

# BENCHMARK

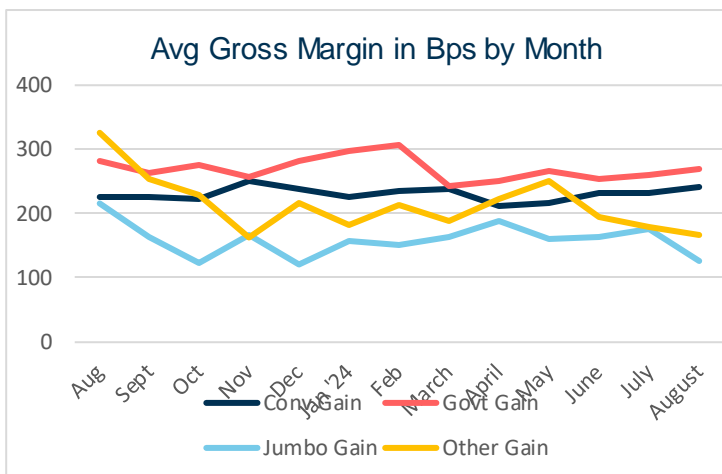
## TMC BENCHMARK AUGUST 2024 DATA: Strong Gains for TMC Lender Members and Improved Operational Efficiency

### OVERVIEW

In August, TMC's lender members experienced noteworthy gains in gross margin for both conventional and government loans. Month-over-month, the average loan amounts for these categories reached a 12-month high—the second consecutive month of impressive growth!

On top of that, we're seeing promising strides in operational efficiency, with a two-day reduction in the average time from application to clear to close. This not only reflects the Network's hard work but also enhances the overall experience for your clients.

### GROSS MARGIN



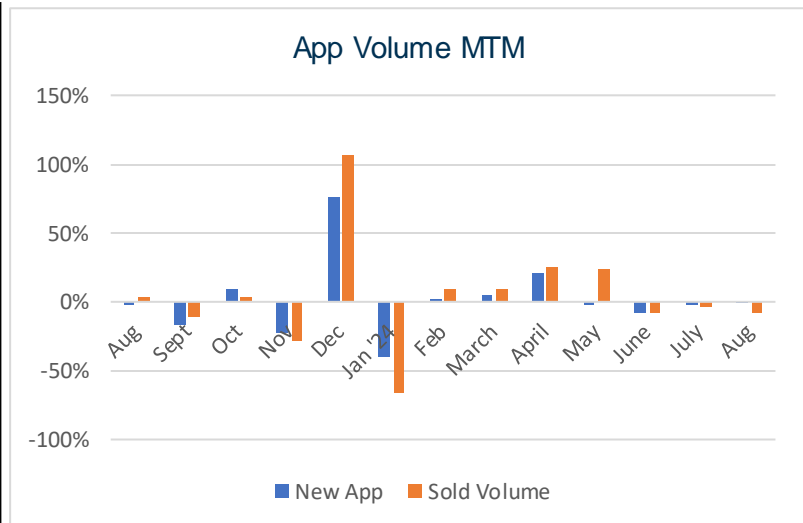
Conventional gain rose from 232 bps in July to 243 bps in August – an 11-point increase. Government gains rose month over month from 261bps to 271 bps – up 10 bps.

Jumbo margins dropped 41 bps to an average of 136 bps in August. Other gain dropped to 167 bps from 178 bps in July.

These metrics not only reflect TMC's ability to adapt and thrive but also set a promising tone for the months ahead.

