



MARKET ADVANTAGE

MORTGAGE DATA REPORT

AUGUST 2026

Welcome to the OPTIMAL BLUE MARKET ADVANTAGE

A Complimentary Monthly Report on Mortgage Origination and Secondary Market Activity

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KEY FINDINGS: AUGUST 2026

VOLUME TRENDS AND MARKET COMPOSITION

- **Refi pullback deepens:** Rate-and-term refinance volume declined 13% MoM and 47% YoY. Cash-out refinance volume fell 3% MoM and 5% YoY. Refinance share nevertheless increased 40 bps to more than 19% of total production.
- **Purchase demand slows:** Purchase lock volume fell 10% MoM but remained 6% higher YoY. Purchase loans accounted for nearly 81% of total lock volume in August.
- **Conforming loses ground:** Conforming share declined to 47% of total production, down 38 bps MoM and more than 4 percentage points YoY. Non-conforming share held at nearly 21%, while FHA increased 74 bps to nearly 20% and VA declined 44 bps to nearly 12%.
- **Non-QM tops 11%:** Non-qualified mortgage (non-QM) loans accounted for more than 11% of total lock volume in August, up 1 percentage point MoM and 3 percentage points YoY. Investor and debt service coverage ratio (DSCR) loans represented more than 35% of non-QM production, up 1.7 percentage points MoM, while bank statement loans accounted for nearly 30%.
- **ARM share eases:** Adjustable-rate mortgages accounted for 10.5% of lock volume in August, down 55 bps MoM but remaining slightly above year-ago levels.
- **Property mix stays stable:** Single-family detached homes accounted for more than 63% of production in August. Planned unit developments (PUDs), a proxy for new-construction activity, represented more than 28% of volume, down 51 bps MoM but still 49 bps higher YoY. Condominiums accounted for 6% of production and manufactured housing nearly 2%.

RATES AND PRICING

- **Rates level off:** The OBMMI 30-year conforming fixed rate ended August at 6.72%, unchanged MoM and 23 bps higher YoY. The 10-year Treasury yield held at 4.75%, while the spread between the 10-year Treasury and the OBMMI 30-year conforming rate remained at 197 bps, nearly 30 bps tighter than a year ago. The average rate locked through Optimal Blue's product and pricing engine (PPE) was 6.48%.
- **MSR values rise:** MSRs for conforming 30-year loans increased 4 bps to 1.38%, a 5.52 multiple.
- **Top-tier executions slip:** The share of loans sold at the highest price tier declined 172 bps to 77%. Second-ranked executions increased 141 bps to 13%, while third-ranked executions were essentially unchanged at 3% and fourth-tier or lower executions increased 39 bps to 7%.

MARKET OUTLOOK

- **Rates forecast to rise, then ease:** The OBMMI 30-year conforming fixed rate is forecast at 6.74% over the next month and 6.82% over three months before easing to 6.51% over the next 12 months.
- **Spread forecast to stay near 1%:** The primary-secondary spread is forecast to narrow from 1.09% currently to 1.04% over the next month and 1.03% over three months before returning to 1.04% over the next 12 months.

CHANNEL AND EXECUTION

- **Hedged sales shift toward MBS:** The share of hedged loan sales delivered via MBS increased 300 bps MoM to 43%. Bulk executions declined 1 percentage point MoM to 24%, cash executions held at 32%, and best-efforts executions declined 1 percentage point MoM to 2%.
- **Execution spreads compress:** Best-efforts-to-mandatory spreads for conventional 30-year products narrowed 4 bps MoM to 26 bps. Conventional 15-year spreads narrowed 3 bps MoM to 37 bps, while government 30-year spreads held flat MoM at 16 bps.
- **Spec-eligible share holds at 80%:** The share of a lender's pipeline eligible for specified pool delivery remained at 80% in August. The share of loans originated in New York, Florida, Texas or Puerto Rico increased 31 bps MoM, while the \$350,000 unpaid principal balance (UPB) tier declined 29 bps.
- **UM30 5.5 hedge share eases:** The UM30 5.5 accounted for 62% of hedges in August, down from 67% in July. That compares with 27% of production slotting into the 5.5 coupon and 25% into the 6.0 coupon.
- **Servicing retention rebounds:** The share of loans sold with servicing retained increased 4 percentage points MoM to 57%, up from 53% in June and July.

PRODUCT MIX AND BORROWER PROFILES

- **First-time buyer shares hold steady:** First-time homebuyer share was unchanged MoM across conforming (44%), FHA (70%) and VA (45%) loans. Compared with a year ago, conforming share increased 2 percentage points and FHA 1 percentage point, while VA declined 1 percentage point.
- **DTIs stay flat:** Purchase debt-to-income (DTI) ratios were unchanged in August, with conforming borrowers at 36.7%, FHA borrowers at 43.5% and VA borrowers at 43.1%. Compared with a year ago, DTIs were down 0.2 percentage points for conforming borrowers, 1.1 points for FHA borrowers and 0.7 points for VA borrowers.
- **Credit quality stays solid:** The average credit score across all locks nationwide was 729 in August, ranging across the top 20 metros by volume from 719 in Atlanta to 757 in the San Francisco Bay Area. Purchase credit scores averaged 734, down 1 point MoM and 3 points YoY. Rate-and-term refinance scores averaged 738, up 2 points MoM and 1 point YoY, while cash-out refinance scores averaged 697, up 1 point MoM and 2 points YoY. Conforming borrowers averaged 752, down 1 point MoM and 4 points YoY. FHA borrowers averaged 677, essentially unchanged MoM and up 2 points YoY, while VA borrowers averaged 714, down 2 points MoM but up 3 points YoY.
- **Pull-through improves:** Purchase pull-through increased 6 percentage points MoM to 84.9%, while refinance pull-through rose nearly 3 percentage points MoM to 72.8%. YoY, purchase pull-through was 68 bps higher and refinance pull-through was nearly 12 percentage points higher.
- **Loan size declines:** The average locked loan amount declined to \$388,000 in August from \$395,000 in July, a decrease of nearly 2%. Average loan-to-value (LTV) ratios nationwide were 80.9%, ranging across the top 20 metros by volume from 70.4% in the greater Los Angeles area to 84.6% in Houston.

KEY INSIGHTS FOR LENDERS

1 Evolving market factors continue to increase the importance of loan-sale decisions

- The share of loans sold to the highest price tier declined 2 percentage points to 77%, while second-ranked executions increased to 13%.
- Best-efforts-to-mandatory spreads narrowed to 26 basis points for conventional 30-year loans and to 37 basis points for conventional 15-year loans.

August brought modest changes in both best-efforts-to-mandatory spreads and loan sale strategy. While lenders may have valid reasons for selecting an execution other than the highest available price, the shift provides an opportunity to review the factors influencing loan-sale decisions such as retention strategy, eligibility and representative mix.

Comparing investor economics at the loan level during a loan sale can help lenders determine whether their execution choices support their profitability and operational priorities. Connecting front-end pricing with loan-sale results creates a feedback loop that helps lenders understand how pricing decisions affect the value ultimately captured and use actual execution outcomes to refine future pricing and investor strategies.

2 Higher MSR values are a factor in the most critical lender profitability decision: the servicing retain-versus-release decision

- MSR values for conforming 30-year loans increased 4 basis points to 1.38, or a 5.52 multiple.
- The share of loans sold servicing retained increased from 53% to 57%.

The increase in MSR values corresponded with a meaningful shift toward servicing-retained executions in August. As lenders balance near-term cash proceeds against the potential long-term value of servicing, the decision to retain or release servicing can materially affect the economics of a loan beyond the initial sale.

Evaluating MSR value alongside liquidity needs, recapture strategy, loan sale strategies, and expected servicing income can help lenders determine whether retaining or releasing servicing supports their broader financial objectives. This more deliberate approach can help lenders account for the full value of servicing rather than treating retention as a separate downstream decision.

3 Changing borrower demand can help lenders identify areas of opportunity

- Expanded Guidelines production increased to 11.3% of overall volume, up approximately 1 percentage point from July and 2.9 percentage points year over year.
- Investor and DSCR loans accounted for 35.1% of Non-QM production, increasing approximately 1.7 percentage points during August.

With overall lock activity declining, growth within specific product segments can provide an important indication of where borrower demand remains active. August's continued increase in Expanded Guidelines production, particularly investor and DSCR lending, shows that opportunity is not moving evenly across the market.

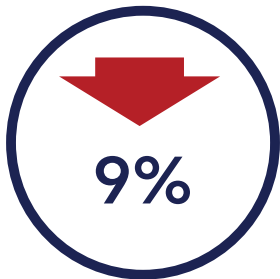
Lenders can compare market-level product activity and pricing trends with their own production, product offerings, and investor coverage to identify where they may be missing active demand. They can then use those insights to determine which products and investor options should be available through their pricing workflows and where sales teams should focus borrower outreach.

SECTION I

ORIGINATION DATA

This section provides a view of early-stage origination activity by reviewing lender rate lock data from the Optimal Blue® PPE – the mortgage industry's most widely used product, pricing, and eligibility engine. Unlike self-reported survey data, Optimal Blue's mortgage lock data is direct-source data that accurately reflects the in-process loans in lenders' pipelines.

NATIONAL RATE LOCK METRICS



RATE LOCK VOLUME

Total rate-lock volume declined 9% month over month (MoM) and slipped 3% below August 2025 levels.



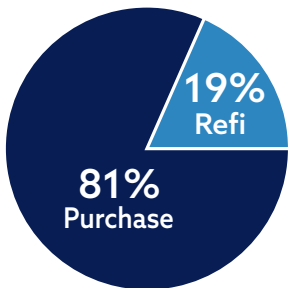
MONTH-END CONFORMING RATE

The benchmark Optimal Blue Mortgage Market Indices 30-year conforming interest rate ended August at 6.72%, unchanged MoM and 23 bps higher YoY.



AVERAGE LOAN AMOUNT

The average locked loan amount declined to \$388,000 in August from \$395,000 in July.



MARKET MIX

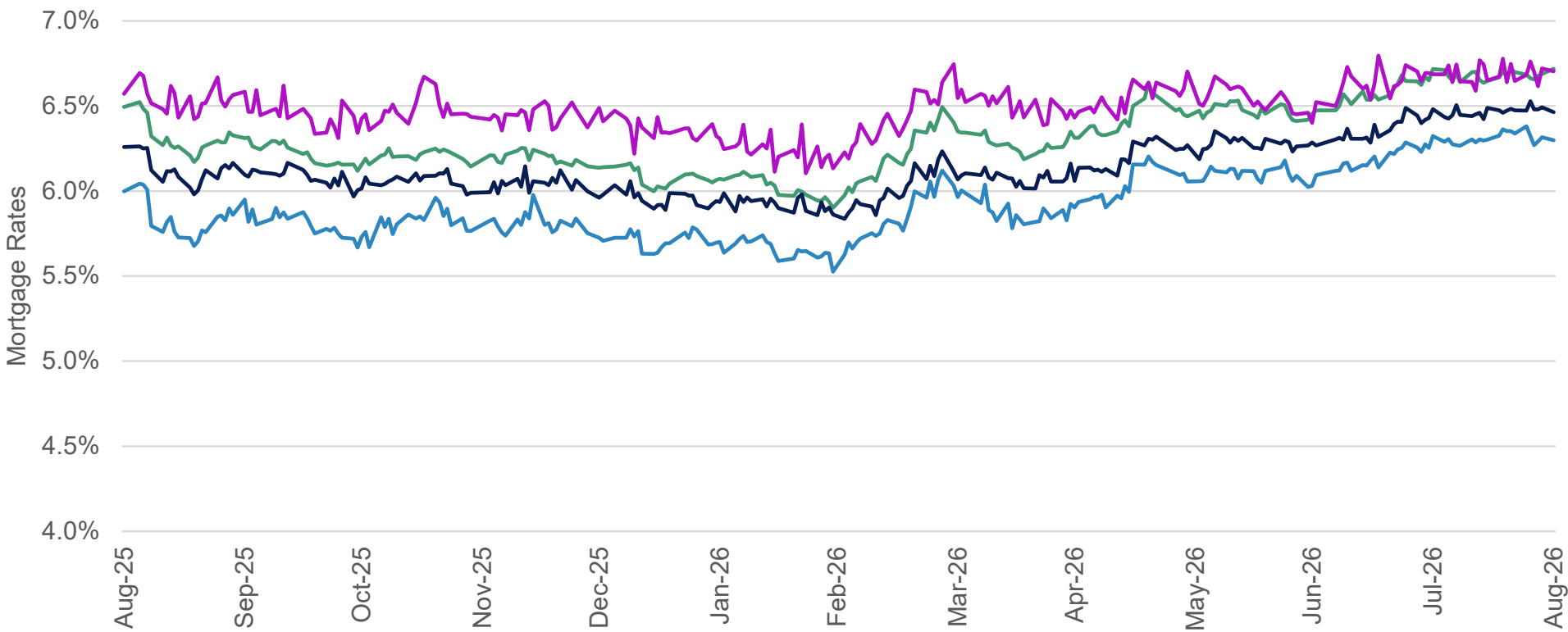
Purchase lock volume fell 10% from July but remained 6% higher year over year (YoY), with purchase loans accounting for nearly 81% of total lock volume. Refinance share ended the month at more than 19% of total production, while rate-and-term refinance volume dropped 47% YoY and declined 13% MoM.

