

TMC Benchmark Report November 2021 Powered by LBA Ware

Company Type: CB/CU Channel: Retail Annual Volume: \$500M or less

Executive Summary

by: Rich Swerbinsky

Volume (and productivity) continued to trend downward in November for the national network of lender members of The Mortgage Collaborative that submit data to TMC Benchmark. Closed loan production (in units) fell 11% during the month when compared with the month prior.

New applications taken also dropped by 11% month-over-month after dropping 7.0% and 12.4% the two months prior.

The product mix on new closed loan production trended towards more non-conventional products with that share of closed loan production at a 2021 high of 7% in November. Conventional products represented 74% of closed loan units with government products coming in at 19%.

The purchase/refinance mix trended slightly more purchase month over month, with purchases accounting for 62% of all closings. Here's the purchase share we've seen in TMC Benchmark the last six months:

June 2021: 65%

July 2021: 67%

August 2021: 61%

September 2021: 61%

October 2021: 61%

November 2021: 62%

Operational efficiency waned in October for the TMC network to its lowest levels since 2019 and we saw efficiency fall even further in November. The number of closed loan units closed per full-time processor dropped to 9.4 in November versus the 10.1 October total. Closed loan units per full-time underwriter dropped to 28.6 from 30.9 the month prior. Closed loan units per full-time closer plummeted again to 26.7 from 33.3 (dropped from 37.0 to 33.3 last month). The average loan originator closed 4.8 units in November, down from 5.3 in October. LO comp came in at an average of 94.8, up 1.5 bps from last month's 94.5 total.

Average annual compensation paid to operational staff continued to fall in November as well, with average annual comp paid to FTE processors seeing the biggest drop, going from \$53,400 to \$50,400 this month. Underwriter annual comp fell to \$83,500, \$8,000 lower than where it was two months earlier. Average

annual comp paid to closers dropped slightly from \$55,500 to \$55,200.

The average "app date to clear to close date" dropped to 41.0 days in November. Let's take a look at how this number has trended throughout the course of the last year:

December '20 - 47.4
January '21 - 47.9
February '21 - 43.1
March '21 - 42.8
April '21 - 45.7
May '21 - 43.8
June '21 - 41.8
July '21 - 43.2
August '21 - 42.5
September '21 - 42.3
October '21 - 42.6
November '21 - 41.0

The average cost per closed loan unit our members paid for their loan origination system (LOS) came in at \$113 in November, down \$10 from the month prior, likely representing lenders changing LOS providers. The average cost per closed loan unit for our members point-of-sale (POS) system was \$50 in November and \$85 for their CRM.

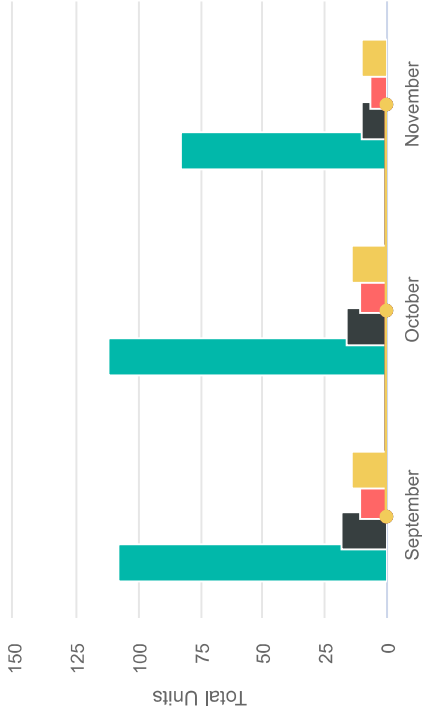
53% of this month's participants in TMC Benchmark were depositories and 47% were IMB's. 38% originate under \$500M a year in annual volume. 22% originate between \$500M-\$1B, and 40% originate over \$1 billion per year in annual production.

