



# QUARTERLY MORTGAGE BANKERS PERFORMANCE REPORT | Q1 2021

**REVENUE, COST AND  
VOLUME STATISTICS FOR  
NON-DEPOSITORY INSTITUTIONS**

**YOUR FIRM ANALYSIS REPORT**

**SINGLE-USER PRODUCT**

Copying or other redistribution of any MBA research publication — in whole or in part — violates U.S. copyright law as well as any applicable MBA terms of use. Activities that are not permitted without MBA's advance permission include photocopying, faxing, excerpting, forwarding electronically and sharing of online access. Multi-user licenses are also available. Contact [MBAResearch@mba.org](mailto:MBAResearch@mba.org) for more information.

© 2021 Mortgage Bankers Association (MBA). All rights reserved, except as explicitly granted.  
1919 M Street NW, 5th Floor, Washington, DC 20036 | (202) 557-2700

This data is provided by MBA solely for use as a reference. No part of the survey or data may be reproduced, stored in a retrieval system, transmitted or redistributed in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without MBA's prior written consent.

**Disclaimer**

Although the MBA takes great care in producing this and all related data products, the MBA does not guarantee that the information is accurate, current or suitable for any particular purpose. The referenced data are provided on an "as is" basis, with no warranties of any kind whatsoever, either express or implied, including, but not limited to, any warranties of title or accuracy or any implied warranties of merchantability or fitness for a particular purpose. Use of the data is at the user's sole risk. In no event will MBA be liable for any damages whatsoever arising out of or related to the data, including, but not limited to direct, indirect, incidental, special, consequential or punitive damages, whether under a contract, tort or any other theory of liability, even if MBA is aware of the possibility of such damages.

REVENUE, COST AND VOLUME STATISTICS FOR NON-DEPOSITORY INSTITUTIONS

# QUARTERLY **MORTGAGE** **PERFORMANCE REPORT** Q1 2021

YOUR FIRM ANALYSIS REPORT

**MBA**<sup>®</sup>

---

MORTGAGE BANKERS ASSOCIATION

# QUARTERLY MORTGAGE BANKERS PERFORMANCE REPORT

The Mortgage Bankers Association (MBA) is pleased to present the next report in a quarterly series on the revenues and expenses associated with the origination and servicing of one-to-four-unit residential mortgage loans. This report offers a variety of performance metrics on the mortgage banking industry and is intended as a financial and operational benchmark for independent mortgage companies and subsidiaries of banks, thrifts and non-depository institutions.

In addition to revenue and expense data, the report includes detailed information on production and servicing volume mixes by product type, as well as employee productivity. An overall net income summary and balance sheet profile are also part of the report. Some notes to keep in mind:

- The underlying company data are derived from the *Quarterly Mortgage Bankers Financial Reporting WebMB Form (MBFRF)*, through a joint agreement with MBA, Fannie Mae, Freddie Mac and Ginnie Mae. Independent mortgage companies are required to submit quarterly MBFRF data to the agencies and have the option of releasing their data to MBA for use in aggregate industry statistics.
- MBA produces five MBFRF publications per year: four quarterly reports and one annual summary report. These reports may be purchased as a one-year subscription of all four quarterly publications (*the Quarterly Mortgage Bankers Performance Reports*), which includes the *Annual Mortgage Bankers Performance Report*, free of additional charge. Alternatively, the *Annual Report* may be purchased as a stand-alone product.

- MBA member companies who release MBFRF data to MBA on a quarterly basis are also eligible to receive their individual company benchmarks in the same format as the quarterly reports at no additional charge. This product, called the “Your Firm Analysis” report, is available exclusively to MBA members.
- The reports incorporate both production-only and servicing-only companies, as well as companies in both production and servicing.
- The results (such as cost per loan, servicing revenues in basis points, etc.) are based on simple averages. In other words, companies with more originations or servicing volume are not given more weight in the calculations. All companies in the sample are given the same weight so that the results reflect a typical lender.
- The production results are broken out into peer groups based on originations levels, company type and production channel (retail originations only versus wholesale). This way, retail channel-only companies are able to compare themselves to other retail channel-only companies of similar volume.

MBA follows the general timeline below for the release of the *Quarterly Mortgage Bankers Performance Report and Annual Mortgage Bankers Performance Report*:

**1st Quarter:** June | **2nd Quarter:** September  
**3rd Quarter:** December | **4th Quarter:** April | **Annual:** June

On behalf of MBA, we wish to thank those mortgage banking companies that released their data to us. Please do not hesitate to contact us at [mbaresearch@mba.org](mailto:mbaresearch@mba.org) or visit [mba.org/research](http://mba.org/research) for more information.



**Michael Fratantoni, Ph.D.**  
Senior Vice President and Chief Economist  
Mortgage Bankers Association



**Marina Walsh, CMB**  
Vice President, Industry Analysis | Research and Economics  
Mortgage Bankers Association

# TABLE OF CONTENTS

## HIGHLIGHTS

A. Select Highlights from the Quarter . . . . .	1
---	---

## RESIDENTIAL LOAN PRODUCTION

### B. Residential Loan Production — Historical

B1 Net Loan Production Income and Expense, \$ per loan . . . . .	2
B2 Net Loan Production Income and Expense, Basis Points . . . . .	3
B3 Production Mix (\$). . . . .	4
B4 Production Mix (#). . . . .	5
B5 Production Mix (Avg Loan Balances) . . . . .	6

### C. Residential Loan Production — by Quarterly Production Volume \$

C1 Net Loan Production Income and Expense, \$ per loan . . . . .	7
C2 Net Loan Production Income and Expense, Basis Points . . . . .	8
C3 Production Mix (\$). . . . .	9
C4 Production Mix (#). . . . .	10
C5 Production Mix (Avg Loan Balances) . . . . .	11

### D. Residential Loan Production — by Retail vs. Wholesale Production Mix

D1 Net Loan Production Income and Expense, \$ per loan . . . . .	12
D2 Net Loan Production Income and Expense, Basis Points . . . . .	13
D3 Production Mix (\$). . . . .	14
D4 Production Mix (#). . . . .	15
D5 Production Mix (Avg Loan Balances) . . . . .	16

### E. Residential Loan Production — Historical Retail and Consumer Direct Production Only

E1 Net Loan Production Income and Expense, \$ per loan . . . . .	17
E2 Net Loan Production Income and Expense, Basis Points . . . . .	18
E3 Production Mix (\$). . . . .	19
E4 Production Mix (#). . . . .	20
E5 Production Mix (Avg Loan Balances) . . . . .	21

### F. Residential Loan Production — Retail and Consumer Direct Production Only Companies by Production \$

F1 Net Loan Production Income and Expense, \$ per loan . . . . .	22
F2 Net Loan Production Income and Expense, Basis Points . . . . .	23
F3 Production Mix (\$). . . . .	24
F4 Production Mix (#). . . . .	25
F5 Production Mix (Avg Loan Balances) . . . . .	26

### G. Residential Loan Production — by Company Type

G1 Net Loan Production Income and Expense, \$ per loan . . . . .	27
G2 Net Loan Production Income and Expense, Basis Points . . . . .	28
G3 Production Mix (\$). . . . .	29
G4 Production Mix (#). . . . .	30
G5 Production Mix (Avg Loan Balances) . . . . .	31

### H. Residential Loan Production — by Average Loan Balance

H1 Net Loan Production Income and Expense, \$ per loan . . . . .	32
H2 Net Loan Production Income and Expense, Basis Points . . . . .	33
H3 Production Mix (\$). . . . .	34
H4 Production Mix (#). . . . .	35
H5 Production Mix (Avg Loan Balances) . . . . .	36

# TABLE OF CONTENTS (Continued)

## RESIDENTIAL LOAN PRODUCTION (Continued)

### I. Residential Loan Production — Independent Mortgage Companies by Production \$

I1	Net Loan Production Income and Expense, \$ per loan . . . . .	37
I2	Net Loan Production Income and Expense, Basis Points . . . . .	38
I3	Production Mix (\$). . . . .	39
I4	Production Mix (#). . . . .	40
I5	Production Mix (Avg Loan Balances) . . . . .	41

### J. Residential Loan Production — Independent Mortgage Companies, Retail Only by Production \$

J1	Net Loan Production Income and Expense, \$ per loan . . . . .	42
J2	Net Loan Production Income and Expense, Basis Points . . . . .	43
J3	Production Mix (\$). . . . .	44
J4	Production Mix (#). . . . .	45
J5	Production Mix (Avg Loan Balances) . . . . .	46

### K. Residential Loan Production — by Government Production Percent in \$

K1	Net Loan Production Income and Expense, \$ per loan . . . . .	47
K2	Net Loan Production Income and Expense, Basis Points . . . . .	48
K3	Production Mix (\$). . . . .	49
K4	Production Mix (#). . . . .	50
K5	Production Mix (Avg Loan Balances) . . . . .	51