MARKET RATE INDICES

The **Optimal Blue Mortgage Market Indices (OBMMI)** are calculated from actual locked rates with consumers in the Optimal Blue PPE across approximately 35% of all mortgage transactions nationwide. OBMMI data includes mortgage points and seller concessions. It does not include borrower fees.

DID YOU KNOW?

Optimal Blue's 30-year conforming fixed rate is the benchmark for the [CME Group Mortgage Rate futures](#).



Market Index		Current Rate	1-Month Delta	3-Month Delta	12-Month Delta
	30-Year Conforming	6.72%	0 bps	28 bps	23 bps
	30-Year Jumbo	6.71%	2 bps	0 bps	13 bps
	30-Year FHA	6.46%	(2 bps)	19 bps	21 bps
	30-Year VA	6.30%	(3 bps)	24 bps	30 bps

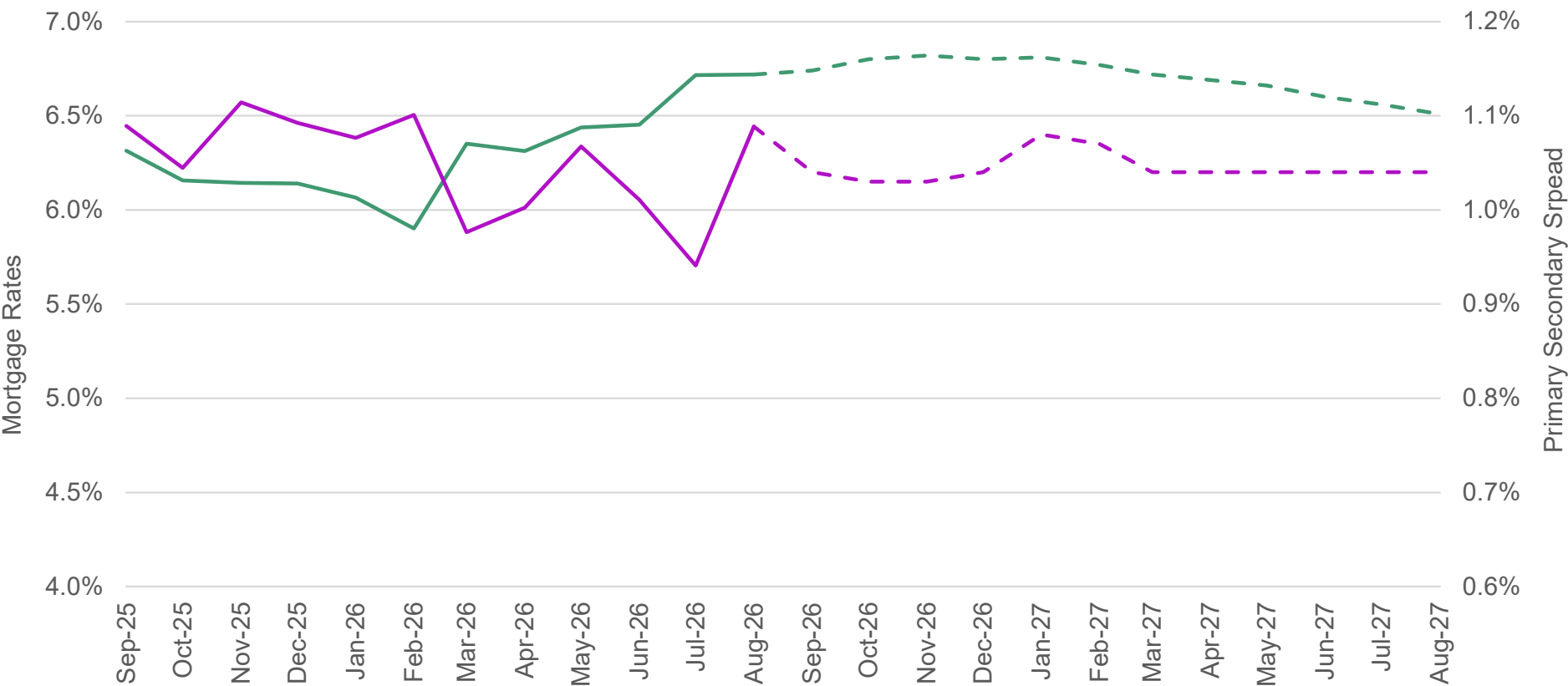
12-MONTH INTEREST RATE FORECAST

POWERED BY THE OPTIMAL BLUE VIRTUAL ECONOMIST

Virtual Economist enables users to explore and visualize various scenarios related to interest rates, including the 10-year Treasury, MBS spread, and Primary-Secondary (PSS) Spread, providing market-level forecasts and scenario analysis for informational and planning purposes.

ABOUT VIRTUAL ECONOMIST

Virtual Economist brings together public economic data and proprietary Optimal Blue data to help teams move from market uncertainty to informed action. As the mortgage industry’s first AI and machine learning powered forecasting tool for rates and lock volume, it delivers forecasts designed to support real planning decisions rather than static projections.

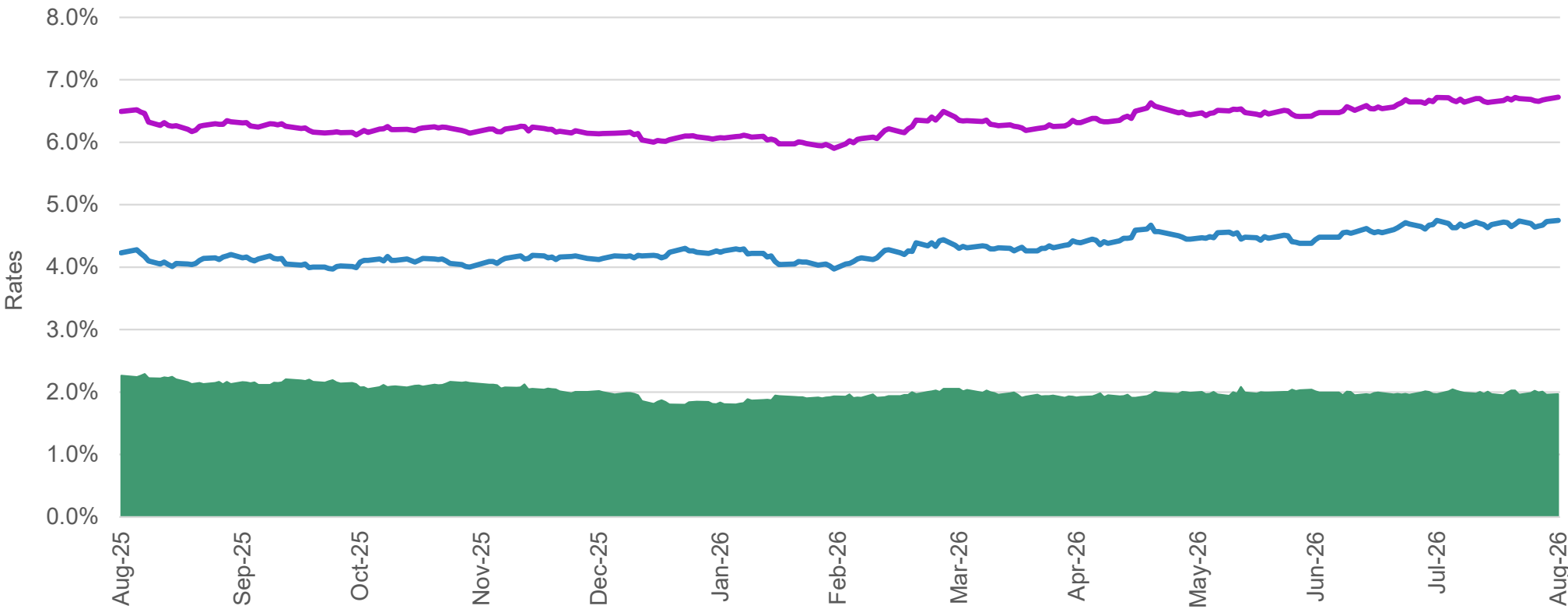


Market Index		Current Value	1-Month Forecast	3-Month Forecast	12-Month Forecast
	30-Year Conforming Rate	6.72%	6.74%	6.82%	6.51%
	Primary Secondary Spread	1.09%	1.04%	1.03%	1.04%

These analytical insights and forecasts are for informational and planning purposes only. All outputs are model-driven and probabilistic, not guarantees of future performance. Users are encouraged to apply independent judgment and consider additional sources when making business decisions.

30-YEAR TO 10-YEAR TREASURY SPREAD

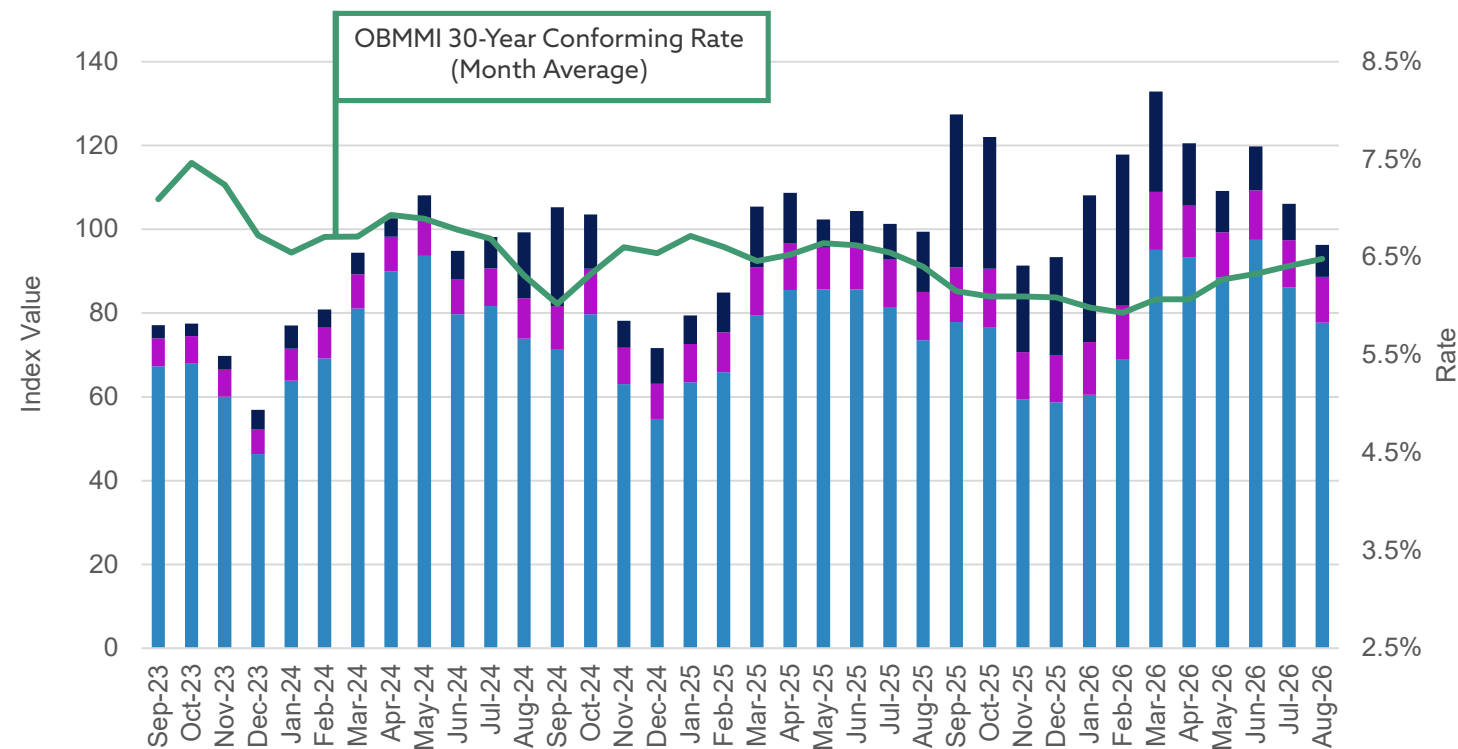
Mortgage rates are loosely tied to 10-year Treasury bond rates, but the spread between the two can vary. Spread indicates investor appetite and lender profit margin for mortgage-backed securities in relation to Treasury securities. Higher spreads indicate that investors require greater yield in comparison to Treasurys, which may result in higher mortgage rates being offered to consumers. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



Market Index		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	10-Year Treasury	4.75%	0 bps	30 bps	52 bps
	30-Year Conforming	6.72%	0 bps	28 bps	23 bps
	10-Year to 30-Year Spread	1.97%	0 bps	(2 bps)	(30 bps)

LOCK VOLUME BY LOAN PURPOSE

Loan purpose indicates how a borrower will use mortgage financing: to purchase a property or refinance an existing mortgage. A cash-out refinance exchanges a portion of home equity for cash, while a rate/term refinance helps a consumer access a lower interest rate on an existing loan. This data is sourced from the Optimal Blue PPE.

