

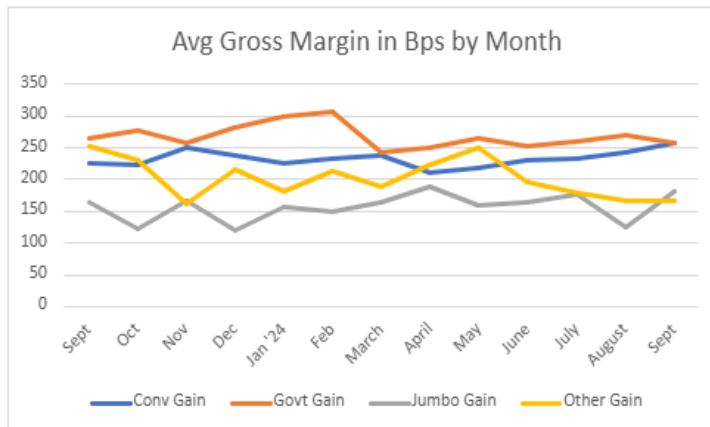
BENCHMARK

**TMC BENCHMARK
SEPTEMBER 2024
DATA: Sold Loans and
App Increases Align in
September.**

OVERVIEW

TMC's lender members experienced a notable surge in gross margins for conventional loans this month, reaching a 12-month high and marking the third consecutive month of strong growth. Additionally, TMC has continued to improve operational efficiency, maintaining last month's impressive two-day reduction in the average time from application to clear-to-close. Overall, the network saw a simultaneous increase in both loan applications and sales, making this a particularly encouraging month across the board.

GROSS MARGIN

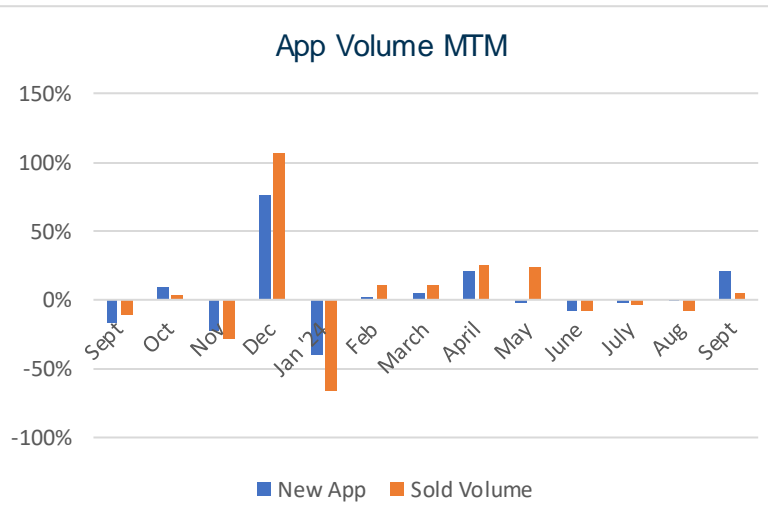


Conventional gain rose from 243 bps in August to 258 bps in September – a 15-point increase. Government gains declined month over month from 271bps to 258 bps – down 13 bps.

Jumbo margins jumped 57 bps to an average of 182 in September. Other gain remained steady at 168 bps from 167 bps in August.