Rich Swerbinsky
President & Chief Operating Officer
The Mortgage Collaborative

Total Units by Loan Type

(Three Months)

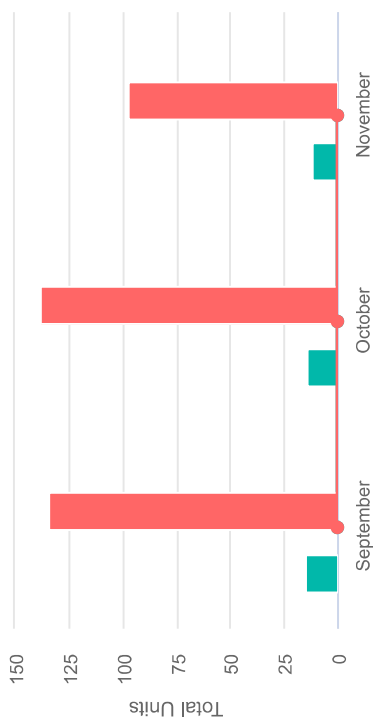
- Conv
- My Conv
- Govt
- My Govt
- Jumbo
- My Jumbo
- Other
- My Other



Total Units by Channel

(Three Months)

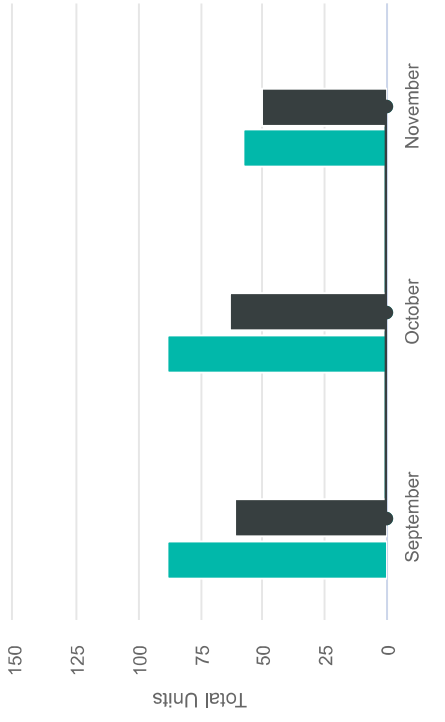
- Cons Direct
- WSale
- My Retail
- Corres
- My Cons Direct
- My Retail
- My WSale
- Retail
- My Corres



Total Units by Purpose

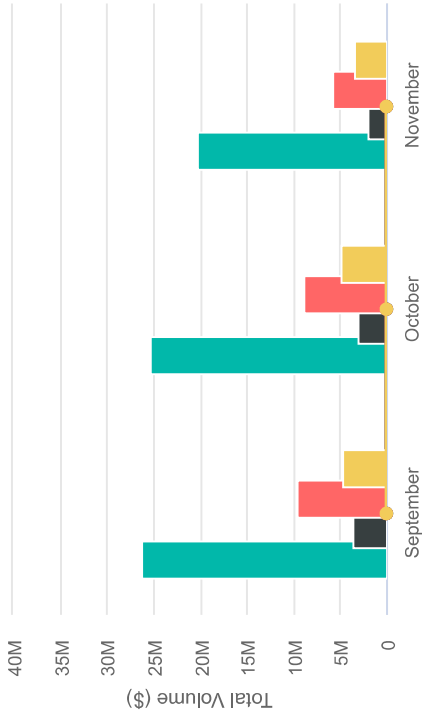
(Three Months)

- Purchase
- My Purchase
- Refinance
- My Refinance
- Other
- My Other



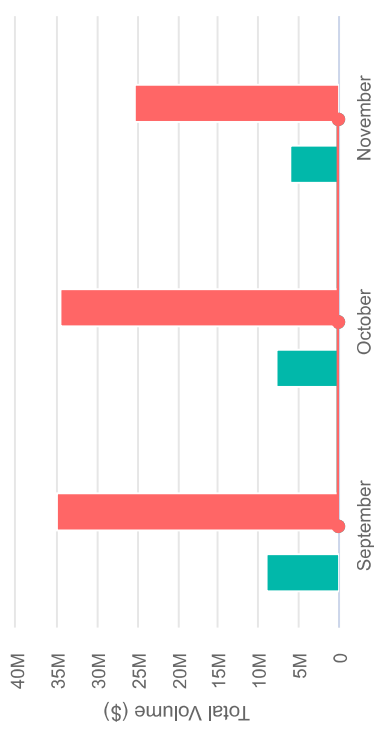
Total Volume by Loan Type (Three Months)

