



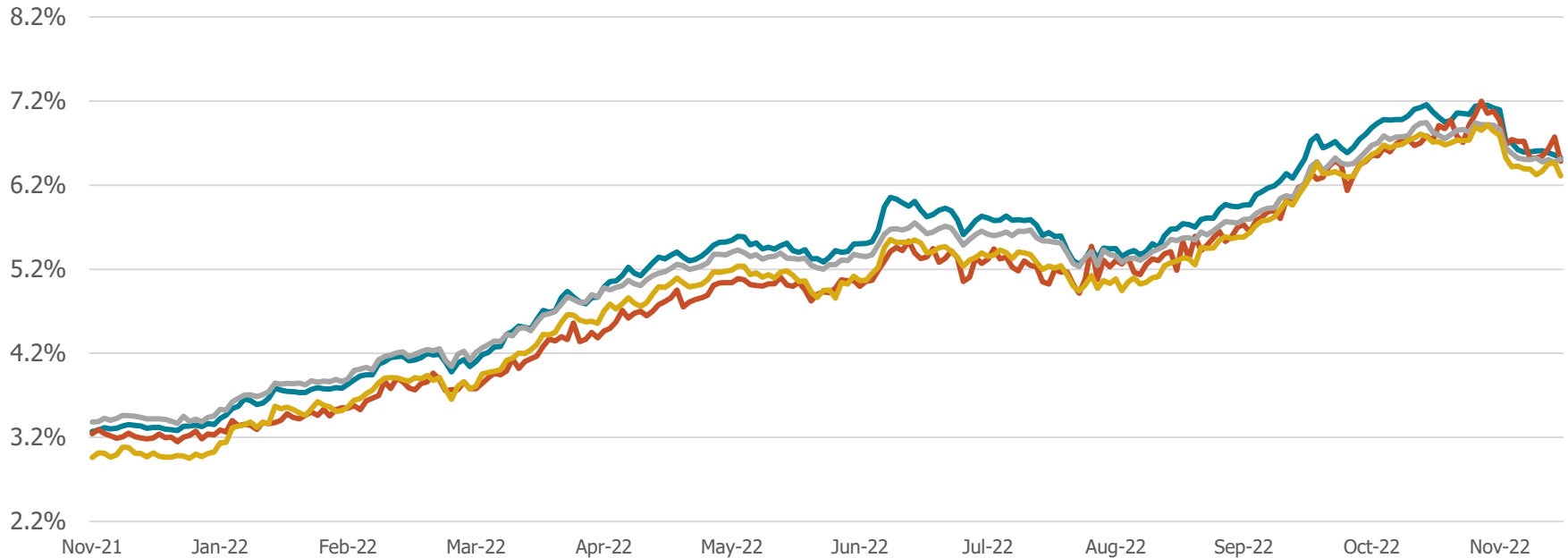
Secondary Marketing Technologies





DAILY MARKET BRIEFING: Mortgage Trends & Rate Activity

Prepared November 29, 2022

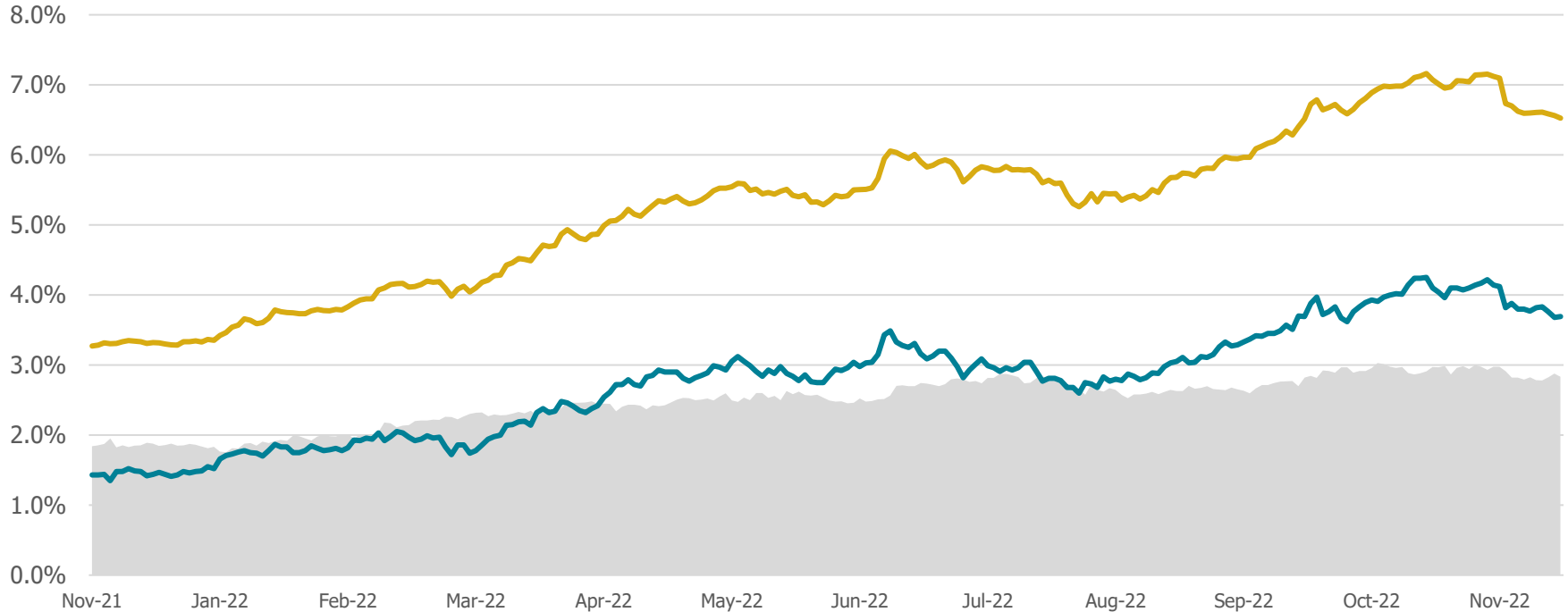
(Data as of November 28)

MARKET RATE INDICES