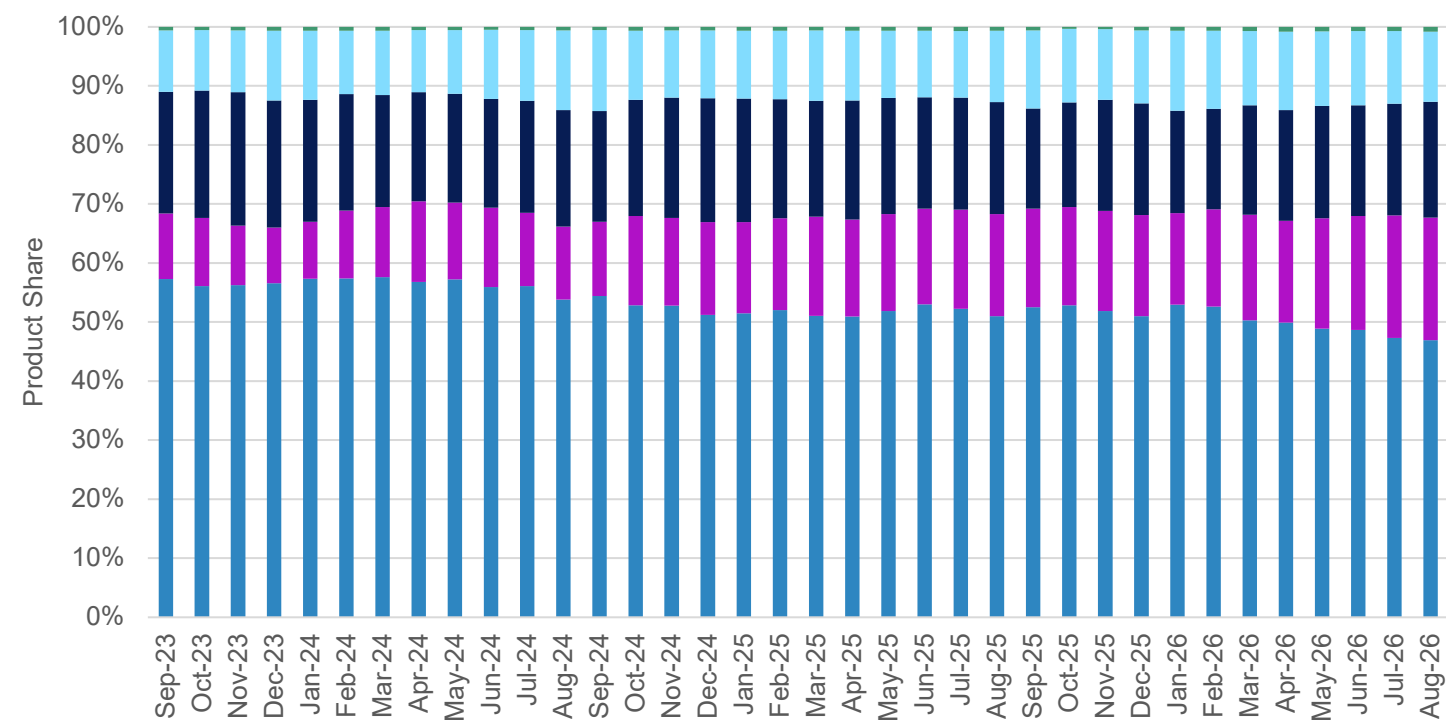


Market Volume Index (Total volume indexed to 100 in January 2018)		Current Value	1-Month % Change	3-Month % Change	12-Month % Change
	Purchase	78	(9.7%)	(12.3%)	5.8%
	Cash-Out Refinance	11	(3.3%)	2.3%	(5.3%)
	Rate/Term Refinance	8	(12.6%)	(23.1%)	(47.2%)
	Total	96	(9.3%)	(11.8%)	(3.2%)
Refinance Share*		19%	40 bps	41 bps	(684 bps)

*Refinance share changes reflect inter-period delta

MIX OF BUSINESS BY LOAN PRODUCT

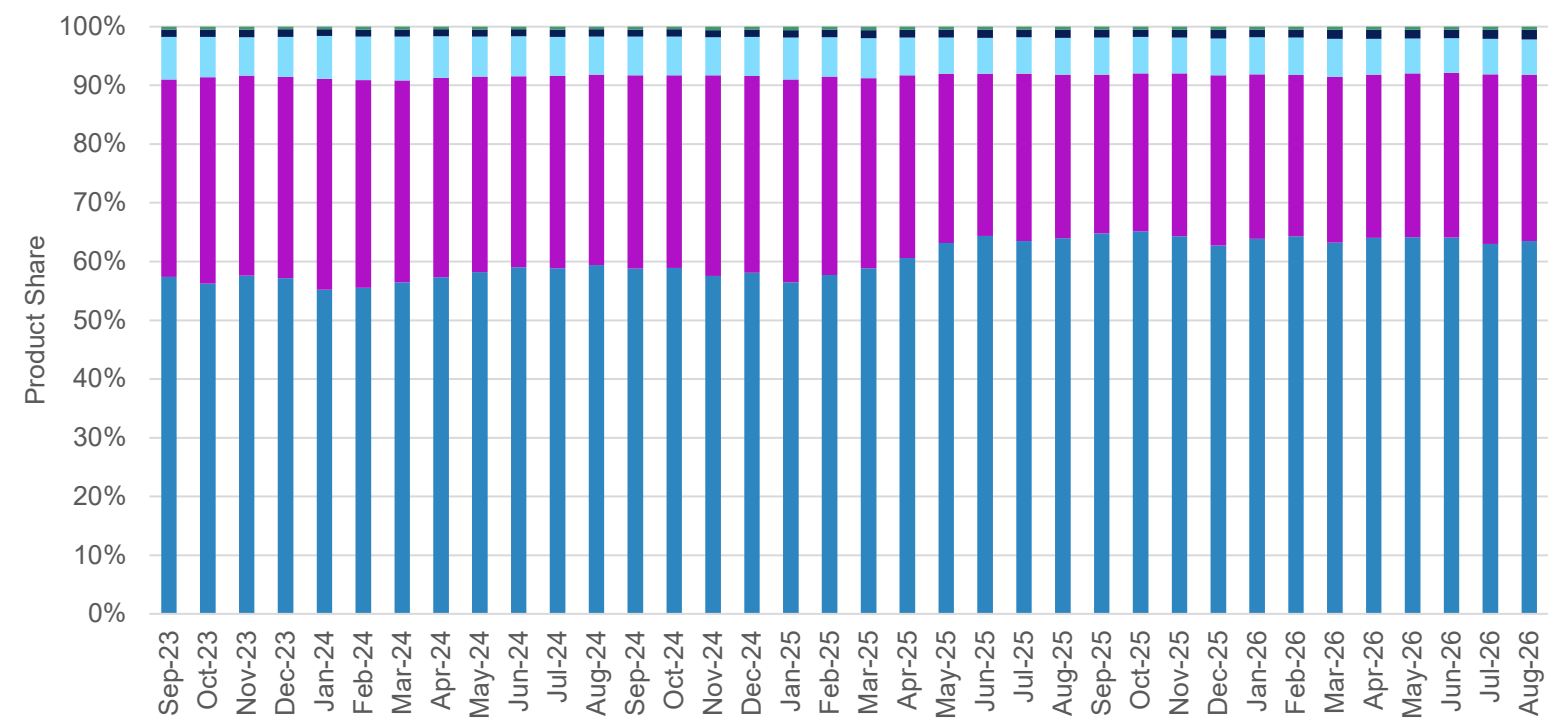
Loan product refers to the type of mortgage a consumer locks. Conforming (i.e., QM) loans meet the guidelines set by Fannie Mae and Freddie Mac, while nonconforming (i.e., non-QM) loans do not. FHA loans are insured by the Federal Housing Administration and allow for lower credit scores. VA loans are designed for military members and veterans, and they are guaranteed by the U.S. Department of Veterans Affairs. USDA loans are backed by the U.S. Department of Agriculture to help low-to-moderate income buyers in rural areas. This data is sourced from the Optimal Blue PPE.



Loan Product Mix		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	46.9%	(38 bps)	(195 bps)	(410 bps)
	Nonconforming	20.8%	(1 bps)	205 bps	349 bps
	FHA	19.6%	74 bps	63 bps	68 bps
	VA	11.9%	(44 bps)	(77 bps)	(20 bps)
	USDA	0.8%	9 bps	4 bps	13 bps

PROPERTY TYPE

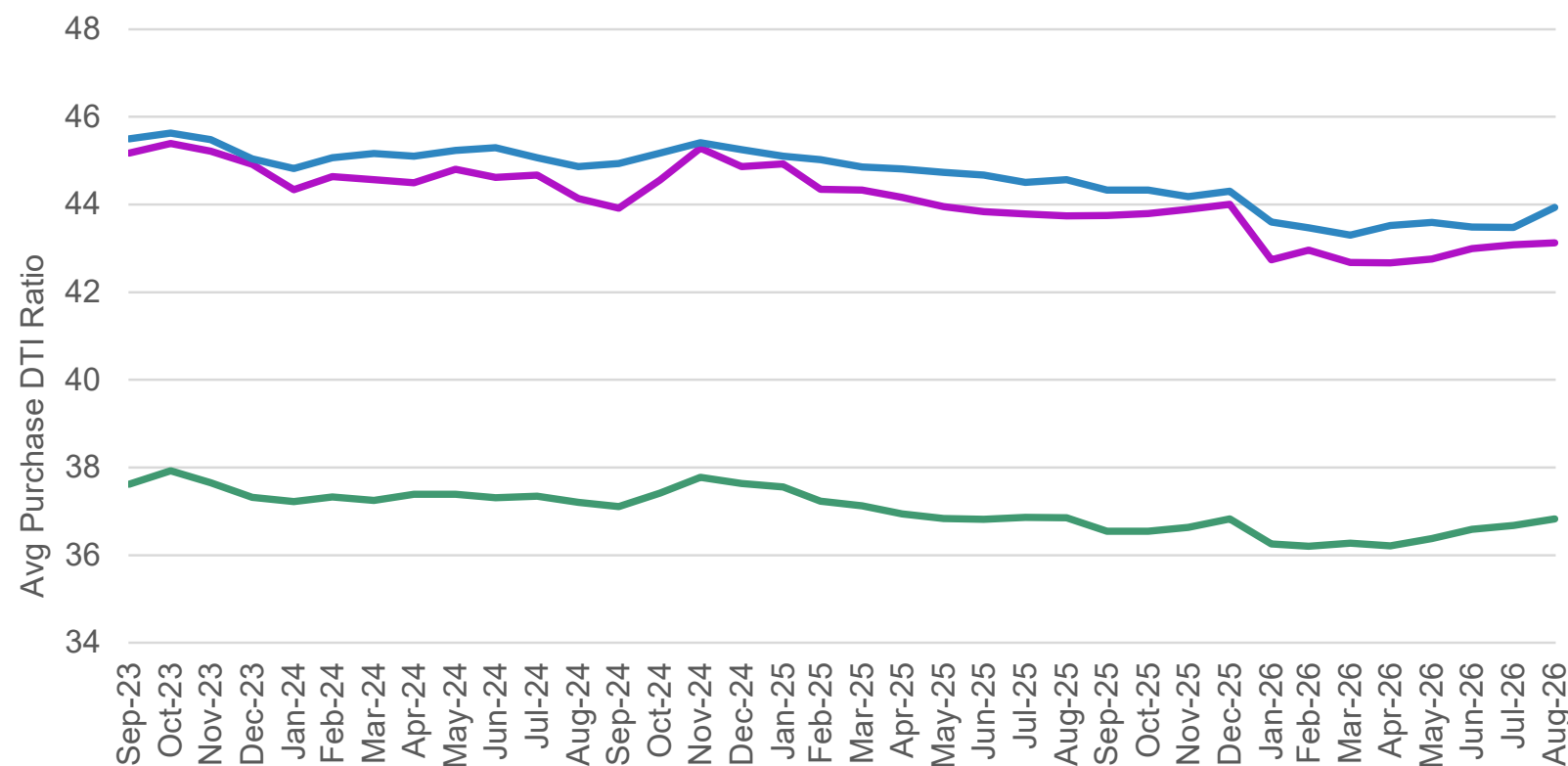
Property type is a classification of structure based on intended use and physical characteristics. *Planned unit development (PUD) includes new construction. This data is sourced from the Optimal Blue PPE.



