

BENCHMARK

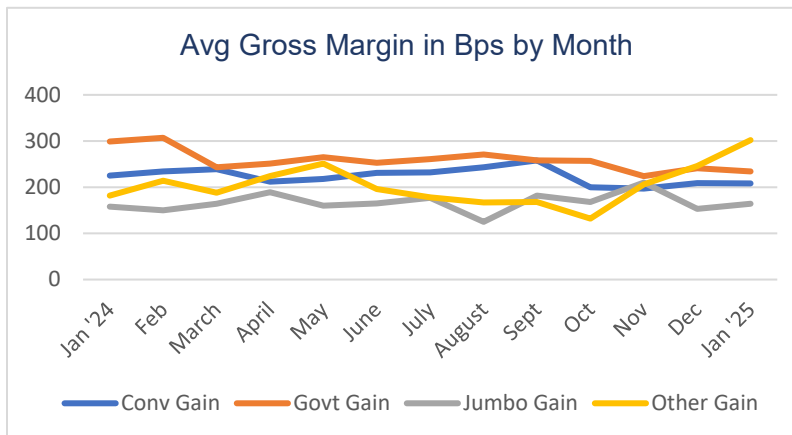
**TMC BENCHMARK
JANUARY 2025**
DATA: **Jumbo
Loans Surge
During Seasonal
Slowdown.**

OVERVIEW

The TMC Network experienced a decline in gross margin and sold loans for both Conv and Govt categories, alongside a seasonal dip in applications. Despite this, high production levels demonstrate the resilience of TMC lenders in navigating market challenges.

Jumbo loans were the only category to grow, driving growth both month-over-month and year-over-year. Fewer loans closed in January than in December, reflecting an expected seasonal slowdown. Application volume continues to decline, but lenders are maintaining momentum through strong conversions.

GROSS MARGIN

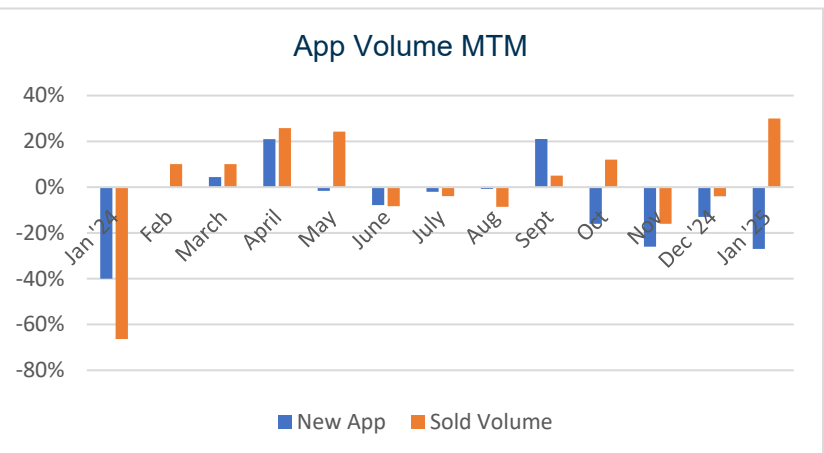


Conventional gain dipped to an average of 208 bps in January from 209 bps in December – **Government gains** decreased month over month from 241 bps to 234 bps.

Jumbo margins increased 11 bps to an average of 164 in January. **Other gain** rose to 302 bps – the highest it's been in 8 months.