- Conv
- My Conv
- Govt
- My Govt
- Jumbo
- My Jumbo
- Other
- My Other



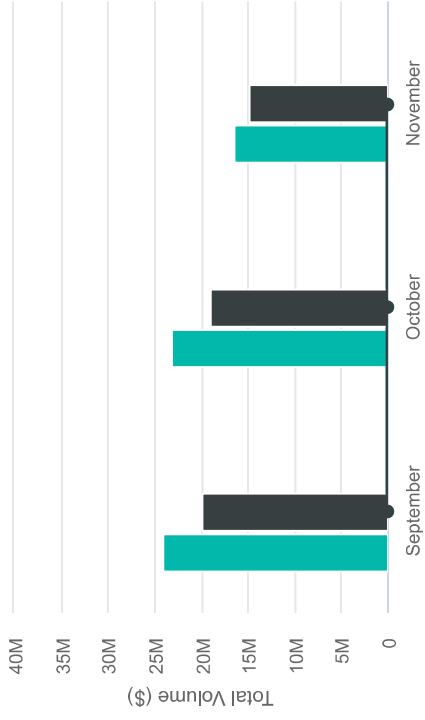
Total Volume by Channel (Three Months)

- Cons Direct
- WSale
- My Retail
- Corres
- My Cons Direct
- My Retail
- My WSale
- Retail
- My Corres

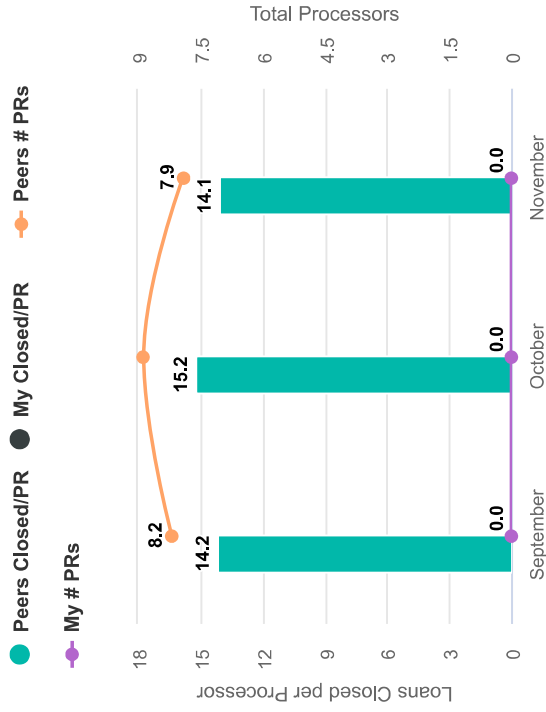


(Three Months)

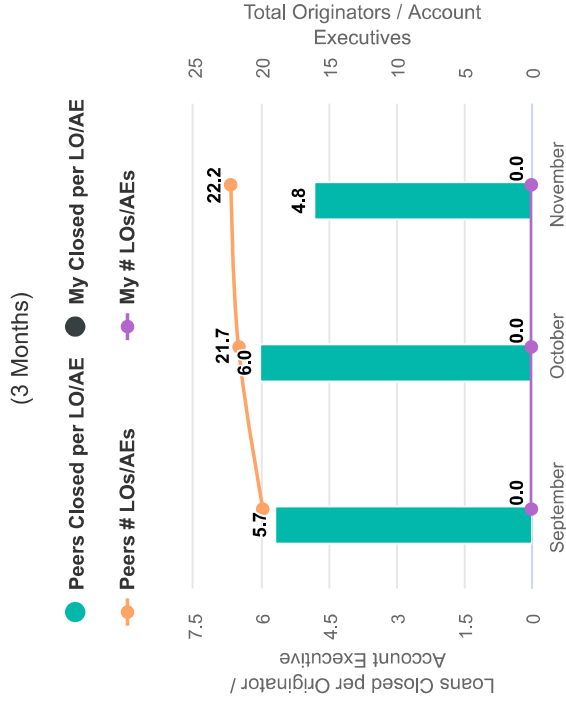
- Purchase
- Refinance
- Other
- My Purchase
- My Refinance
- My Other



Average Loans Closed per Processor (3 Months)

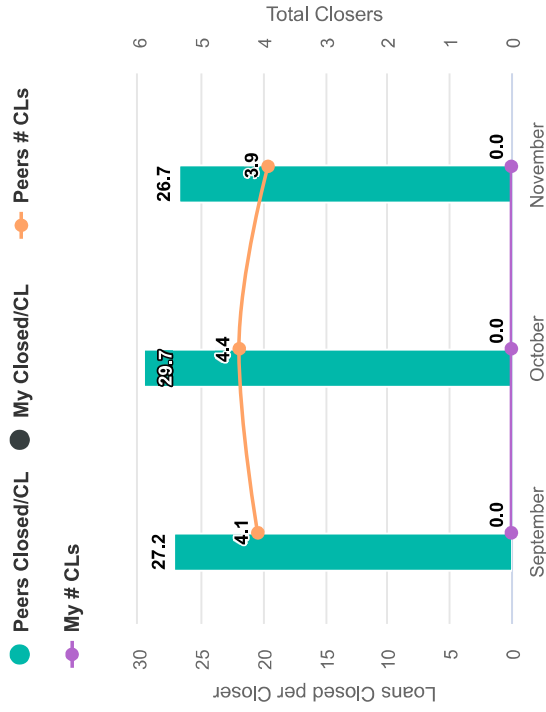


Average Loans Closed per Loan Originator / Account Executive (3 Months)