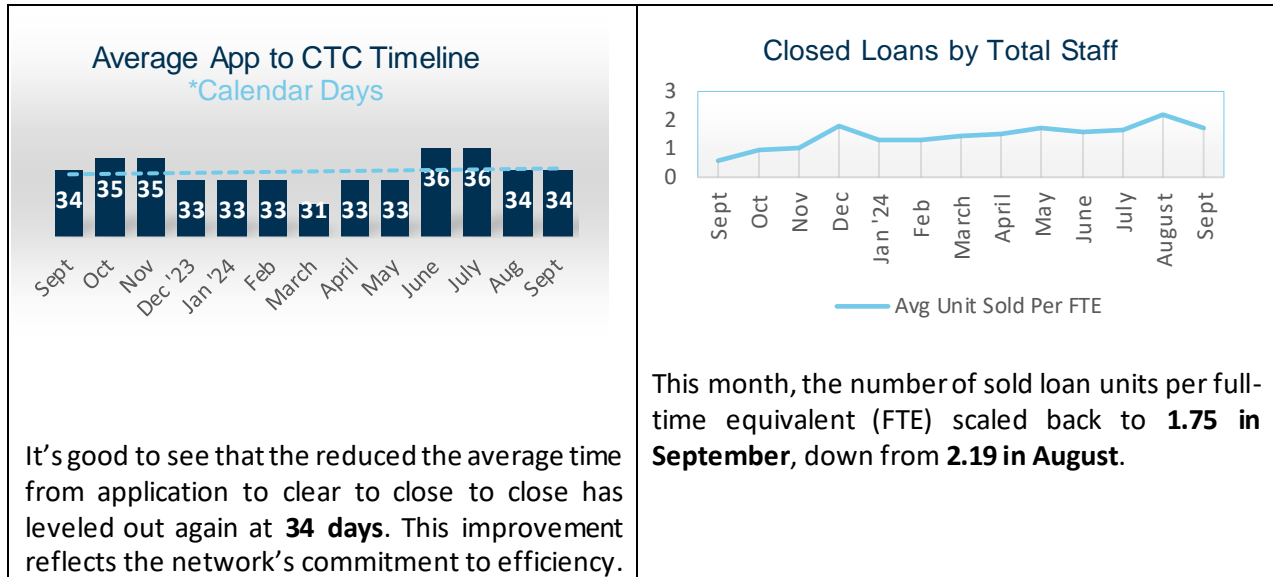
APPLICATION MOVEMENT

This month, TMC lender members experienced a rise in new applications compared to last month. The overall trend finally lines up with individual results this month as new applications are up 18%. On top of that, the 5% hike in sold loans in September highlights the shifting dynamics. Whatever the network did to adjust last month seems to be working.

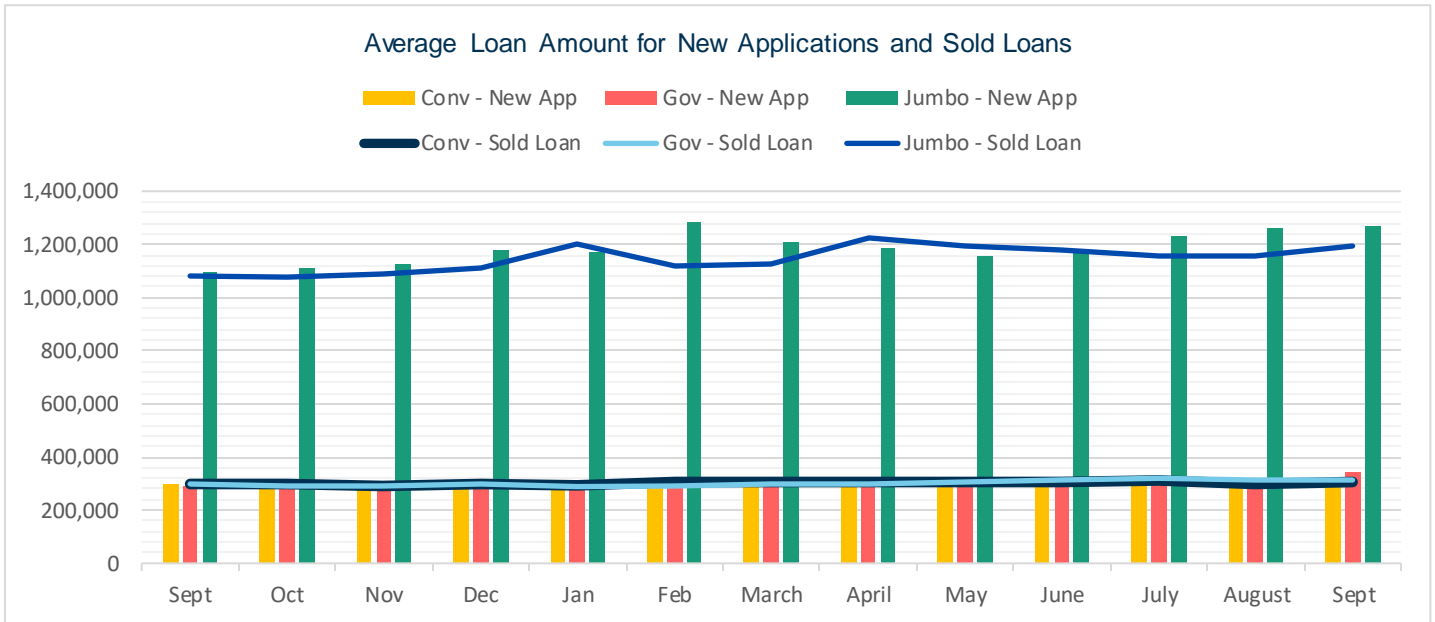


*If you want other data or have questions, please contact your Member Benefits Advocate.

OPERATIONAL EFFICIENCY



AVERAGE LOAN AMOUNT



This month, the **average loan amount for conventional and government apps** rose, while **jumbo apps** saw a minimal decline.

YOY, Jumbo sold loans have jumped by **\$111,670**, gov. loans by **\$18,381**, and conventional loans by **\$7,480**. Overall, the average loan amount for applications on conventional, government, and Jumbo loans are all up this September compared to last year, highlighting some market appreciation.

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