



MARKET ADVANTAGE

MORTGAGE DATA REPORT

JUNE 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: JUNE 2026

VOLUME TRENDS AND MARKET COMPOSITION

- **Refis hold steady:** Refinance share remained essentially unchanged at 19% of total lock volume in June, materially higher than levels seen throughout much of 2025. Cash-out refinance volume grew 11% MoM and 10% YoY. Rate-and-term refinance volume increased 6% MoM and 32% YoY.
- **Purchase momentum builds:** Purchase lock volume increased 10% MoM and 14% YoY, reaching its highest level since early spring. Purchase loans accounted for more than 81% of total lock volume in June.
- **Conforming stays below 49%:** Conforming share declined to 49% of total production in June, extending the decline that first pushed it below 50% in April. Non-conforming lending expanded to more than 19% of volume, its highest share in several years. FHA represented nearly 19% of production, while VA loans accounted for almost 13%.
- **Non-QM remains elevated:** Non-qualified mortgage loans accounted for 9% of total lock volume in June, 1.4 percentage points higher than a year ago.
- **New construction strengthens:** Planned unit developments (PUDs), a proxy for new construction activity, increased to 28% of total volume. Single-family detached homes remained the dominant property type at 64% of production. Condo share held at 6%.

RATES AND PRICING

- **Mortgage spread tops 200 bps:** The OBMMI 30-year conforming fixed rate increased 1 bp MoM to 6.45%, down 22 bps YoY. The 10-year Treasury yield closed at 4.44%, down 1 bp MoM. The spread between the 10-year Treasury and the OBMMI 30-year conforming rate widened to 201 bps, remaining above long-term averages despite narrowing from year-ago levels.
- **MSRs edge lower:** MSRs for conforming 30-year loans declined 3 bps to 1.33%, representing a 5.32 multiple.
- **Conventional and government spreads split:** Best-efforts-to-mandatory spreads for conventional 30-year products tightened 9 bps to 31 bps. Government 30-year spreads widened 6 bps to 18 bps.

- **Top-tier executions increase:** The share of loans sold at the highest price tier increased 78 bps to 78%. Loans sold at the second- and third-ranked price tiers each declined 93 bps and 25 bps to 12% and 3%, respectively. Fourth-tier-or-lower executions increased 40 bps to 7%.

CHANNEL AND EXECUTION

- **Agency MBS executions decline for second consecutive month:** Hedged loan sales to agency MBS declined 1 percentage point to 40% of funded loan sales.
- **Best-efforts activity picks up:** Cash and bulk aggregator executions held flat while best-efforts executions increased from 2% to 3% of funded loan sales.
- **Investor count plateaus:** Investor participation held at 14 for the second consecutive month after reaching 15 in April.

PRODUCT MIX AND BORROWER PROFILES

- **First-time buyers regain ground:** First-time homebuyers accounted for 45% of conforming purchase locks in June, nearly 3 percentage points above year-ago levels. FHA first-time homebuyer share remained elevated at 69%.
- **DTI ratios remain below year-ago levels:** Purchase debt-to-income ratios held below 2025 levels across all major products: conforming borrowers at 36.6%, FHA at 43.5% and VA at 43.0%, suggesting affordability has modestly improved relative to last year despite higher home prices.
- **Borrower credit quality holds steady:** The average credit score held at 731, ranging from 757 in the San Francisco Bay Area to 716 in San Antonio. Conforming borrowers averaged a score of 753.
- **Pull-through stays strong:** Purchase pull-through increased to 81.4% in June, recovering from May's decline. Refinance pull-through also climbed to 71.1%.
- **Loan amounts near \$400K again:** The average locked loan amount increased to just over \$399,000 in June, near record highs as home prices continue to appreciate and purchase activity remains concentrated in higher-cost markets. Average loan-to-value (LTV) ratios nationwide were 81.4%, ranging from 71.0% in the greater Los Angeles area to 88.8% in San Antonio.

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 rose 10% MoM and 15% year over year (YoY).



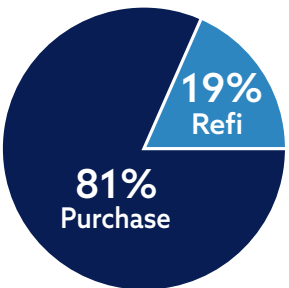
MONTH-END CONFORMING RATE

The benchmark Optimal Blue Mortgage Market Indices 30-year conforming fixed rate edged up 1 bp MoM to 6.45%, but remained 22 bps lower than June 2025.



AVERAGE LOAN AMOUNT

The average locked loan amount increased to just over \$399,000 in June, near record highs as home prices continue to appreciate and purchase activity remains concentrated in higher-cost markets.



MARKET MIX

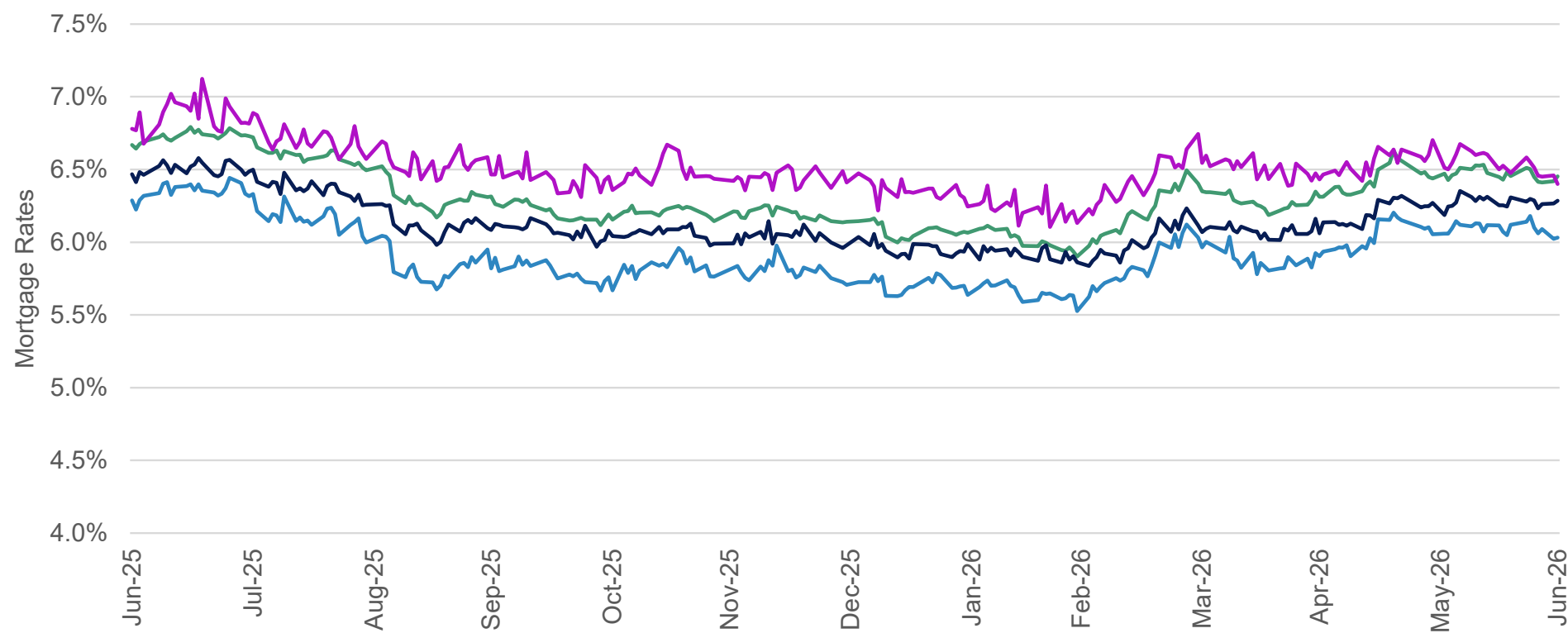
Refinance share remained essentially unchanged at 19% of total lock volume in June, materially higher than levels seen throughout much of 2025. Cash-out refinance volume grew 11% MoM and 10% YoY, while rate-and-term refinance volume increased 6% MoM and 32% YoY.

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?

