

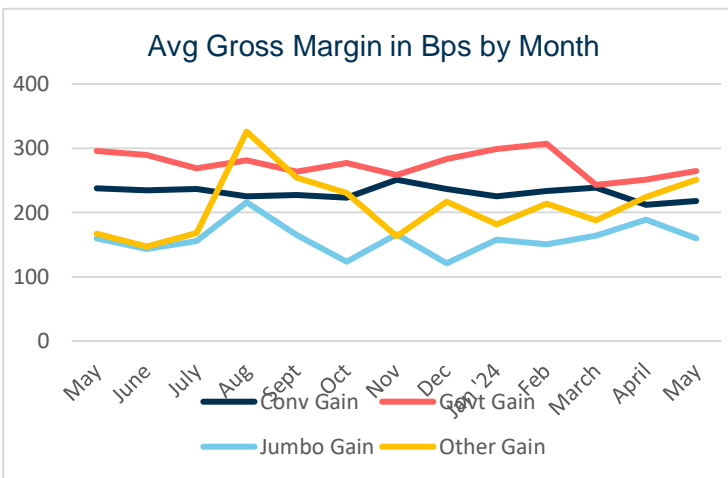
BENCHMARK

TMC BENCHMARK MAY 2024 DATA: Closed Loans and Application Volume Increase, While Staffing Remains Steady.

OVERVIEW

TMC lender members experienced growth in loan volume while maintaining consistent staffing levels in May. In looking at year-over-year average loan amounts again this month, TMC saw noticeable increases for both new applications and sold loans. However, with the rise in application and closed loan volume, there's heightened competition, which is impacting profit margins.

GROSS MARGIN

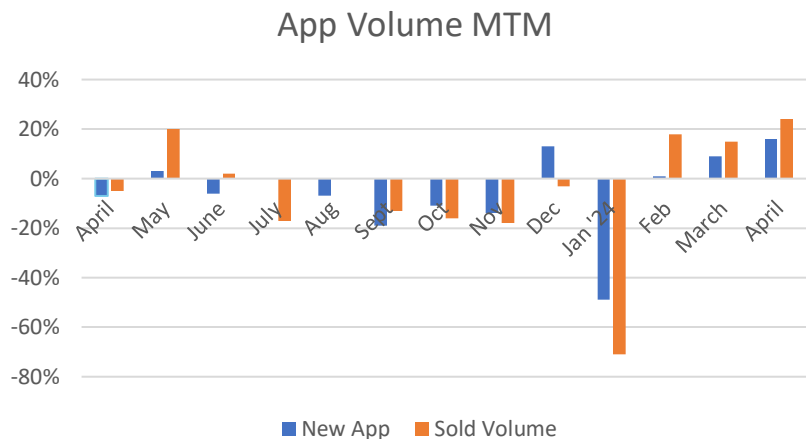


Conventional gain rose from 212 bps in April to 218 bps in May – a 6-point increase. Government gains rose month over month from 251 bps to 265 bps – up 14 bps.

Jumbo margins dropped to an average of 160 bps in May, down almost 30 bps from April's 189 bps. Other Gain rose again this month to 251 bps from 224 bps in April.

