

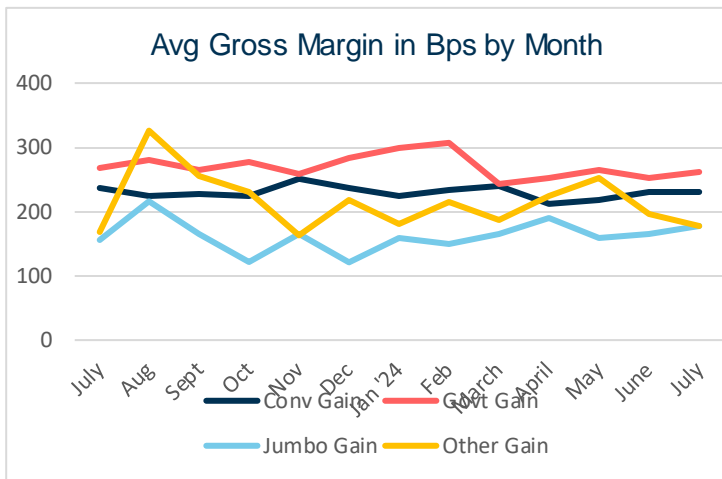
BENCHMARK

TMC BENCHMARK JULY 2024 DATA: Steady Margins, Good Momentum in Applications and An Increase in Average Loan Amounts.

OVERVIEW

The lender members within TMC's network saw conventional, government and jumbo gains increase in July. Month-over-month increases in the average loan amounts for sold loans hit a 12-month high. Operational efficiency remains a slight challenge as we're seeing a 12-month high in days between App to CTC for 2 months in a row.

GROSS MARGIN

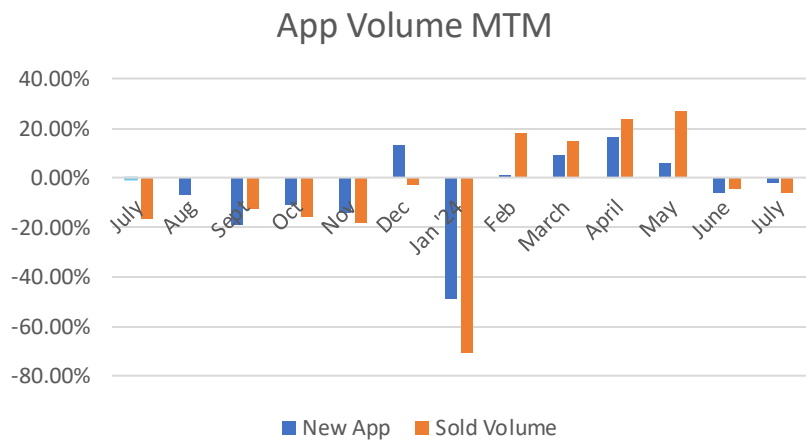


Conventional gain rose from 231 bps in June to 232 bps in July – a 1-point increase. Government gains rose month over month from 253 bps to 261 bps – up 8 bps.

Jumbo margins increased 12 bps to an average of 177 bps in July. Other gain dropped to 178 bps from 196 bps in June.

