



MARKET ADVANTAGE

MORTGAGE DATA REPORT

SEPTEMBER 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: SEPTEMBER 2026

VOLUME TRENDS AND MARKET COMPOSITION

- **Refi pressure intensifies:** Refinance share fell to 18% of total production. Cash-out refinance volume declined 8% MoM and 23% YoY, while rate-and-term refinance volume fell 13% from August and 82% YoY.
- **Purchase demand holds near year-ago levels:** Purchase lock volume declined less than 1% both MoM and YoY, accounting for 82% of total lock volume in September, but was down 20% over the past three months.
- **Conforming share retreats:** Conforming share declined 71 bps MoM to 46%, while non-conforming share increased 285 bps to nearly 24%. Compared with a year ago, conforming share was down more than 6 percentage points and non-conforming share was up nearly 7 percentage points. FHA represented 18% of production while VA accounted for 11%.
- **Non-QM bucks broader decline:** Non-QM lock volume increased 8% MoM even as total lock volume declined 2%. Non-QM loans accounted for 12% of September production, up 117 bps MoM, 357 bps over the past three months and 478 bps YoY. Investor and debt service coverage ratio (DSCR) loans represented 33% of non-QM activity, bank statement loans accounted for 30% and other expanded guideline programs made up the remaining 37%.
- **ARM share reaches series high:** Adjustable-rate mortgages reached 14% of total lock volume in September, up from 10.5% in August and the highest share in Market Advantage data going back to 2019.
- **New construction activity holds steady:** Single-family detached homes represented approximately 64% of production. Planned unit developments (PUDs), a proxy for new-construction activity, accounted for 28% of volume, down modestly MoM but approximately 1 percentage point higher YoY. Condominiums accounted for nearly 6% of production.

RATES AND PRICING

- **Treasury yields climb:** The 10-year Treasury yield rose 54 bps MoM to 5.29%, up 113 bps YoY. The spread between the 10-year Treasury and the OBMMI 30-year conforming rate widened 13 bps during September to approximately 210 bps.
- **Rates surge across all products:** The OBMMI 30-year conforming fixed rate rose 67 bps MoM to 7.39%, up 93 bps over three months and 107 bps YoY. The OBMMI 30-year jumbo rate ended the month at 7.36%, with FHA and VA rates ending at 7.10% and 7.08%, respectively.
- **MSRs edge up as rates climb:** MSRs for conforming 30-year loans increased 1 bp to 1.39%, a 5.57 multiple, despite the average OBMMI 30-year conforming rate rising 32 bps during the month.
- **Highest-price tier gains share:** The share of loans sold at the highest price tier increased 43 bps to 78% in September. Second-ranked executions increased 120 bps to 14%, while fourth-tier or lower executions declined 189 bps to 5%.

MARKET OUTLOOK

- **Rates forecast to continue climbing:** The OBMMI 30-year conforming fixed rate is forecast at 7.66% over the next month, 7.80% over three months, and 7.85% over the next 12 months.
- **Spread forecast to widen modestly then stabilize:** The primary-secondary spread is forecast to widen from 0.95% to approximately 1.06% MoM and remain near that level over the next 12 months.

CHANNEL AND EXECUTION

- **Hedge mix shifts toward higher coupons:** The UM30 5.5 remained the most widely used hedging instrument at 50% of hedges but fell from 62% in August as the UM30 6.0 rose to 44%. By comparison, 25% of production priced into the 5.5 coupon and 31% into the 6.0 coupon.
- **Execution spreads mixed:** Best-efforts-to-mandatory spreads for conventional 30-year products were flat MoM at 26 bps. Government 30-year spreads decreased 6 bps MoM to 10 bps. Conventional 15-year spreads increased 3 bps MoM to 41 bps.
- **MBS execution jumps to highest since January:** The share of hedged loan sales delivered via MBS increased 385 bps to 47%, a level not seen since January 2026. Cash execution accounted for 29% and bulk execution 22%, with best-efforts at 2%.
- **Spec-eligible share inches up:** The share of a lender's pipeline eligible for specified pool delivery edged up to 80.3% from 80%. The largest increase came from the share of loans originated in New York, Florida, Texas or Puerto Rico, which rose from 4.68% to 5%. The largest decrease came from the \$450,000 unpaid principal balance tier, which declined from 8.32% to 8.17%.
- **Servicing retention dips:** The share of loans sold servicing retained declined to 56% from 57% in August.

PRODUCT MIX AND BORROWER PROFILES

- **First-time buyers remain active:** First-time homebuyer share was approximately 44% for conforming purchase locks, 70% for FHA and 46% for VA. FHA and VA first-time homebuyer shares increased modestly MoM while conforming share declined roughly half a percentage point.
- **DTIs drift higher:** Purchase debt-to-income (DTI) ratios increased slightly in September, with conforming borrowers at 37.1%, FHA borrowers at 44.0% and VA borrowers at 43.8%.
- **Credit quality strengthens:** The average credit score across all locks nationwide was approximately 731 in September. Purchase credit scores averaged approximately 736, cash-out refinance scores averaged approximately 698 and rate-and-term refinance scores averaged approximately 741. Average loan-to-value (LTV) remained just above 80%.
- **Pull-through moves in opposite directions:** Purchase pull-through declined 270 bps MoM to 82.2%, while refinance pull-through improved 181 bps MoM to 74.6%.
- **Loan amounts rise:** The average locked loan amount increased more than 2% from August to approximately \$397,000, moving back toward the \$400,000 threshold despite the decline in overall volume.

KEY INSIGHTS FOR LENDERS

1 Rapid rate movement is making borrower demand harder to capture

- The OBMMI 30-year conforming rate ended September at 7.39%, up 67 basis points during the month.
- Purchase pull-through declined 270 basis points to 82.2%.

September's sharp increase in mortgage rates created a more challenging environment for lenders seeking to convert borrower demand into funded production. While purchase activity remained comparatively resilient, the decline in purchase pull-through suggests borrowers may be taking longer to navigate financing decisions as affordability conditions change.

As market conditions evolve, lenders can evaluate where borrower interest remains actionable and where fallout risk may be building. Understanding how borrowers respond to changing affordability conditions, alongside monitoring pull-through trends and pricing competitiveness, can help lenders adapt conversion and retention strategies.

2 Borrowers are adapting to affordability pressure in new ways

- Adjustable-rate mortgages accounted for 14% of September lock volume, a recent high.
- Non-conforming share increased to nearly 24% of production, while conforming share declined to 46%.

September's data suggests borrowers continue to adapt as affordability pressures persist. Higher ARM usage, continued growth in non-conforming lending, and ongoing shifts in production mix indicate that many borrowers are exploring a broader range of financing options as rates move higher.

These trends reinforce the importance of understanding how borrower preferences are changing across products and financing structures. As borrowers explore a broader range of financing options, lenders can evaluate whether their product offerings continue to align with evolving borrower needs.

3 Non-QM growth is creating opportunity in a shrinking market

- Non-QM lock volume bucked the broader decline, rising 8% MoM.
- Non-QM loans accounted for 12% of September production.

Although overall mortgage activity softened during September, growth within Non-QM lending continued to stand out. The increase in Non-QM production suggests demand remains active among borrowers whose financing needs may not align with traditional agency lending standards. Investor and DSCR loans, bank statement loans, and other expanded guideline products all continued to represent meaningful portions of Non-QM activity.

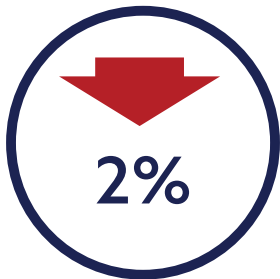
As opportunities become increasingly concentrated within specific segments of the market, lenders can compare broader market trends with their own product mix and production strategies to better understand where demand remains active. Those insights may help identify areas of growth that are more closely aligned with evolving borrower needs.

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 2% month over month.



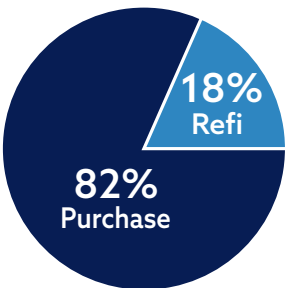
MONTH-END CONFORMING RATE

The benchmark Optimal Blue Mortgage Market Indices 30-year conforming interest rate rose 67 bps MoM to 7.39%.



AVERAGE LOAN AMOUNT

The average locked loan amount increased more than 2% from August to approximately \$397,000, moving back toward the \$400,000 threshold despite the decline in overall volume.



MARKET MIX

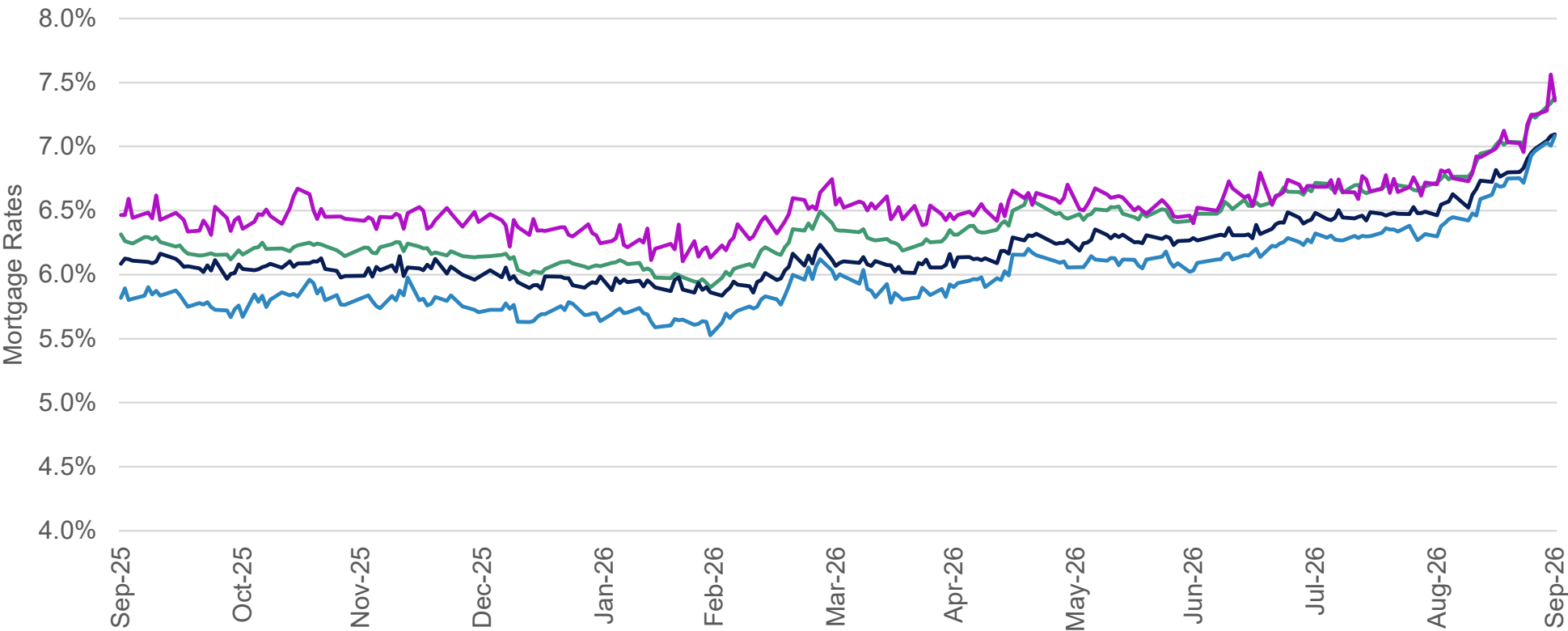
Purchase volume declined less than 1% both MoM and YoY while accounting for 82% of September locks. Refinance fell to 18% of total production.

