



# DAILY MARKET BRIEFING:

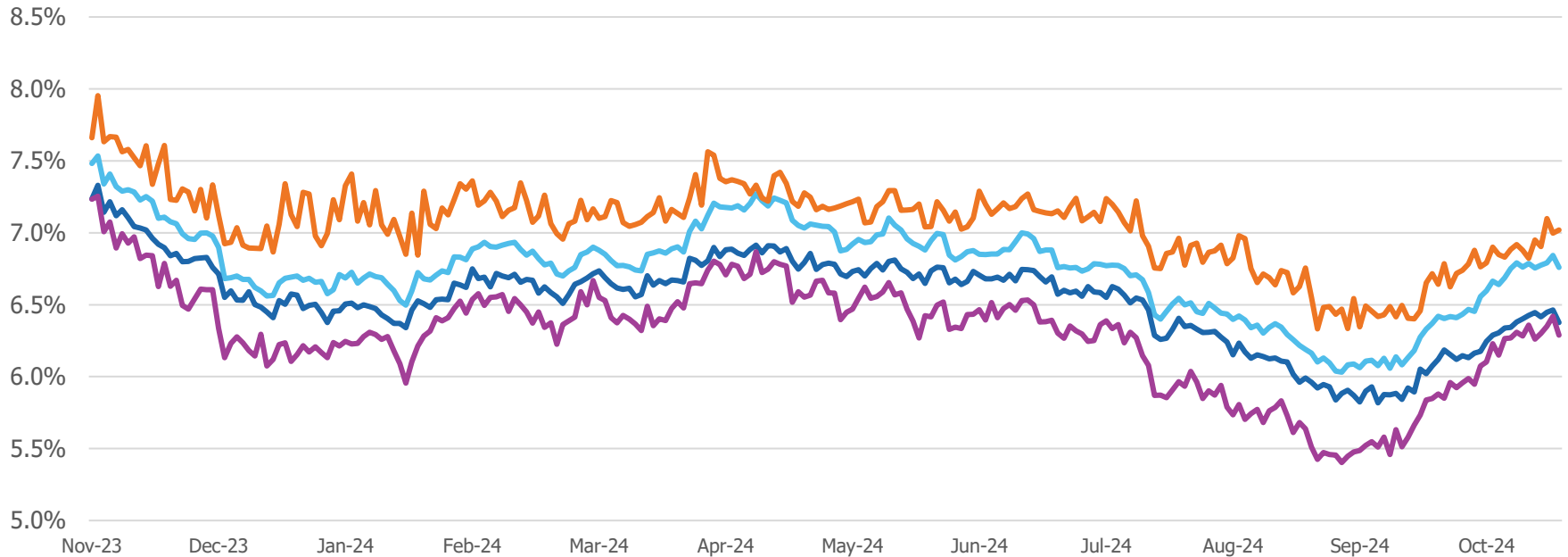
## Mortgage Trends & Rate Activity





Prepared November 8, 2024

(Data as of November 7)

