Mortgage Lending in Montgomery County, Maryland

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National Community Reinvestment Coalition

research@ncrc.org

www.ncrc.org

Introduction

This report examines mortgage lending patterns in Montgomery County, Maryland from 2018 through 2024, focusing on home purchase originations within Montgomery County. The analysis encompasses all census tracts within the county and evaluates lending outcomes by borrower demographics and geographic characteristics, using standard fair lending metrics. According to U.S. Census Bureau data, Montgomery County has a population of approximately 1,056,910, with 20.0% Hispanic or Latino, 18.2% Black or African American, 41.4% White, 15.2% Asian. The community profile reports a median household income of $125,583. Demographic shifts in Montgomery County mirror state and national patterns, with increasing diversity contributing to changes in housing demand and mortgage lending patterns. The report presents a market-wide overview of lending patterns, followed by a detailed analysis of the top 10 lenders ranked by 2024 home purchase origination volume. Each lender's performance is evaluated across the full 2018-2024 period to assess trends and patterns in fair lending outcomes.

Key Findings

- Lenders originated 77,764 home purchase loans in Montgomery County from 2018 through 2024.

- Lending to Black borrowers remained relatively stagnant over the period, with Black borrowers representing 16.1% of borrowers in 2024, compared to 14.6% in 2018.

- Lending in Low-to-Moderate Income Census Tracts (LMICT) expanded over the period, with LMICT receiving 24.5% of all originations in 2024, up from 19.2% in 2018.

- Lending in Majority-Minority Census Tracts (MMCT) expanded from 51.9% in 2018 to 60.7% in 2024. This increase should be interpreted in the context of the 2020 census boundary changes, which created approximately 30% more majority-minority census tracts nationally. However, these boundary changes did not take effect in HMDA data until 2022.

Overview of Lending

According to U.S. Census Bureau American Community Survey data, Montgomery County's population is composed of 20.0% Hispanic or Latino, 18.2% Black or African American, 41.4% White, 15.2% Asian. The following tables examine how mortgage lending patterns align with these demographic characteristics, as well as geographic concentration in low-income and majority-minority communities.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	11,739	11,883	12,775	14,754	10,842	7,632	8,139
Black %	14.6	15.4	15.5	15.4	15.3	16.6	16.1
Hispanic %	15.3	17.6	17.4	16.2	16.8	16.2	16.9
Asian %	20.6	19.0	17.7	20.3	19.9	20.7	21.6
White %	49.0	47.4	48.9	47.6	47.5	46.0	45.0
Native American %	0.3	0.5	0.4	0.4	0.4	0.4	0.3
Hawaiian/Pacific Islander %	0.2	0.1	0.1	0.1	0.1	0.1	0.1

Note: Originations refer to home purchase loans that were originated (approved and closed). Percentages for race/ethnicity categories are calculated as a share of loans with demographic data available (loans without demographic data are excluded from the denominator). Abbreviations: LMIB = Low-to-Moderate Income Borrower, LMICT = Low-to-Moderate Income Census Tract, MMCT = Majority-Minority Census Tract.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	11,739	11,883	12,775	14,754	10,842	7,632	8,139
LMIB %	33.6	36.5	35.5	36.5	35.7	34.2	32.0
LMICT %	19.2	20.1	19.3	20.1	23.6	24.4	24.5
MMCT %	51.9	52.4	51.4	52.9	59.0	59.2	60.7

In contrast, lending to Black borrowers remained essentially unchanged throughout the period, raising questions about equitable access to homeownership opportunities.

Black borrowers receive a smaller share of loans than their representation in the community's population, suggesting that barriers to credit access may persist despite overall lending growth in the market. This aligns with national trends showing stagnant Black borrower participation in mortgage lending.

Lending in lower-income neighborhoods expanded over the period. These communities, where median household incomes fall below 80% of the area median, are places where mortgage credit can be especially important for community stability and economic opportunity.

The increase in lending to these neighborhoods helps ensure that residents in lower-income areas have access to credit opportunities, though it is important to monitor whether this lending benefits existing community residents or primarily serves higher-income newcomers.