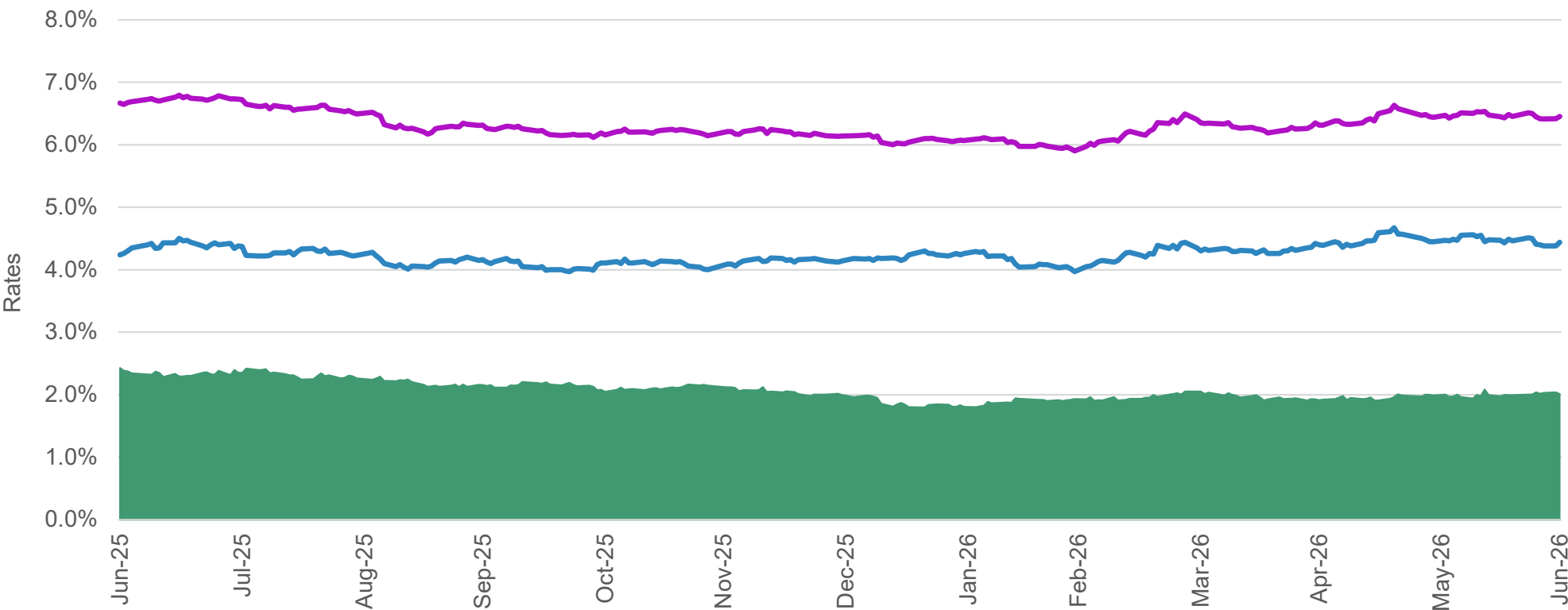
Optimal Blue's 30-year conforming fixed rate is the benchmark for the [CME Group Mortgage Rate futures](#).



Market Index		Current Rate	1-Month Delta	3-Month Delta	12-Month Delta
	30-Year Conforming	6.45%	1 bp	10 bps	(22 bps)
	30-Year Jumbo	6.40%	(30 bps)	(15 bps)	(38 bps)
	30-Year FHA	6.29%	2 bps	22 bps	(18 bps)
	30-Year VA	6.03%	(2 bps)	7 bps	(26 bps)

30-YEAR TO 10-YEAR TREASURY SPREAD

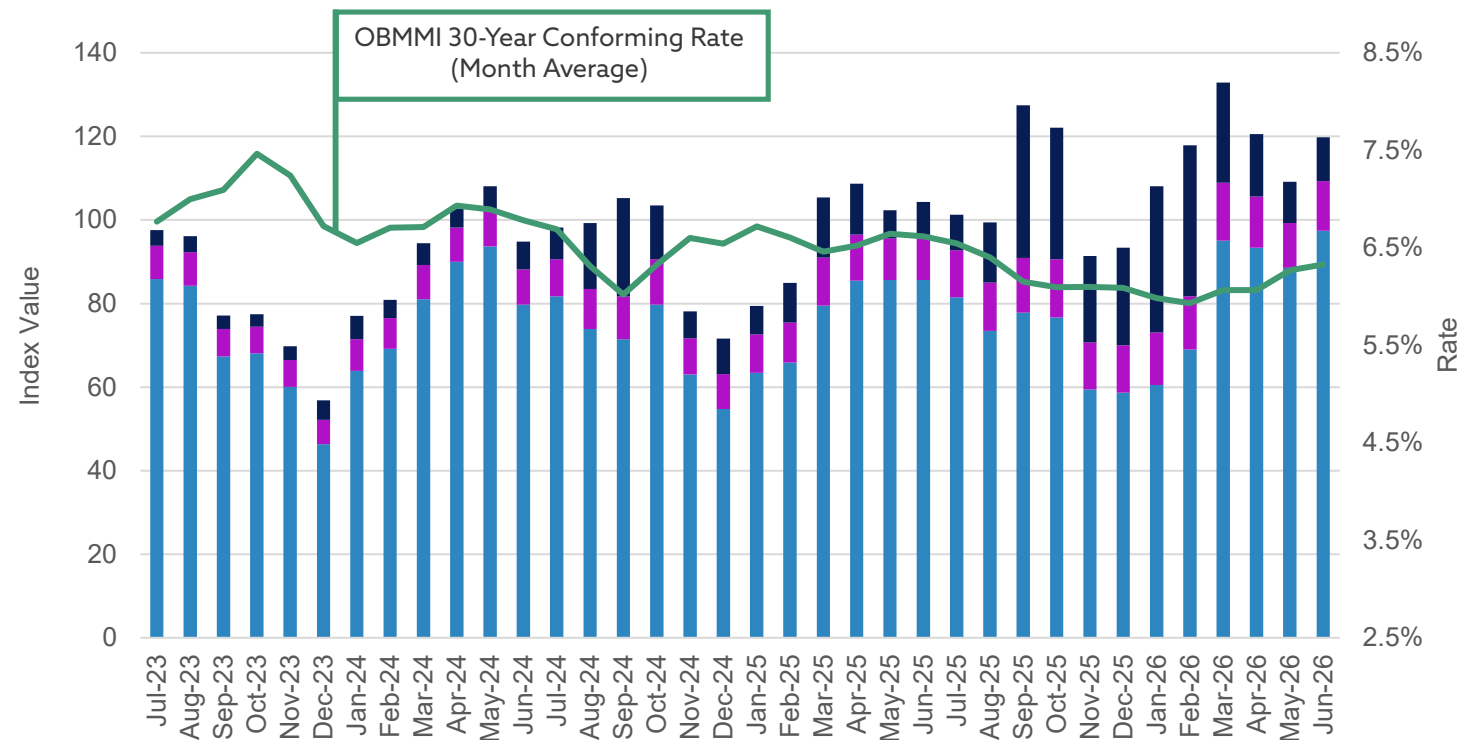
Mortgage rates are loosely tied to 10-year Treasury bond rates, but the spread between the two can vary. Spread indicates investor appetite and lender profit margin for mortgage-backed securities in relation to Treasury securities. Higher spreads indicate that investors require greater yield in comparison 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	4.44%	(1 bp)	14 bps	20 bps
	30-Year Conforming	6.45%	1 bp	10 bps	(22 bps)
	10-Year to 30-Year Spread	2.01%	2 bps	(4 bps)	(42 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.

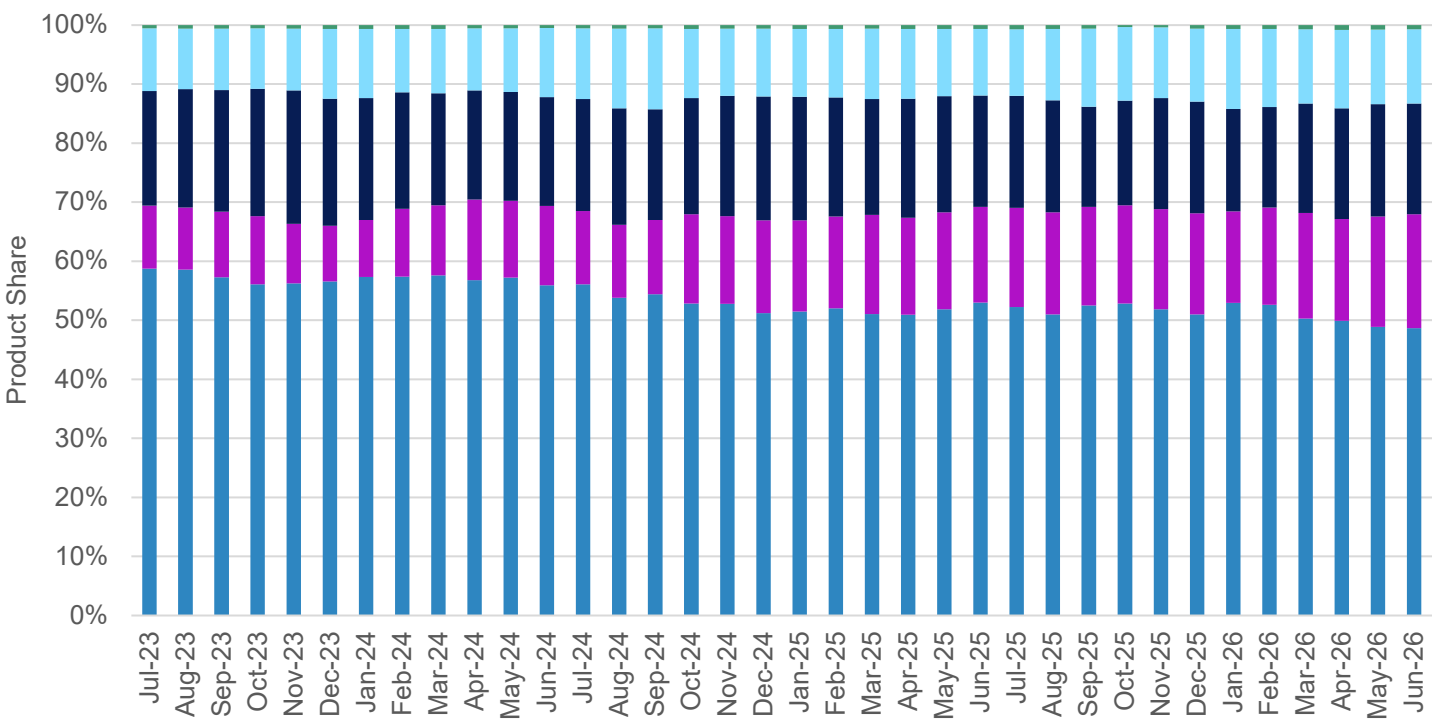


Market Volume Index (Total volume indexed to 100 in January 2018)		Current Value	1-Month % Change	3-Month % Change	12-Month % Change
	Purchase	97	10.0%	2.5%	13.8%
	Cash-Out Refinance	12	11.1%	(14.4%)	10.1%
	Rate/Term Refinance	10	6.0%	(56.3%)	31.9%
	Total	120	9.7%	(9.9%)	14.8%
Refinance Share*		19%	(19 bps)	(981 bps)	71 bps