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	7.39%	67 bps	93 bps	107 bps
	30-Year Jumbo	7.36%	65 bps	96 bps	89 bps
	30-Year FHA	7.10%	63 bps	81 bps	101 bps
	30-Year VA	7.08%	79 bps	105 bps	126 bps

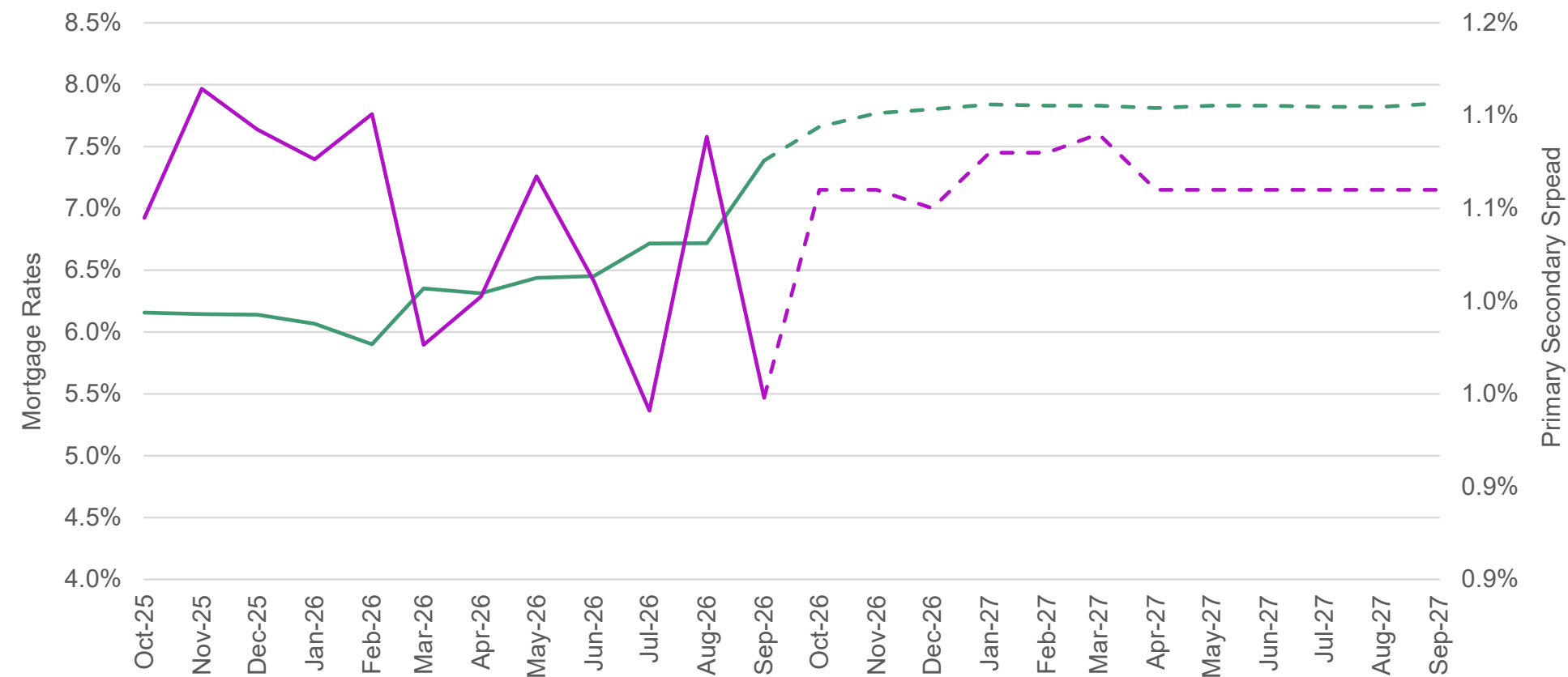
12-MONTH INTEREST RATE FORECAST

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.

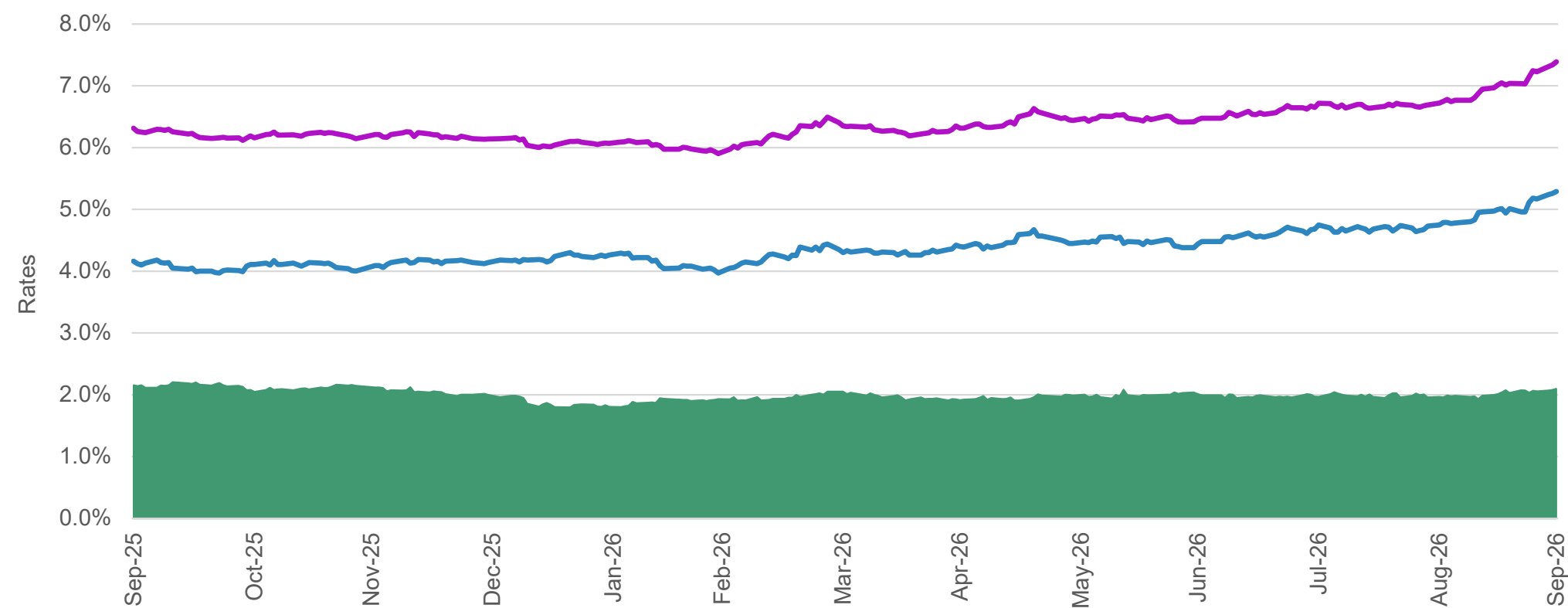


Market Index		Current Value	1-Month Forecast	3-Month Forecast	12-Month Forecast
	30-Year Conforming Rate	7.39%	7.66%	7.80%	7.85%
	Primary Secondary Spread	0.95%	1.06%	1.05%	1.06%

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

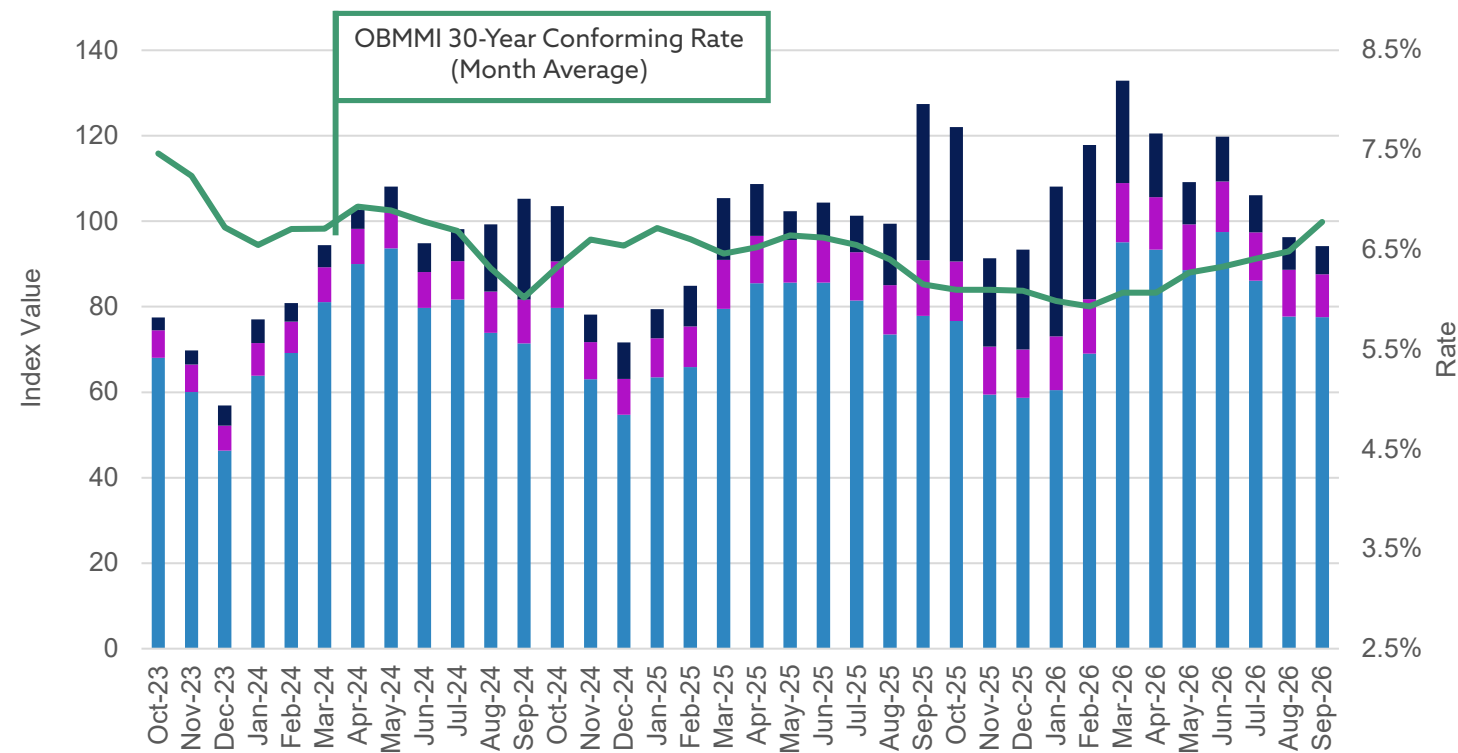
Mortgage rates are loosely tied to 10-year Treasury bond rates, but the spread between the two can vary. Spread indicates investor appetite and lender profit margin for mortgage-backed securities in relation to Treasury securities. Higher spreads indicate that investors require greater yield in comparison 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	5.29%	54 bps	85 bps	113 bps
	30-Year Conforming	7.39%	67 bps	93 bps	107 bps
	10-Year to 30-Year Spread	2.10%	13 bps	8 bps	(6 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.