Property Type Mix		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Single Family	63.5%	49 bps	(64 bps)	(49 bps)
	PUD*	28.3%	(51 bps)	42 bps	49 bps
	Condo	6.0%	(8 bps)	6 bps	(25 bps)
	Manufactured	1.7%	14 bps	20 bps	23 bps
	All Other	0.5%	(3 bps)	(4 bps)	3 bps

DEBT-TO-INCOME RATIO

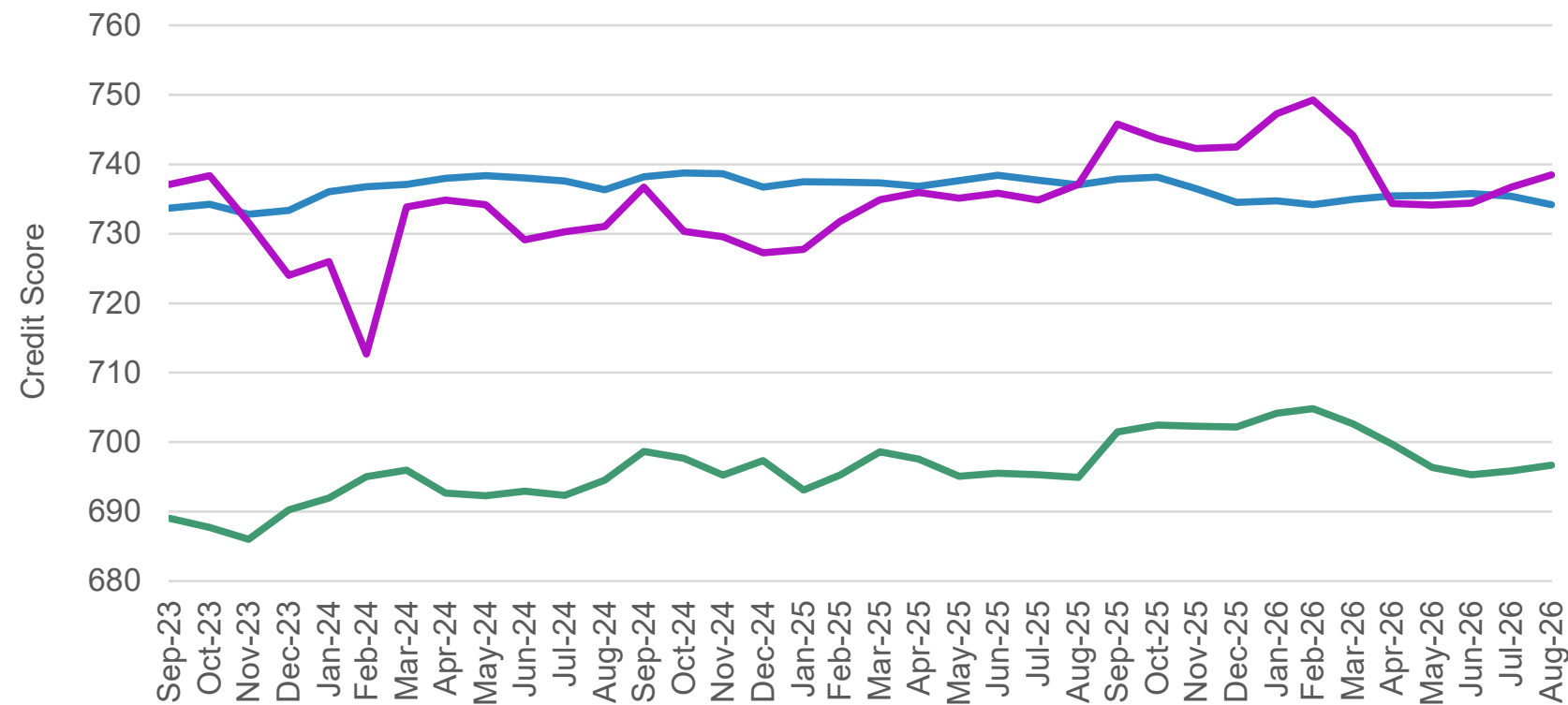
Debt-to-income (DTI) ratio is considered an indicator of a borrower's financial health, with lower DTI typically indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



DTI Ratio by Product		Current Avg DTI Ratio	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	36.7	0.0	0.3	(0.2)
	FHA	43.5	0.0	(0.1)	(1.1)
	VA	43.1	0.0	0.3	(0.7)

AVERAGE CREDIT SCORES BY LOAN PURPOSE

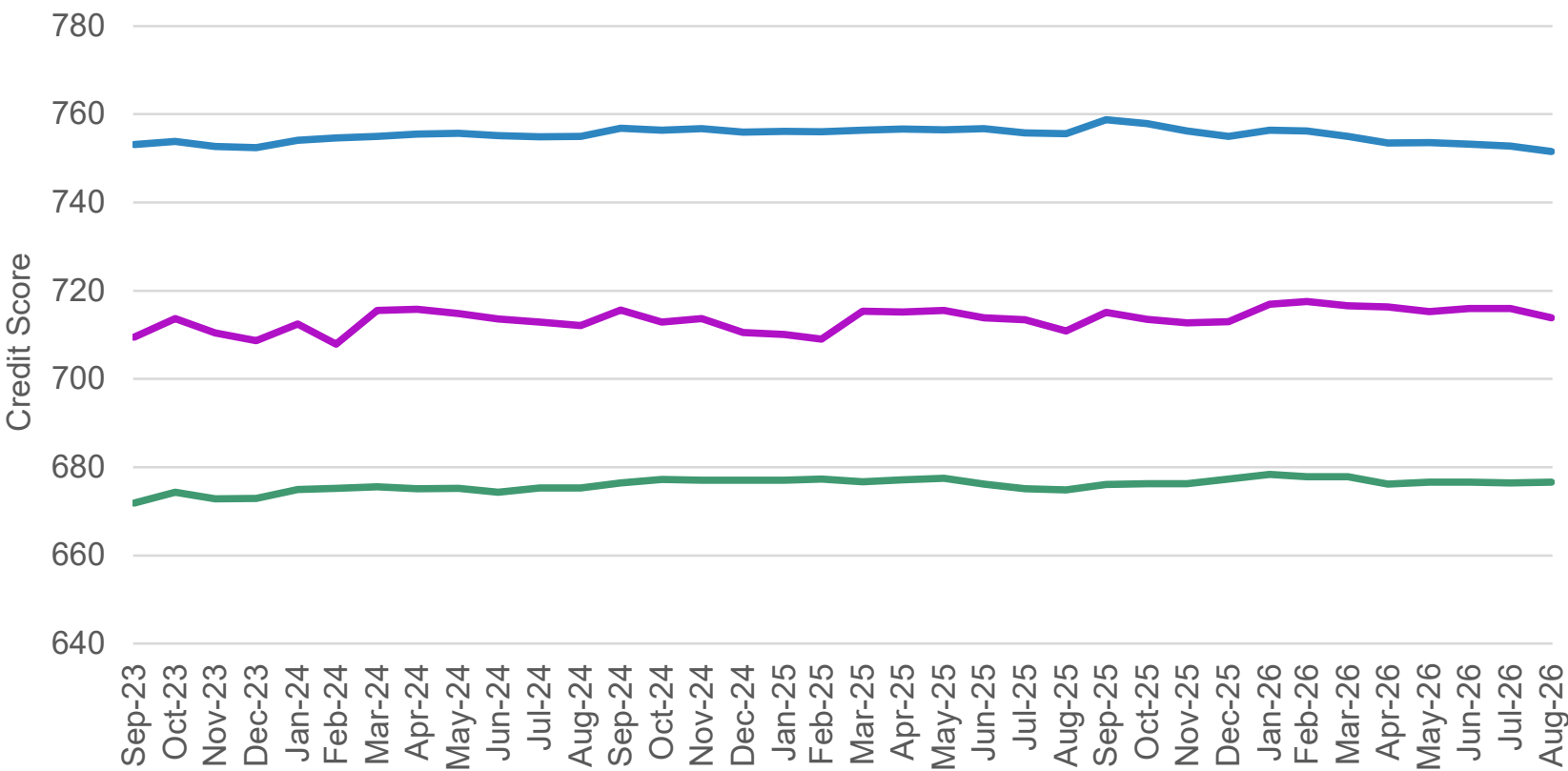
Credit score is considered an indicator of a borrower's financial health, with higher credit scores indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



Credit Score by Purpose		Current Score	1-Month Delta	3-Month Delta	12-Month Delta
	Purchase	734	(1)	(1)	(3)
	Cash Out Refi	697	1	0	2
	Rate/Term Refi	738	2	4	1

AVERAGE CREDIT SCORES BY LOAN PRODUCT

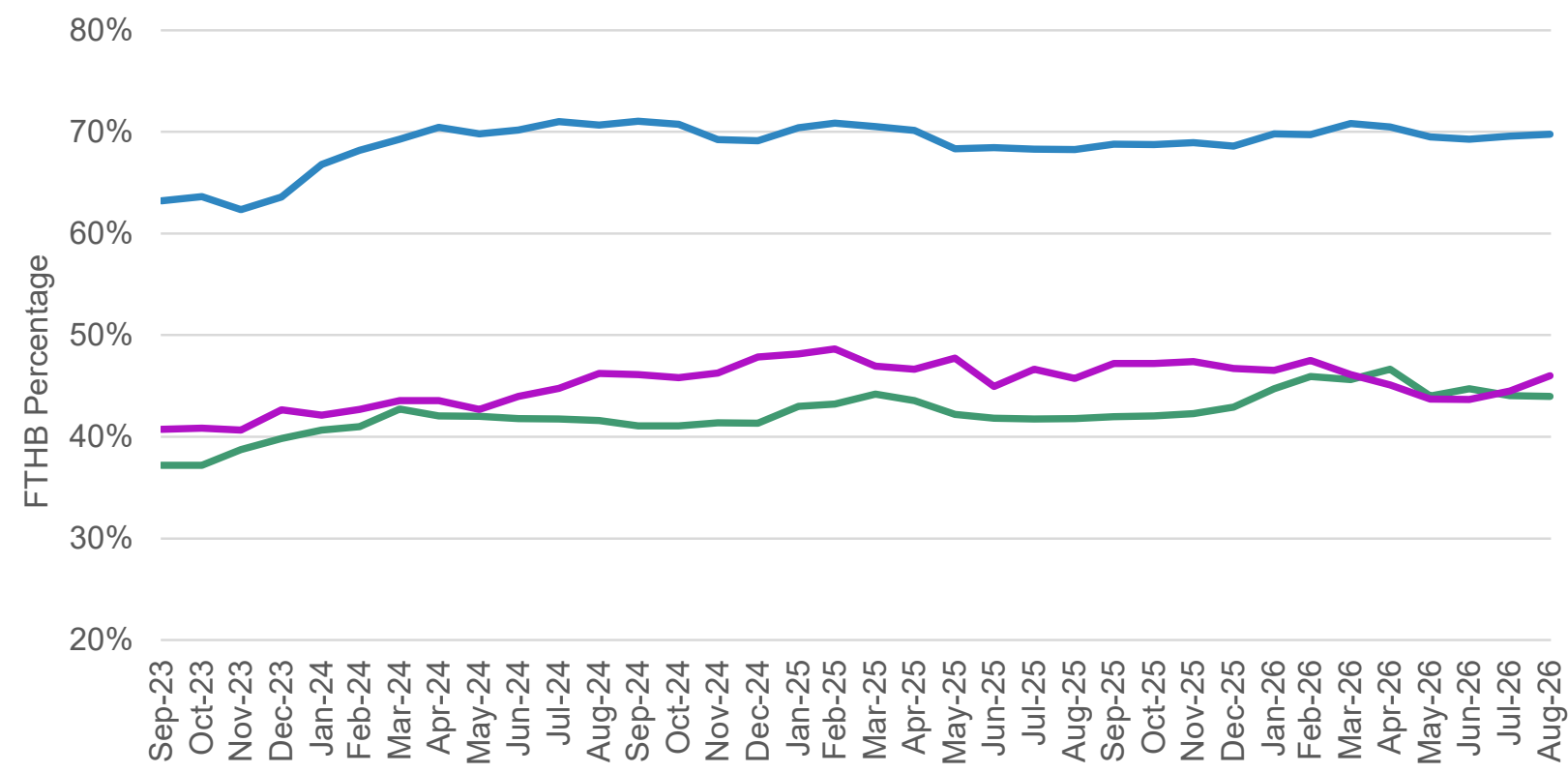
Credit score is considered an indicator of a borrower's financial health, with higher credit scores indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



