



MARKET ADVANTAGE

MORTGAGE DATA REPORT

JULY 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: JULY 2026

VOLUME TRENDS AND MARKET COMPOSITION

- **Refi activity retreats:** Refinance share ended the month at nearly 19% of total production. Rate-and-term refinance volume declined 17% MoM but remained 3% above July 2025 levels. Cash-out refinance volume fell 5% MoM and was essentially unchanged from a year ago.
- **Purchase activity cools:** Purchase lock volume fell 12% from June but remained 6% higher YoY. Purchase loans accounted for more than 81% of total lock volume in July.
- **Conforming share keeps shrinking:** Conforming share declined to 47% of total production, down 135 bps from June and nearly 5 percentage points from a year ago. Non-conforming share expanded to nearly 21% of volume. FHA represented 19% of production while VA loans accounted for more than 12%.
- **Non-QM growth continues:** Non-qualified mortgage loans accounted for more than 10% of total lock volume in July, up 1.4 percentage points MoM and more than 2 percentage points from a year ago. Investor and debt service coverage ratio (DSCR) loans represented more than a third of non-QM production, bank statement loans accounted for more than 30% and all other expanded guideline products made up the remaining 36%.
- **ARMs stay elevated:** Adjustable-rate mortgages accounted for more than 11% of lock volume in July, remaining above the 10% range that characterized much of 2025.
- **New construction holds strong:** Planned unit developments (PUDs), a proxy for new construction activity, increased to 29% of total volume. Single-family detached homes remained the dominant property type at 63% of production.

RATES AND PRICING

- **Rates rise on all products:** The OBMMI 30-year conforming fixed rate rose 26 bps MoM to 6.72%, essentially unchanged from a year ago. The 10-year Treasury yield climbed 31 bps to 4.75%. The spread between the 10-year Treasury and the OBMMI 30-year conforming rate narrowed 5 bps to 197 bps.
- **MSRs move with rates:** MSRs for conforming 30-year loans increased 2 bps to 1.34%, representing a 5.38 multiple.
- **Top-tier executions improve:** The share of loans sold at the highest price tier increased 128 bps to 79%. Loans sold at the second-ranked price tier declined 115 bps to 11%, while third-ranked executions were essentially unchanged at 3%. Fourth-tier or lower executions declined 16 bps to 6%.

MARKET OUTLOOK

- **Rates to ease over 12 months:** The OBMMI 30-year conforming fixed rate is forecast at 6.72% over the next month and 6.76% over three months before moderating to 6.58% over the 12-month horizon.

- **Primary-secondary spread to narrow:** The primary-secondary spread is forecast to narrow to 0.94% over the next month before widening to 1.03% over three months and 1.06% over 12 months, returning toward historical norms.

CHANNEL AND EXECUTION

- **Hedged loan sales hold steady:** The share of hedged loan sales to agency mortgage-backed securities (MBS) was essentially unchanged in July.
- **Execution spreads tighten:** Best-efforts-to-mandatory spreads for conventional 30-year products narrowed 1 bp to 30 bps. Government 30-year spreads tightened 2 bps to 16 bps. Conventional 15-year spreads tightened 2 bps to 41 bps.
- **Spec-eligible share edges lower:** The share of a lender's pipeline eligible for specified pool delivery declined from 81% to 80% in July, with the largest drop in the \$150,000 to \$250,000 unpaid principal balance range.
- **UM30 5.5 remains the dominant hedge:** Lenders used the UM30 5.5 as the predominant hedging instrument, accounting for 67% of hedges, while 35% of production is slotting into the 5.5 coupon and 24% into the 6.0 coupon.
- **Servicing retention holds steady:** The share of loans sold with servicing retained remained at 53% in July, down 700 bps from January 2026.
- **Investor participation declines:** Investor count declined from 14 to 13 in July, the lowest level since December 2025.

PRODUCT MIX AND BORROWER PROFILES

- **Conforming first-time buyer share softens:** First-time homebuyers accounted for 44% of conforming purchase locks in July, down 1 percentage point from June. FHA first-time homebuyer increased modestly to 70% from June's 69%.
- **DTIs stabilize:** Purchase debt-to-income (DTI) ratios held below year-ago levels across all major products: conforming borrowers at 36.7%, FHA at 43.5% and VA at 43.1%.
- **Credit quality remains strong:** The average credit score across all locks nationwide was 730, ranging across top metros from 761 in the San Francisco Bay Area to 715 in San Antonio. Meanwhile, across the nation, the average purchase credit score was 735. For rate-and-term refinances, the average credit score was 737; cash-out refinances saw an average credit score of 696. Conforming borrowers averaged a score of 753, VA borrowers 716 and FHA borrowers 676.
- **Pull-through weakens:** Purchase pull-through declined 2.4 percentage points to 78.9% in July. Refinance pull-through fell 1.2 percentage points to 69.9%.
- **Loan amounts dip:** The average locked loan amount declined to just over \$395,000 in July from nearly \$399,000 in June. Average loan-to-value (LTV) ratios nationwide were 81.0%, ranging from 70.0% in the greater Los Angeles area to 88.4% in San Antonio.

KEY INSIGHTS FOR LENDERS

1 Rate sensitivity is weighing on borrower demand

- Lock volume fell 11% month over month, while purchase volume declined 12%.
- The OBMMI 30-year conforming rate rose 26 basis points to 6.72%, and purchase pull-through fell 2.4 points to 78.9%.

July reinforced that borrowers remain highly sensitive to changes in affordability. As rates moved back toward the upper end of the recent range, purchase activity softened and pull-through weakened, signaling that some borrowers may be pausing, reassessing options, or falling out of the market.

This environment increases the importance of understanding where borrower interest remains actionable and where fallout risk is building. Proactive borrower engagement, supported by granular and accurate pricing that connects the borrower behavior to lock trends, fallout performance, and changing secondary market conditions, can help teams adjust outreach, pricing, and conversion strategies as conditions shift.

2 Affordability pressure & borrower profile are reshaping product mix

- Conforming share fell to 47%, while non-conforming share rose to nearly 21%.
- Non-QM accounted for more than 10% of production, up 1.4 points month over month and more than 2 points year over year.

July's data points to a production mix that is becoming less concentrated in traditional conforming lending. As affordability challenges persist and the borrower profile changes, lenders appear to be leaning more heavily on a broader set of products to serve borrowers who may not fit standard agency profiles, including growth in non-conforming and Non-QM production, elevated ARM usage, and continued FHA participation.

These options can help expand borrower access, but they also introduce greater complexity around pricing precision, eligibility, guidelines, risk profile and investor fit. Modern pricing and eligibility capabilities can help lenders evaluate more complex product scenarios, maintain alignment with investor guidelines, and expand borrower options without adding unnecessary operational friction.

3 Secondary market factors are leading toward tighter execution alignment

- MSR values increased 2 basis points to 1.34, or a 5.38 multiple, as rates moved higher.
- UM30 5.5 represented 67% of hedges, while only 35% of production slotted to the 5.5 coupon.

In a volatile origination environment, execution decisions can have a larger impact on margin. July's data highlights the need for lenders to evaluate pricing, hedge positioning, loan sale strategy, servicing decisions, and coupon exposure together rather than as separate decisions.

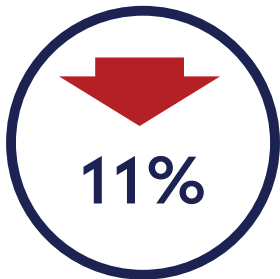
Lenders should assess whether front-end pricing is producing the intended execution results, whether hedge coverage reflects the actual production mix, and whether loan sale and servicing strategies are aligned with current market conditions. Connecting pricing, hedging, and execution data can help carry insights across the loan lifecycle, showing how front-end decisions affect pipeline risk, investor execution, hedge coverage, and margin outcomes.

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 11% MoM but remained 5% higher YoY.



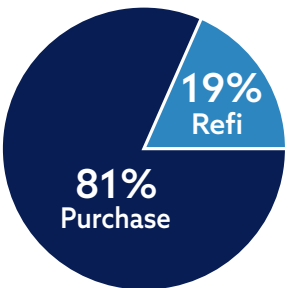
MONTH-END CONFORMING RATE

The benchmark Optimal Blue Mortgage Market Indices 30-year conforming interest rate increased 26 bps MoM to 6.72%.



AVERAGE LOAN AMOUNT

The average locked loan amount declined to just over \$395,000 in July from nearly \$399,000 in June.



MARKET MIX

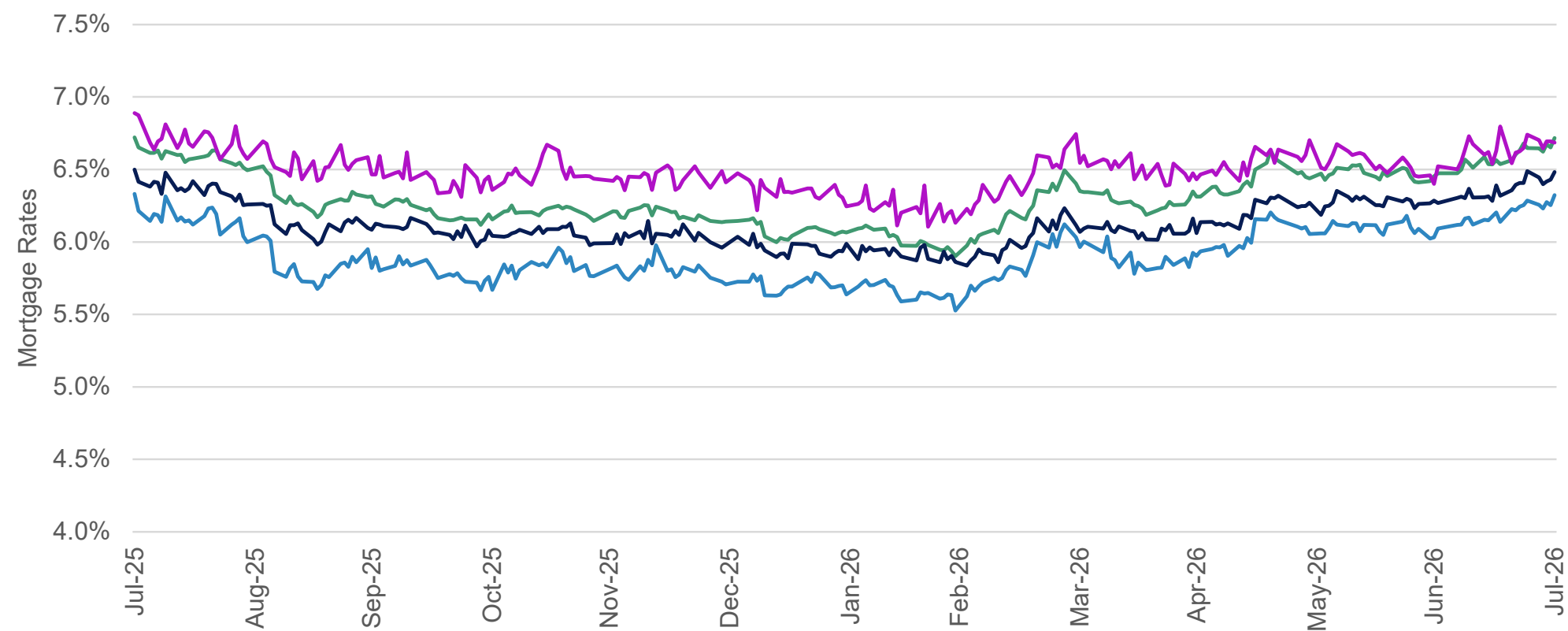
Refinance share ended the month at nearly 19% of total production. Rate-and-term refinance volume declined 17% MoM but remained 3% above July 2025 levels. Cash-out refinance volume fell 5% MoM and was essentially unchanged from a year ago.