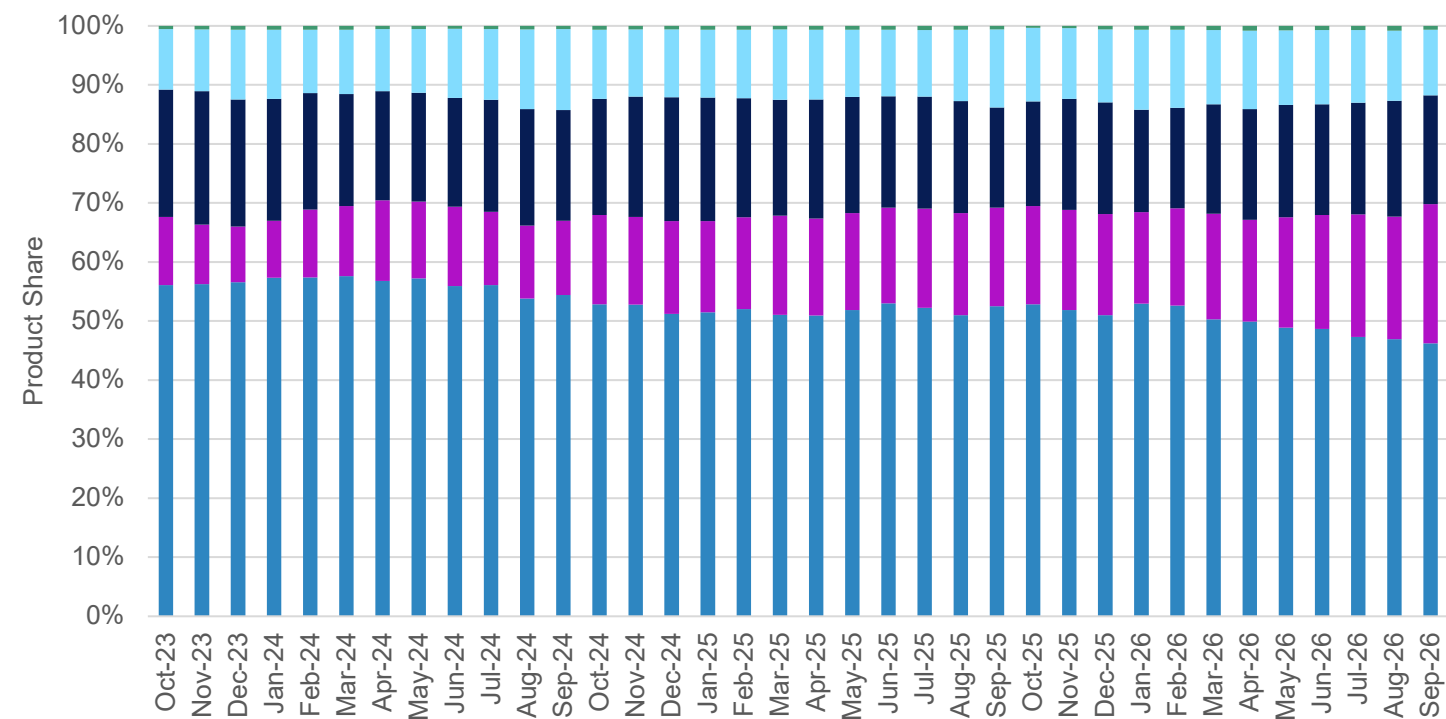


Market Volume Index (Total volume indexed to 100 in January 2018)		Current Value	1-Month % Change	3-Month % Change	12-Month % Change
	Purchase	78	(0.3%)	(20.4%)	(0.4%)
	Cash-Out Refinance	10	(7.6%)	(14.9%)	(22.9%)
	Rate/Term Refinance	7	(13.4%)	(37.2%)	(82.0%)
	Total	94	(2.1%)	(21.4%)	(26.1%)
Refinance Share*		18%	(155 bps)	(95 bps)	(2122 bps)

*Refinance share changes reflect inter-period delta

MIX OF BUSINESS BY LOAN PRODUCT

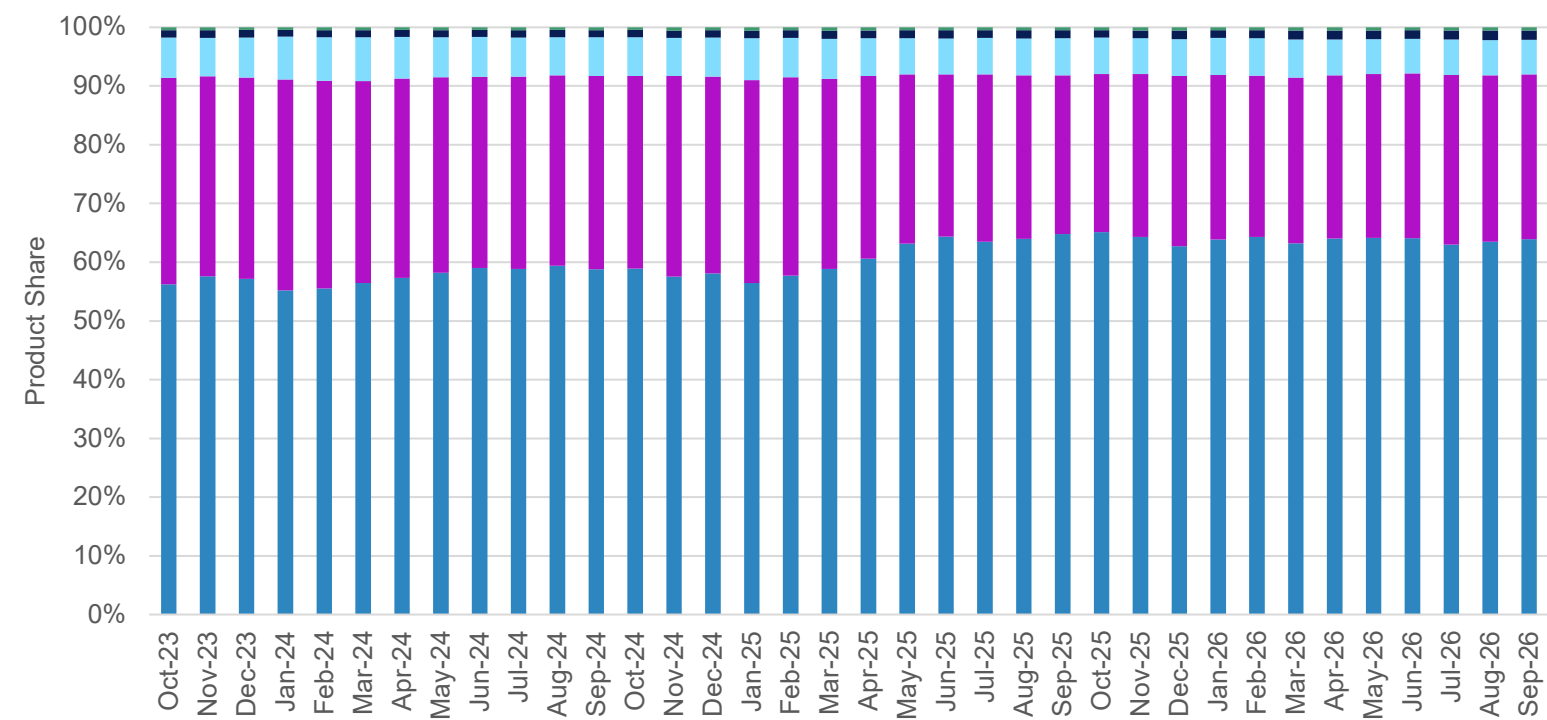
Loan product refers to the type of mortgage a consumer locks. Conforming (i.e., QM) loans meet the guidelines set by Fannie Mae and Freddie Mac, while nonconforming (i.e., non-QM) loans do not. FHA loans are insured by the Federal Housing Administration and allow for lower credit scores. VA loans are 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	46.2%	(71 bps)	(243 bps)	(632 bps)
	Nonconforming	23.6%	285 bps	429 bps	692 bps
	FHA	18.4%	(126 bps)	(37 bps)	146 bps
	VA	11.1%	(76 bps)	(147 bps)	(212 bps)
	USDA	0.7%	(13 bps)	(2 bps)	7 bps

PROPERTY TYPE

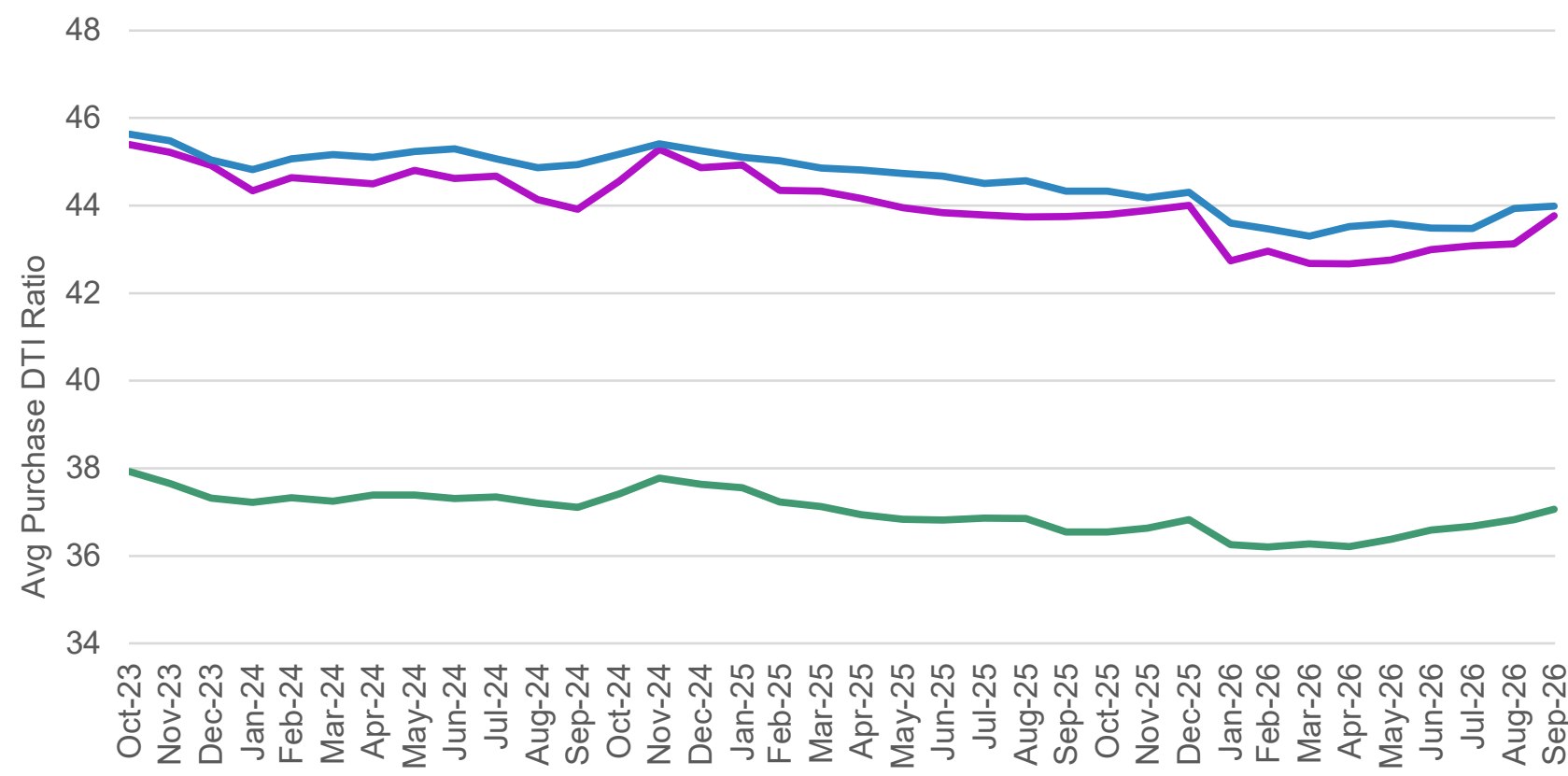
Property type is a classification of structure based on intended use and physical characteristics. *Planned unit development (PUD) includes new construction. This data is sourced from the Optimal Blue PPE.



