

Mortgage Evolution, Employment, Vendor Services; Fed Hawk Talk Persists

By: Rob Chrisman | Mbn, Sep 12 2022, 10:45 AM

Does evolution lead to success? Major League Baseball is banking that instituting a pitch clock and banning defensive shifts starting next year will lead towards shorter games and more fan interest. M.L.B. will also increase base sizes by three inches to reduce injuries and increase stolen base attempts. The league must be envious of the continued success of the N.F.L., which kicked off its regular season this past weekend. Television viewership for the N.F.L. in 2021 was its strongest in six years, even as most television programming around it craters in popularity. Last year, [television networks committed about \\$110 billion](#) for the rights to show the N.F.L. for the next decade, putting the league on track to meet Commissioner Roger Goodell's goal of earning \$25 billion in revenue annually in 2027. Mortgage companies are also looking to evolve to increase revenue. Expanded product offerings, cutting overhead, automating processes, and advancing tech stacks are just some solutions being explored by executives as high [mortgage rates](#) crimp borrower demand. ([Available here](#), this week's podcast is sponsored by [SimpleNexus](#) an nCino company and award-winning developer of mobile-first technology for the modern mortgage lender. Today's has an interview with Incenter Appraisal Management President Mark Walser on evolution and innovation in the appraisal space.)

Industry Products and Services

From groundbreaking advancements in artificial intelligence to offbeat inventions [like these wearable fans for pets in hot climates](#), mankind can achieve just about anything with technology when it's wielded effectively. SimpleNexus is helping mortgage professionals effectively wield its technology with its Homeownership Journey Demo Series, which provides an inside look into how its tools are best leveraged to improve borrower experience, streamline processes and maximize ROI. Get insight into SimpleNexus' seamless, collaborative technology and how it works for loan officers, borrowers, real estate agents, and settlement and closing professionals. [Watch the series on demand today.](#)

Mortgage bankers are looking harder than ever to find an AMC they can rely on to protect their investment. This is why Mortgage Banker Magazine is giving them just that, with the Appraiser & AMC Directory. Click [here](#) to join the list of the mortgage industry's top appraisal management companies.

"At [Richey May](#) we dig in and go deep. We have been focused on the mortgage banking industry for over 35 years. It's where we came from and it's what we know. This singular intent has created a full suite of services and products designed specifically for mortgage banking leaders by people who truly know the ins and outs of your operations. Our goal is to equip mortgage leaders with the best, whether that means you are utilizing our game-changing platforms or utilizing our experts as an extension of your team, so you can accomplish your goals more easily and stay ahead of the curve. From audit and tax to accounting services, cybersecurity to intelligent automation, and business intelligence, we have you covered. [Contact our experts today](#) to learn more about how we can help you reach your goals."

The official "dog days" of summer may be over, but conference season is heating up! And that means plenty of opportunities to meet with the [Computershare Loan Services \(CLS\) team](#). They are gearing up to attend the industry's biggest events – including MBA's Annual Convention. [Contact the CLS team today](#) to schedule some time together in Nashville and discover how their [sub-servicing solutions](#), [origination fulfillment services](#), [co-issue MSR acquisition program](#), and [mortgage cooperative](#) can move your business forward. Visit [Computershare Loan Services](#) to learn more.

Have you heard of the ServiceLink 2022 Homebuying report? This comprehensive report examines shifting experiences and approaches to homebuying and refinancing and changing attitudes about technology's role in the process. You can also view a high-impact webinar that features expert analysis of the Report. [Check it out here!](#)

Time is running out to nominate your Compliance Champion! On National Compliance Officer Day, September 26th, [ActiveComply](#) will announce the winner of their first inaugural [Compliance Champion Award](#), which will be bestowed upon one professional who has demonstrated commitment to the highest standards of professionalism and dedication to supporting compliant marketing practices in the mortgage industry. In addition to receiving their award, the winner will be featured on ActiveComply's website and receive a new [reMarkable 2! Nominations](#) will be accepted until September 21st. Interested in saving time and money while managing your compliance with confidence? Explore ActiveComply's wealth of [compliance resources](#), learn more about their [no-headache compliance solutions](#) for IMBs, banks, credit unions, and other lenders. [Request a free demo](#) with real-time social media data from your company today!