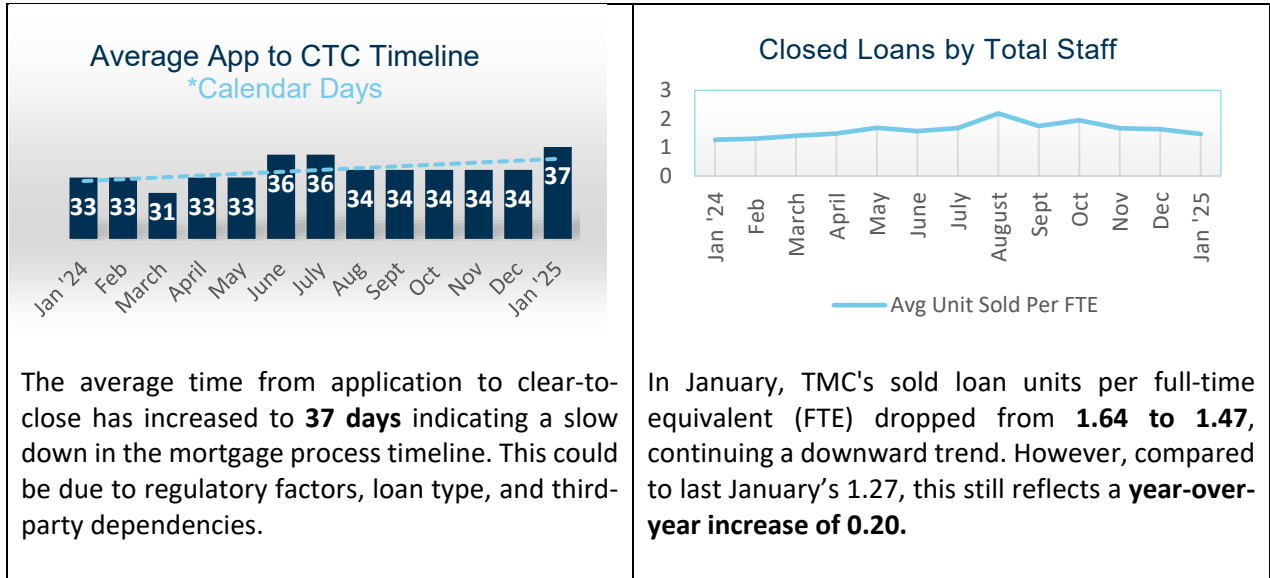
APPLICATION MOVEMENT

TMC lender members are outperforming industry trends, with a **30% increase in sold loan volume despite a 27% drop in new applications**. This suggests strong loan conversions and efficient pipeline management. While applications are down, **lenders are maintaining high production levels**, likely due to strategic pricing, borrower retention, and market conditions.

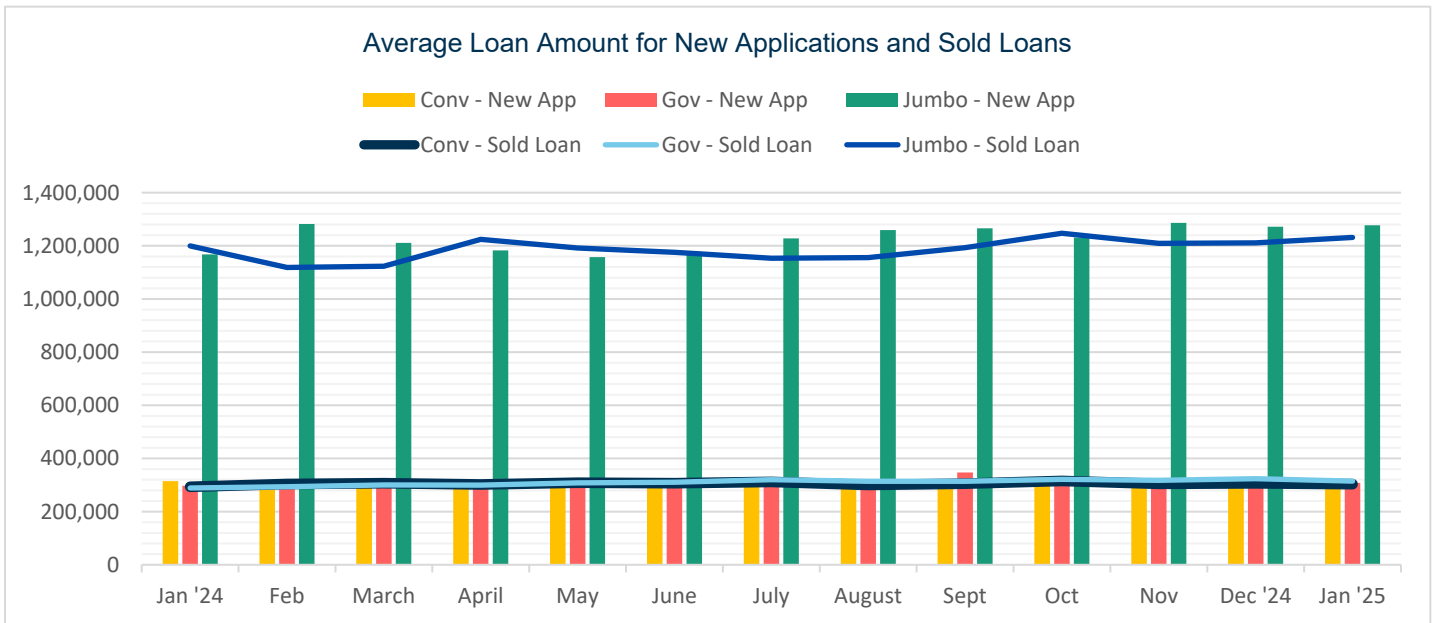


*If you want other data or have questions, please contact your Member Benefits Advocate.

OPERATIONAL EFFICIENCY



AVERAGE LOAN AMOUNT



Month-over-Month Trends: Sold loan amounts dropped for Conventional (-\$2,968) and Government (-\$8,813) but rose for Jumbo (+\$20,395). Applications increased across all categories, signaling potential future growth. **Year-over-Year Trends:** Jumbo loans surged by \$1M+, while Conventional (+\$9,997) and Government (+\$10,727) loans also grew. Government and Jumbo application amounts rose, but Conventional applications fell by \$9,848.

Summary: Jumbo loans are driving growth, while Conventional loans show mixed performance. Despite lower sold loan amounts in January, rising applications suggest a stronger pipeline ahead.

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