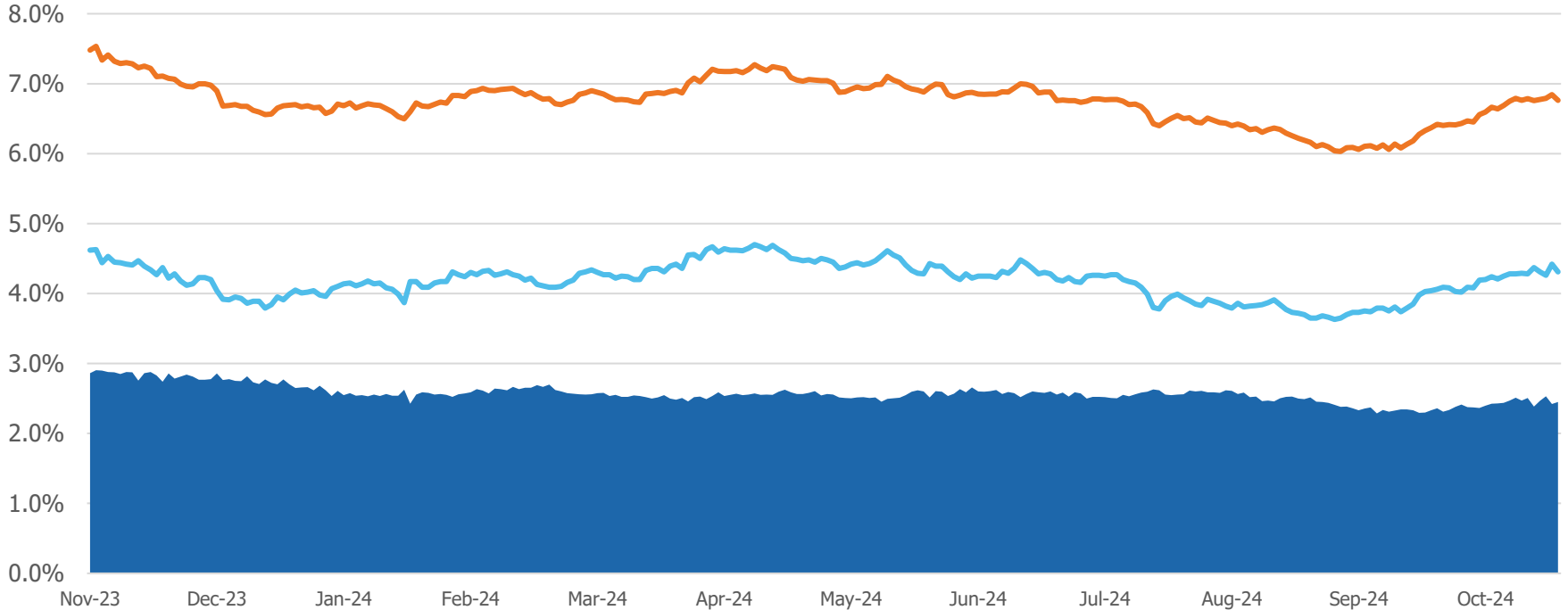





# MARKET RATE INDICES



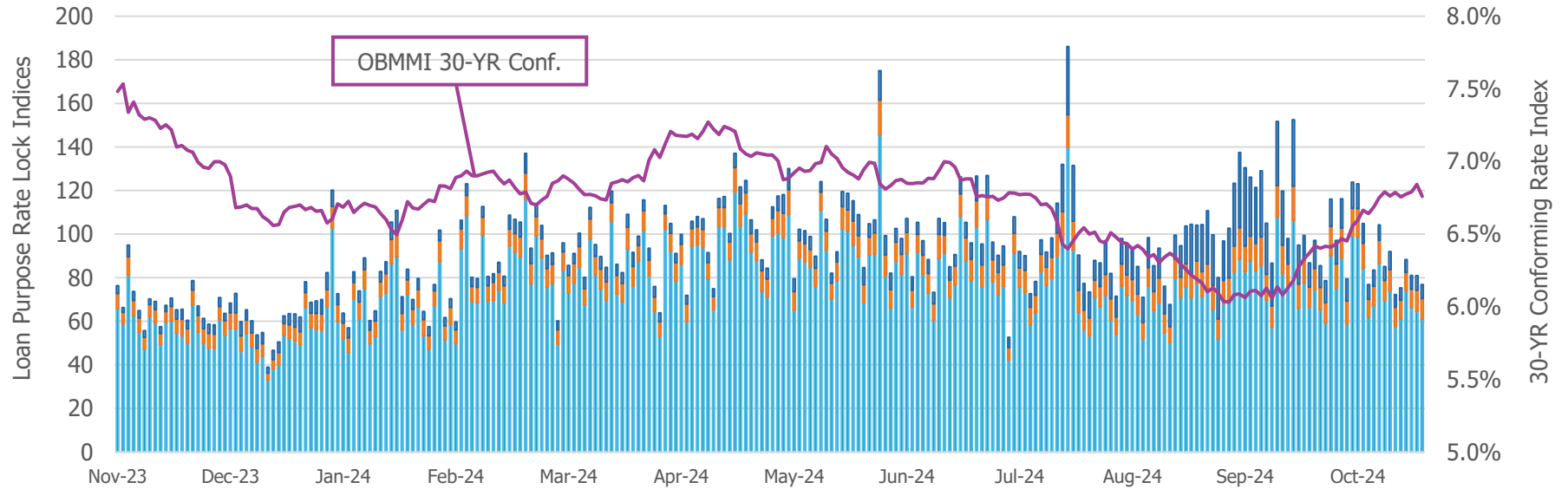
| Market Index  | Current Rate | 1-Day Delta | 7-Day Delta | 4-Week Delta |
|---|--------------|-------------|-------------|--------------|
|  30 YR Conforming | 6.76%        | (8 bps)     | (3 bps)     | 34 bps       |
|  30 YR Jumbo      | 7.02%        | 2 bps       | 20 bps      | 38 bps       |
|  30 YR FHA        | 6.38%        | (9 bps)     | (5 bps)     | 26 bps       |
|  30 YR VA         | 6.29%        | (13 bps)    | (7 bps)     | 41 bps       |