*Refinance share changes reflect inter-period delta

MIX OF BUSINESS BY LOAN PRODUCT

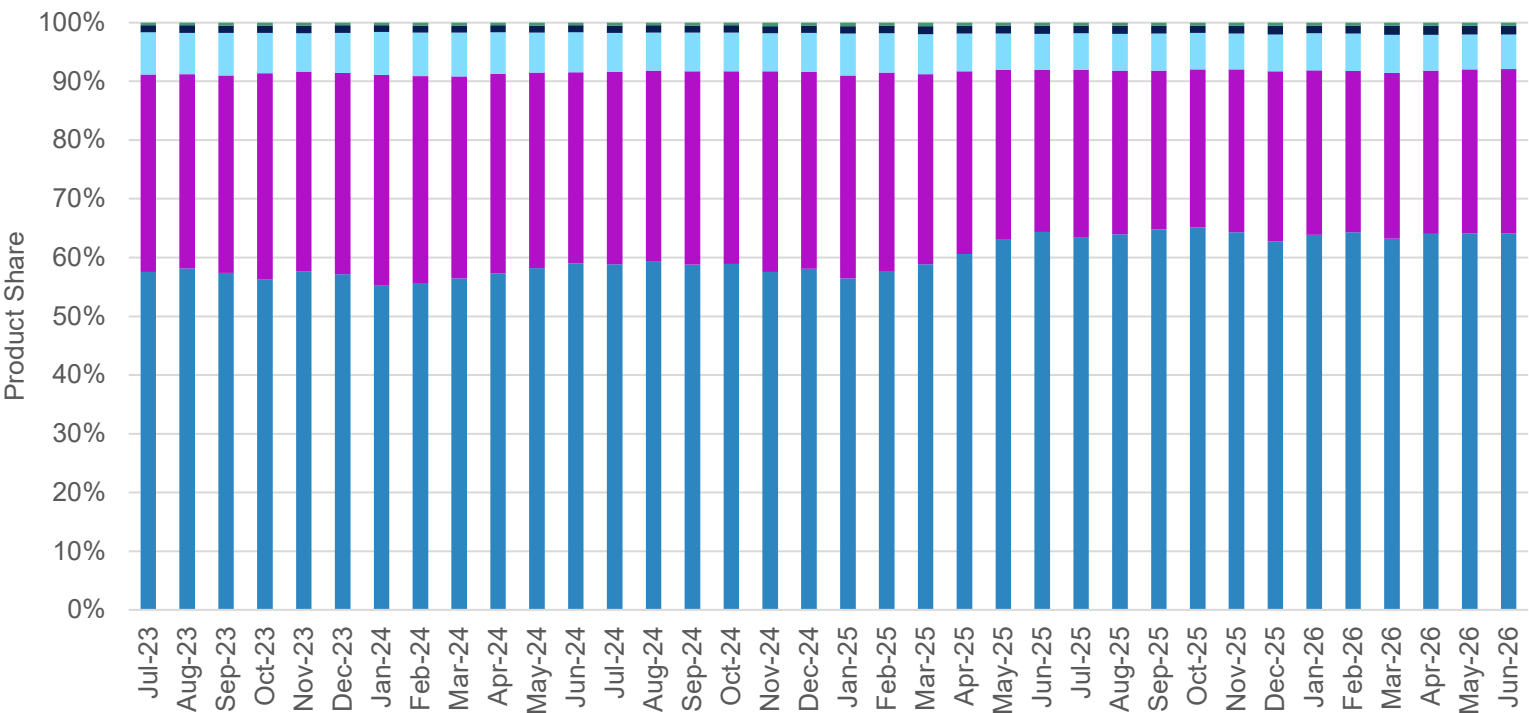
Loan product refers to the type of mortgage a consumer locks. Conforming (i.e., QM) loans meet the guidelines set by Fannie Mae and Freddie Mac, while nonconforming (i.e., non-QM) loans do not. FHA loans are insured by the Federal Housing Administration and allow for lower credit scores. VA loans are 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	48.6%	(23 bps)	(165 bps)	(439 bps)
	Nonconforming	19.3%	61 bps	142 bps	315 bps
	FHA	18.7%	(26 bps)	25 bps	(12 bps)
	VA	12.6%	(5 bps)	(1 bp)	133 bps
	USDA	0.7%	(8 bps)	(1 bp)	2 bps

PROPERTY TYPE

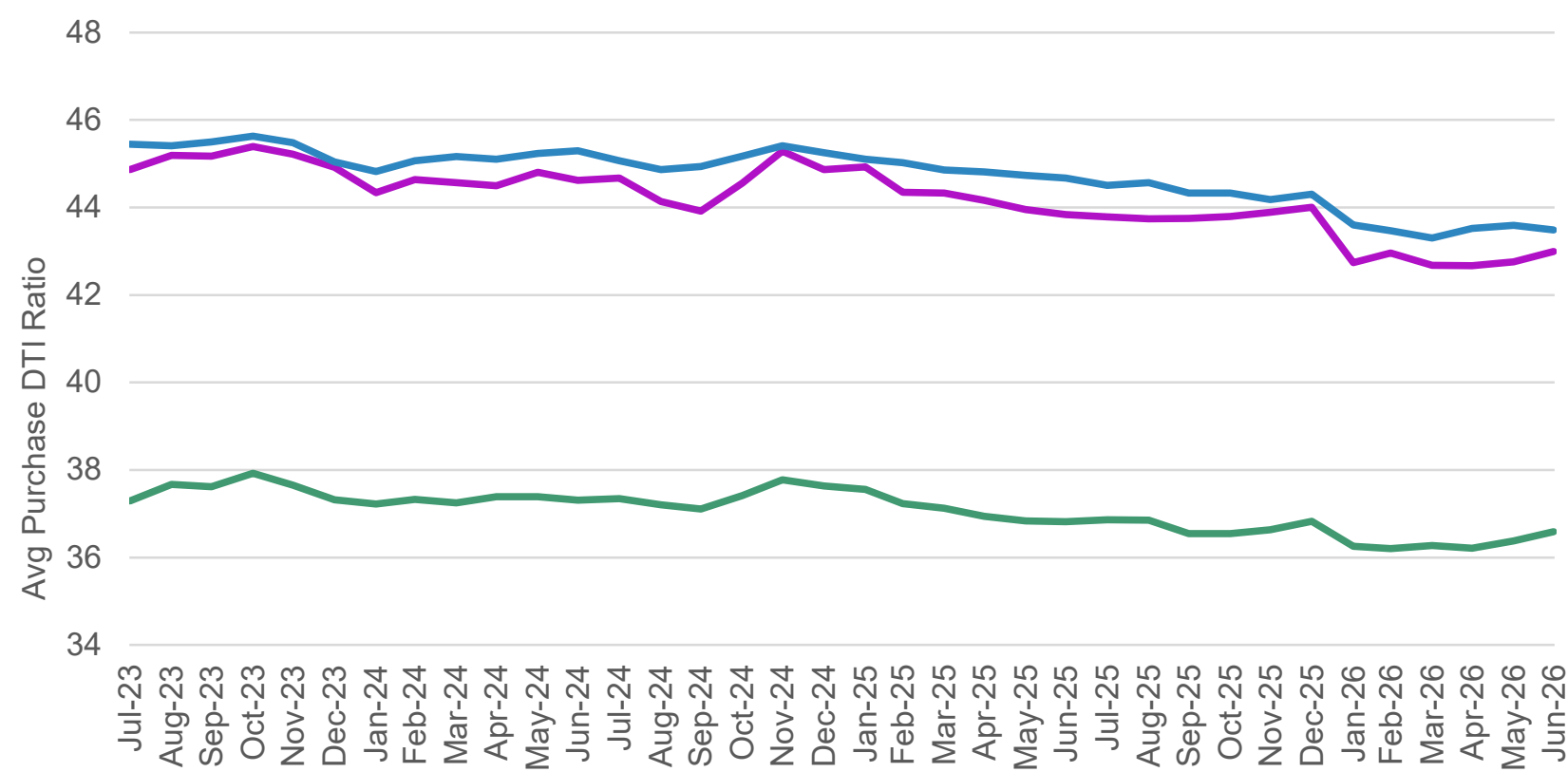
Property type is a classification of structure based on intended use and physical characteristics. *Planned unit development (PUD) includes new construction. This data is sourced from the Optimal Blue PPE.