Events and Trainings

Are you looking to accelerate leadership skills? Join [BlueEQ™](#) for a complimentary Zoom webinar on [September 22nd at 10:00am Pacific time](#). Through this webinar you'll pick up tips to increase your influence within your team and organization by learning the Emotional Intelligence skills crucial to better manage your relationships for a healthier work environment. If you can't make the date, feel register anyway and receive a recording.

If you want to know how you can become a mortgage influencer in your market you want to join Ginger Bell, Carl White, Frank Garay, and Ginger Bell each Wednesday at 1:30 pm ET, for a 30-minute Mortgage Influencer live stream call. Each week they share what other mortgage influencers are doing on TikTok, YouTube, Social Media and more. September guests include Kelly Zitlow, Christine Beckwith and Chris Johnstone. You can register for the series at www.MortgageInfluencers.com.

There are going to be a LOT of tech providers in Las Vegas this week for the Digital Mortgage conference, and STRATMOR Group would like to encourage attendees to set a SPA appointment. Not for a facial or massage, but for STRATMOR's new Solutions Providers Advisory (SPA) program. [Sue Woodard](#) is heading up this effort that gives mortgage providers access to STRATMOR consultants, backed with the industries best data, through a recurring program that helps vendors better pitch their products in this tough industry climate. If you are interested in learning more about the program, or if you would like to meet with one of the STRATMOR consultants next week in Las Vegas, [use this link to send us a note](#) and we'll set up a time to talk with you. Massage not included.

Join [MLA's](#) webinar on [September 13](#) and hear from speaker, Tom Host on what 1031's are, what they can be used for, and what the benefits of 1031's are.

If you're working to fine tune your lock policies to address today's market, make plans to attend the upcoming webinar, hosted by [Optimal Blue](#), a division of Black Knight, on Sept. 14 at 1 p.m. CT. [Save your seat today!](#)

Register for the MBA of Florida webinar, Survival Kit: Helping You Prepare for Today's Cybersecurity Threats [Sep 16, 10:00 AM EST](#). Presenter [Robert Bigman](#), former Chief Information Security Officer for the U.S. Central Intelligence Agency, will discuss specific cyber threats – business email compromise, equipment security, and ransomware; Preparedness and steps if a breach occurs.

Free for [MLA](#) members, hear from Doug Duncan, Chief Economist, join the Webinar on [September 20th](#).

Take a Deep Dive into Non-QM with [Angel Oak's](#) Series Registration, [September 15 | September 22 | September 29](#). Register for individual topics or the full series.

[IMN's](#) NPLs, Notes & Default Servicing Forum, taking place [September 28-29](#) in Santa Monica, CA. With foreclosure/defaults activity starting to increase, we are projecting record attendance (400+ attendees) at this year's event, consisting of a who's who of Investors/Buyers, Servicers, Originators, and other Industry Professionals. Speaking & Sponsorship/Booth opportunities are available.

Lenders One has the upcoming [Sales and Marketing Basecamp](#) on 9/22 at the Rock and Roll Hall of Fame in Cleveland, featuring experts sharing strategies on sales and marketing trends, technology, recruiting, retention and more. Ready to get a savings review and learn what Lenders One membership benefits and networking events can do for you? [Click here](#) or [email Tricia Migliazzo](#) today.

Interested in completing your Continued Education in a way that will keep you engaged and entertained? Join [The Knowledge Coop](#) for one of our Live In-person CE Classes! [September 21](#) Bellevue, Washington (20% Discount Code: 20Washington), [September 22](#) Lakewood, Washington (20% Discount Code: 20Washington), [September 26](#) Houston, Texas (20% Discount Code: 20Texas), [September 30](#) Austin, Texas (20% Discount Code: 20Texas), and [October 6](#) Denver, Colorado (20% Discount Code: 20Denver).

The MBAC 66th Annual Convention, [October 2nd – 5th](#), an opportunity for mortgage executives to bring your loan originators, servicers, and associates who serve both states. [MBAC CE Registration Page](#) must supply NMLS # and select CE session, Promo Code will follow.

Don't forget the MBA's Annual Convention in Nashville, TN in October ([Annual Convention and Expo | MBA](#)).

Registration is open for [TMBA's 5th Annual Mortgage Symposium](#), November 7-8. The Early Bird registration is currently \$195.00 for members and \$320.00 for non-members. Take advantage of TMBA's block of rooms at the Renaissance Dallas at Plano Legacy West Hotel.