Property Type Mix		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Single Family	63.9%	45 bps	(18 bps)	(86 bps)
	PUD*	28.0%	(32 bps)	1 bp	99 bps
	Condo	5.9%	(6 bps)	5 bps	(38 bps)
	Manufactured	1.6%	(8 bps)	11 bps	24 bps
	All Other	0.5%	1 bp	1 bp	2 bps

DEBT-TO-INCOME RATIO

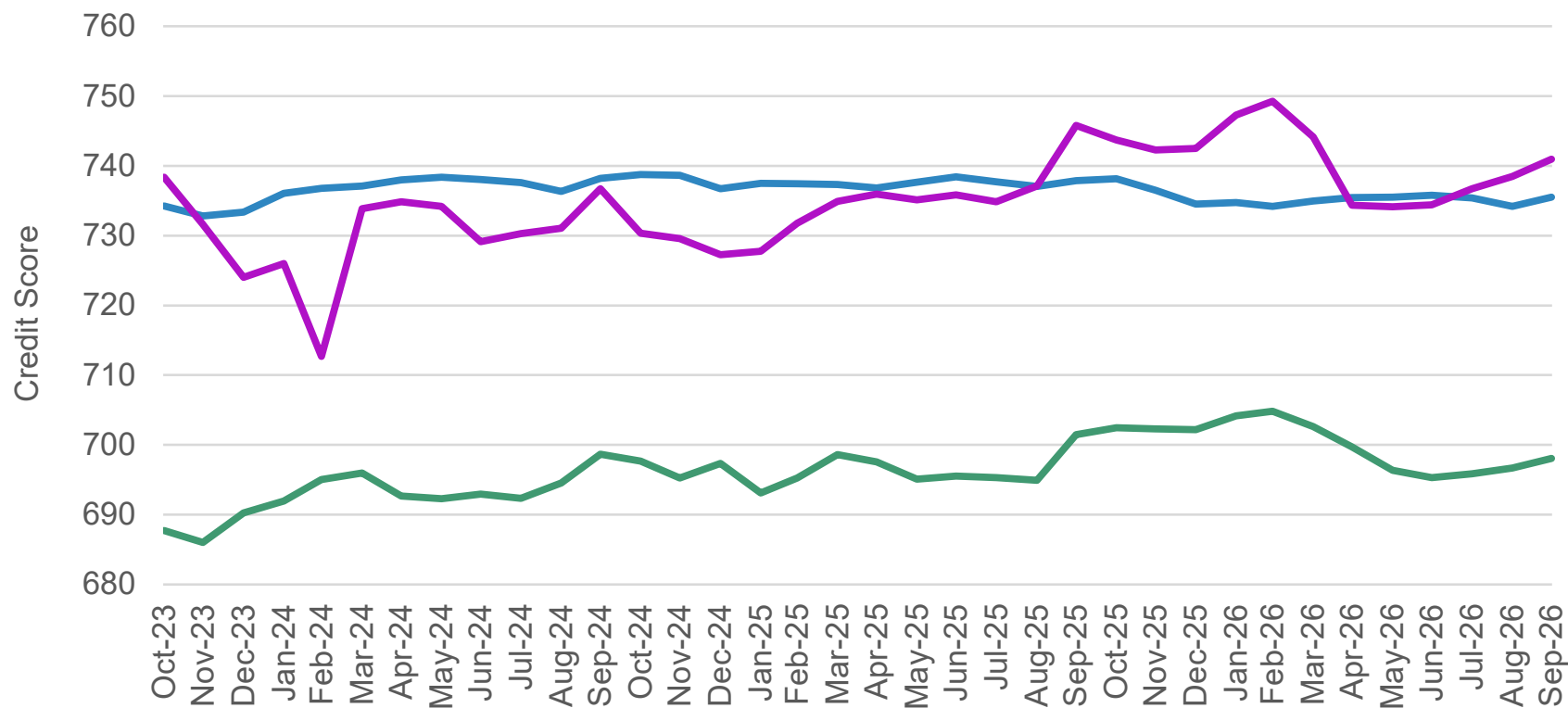
Debt-to-income (DTI) ratio is considered an indicator of a borrower's financial health, with lower DTI typically indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



DTI Ratio by Product		Current Avg DTI Ratio	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	37.1	0.2	0.5	0.5
	FHA	44.0	0.1	0.5	(0.3)
	VA	43.8	0.6	0.8	0.0

AVERAGE CREDIT SCORES BY LOAN PURPOSE

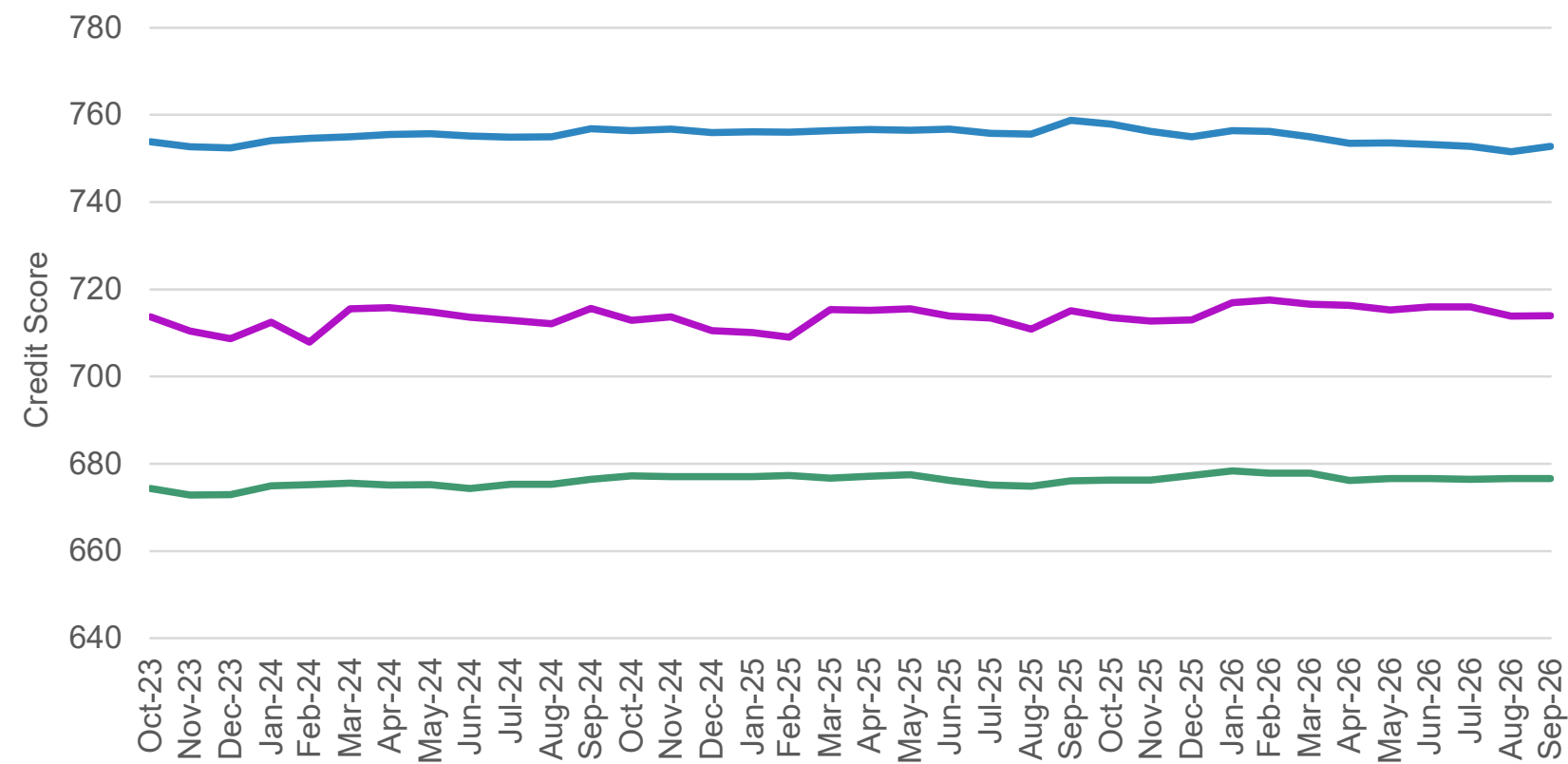
Credit score is considered an indicator of a borrower's financial health, with higher credit scores indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



Credit Score by Purpose		Current Score	1-Month Delta	3-Month Delta	12-Month Delta
	Purchase	736	1	0	(2)
	Cash Out Refi	698	1	3	(3)
	Rate/Term Refi	741	2	7	(5)

AVERAGE CREDIT SCORES BY LOAN PRODUCT

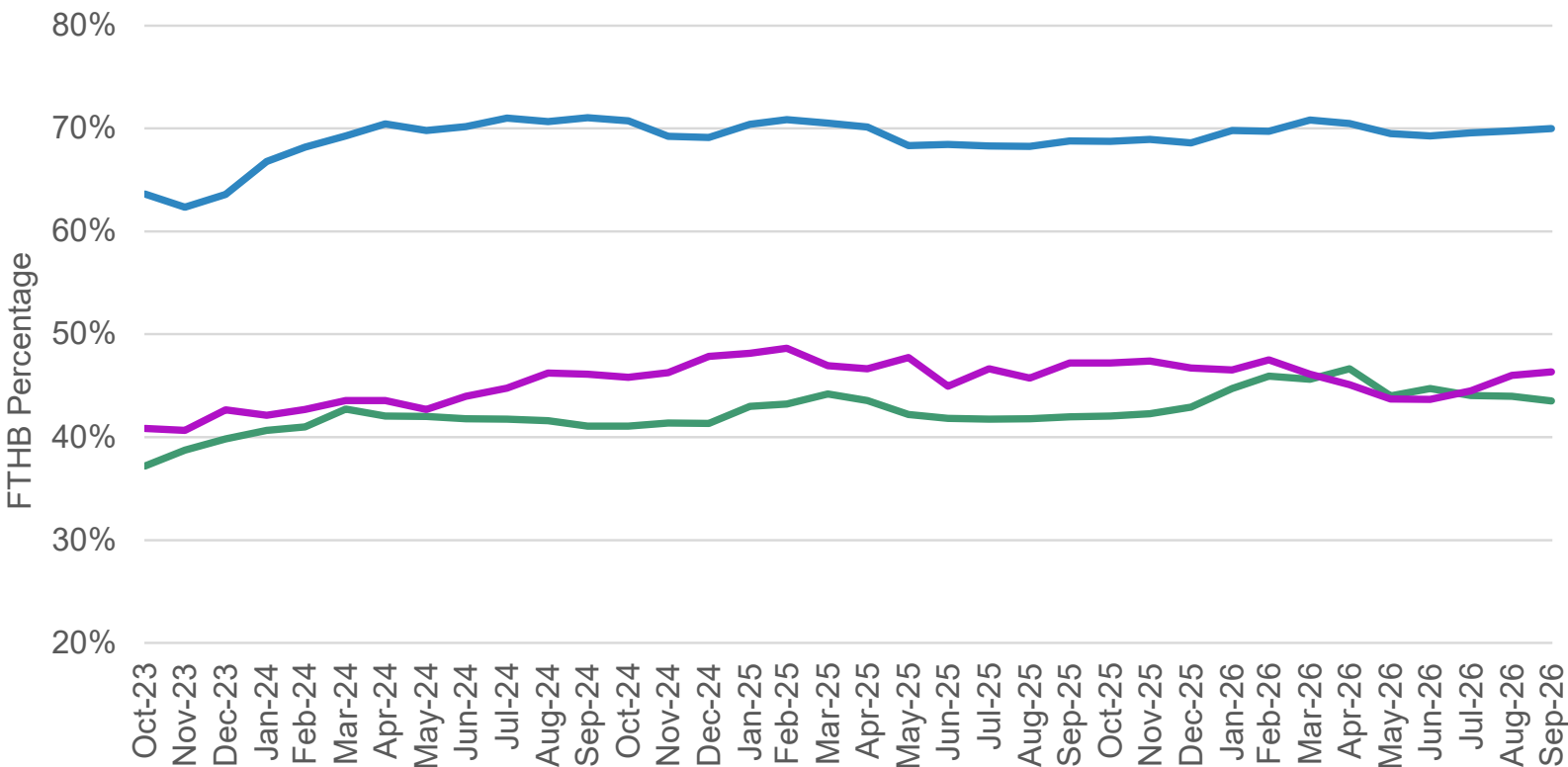
Credit score is considered an indicator of a borrower's financial health, with higher credit scores indicating greater financial flexibility. This data is sourced from the Optimal Blue PPE.