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%	26 bps	40 bps	(1 bp)
	30-Year Jumbo	6.69%	29 bps	25 bps	(20 bps)
	30-Year FHA	6.48%	20 bps	42 bps	(2 bps)
	30-Year VA	6.32%	29 bps	42 bps	(1 bp)

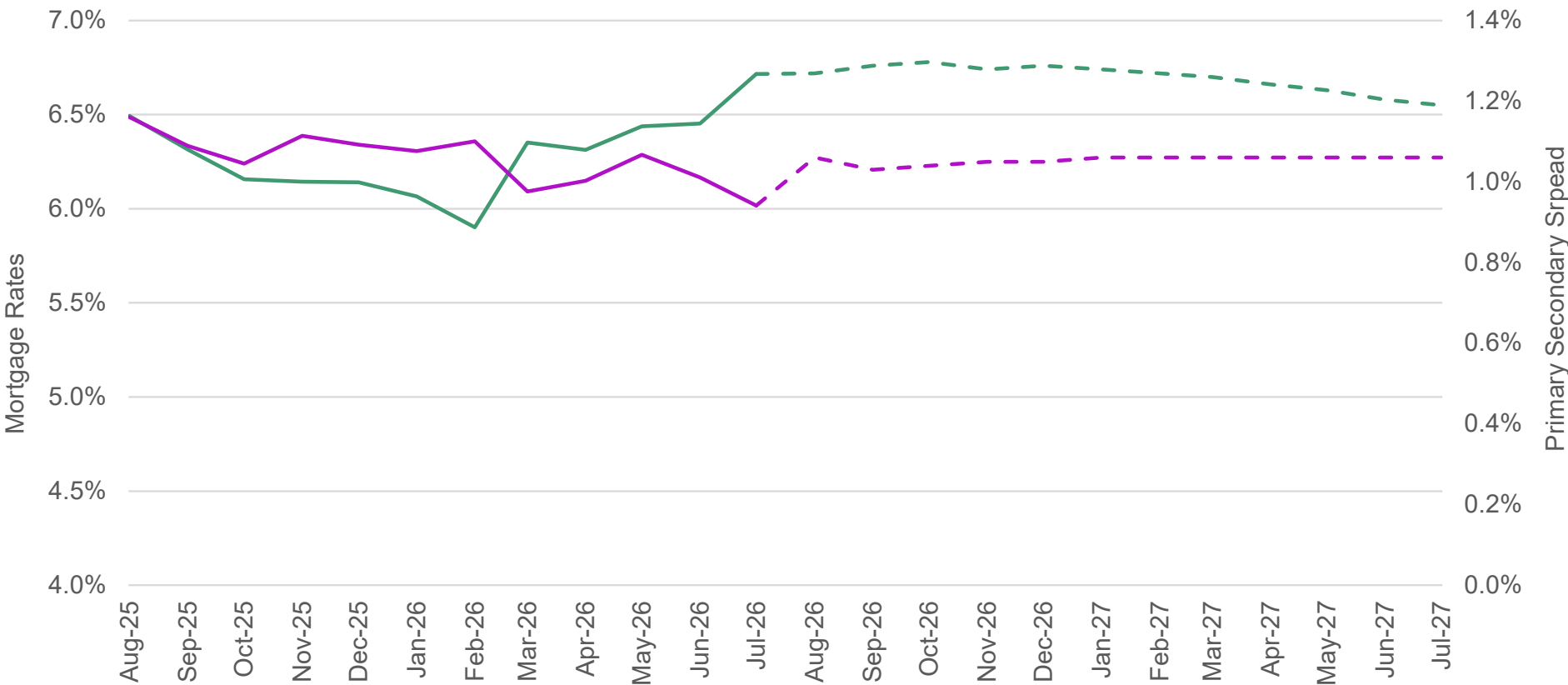
12-MONTH INTEREST RATE FORECAST

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.

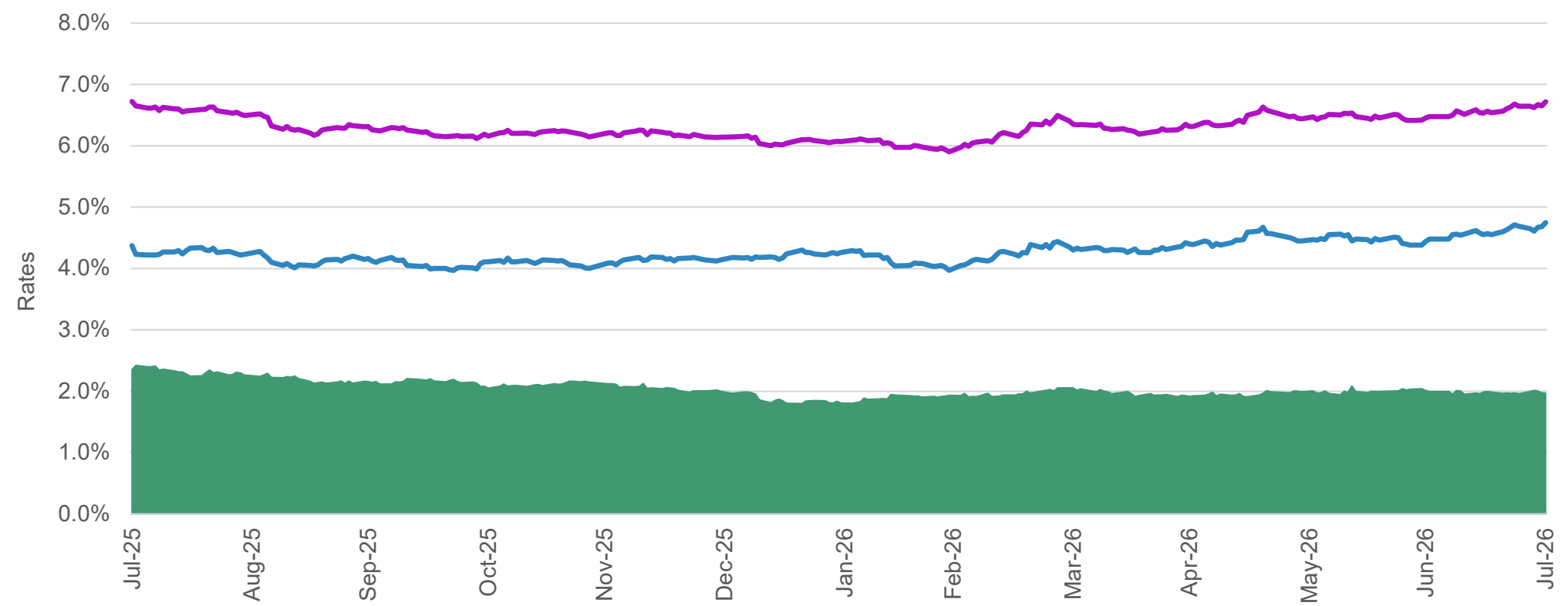


	Market Index	Current Value	1-Month Forecast	3-Month Forecast	12-Month Forecast
	30-Year Conforming Rate	6.45%	6.72%	6.76%	6.58%
	Primary Secondary Spread	1.01%	0.94%	1.03%	1.06%

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

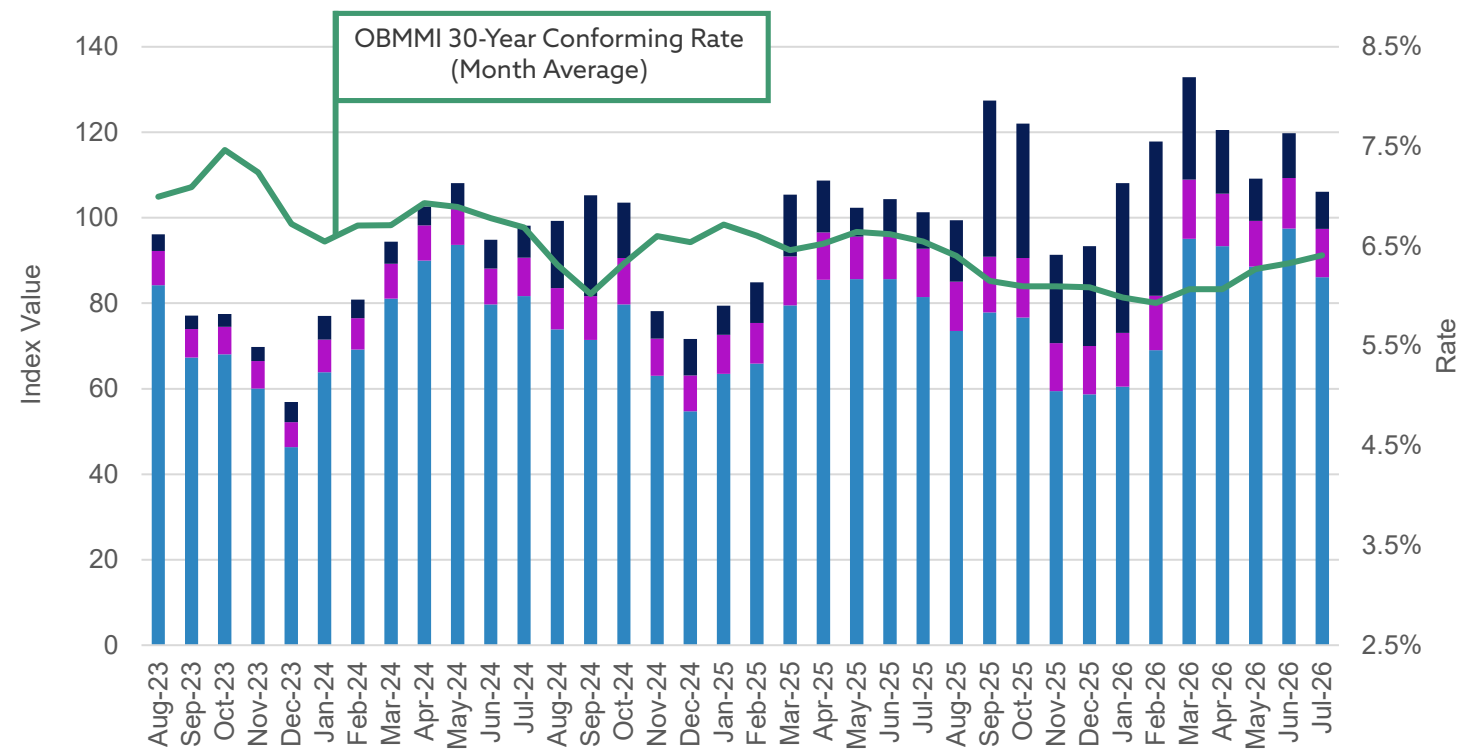
Mortgage rates are loosely tied to 10-year Treasury bond rates, but the spread between the two can vary. Spread indicates investor appetite and lender profit margin for mortgage-backed securities in relation to Treasury securities. Higher spreads indicate that investors require greater yield in comparison 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%	31 bps	35 bps	38 bps
	30-Year Conforming	6.72%	26 bps	40 bps	(1 bp)
	10-Year to 30-Year Spread	1.97%	(5 bps)	5 bps	(39 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.