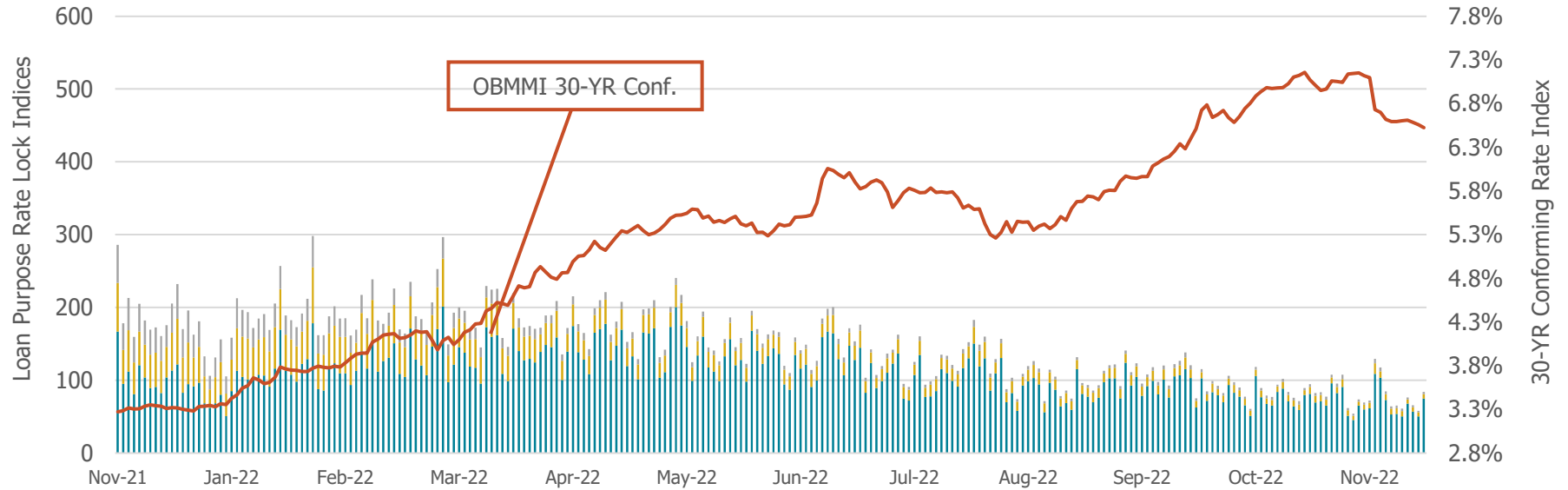
Market Index	Current Rate	1-Day Delta	7-Day Delta	4-Week Delta
 30 YR Conforming	6.52%	(4 bps)	(7 bps)	(48 bps)
 30 YR Jumbo	6.48%	(29 bps)	(3 bps)	(43 bps)
 30 YR FHA	6.51%	4 bps	1 bps	(28 bps)
 30 YR VA	6.31%	(16 bps)	(8 bps)	(41 bps)