### L. Residential Loan Production — by Geographic Region

L1	Net Loan Production Income and Expense, \$ per loan . . . . .	52
L2	Net Loan Production Income and Expense, Basis Points . . . . .	53
L3	Production Mix (\$). . . . .	54
L4	Production Mix (#). . . . .	55
L5	Production Mix (Avg Loan Balances) . . . . .	56

### M. Residential Loan Production - by Purchase Percentage (% based on \$)

M1	Net Loan Production Income and Expense, \$ per loan . . . . .	57
M2	Net Loan Production Income and Expense, Basis Points . . . . .	58
M3	Production Mix (\$). . . . .	59
M4	Production Mix (#). . . . .	60
M5	Production Mix (Avg Loan Balances) . . . . .	61

## RESIDENTIAL LOAN SERVICING

### N. Residential Loan Servicing — Historical

N1	Servicing Income and Expense, \$ per loan . . . . .	62
N2	Servicing Income and Expense, Basis Points . . . . .	63
N3	Servicing Mix (\$). . . . .	64
N4	Servicing Mix (#). . . . .	65
N5	Servicing Mix (Avg Loan Balances) . . . . .	66

### O. Residential Loan Servicing — by Servicing Volume #

O1	Servicing Income and Expense, \$ per loan . . . . .	67
O2	Servicing Income and Expense, Basis Points . . . . .	68
O3	Servicing Mix (\$). . . . .	69
O4	Servicing Mix (#). . . . .	70
O5	Servicing Mix (Avg Loan Balances) . . . . .	71

# TABLE OF CONTENTS (Continued)

## RESIDENTIAL LOAN SERVICING (Continued)

### P. Residential Loan Servicing — In-House vs. Subserviced by Others in Count

P1 Servicing Income and Expenses, \$ per loan . . . . .	72
P2 Servicing Income and Expenses, Basis Points . . . . .	73
P3 Servicing Mix (\$). . . . .	74
P4 Servicing Mix (#). . . . .	75
P5 Servicing Mix (Avg Loan Balances) . . . . .	76

### Q. Residential Loan Servicing — by Government Servicing in Count

Q1 Servicing Income and Expense, \$ per loan . . . . .	77
Q2 Servicing Income and Expense, Basis Points . . . . .	78
Q3 Servicing Mix (\$). . . . .	79
Q4 Servicing Mix (#). . . . .	80
Q5 Servicing Mix (Avg Loan Balances) . . . . .	81

## BALANCE SHEET AND NET INCOME SUMMARY, ALL FIRMS

### R. Balance Sheet, Performance Ratios and Net Income Summary — Historical

R1 Balance Sheet, Simple Averages. . . . .	82
R2 Performance Ratios . . . . .	83
R3 Net Income Summary, in \$000s . . . . .	84

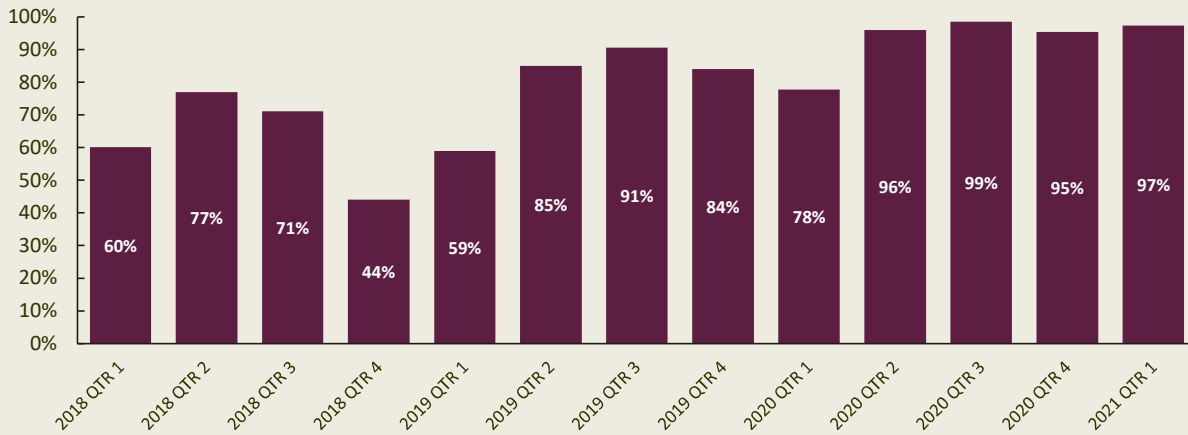
### S. Balance Sheet, Performance Ratios and Net Income Summary — by Asset Size

S1 Balance Sheet, Simple Averages. . . . .	85
S2 Performance Ratios . . . . .	86
S3 Net Income Summary, in \$000s . . . . .	87

### T. Balance Sheet, Performance Ratios and Net Income Summary — by Company Type

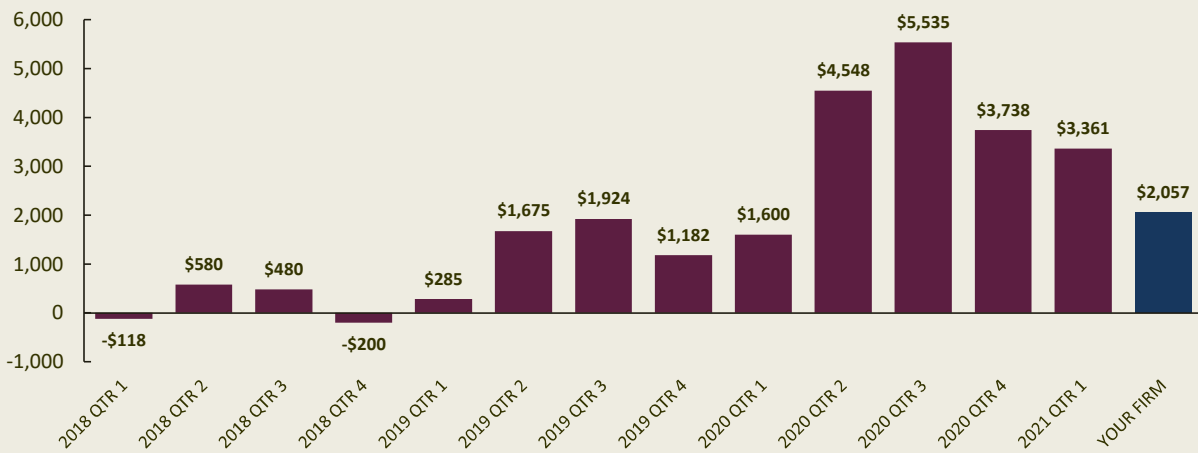
T1 Balance Sheet, Simple Averages. . . . .	88
T2 Performance Ratios . . . . .	89
T3 Net Income Summary, in \$000s . . . . .	90

**% Institutions with Pre-Tax Net Income > 0**



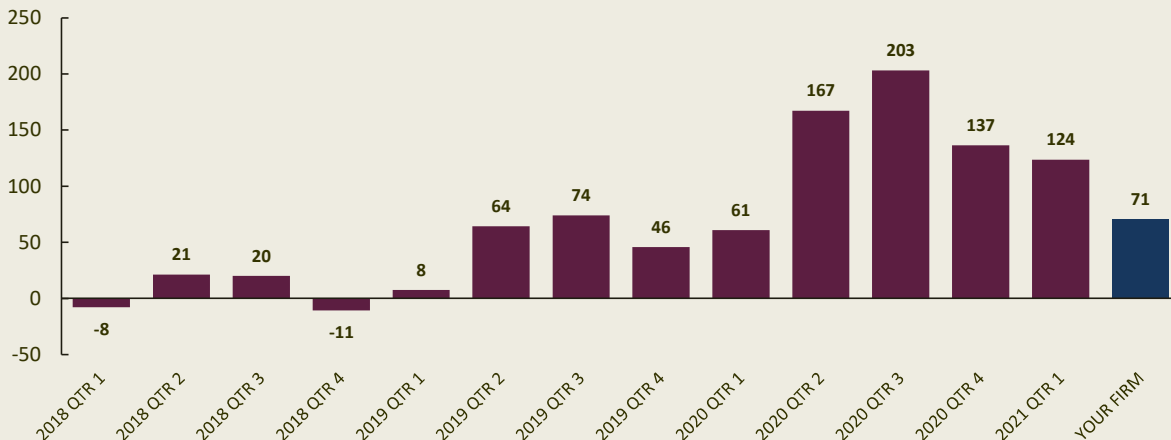
**Net Production Income (\$ per loan)**

20th Percentile= \$1,576      50th Percentile= \$3,319      80th Percentile= \$5,233