Property Type Mix		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Single Family	64.1%	(4 bps)	88 bps	(26 bps)
	PUD*	28.0%	10 bps	(20 bps)	38 bps
	Condo	5.9%	(5 bps)	(63 bps)	(22 bps)
	Manufactured	1.5%	2 bps	(1 bp)	8 bps
	All Other	0.5%	(3 bps)	(4 bps)	2 bps

DEBT-TO-INCOME RATIO

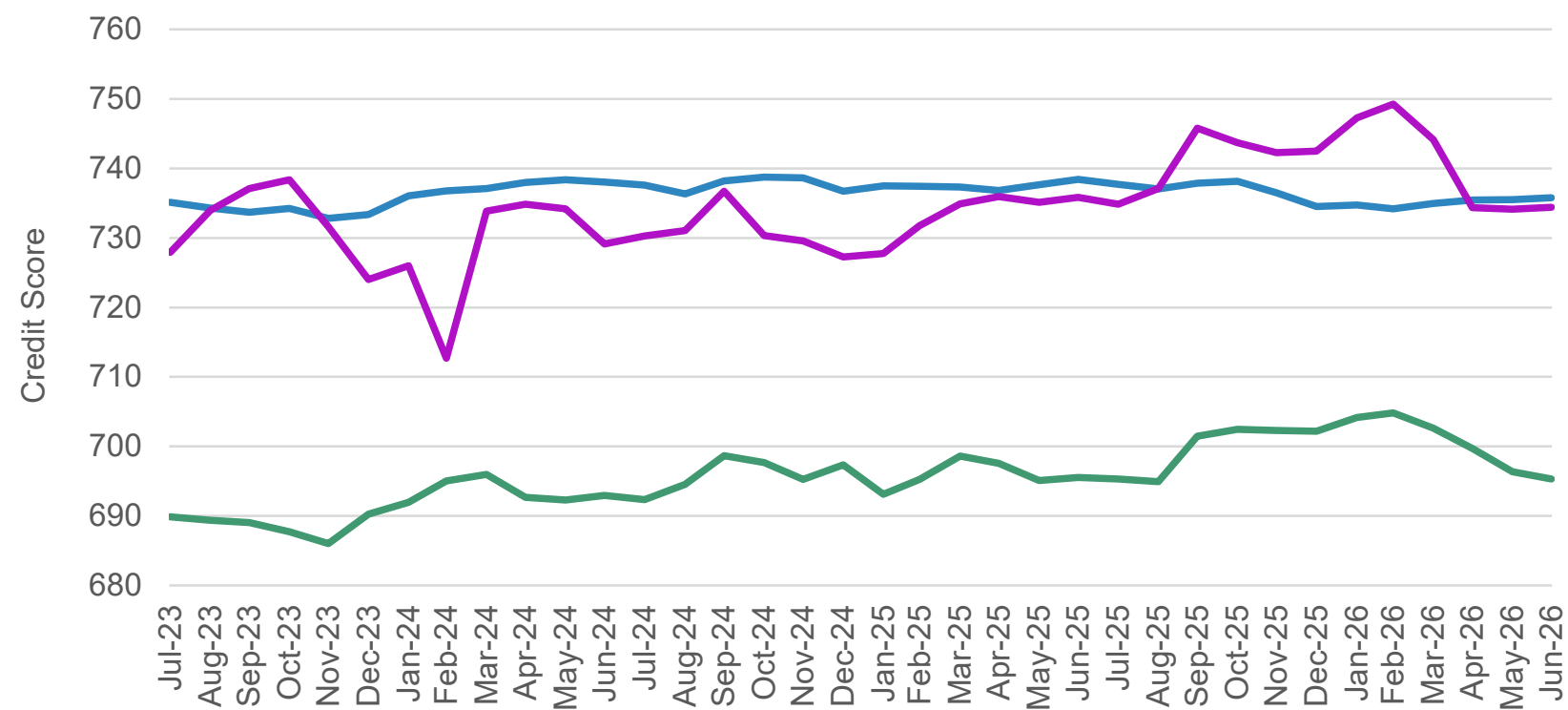
Debt-to-income (DTI) ratio is considered an indicator of a borrower's financial health, with lower DTI typically indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



DTI Ratio by Product		Current Avg DTI Ratio	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	36.6	0.2	0.3	(0.2)
	FHA	43.5	(0.1)	0.2	(1.2)
	VA	43.0	0.2	0.3	(0.8)

AVERAGE CREDIT SCORES BY LOAN PURPOSE

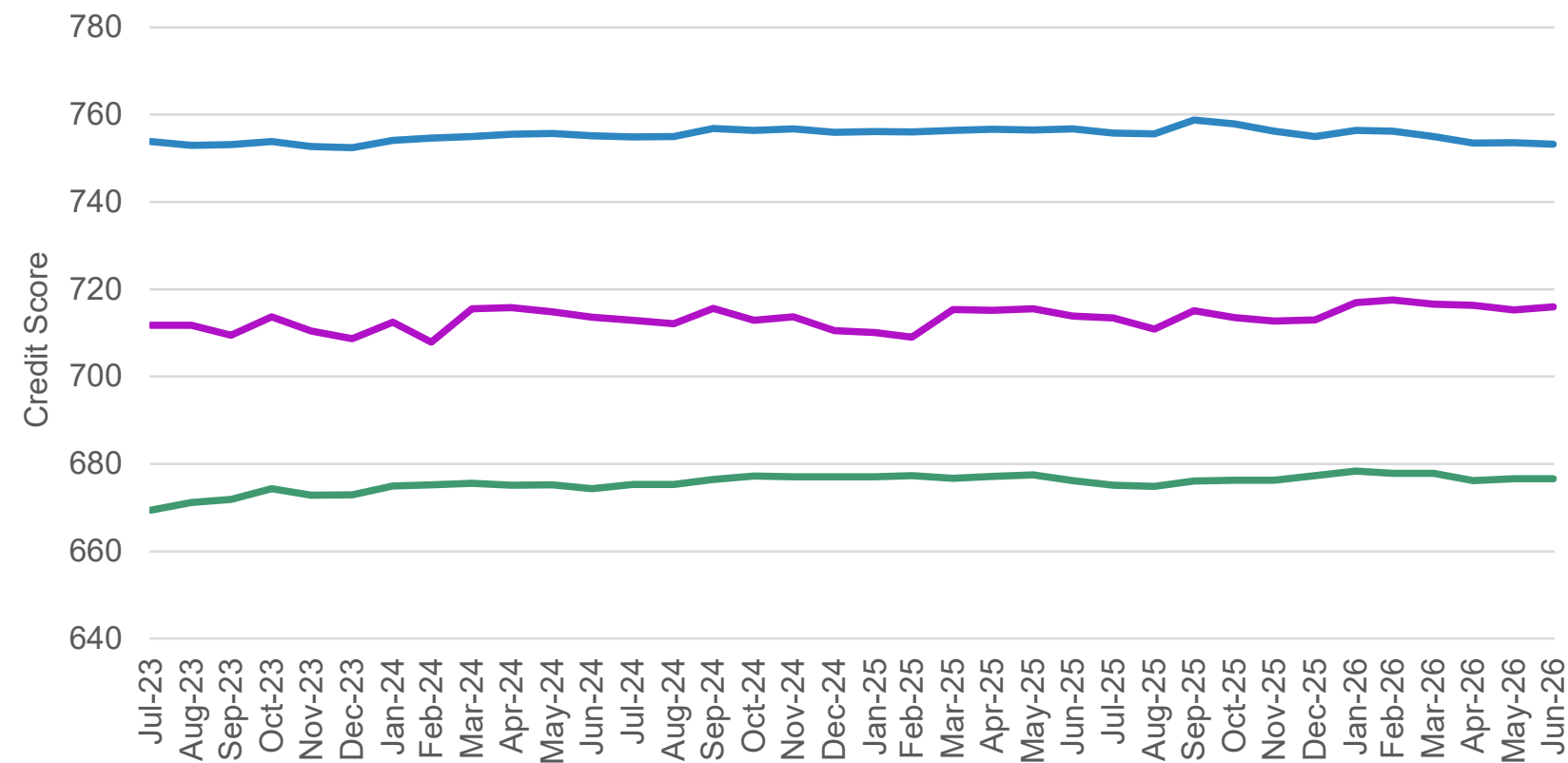
Credit score is considered an indicator of a borrower's financial health, with higher credit scores indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



Credit Score by Purpose		Current Score	1-Month Delta	3-Month Delta	12-Month Delta
	Purchase	736	0	1	(3)
	Cash Out Refi	695	(1)	(7)	0
	Rate/Term Refi	734	0	(10)	(1)