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	3.69%	1 bps	(8 bps)	(35 bps)
30-YR Conforming	6.52%	(4 bps)	(7 bps)	(48 bps)
10-YR to 30-YR Spread	2.83%	(5 bps)	1 bps	(14 bps)

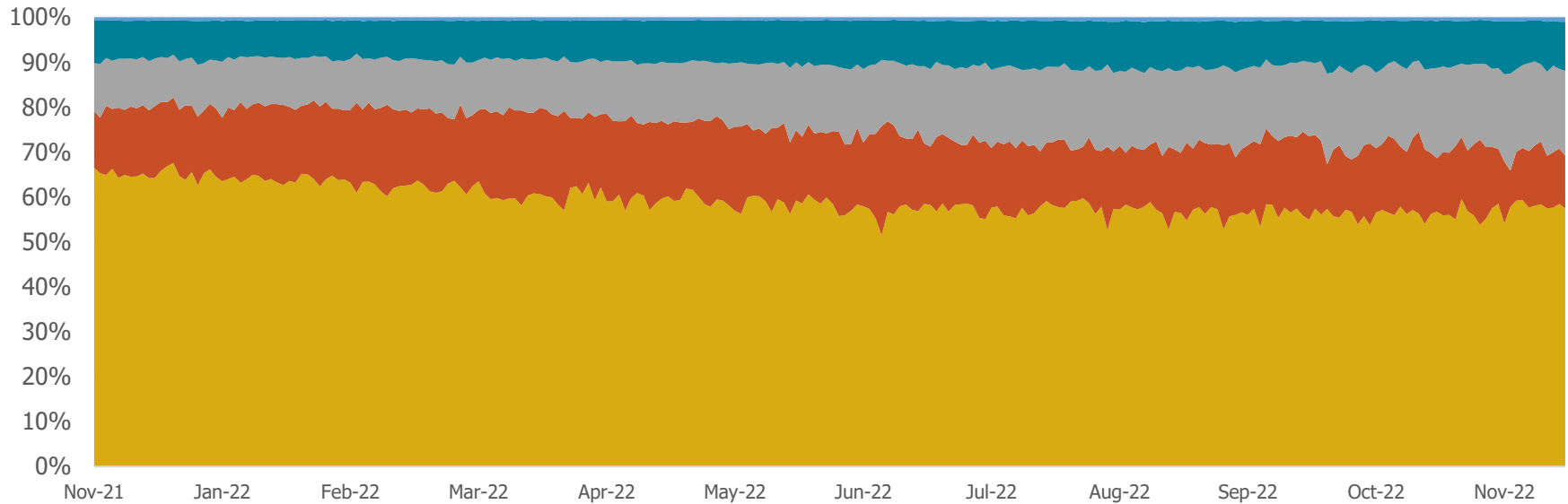
RATE LOCK VOLUME BY LOAN PURPOSE



Market Volume Index <small>(Total Volume indexed to 100 on 1/2/2020)</small>	Current Value	1-Day % Change	7-Day % Change	4-Week % Change