Credit Score by Product		Current Score	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	752	(1)	(2)	(4)
	FHA	677	0	0	2
	VA	714	(2)	(1)	3

FIRST-TIME HOMEBUYER STATUS

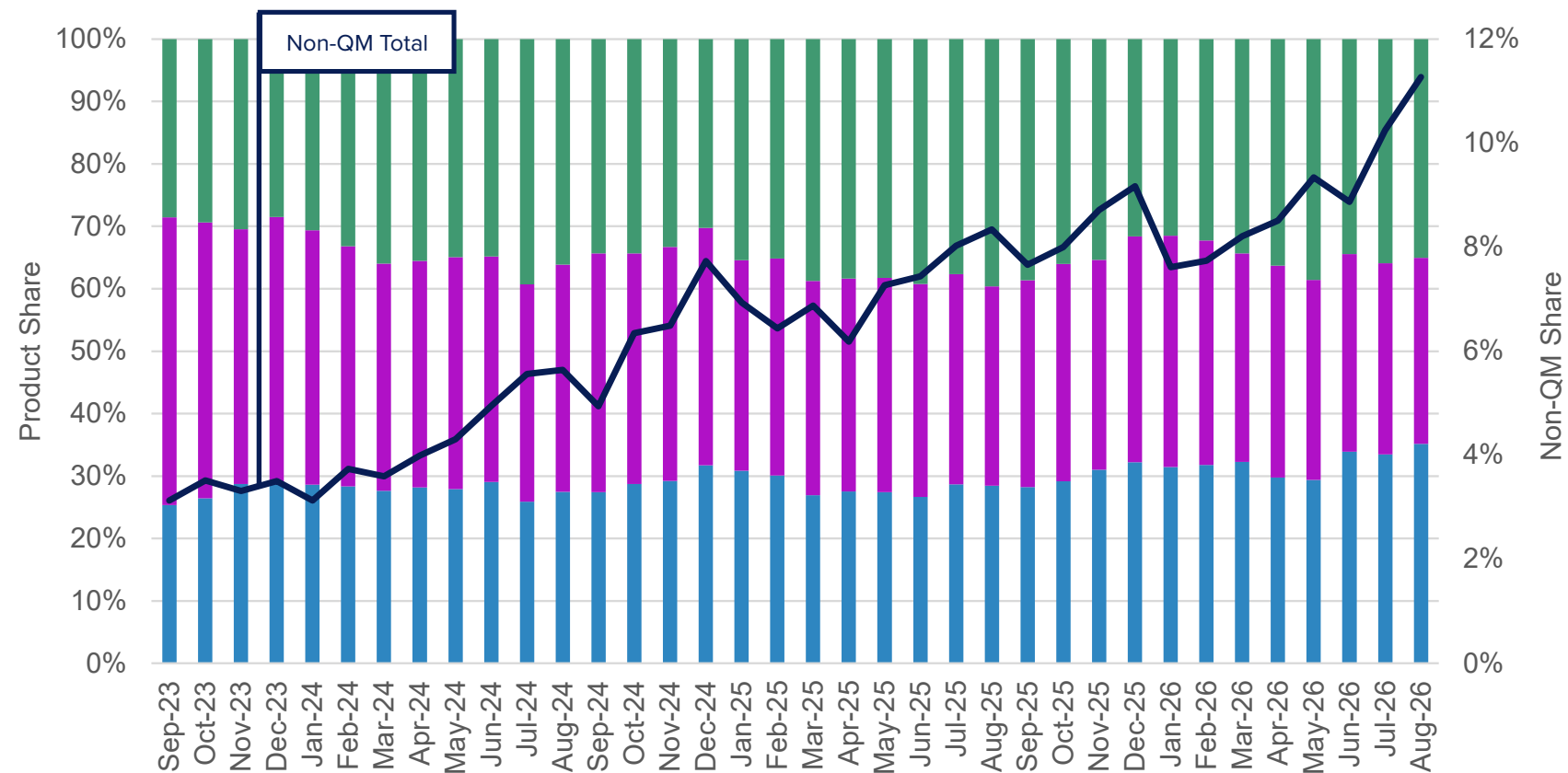
First-time homebuyers frequently take advantage of loan-level pricing adjustment (LLPA) relief and may qualify for lower rates.
This data is sourced from the [Optimal Blue PPE](#).



First-Time Homebuyer by Product		Current Ratio	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	44%	0%	0%	2%
	FHA	70%	0%	0%	1%
	VA	45%	0%	1%	(1%)

NON-QM LOAN PRODUCTS

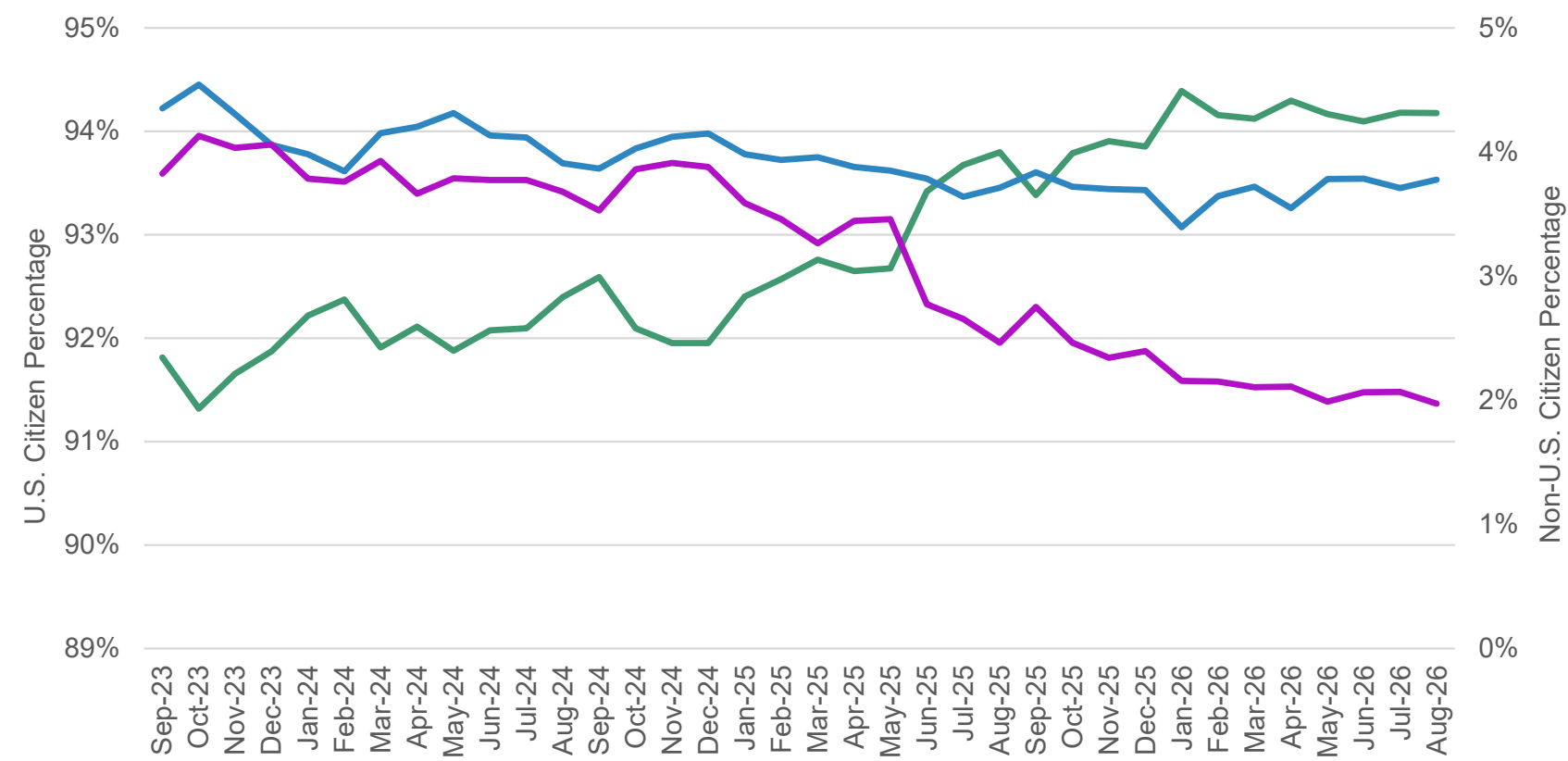
In contrast to agency-production loans, non-QM loans use different and/or more flexible criteria to verify borrower income. The categories below reflect ways lenders may verify income for borrowers who would not traditionally qualify for a conforming (i.e., QM) loan. This data is sourced from the Optimal Blue PPE.



Non-QM Market		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Investor/DSCR	35.1%	167 bps	573 bps	666 bps
	Bank Statement	29.8%	(81 bps)	(220 bps)	(209 bps)
	All Other	35.1%	(85 bps)	(353 bps)	(457 bps)

BORROWER CITIZENSHIP

Borrowers may be subject to different eligibility and verification requirements based on their citizenship status. Citizenship data provides additional insight into demographics of homebuyers in America. This data is sourced from the Optimal Blue PPE.



Citizenship Status		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	U.S. Citizen	94.2%	0 bps	1 bp	38 bps
	Perm. Resident	3.8%	7 bps	(1 bp)	7 bps
	Non-Perm. Resident	2.0%	(9 bps)	(2 bps)	(49 bps)

TOP 20 METROPOLITAN AREAS

Reviewing metropolitan statistical area by share of origination volume provides insight into regional economic trends, including local housing markets, overall stability of a region, and competitive landscape. This data is sourced from the Optimal Blue® PPE.

Metropolitan Statistical Area		% of Lock Volume	MoM Change	Avg Loan Amount (\$)	Avg Rate	Avg Credit Score	Avg LTV	Purchase	Refi
NATIONAL		100.0%	-9.3%	\$388,237	6.484	729	81	81%	19%
1	New York-Newark-Jersey City, NY-NJ-PA	5.2%	-12.2%	\$598,919	6.657	744	73	78%	22%
2	Chicago-Naperville-Elgin, IL-IN-WI	3.3%	-12.3%	\$371,984	6.700	738	80	84%	16%
3	Dallas-Fort Worth-Arlington, TX	3.0%	-10.5%	\$402,106	6.160	725	83	83%	17%
4	Washington-Arlington-Alexandria, DC-VA-MD-WV	2.8%	-20.5%	\$536,982	6.457	740	82	85%	15%
5	Los Angeles-Long Beach-Anaheim, CA	2.7%	-9.2%	\$870,776	6.589	744	70	64%	36%
6	Phoenix-Mesa-Scottsdale, AZ	2.4%	-1.9%	\$458,517	6.037	731	81	83%	17%
7	Boston-Cambridge-Newton, MA-NH	2.2%	-19.1%	\$579,881	6.592	746	74	83%	17%
8	Houston-The Woodlands-Sugar Land, TX	2.2%	-6.9%	\$343,200	6.054	720	85	87%	13%
9	Atlanta-Sandy Springs-Roswell, GA	1.9%	-11.9%	\$378,759	6.457	719	82	80%	20%
10	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	1.9%	-12.2%	\$399,085	6.615	736	78	83%	17%

TOP 20 METROPOLITAN AREAS

Reviewing metropolitan statistical area by share of origination volume provides insight into regional economic trends, including local housing markets, overall stability of a region, and competitive landscape. This data is sourced from the Optimal Blue® PPE.