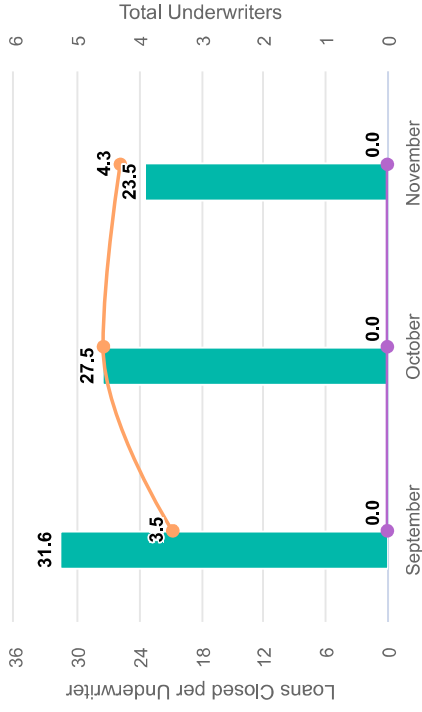
Average Loans Closed per Closer

(3 Months)



Average Loans Closed per Underwriter (3 Months)

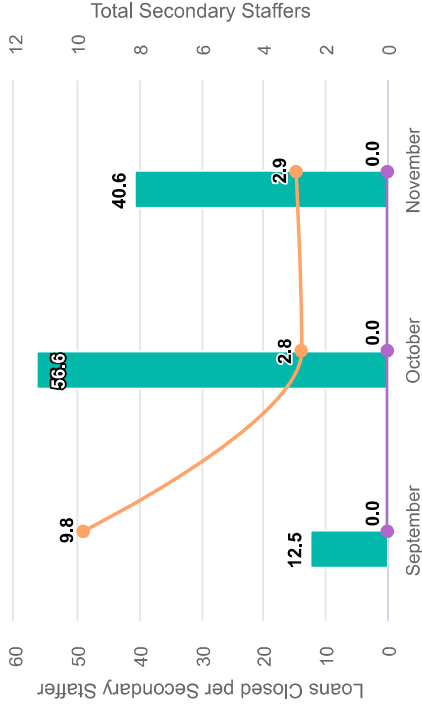
● Peers Closed/UW ● My Closed/UW ● Peers # UWs
 ● My # UWs



Total Underwriters

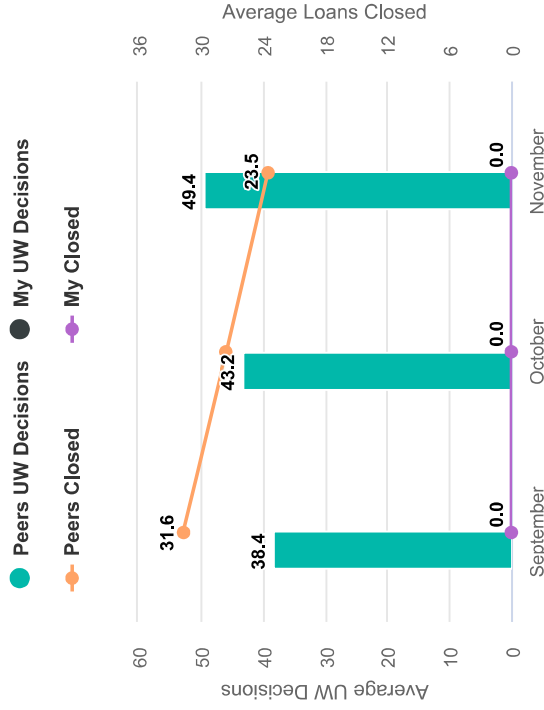
Average Loans Closed per Secondary Staffer (3 Months)

● Peers Closed/SS ● My Closed/SS ● Peers # SSs
 ● My # SSs



Total Secondary Staffers

Average UW Decisions vs Loans Closed (3 Months)



Core Technology Fee Provider Analysis (This Period)

(This Period)

Peer Group (Avg)

CRM (per user/seat license): \$81.25
POS (per loan): \$52.50
LOS (per loan): \$121.14

