



APRIL 2026



PEEK INSIDE:

The spring market opens in weeks. Cycle times, staffing models, and secondary execution strategies need to be locked in now, not in April.

From The Editor

April gave us a strong look at what happens when spring volume meets operational readiness.

Across TMC Insights, productivity remained near record levels at 2.78 funded loans per FTE, while cycle times held at 31.9 days. We are also seeing stronger pipeline conversion, with the credit pull to fund ratio improving to 3.1x. Those numbers tell me our members are finding ways to move more business through their organizations efficiently.

The purchase market is a big part of that story. Purchase loans represented 76.3% of funded units in April, our highest concentration of 2026. That puts participating members above the roughly 70% purchase share projected for the broader market this year. Strong relationships with realtors, builders, and borrowers continue to matter as lenders compete for spring and summer business.

I am especially encouraged by what we are seeing operationally. Earlier this year, we talked about the need to bring cycle times down as pipelines began to grow. We are now at 31.9 days, and 16% of participating members are already operating below 25 days. There is still room to improve, particularly for organizations above 35 days, and the data gives every member a clearer view of where they stand.

That visibility matters when the economics of originating a loan remain challenging. Industry cost data still shows origination costs above \$10,000 per loan. April's productivity demonstrates how much capacity already exists within our organizations. Headcount increased by only 70 from March while members continued to absorb strong spring volume.

This is exactly why we are building TMC Insights. Shared data gives our Lender Members an opportunity to understand their own performance in context. You can see where your organization is leading, where there is room to improve, and where peers are finding efficiencies worth learning from.

As we move toward summer, I want us to keep asking what the data is telling us. April gave us encouraging evidence that the work happening around staffing, technology, pipeline management, and process is producing results. Now we have an opportunity to build on them.

Thank you to every member contributing data and perspective to TMC Insights. The more we participate, the more useful this becomes for everyone.



JODI HALL | PRESIDENT & CEO



The spring market delivered. The question now is execution through summer: sustain the cycle time gains, protect the purchase mix, and lock in operational discipline before rate volatility creates margin pressure.

April 2026 marks the strongest monthly performance so far this year across nearly every metric. Volume is up, productivity has surged, and cycle times are finally improving. The spring purchase market delivered.

- Cycle times improved to 31.9 days average, the best reading since early 2025 and a meaningful 2.9-day drop from the February plateau. This is the directional progress the group needed.
- Productivity surged to 2.78 units per FTE, the highest reading in the dataset, confirming the spring volume surge is flowing through operations effectively.
- Purchase mix jumped to 76.3%, the highest purchase concentration in 2026, confirming strong spring execution across the member group.
- The credit pull-to-fund ratio improved to 3.1x from the persistent 4.2x of January and February, a meaningful gain in pipeline conversion efficiency heading into summer.
- The MBA reported cost-to-originate peaked at \$12,579 per loan in Q1 2025 and averaged \$10,965 in Q2 2025. Freddie Mac placed Q1 2025 retail costs even higher at \$13,400. These figures are a direct call to action on productivity and automation investment.
- With origination costs still elevated, the productivity gains in April must be maintained through Q2. Two strong spring months do not restructure a cost base.

App-to-CTC Cycle Time (avg)	31.9 days, down from 34.8 in February
Funded Loans per FTE	2.78 units, strong spring recovery
Average Funded Loan Amount	\$360,327
Total Funded Volume	76.3% purchase / 23.7% refi
Purchase Mix	\$12,579 per loan
Conventional Gain-on-Sale	\$10,965 per loan
Government Gain-on-Sale	\$13,400 per loan
Cost-to-Originate (industry)	~6.09% (reporting members)
Average Interest Rate	3.1x, improved pipeline conversion
Credit Pull-to-Fund Ratio	31.9 days, down from 34.8 in February

Application-to-Clear-to-Close Cycle Time

April cycle times averaged 31.9 days, the best reading in the dataset since early 2025 and a meaningful 2.9-day improvement from the 34.8-day plateau that persisted through January and February.

This is the directional inflection the group has needed. Lower cycle times in a higher-volume spring month is the correct operating pattern. It suggests automation and process investments are beginning to deliver measurable results.