Credit Score by Product		Current Score	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	753	1	0	(6)
	FHA	677	0	0	1
	VA	714	0	(2)	(1)

FIRST-TIME HOMEBUYER STATUS

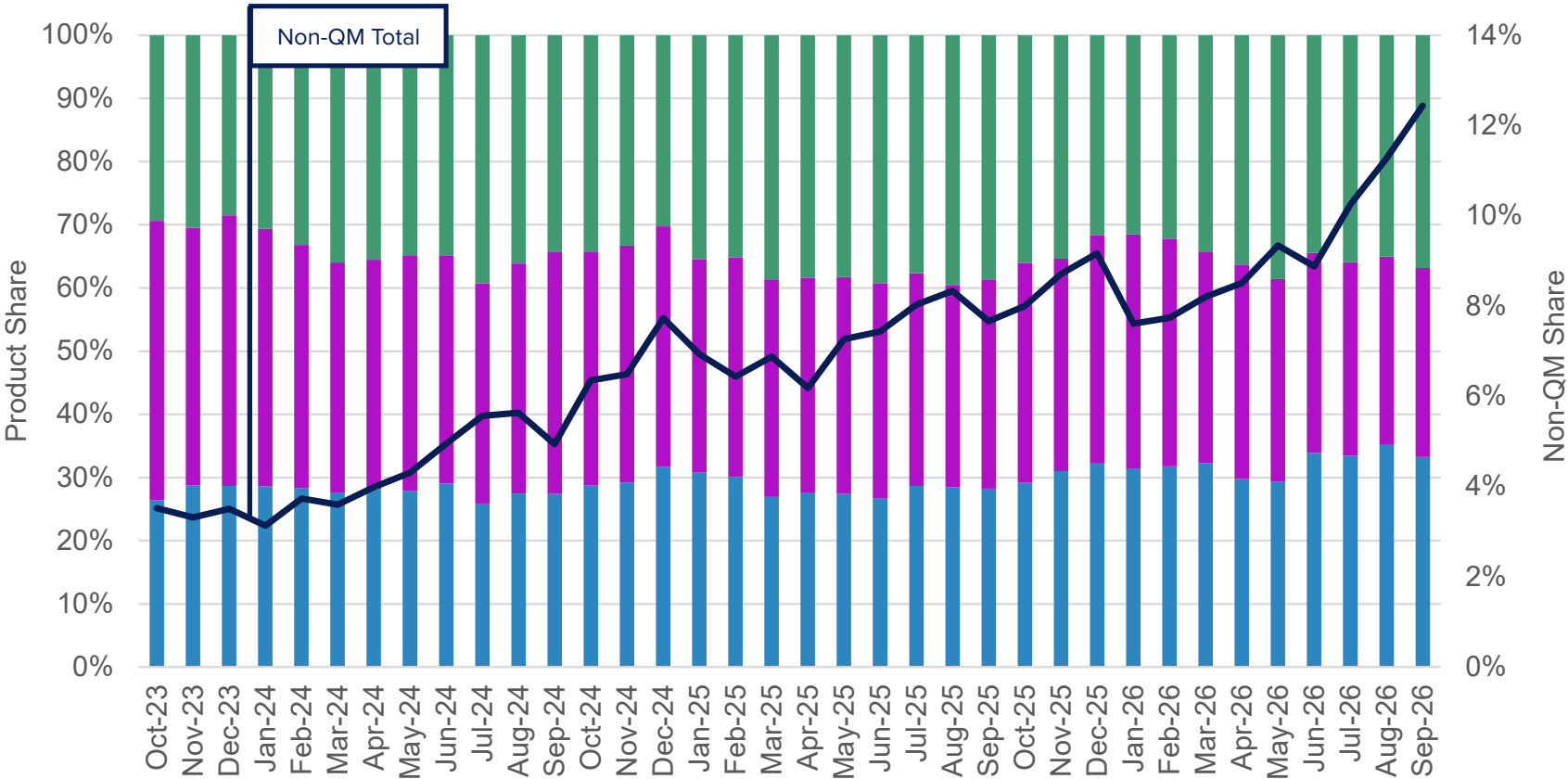
First-time homebuyers frequently take advantage of loan-level pricing adjustment (LLPA) relief and may qualify for lower rates.
This data is sourced from the [Optimal Blue PPE](#).



First-Time Homebuyer by Product		Current Ratio	1-Month Delta	3-Month Delta	12-Month Delta
	Conforming	44%	0%	(1%)	2%
	FHA	70%	0%	1%	1%
	VA	46%	0%	3%	(1%)

NON-QM LOAN PRODUCTS

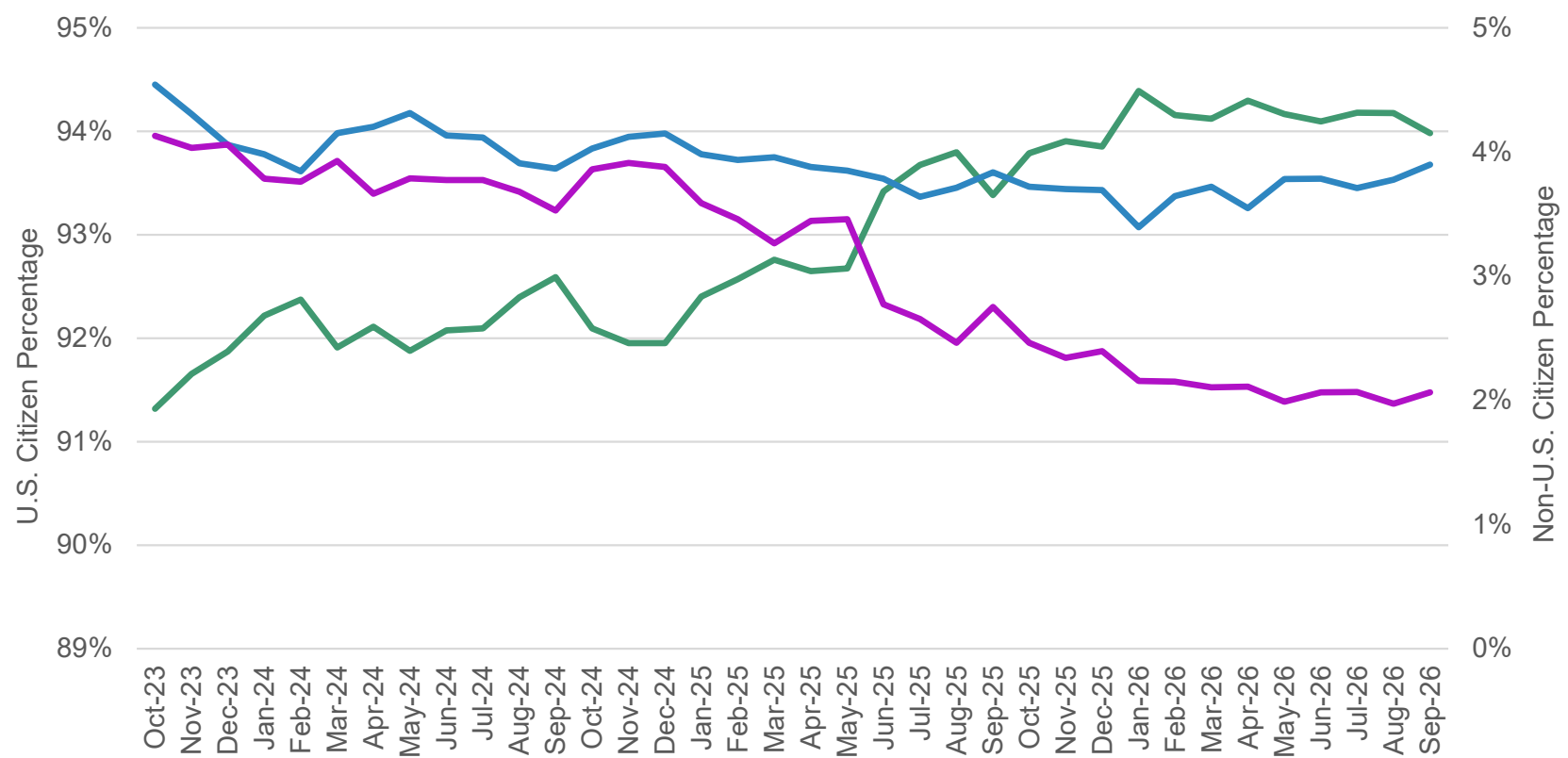
In contrast to agency-production loans, non-QM loans use different and/or more flexible criteria to verify borrower income. The categories below reflect ways lenders may verify income for borrowers who would not traditionally qualify for a conforming (i.e., QM) loan. This data is sourced from the Optimal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



Non-QM Market		Current Value	1-Month Delta	3-Month Delta	12-Month Delta
	Investor/DSCR	33.3%	(186 bps)	(62 bps)	504 bps
	Bank Statement	29.9%	10 bps	(177 bps)	(320 bps)
	All Other	36.8%	176 bps	238 bps	(184 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	94.0%	(20 bps)	(11 bps)	60 bps
	Perm. Resident	3.9%	12 bps	11 bps	6 bps
	Non-Perm. Resident	2.1%	9 bps	0 bps	(69 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%	-2.1%	\$397,309	6.777	731	80	82%	18%
1	New York-Newark-Jersey City, NY-NJ-PA	5.3%	1.0%	\$627,748	6.915	747	73	80%	20%
2	Chicago-Naperville-Elgin, IL-IN-WI	3.3%	-4.8%	\$369,234	7.019	738	80	85%	15%
3	Washington-Arlington-Alexandria, DC-VA-MD-WV	3.1%	7.1%	\$559,994	6.783	745	80	88%	12%
4	Los Angeles-Long Beach-Anaheim, CA	2.8%	-0.2%	\$846,640	6.865	751	69	67%	33%
5	Dallas-Fort Worth-Arlington, TX	2.7%	-10.6%	\$410,642	6.409	727	82	87%	13%
6	Phoenix-Mesa-Scottsdale, AZ	2.3%	-4.6%	\$464,461	6.302	731	82	85%	15%
7	Boston-Cambridge-Newton, MA-NH	2.3%	2.7%	\$596,491	6.890	749	74	84%	16%
8	Houston-The Woodlands-Sugar Land, TX	2.2%	-0.2%	\$347,626	6.257	720	84	87%	13%
9	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	2.0%	3.8%	\$393,621	6.895	738	77	86%	14%
10	Atlanta-Sandy Springs-Roswell, GA	1.8%	-7.9%	\$379,260	6.768	720	81	82%	18%

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%	-2.1%	\$397,309	6.777	731	80	82%	18%
11	Seattle-Tacoma-Bellevue, WA	1.7%	-4.4%	\$637,809	6.753	752	77	84%	16%
12	San Francisco-Oakland-Hayward, CA	1.7%	17.6%	\$978,255	6.825	760	70	77%	23%
13	Miami-Fort Lauderdale-West Palm Beach, FL	1.7%	-6.7%	\$570,352	6.783	733	76	76%	24%
14	Riverside-San Bernardino-Ontario, CA	1.5%	2.2%	\$502,145	6.469	721	81	81%	19%
15	Denver-Aurora-Lakewood, CO	1.5%	0.0%	\$510,137	6.521	738	79	85%	15%
16	Minneapolis-St. Paul-Bloomington, MN-WI	1.4%	-6.0%	\$393,245	6.913	749	81	89%	11%
17	Charlotte-Concord-Gastonia, NC-SC	1.2%	-3.6%	\$390,284	6.680	735	81	82%	18%
18	Austin-Round Rock, TX	1.2%	3.2%	\$428,721	6.146	737	82	87%	13%
19	Baltimore-Columbia-Towson, MD	1.2%	8.0%	\$432,719	6.920	736	82	87%	13%
20	Tampa-St. Petersburg-Clearwater, FL	1.2%	-2.8%	\$392,062	6.563	729	82	87%	13%