# 30-YR CONFORMING TO 10-YR TREASURY RATE SPREAD



| Market Index   | Current Value | 1-Day Delta | 7-Day Delta | 4-Week Delta |
|--|---------------|-------------|-------------|--------------|
|  10-YR Treasury        | 4.31%         | (11 bps)    | 3 bps       | 25 bps       |
|  30-YR Conforming      | 6.76%         | (8 bps)     | (3 bps)     | 34 bps       |
|  10-YR to 30-YR Spread | 2.45%         | 3 bps       | (6 bps)     | 9 bps        |

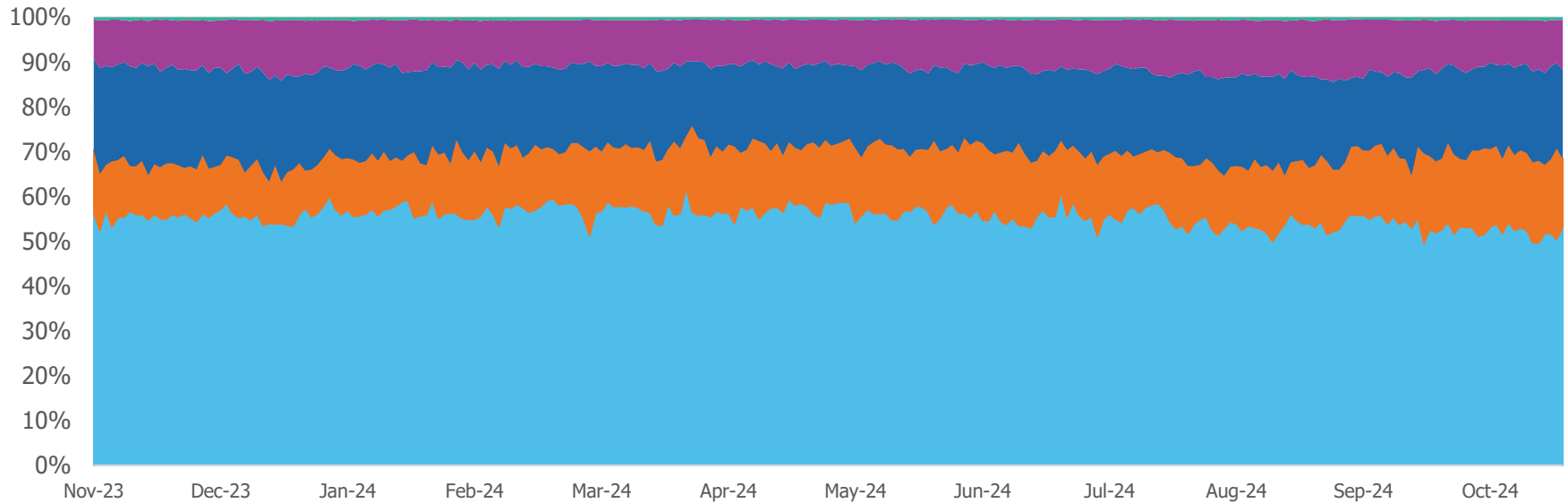
# RATE LOCK VOLUME BY LOAN PURPOSE



| Market Volume Index<br><small>(Total Volume indexed to 100 on 1/2/2020)</small> | Current Value | 1-Day % Change | 7-Day % Change | 4-Week % Change |
|---|---------------|----------------|----------------|-----------------|