Save the date for the L1 Executive Roundtable, November 8-9 in San Antonio! Ready to get a savings review and learn what Lenders One membership benefits and networking events can do for you? [Click here](#) or [email Tricia Migliazzo](#) today.

Registration has opened for [NRMLA's Annual Meeting & Expo](#) at the Grand Hyatt Atlanta in Buckhead, [November 1- 3](#) NRMLA provides a vital venue where business owners, loan originators, servicers, underwriters, counselors and others can converse and learn from one another.

Get 1-1 time with lender execs at #NEXTFALL22, [Nov 8-10](#) at Hotel Crescent Court in Dallas. This year, #NEXTFALL22 will introduce NEXT Hives, roundtable think tanks for top senior lender executive attendees. Each hive will focus on a business issue that concerns mortgage executives in today's market. Request your invitation today.

Mark Your Calendar for the 7th Annual FreddieMacCONNECT Conference. This Single-Family's premier annual event and will be held [November 15-16](#), 2022. Once again, the conference will be held virtually at no cost to you. Sign up for FreddieMacCONNECT updates to receive information on registration, breakout sessions, keynote speakers and more.

Hello, Just a quick note on IMN's NPLs, Notes & Default Servicing Forum, taking place September 28-29 in Santa Monica, CA. With foreclosure/defaults activity starting to increase, we are projecting record attendance (400+ attendees) at this year's event, consisting of a who's who of Investors/Buyers, Servicers, Originators, and other Industry Professionals. To visit the conference site, click [here](#).

Capital Markets

The bond market **continued its recent selloff on Friday, further pushing rates upward** as the likelihood of an economic downturn increases. Fed Governor Waller said that the fed funds rate range may have to be raised "well above" 4 percent if inflation accelerates before year's end. The Labor Department will release inflation figures for last month tomorrow. Kansas City President George said that the strong economy gives the Fed room to raise rates and that she would like to see a soft landing, though the actual path could be more difficult. Fed Chair Powell said the U.S. **central bank won't flinch in its inflation battle**, hardening expectations of a third straight jumbo rate hike.

Last week wasn't heavy as far as economic data was concerned. The ISM Services PMI increased to 59.9 in August as business production and new orders increased. This was in contradiction to the S&P Global Services PMI which reported rapid contraction in the services industry. Meanwhile, the trade deficit narrowed as exports were at a record \$259.3 billion, however a continually strong dollar and **worsening conditions in Europe and China could reverse those gains**. Both the European and Canadian central banks increased their key policy rates by 75-basis points and the markets have priced in a 91 percent probability of the Fed moving by 75-basis points following its September 21 meeting. Mortgage rates continue to push higher as the market **expectations for a prolonged higher rate environment increase**.

This week's calendar is busy with first-tier data, which will impact future monetary policy decisions, as well as supply with the mini-Refunding today and tomorrow. The mini-Refunding includes \$41 billion 3-year and \$32 billion reopened 10-year notes auctioned today before \$18 billion reopened 30-year bonds are auctioned tomorrow. Of particular importance in terms of data are CPI and PPI on Tuesday and Wednesday with retail sales on Thursday and Michigan sentiment on Friday. Fed speak will be light with the Fed heading into their blackout period ahead of its September meeting. Besides today's Class A 48-hours with Class B 48-hours on Thursday and Class C net out Friday, the NY Fed will conduct their last two MBS purchase operations for the foreseeable future when they purchase up to \$754 million UMBS30 4 percent through 5 percent today and \$387 million GNII 4 percent through 5 percent on Wednesday. We begin the week with Agency [MBS prices](#) better by .125 and the 10-year yielding 3.27 percent after closing last week at 3.32 percent.

Employment

A completely formed wholesale team that produced \$4BB in funded production across the Conventional, Government, and Jumbo spectrum in the last 12 business months is looking to find a strategic partner that shares the vision that was unfortunately cut short last week. This group can bring the vision, culture, people, strategy, and execution needed to create a platform that mortgage brokers nationally were, and will again, run towards in the next market cycle. Leadership brings an intimate knowledge of how to build AI & API driven technology that results in a far below market cost to produce which can lead whoever invests in this platform with the winning edge as the market thaws next spring. If you are a lender or investor looking to add a channel, diversify your company, or invest in a new venture to build what was heading towards, and will ultimately be, the next great wholesale lender, then please get in touch with [Anjelica Nix](#) for confidential discussions.