Lending in majority-minority neighborhoods expanded significantly over the period. These are neighborhoods where residents of color make up more than half the population.

Given Montgomery County's diverse population, this increase in lending to majority-minority areas reflects both the city's demographic composition and potentially improved credit access in communities that have historically faced lending challenges.

It is important to note that the 2020 census redrew boundaries and created approximately 30% more majority-minority census tracts nationally. However, these boundary changes did not take effect in HMDA data until 2022. This means that some of the apparent increase in lending to these areas after 2022 reflects how neighborhoods were reclassified, not just changes in lending patterns.

These lending patterns reflect a complex mix of factors including demographic changes, market conditions, lender practices, and borrower preferences. Understanding how these factors interact can help identify opportunities to expand equitable access to mortgage credit throughout Montgomery County's diverse communities.

Analysis of Top Lenders

The top 10 lenders by 2024 home purchase origination volume originated 2,785 loans, representing 34.2% of all home purchase originations in Montgomery County that year. Analysis of these lenders across the 2018-2024 period reveals varying patterns in lending to minority borrowers and in minority and low-income communities.

Rocket Mortgage

Rocket Mortgage is a mortgage company headquartered in Detroit, Michigan. Launched in 2015 as a fully digital mortgage lender, Rocket Mortgage is a subsidiary of Rocket Companies, which was founded in 1985.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	255	380	270	569	418	331	398
Black %	16.9	18.6	19.0	16.6	26.3	19.2	19.2
Hispanic %	15.9	15.8	12.4	11.5	16.0	14.3	14.7
Asian %	21.7	20.0	25.7	35.2	28.4	32.0	28.9
LMIB %	36.9	40.8	37.0	39.5	43.1	42.9	43.7
LMICT %	22.0	25.0	18.9	20.0	26.6	27.2	28.9
MMCT %	56.1	60.8	54.4	57.3	73.2	70.7	65.8

Rocket Mortgage originated 398 home purchase loans in 2024. This was down from a peak of 569 loans in 2021. Over the 2018-2024 period, the lender's origination volume increased by approximately 56 percent.

When compared to the overall market in 2024, Rocket Mortgage's share of loans to Asian borrowers was higher than the market average.

In terms of geographic lending patterns, the lender's share of loans to low-to-moderate income borrowers was substantially higher than the market average. Also, the lender's share of loans in majority-minority census tracts was higher than the market average.

First Home Mortgage

First Home Mortgage is a mortgage company.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	469	479	625	639	424	316	360
Black %	16.9	20.8	20.0	19.7	23.2	17.2	21.2
Hispanic %	14.0	16.0	16.1	15.3	17.0	9.5	14.7
Asian %	10.7	10.3	10.6	11.7	13.1	17.5	16.0
LMIB %	38.4	43.0	41.6	46.2	48.3	41.5	43.3
LMICT %	26.0	24.0	21.9	23.0	25.9	22.2	28.3
MMCT %	56.5	62.0	60.3	57.1	63.2	62.7	62.8

First Home Mortgage originated 360 home purchase loans in 2024. This was down from a peak of 639 loans in 2021. Over the 2018-2024 period, the lender's origination volume declined by approximately 23 percent.

When compared to the overall market in 2024, First Home Mortgage's share of loans to Black borrowers was higher than the market average. Additionally, First Home Mortgage's share of loans to Asian borrowers was lower than the market average.

In terms of geographic lending patterns, the lender's share of loans to low-to-moderate income borrowers was substantially higher than the market average.

United Wholesale Mortgage

United Wholesale Mortgage is a mortgage company.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	291	453	335	583	462	353	350
Black %	12.3	15.1	11.4	16.6	18.1	21.4	16.4
Hispanic %	15.4	19.3	21.7	14.1	20.1	22.7	22.9
Asian %	42.3	37.6	32.8	30.5	25.6	24.4	23.5
LMIB %	56.4	57.2	45.7	47.5	49.4	40.5	44.6
LMICT %	24.4	24.9	21.8	24.2	31.0	26.6	28.6
MMCT %	64.9	64.5	57.6	61.9	68.4	74.5	69.7

United Wholesale Mortgage originated 350 home purchase loans in 2024. This was down from a peak of 583 loans in 2021. Over the 2018-2024 period, the lender's origination volume increased by approximately 20 percent.