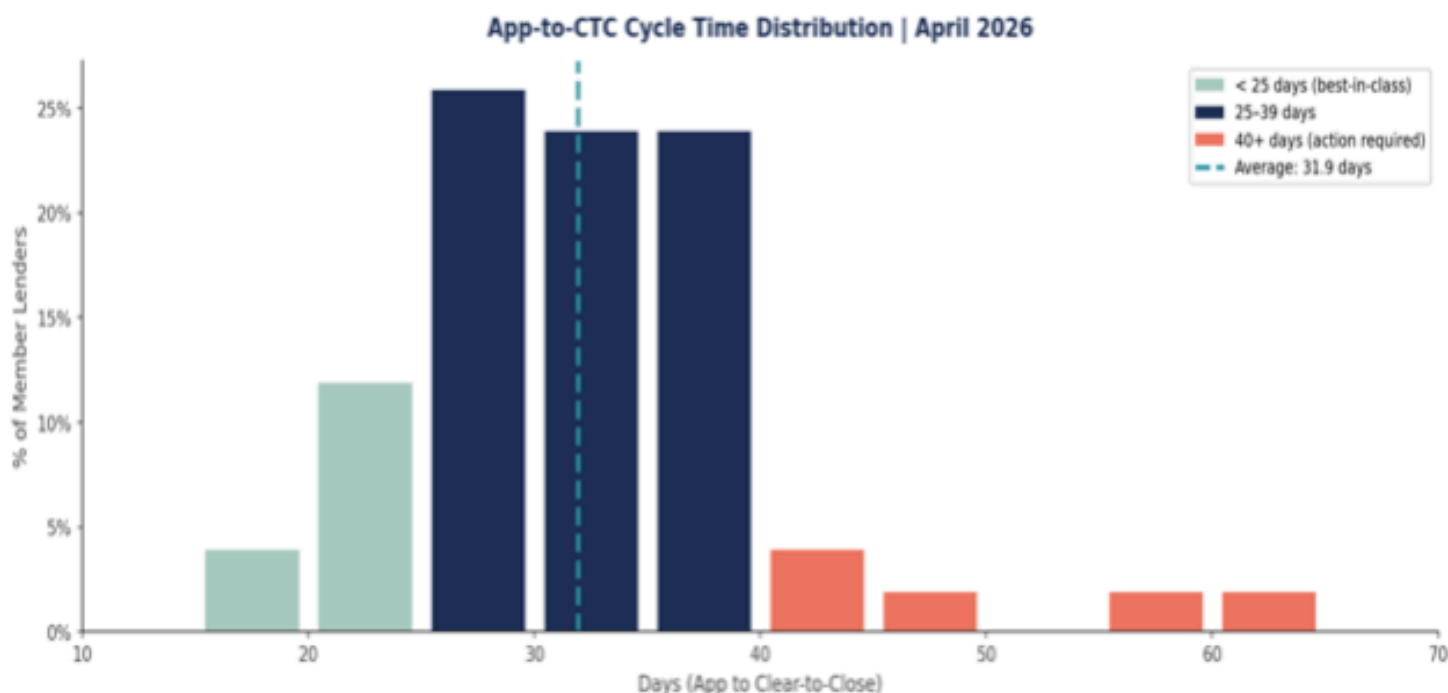
The distribution remains bifurcated. Best performers close in 16 to 23 days while laggards still run 49 to 63 days. That gap represents a structural competitive disadvantage. Members in the 40-plus day bucket should not take comfort in the group average improvement. They are falling further behind.

The target remains sub-30 days. With 16% of members already below 25 days, the ceiling is proven. Every member above 35 days in May needs a documented cycle time reduction plan.

- April 2026 average: 31.9 days (median: 30.5)
- February 2026: 34.8 days, plateau broken
- Best-in-class: 16 to 23 days
- Underperformers: 49 to 63 days, act now
- 16.0% of members below 25 days | 10.0% of members above 40 days

Industry target: 25 to 28 days. Members above 40 days must make CTC reduction a top-two Q2 priority.

Figure 1 — App-to-CTC Cycle Time Distribution: April 2026



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

Funded Loans per FTE (Productivity)

April productivity surged to 2.78 units per FTE, the highest reading in the 16-month dataset and a dramatic reversal from the 1.91 to 1.92 range that characterized January and February.

The spring volume surge is moving through the operational stack efficiently. With headcount growing only modestly from March's 4,780 to 4,850 in April, the group demonstrated the scale leverage required to offset elevated origination costs.