**Net Production Income (bps)**

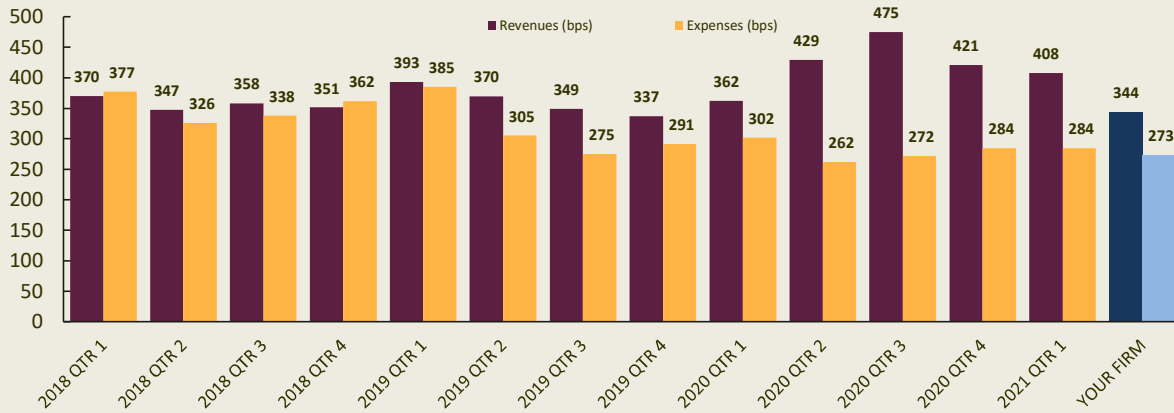
20th Percentile= 54      50th Percentile= 120      80th Percentile= 189





**Revenue and Expenses (bps)**

Revenue: 20th Percentile= 302 50th Percentile= 417 80th Percentile= 496  
 Expenses: 20th Percentile= 191 50th Percentile= 287 80th Percentile= 364

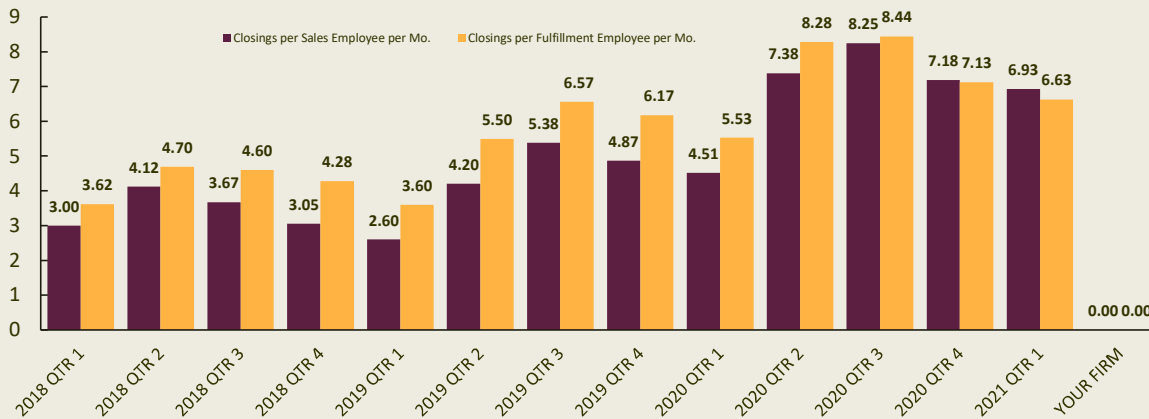


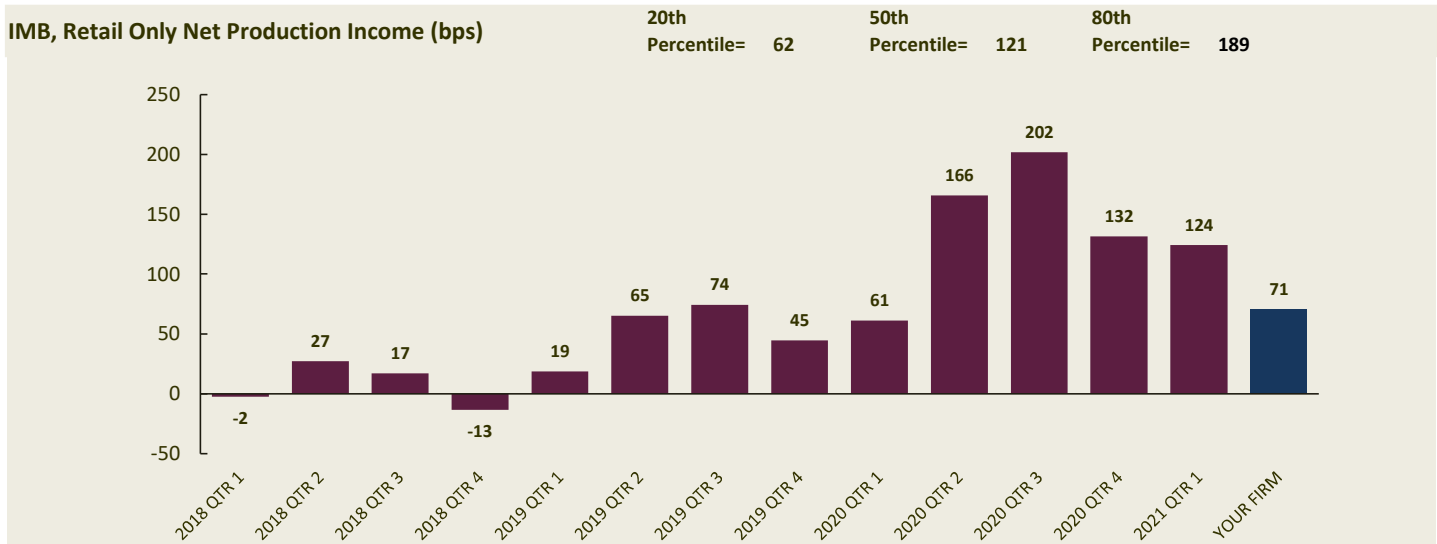
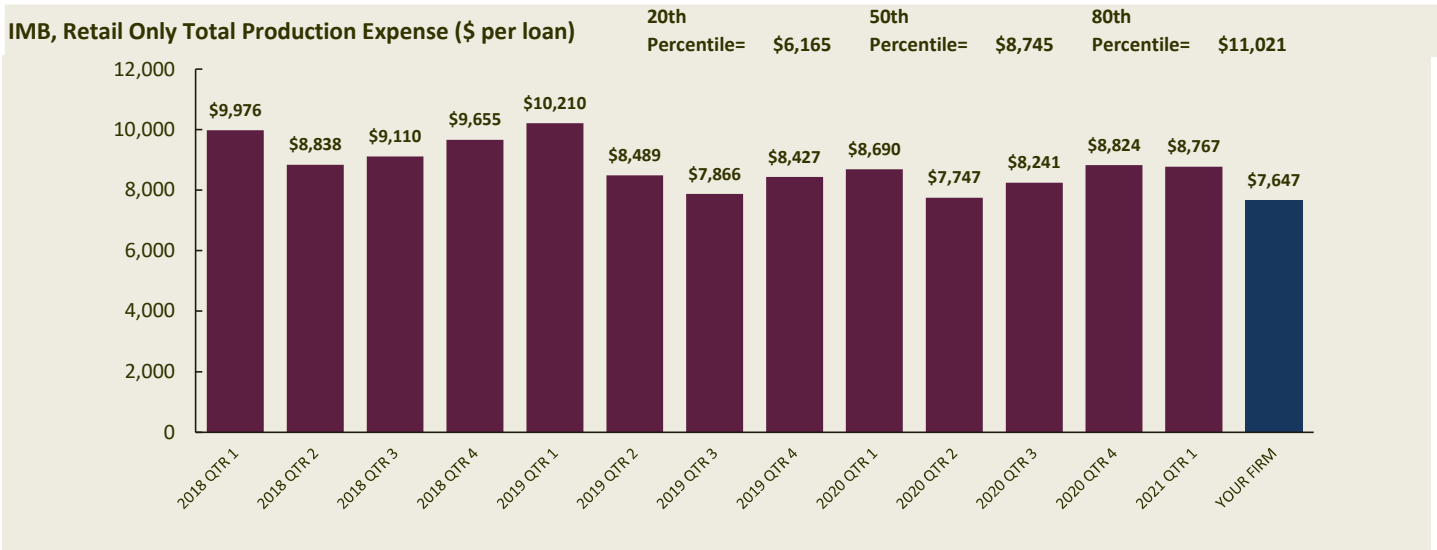
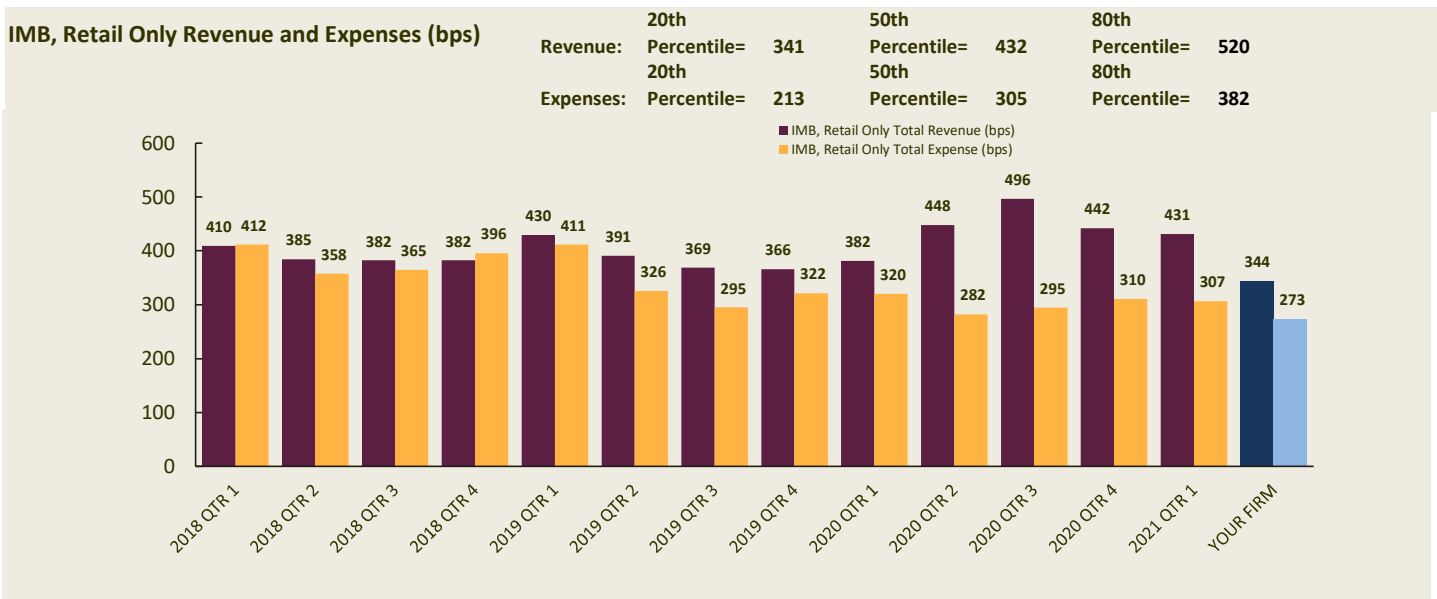
**Cost per Loan**