SECTION II

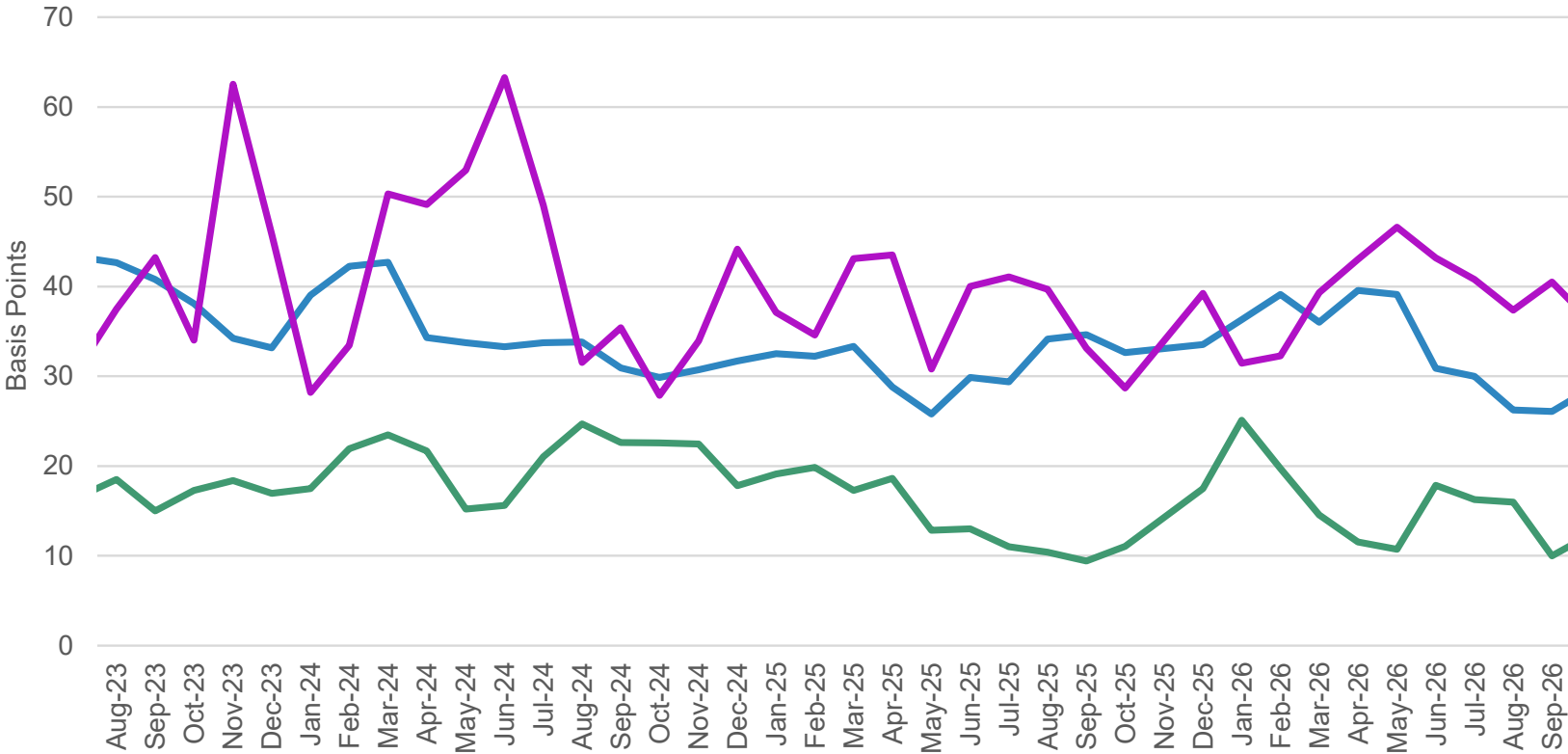
SECONDARY MARKET DATA

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

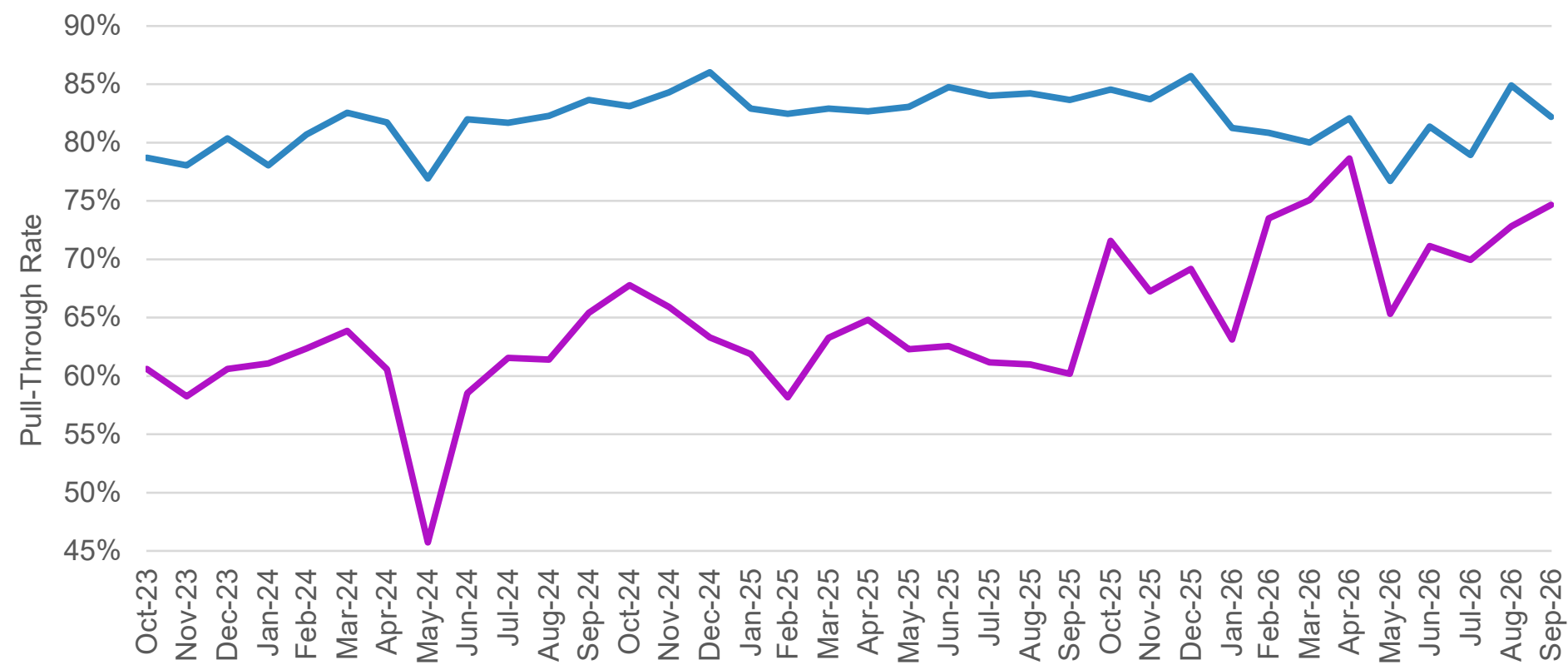
A lender will typically see greater yields by selling loans via mandatory delivery or participating in the secondary market, while best efforts delivery carries less risk. This data is sourced from the [CompassEdge](#) hedging and loan trading platform.



Best Efforts vs. Mandatory		Current Spread	1-Month Delta	3-Month Delta	12-Month Delta
	30-Year Conforming	26 bps	0 bps	(5 bps)	(9 bps)
	15-Year Conforming	41 bps	3 bps	(3 bps)	1 bp
	30-Year Government	10 bps	(6 bps)	(8 bps)	0 bps

LOAN PULL-THROUGH

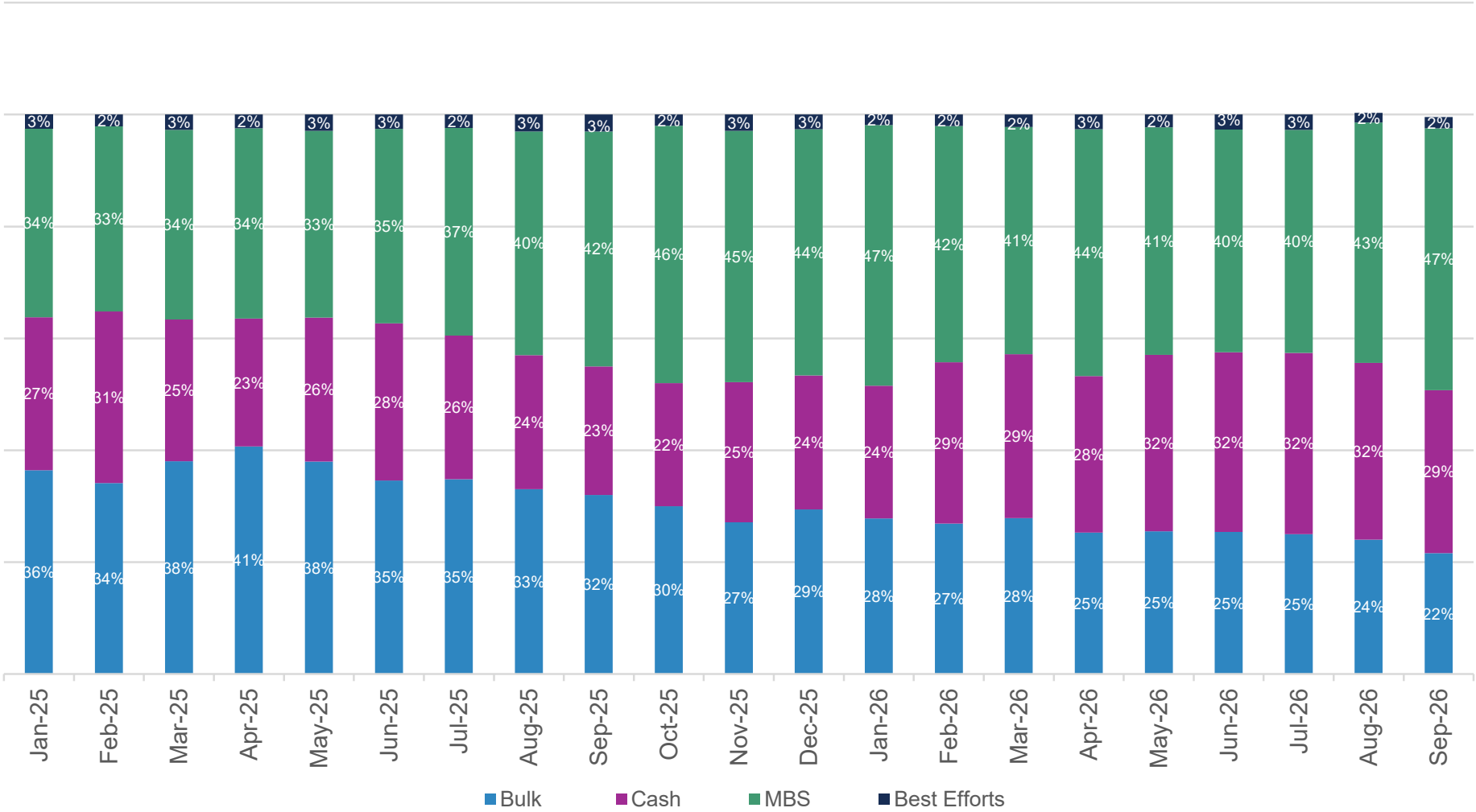
Pull-through indicates the percentage of loans locked that successfully close and fund, which is a measure of how effectively a mortgage lender converts loan applications into closed loans. Lower pull-through typically indicates greater cost for an originator, and thus, the need to compensate by increasing 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	82.2%	(270 bps)	86 bps	(143 bps)
	Refinance Pull-Through	74.6%	181 bps	352 bps	1447 bps

