



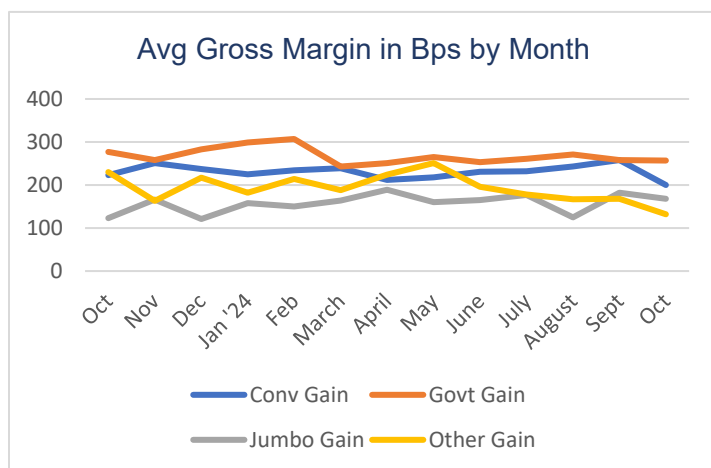
BENCHMARK

**TMC BENCHMARK
OCTOBER 2024 DATA:**
 Sold Loans Are Up
 While Apps Decline in
 October. Operations
 Remain Solid.

OVERVIEW

TMC's lender members saw a significant decline in gross margins for conventional loans this month, hitting a 12-month low after three straight months of solid growth. TMC has kept up its momentum in improving efficiency, holding onto last month's impressive two-day cut in the average time from application to clear-to-close. Overall, sales are up across the network, making this a really positive month all around.

GROSS MARGIN

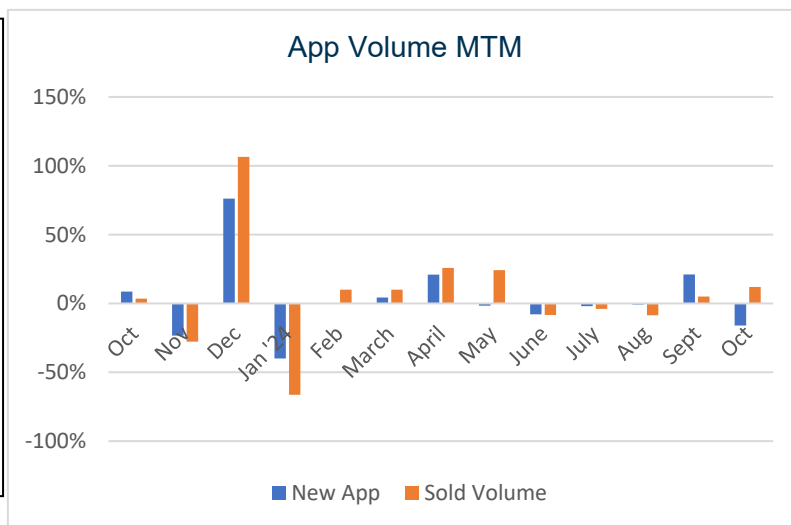


Conventional gain plummeted from 258 bps in September bps to 200 bps in October– a 58-point decrease. Government gains remained flat month over month from 258bps to 257 bps.

Jumbo margins also dropped 14 bps to an average of 168 in October. Other gain fell to 132 bps – the lowest in 12 months.