20th Percentile= \$5,215 50th Percentile= \$7,893 80th Percentile= \$10,544



**Median Productivity - Retail Only**





Quarterly Mortgage Bankers Performance Report  
A - Highlights

	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
<b>Company Analysis (All Business Channels)</b>							
Number of Companies Reporting	1	343	348	346	320	320	343
Pre-Tax Net Income/Equity (%)	85.67	73.12	89.88	21.88	74.63	89.29	73.12
% Institutions with Pre-tax Net Income>0	100.00	97.35	95.35	77.68	97.48	95.25	97.35
% Institutions with Pre-tax Net Income>0 w/o Servicing	100.00	91.25	92.82	76.01	91.88	92.50	91.25
<b>Residential Production Business</b>							
Number of Companies Reporting	1	359	366	336	335	335	359
Quarterly Originations Volume:							
Avg. Total Loans Originated (\$000s)	1,245,080	1,438,085	1,472,190	728,361	1,505,224	1,542,456	1,438,085
Avg. Total Loans Originated (#)	4,400	4,879	5,049	2,654	5,088	5,292	4,879
Average Loan Balance (\$)	248,600	285,540	284,080	271,793	286,606	282,620	285,540
Net Financial Income (in Basis Points):							
Origination-Related Income	66.60	76.50	75.23	77.07	75.55	75.81	76.50
Net Interest Income	0.90	(0.01)	(0.18)	1.94	0.21	(0.43)	(0.01)
Net Secondary Marketing Income	276.12	331.43	345.86	283.44	328.07	343.55	331.43
Loan Production Expense	272.92	284.32	284.39	301.81	280.70	283.54	284.32
Total Net Production Income	70.70	123.59	136.52	60.64	123.12	135.39	123.59
Closings per Total Prod. Employee per Mo.	3.20	3.59	4.23	2.65	3.22	4.33	3.59
<b>Residential Loan Servicing</b>							
Number of Companies	1	218	222	185	197	197	218
Average Servicing Volume:							
Average Servicing Portfolio (\$000)	8,890,900	17,319,305	15,868,412	16,883,971	18,138,602	17,333,118	17,319,305
Average Servicing Portfolio (#)	43,500	85,446	79,166	94,666	88,392	86,696	85,446
Average Loan Balance (\$)	240,345	235,561	231,447	191,573	233,215	231,665	235,561
Net Servicing Income (\$ per loan):*							
Net Servicing Operating Income*	100	65	50	52	69	51	260
Total Net Servicing Financial Income*	225	154	5	(171)	154	4	618
Average Loans Serviced per FTE (Simple)	1,320	1,429	1,318	1,105	1,437	1,388	1,429

\* Note: The YTD 2021 column represents ANNUALIZED data for these line items.