Metropolitan Statistical Area		% of Lock Volume	MoM Change	Avg Loan Amount (\$)	Avg Rate	Avg Credit Score	Avg LTV	Purchase	Refi
NATIONAL		100.0%	-9.3%	\$388,237	6.484	729	81	81%	19%
11	Seattle-Tacoma-Bellevue, WA	1.8%	-14.8%	\$641,117	6.403	751	77	84%	16%
12	Miami-Fort Lauderdale-West Palm Beach, FL	1.8%	1.3%	\$544,550	6.509	731	75	73%	27%
13	Minneapolis-St. Paul-Bloomington, MN-WI	1.5%	-13.0%	\$385,136	6.566	747	82	89%	11%
14	Denver-Aurora-Lakewood, CO	1.5%	-8.5%	\$490,763	6.205	735	79	82%	18%
15	Riverside-San Bernardino-Ontario, CA	1.4%	-4.3%	\$501,493	6.230	724	81	81%	19%
16	San Francisco-Oakland-Hayward, CA	1.4%	1.0%	\$866,114	6.551	757	71	78%	22%
17	Charlotte-Concord-Gastonia, NC-SC	1.2%	-13.2%	\$392,202	6.390	731	80	81%	19%
18	Tampa-St. Petersburg-Clearwater, FL	1.2%	-9.4%	\$376,221	6.289	725	82	85%	15%
19	Austin-Round Rock, TX	1.1%	-14.0%	\$415,971	5.870	738	81	88%	12%
20	San Diego-Carlsbad, CA	1.1%	-8.9%	\$768,304	6.438	752	71	71%	29%

SECTION II

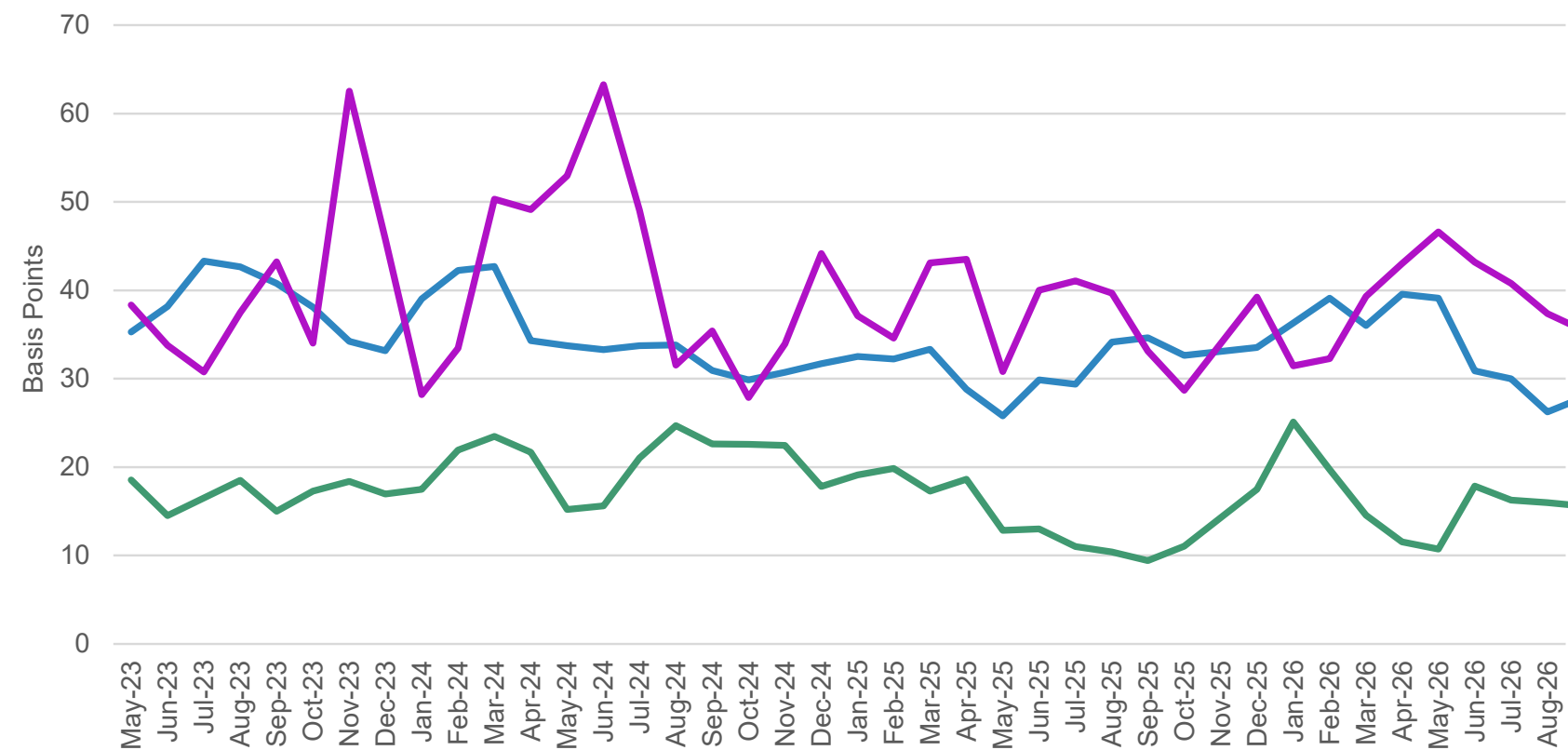
SECONDARY MARKET DATA

The secondary market is where most mortgages are purchased and sold between originating entities and investors. These exchanges provide liquidity to keep home financing accessible and affordable for borrowers.

Once a mortgage is locked, a lender is exposed to interest rate risk until the loan is sold into the secondary market. The data in this section, sourced from the CompassEdge hedging and loan trading system, provides insight into how lenders are hedging this risk, as well as their strategies for selling loans. These activities are directly tied to mortgage lending profitability and thus, the rates and products offered to consumers.

BEST EFFORTS TO MANDATORY SPREAD

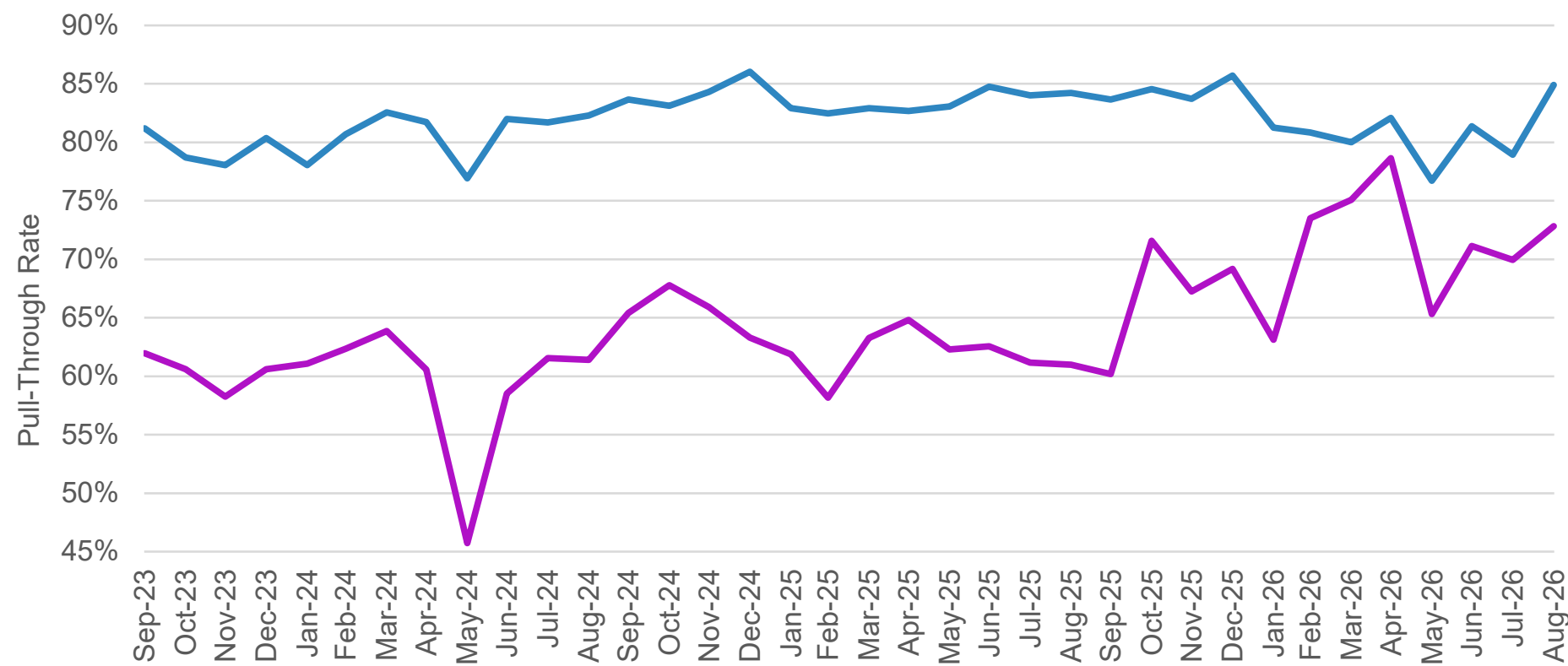
A lender will typically see greater yields by selling loans via mandatory delivery or participating in the secondary market, while best efforts delivery carries less risk. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



Best Efforts vs. Mandatory		Current Spread	1-Month Delta	3-Month Delta	12-Month Delta
	30-Year Conforming	26 bps	(4 bps)	(13 bps)	(8 bps)
	15-Year Conforming	37 bps	(3 bps)	(9 bps)	(2 bps)
	30-Year Government	16 bps	(0 bps)	5 bps	6 bps

LOAN PULL-THROUGH

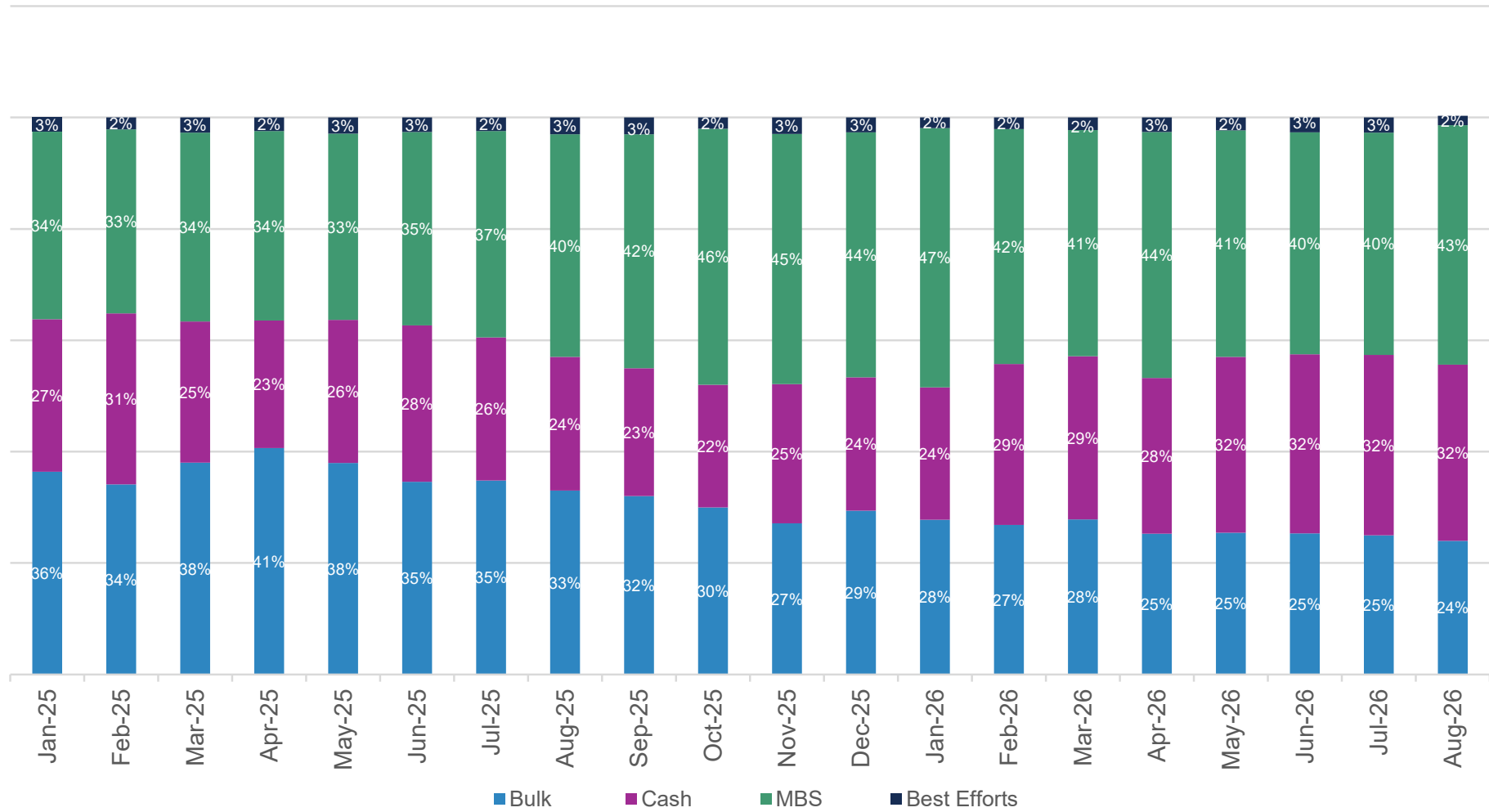
Pull-through indicates the percentage of loans locked that successfully close and fund, which is a measure of how effectively a mortgage lender converts loan applications into closed loans. Lower pull-through typically indicates greater cost for an originator, and thus, the need to compensate by increasing margin. Higher pull-through indicates lower origination cost and an opportunity to lower margin and thus, the rate offered to a consumer. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