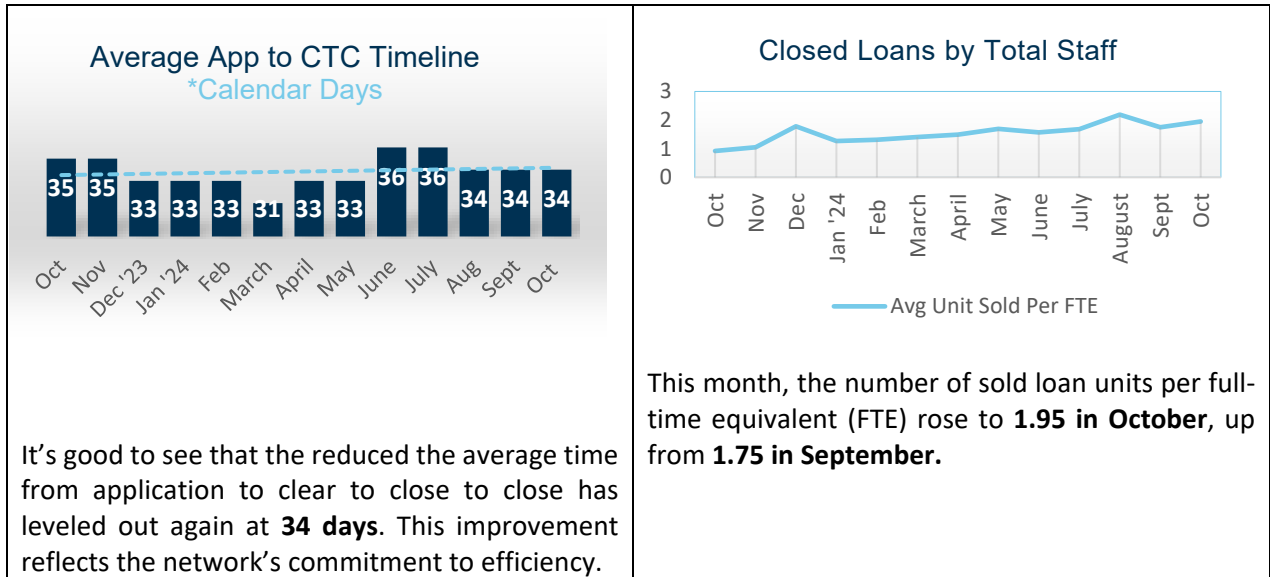
APPLICATION MOVEMENT

This month, TMC lender members experienced a fall in new applications for the first time since January this year. **Sold volume increased 12%** in October from the previous month.

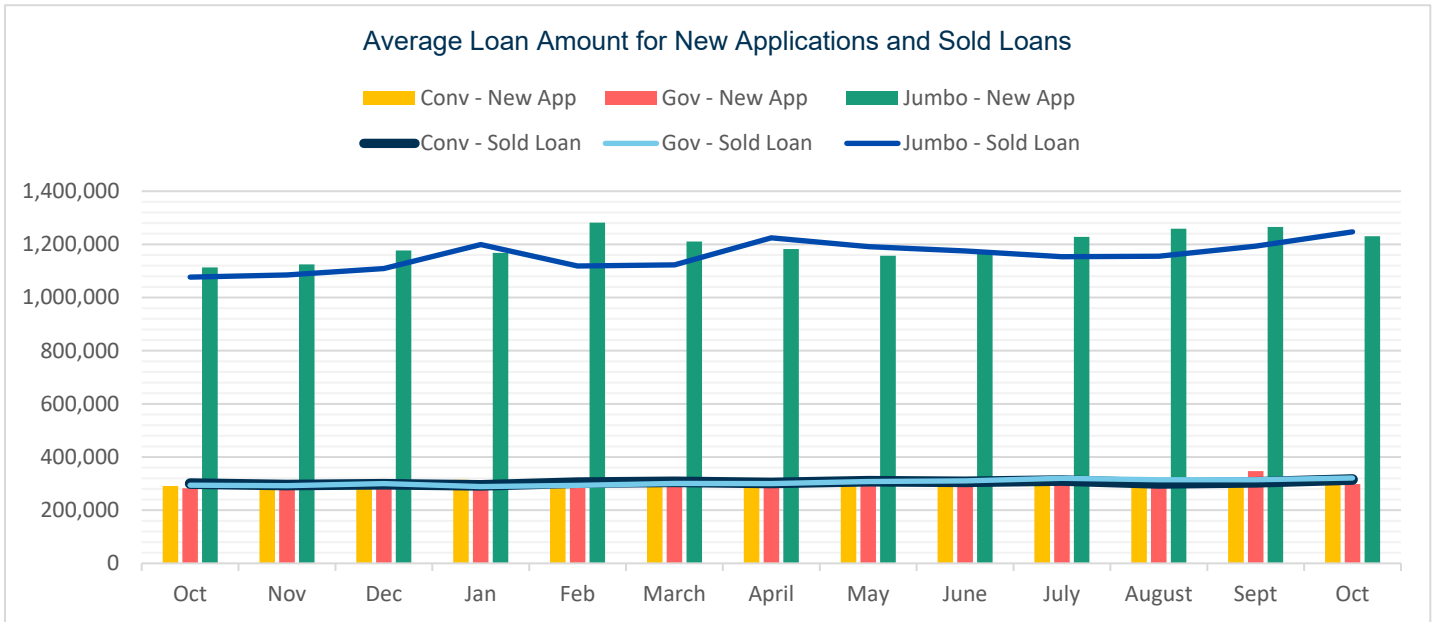


*If you want other data or have questions, please contact your Member Benefits Advocate.

OPERATIONAL EFFICIENCY



AVERAGE LOAN AMOUNT



This month, the network saw a drop in the average loan amounts for applications across all categories. On the flip side, sold loans are up compared to last month. Jumbo sold loans, in particular, keep climbing year over year. From October to October, Jumbo loans jumped by \$170,373, government loans by \$6,684, and conventional loans by \$15,031.

Looking at the bigger picture, the average loan amounts for applications—whether conventional, government, or Jumbo—were all higher this September compared to last year, showing some solid market growth.

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