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical**  
 B1 - Net Loan Production Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>							
Loan Origination Fees	1,220	1,446	1,359	1,389	1,432	1,387	1,446
Correspondent and Broker Fee Income (1)	140	119	123	111	121	129	119
Other Origination-Related Income (2)	390	486	548	475	500	523	486
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,051</b>	<b>2,031</b>	<b>1,976</b>	<b>2,053</b>	<b>2,040</b>	<b>2,051</b>
<b>NET INTEREST INCOME</b>							
Warehousing Income	396	417	423	505	426	424	417
Warehousing Expense	390	426	433	446	427	441	426
<b>Net Interest Income</b>	<b>6</b>	<b>(9)</b>	<b>(10)</b>	<b>59</b>	<b>(2)</b>	<b>(17)</b>	<b>(9)</b>
<b>SECONDARY MARKETING INCOME</b>							
Secondary Mktg Gains (Losses)	6,186	7,043	7,513	5,493	7,013	7,391	7,043
Capitalized Servicing/Svg Released Premiums	1,808	2,307	2,247	2,120	2,335	2,285	2,307
Repurchase Reserve Provision	(46)	(67)	(105)	(65)	(69)	(96)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>9,283</b>	<b>9,655</b>	<b>7,548</b>	<b>9,279</b>	<b>9,580</b>	<b>9,283</b>
<b>Total Loan Production Revenue</b>	<b>9,704</b>	<b>11,325</b>	<b>11,676</b>	<b>9,582</b>	<b>11,330</b>	<b>11,603</b>	<b>11,325</b>
<b>EXPENSES</b>							
Personnel	5,328	5,523	5,426	5,345	5,553	5,456	5,523
Sales Personnel	2,600	2,727	2,780	2,502	2,770	2,823	2,727
Fulfillment Personnel	1,003	1,112	1,116	1,135	1,110	1,095	1,112
Production Support Employees	510	531	500	585	534	495	531
Management and Directors	515	521	548	444	521	562	521
Benefits	700	632	481	678	619	482	632
Occupancy and Equipment	240	253	243	390	251	242	253
Technology-Related Expenses	200	193	202	195	189	199	193
Other Direct Expenses	1,489	1,529	1,570	1,612	1,498	1,531	1,529
Outsourcing and Professional fees	300	316	319	287	311	325	316
Other Operating Expenses	1,189	1,213	1,251	1,325	1,188	1,206	1,213
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>7,498</b>	<b>7,441</b>	<b>7,542</b>	<b>7,492</b>	<b>7,427</b>	<b>7,498</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>466</b>	<b>497</b>	<b>440</b>	<b>449</b>	<b>479</b>	<b>466</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>7,964</b>	<b>7,938</b>	<b>7,982</b>	<b>7,940</b>	<b>7,907</b>	<b>7,964</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,057</b>	<b>3,361</b>	<b>3,738</b>	<b>1,600</b>	<b>3,390</b>	<b>3,697</b>	<b>3,361</b>
<b>MEMO ITEMS</b>							
<b>Originations Volume:</b>							
Avg. Total Loans Originated (\$000s)	1,245,080	1,438,085	1,472,190	728,361	1,505,224	1,542,456	1,438,085
Avg. Total Loans Originated (#)	4,400	4,879	5,049	2,654	5,088	5,292	4,879
Average Loan Balance (\$)	248,600	285,540	284,080	271,793	286,606	282,620	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	76.37	78.29	66.71	76.44	78.50	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>17.6</b>	<b>17.6</b>	<b>17.3</b>	<b>17.4</b>	<b>17.7</b>	<b>17.6</b>
<b>Employees:</b>							
Total Production FTEs (excluding 0 reporters)	489	524	504	378	546	509	524
<b>Productivity</b>							
<b>Simple Avg.</b>							
Closings per Sales Employee per Mo.	7.5	8.8	10.3	6.2	9.0	10.4	8.8
Closings per Fulfillment Employee per Mo.	8.9	9.3	10.3	7.0	9.4	10.5	9.3
Closings per Prod Support Employee per Mo.	17.5	24.8	27.2	18.3	24.4	28.0	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.6	4.2	2.7	3.2	4.3	3.6
<b>Weighted Avg.</b>							
Closings per Sales Employee per Mo.	7.9	8.2	8.9	5.3	8.3	9.2	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.3	7.9	6.0	7.3	8.3	7.3
Closings per Prod Support Employee per Mo.	14.9	15.1	16.8	12.5	15.1	17.3	15.1
Closings per Total Prod. Employee per Mo.	2.8	3.1	3.4	2.3	3.1	3.5	3.1
<b>Median</b>							
Closings per Sales Employee per Mo.	7.1	7.3	8.4	4.7	7.4	8.4	7.3
Closings per Fulfillment Employee per Mo.	5.9	6.8	7.9	5.6	6.8	7.9	6.8
Closings per Prod Support Employee per Mo.	15.8	16.8	18.5	12.2	16.8	19.2	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.6	3.1	1.9	2.6	3.1	2.6
Number of Companies Reporting	1	359	366	336	335	335	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical**  
 B2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>							
Loan Origination Fees	48.20	54.00	49.94	53.49	52.74	51.14	54.00
Correspondent and Broker Fee Income (1)	5.00	4.88	4.88	5.22	5.05	5.19	4.88
Other Origination-Related Income (2)	13.40	17.61	20.42	18.36	17.76	19.48	17.61
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>76.50</b>	<b>75.23</b>	<b>77.07</b>	<b>75.55</b>	<b>75.81</b>	<b>76.50</b>
<b>NET INTEREST INCOME</b>							
Warehousing Income	14.10	14.43	14.86	18.14	14.68	14.96	14.43
Warehousing Expense	13.20	14.44	15.04	16.19	14.47	15.38	14.44
<b>Net Interest Income</b>	<b>0.90</b>	<b>(0.01)</b>	<b>(0.18)</b>	<b>1.94</b>	<b>0.21</b>	<b>(0.43)</b>	<b>(0.01)</b>
<b>SECONDARY MARKETING INCOME</b>							
Secondary Mktg Gains (Losses)	202.50	250.93	268.98	207.44	247.19	264.92	250.93
Capitalized Servicing/Svg Released Premiums	75.80	82.79	80.49	78.35	83.21	81.93	82.79
Repurchase Reserve Provision	(2.18)	(2.29)	(3.62)	(2.35)	(2.34)	(3.30)	(2.29)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>331.43</b>	<b>345.86</b>	<b>283.44</b>	<b>328.07</b>	<b>343.55</b>	<b>331.43</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>407.91</b>	<b>420.91</b>	<b>362.45</b>	<b>403.83</b>	<b>418.93</b>	<b>407.91</b>
<b>EXPENSES</b>							
Personnel	188.62	196.45	195.32	201.80	195.93	196.17	196.45
Sales Personnel	91.32	96.43	99.06	93.46	97.24	100.94	96.43
Fulfillment Personnel	36.70	39.80	40.53	43.19	39.41	39.56	39.80
Production Support Employees	20.50	18.83	17.94	22.25	18.78	17.54	18.83
Management and Directors	18.90	18.69	20.34	16.89	18.41	20.76	18.69
Benefits	21.20	22.70	17.45	26.02	22.08	17.37	22.70
Occupancy and Equipment	9.01	9.22	8.91	14.81	9.08	8.77	9.22
Technology-Related Expenses	6.99	7.13	7.31	7.58	6.91	7.14	7.13
Other Direct Expenses	52.60	54.24	54.83	60.52	52.36	53.59	54.24
Outsourcing and Professional fees	15.60	11.27	11.16	10.81	10.99	11.41	11.27
Other Operating Expenses	37.00	42.97	43.67	49.70	41.37	42.17	42.97
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>267.03</b>	<b>266.37</b>	<b>284.70</b>	<b>264.28</b>	<b>265.67</b>	<b>267.03</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>17.28</b>	<b>18.02</b>	<b>17.10</b>	<b>16.42</b>	<b>17.88</b>	<b>17.28</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>284.32</b>	<b>284.39</b>	<b>301.81</b>	<b>280.70</b>	<b>283.54</b>	<b>284.32</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>123.59</b>	<b>136.52</b>	<b>60.64</b>	<b>123.12</b>	<b>135.39</b>	<b>123.59</b>
<b>MEMO ITEMS</b>							
<b>Originations Volume:</b>							
Avg. Total Loans Originated (\$000s)	1,245,080	1,438,085	1,472,190	728,361	1,505,224	1,542,456	1,438,085
Avg. Total Loans Originated (#)	4,400	4,879	5,049	2,654	5,088	5,292	4,879
Average Loan Balance (\$)	248,600	285,540	284,080	271,793	286,606	282,620	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	76.37	78.29	66.71	76.44	78.50	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>17.6</b>	<b>17.6</b>	<b>17.3</b>	<b>17.4</b>	<b>17.7</b>	<b>17.6</b>
<b>Employees:</b>							
Total Production FTEs (excluding 0 reporters)	489	524	504	378	546	509	524
<b>Productivity</b>							
<b>Simple Avg.</b>							
Closings per Sales Employee per Mo.	7.5	8.8	10.3	6.2	9.0	10.4	8.8
Closings per Fulfillment Employee per Mo.	8.9	9.3	10.3	7.0	9.4	10.5	9.3
Closings per Prod Support Employee per Mo.	17.5	24.8	27.2	18.3	24.4	28.0	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.6	4.2	2.7	3.2	4.3	3.6
<b>Weighted Avg.</b>							
Closings per Sales Employee per Mo.	7.9	8.2	8.9	5.3	8.3	9.2	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.3	7.9	6.0	7.3	8.3	7.3
Closings per Prod Support Employee per Mo.	14.9	15.1	16.8	12.5	15.1	17.3	15.1
Closings per Total Prod. Employee per Mo.	2.8	3.1	3.4	2.3	3.1	3.5	3.1
<b>Median</b>							
Closings per Sales Employee per Mo.	7.1	7.3	8.4	4.7	7.4	8.4	7.3
Closings per Fulfillment Employee per Mo.	5.9	6.8	7.9	5.6	6.8	7.9	6.8
Closings per Prod Support Employee per Mo.	15.8	16.8	18.5	12.2	16.8	19.2	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.6	3.1	1.9	2.6	3.1	2.6
Number of Companies Reporting	1	359	366	336	335	335	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical**  
 B3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	1,438,085	1,472,190	728,361	1,505,224	1,542,456	1,438,085
Avg. Total Loans Originated (#)	4,400	4,879	5,049	2,654	5,088	5,292	4,879
Average Loan Balance	248,600	285,540	284,080	271,793	286,606	282,620	285,540
<b>Production Mix by Product Type</b>							
First Mortgages:	99.97	99.02	99.22	99.35	99.43	99.21	99.02
Government (FHA/VA/RHS) - Fixed	14.00	21.28	20.50	28.27	20.70	20.86	21.28
Government (FHA/VA/RHS) - ARM		0.22	0.01	0.03	0.23	0.01	0.22
Prime (Conforming) - Fixed	85.08	71.02	73.56	63.57	72.02	73.21	71.02
Prime (Conforming) - ARM		0.20	0.23	0.88	0.19	0.23	0.20
Prime (Non-Conforming Jumbo) - Fixed	0.89	4.66	3.45	3.79	4.77	3.57	4.66
Prime (Non-Conforming Jumbo) - ARM		0.36	0.46	1.15	0.38	0.43	0.36
Other Fixed		1.12	0.92	1.14	0.99	0.81	1.12
Other ARM		0.17	0.08	0.52	0.13	0.09	0.17
Closed-End Second Mortgages	0.03	0.08	0.05	0.23	0.07	0.05	0.08
Funded HELOCs		0.22	0.22	0.07	0.23	0.24	0.22
Reverse		0.44	0.22	0.27	0.19	0.19	0.44
Other		0.24	0.29	0.08	0.08	0.32	0.24
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	100.00	99.05	99.21	97.40	99.05	99.24	99.05
ARM		0.95	0.79	2.60	0.95	0.76	0.95
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	3.49	6.48	4.90	6.30	6.68	4.88	6.48
Non-Jumbo	96.51	93.52	95.10	93.70	93.32	95.12	93.52
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	69.75	86.07	86.45	85.62	86.42	86.17	86.07
Broker Wholesale and Correspondent	30.25	13.93	13.55	14.38	13.58	13.83	13.93
Broker Wholesale	10.20	8.26	7.55	6.19	7.63	7.82	8.26
Correspondent	20.05	5.67	6.00	8.20	5.95	6.01	5.67