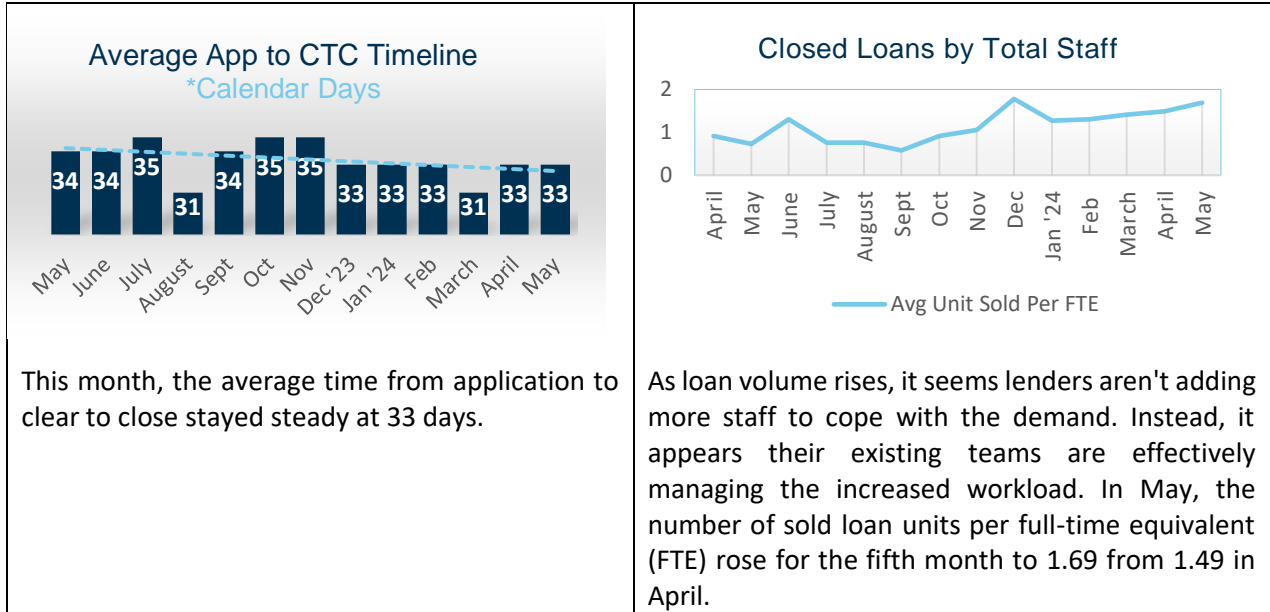
APPLICATION MOVEMENT

TMC lender members saw another jump in applications and sold loans in May. Sold loan volume increased by 16% month over month and new applications is up by 24%.

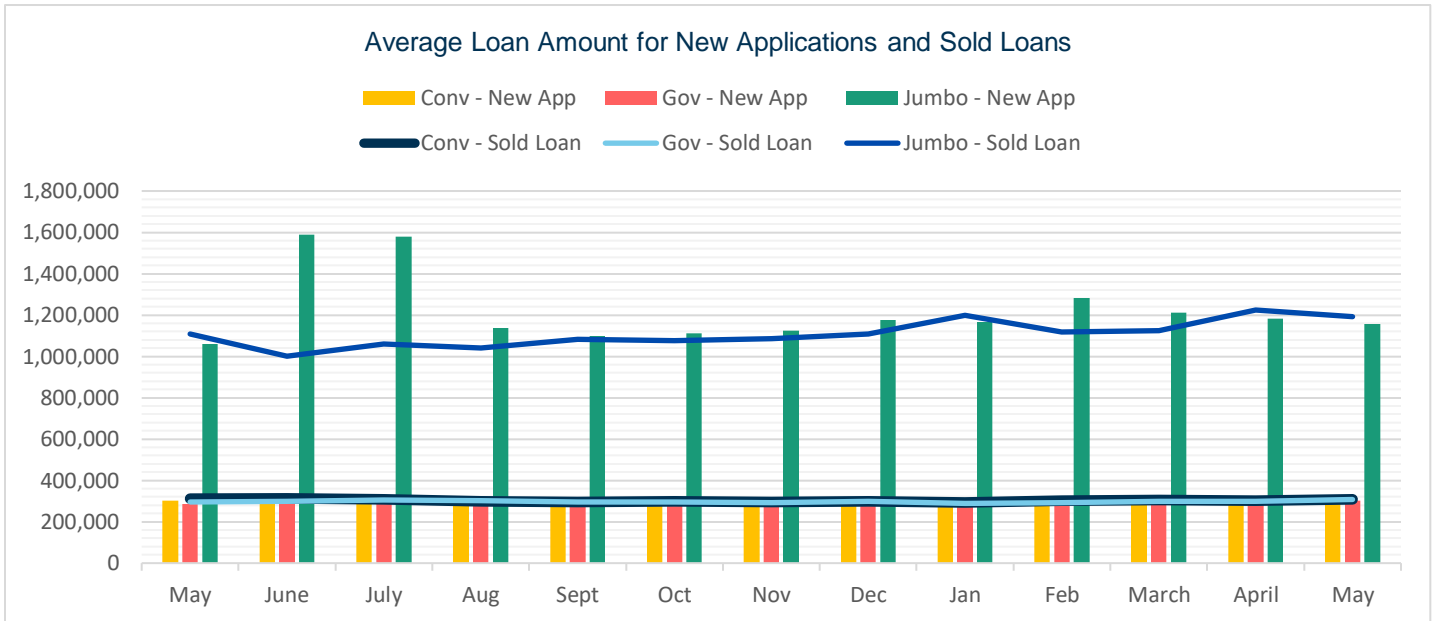


*If you want other data or have questions, please contact your Member Benefits Advocate.

OPERATIONAL EFFICIENCY



AVERAGE LOAN AMOUNT



Conventional and Government sold loans and applications rose month over month. Year over year, Jumbo sold loans have increased by \$84,516, Govie sold loans are up \$12,688 and conventional loan averages remained steady ranging from \$313,000 to \$294,000 at its lowest in November. Overall, the TMC network saw steady sales in the last 12 months.

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