2015 Ruthies Awards Winner for Favorite Mortgage Loan Officer.

Thursday, August 10, 2017

Location: LBAR

2250 Regency Road

Lexington KY 40503

Networking/Breakfast: 8:30-9:00 a.m.

Program: 9:00-10:30 a.m.

The program is Free to our MBA Members

Thank you MGIC for sponsoring this meeting!!



Please RSVP to MBABluegrass@aol.com by Monday, August 7, 5:00 p.m.

<http://mbabluegrass.org/calendar/>

Recap! The State of Fayette County Public Schools

It was virtually a microcosm of business leaders, government officials, and educators at the first State of Fayette County Public Schools gathering at the Embassy Suites, June 29th. Over 400 people registered for this event, sponsored by LBAR and the Mortgage Bankers Association of the Bluegrass. The Mayor of Lexington, Jim Gray, state **representatives, the police and sheriff's departments,** realtors, mortgage professionals, and school officials were all in attendance to hear the progress of the Fayette County Public Schools from Superintendent, Emmanuel 'Manny' Caulk.

Ty Brown, the current President of LBAR, began the meeting saying that schools are the number one factor when people buy a home. Manny Caulk said that education changed his life. He grew up in Wilmington, Delaware, one of the most violent cities where there was a school to prison pipeline. His core values include: students first, families must be partners for success, and there must be victories in the classroom. Fayette County Public Schools have over 41,000 students, 66 schools and special programs, and more than 7,500 employees. 90% of school age children in the county are enrolled in the Fayette County Public School system.

Mr. Caulk recited a quote from Colin Powell: "Children represent 40% of our population and 100% of our future." He praised the school board and their willingness to put students first. He said there are two Lexingtons; one good; one not so good. Growth has brought new opportunities and challenges. 54% of children are on free lunch. There are students from around the world. There were 181 new English starters. Mr. Caulk is striving for equity and excellence for all students. 11 students scored perfect scores on their SAT's last year.



In May 2016 Mr. Caulk released his Blueprint for Student Success: Achieving Educational Excellence and Equity for All outlining 100 specific strategies to help improve outcomes for all students. Immediate changes included the addition of college and career coaches in every high school, hiring more teachers to work with students who have special needs, students whose home language is not English, and students who are identified as gifted and talented. The five imperatives include: excellent student opportunities, excellent staff, excellent schools, excellent supports, and excellent relationships to establish a culture of transparency, trust, and mutual respect.



From left: Ty Brown, President of LBAR, and Will Puckett, President of the MBA of the Bluegrass

The Kentucky Department of Education conducted its fourth audit of the district in March 2017 and concluded that Mr. Caulk "has brought stability to the district," highlighting dozens of accomplishments from the Blueprint for Student Success and affirming that the district "has capacity" to lead future improvements.







***Pictures from the Mortgage Bankers Association of Kentucky
VA Home Loan Training
sponsored by:
LoanDepot.com & Bluegrass Land Title LLC***



From left: VA Trainers Charles Parker, David Coles, MBAKY President, Pam Thompson from Commonwealth Bank & Trust, and VA Trainer Taylor Kunz



MBAKY Executive Director Alan Thorup







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45 years of financing the American dream.**

As the state housing finance agency since 1972, KHC has helped **94,000 families** purchase a home. KHC offers a variety of low-interest mortgage loans and special funding programs, as well as Down payment Assistance Programs (DAP) and Home Buyer Tax Credits, to make owning a home affordable for Kentuckians.

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For more information KHC's programs, or to receive marketing materials for them, contact KHC Single-Family Programs toll-free in Kentucky at 800-633-8896 or 502-605-1320; TTY 711; or email khuw@kyhousing.org.

www.kyhousing.org

   

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Title: June New Home Purchase Mortgage Applications Increased 10 Percent Year over Year**Source: MBA****Date: July 17 2017****Contact: Ali Ahmad, aaahmad@mba.org**

Washington, D.C. (July 17, 2017) The Mortgage Bankers Association (MBA) Builder Application Survey (BAS) data for June 2017 shows mortgage applications for new home purchases increased 10 percent compared to June 2016. Compared to May 2017, applications decreased by 4 percent. This change does not include any adjustment for typical seasonal patterns.

"We are at the part of the season where housing market activity normally begins to slacken and this was true for mortgage applications for new homes in June. That said, activity was up by 10 percent relative to one year ago," said Lynn Fisher, MBA's Vice President of Research and Economics. "The shortage of existing housing supply should keep pressure on prices and new homebuilding throughout the balance of this year and into next. The June application data leads us to believe that new home sales in June will come in at 628,000 units on a seasonally adjusted basis which is 18 percent higher than for the same period last year."

By product type, conventional loans composed 70.0 percent of loan applications, FHA loans composed 16.7 percent, RHS/USDA loans composed 1.3 percent and VA loans composed 12 percent. The average loan size of new homes increased from \$324,844 in May to \$327,833 in June.

The MBA estimates new single-family home sales were running at a seasonally adjusted annual rate of 628,000 units in June 2017, based on data from the BAS. The new home sales estimate is derived using mortgage application information from the BAS, as well as assumptions regarding market coverage and other factors.