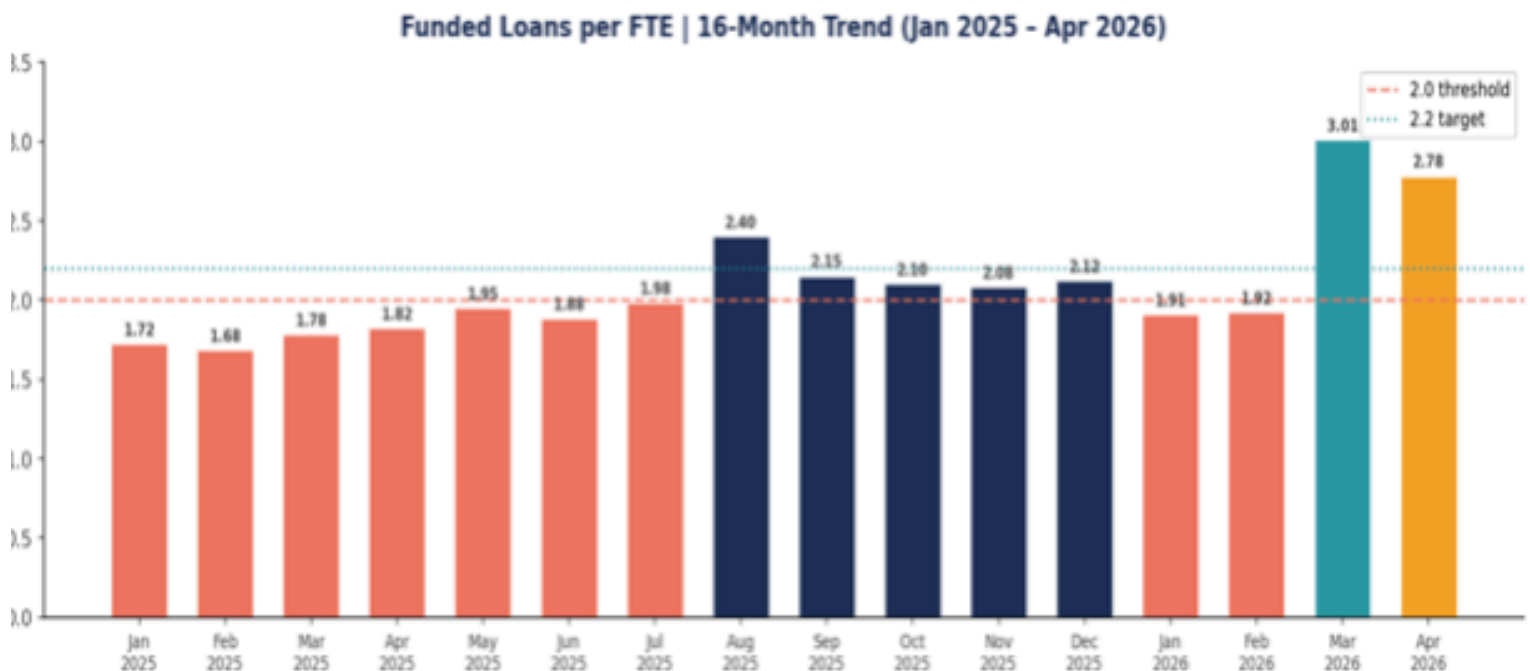
The MBA reported Q1 2025 cost-to-originate at \$12,579 per loan, declining to \$10,965 in Q2 2025 as spring volume picked up. Freddie Mac's retail-only data placed Q1 2025 costs at \$13,400. The pattern is clear: productivity and volume are the primary levers on per-loan cost. Sustaining 2.5-plus units per FTE through Q2 is not optional.

Any mid-year headcount additions must be tied to throughput projections. Lean staffing through the spring peak is how margin is protected.

- 16-month average: ~2.05 units per FTE
- August 2025 prior peak: 2.40 per FTE
- March 2026: 3.01 per FTE
- April 2026: 2.78 per FTE, near-record performance
- MBA Q1 2025 cost-to-originate: \$12,579 per loan
- MBA Q2 2025 cost-to-originate: \$10,965 per loan

Target: 2.5-plus units per FTE sustained through Q2. May and June will confirm whether this is structural improvement or a one-month spring spike.

Figure 2 — Funded Loans per FTE: 16-Month Trend (Jan 2025 – Apr 2026)



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Average Loan Amount & Product Mix