My Company

CRM (per user/seat license): \$0.00
POS (per loan): \$0.00
LOS (per loan): \$0.00

Core Technology Fee Provider Analysis (3 Months)

(3 Months)

Peer Group (Avg)

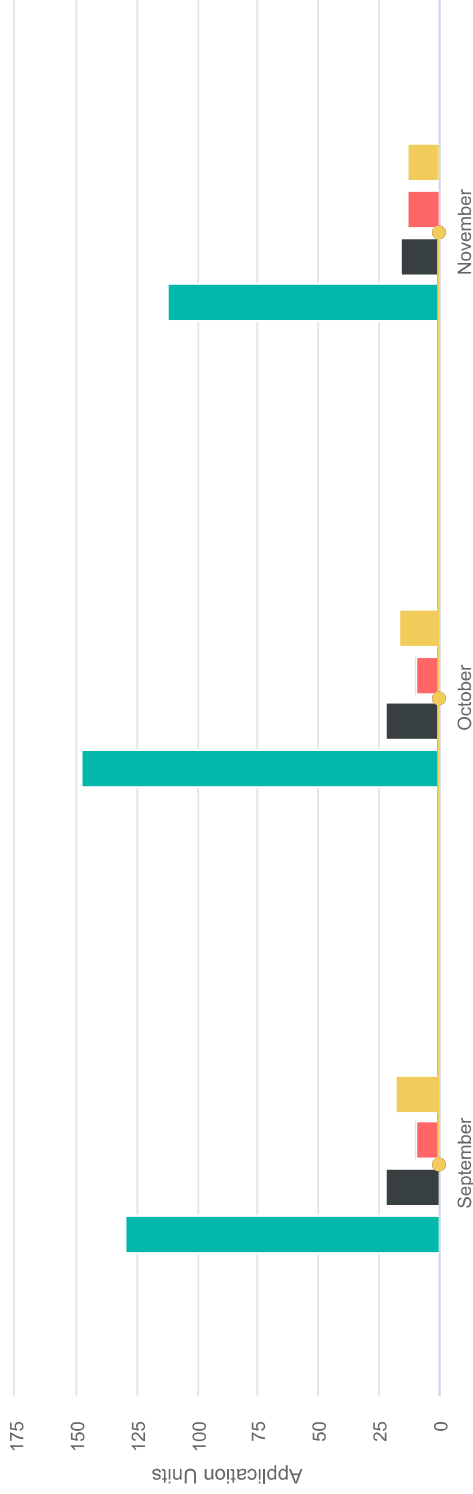
CRM (per user/seat license): \$93.00
POS (per loan): \$54.00
LOS (per loan): \$126.29

My Company

CRM (per user/seat license): \$0.00
POS (per loan): \$0.00
LOS (per loan): \$0.00

Application Units by Loan Type (Three Months)

● Conv ● Govt ● Jumbo ● Other ◆ My Conv ◆ My Govt ◆ My Jumbo ◆ My Other



Average Days App to CTC

(This Period)