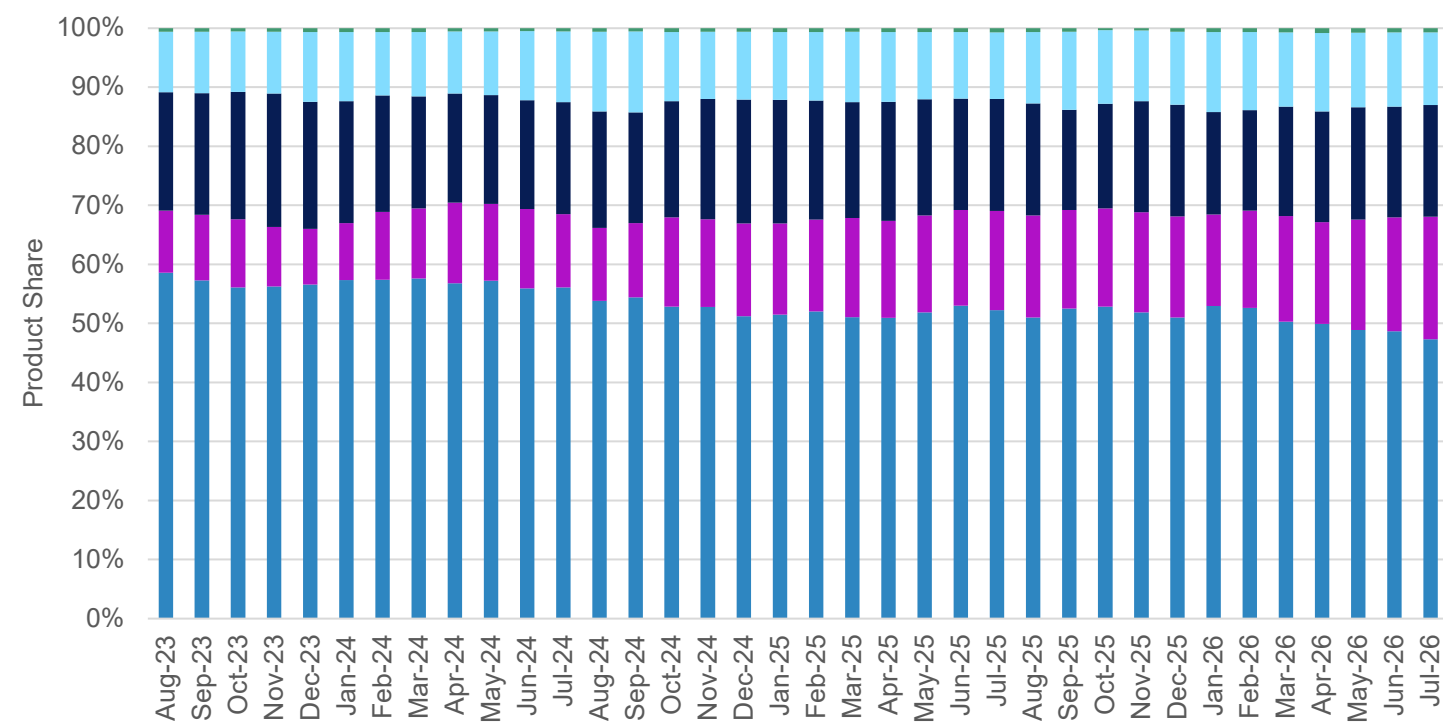


Market Volume Index (Total volume indexed to 100 in January 2018)		Current Value	1-Month % Change	3-Month % Change	12-Month % Change
	Purchase	86	(11.6%)	(7.8%)	5.7%
	Cash-Out Refinance	11	(4.7%)	(7.7%)	0.1%
	Rate/Term Refinance	9	(17.0%)	(41.6%)	2.6%
	Total	106	(11.4%)	(12.0%)	4.8%
Refinance Share*		19%	19 bps	(367 bps)	(68 bps)

*Refinance share changes reflect inter-period delta

MIX OF BUSINESS BY LOAN PRODUCT

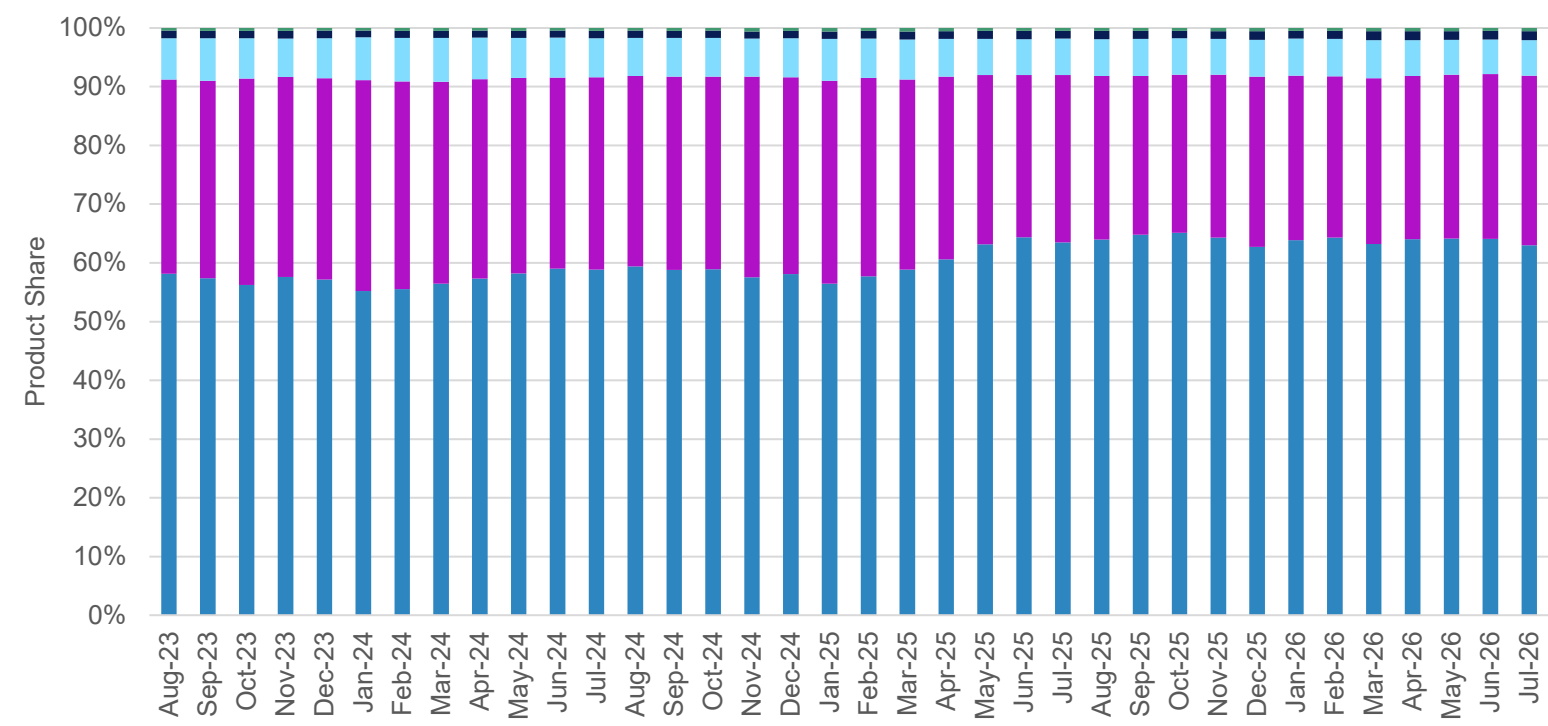
Loan product refers to the type of mortgage a consumer locks. Conforming (i.e., QM) loans meet the guidelines set by Fannie Mae and Freddie Mac, while nonconforming (i.e., non-QM) loans do not. FHA loans are insured by the Federal Housing Administration and allow for lower credit scores. VA loans are 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	47.3%	(135 bps)	(260 bps)	(495 bps)
	Nonconforming	20.8%	144 bps	353 bps	397 bps
	FHA	18.9%	15 bps	14 bps	(5 bps)
	VA	12.3%	(28 bps)	(99 bps)	103 bps
	USDA	0.7%	2 bps	(8 bps)	0 bps

PROPERTY TYPE

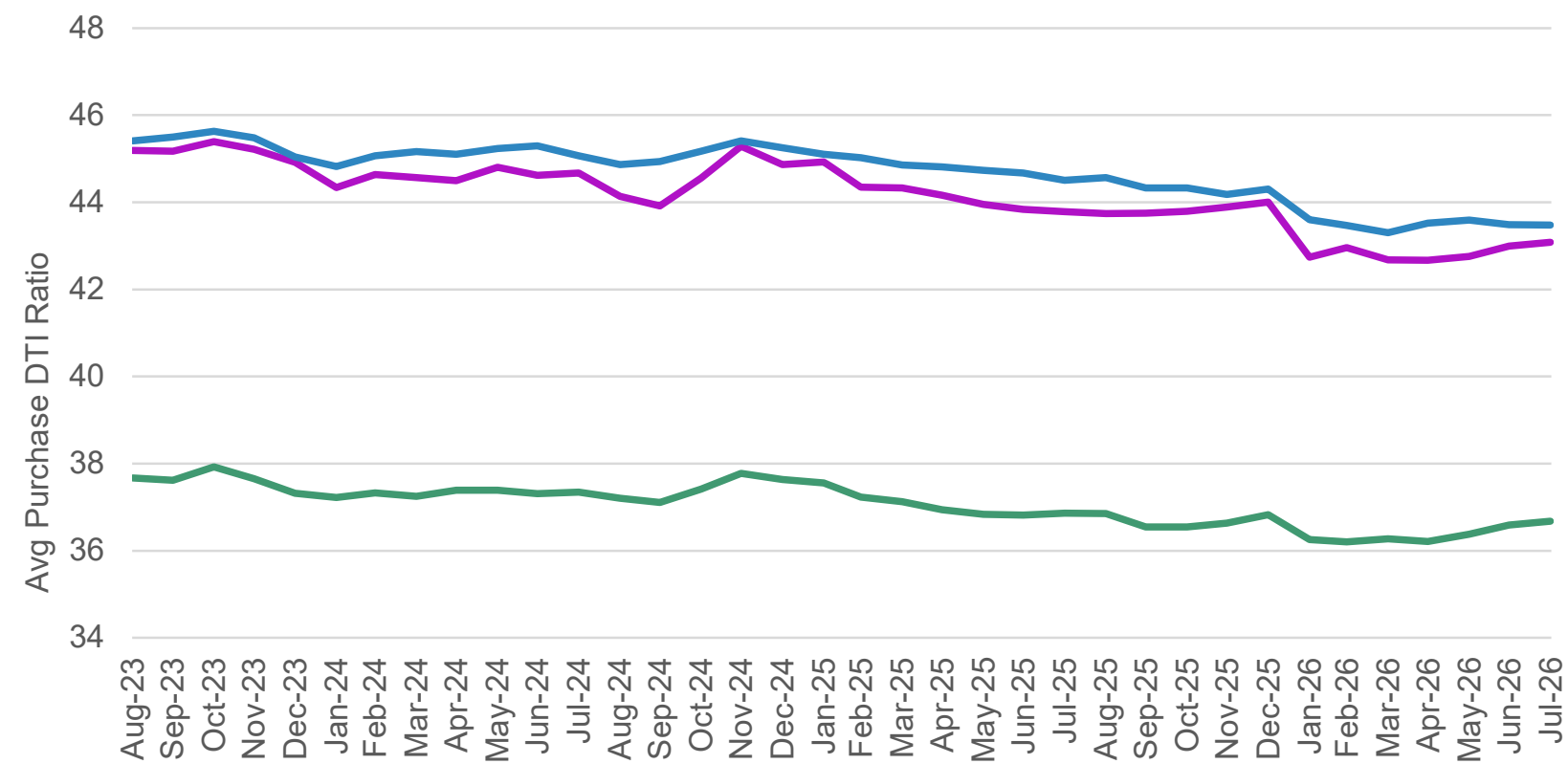
Property type is a classification of structure based on intended use and physical characteristics. *Planned unit development (PUD) includes new construction. This data is sourced from the Optimal Blue PPE.