AVERAGE CREDIT SCORES BY LOAN PRODUCT

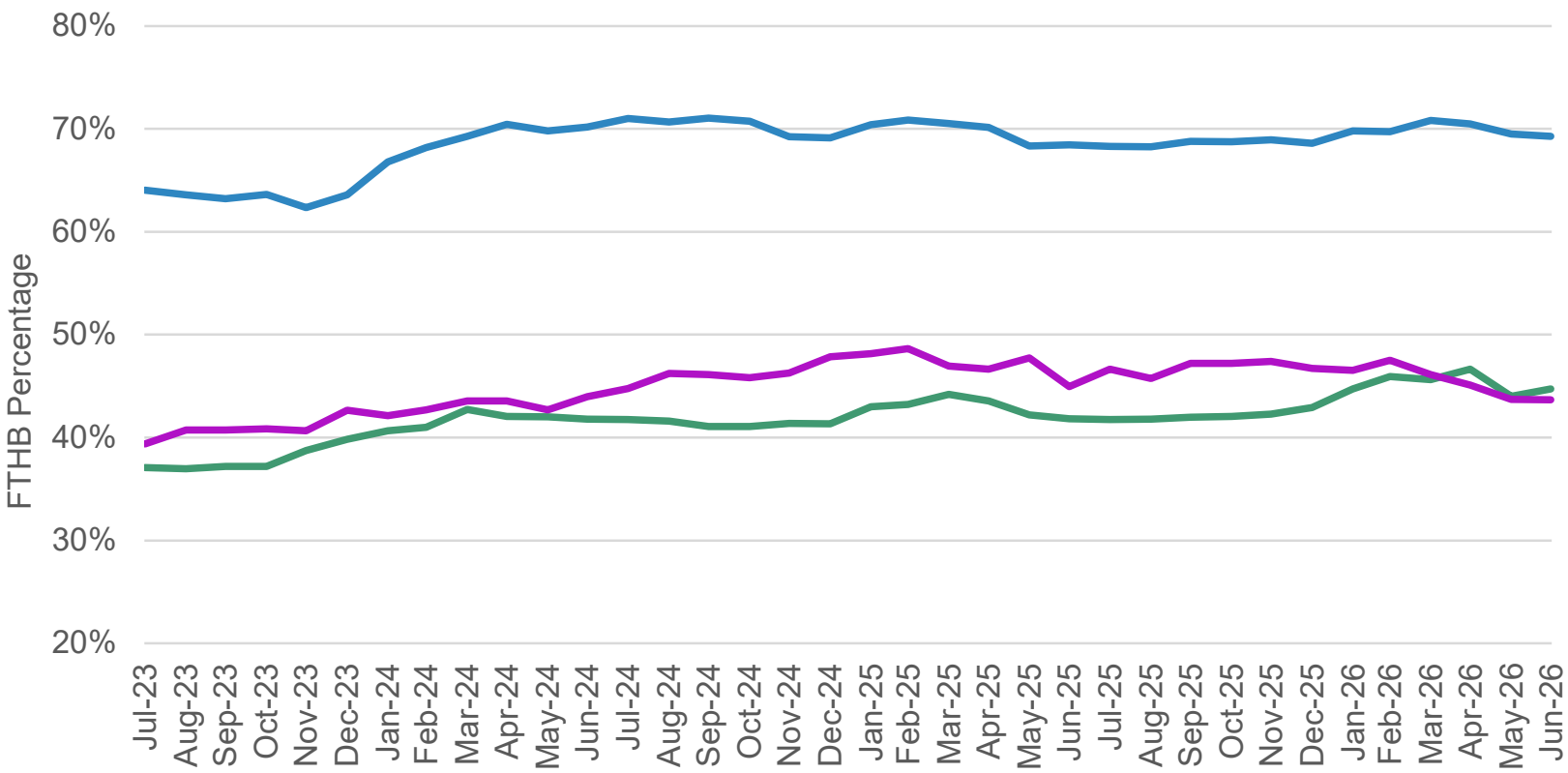
Credit score is considered an indicator of a borrower's financial health, with higher credit scores indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



Credit Score by Product		Current Score	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	753	0	(2)	(4)
	FHA	677	0	(1)	0
	VA	716	1	(1)	2

FIRST-TIME HOMEBUYER STATUS

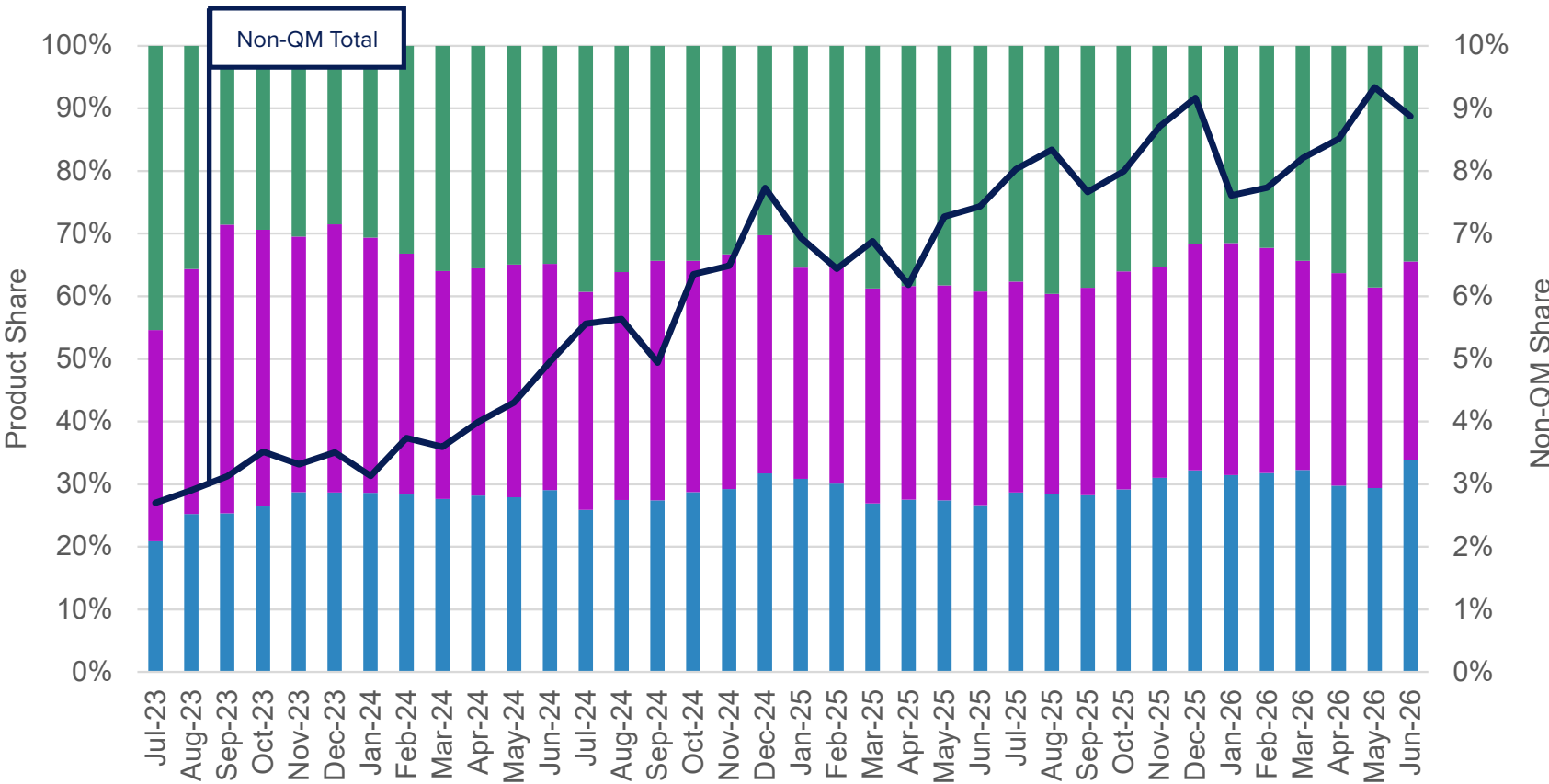
First-time homebuyers frequently take advantage of loan-level pricing adjustment (LLPA) relief and may qualify for lower rates. This data is sourced from the [Optimal Blue PPE](#).



First-Time Homebuyer by Product		Current Ratio	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	45%	1%	(1%)	3%
	FHA	69%	0%	(2%)	1%
	VA	44%	0%	(2%)	(1%)

NON-QM LOAN PRODUCTS

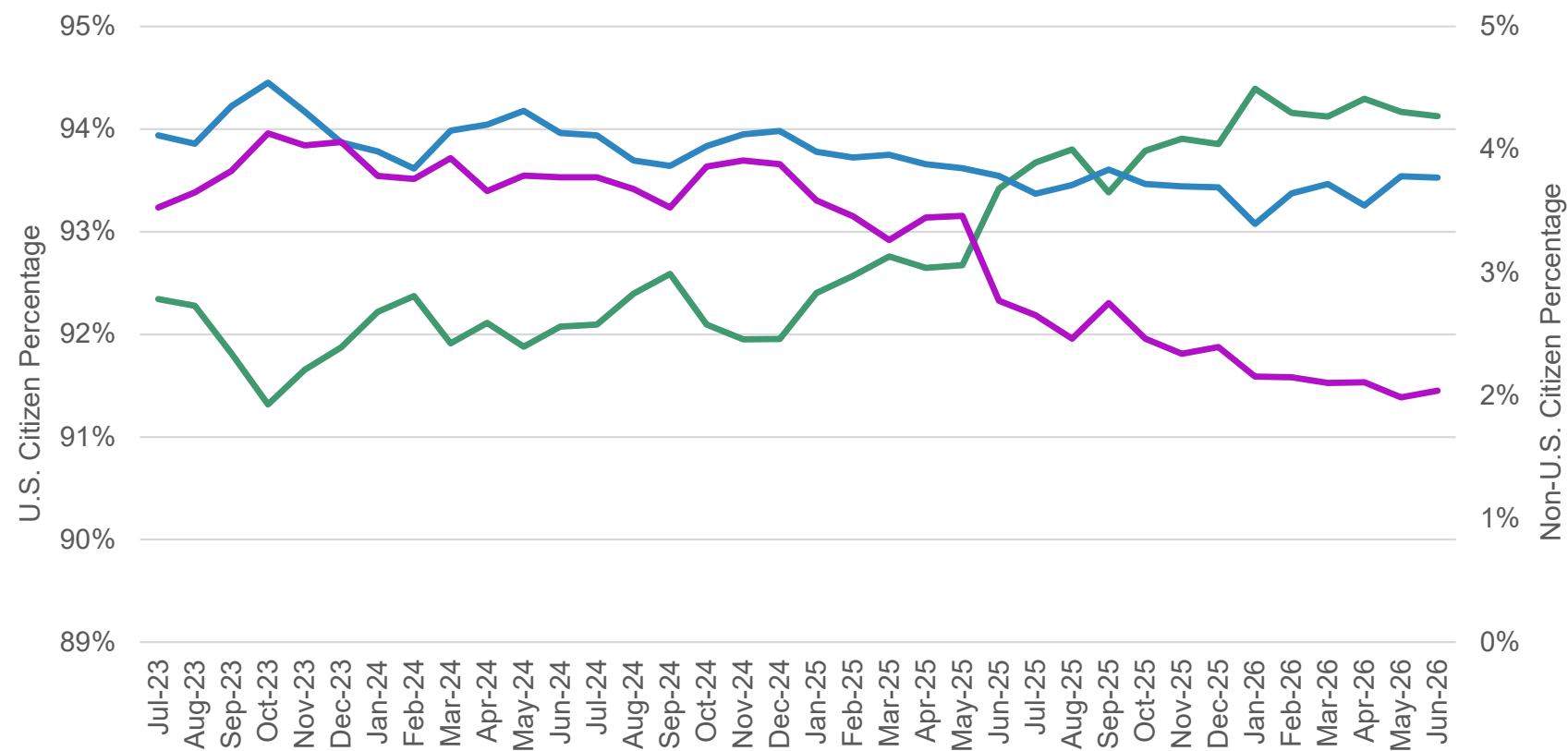
In contrast to agency-production loans, non-QM loans use different and/or more flexible criteria to verify borrower income. The categories below reflect ways lenders may verify income for borrowers who would not traditionally qualify for a conforming (i.e., QM) loan. This data is sourced from the Optimal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