Pull-Through Rate by Purpose		Current Rate	1-Month Delta	3-Month Delta	12-Month Delta
	Purchase Pull-Through	84.9%	597 bps	821 bps	68 bps
	Refinance Pull-Through	72.8%	289 bps	752 bps	1184 bps

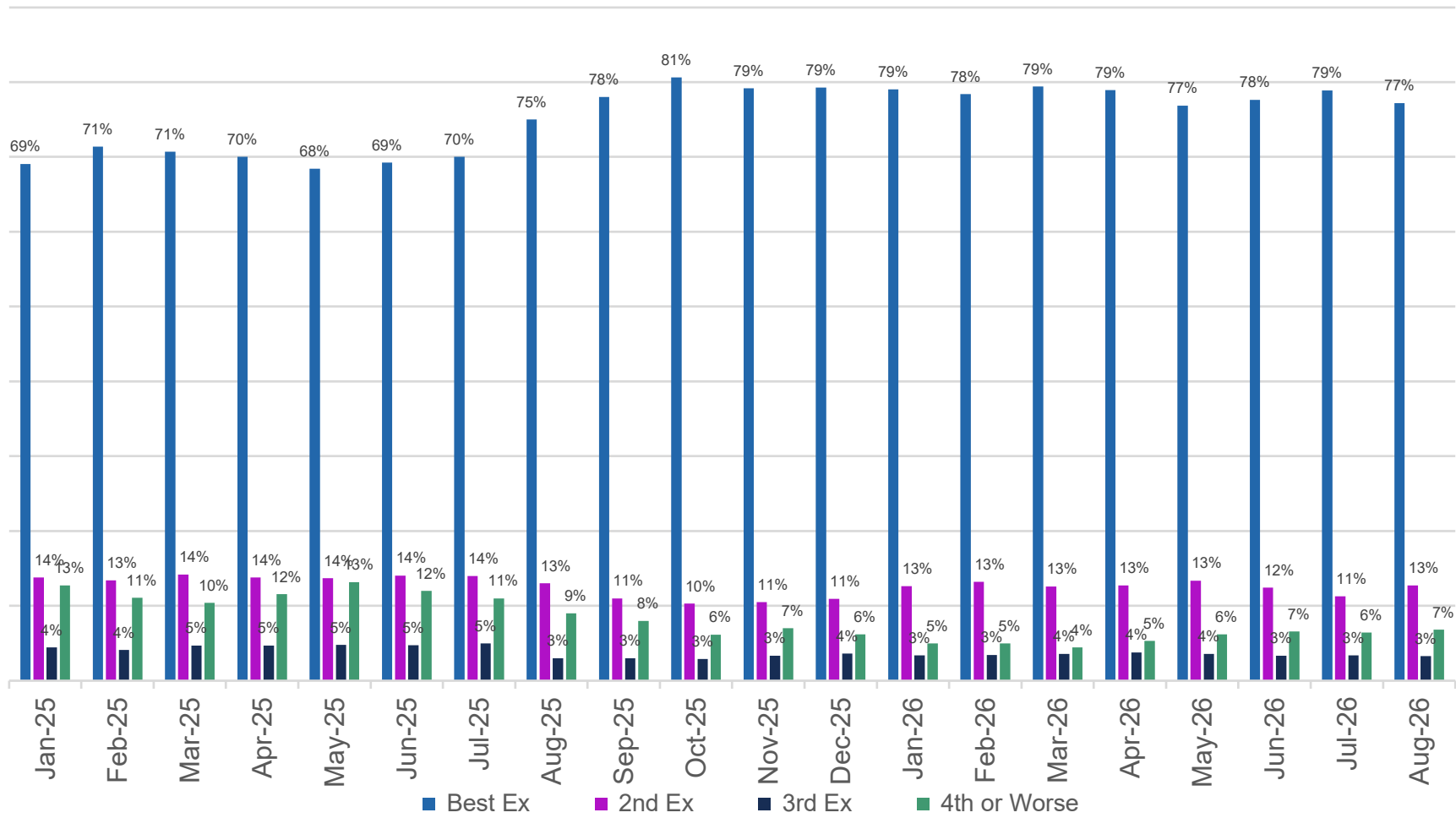
HEDGED LOAN SALE STATISTICS

When loans are funded and sold into the secondary market, a lender can leverage a variety of delivery methods to maximize profitability. These sale methods may provide insight into a lender's profitability on a transaction, which can have downstream impacts on a lender's front-end pricing strategy. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



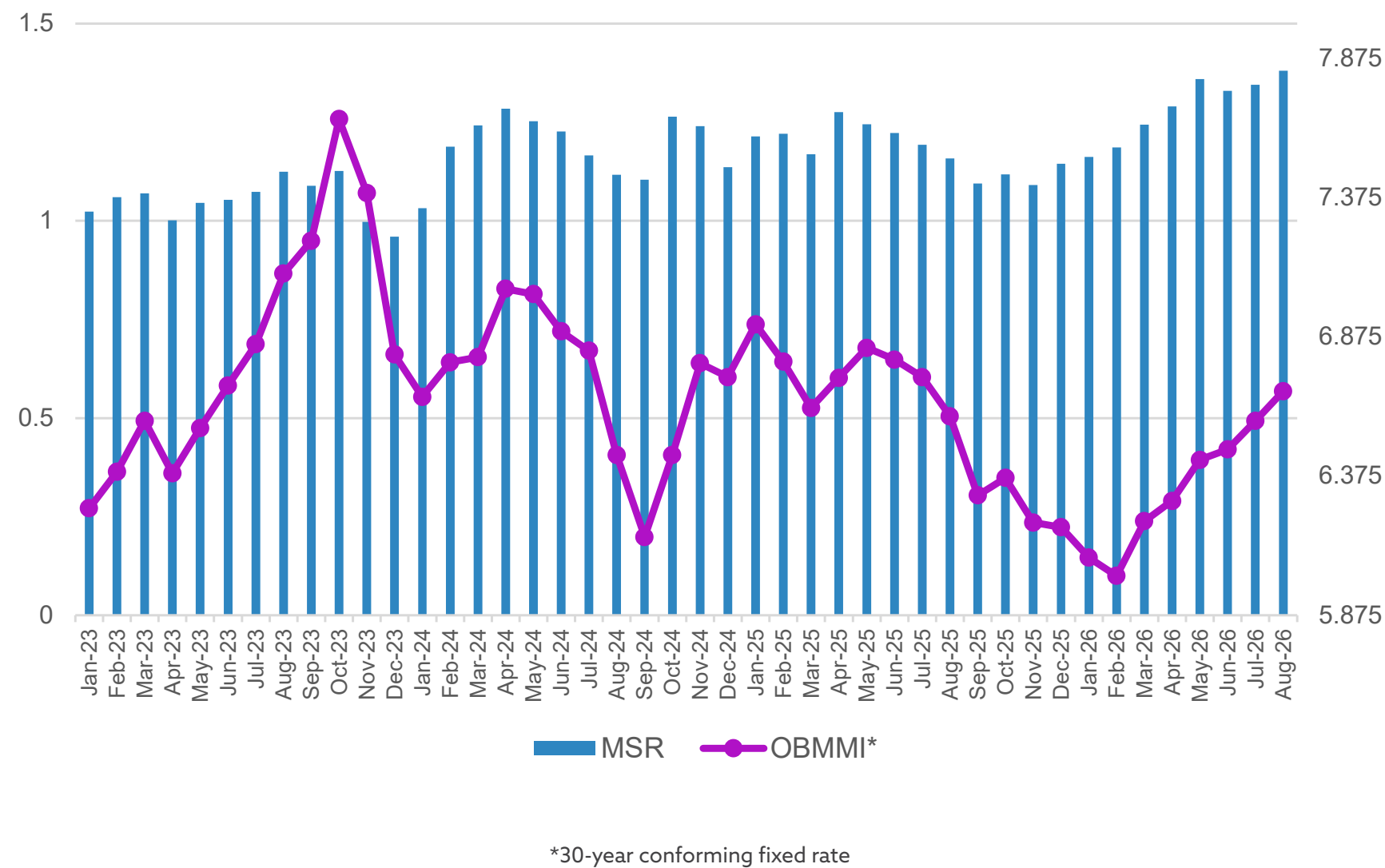
LOAN SALE BY PRICE

When loans are funded and sold into the secondary market, a lender typically sells to the best price, but other factors may impact execution. For example, a lender may not sell to the highest price due to eligibility concerns, underwriting or operational concerns, investor representative mix, or other reasons. If unable to sell to the highest price, there may be impacts to profitability expectations and the rate offered to borrowers. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



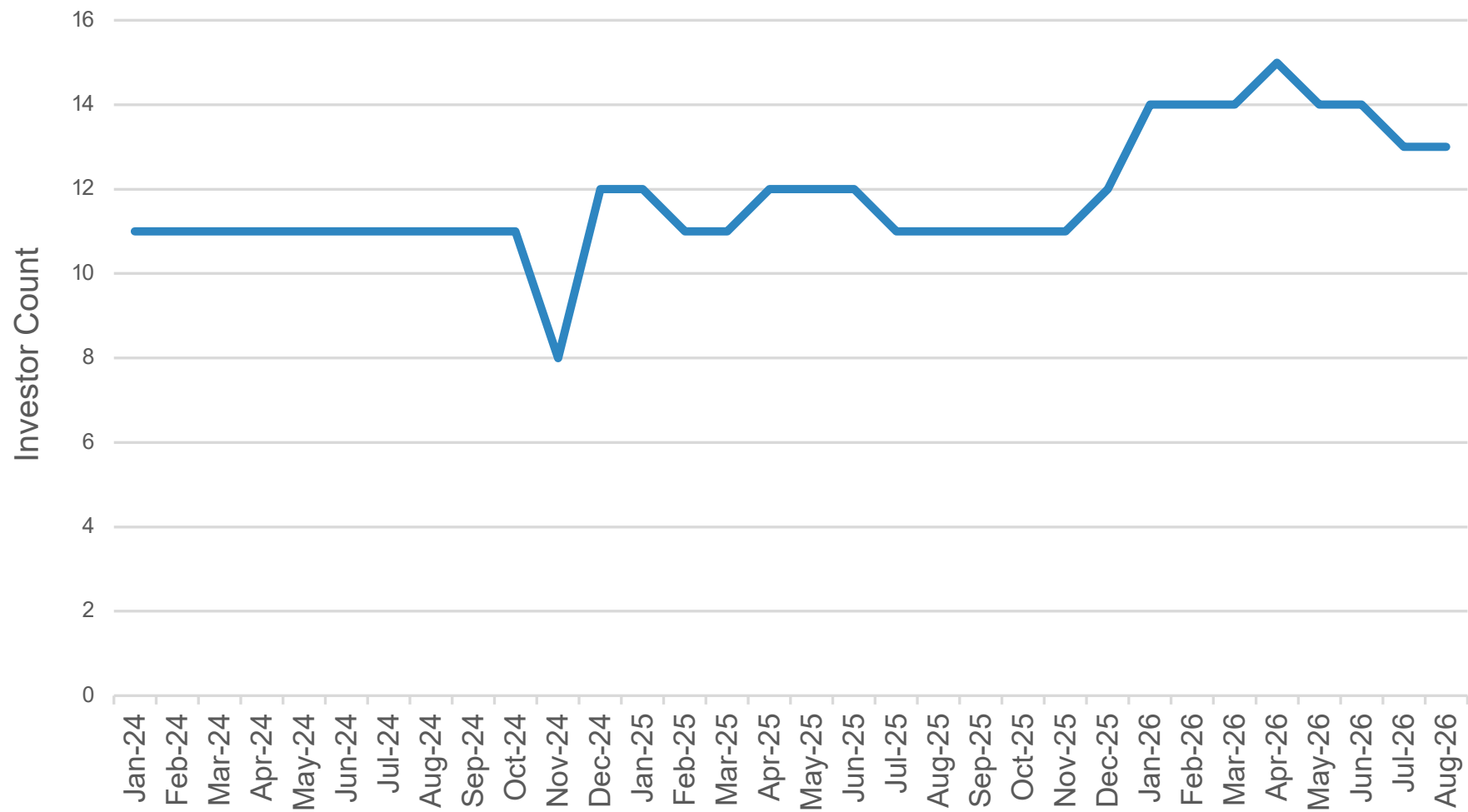
SERVICING RIGHTS & MARKET RATE INDICES

A mortgage servicing right (MSR) is a right to ancillary cash flows associated with servicing a mortgage. MSRs represent a significant component of a lender's margin and are commonly traded in the secondary market based on a lender's economics or strategy. MSRs typically move in alignment with rate movement, and this asset can explain movement in mortgage rates compared to other fixed income rates. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