Property Type Mix		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Single Family	63.0%	(112 bps)	(103 bps)	(49 bps)
	PUD*	28.9%	85 bps	104 bps	36 bps
	Condo	6.1%	19 bps	0 bps	(12 bps)
	Manufactured	1.5%	5 bps	1 bp	18 bps
	All Other	0.6%	4 bps	(1 bp)	6 bps

DEBT-TO-INCOME RATIO

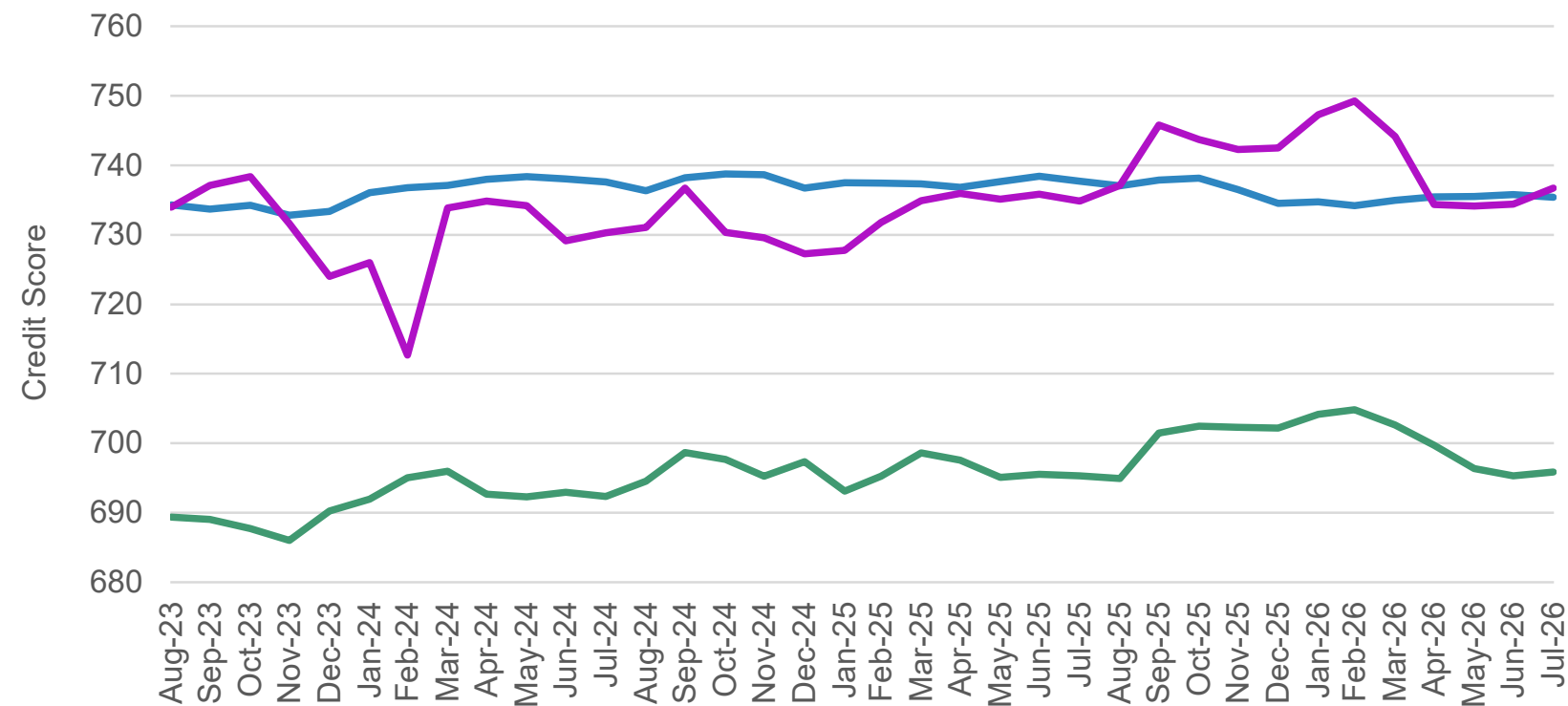
Debt-to-income (DTI) ratio is considered an indicator of a borrower's financial health, with lower DTI typically indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



DTI Ratio by Product		Current Avg DTI Ratio	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	36.7	0.1	0.5	(0.2)
	FHA	43.5	0.0	0.0	(1.0)
	VA	43.1	0.1	0.4	(0.7)

AVERAGE CREDIT SCORES BY LOAN PURPOSE

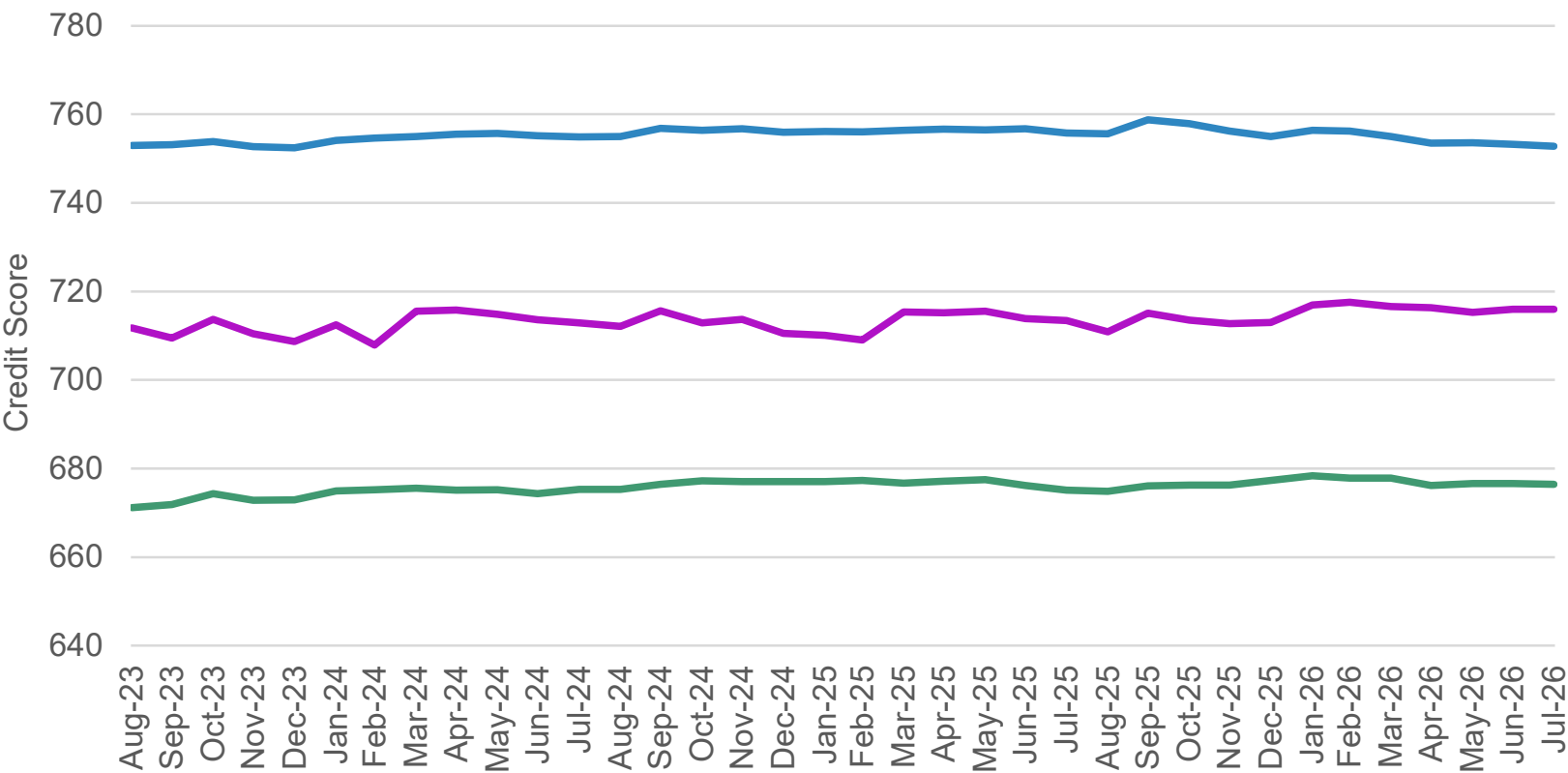
Credit score is considered an indicator of a borrower's financial health, with higher credit scores indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



Credit Score by Purpose		Current Score	1-Month Delta	3-Month Delta	12-Month Delta
	Purchase	735	0	0	(2)
	Cash Out Refi	696	1	(4)	1
	Rate/Term Refi	737	2	2	2

AVERAGE CREDIT SCORES BY LOAN PRODUCT

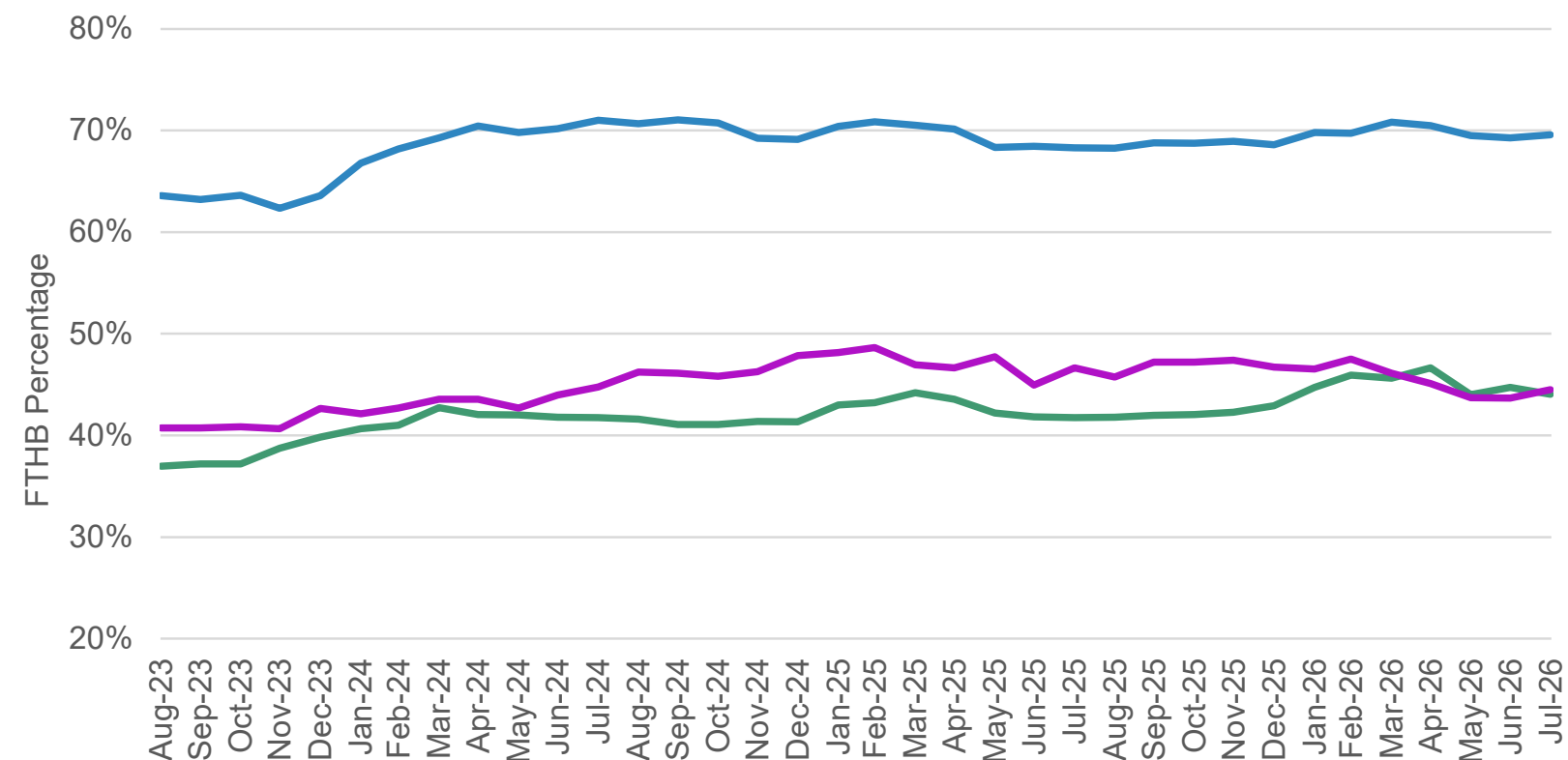
Credit score is considered an indicator of a borrower's financial health, with higher credit scores indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