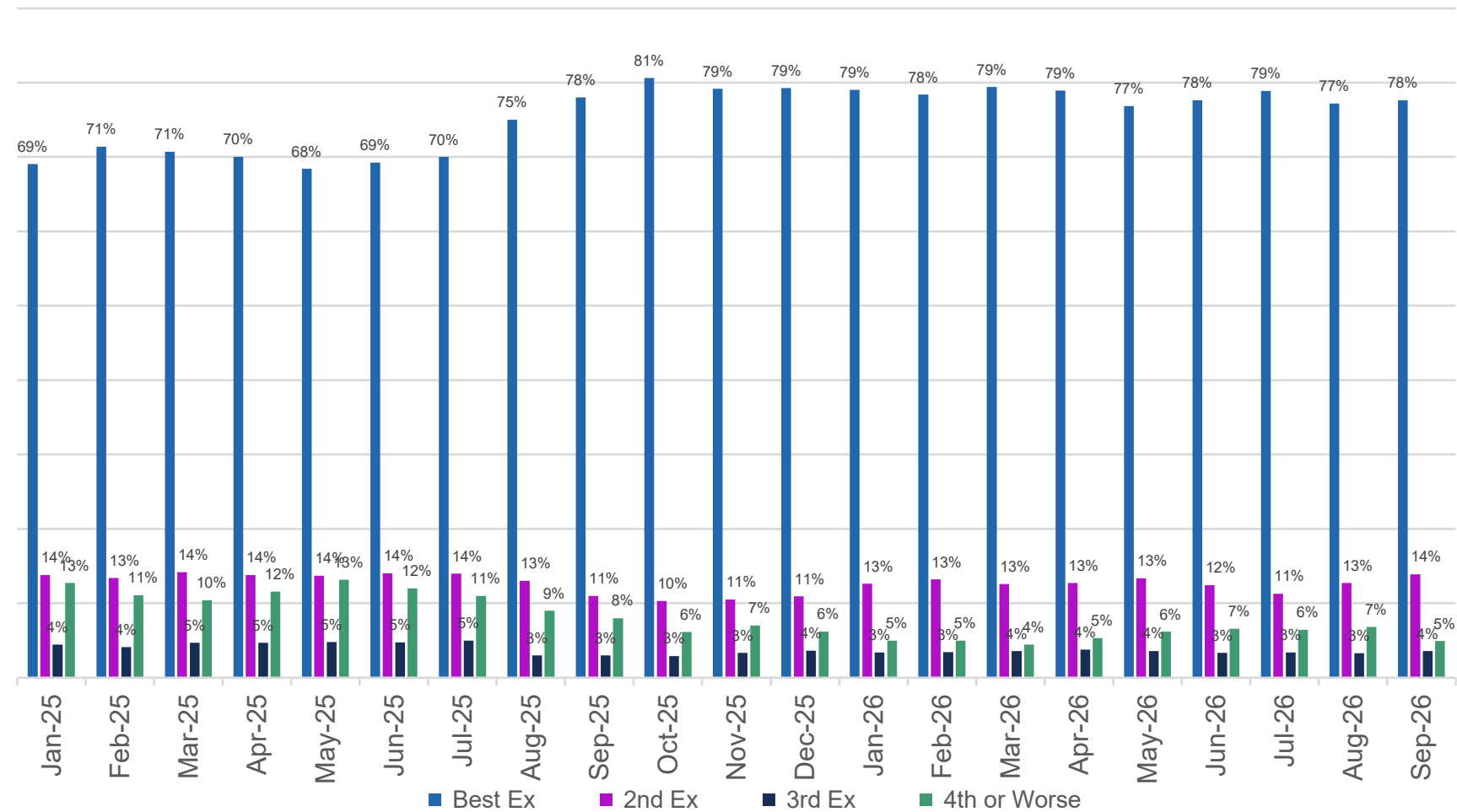
HEDGED LOAN SALE STATISTICS

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.



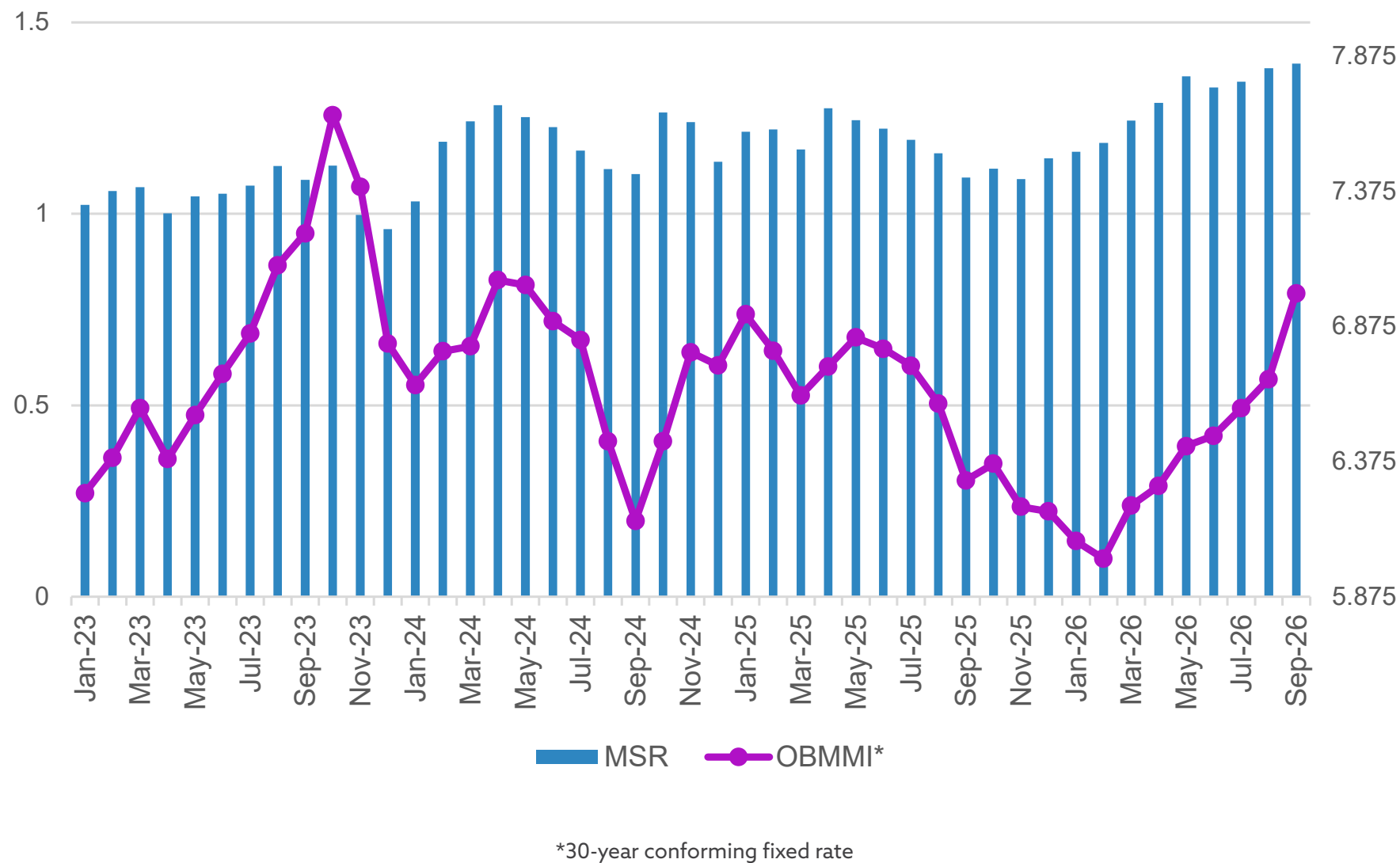
LOAN SALE BY PRICE

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.



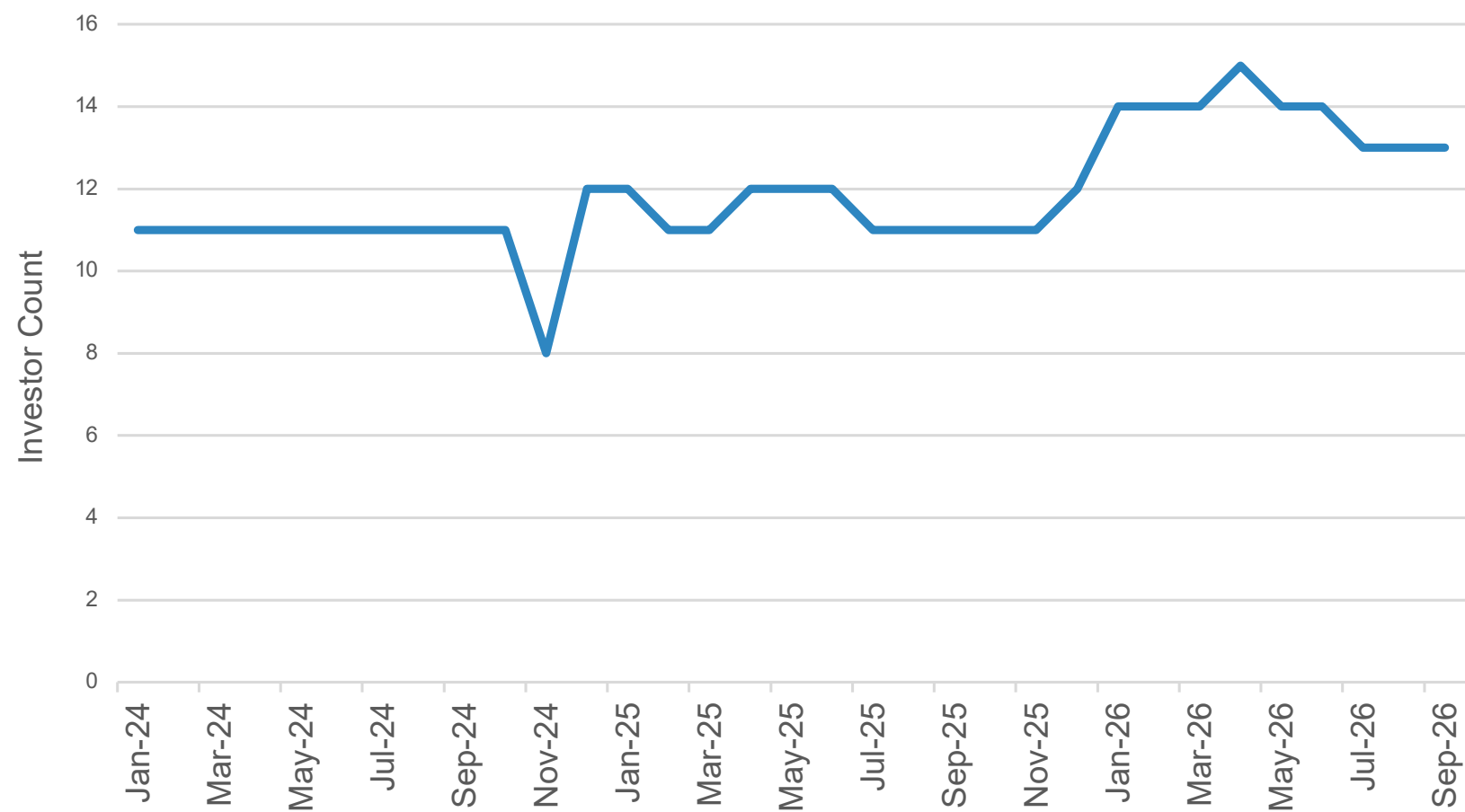
SERVICING RIGHTS & MARKET RATE INDICES

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.