█ Purchase	75	48.8%	39.4%	7.6%
█ Cash-out Refinance	6	7.4%	(21.4%)	(32.8%)
█ Rate-Term Refinance	3	37.1%	(23.2%)	(25.1%)
█ █ █ Total	84	44.3%	28.5%	1.6%
Refinance Share*	10.8%	(272 bps)	(695 bps)	(498 bps)

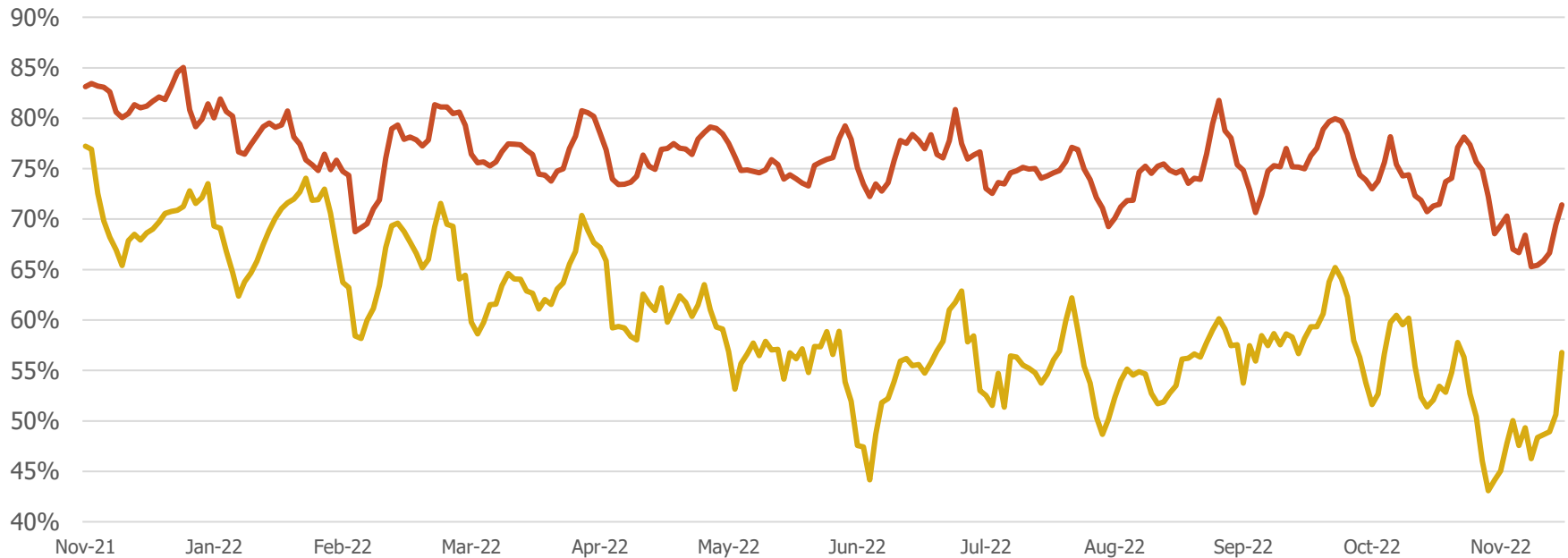
*Refinance Share changes reflect inter-period delta