When compared to the overall market in 2024, United Wholesale Mortgage's share of loans to Hispanic borrowers was higher than the market average.

In terms of geographic lending patterns, the lender's share of loans to low-to-moderate income borrowers was substantially higher than the market average. Also, the lender's share of loans in majority-minority census tracts was higher than the market average.

Prosperity Home Mortgage

Prosperity Home Mortgage is a mortgage company.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	613	513	715	783	523	318	332
Black %	10.3	7.6	10.1	13.7	11.1	10.3	10.9
Hispanic %	7.2	10.1	12.0	13.4	13.1	11.8	15.4
Asian %	10.5	12.3	10.0	10.6	14.2	14.3	11.9
LMIB %	26.4	28.5	28.8	28.5	31.0	25.5	31.0
LMICT %	18.3	18.7	17.8	20.3	21.4	20.1	22.3
MMCT %	46.5	45.2	44.5	48.5	55.1	50.0	55.7

Prosperity Home Mortgage originated 332 home purchase loans in 2024. This was down from a peak of 783 loans in 2021. Over the 2018-2024 period, the lender's origination volume declined by approximately 46 percent.

When compared to the overall market in 2024, Prosperity Home Mortgage's share of loans to Black borrowers was lower than the market average. Additionally, Prosperity Home Mortgage's share of loans to Asian borrowers was lower than the market average.

Prosperity Home Mortgage's geographic lending patterns were generally aligned with market averages in 2024.

Truist Bank

Truist Bank is a bank headquartered in Charlotte, North Carolina. The institution reported assets of approximately $546.23 billion. Truist Bank has a Community Benefits Agreement (CBA) with NCRC,

demonstrating a commitment to serving low- and moderate-income communities. For more information, visit https://ncrc.org/cba/.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	76	109	662	638	478	380	319
Black %	2.8	10.6	6.6	6.3	9.1	9.9	9.0
Hispanic %	11.1	6.1	8.7	5.2	6.2	4.7	7.1
Asian %	22.2	30.3	32.6	38.7	38.0	37.0	38.8
LMIB %	35.5	21.1	27.3	32.0	30.1	33.2	28.5
LMICT %	13.2	15.6	13.6	11.9	14.2	16.3	17.9
MMCT %	36.8	50.5	38.1	41.5	45.0	48.9	52.0

Truist Bank originated 319 home purchase loans in 2024. This was down from a peak of 662 loans in 2020. Over the 2018-2024 period, the lender's origination volume increased by approximately 320 percent.

When compared to the overall market in 2024, Truist Bank's share of loans to Hispanic borrowers was lower than the market average. Additionally, Truist Bank's share of loans to Black borrowers was lower than the market average.

In terms of geographic lending patterns, the lender's share of loans in low-to-moderate income census tracts was lower than the market average. Also, the lender's share of loans in majority-minority census tracts was lower than the market average.

JPMorgan Chase Bank

JPMorgan Chase Bank is a bank headquartered in New York, New York. The institution reported assets of approximately $3.20 trillion. Tracing back to 1799, merged with J.P. Morgan & Co. in 2000.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	114	138	141	152	124	151	239
Black %	8.2	4.5	9.8	9.7	3.6	11.4	14.0
Hispanic %	3.1	7.1	9.0	8.2	7.3	11.4	12.0
Asian %	21.4	17.9	13.1	22.4	25.5	23.5	17.5
LMIB %	7.0	18.1	22.7	15.8	19.4	23.8	26.8
LMICT %	7.9	9.4	11.3	9.9	12.9	31.8	40.2
MMCT %	28.9	31.9	25.5	33.6	41.1	62.3	81.2

JPMorgan Chase Bank originated 239 home purchase loans in 2024. Over the 2018-2024 period, the lender's origination volume increased by approximately 110 percent.