Credit Score by Product		Current Score	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	753	0	(1)	(3)
	FHA	676	0	0	1
	VA	716	0	0	3

FIRST-TIME HOMEBUYER STATUS

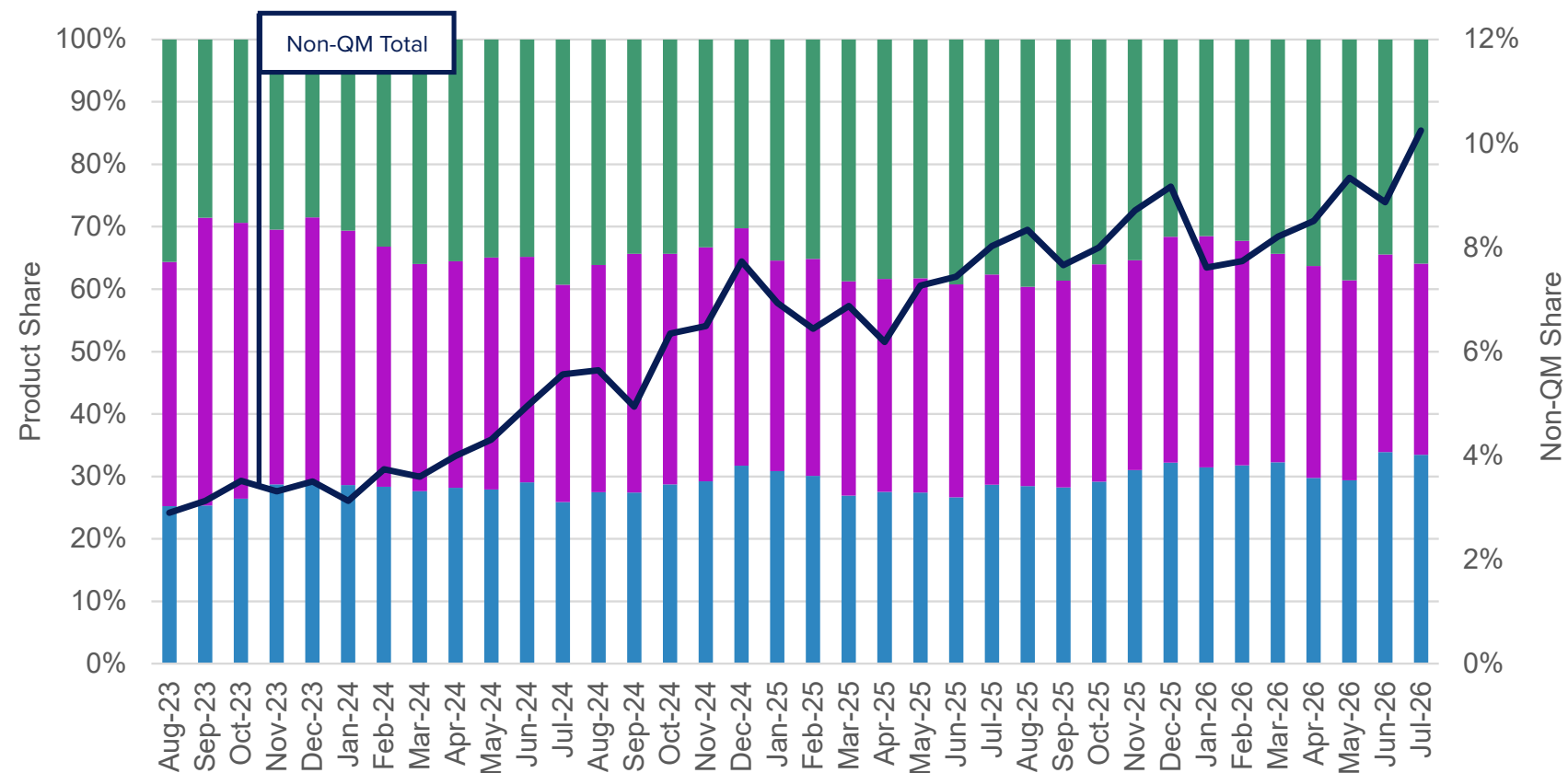
First-time homebuyers frequently take advantage of loan-level pricing adjustment (LLPA) relief and may qualify for lower rates.
This data is sourced from the Optimal Blue PPE.



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

NON-QM LOAN PRODUCTS

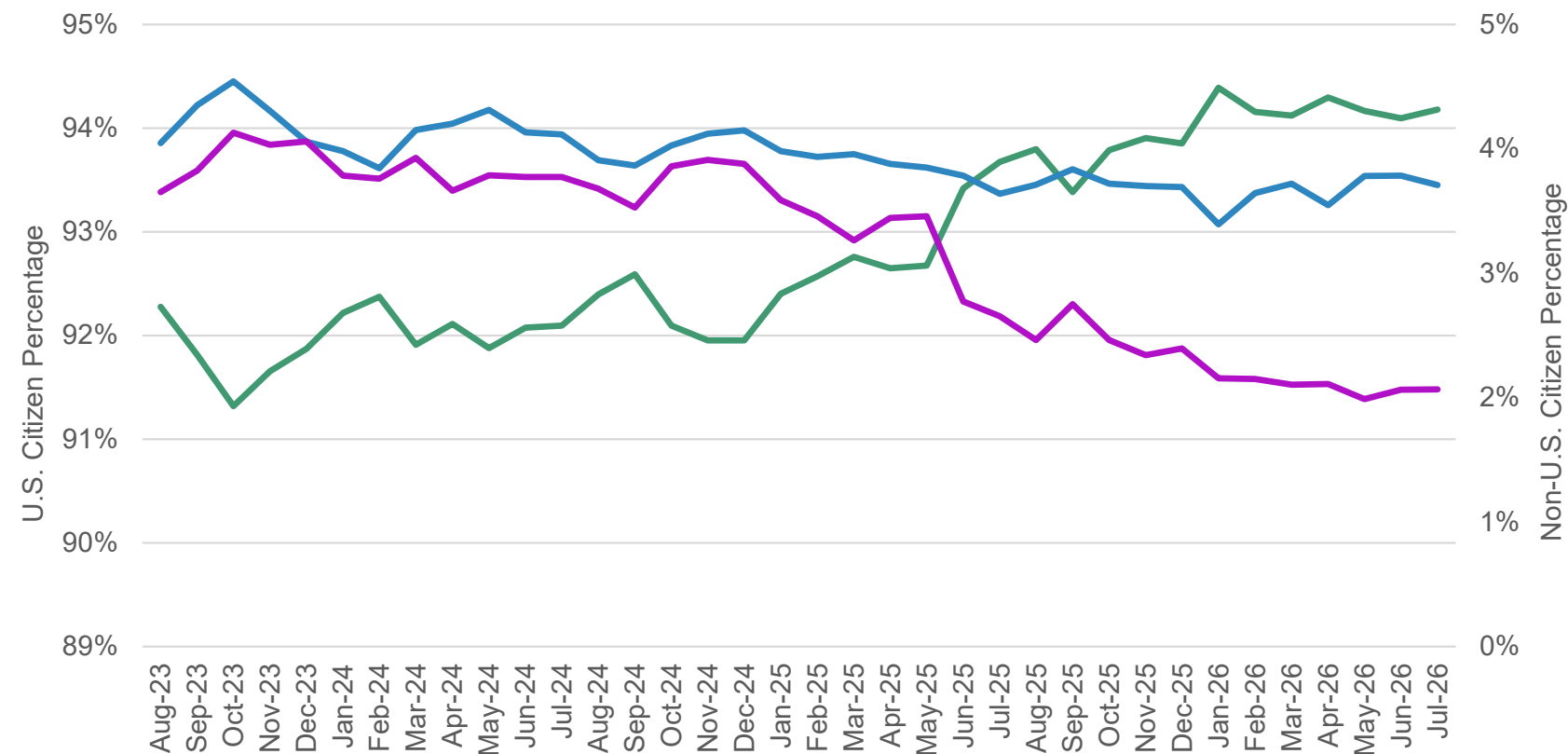
In contrast to agency-production loans, non-QM loans use different and/or more flexible criteria to verify borrower income. The categories below reflect ways lenders may verify income for borrowers who would not traditionally qualify for a conforming (i.e., QM) loan. This data is sourced from the Optimal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



Non-QM Market		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Investor/DSCR	33.5%	(42 bps)	371 bps	479 bps
	Bank Statement	30.6%	(105 bps)	(332 bps)	(305 bps)
	All Other	35.9%	148 bps	(40 bps)	(174 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%	8 bps	(12 bps)	51 bps
	Perm. Resident	3.7%	(8 bps)	16 bps	7 bps
	Non-Perm. Resident	2.1%	0 bps	(4 bps)	(59 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%	-11.4%	\$395,131	6.410	730	81	81%	19%
1	New York-Newark-Jersey City, NY-NJ-PA	5.3%	-8.0%	\$632,202	6.537	745	73	78%	22%
2	Chicago-Naperville-Elgin, IL-IN-WI	3.5%	-14.1%	\$378,174	6.587	740	79	84%	16%
3	Washington-Arlington-Alexandria, DC-VA-MD-WV	3.2%	-15.6%	\$550,557	6.375	742	82	86%	14%
4	Dallas-Fort Worth-Arlington, TX	3.0%	-11.0%	\$406,183	6.135	727	83	85%	15%
5	Los Angeles-Long Beach-Anaheim, CA	2.7%	-8.1%	\$830,225	6.564	744	70	64%	36%
6	Boston-Cambridge-Newton, MA-NH	2.4%	-22.5%	\$609,773	6.485	749	74	84%	16%
7	Phoenix-Mesa-Scottsdale, AZ	2.2%	-14.2%	\$452,638	6.026	729	82	82%	18%
8	Houston-The Woodlands-Sugar Land, TX	2.1%	-14.9%	\$345,903	6.034	720	84	87%	13%
9	Atlanta-Sandy Springs-Roswell, GA	2.0%	-6.9%	\$389,756	6.402	718	82	82%	18%
10	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	2.0%	-14.3%	\$399,633	6.542	734	79	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%	-11.4%	\$395,131	6.410	730	81	81%	19%
11	Seattle-Tacoma-Bellevue, WA	1.9%	-9.1%	\$666,159	6.396	749	77	81%	19%
12	Miami-Fort Lauderdale-West Palm Beach, FL	1.6%	-11.8%	\$561,057	6.544	733	77	74%	26%
13	Minneapolis-St. Paul-Bloomington, MN-WI	1.6%	-12.3%	\$397,873	6.458	750	82	88%	12%
14	Denver-Aurora-Lakewood, CO	1.5%	-15.7%	\$506,957	6.131	741	80	85%	15%
15	Riverside-San Bernardino-Ontario, CA	1.4%	-9.9%	\$503,059	6.229	718	81	77%	23%
16	Charlotte-Concord-Gastonia, NC-SC	1.3%	-7.5%	\$419,624	6.322	734	81	81%	19%
17	San Francisco-Oakland-Hayward, CA	1.3%	-12.9%	\$870,257	6.454	761	70	74%	26%
18	Austin-Round Rock, TX	1.2%	-9.8%	\$439,730	5.867	738	82	87%	13%
19	Tampa-St. Petersburg-Clearwater, FL	1.2%	-14.0%	\$383,354	6.157	728	83	88%	12%
20	San Diego-Carlsbad, CA	1.1%	-7.0%	\$813,596	6.350	756	73	75%	25%