| <span style="color: #00AEEF;">■</span> Purchase                                 | 61            | (5.7%)         | 6.2%           | (18.2%)         |
| <span style="color: #FF8C00;">■</span> Cash-out Refinance                       | 10            | (1.9%)         | 5.2%           | (2.1%)          |
| <span style="color: #0056B3;">■</span> Rate-Term Refinance                      | 6             | (4.2%)         | 8.7%           | (50.7%)         |
| <span style="color: #00AEEF;">■</span> Total                                    | 77            | (5.1%)         | 6.3%           | (20.9%)         |
| Refinance Share*  | 20.8%         | 48 bps         | 5 bps          | (261 bps)       |

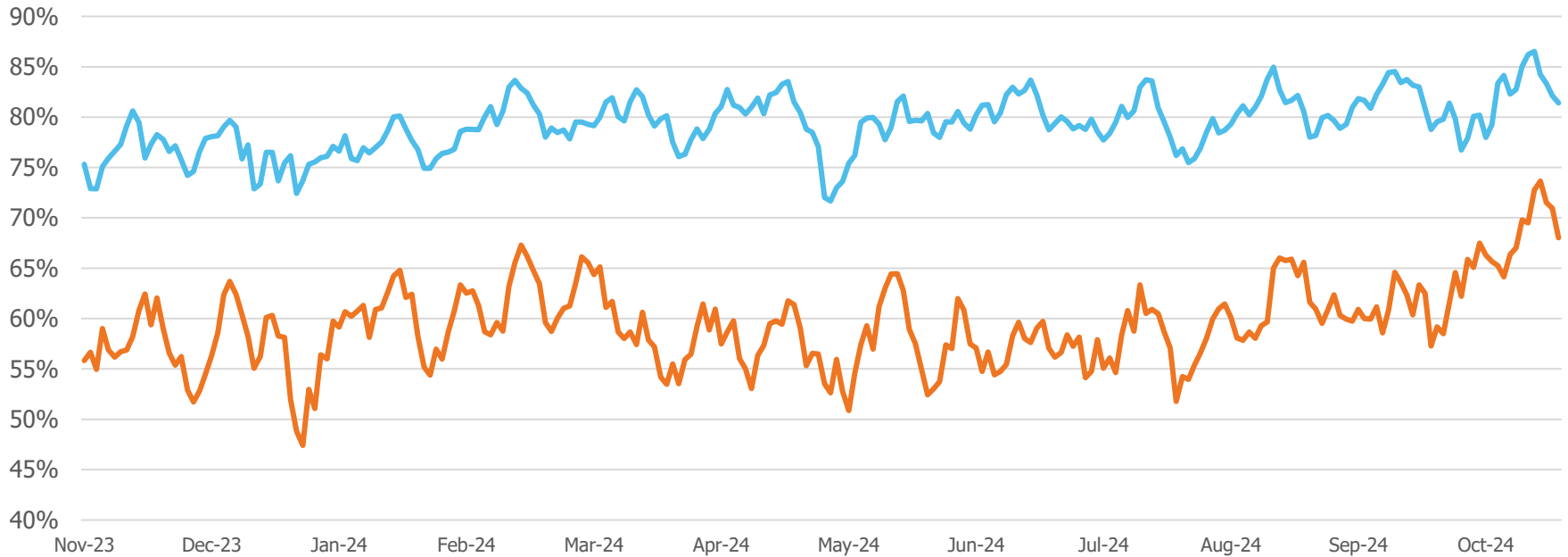
\*Refinance Share changes reflect inter-period delta