Non-QM Market		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Investor/DSCR	33.9%	449 bps	161 bps	720 bps
	Bank Statement	31.7%	(34 bps)	(173 bps)	(241 bps)
	All Other	34.4%	(415 bps)	12 bps	(479 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	94.1%	(4 bps)	0 bps	71 bps
	Perm. Resident	3.8%	(1 bp)	5 bps	(1 bp)
	Non-Perm. Resident	2.0%	5 bps	(6 bps)	(73 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%	9.7%	\$399,096	6.328	731	81	81%	19%
1	New York-Newark-Jersey City, NY-NJ-PA	5.1%	17.8%	\$634,368	6.462	747	74	79%	21%
2	Chicago-Naperville-Elgin, IL-IN-WI	3.6%	7.0%	\$386,232	6.519	740	80	84%	16%
3	Washington-Arlington-Alexandria, DC-VA-MD-WV	3.4%	2.1%	\$565,619	6.289	747	81	86%	14%
4	Dallas-Fort Worth-Arlington, TX	3.0%	14.0%	\$419,101	6.120	727	83	84%	16%
5	Boston-Cambridge-Newton, MA-NH	2.8%	20.8%	\$623,579	6.390	751	74	86%	14%
6	Los Angeles-Long Beach-Anaheim, CA	2.6%	16.0%	\$864,794	6.502	748	71	66%	34%
7	Phoenix-Mesa-Scottsdale, AZ	2.3%	11.7%	\$454,245	5.910	732	82	82%	18%
8	Houston-The Woodlands-Sugar Land, TX	2.2%	3.5%	\$350,469	6.006	717	85	86%	14%
9	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	2.0%	17.0%	\$411,104	6.456	736	79	82%	18%
10	Atlanta-Sandy Springs-Roswell, GA	1.9%	4.0%	\$384,183	6.286	720	82	79%	21%

TOP 20 METROPOLITAN AREAS

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Metropolitan Statistical Area		% of Lock Volume	MoM Change	Avg Loan Amount (\$)	Avg Rate	Avg Credit Score	Avg LTV	Purchase	Refi
NATIONAL		100.0%	9.7%	\$399,096	6.328	731	81	81%	19%
11	Seattle-Tacoma-Bellevue, WA	1.8%	2.5%	\$654,002	6.365	750	78	81%	19%
12	Miami-Fort Lauderdale-West Palm Beach, FL	1.6%	-1.0%	\$571,502	6.393	729	78	76%	24%
13	Minneapolis-St. Paul-Bloomington, MN-WI	1.6%	16.7%	\$394,222	6.407	750	82	88%	12%
14	Denver-Aurora-Lakewood, CO	1.5%	13.8%	\$510,366	6.124	740	79	83%	17%
15	Riverside-San Bernardino-Ontario, CA	1.4%	9.5%	\$494,564	6.128	719	81	77%	23%
16	San Francisco-Oakland-Hayward, CA	1.3%	6.5%	\$838,759	6.474	757	70	75%	25%
17	Charlotte-Concord-Gastonia, NC-SC	1.2%	6.0%	\$418,653	6.265	736	81	84%	16%
18	Tampa-St. Petersburg-Clearwater, FL	1.2%	10.2%	\$393,735	6.168	727	83	85%	15%
19	Baltimore-Columbia-Towson, MD	1.2%	14.7%	\$436,217	6.415	740	83	88%	12%
20	Austin-Round Rock, TX	1.2%	5.9%	\$420,577	5.788	736	83	88%	12%