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>							
Purchase	29.78	38.99	43.14	51.87	39.46	43.42	38.99
Refinancing	70.22	61.01	56.86	48.13	60.54	56.58	61.01
Rate-Term	38.20	40.37	38.30	29.88	39.79	38.22	40.37
Cash-Out	31.01	18.76	16.66	15.84	18.77	16.53	18.76
Other / Unknown	1.01	1.89	1.90	2.41	1.99	1.83	1.89
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	0.80	1.28	1.01	1.48	1.00	1.10	1.28
Greater than 600, less than or equal to 650	1.30	4.98	4.76	8.17	4.96	4.88	4.98
Greater than 650, less than or equal to 700	12.90	14.33	13.93	16.94	14.30	14.14	14.33
Greater than 700, less than or equal to 750	26.70	24.63	24.29	26.05	24.69	24.22	24.63
Greater than 750	58.30	54.78	56.00	47.35	55.05	55.65	54.78
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Simple Average FICO (based on #)</b>							
		742	744	730	744	744	742
<b>1st Mtg LTV Distribution</b>							
Equals 60% of less	22.13	21.26	20.38	11.57	21.30	20.20	21.26
Greater than 60%, less than or equal to 70%	14.07	13.80	13.00	10.06	13.76	12.91	13.80
Greater than 70%, less than or equal to 80%	25.20	28.24	28.32	29.28	28.37	28.23	28.24
Greater than 80%, less than or equal to 90%	16.87	12.19	12.47	13.96	12.19	12.40	12.19
Greater than 90%, less than or equal to 100%	20.83	23.26	24.70	33.46	23.30	25.20	23.26
Greater than 100%	0.90	1.25	1.13	1.67	1.07	1.06	1.25
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>							
	72.28	74.38	75.47	80.53	74.24	75.75	74.38
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio	0.03	0.09	0.16	0.07	0.10	0.11	0.09
Originated for Sale to Others:	99.97	99.91	99.84	99.93	99.90	99.89	99.91
Sale to Fannie/Freddie/Ginnie	50.09	48.30	52.95	36.89	49.15	52.32	48.30
All Other Sale to Others	49.88	51.61	46.88	63.04	50.75	47.56	51.61
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	61.09	65.16	62.30	75.99	63.84	62.88	65.16
Servicing Retained	38.91	34.84	37.70	24.01	36.16	37.12	34.84
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	359	366	336	335	335	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical**  
 B4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	1,438,085	1,472,190	728,361	1,505,224	1,542,456	1,438,085
Avg. Total Loans Originated (#)	4,400	4,879	5,049	2,654	5,088	5,292	4,879
Average Loan Balance	248,600	285,540	284,080	271,793	286,606	282,620	285,540
<b>Production Mix by Product Type</b>							
First Mortgages:	99.30	98.17	98.32	97.80	98.61	98.29	98.17
Government (FHA/VA/RHS) - Fixed	13.90	21.81	21.21	29.83	21.28	21.56	21.81
Government (FHA/VA/RHS) - ARM		0.22	0.01	0.03	0.23	0.01	0.22
Prime (Conforming) - Fixed	84.89	72.77	74.26	63.77	73.83	73.89	72.77
Prime (Conforming) - ARM		0.17	0.20	0.70	0.17	0.20	0.17
Prime (Non-Conforming Jumbo) - Fixed	0.51	1.94	1.57	1.66	1.97	1.63	1.94
Prime (Non-Conforming Jumbo) - ARM		0.12	0.18	0.42	0.13	0.17	0.12
Other Fixed		1.03	0.85	1.04	0.90	0.77	1.03
Other ARM		0.12	0.05	0.36	0.09	0.06	0.12
Closed-End Second Mortgages	0.70	0.82	0.77	1.51	0.77	0.83	0.82
Funded HELOCs		0.32	0.31	0.24	0.34	0.34	0.32
Reverse		0.48	0.28	0.30	0.22	0.22	0.48
Other		0.21	0.32	0.16	0.06	0.32	0.21
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	100.00	99.37	99.55	98.47	99.37	99.56	99.37
ARM		0.63	0.45	1.53	0.63	0.44	0.63
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	0.71	3.05	2.46	2.90	3.15	2.49	3.05
Non-Jumbo	99.29	96.95	97.54	97.10	96.85	97.51	96.95
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	68.10	86.39	86.73	85.87	86.71	86.42	86.39
Broker Wholesale and Correspondent	31.90	13.61	13.27	14.13	13.29	13.58	13.61
Broker Wholesale	6.20	7.97	7.31	6.03	7.36	7.56	7.97
Correspondent	25.70	5.64	5.96	8.10	5.93	6.02	5.64
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>							
Purchase	35.20	38.23	42.69	53.74	38.72	43.04	38.23
Refinancing	64.80	61.77	57.31	46.26	61.28	56.96	61.77
Rate-Term	34.45	40.56	38.21	27.94	39.96	38.07	40.56
Cash-Out	28.55	19.30	17.17	16.02	19.31	17.02	19.30
Other / Unknown	1.80	1.91	1.93	2.30	2.01	1.87	1.91
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	0.77	1.30	1.04	1.62	1.02	1.13	1.30
Greater than 600, less than or equal to 650	1.25	5.56	5.33	9.44	5.52	5.46	5.56
Greater than 650, less than or equal to 700	12.70	15.45	15.08	18.44	15.44	15.31	15.45
Greater than 700, less than or equal to 750	25.17	24.77	24.34	25.64	24.85	24.29	24.77
Greater than 750	60.11	52.92	54.20	44.86	53.17	53.81	52.92
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>							
		742	744	730	744	744	742
<b>1st Mtg LTV Distribution</b>							
Equals 60% or less	22.90	24.09	22.88	13.37	24.11	22.59	24.09
Greater than 60%, less than or equal to 70%	13.39	13.37	12.60	9.56	13.32	12.53	13.37
Greater than 70%, less than or equal to 80%	25.90	26.53	26.64	27.58	26.63	26.58	26.53
Greater than 80%, less than or equal to 90%	16.89	11.31	11.48	12.86	11.31	11.43	11.31
Greater than 90%, less than or equal to 100%	20.11	23.29	25.07	34.72	23.39	25.61	23.29
Greater than 100%	0.81	1.41	1.33	1.92	1.24	1.26	1.41
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>							
	72.28	74.38	75.47	80.53	74.24	75.75	74.38
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio	0.01	0.06	0.14	0.05	0.06	0.08	0.06
Originated for Sale to Others:	99.99	99.94	99.86	99.95	99.94	99.92	99.94
Sale to Fannie/Freddie/Ginnie	51.20	50.14	54.31	37.64	51.09	53.65	50.14
All Other Sale to Others	48.79	49.80	45.55	62.31	48.85	46.27	49.80
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	62.91	64.98	61.98	75.71	63.68	62.68	64.98
Servicing Retained	37.09	35.02	38.02	24.29	36.32	37.32	35.02
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	359	366	336	335	335	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical**  
 B5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm Q1 2021</b>	<b>All Firms Q1 2021</b>	<b>Previous Qtr. Q4 2020</b>	<b>Previous Yr. Q1 2020</b>	<b>Repeater Q1 2021</b>	<b>Repeater Q4 2020</b>	<b>YTD 2021</b>
Avg. Total Loans Originated (\$000s)	1,245,080	1,438,085	1,472,190	728,361	1,505,224	1,542,456	1,438,085
Avg. Total Loans Originated (#)	4,400	4,879	5,049	2,654	5,088	5,292	4,879
Average Loan Balance	248,600	285,540	284,080	271,793	286,606	282,620	285,540
<b>Production Mix by Product Type</b>							
First Mortgages:	249,750	288,551	287,131	276,291	289,348	285,733	288,551
Government (FHA/VA/RHS) - Fixed	230,500	275,503	274,178	253,902	276,170	272,831	275,503
Government (FHA/VA/RHS) - ARM		381,834	285,922	360,776	379,917	294,376	381,834
Prime (Conforming) - Fixed	289,490	278,794	281,564	268,723	278,747	279,952	278,794
Prime (Conforming) - ARM		438,744	410,240	376,627	438,559	405,023	438,744
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	822,518	808,399	748,667	824,542	808,309	822,518
Prime (Non-Conforming Jumbo) - ARM		1,069,306	966,798	898,914	1,059,333	974,158	1,069,306
Other Fixed		426,176	371,295	379,264	434,568	381,429	426,176
Other ARM		674,079	577,994	431,453	687,978	566,626	674,079
Closed-End Second Mortgages	7,880	38,967	24,711	28,298	37,801	25,112	38,967
Funded HELOCs		131,131	150,842	112,715	129,937	150,842	131,131
Reverse		227,167	220,923	197,885	227,720	221,719	227,167
Other		311,888	167,347	216,073	330,374	183,328	311,888
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	249,750	287,418	285,916	271,977	288,180	284,580	287,418
ARM		729,011	705,422	569,893	738,449	707,481	729,011
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	1,108,880	820,727	811,550	765,770	822,572	809,221	820,727
Non-Jumbo	218,103	279,765	284,429	265,251	280,432	283,826	279,765
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	240,500	285,875	285,275	275,637	287,001	284,331	285,875
Broker Wholesale and Correspondent	315,455	322,480	287,429	279,626	320,621	285,237	322,480
Broker Wholesale	315,580	342,271	311,247	282,637	342,028	309,897	342,271
Correspondent	313,400	278,620	264,271	275,114	277,099	261,760	278,620
<b>1st Mtg Purchase vs Refi</b>							
Purchase	255,230	302,191	296,707	268,216	301,677	295,358	302,191
Refinancing	298,900	284,740	282,974	286,854	285,223	282,726	284,740
Rate-Term	310,200	288,942	286,870	296,060	289,665	286,927	288,942
Cash-Out	280,450	279,715	277,310	269,967	279,993	276,618	279,715
Other / Unknown		282,378	271,642	290,366	282,668	275,194	282,378
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	200,890	258,788	261,014	233,325	260,526	257,088	258,788
Greater than 600, less than or equal to 650	212,300	253,311	250,038	233,585	253,844	249,662	253,311
Greater than 650, less than or equal to 700	259,390	265,995	263,297	252,432	266,284	261,868	265,995
Greater than 700, less than or equal to 750	298,780	288,513	286,904	283,357	288,885	285,102	288,513
Greater than 750	310,200	300,536	297,018	292,516	301,176	295,678	300,536
<b>1st Mtg LTV Distribution</b>							
Equals 60% of less	270,990	251,451	252,488	239,821	252,352	252,278	251,451
Greater than 60%, less than or equal to 70%	298,930	298,044	297,951	291,488	299,627	296,401	298,044
Greater than 70%, less than or equal to 80%	299,130	307,272	306,019	292,967	308,568	304,252	307,272
Greater than 80%, less than or equal to 90%	320,120	310,777	312,117	298,134	311,406	309,990	310,777
Greater than 90%, less than or equal to 100%	250,300	288,322	285,829	264,148	289,131	284,532	288,322
Greater than 100%	210,880	247,139	245,370	237,602	244,950	243,776	247,139
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio		381,738	302,068	273,412	381,738	316,369	381,738
Originated for Sale to Others:	249,750	285,936	283,967	270,675	286,743	283,566	285,936
Sale to Fannie/Freddie/Ginnie	230,300	265,232	270,090	251,544	266,375	268,500	265,232
All Other Sale to Others	320,250	332,428	311,754	284,854	335,495	309,333	332,428
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	315,280	300,361	297,449	280,846	300,997	292,599	300,361
Servicing Retained	308,938	302,794	291,018	272,334	302,918	289,995	302,794
Number of Companies Reporting	1	359	366	336	335	335	359