# MIX OF BUSINESS BY LOAN PRODUCT



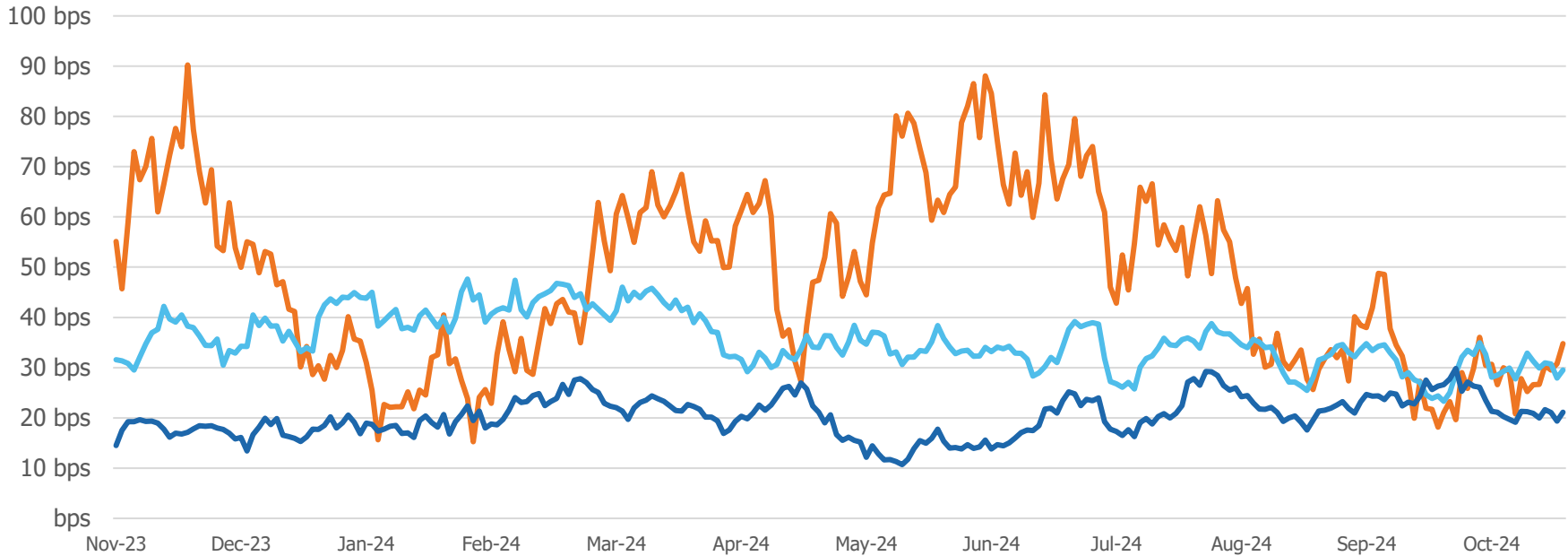
| Loan Product Mix | Current Value | 1-Day Delta | 7-Day Delta | 4-Week Delta |
|------------------|---------------|-------------|-------------|--------------|
| Conforming       | 53.2%         | 267 bps     | 348 bps     | 51 bps       |
| Non-Conforming   | 15.2%         | (498 bps)   | (277 bps)   | (58 bps)     |
| FHA              | 19.9%         | 85 bps      | (28 bps)    | (22 bps)     |
| VA               | 11.1%         | 145 bps     | (37 bps)    | 31 bps       |
| USDA             | 0.6%          | 1 bps       | (6 bps)     | (2 bps)      |

# PURCHASE & REFINANCE PULL-THROUGH RATES



|   | Pull-through Rate<br>(5-Day Moving Average) | Current Rate | 1-Day Delta | 7-Day Delta | 4-Week Delta |
|---|---|--------------|-------------|-------------|--------------|
| <span style="color: blue;">—</span> Purchase Pull-through |   | 81.4%        | (72 bps)    | (480 bps)   | 185 bps      |
| <span style="color: orange;">—</span> Refi Pull-through   |   | 68.0%        | (292 bps)   | (146 bps)   | 885 bps      |

# BEST EFFORTS TO MANDATORY DELIVERY SPREADS



| Best Efforts vs. Mandatory<br>(5-Day Moving Average)    | Current Spread | 1-Day Delta | 7-Day Delta | 4-Week Delta |
|---|----------------|-------------|-------------|--------------|
| <span style="color: #00AEEF;">—</span> 30-YR Conforming | 30 bps         | 2 bps       | (2 bps)     | 6 bps        |
| <span style="color: #E67E22;">—</span> 15-YR Conforming | 35 bps         | 4 bps       | 8 bps       | 14 bps       |
| <span style="color: #0056B3;">—</span> 30-YR Government | 21 bps         | 2 bps       | bps         | (5 bps)      |

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