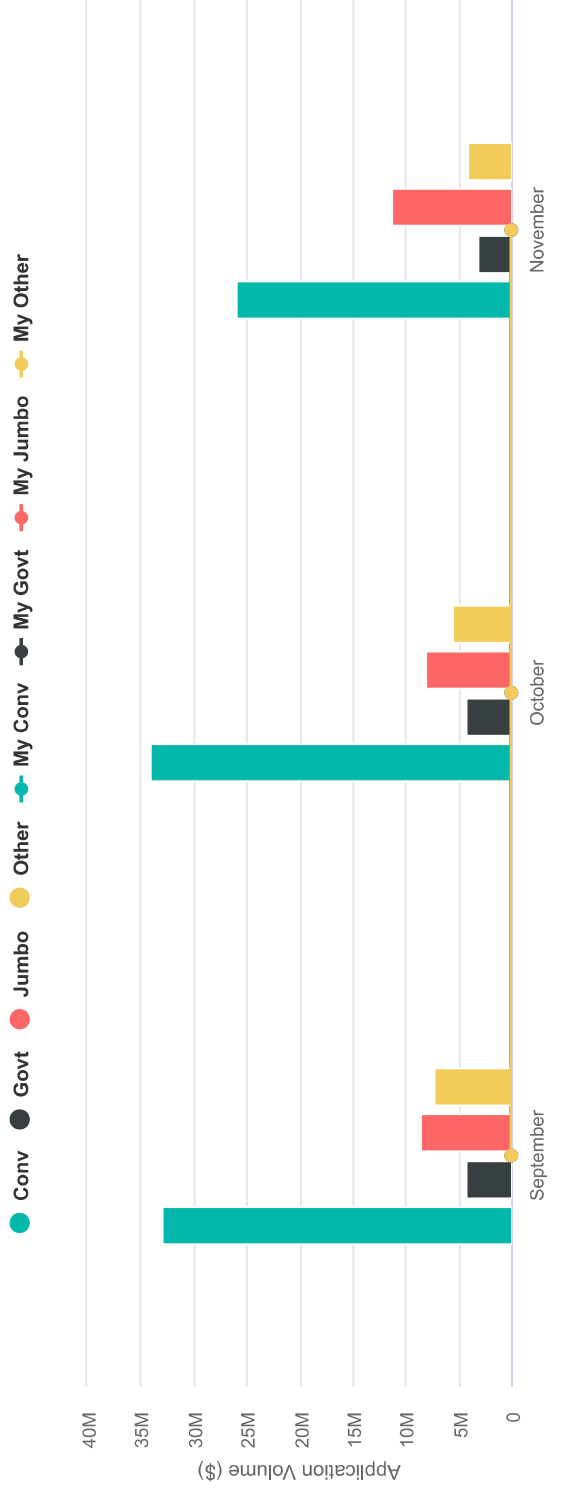
36.85 Days

Peer Group

0.00 Days

My Company

Application Volume by Loan Type (Three Months)



Average Days App to CTC (3 Months)

38.13 Days

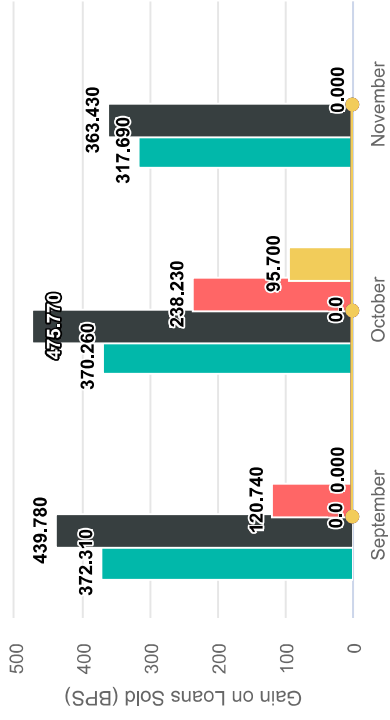
Peer Group

0.00 Days

My Company

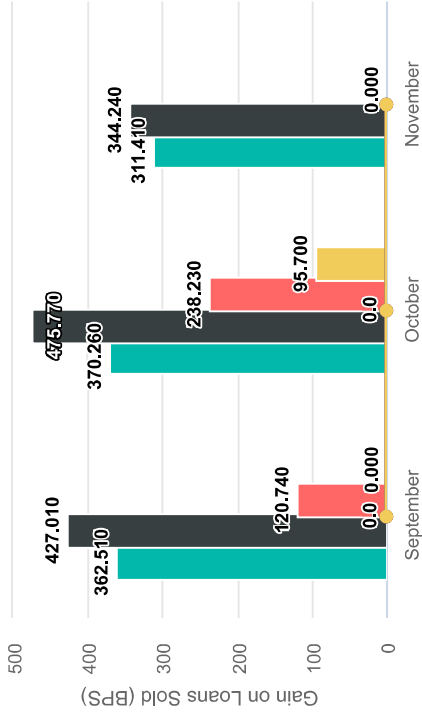
Average Gross Gain on Loans Sold by Loan Type

(3 Months)



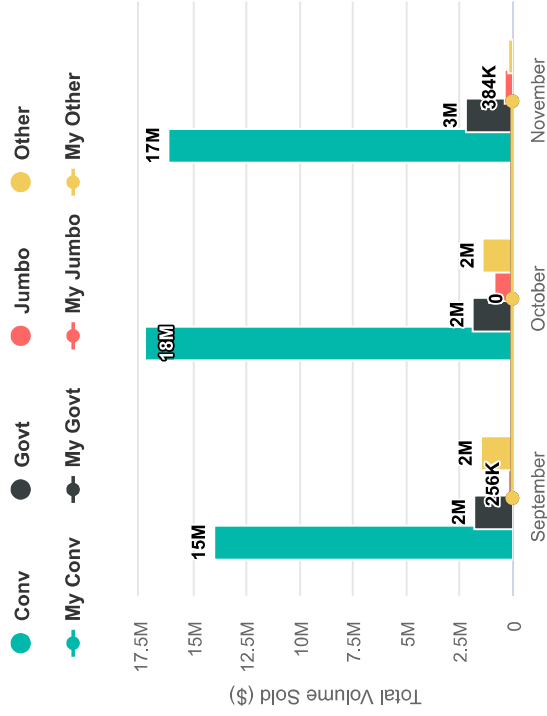
Average Net Gain on Loans Sold by Loan Type (3 Months)