**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Quarterly Production Volume \$**  
 C1 - Net Loan Production Income and Expense, \$ per loan, **Simple Average**

\$ PER LOAN	Your Firm	<125M	125-300	300-600	600-1400	>1400	Total
<b>ORIGINATION-RELATED INCOME</b>							
Loan Origination Fees	1,220	1,598	1,793	1,814	922	1,120	1,446
Correspondent and Broker Fee Income (1)	140	144	180	83	79	118	119
Other Origination-Related Income (2)	390	689	462	572	391	315	486
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,430</b>	<b>2,434</b>	<b>2,469</b>	<b>1,391</b>	<b>1,553</b>	<b>2,051</b>
<b>NET INTEREST INCOME</b>							
Warehousing Income	396	370	366	466	412	477	417
Warehousing Expense	390	320	430	451	465	457	426
<b>Net Interest Income</b>	<b>6</b>	<b>50</b>	<b>(64)</b>	<b>14</b>	<b>(53)</b>	<b>20</b>	<b>(9)</b>
<b>SECONDARY MARKETING INCOME</b>							
Secondary Mktg Gains (Losses)	6,186	5,565	7,284	6,467	7,821	8,023	7,043
Capitalized Servicing/Svg Released Premiums	1,808	2,688	2,027	2,570	2,022	2,281	2,307
Repurchase Reserve Provision	(46)	(19)	(52)	(51)	(118)	(89)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>8,234</b>	<b>9,259</b>	<b>8,986</b>	<b>9,725</b>	<b>10,216</b>	<b>9,283</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>10,714</b>	<b>11,628</b>	<b>11,469</b>	<b>11,064</b>	<b>11,789</b>	<b>11,325</b>
<b>EXPENSES</b>							
Personnel	5,328	4,751	5,411	5,746	5,709	5,970	5,523
Sales Personnel	2,600	2,119	2,579	3,234	2,688	2,993	2,727
Fulfillment Personnel	1,003	1,014	1,170	1,117	1,128	1,125	1,112
Production Support Employees	510	566	478	405	624	586	531
Management and Directors	515	429	607	389	555	633	521
Benefits	700	623	578	601	715	633	632
Occupancy and Equipment	240	273	294	246	230	221	253
Technology-Related Expenses	200	248	216	150	197	153	193
Other Direct Expenses	1,489	1,633	1,611	1,456	1,510	1,437	1,529
Outsourcing and Professional fees	300	421	394	246	256	276	316
Other Operating Expenses	1,189	1,212	1,217	1,210	1,254	1,160	1,213
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>6,905</b>	<b>7,532</b>	<b>7,599</b>	<b>7,647</b>	<b>7,781</b>	<b>7,498</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>363</b>	<b>504</b>	<b>491</b>	<b>517</b>	<b>434</b>	<b>466</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>7,267</b>	<b>8,037</b>	<b>8,090</b>	<b>8,163</b>	<b>8,214</b>	<b>7,964</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,447</b>	<b>3,591</b>	<b>3,380</b>	<b>2,901</b>	<b>3,575</b>	<b>3,361</b>
<b>MEMO ITEMS</b>							
<b>Originations Volume:</b>							
Avg. Total Loans Originated (\$000s)	1,245,080	64,638	209,516	436,420	914,384	6,188,102	1,438,085
Avg. Total Loans Originated (#)	4,400	269	781	1,633	3,205	20,550	4,879
Average Loan Balance (\$)	248,600	250,941	282,869	286,246	297,047	309,795	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	75.29	77.39	76.37	76.70	75.76	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>17.0</b>	<b>16.2</b>	<b>19.0</b>	<b>17.5</b>	<b>18.1</b>	<b>17.6</b>
<b>Employees:</b>							
Total Production FTEs (excluding 0 reporters)	489	42	113	208	407	1,996	524
<b>Productivity</b>							
<b>Simple Avg.</b>							
Closings per Sales Employee per Mo.	7.5	8.3	8.4	8.3	9.0	10.1	8.8
Closings per Fulfillment Employee per Mo.	8.9	7.7	9.0	10.2	8.7	10.8	9.3
Closings per Prod Support Employee per Mo.	17.5	16.2	22.4	24.9	29.5	27.9	24.8
Closings per Total Prod. Employee per Mo.	3.2	2.7	3.3	3.3	3.3	5.6	3.6
<b>Weighted Avg.</b>							
Closings per Sales Employee per Mo.	7.9	5.7	5.4	6.2	7.0	9.1	8.2
Closings per Fulfillment Employee per Mo.	6.5	5.8	5.8	6.3	6.5	7.8	7.3
Closings per Prod Support Employee per Mo.	14.9	10.0	12.9	13.8	13.6	15.8	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.3	2.3	2.6	2.6	3.4	3.1
<b>Median</b>							
Closings per Sales Employee per Mo.	7.1	6.5	7.0	6.9	7.4	8.3	7.3
Closings per Fulfillment Employee per Mo.	5.9	6.1	6.6	6.5	7.4	7.7	6.8
Closings per Prod Support Employee per Mo.	15.8	10.2	16.8	18.6	21.0	18.2	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.3	2.7	2.5	2.8	2.9	2.6
<b>Number of Companies Reporting</b>	<b>1</b>	<b>67</b>	<b>73</b>	<b>75</b>	<b>81</b>	<b>63</b>	<b>359</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Quarterly Production Volume \$**  
 C2 - Net Loan Production Income and Expense, Basis Points, **Simple Average**