MIX OF BUSINESS BY LOAN PRODUCT



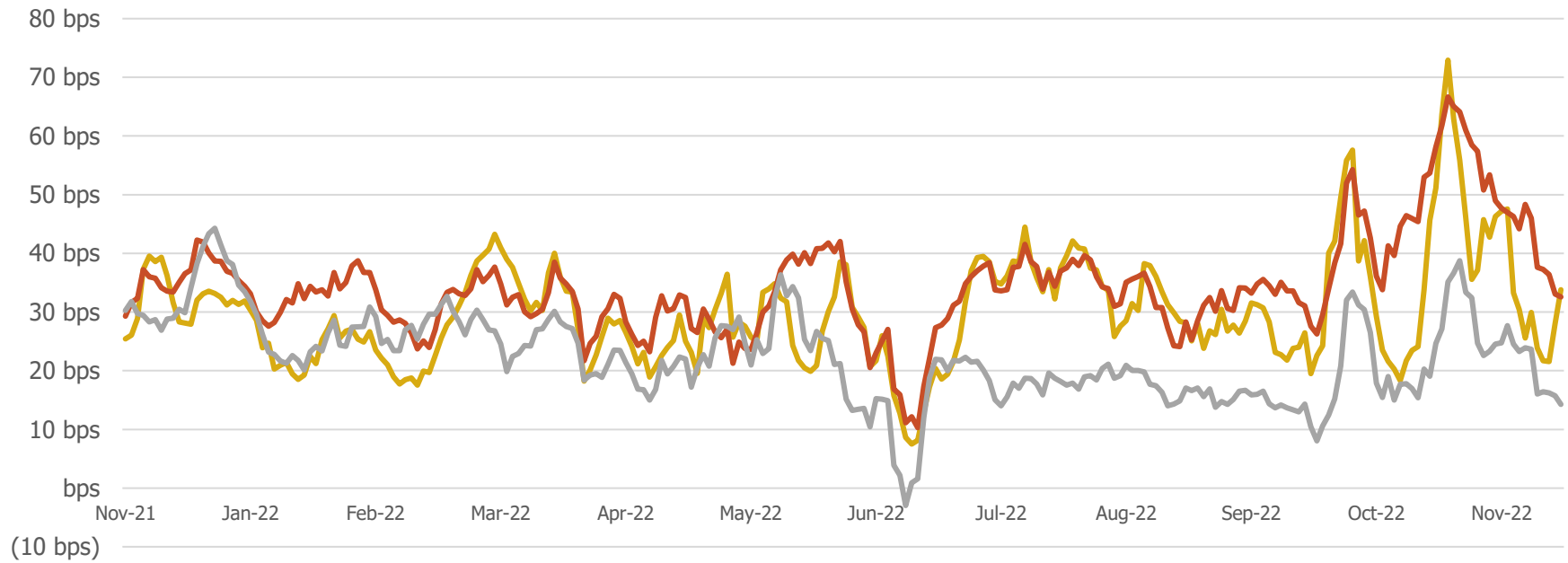
Loan Product Mix	Current Value	1-Day Delta	7-Day Delta	4-Week Delta
Conforming	57.5%	(95 bps)	(58 bps)	162 bps
Non-Conforming	11.7%	(65 bps)	(173 bps)	(242 bps)
FHA	18.9%	115 bps	21 bps	(21 bps)
VA	11.0%	42 bps	185 bps	66 bps
USDA	1.0%	2 bps	26 bps	36 bps

PURCHASE & REFINANCE PULL-THROUGH RATES



Pull-through Rate (5-Day Moving Average)	Current Rate	1-Day Delta	7-Day Delta	4-Week Delta
— Purchase Pull-through	71.4%	199 bps	612 bps	(6 bps)
— Refi Pull-through	56.8%	616 bps	1052 bps	335 bps

BEST EFFORTS TO MANDATORY DELIVERY SPREADS



Best Efforts vs. Mandatory (5-Day Moving Average)	Current Spread	1-Day Delta	7-Day Delta	4-Week Delta
— 30-YR Conforming	33 bps	(bps)	(13 bps)	(29 bps)
— 15-YR Conforming	34 bps	6 bps	4 bps	(30 bps)
— 30-YR Government	14 bps	(1 bps)	(9 bps)	(13 bps)

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