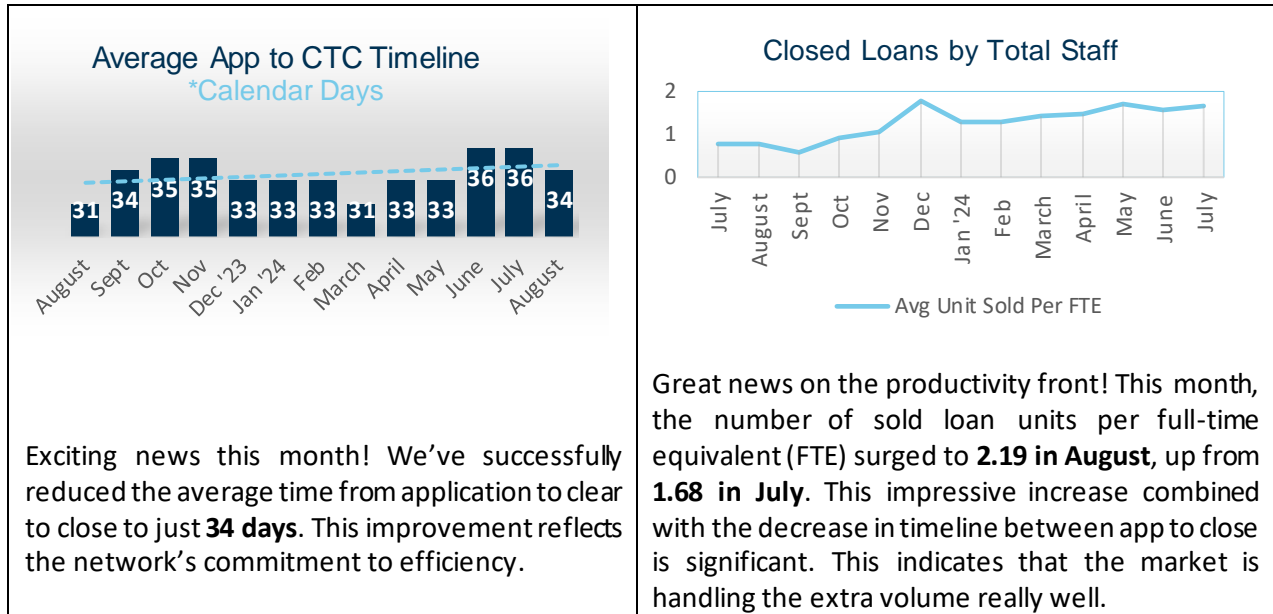
### APPLICATION MOVEMENT

This month, the landscape for TMC lender members has been a mixed bag. While some members experienced a rise in new applications compared to last month, the overall trend tells a different story, with new applications decreasing by about 0.7%. Compounding this challenge, there was an 8% drop in sold loans in August. This decline highlights the shifting dynamics in the market and may prompt us to reevaluate our strategies moving forward.

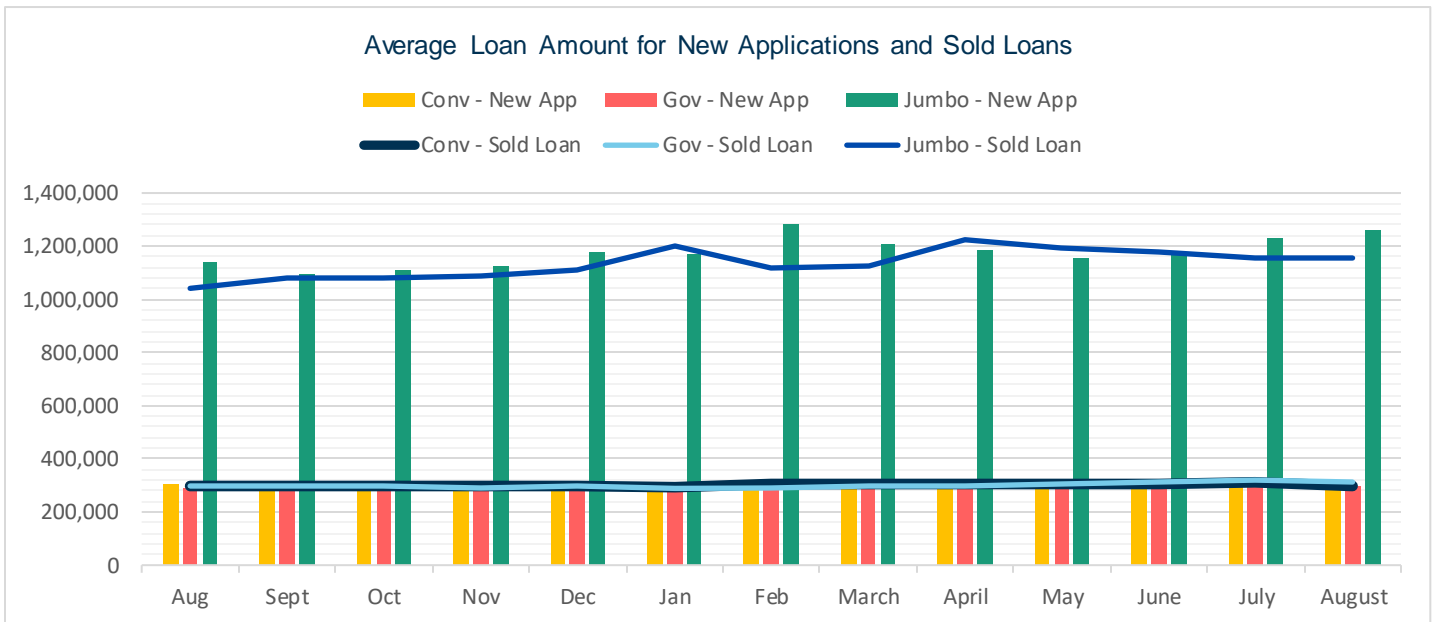


\*If you want other data or have questions, please contact your Member Benefits Advocate.

## OPERATIONAL EFFICIENCY



## AVERAGE LOAN AMOUNT



This month, the **average loan amount for conventional apps** dropped, while **government and Jumbo apps** saw increases. Although the average loan amount for sold conventional and government loans declined, Jumbo sold loans rose slightly.

YOY, Jumbo sold loans have jumped by **\$114,234**, gov. loans by **\$12,930**, and conventional loans by **\$2,807**. Overall, the average loan amount for applications on conventional, government, and Jumbo loans are all up this August compared to last year, highlighting some market appreciation.

\*If you want other data or have questions, please contact your Member Benefits Advocate .