When compared to the overall market in 2024, JPMorgan Chase Bank's share of loans to White borrowers was substantially higher than the market average.

In terms of geographic lending patterns, the lender's share of loans to low-to-moderate income borrowers was lower than the market average. Also, the lender's share of loans in low-to-moderate income census tracts was substantially higher than the market average.

First Savings Mortgage

First Savings Mortgage is a mortgage company.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	251	291	342	486	289	212	225
Black %	9.4	4.7	7.4	6.5	7.4	7.2	7.7
Hispanic %	8.5	5.9	7.0	8.1	7.8	8.3	9.9
Asian %	10.8	13.8	9.4	10.4	9.3	9.9	11.5
LMIB %	23.1	23.4	21.3	22.2	24.6	21.7	20.9
LMICT %	15.9	14.4	17.3	15.0	16.6	17.0	18.2
MMCT %	37.1	36.4	37.7	35.8	44.3	40.6	40.4

First Savings Mortgage originated 225 home purchase loans in 2024. This was down from a peak of 486 loans in 2021. Over the 2018-2024 period, the lender's origination volume declined by approximately 10 percent.

When compared to the overall market in 2024, First Savings Mortgage's share of loans to Hispanic borrowers was lower than the market average. Additionally, First Savings Mortgage's share of loans to Black borrowers was lower than the market average.

In terms of geographic lending patterns, the lender's share of loans to low-to-moderate income borrowers was substantially lower than the market average. Also, the lender's share of loans in low-to-moderate income census tracts was lower than the market average.

TowneBank

TowneBank is a bank. The institution reported assets of approximately $15.85 billion.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	291	266	320	351	263	194	199
Black %	22.0	21.4	18.3	22.7	23.2	23.6	24.3
Hispanic %	20.3	22.2	16.1	22.4	20.9	30.3	29.8
Asian %	21.3	15.6	20.8	20.6	19.9	16.9	19.3
LMIB %	52.6	62.0	46.9	57.8	64.6	53.6	56.8
LMICT %	18.6	17.7	19.7	17.7	30.4	27.8	25.1
MMCT %	57.0	57.5	54.1	57.8	70.3	64.9	69.3

TowneBank originated 199 home purchase loans in 2024. This was down from a peak of 351 loans in 2021. Over the 2018-2024 period, the lender's origination volume declined by approximately 32 percent.

When compared to the overall market in 2024, TowneBank's share of loans to Hispanic borrowers was substantially higher than the market average. Additionally, TowneBank's share of loans to Black borrowers was higher than the market average.

In terms of geographic lending patterns, the lender's share of loans to low-to-moderate income borrowers was substantially higher than the market average. Also, the lender's share of loans in majority-minority census tracts was higher than the market average.

First Heritage Mortgage

First Heritage Mortgage is a mortgage company.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	79	91	122	168	157	85	199
Black %	15.4	18.8	11.9	20.9	19.2	18.3	21.2
Hispanic %	3.1	20.3	15.8	14.2	12.5	20.0	15.8
Asian %	23.1	18.8	15.8	22.4	26.7	30.0	21.2
LMIB %	35.4	36.3	38.5	33.3	36.3	38.8	36.2
LMICT %	20.3	31.9	22.1	18.5	12.1	23.5	22.1
MMCT %	44.3	57.1	52.5	73.2	82.2	72.9	72.4

First Heritage Mortgage originated 199 home purchase loans in 2024. Over the 2018-2024 period, the lender's origination volume increased by approximately 152 percent.

When compared to the overall market in 2024, First Heritage Mortgage's share of loans to Black borrowers was higher than the market average.

In terms of geographic lending patterns, the lender's share of loans in majority-minority census tracts was substantially higher than the market average.

Embrace Home Loans

Embrace Home Loans is a mortgage company.