SECTION II

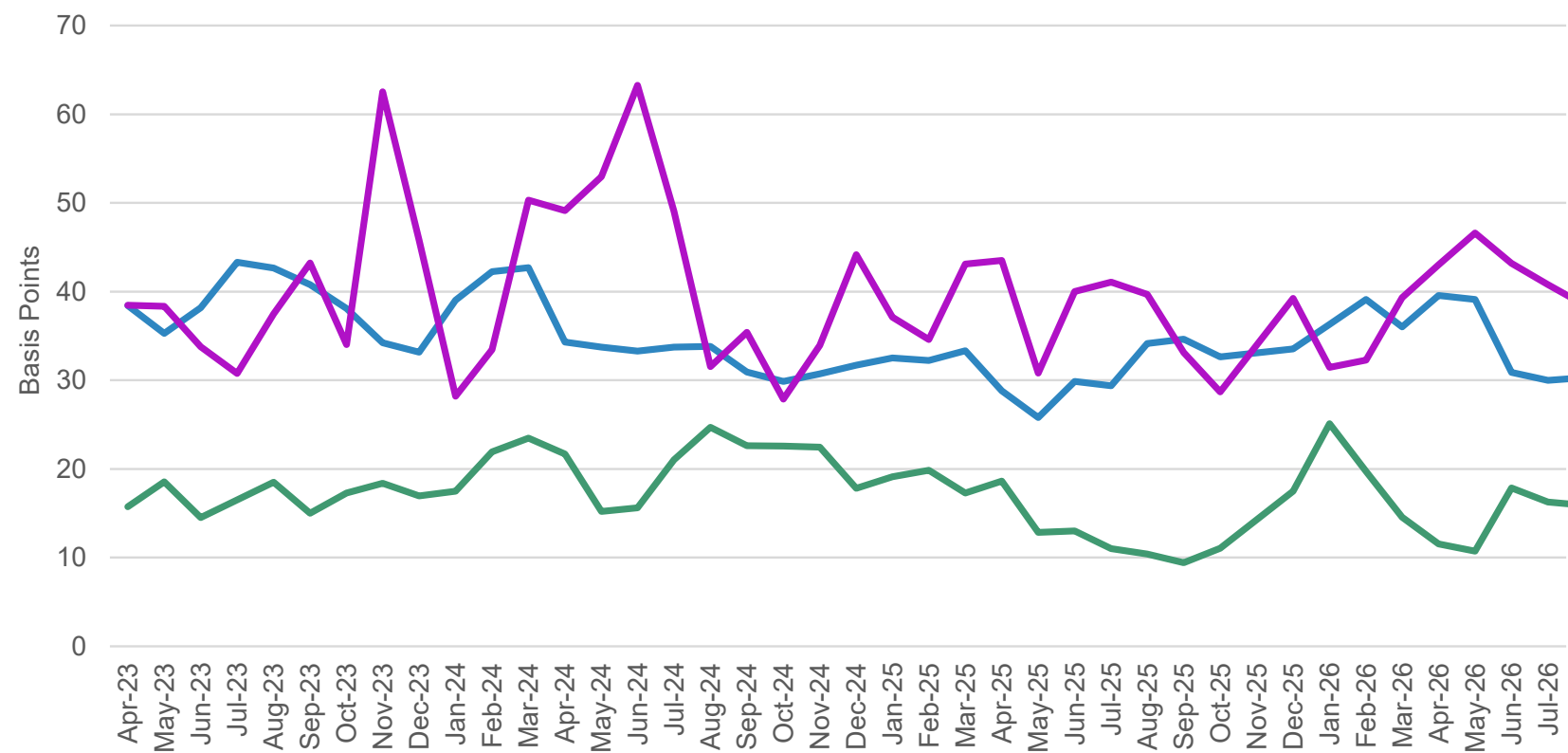
SECONDARY MARKET DATA

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

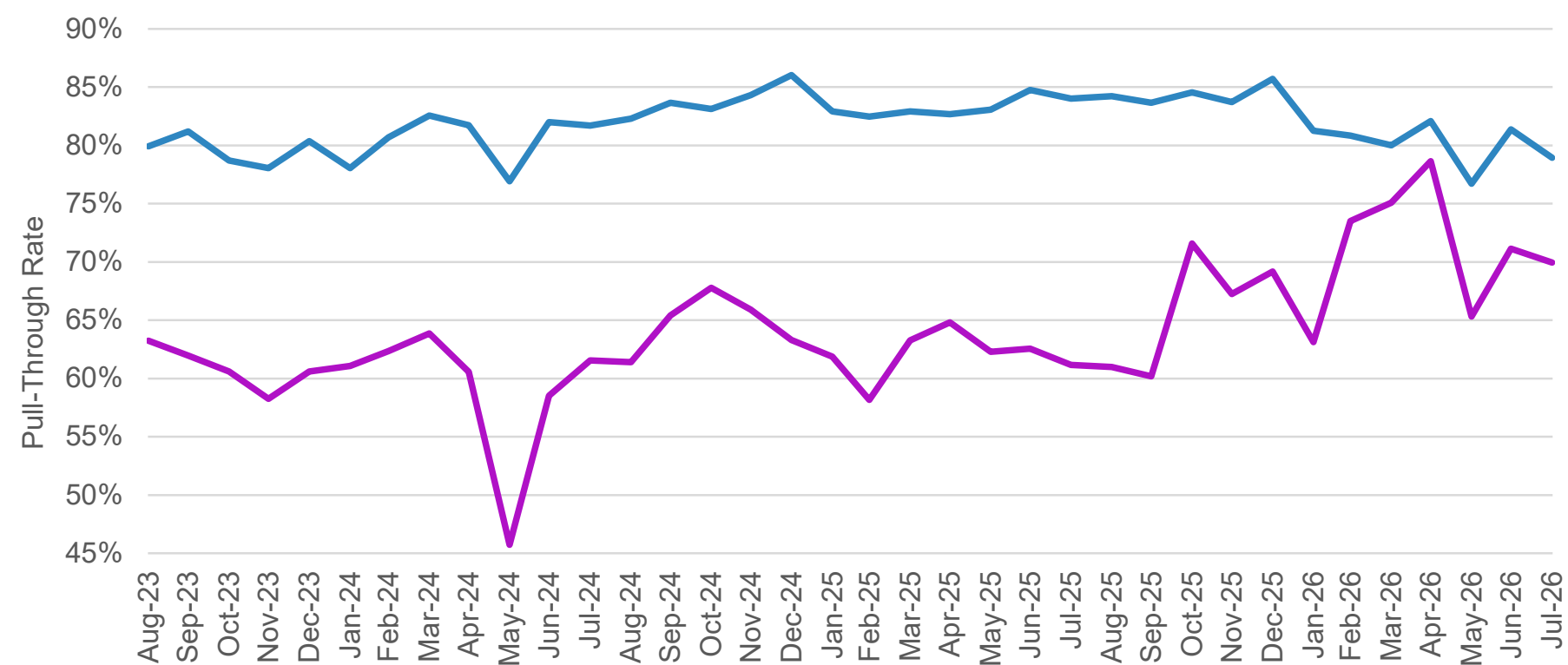
A lender will typically see greater yields by selling loans via mandatory delivery or participating in the secondary market, while best efforts delivery carries less risk. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



Best Efforts vs. Mandatory		Current Spread	1-Month Delta	3-Month Delta	12-Month Delta
	30-Year Conforming	30 bps	(1 bps)	(10 bps)	1 bps
	15-Year Conforming	41 bps	(2 bps)	(2 bps)	0 bps
	30-Year Government	16 bps	(2 bps)	5 bps	5 bps

LOAN PULL-THROUGH

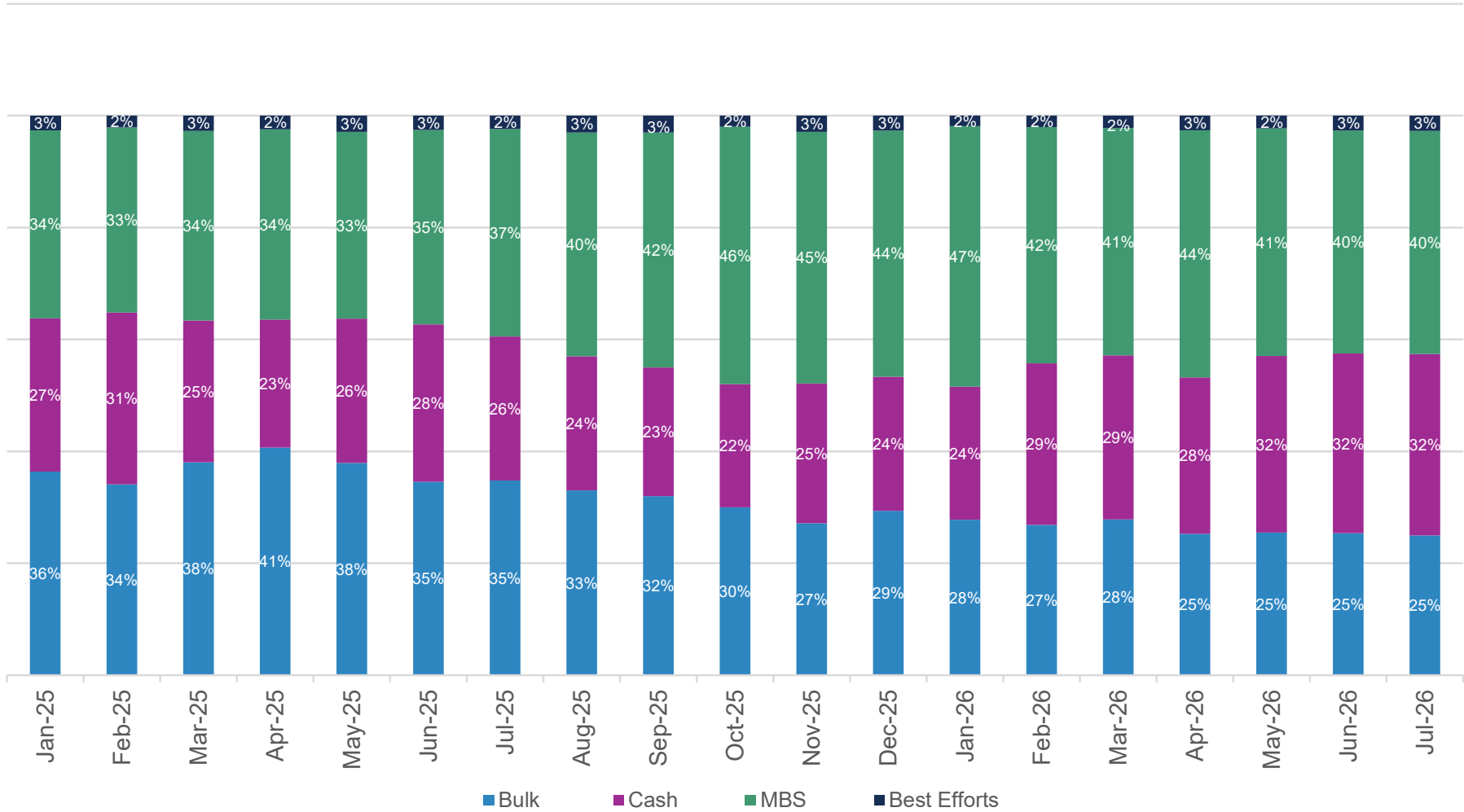
Pull-through indicates the percentage of loans locked that successfully close and fund, which is a measure of how effectively a mortgage lender converts loan applications into closed loans. Lower pull-through typically indicates greater cost for an originator, and thus, the need to compensate by increasing 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	78.9%	(242 bps)	(315 bps)	(507 bps)
	Refinance Pull-Through	69.9%	(119 bps)	(869 bps)	879 bps