Guardian Mortgage is expanding its loan origination staff in all key markets. At Guardian Mortgage, we're proud of our customer loyalty and retention! Guardian focuses on retaining most loan servicing and maintaining the quality customer relationships our originators have formed in the 43 states where we lend. Our Loan Originators have helped generations of members of the same family obtain home loans. Jen Guidry, one of Guardian's top loan originators, shares the following insight about her experience moving to Guardian. "My biggest fears in moving to another company were the stress and problems that come with transitioning a never-ending pipeline to a new place. The onboarding team made the transition process at Guardian Mortgage the smoothest I have experienced in over 25 years. Top-notch help, and it has been the best move that I've made in my career." Explore the Guardian difference at [GuardianMortgageOnline.com](#) today!

Looking to join a growing mortgage consultancy? [The Oakleaf Group](#) has an immediate opening for a Senior Business Development Executive with experience delivering consultancy/professional services sales with an emphasis in financial services, risk management, real estate, or mortgage banking/financing. In this role, you will be responsible for identifying, creating, and closing opportunities for mortgage servicing and origination regulatory compliance and risk management projects. This role is 100% REMOTE however Eastern/Central time zones are preferred. Preferred candidates should have 5+ years of experience in sales/business development and a proven track record of generating professional services revenue and achieving sales targets or quotas. Candidates should also have an understanding of origination and servicing compliance, audit, and other regulatory requirements. To learn more and apply, visit the [Business Development Executive job description](#), or email your resume to [Cheri Johnson\(cherilynn.johnson@oakleaf.com\)](mailto:Cheri.Johnson@oakleaf.com).

Village Capital & Investment LLC is excited to announce the hiring of industry veterans Lynn Bristow and Mark Montanus as the Eastern and Western Correspondent Regional Managers respectively. Lynn and Mark bring a combined 50+ years of mortgage experience to the Village Capital Correspondent Channel. Village Capital is currently purchasing FHA, VA and USDA with ZERO overlays through our Correspondent Channel either Delegated or Non-Delegated through Best Efforts or Mandatory delivery. Village Capital services 100% of loans purchased in house. If you are looking for an outlet for your government products with aggressive pricing and zero overlays, please reach out to [Lynn Bristow](#) in the East and [Mark Montanus](#) in the West.

Looking to grow your purchase business? Great news: we have a proven formula for success! Our unique approach gives you the opportunity to access some of the best real estate professionals nationwide, allowing you to grow upon your existing purchase business. Guaranteed Rate Affinity and Anywhere (formerly Realogy) continue to aggressively pursue purchase mortgage market share and we're looking for Loan Officers with an owner's mentality to join our winning team. As we continue to grow and leverage our joint venture, we're bringing on more top-notch talent every day. [Join a lender](#) that has it all. Guaranteed Rate Affinity is an equal opportunity employer that welcomes and encourages all applicants to apply regardless of age, race, sex, religion, color, national origin, disability, veteran status, sexual orientation, gender identity and/or expression, marital or parental status, ancestry, citizenship status, pregnancy or other reason prohibited by law.

Citizens continues to invest and expand the mortgage business and includes expanding their Mortgage Capital Markets team with some exciting positions available now! All positions are located in Richmond VA but may consider remote for the right candidate. Positions include Model Validation Senior Analyst – strong preference for QRMMB experience to work with valuation and analytics team in Capital Markets, with liaisons to bank model validation team and working with regulators. Senior Trader – deep mortgage pipeline experience including hedging strategy and concepts. Experience with a variety of hedge instruments required. Senior Capital Markets Analyst – role will support pricing analytics, capital market business strategies, including balance sheet optimization and competitor peer analytics. Junior Capital Markets Analyst – support various analytics within capital markets pipeline valuation and model team, also some hedge analytics support opportunities. Capital Markets Leadership Support – a position that will manage chief of staff functions to support head of capital markets and leadership team with initiatives, presentations, and programs. Ready to be a part of a top Capital Markets team? Send inquiries to [Sandie Pegano](#) and [view positions online](#).

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