The seasonally adjusted estimate for June is an increase of 3.8 percent from the May pace of 605,000 units. On an unadjusted basis, the MBA estimates that there were 55,000 new home sales in June 2017, a decrease of 3.5 percent from 57,000 new home sales in May.

MBA's Builder Application Survey tracks application volume from mortgage subsidiaries of home builders across the country. Utilizing this data, as well as data from other sources, MBA is able to provide an early estimate of new home sales volumes at the national, state, and metro level. This data also provides information regarding the types of loans used by new home buyers. Official new home sales estimates are conducted by the Census Bureau on a monthly basis. In that data, new home sales are recorded at contract signing, which is typically coincident with the mortgage application.

Looking for Members!



Do you know a bank, an attorney, a title company, an insurance company, or mortgage lender who should be a member of the MBA of the Bluegrass??? Please be inviting! **Contact any of the board members listed on the website.**

**MBA of the Bluegrass
2017 Board Officers and Directors**

Board Officers—

Will Puckett—President, PNC Mortgage

Tenia Debord—President Elect, Wells Fargo Home Mortgage

Abdul Muhammad—Treasurer, WesBanco Bank

Jason Heflin—Secretary, loanDepot, LLC

Brian Gardner—Immediate Past President, Bluegrass Land Title

Directors—

AJ Daugherty—AAA Insurance-AJ Daugherty

Brenda Weaver—ehome Network

Tim Vaughan—Fairway Independent

Bryan May—Century Mortgage Company

Emily Grant—Bluegrass Land Title

Sherri Wagerman—MGIC

Wayne Thompson—Walden Mortgage Group

Marcie Morris—Kentucky Housing Corporation

Stephen Neary—Chase

2017 MBA of the Bluegrass Inc. Board Officers

President—Will Puckett, (502) 418-4902, will.puckett@pnc.com

President Elect—Tenia Debord, (859) 771-8707, tenia.debord@wellsfargo.com

Secretary—Jason Heflin, (859) 621-6592, JHeflin@loandepot.com

Treasurer—Abdul Muhammad, (859) 244-7254, AMuhammad@wesbanco.com

Past President—Brian Gardner, (859) 266-1611, bgardner@bluegrasslandtitle.com

2017 Committees

The next two pages have the committees for 2017. If you want to plug in and do more for the MBA of the Bluegrass please contact one of the board officers or committee chairs.

Legislative—Is responsible for reporting to the Board of Directors and the membership any current activity on local, state, or national legislative issues.

Committee Chair—Tim Vaughan, (859) 327-0085, tim.vaughan@fairwaymc.com

Ethics—Responsible for inquiries or accusations against members and reporting to the Board of Directors their findings and recommendations.

Committee Chair—Brenda Weaver, (844) 243-4663, bweaver@ehomenetwork.org

Finance—Shall prepare a budget of the estimated income and expenses of the organization for the year.

Committee Chair—Abdul Muhammad, (859) 244-7254, AMuhammad@wesbanco.com

Membership—In charge of recruitment and retention. They will devote their attention to the proper welcoming of new members and guests and to strive to encourage friendships among members.

**Committee Chair—Abdul Muhammad, ((859) 244-7254,
AMuhammad@wesbanco.com**

Affiliate Relations—This committee is responsible for promoting and recruiting affiliate members to the organization. This involves planning and conducting special events for our affiliates.

Committee Chair—A.J. Daugherty, (859) 425-5816, adaugherty@aaa-alliedgroup.com

“Remember, members do business with members.”

2017 Committees Continued:

Education/Program—This committee is responsible for organizing meetings, identifying location, scheduling speakers, and securing sponsorships for the events. Additionally this committee is responsible for arranging any special events like the golf outing and Christmas party. This committee selects topics, arranges dates/times, and secures speakers for Educational Roundtables to educate the membership.

Committee Chair—Tenia Debord, (859) 260-2988, tenia.debord@wellsfargo.com

By-Laws—Reviews the by-laws and proposes any changes that are necessary

Committee Chair—Sherri Wagerman, (502) 930-2697, sherri_wagerman@mgic.com

E-Communications—Responsible for the current development and future upgrades to the website and will stay current on all technological advances in the industry.

Committee Chair—Mellissa Buckley, (859) 361-6706, Mellissa.buckley@fntg.com

PR/Communications—Supplies monthly notices concerning the organization meetings and other interesting information of the membership to newspapers, radio and television stations.

Committee Chair— Emily Grant, (859) 266-1611, egrant@bluegrasslandtitle.com

Important Websites to Know

Mortgage Bankers Association of Louisville

<http://www.mbalou.org>

Mortgage Bankers of Kentucky

<http://www.mbaky.org>

The National Mortgage Bankers Association

<http://www.mortgagebankers.org>

Mortgage Fraud Blog

<http://www.mortgagefraudblog.com/>

FBI Mortgage Fraud

<http://www.fbi.gov/page2/dec05/operationquickflip121405.htm>