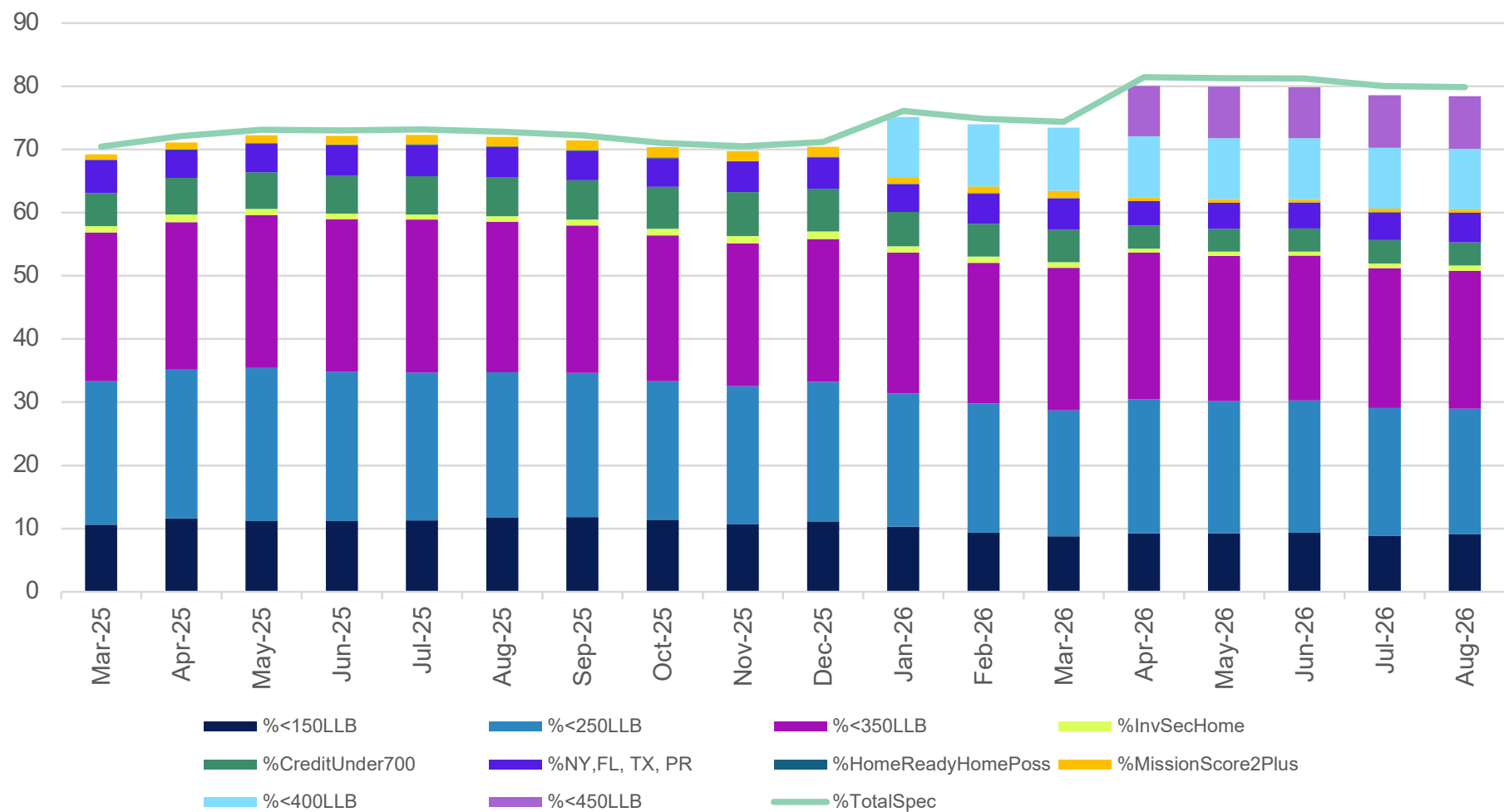
AVERAGE INVESTOR COUNT AT LOAN SALE

The number of investors bidding at time of loan sale is an indicator of demand. Fluctuations in this number can impact both expected and actual profitability for a lender, which can have downstream effects on a lender's front-end pricing. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



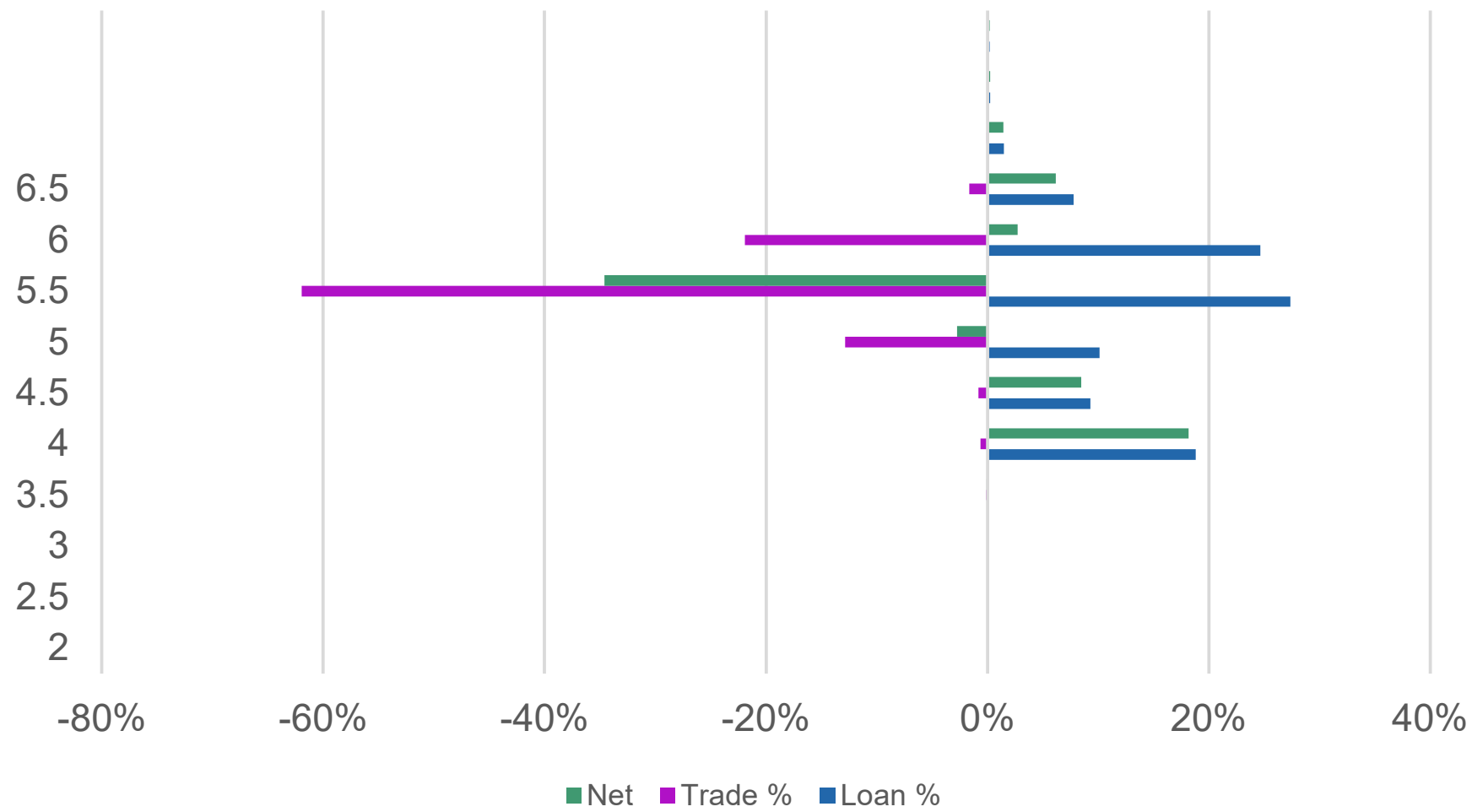
SPEC-ELIGIBLE PIPELINE SHARE

Spec eligibility represents the portion of a production pipeline that qualifies for loan-level pricing incentives and can be further optimized in the secondary market. These loans are typically characterized by more favorable prepayment profiles, leading investors to pay a premium for the associated cash flows. While this pay-up enhances execution, it also introduces incremental interest rate risk that must be actively managed. This data is sourced from the CompassEdge hedging and loan trading platform.



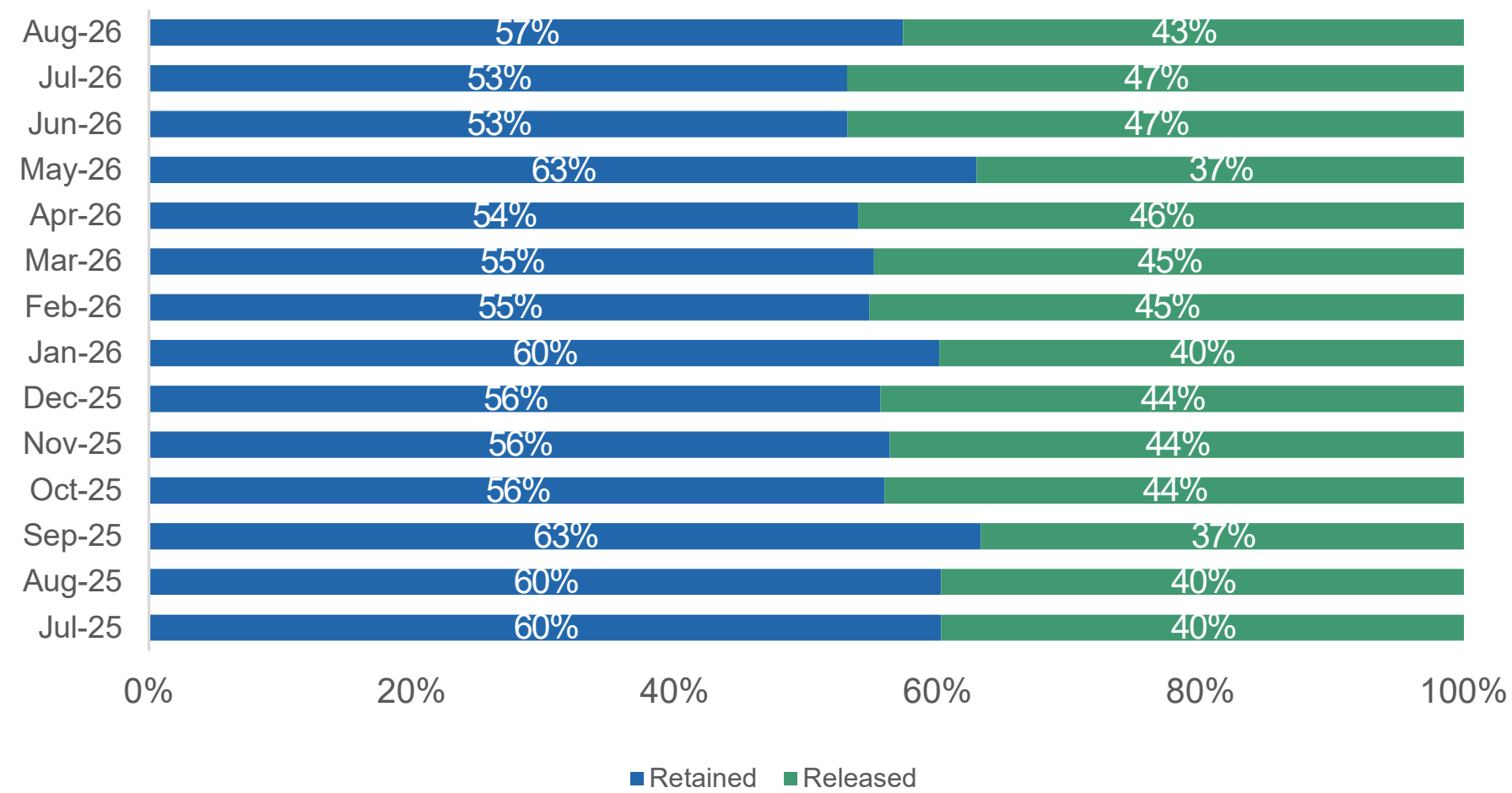
LOAN PIPELINE VS. HEDGE ALIGNMENT

These views compare loan production mix to corresponding hedge positions across key coupon buckets. Alignment between pipeline composition and hedge coverage is critical to managing interest rate exposure and execution outcomes. Dislocations between loan distribution and hedge positioning can introduce unintended basis risk and amplify market volatility impacts.



MSR RETAINED VS. RELEASE STRATEGY MIX

The distribution of servicing-retained and servicing-released executions provides insight into how lenders balance immediate revenue versus recurring servicing income. Retaining servicing can enhance long-term asset value, while releasing servicing monetizes value upfront. Changes in this balance often reflect evolving rate environments, retention economics, and liquidity consideration.





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