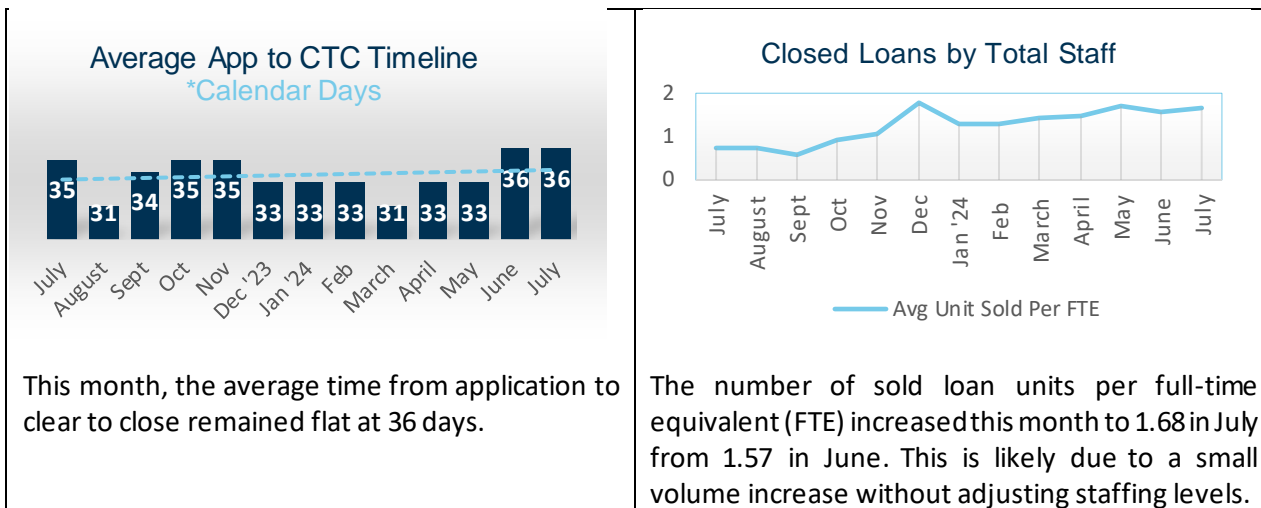
APPLICATION MOVEMENT

While many TMC lender members saw an increase in new applications month over month, the majority saw a decline. This resulted in new applications decreasing by about 2%. In addition, TMC lender members saw a 6% dip in sold loans in July.

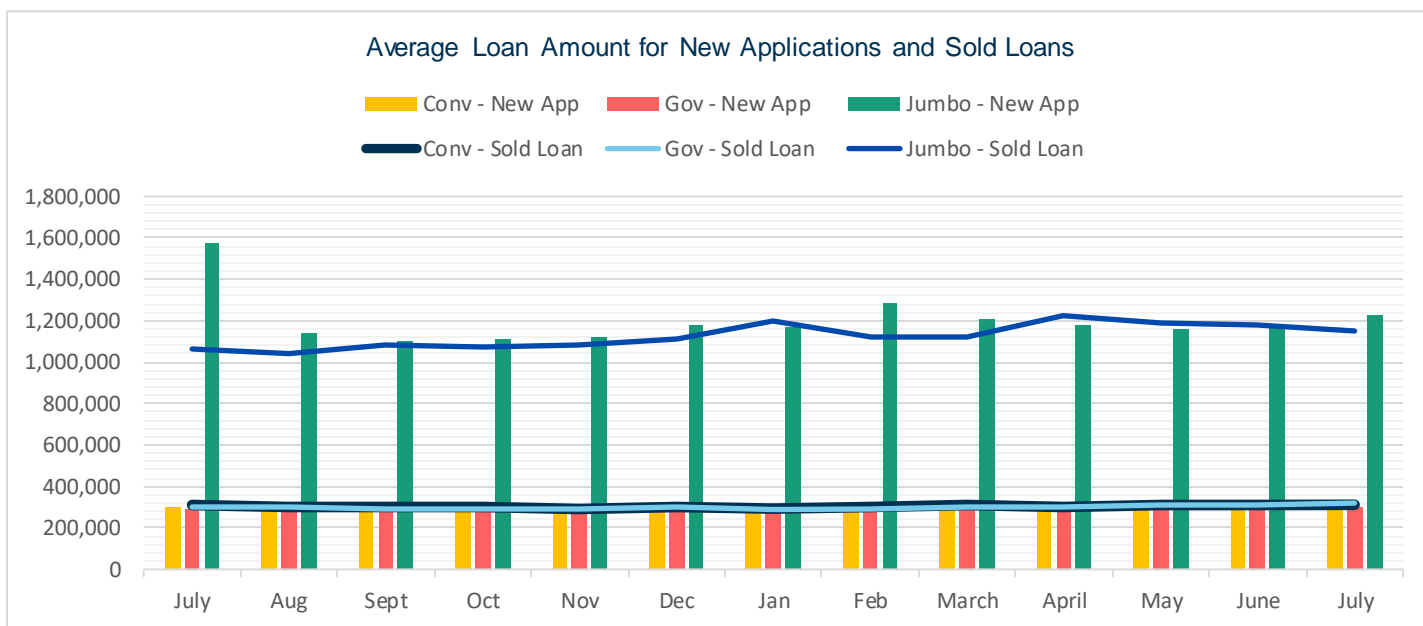


*If you want other data or have questions, please contact your Member Benefits Advocate.

OPERATIONAL EFFICIENCY



AVERAGE LOAN AMOUNT



The average loan amount for conventional applications, and conventional and government sold loans increased this month. The average loan amount for Jumbo applications and sold loans decreased, as well as govie applications. Year over year, the average loan amount for jumbo sold loans have increased by \$93,035, govie sold loans are up \$15,588 and conventional loan averages are up \$2,790. Overall, conventional and govie average loan amounts have remained steady this year. There has been a bit more variability in the Jumbo market.

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