SECTION II

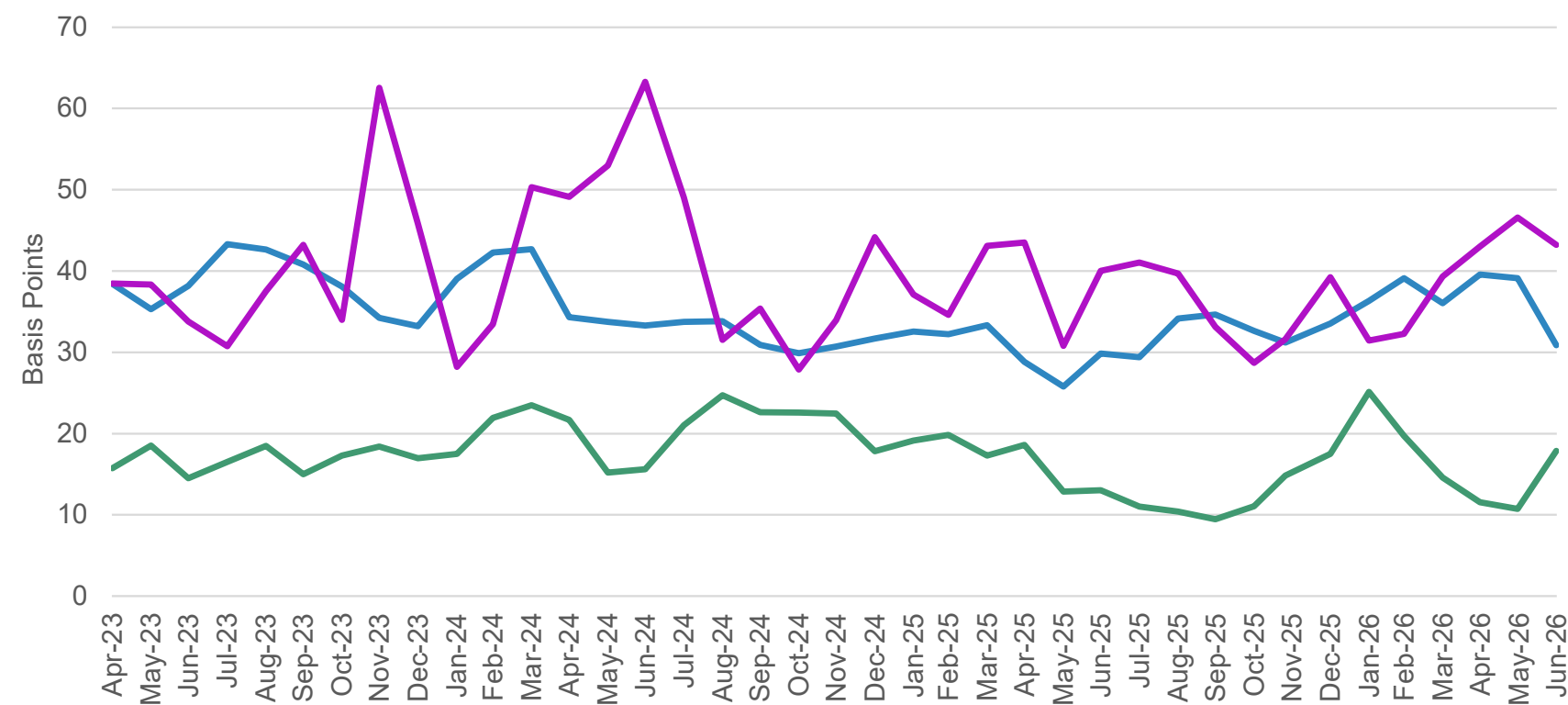
SECONDARY MARKET DATA

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

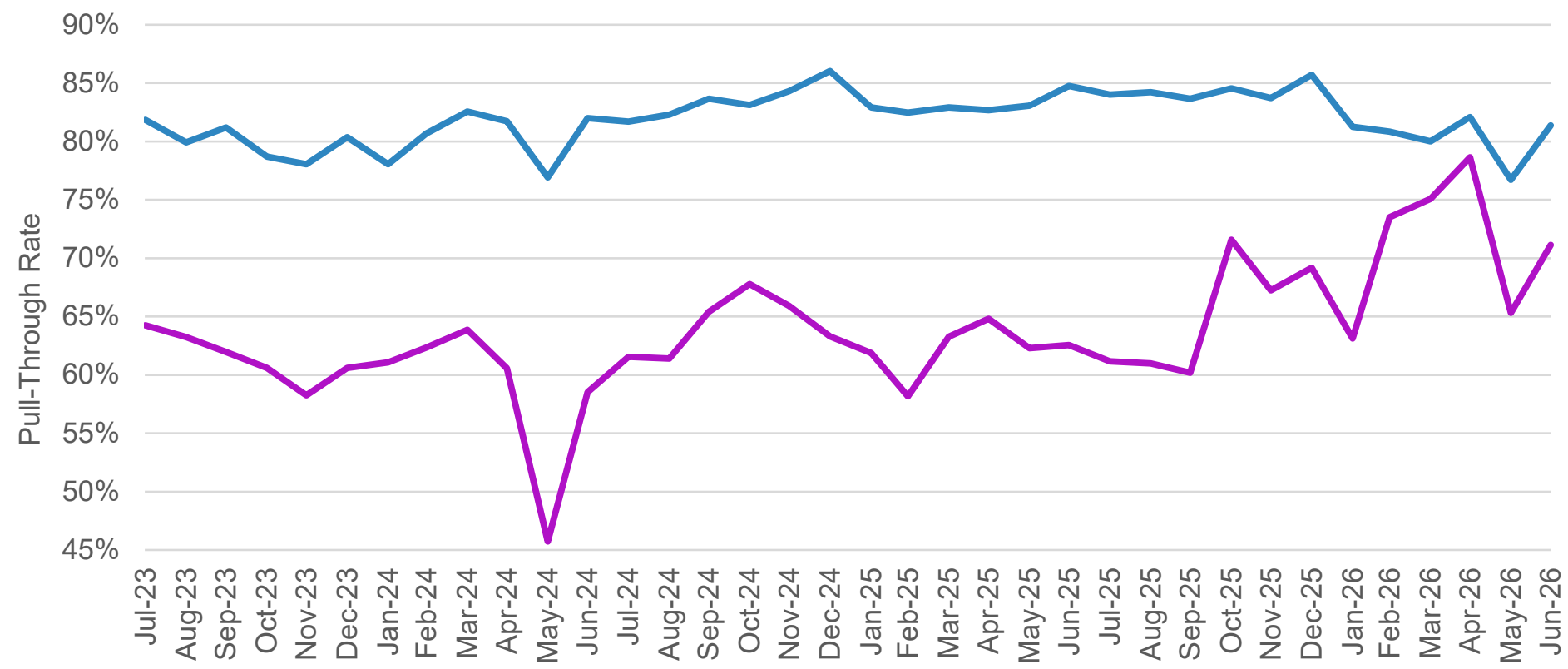
A lender will typically see greater yields by selling loans via mandatory delivery or participating in the secondary market, while best efforts delivery carries less risk. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



Best Efforts vs. Mandatory		Current Spread	1-Month Delta	3-Month Delta	12-Month Delta
	30-Year Conforming	31 bps	(9 bps)	(5 bps)	1 bp
	15-Year Conforming	43 bps	0 bps	4 bps	3 bps
	30-Year Government	18 bps	6 bps	3 bps	5 bps

LOAN PULL-THROUGH

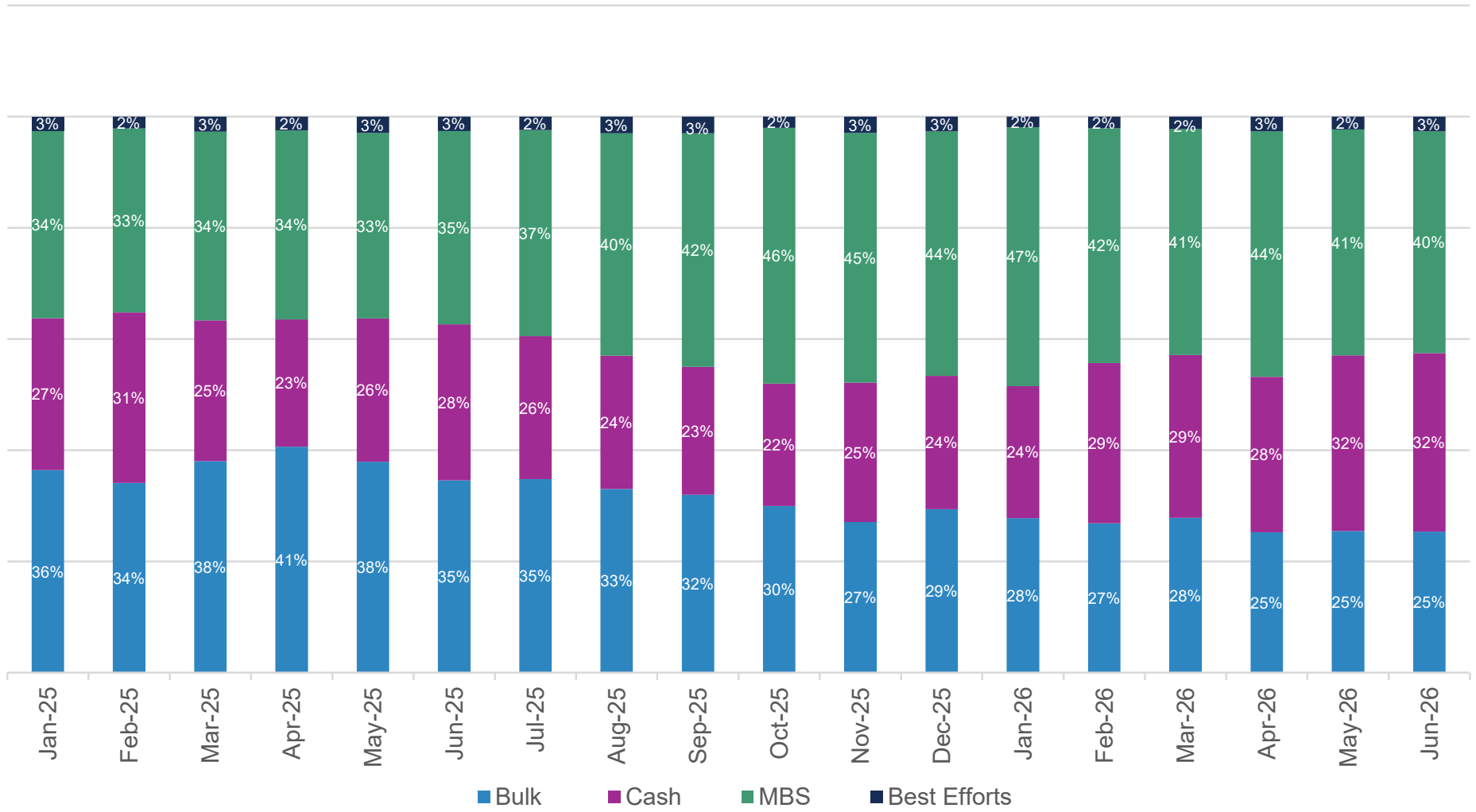
Pull-through indicates the percentage of loans locked that successfully close and fund, which is a measure of how effectively a mortgage lender converts loan applications into closed loans. Lower pull-through typically indicates greater cost for an originator, and thus, the need to compensate by increasing 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	81.4%	465 bps	135 bps	(341 bps)
	Refinance Pull-Through	71.1%	582 bps	(394 bps)	856 bps