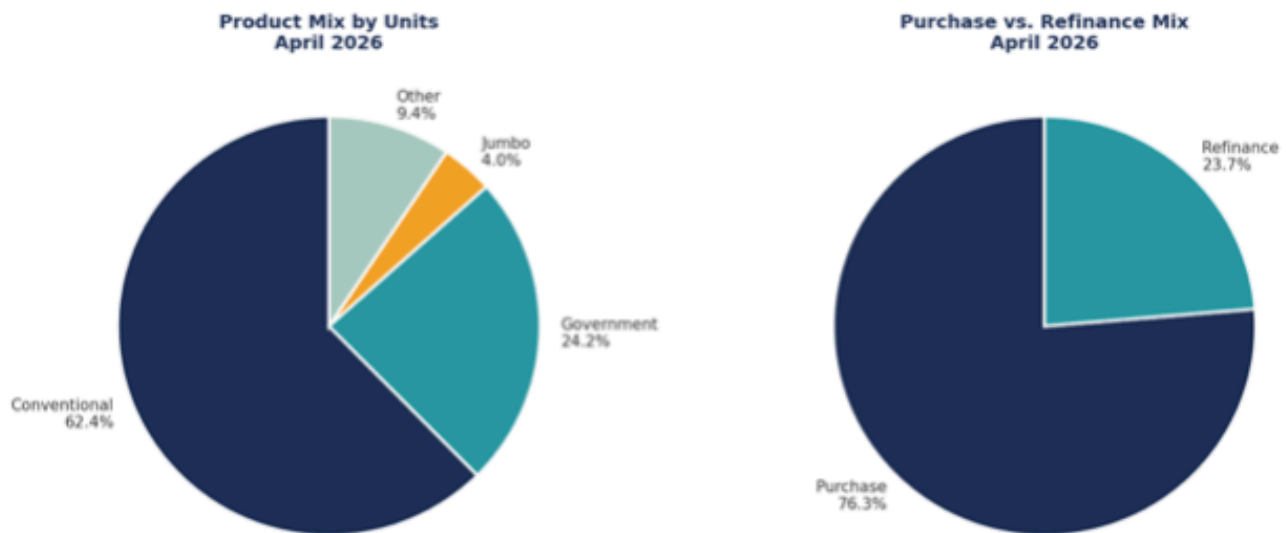
The April 2026 average funded loan amount came in at **\$360,327**, a **solid increase from March** reflecting **spring home price strength and a heavier purchase mix at the higher end of the price curve.**

Conventional loans dominated the funded mix at 62.4% of units. Jumbo activity at 4.0% contributed disproportionate volume, consistent with elevated home prices in premium markets. Government remained steady at 24.2%, reflecting FHA and VA purchase demand that characterizes a strong spring market.

The national median home price continues to hold above \$400,000, supporting average loan sizes. The 76.3% purchase mix is the highest concentration in 2026 and reflects strong execution on spring purchase demand across the member group.

- Average funded loan: \$360,327
- Conventional: 62.4% of funded units
- Government: 24.2% of funded units
- Jumbo: 4.0% of funded units
- Other: 9.4% of funded units
- Purchase: 76.3% | Refinance: 23.7%

Figure 3 — Funded Loan Product Mix and Purchase/Refi: April 2026



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New Application Volume

Application volume rose substantially in April, confirming that the spring demand wave has fully materialized across the member pipeline.

Conventional represented 60.9% of new applications, government came in at 25.7%, jumbo at 4.1%, and other at 9.3%. The distribution reflects a purchase-heavy spring market with government product holding a healthy share of first-time buyer activity.

The credit pull-to-fund ratio improved significantly to 3.1x, down from the persistent 4.2x of January and February. This efficiency gain reduces hidden cost drag and signals improved pre-qualification discipline across the group.

Pipeline conversion discipline must be maintained through summer. The 3.1x ratio should be the new operational ceiling, not a temporary spring effect.

- Conventional: 60.9% of new applications
- Government: 25.7% of new applications
- Jumbo: 4.1% of new applications
- Other: 9.3% of new applications
- Credit pull-to-fund ratio: 3.1x, best of 2026

Pipeline discipline is working. Hold pre-qualification standards through the summer market to protect this conversion improvement.

Purchase vs. Refinance Mix

April's 76.3% purchase mix is the highest concentration in 2026 and a meaningful step up from March's 67.6%. This reflects strong spring purchase execution and confirms the member group is well positioned in the purchase market relative to the broader industry.