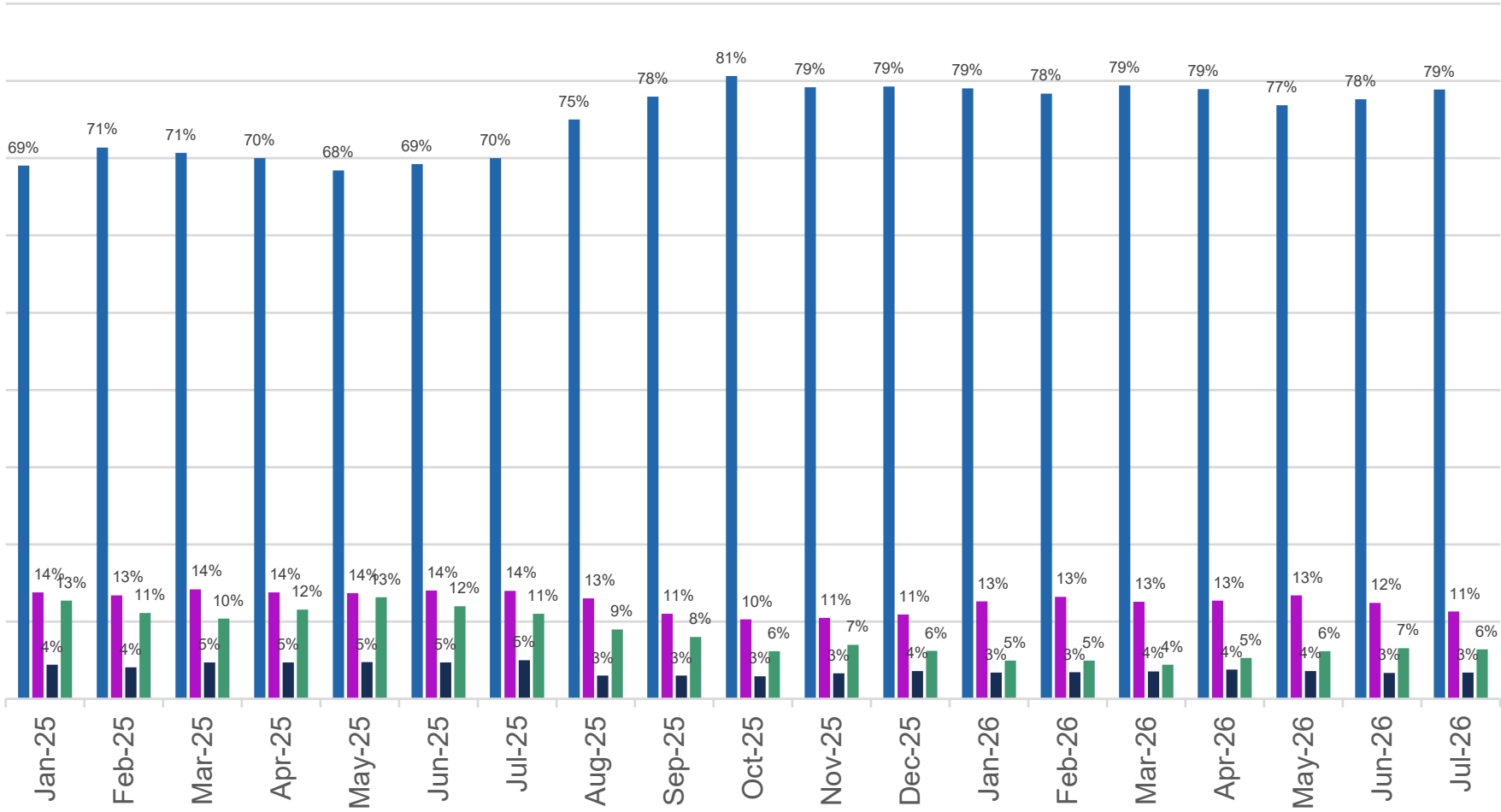
HEDGED LOAN SALE STATISTICS

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.



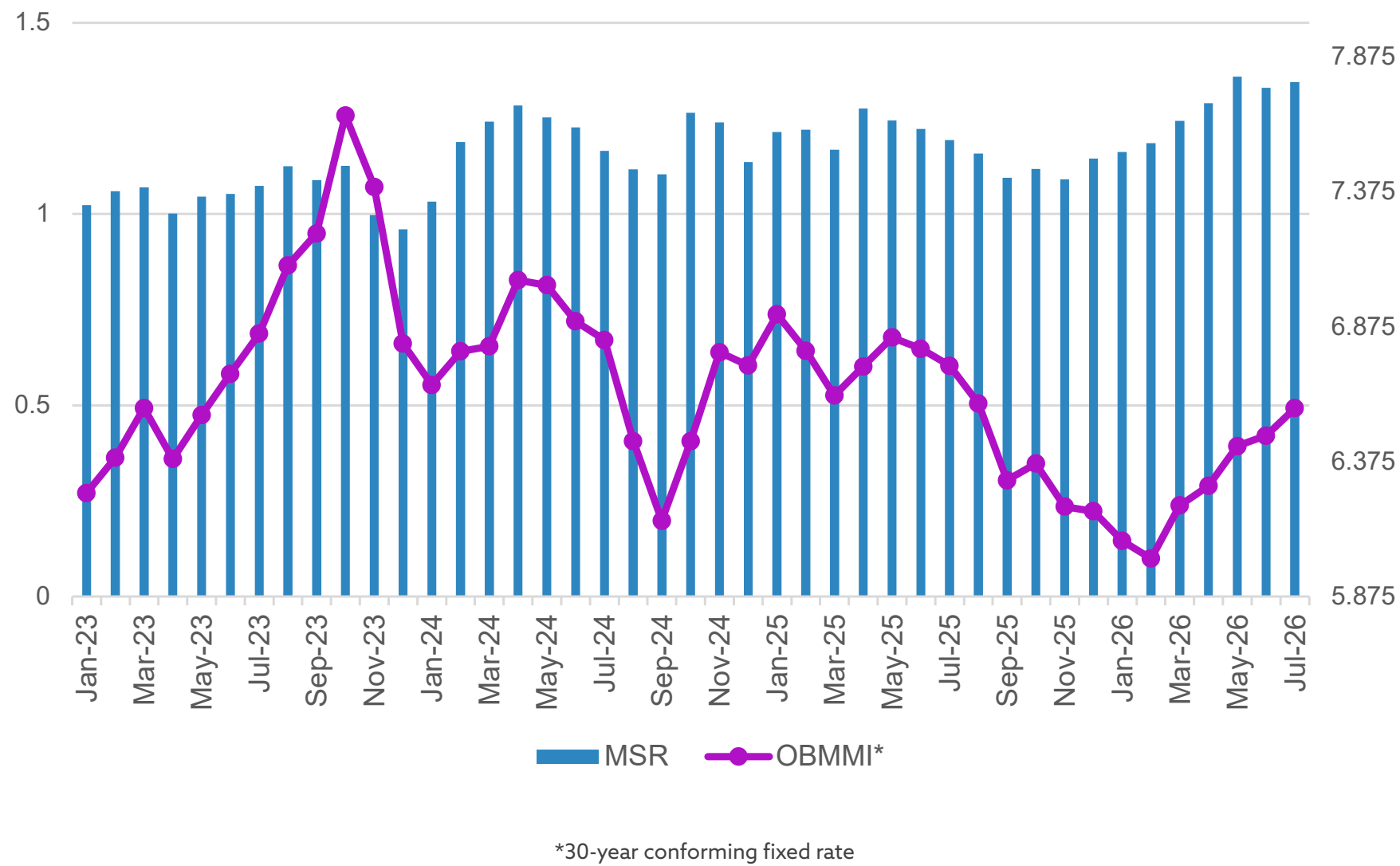
LOAN SALE BY PRICE

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.



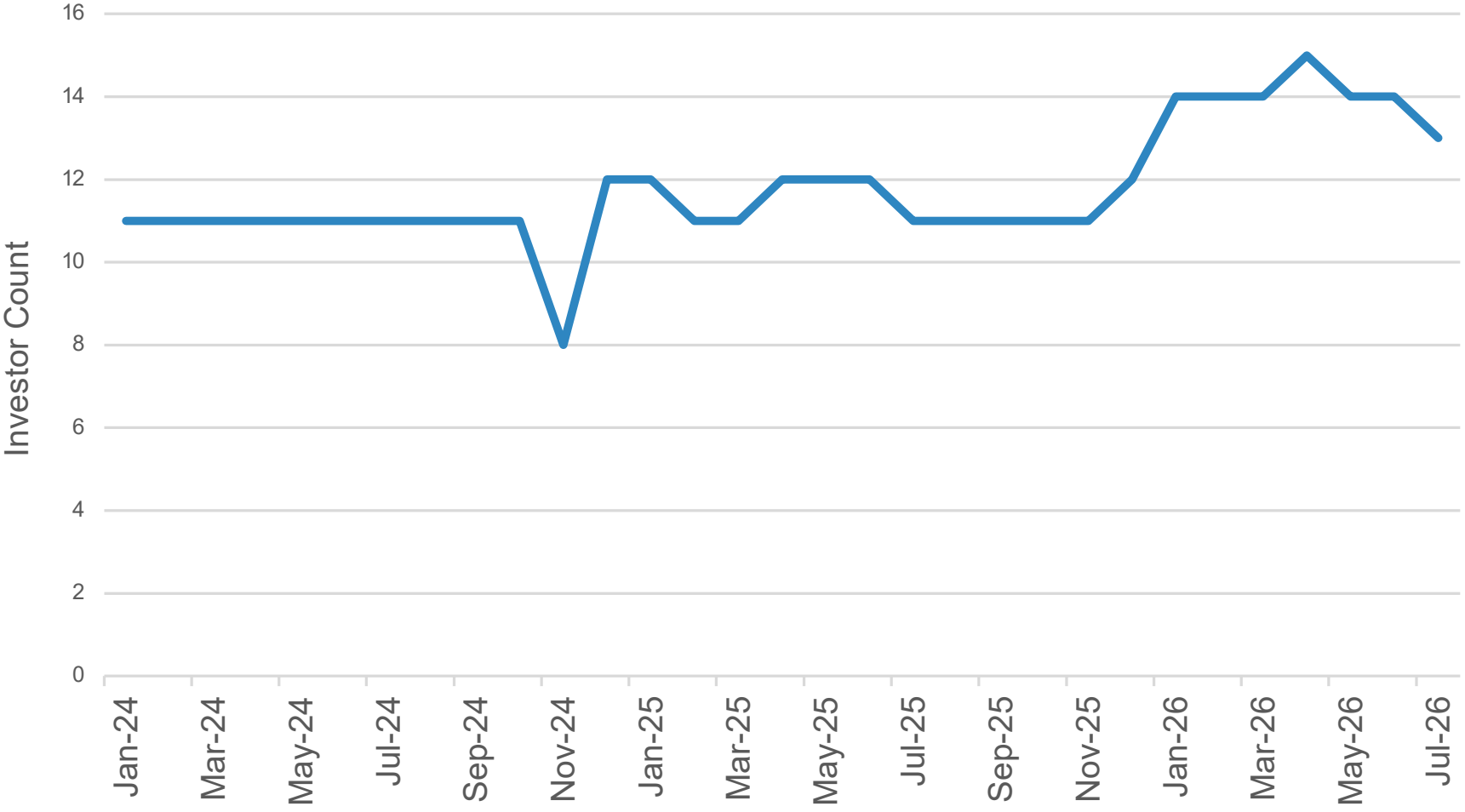
SERVICING RIGHTS & MARKET RATE INDICES

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.