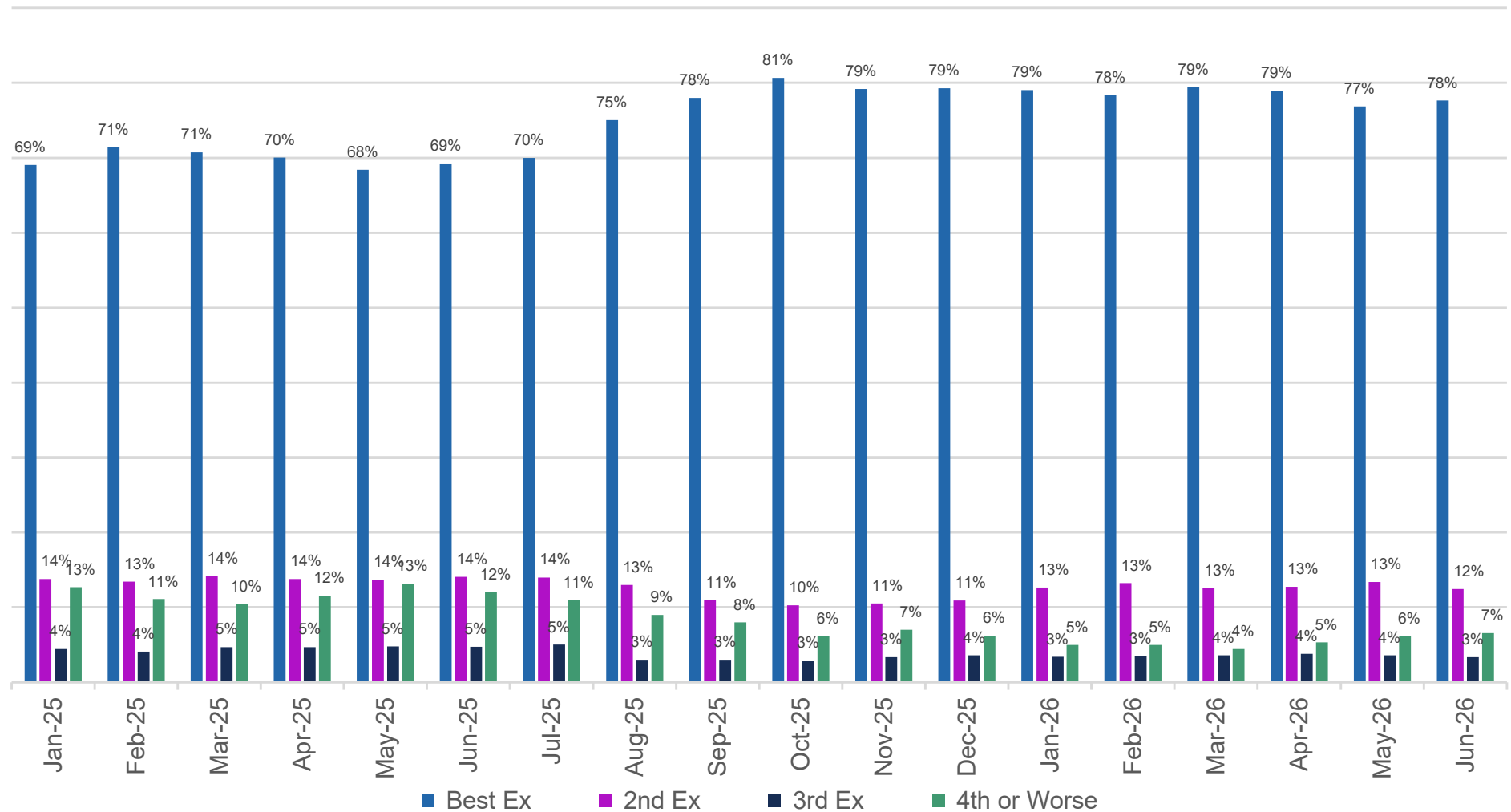
HEDGED LOAN SALE STATISTICS

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.



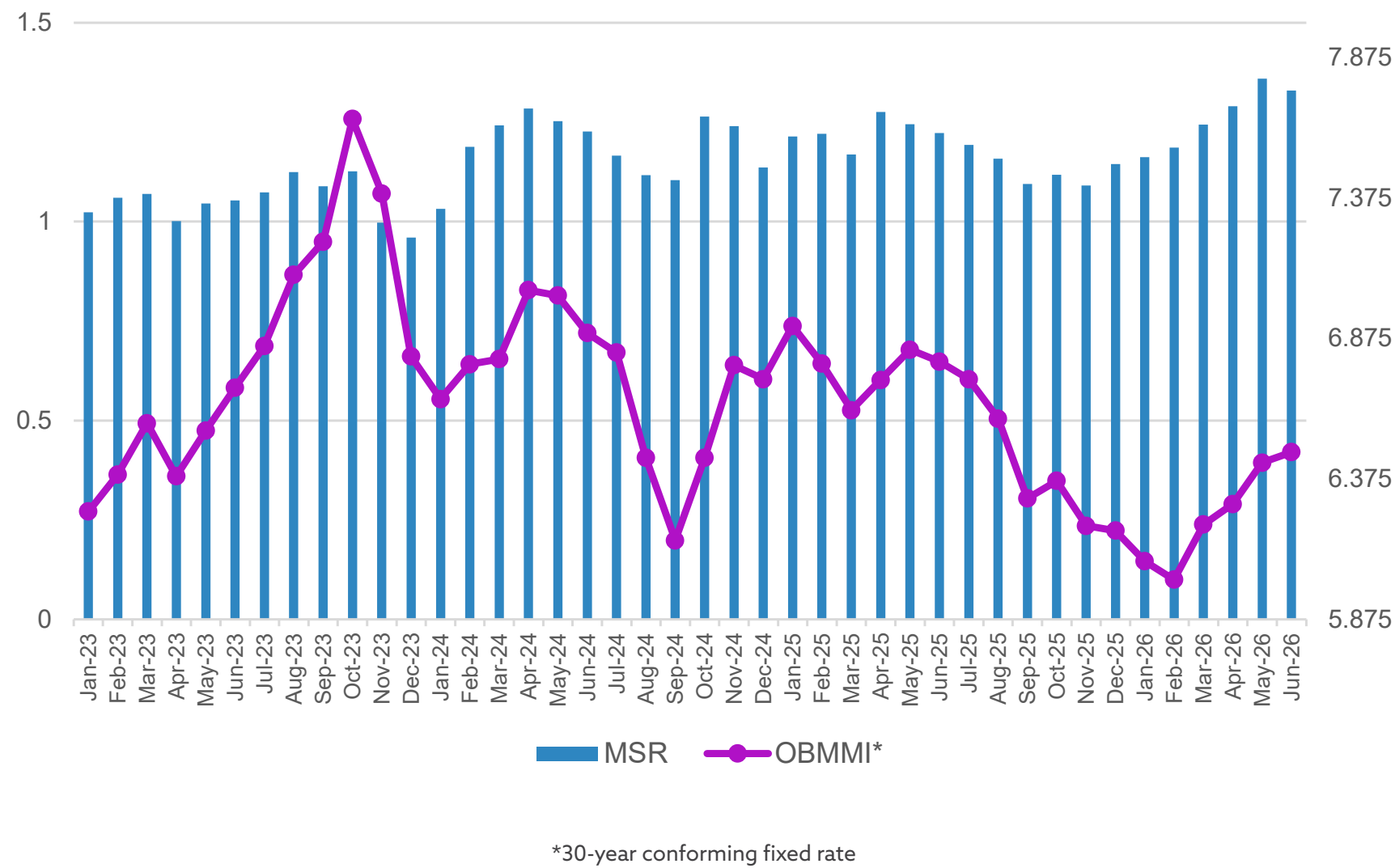
LOAN SALE BY PRICE

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.



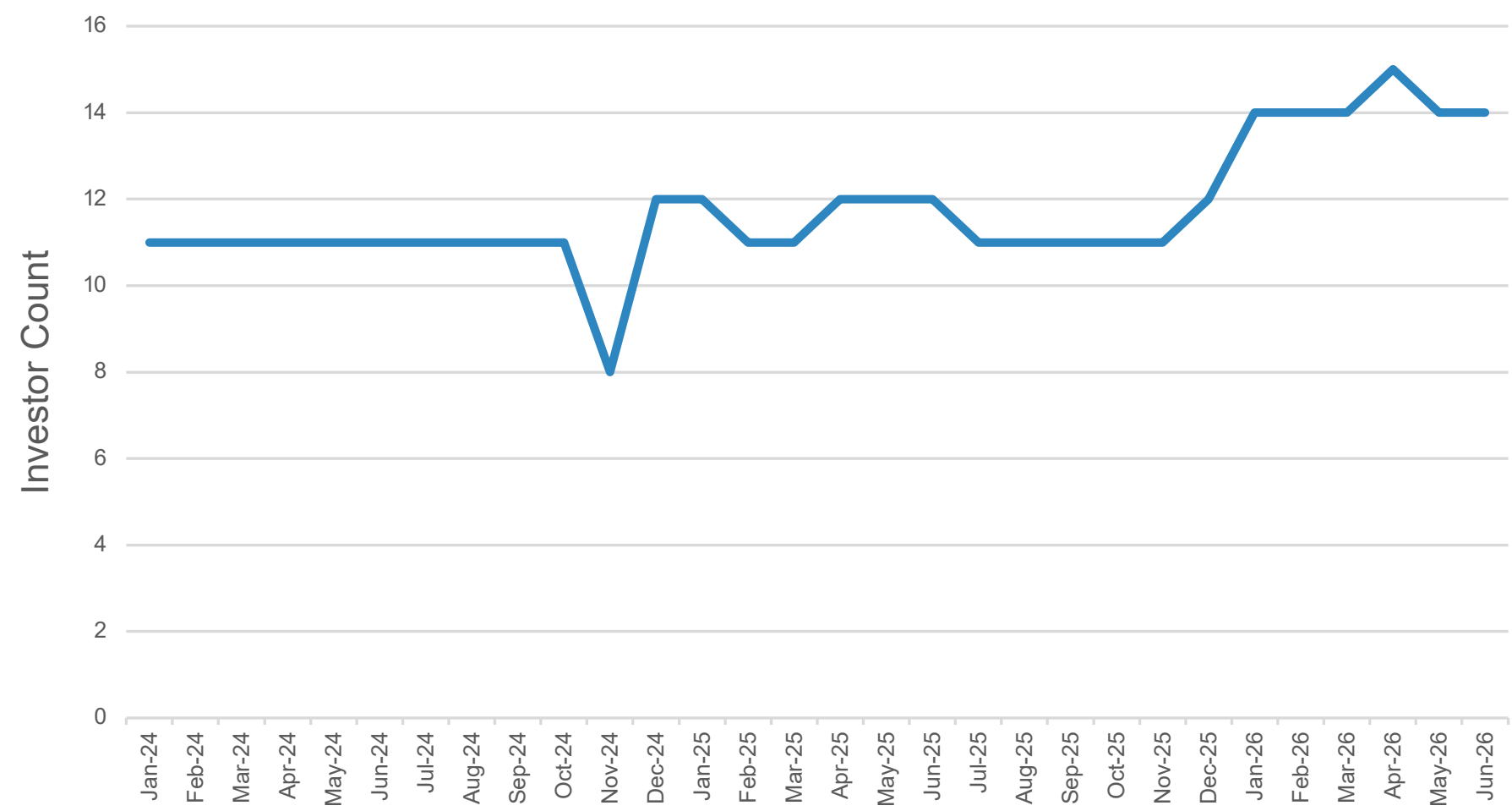
SERVICING RIGHTS & MARKET RATE INDICES

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.





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