- Conv
- My Conv
- Govt
- My Govt
- Jumbo
- My Jumbo
- Other
- My Other



Volume Sold by Loan Type

(3 Months)



Non-3rd Party Lender Fees Charged to Borrower per Loan

(This Period)

Peer Group (Avg)	My Company
Conventional:	\$1,128.86
Government:	\$747.83
Jumbo:	\$863.00
Other:	\$810.00

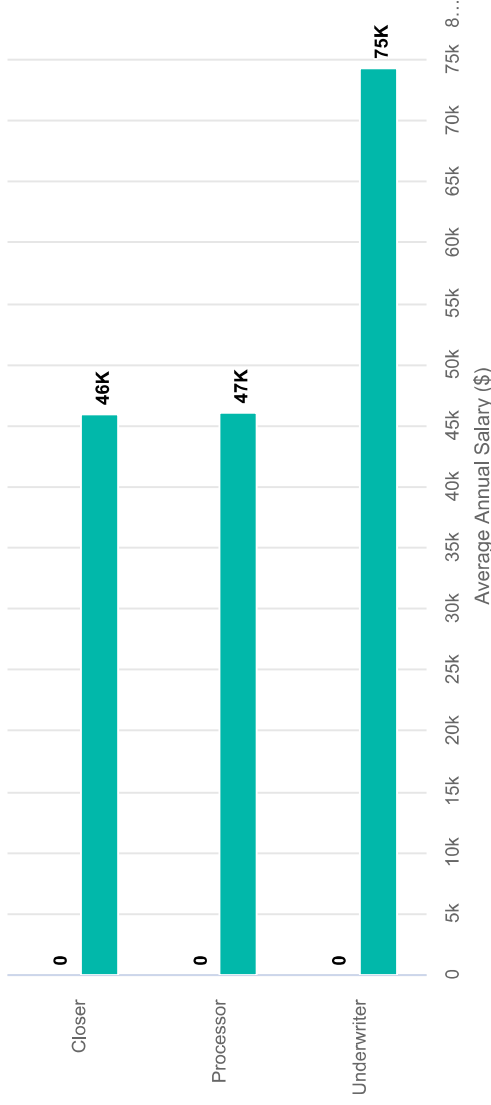
Non-3rd Party Lender Fees Charged to Borrower per Loan

(3 Months)

Peer Group (Avg)	My Company
Conventional:	\$1,062.59
Government:	\$821.38
Jumbo:	\$977.47
Other:	\$898.82

Average Salary by Position

● Peer Group (Avg) ● My Company



Average LO Commission (This Period)

80.973

BPS
Peer Group (Avg)

0.000

BPS
My Company

Average LO Commission (3 Months)

81.413

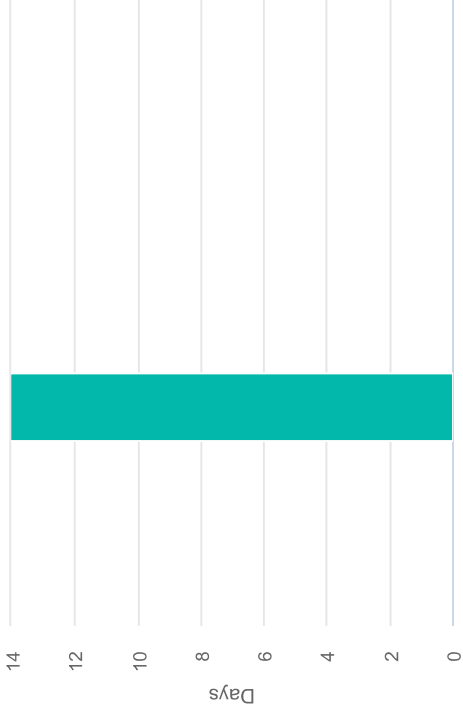
BPS
Peer Group (Avg)

0.000

BPS
My Company

Average Dwell Time on Warehouse Line (This Period)

● Peer Group (Avg) ● My Company



Average Warehousing Fee per Loan (This Period)