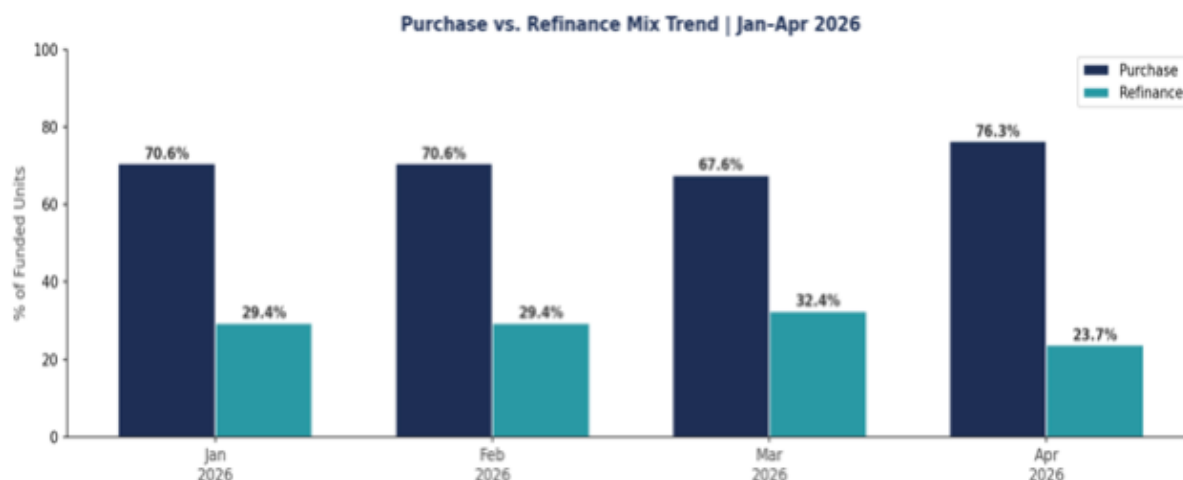
With 30-year fixed rates in the 6.5 to 7.0% range nationally, the refinance component is sustained primarily by cash-out transactions where strong home equity positions justify the exercise, and by borrowers who originated above 7.5% in 2023 and 2024.

The MBA projects purchase at approximately 70% of 2026 total originations. This group is running well above that benchmark. Members with strong realtor and builder relationships are capturing the purchase premium that defines margin in this rate environment.

Members below 70% purchase mix in April should examine LO referral activity and builder pipeline depth now. The summer market will sustain this purchase-heavy composition, and competitive position is established in Q2.

- Purchase: 76.3% of funded units
- Refinance: 23.7% of funded units
- March 2026: 67.6% purchase
- January and February 2026: 70.6% purchase
- MBA 2026 forecast: purchase approximately 70% of market
- Rate-and-term refi limited at current rate levels
- Cash-out refi sustained by strong home equity

Members below 70% purchase mix: review LO activity and referral pipeline immediately.



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

Staffing & Compensation

Total combined staff measured 4,850 across loan officer, processor, underwriter, closer, and support categories. Headcount grew by only 70 from March's 4,780, the correct posture when spring volume is absorbing existing capacity.

Average LO commission came in at 85 basis points, a slight reduction from the 87 BPS reported in January and February. Underwriter compensation edged up to \$95,244, reflecting continued talent competition from non-bank and fintech lenders.

The MBA cost-to-originate data makes the case plainly. Costs peaked at \$12,579 per loan in Q1 2025 when volume was low and staff was oversized relative to throughput. Freddie Mac placed retail costs even higher at \$13,400 that quarter. Productivity is the primary defense. Model the summer break-even now before the seasonal slowdown arrives.

- Total staff (LO, PR, UW, CL, SS): 4,850
- Units per FTE: 2.78
- Average LO commission: 85 BPS
- Average processor salary: \$59,788 per year
- Average underwriter salary: \$95,244 per year
- Average closer salary: \$60,605 per year

Model your summer break-even volume per FTE before adding headcount. The spring peak does not last. Plan the staffing ramp-down now.

Technology & Operational Costs

The April cycle time improvement to 31.9 days is the clearest signal yet that technology investments are beginning to deliver measurable results. Members running below 25 days are doing so with disciplined, automated stacks. The correlation between technology ROI and CTC performance is not coincidental.

Freddie Mac's 2025 Cost to Originate study found that lenders maximizing digital automation through LPA saved approximately \$1,700 per loan, reducing their cost basis by roughly 13% relative to the industry average. That gap compounds across a full year of production.

The 3.1x pull-to-fund ratio improvement in April suggests pre-qualification and early pipeline tools are working better across the group. Every unconverted credit pull is a hidden cost at \$10,000-plus per funded loan. Reducing pull-to-fund from 4.2x to 3.1x is not a minor operational footnote.

Members should benchmark their combined LOS, CRM, and POS cost per funded loan against the peer group and identify where they are over- or under-invested relative to their cycle time performance.

- MBA Q1 2025 cost-to-originate: \$12,579 per loan
- MBA Q2 2025 cost-to-originate: \$10,965 per loan
- Freddie Mac Q1 2025 retail estimate: \$13,400 per loan
- Technology ROI measured via:
 - Cycle time reduction (April: 31.9 days)
 - Pull-through rate improvement (3.1x ratio)
 - Funded units per FTE increase (2.78 units)

April's performance shows what disciplined staffing, spring volume, and automated process can deliver together. Build on it.

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