Metric	2018	2019	2020	2021	2022	2023	2024
Originations	208	166	150	163	191	170	164
Black %	14.1	15.2	25.3	24.4	17.4	23.8	18.2
Hispanic %	20.0	31.2	20.2	26.8	14.6	20.0	10.6
Asian %	14.1	8.9	10.1	7.1	12.5	8.5	16.7
LMIB %	39.9	49.4	42.7	45.4	35.6	38.2	33.5
LMICT %	25.0	30.7	25.3	27.0	17.8	24.1	29.9
MMCT %	59.6	65.7	63.3	64.4	52.9	59.4	57.3

Embrace Home Loans originated 164 home purchase loans in 2024. This was down from a peak of 208 loans in 2018. Over the 2018-2024 period, the lender's origination volume declined by approximately 21 percent.

When compared to the overall market in 2024, Embrace Home Loans's share of loans to Hispanic borrowers was lower than the market average.

In terms of geographic lending patterns, the lender's share of loans in low-to-moderate income census tracts was higher than the market average.

Methods and Sources

METHODOLOGY

Data Source and Years: This report uses Home Mortgage Disclosure Act (HMDA) data from the Federal Financial Institutions Examination Council (FFIEC) for years 2018 through 2024.

Geographic Scope: The analysis focuses on Montgomery County, Maryland, encompassing all census tracts within the county boundaries. Geographic scope was identified from the Community Profile of Montgomery, MD (County, 2022).

Loan Filters: This analysis applies standard HMDA filters to home purchase loan originations:

- Loan Purpose: Home purchase loans only (loan_purpose = '1') - Action Taken: Originations only (action_taken = '1') - Occupancy Type: Owner-occupied properties (occupancy_type = '1') - Reverse Mortgages: Excluded (reverse_mortgage != '1') - Construction Method: Site-built only (construction_method = '1') - Property Units: 1-4 family units (total_units IN ('1', '2', '3', '4'))

All loan types (conventional, FHA, VA, USDA) are included within these filters.

Core Metrics: The following metrics are calculated:

1. Black share: Black borrowers as percentage of originations with demographic data

2. Hispanic share: Hispanic borrowers as percentage of originations with demographic data

3. Asian share: Asian borrowers as percentage of originations with demographic data

4. White share: White borrowers as percentage of originations with demographic data

5. Native American share: Native American borrowers as percentage of originations with demographic data

6. Hawaiian/Pacific Islander share: Hawaiian/Pacific Islander borrowers as percentage of originations with demographic data

7. LMIB lending share: Originations to Low-to-Moderate Income Borrowers as percentage of total originations

8. LMICT lending share: Originations in Low-to-Moderate Income Census Tracts as percentage of total originations

9. MMCT lending share: Originations in Majority-Minority Census Tracts as percentage of total originations

Race/Ethnicity Classification: NCRC methodology uses hierarchical classification with Hispanic ethnicity checked first. If any ethnicity field contains codes 1, 11, 12, 13, or 14, the borrower is classified as Hispanic. If not Hispanic, borrowers are categorized by race using all 5 race fields.

Missing Data: HMDA allows demographic data omissions. For borrower demographic metrics, the denominator is loans WITH demographic data (excluding missing data from the percentage calculation). Geographic metrics (LMICT, MMCT) use all originations as the denominator.

Top Lender Analysis: Top 10 lenders are identified by 2024 home purchase origination volume. Each lender's performance is analyzed across all six metrics for the entire 2018-2024 period, broken out year-over-year, similar to the market overview analysis.

Related Resources: NCRC's 2025 Mortgage Market Series provides national context for local lending patterns:

- Part 1: Introduction to Mortgage Market Trends
(https://ncrc.org/mortgage-market-report-series-part-1-introduction-to-mortgage-market-trends/)

- Part 2: Lending Trends by Borrower and Neighborhood Characteristics
(https://ncrc.org/mortgage-market-report-series-part-2-lending-trends-by-borrower-and-neighborhood-characteristics/)

- Part 3: Native American and Hawaiian Lending
(https://ncrc.org/mortgage-market-report-series-part-3-native-american-and-hawaiian-lending/)

- Part 4: Mortgage Lending Across American Cities
(https://ncrc.org/mortgage-market-report-series-part-4-mortgage-lending-across-american-cities/)

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Contact: NCRC Research Department National Community Reinvestment Coalition research@ncrc.org www.ncrc.org