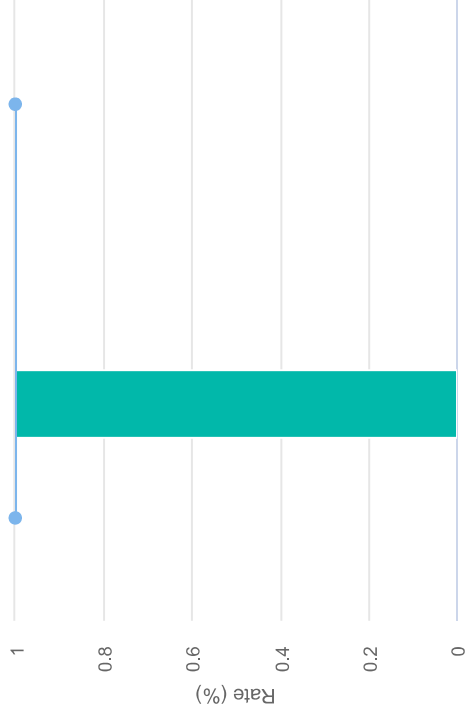
● Peer Group (Avg) ● My Company



Best Warehousing Rate

(This Period)

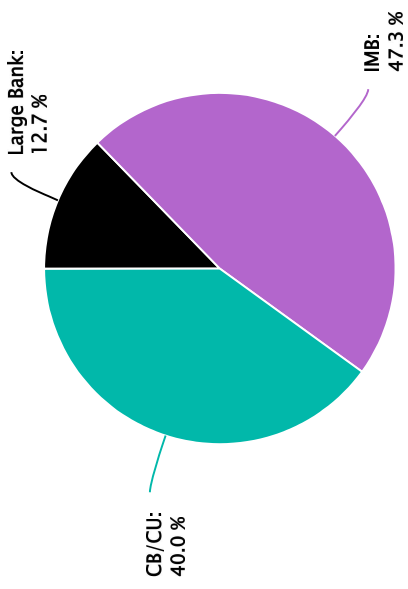
● My Company ● Peer Group (Avg) ● Peer Group Min/Max



Participants by Company Type

(This Period)

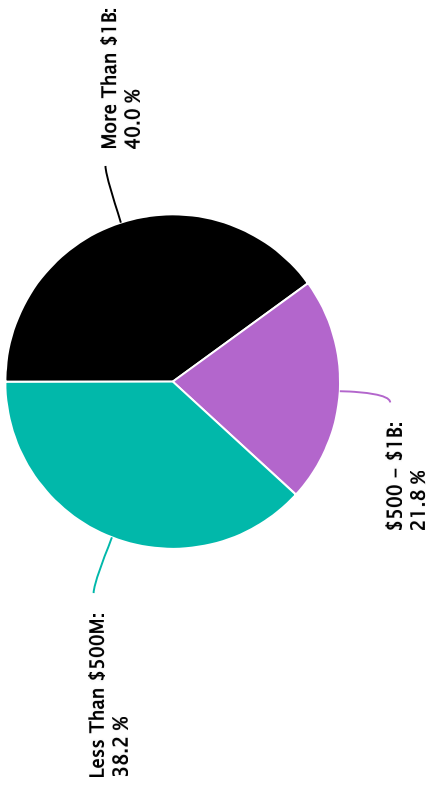
- Large Bank
- IMB
- CB/CU



Participants by Annual Volume

(This Period)

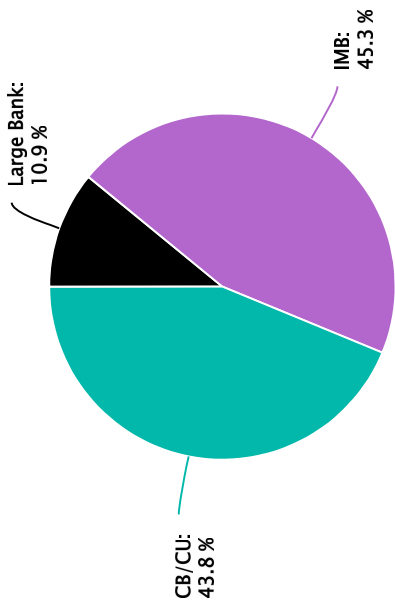
- More Than \$1B
- \$500 - \$1B
- Less Than \$500M



Participants by Company Type

(3 Months)

- Large Bank
- IMB
- CB/CU



Participants by Annual Volume

(3 Months)

- More Than \$1B
- \$500 – \$1B
- Less Than \$500M