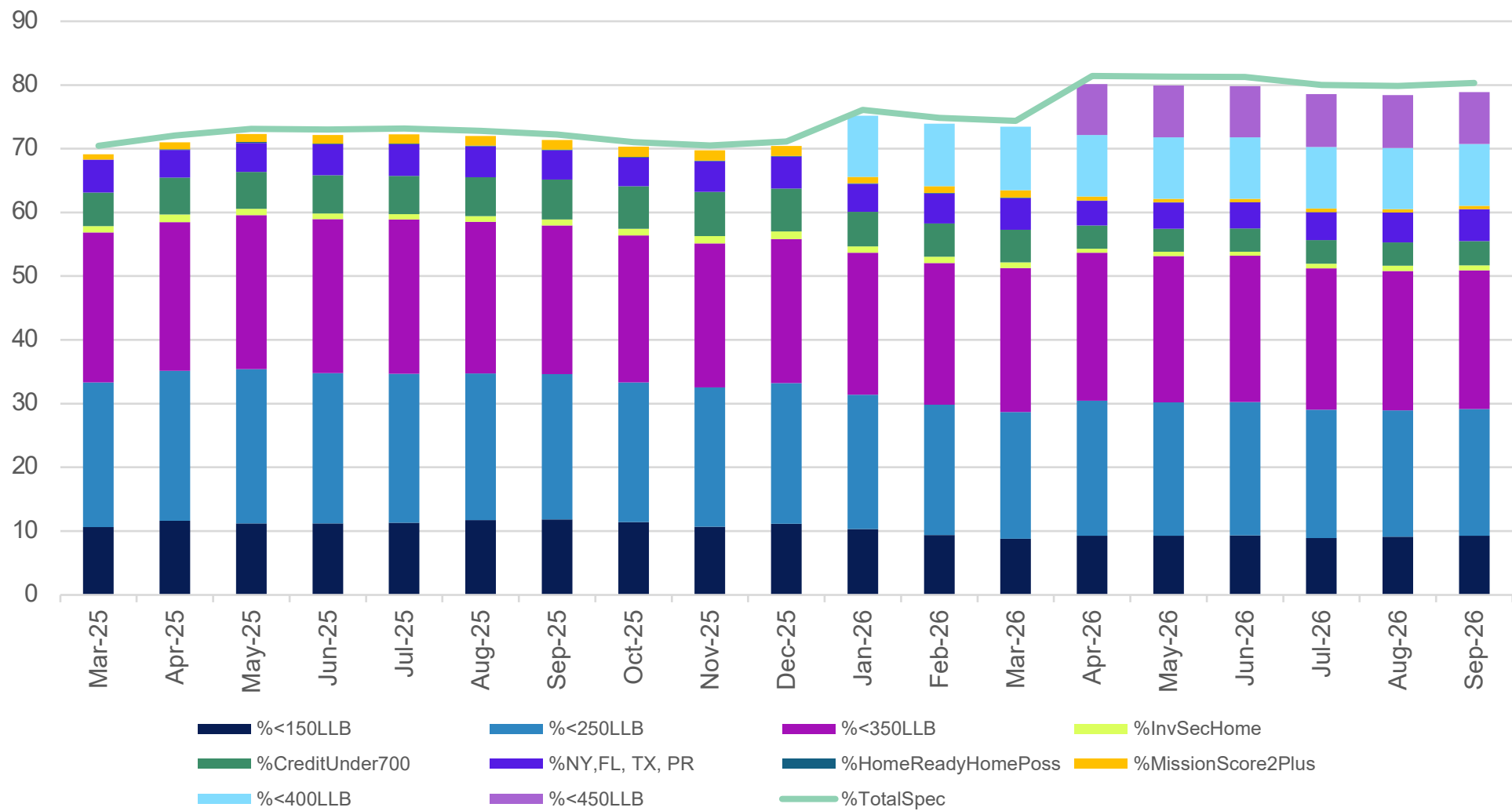
AVERAGE INVESTOR COUNT AT LOAN SALE

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.



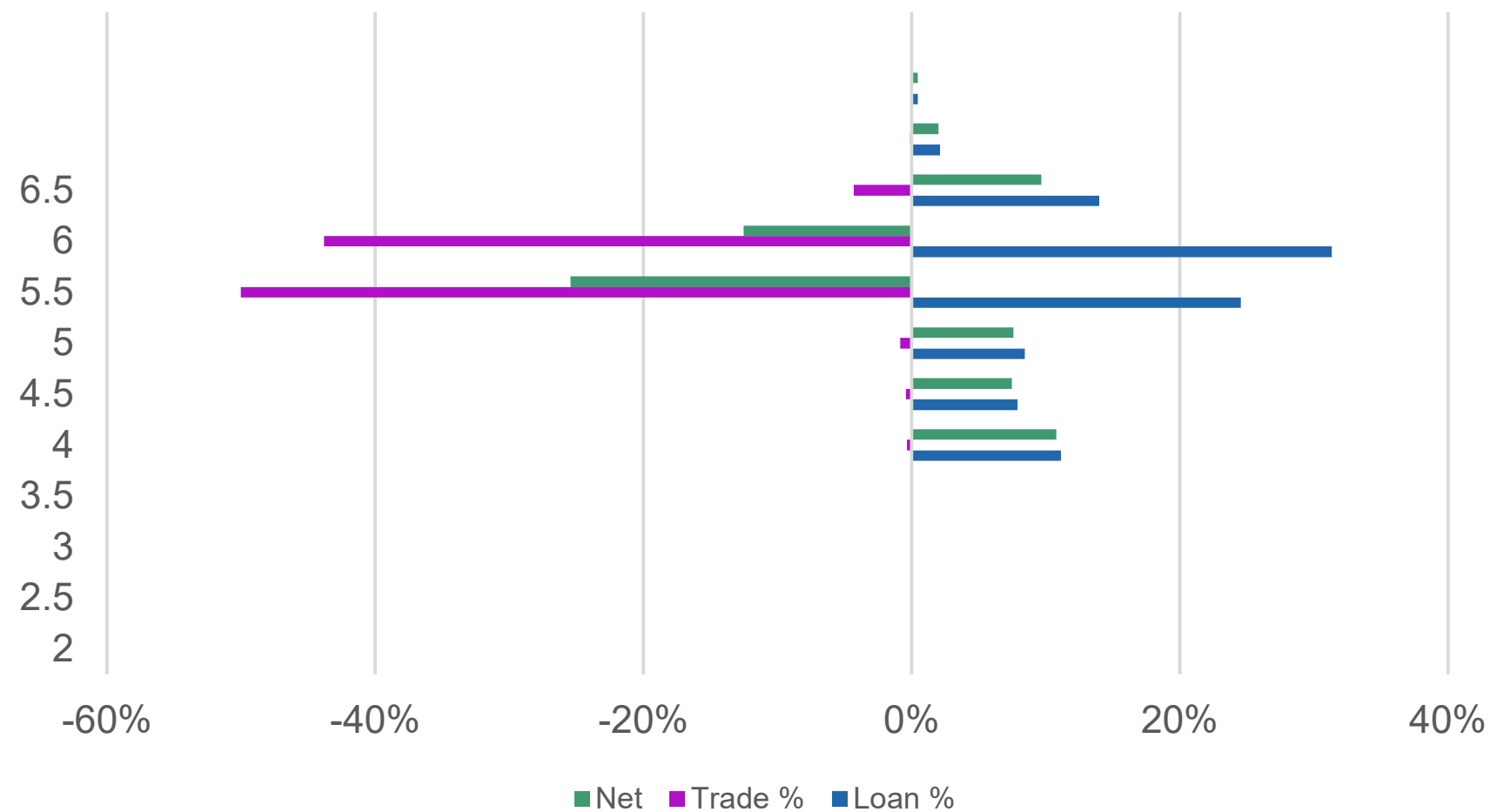
SPEC-ELIGIBLE PIPELINE SHARE

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.



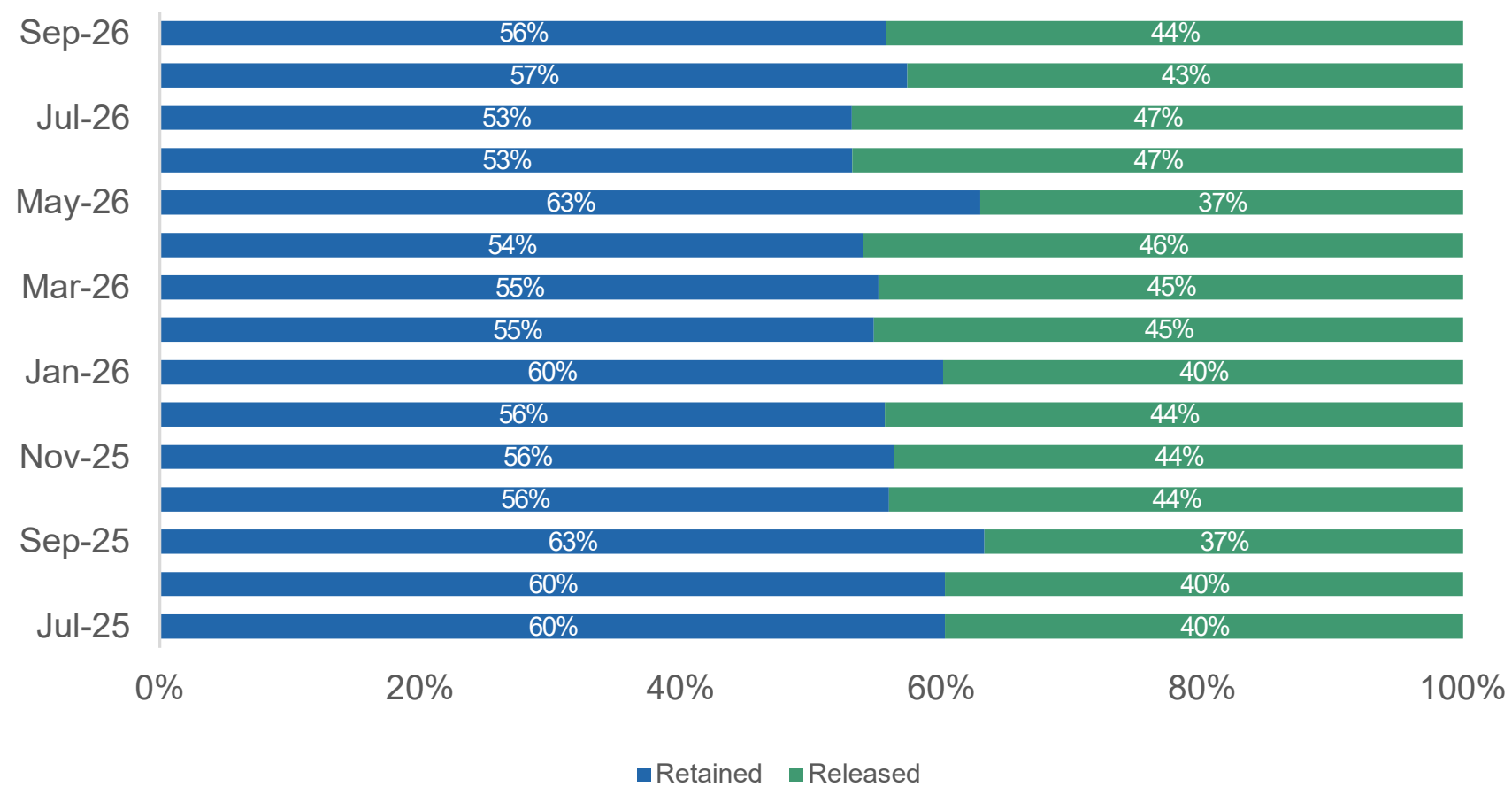
LOAN PIPELINE VS. HEDGE ALIGNMENT

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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