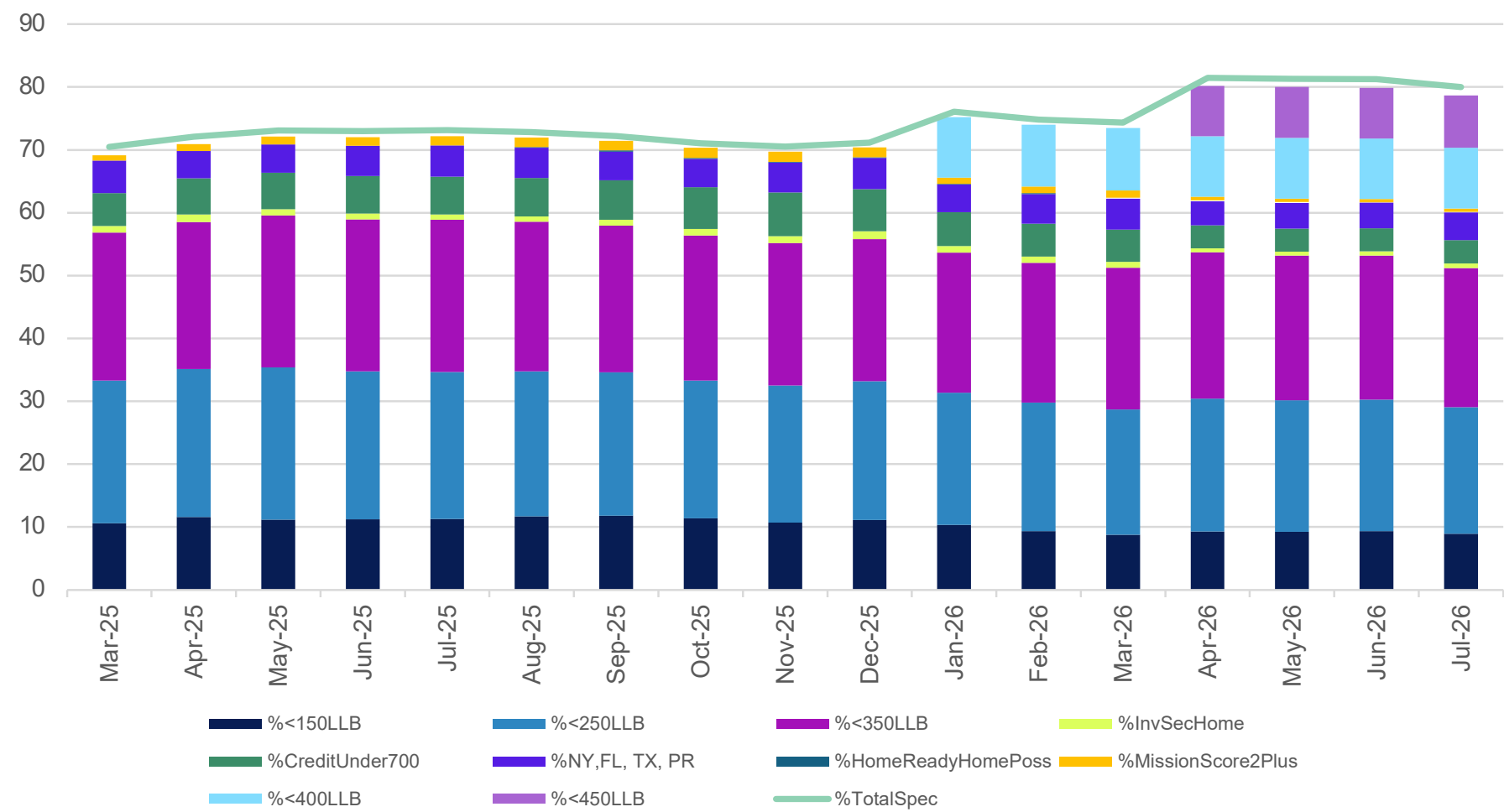
AVERAGE INVESTOR COUNT AT LOAN SALE

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.



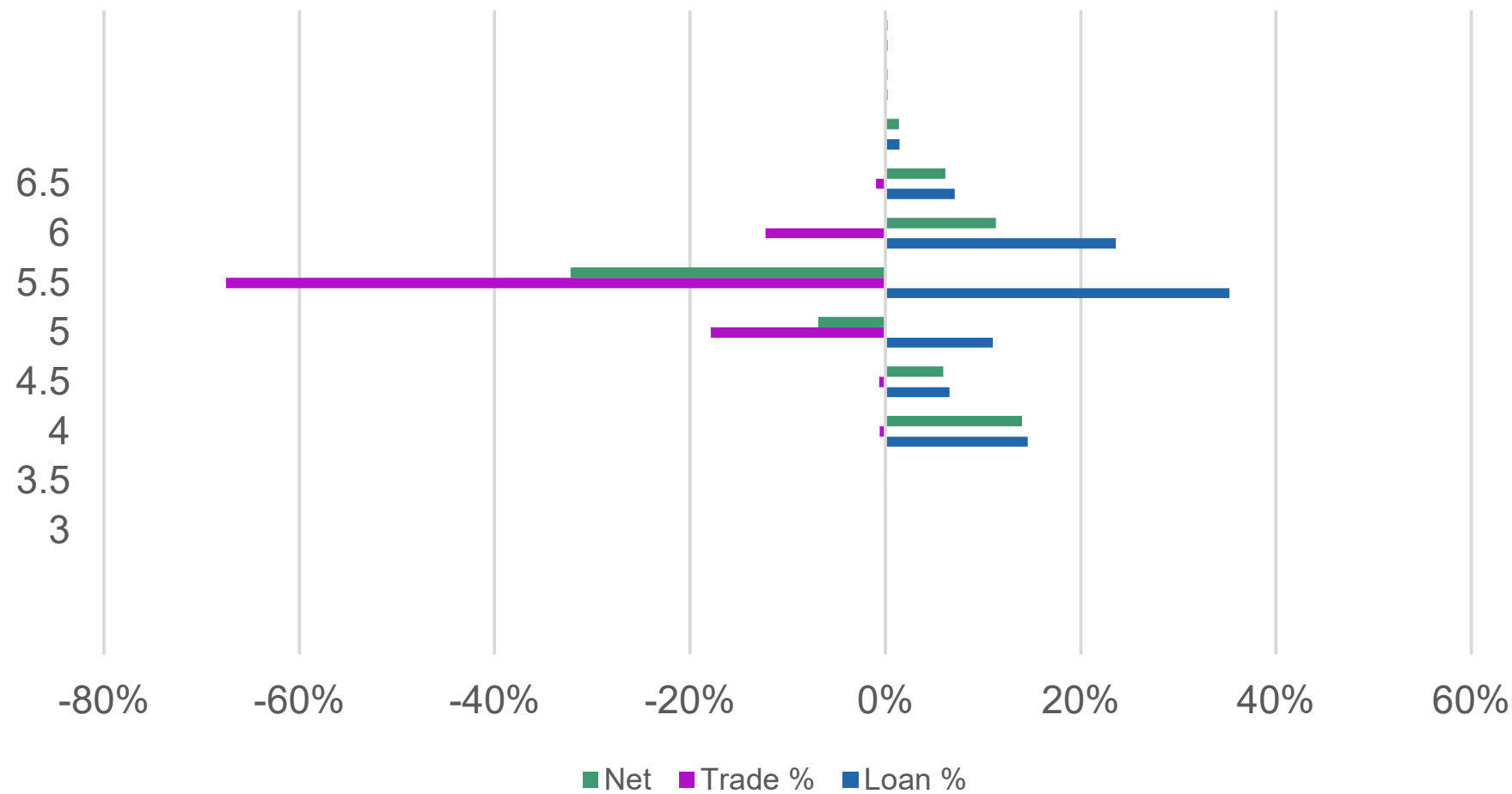
SPEC-ELIGIBLE PIPELINE SHARE

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.



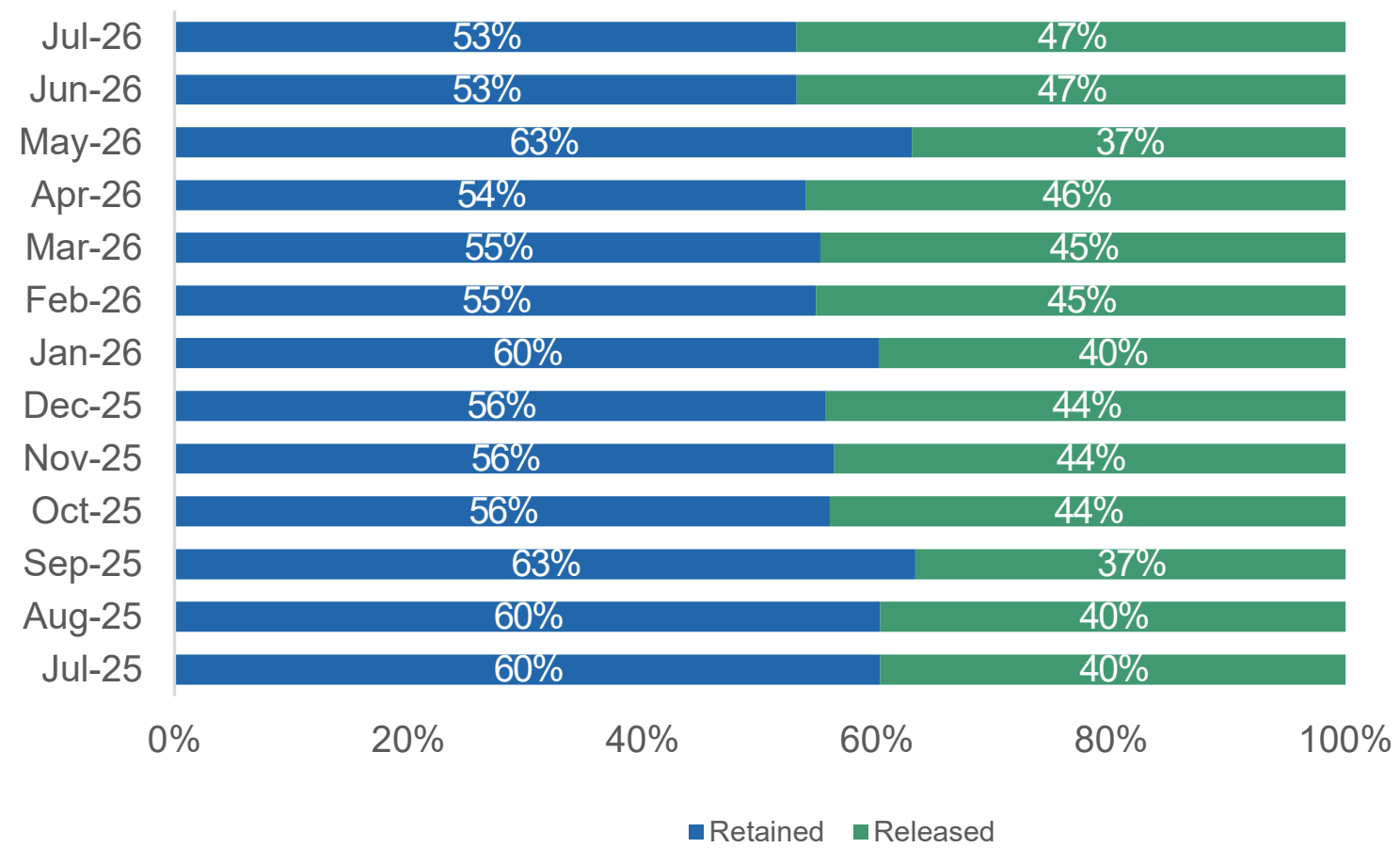
LOAN PIPELINE VS. HEDGE ALIGNMENT

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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