<b>BASIS POINTS</b>	<b>Your Firm</b>	<b>&lt;125M</b>	<b>125-300</b>	<b>300-600</b>	<b>600-1400</b>	<b>&gt;1400</b>	<b>Total</b>
<b>ORIGINATION-RELATED INCOME</b>							
Loan Origination Fees	48.20	65.49	65.47	69.98	32.69	36.89	54.00
Correspondent and Broker Fee Income (1)	5.00	6.83	8.30	3.25	2.83	3.41	4.88
Other Origination-Related Income (2)	13.40	27.66	15.39	20.05	14.31	10.85	17.61
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>99.99</b>	<b>89.16</b>	<b>93.28</b>	<b>49.82</b>	<b>51.15</b>	<b>76.50</b>
<b>NET INTEREST INCOME</b>							
Warehousing Income	14.10	14.18	12.65	15.95	14.07	15.41	14.43
Warehousing Expense	13.20	11.99	14.33	15.43	15.47	14.68	14.44
<b>Net Interest Income</b>	<b>0.90</b>	<b>2.19</b>	<b>(1.68)</b>	<b>0.52</b>	<b>(1.41)</b>	<b>0.72</b>	<b>(0.01)</b>
<b>SECONDARY MARKETING INCOME</b>							
Secondary Mktg Gains (Losses)	202.50	224.68	259.31	230.71	271.75	266.42	250.93
Capitalized Servicing/Svg Released Premiums	75.80	111.00	70.21	90.02	71.21	73.61	82.79
Repurchase Reserve Provision	(2.18)	(0.80)	(1.75)	(1.89)	(3.94)	(2.84)	(2.29)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>334.88</b>	<b>327.78</b>	<b>318.84</b>	<b>339.02</b>	<b>337.19</b>	<b>331.43</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>437.05</b>	<b>415.26</b>	<b>412.64</b>	<b>387.44</b>	<b>389.07</b>	<b>407.91</b>
<b>EXPENSES</b>							
Personnel	188.62	191.48	192.09	202.16	199.77	195.69	196.45
Sales Personnel	91.32	81.51	92.45	113.30	95.17	98.46	96.43
Fulfillment Personnel	36.70	41.86	41.21	39.80	39.58	36.25	39.80
Production Support Employees	20.50	22.78	16.56	14.59	21.15	19.29	18.83
Management and Directors	18.90	18.41	21.61	13.42	19.68	20.62	18.69
Benefits	21.20	26.92	20.27	21.06	24.20	21.07	22.70
Occupancy and Equipment	9.01	10.91	10.85	8.71	8.32	7.30	9.22
Technology-Related Expenses	6.99	10.19	8.01	5.47	6.86	5.18	7.13
Other Direct Expenses	52.60	60.69	56.35	52.86	53.12	48.02	54.24
Outsourcing and Professional fees	15.60	17.18	13.12	8.50	8.94	9.14	11.27
Other Operating Expenses	37.00	43.51	43.23	44.36	44.18	38.88	42.97
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>273.27</b>	<b>267.29</b>	<b>269.19</b>	<b>268.07</b>	<b>256.20</b>	<b>267.03</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>16.18</b>	<b>17.45</b>	<b>19.04</b>	<b>18.74</b>	<b>14.29</b>	<b>17.28</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>289.45</b>	<b>284.75</b>	<b>288.23</b>	<b>286.81</b>	<b>270.49</b>	<b>284.32</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>147.60</b>	<b>130.52</b>	<b>124.42</b>	<b>100.63</b>	<b>118.58</b>	<b>123.59</b>
<b>MEMO ITEMS</b>							
<b>Originations Volume:</b>							
Avg. Total Loans Originated (\$000s)	1,245,080	64,638	209,516	436,420	914,384	6,188,102	1,438,085
Avg. Total Loans Originated (#)	4,400	269	781	1,633	3,205	20,550	4,879
Average Loan Balance (\$)	248,600	250,941	282,869	286,246	297,047	309,795	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	75.29	77.39	76.37	76.70	75.76	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>17.0</b>	<b>16.2</b>	<b>19.0</b>	<b>17.5</b>	<b>18.1</b>	<b>17.6</b>
<b>Employees:</b>							
Total Production FTEs (excluding 0 reporters)	489	42	113	208	407	1,996	524
<b>Productivity</b>							
<b>Simple Avg.</b>							
Closings per Sales Employee per Mo.	7.5	8.3	8.4	8.3	9.0	10.1	8.8
Closings per Fulfillment Employee per Mo.	8.9	7.7	9.0	10.2	8.7	10.8	9.3
Closings per Prod Support Employee per Mo.	17.5	16.2	22.4	24.9	29.5	27.9	24.8
Closings per Total Prod. Employee per Mo.	3.2	2.7	3.3	3.3	3.3	5.6	3.6
<b>Weighted Avg.</b>							
Closings per Sales Employee per Mo.	7.9	5.7	5.4	6.2	7.0	9.1	8.2
Closings per Fulfillment Employee per Mo.	6.5	5.8	5.8	6.3	6.5	7.8	7.3
Closings per Prod Support Employee per Mo.	14.9	10.0	12.9	13.8	13.6	15.8	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.3	2.3	2.6	2.6	3.4	3.1
<b>Median</b>							
Closings per Sales Employee per Mo.	7.1	6.5	7.0	6.9	7.4	8.3	7.3
Closings per Fulfillment Employee per Mo.	5.9	6.1	6.6	6.5	7.4	7.7	6.8
Closings per Prod Support Employee per Mo.	15.8	10.2	16.8	18.6	21.0	18.2	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.3	2.7	2.5	2.8	2.9	2.6
<b>Number of Companies Reporting</b>	<b>1</b>	<b>67</b>	<b>73</b>	<b>75</b>	<b>81</b>	<b>63</b>	<b>359</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers  
 (2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Quarterly Production Volume \$**  
 C3 - Production Mix (\$), Simple Average

<b>PERCENT BASED ON \$</b>	<b>Your Firm</b>	<b>&lt;125M</b>	<b>125-300</b>	<b>300-600</b>	<b>600-1400</b>	<b>&gt;1400</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	64,638	209,516	436,420	914,384	6,188,102	1,438,085
Avg. Total Loans Originated (#)	4,400	269	781	1,633	3,205	20,550	4,879
Average Loan Balance	248,600	250,941	282,869	286,246	297,047	309,795	285,540
<b>Production Mix by Product Type</b>							
First Mortgages:	99.97	98.81	99.63	98.37	98.61	99.83	99.02
Government (FHA/VA/RHS) - Fixed	14.00	18.39	21.04	21.11	20.11	26.35	21.28
Government (FHA/VA/RHS) - ARM		1.13	0.01	0.01	0.00	0.02	0.22
Prime (Conforming) - Fixed	85.08	71.30	73.50	70.06	72.52	67.03	71.02
Prime (Conforming) - ARM		0.15	0.63	0.09	0.03	0.09	0.20
Prime (Non-Conforming Jumbo) - Fixed	0.89	2.78	4.06	6.21	5.09	4.93	4.66
Prime (Non-Conforming Jumbo) - ARM		0.68	0.25	0.40	0.17	0.34	0.36
Other Fixed		4.05	0.09	0.32	0.66	0.74	1.12
Other ARM		0.32	0.04	0.17	0.03	0.34	0.17
Closed-End Second Mortgages	0.03	0.14	0.07	0.13	0.03	0.03	0.08
Funded HELOCs		0.01	0.05	0.93	0.03	0.02	0.22
Reverse		0.04	0.24	0.41	1.24	0.11	0.44
Other		1.00	0.01	0.16	0.09	0.00	0.24
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	100.00	97.71	99.07	99.33	99.76	99.22	99.05
ARM		2.29	0.93	0.67	0.24	0.78	0.95
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	3.49	4.30	5.98	8.25	5.78	8.17	6.48
Non-Jumbo	96.51	95.70	94.02	91.75	94.22	91.83	93.52
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	69.75	88.07	88.80	88.83	80.92	84.14	86.07
Broker Wholesale and Correspondent	30.25	11.93	11.20	11.17	19.08	15.86	13.93
Broker Wholesale	10.20	7.97	2.38	7.31	12.59	10.96	8.26
Correspondent	20.05	3.96	8.83	3.86	6.49	4.90	5.67
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Purchase vs Refi</b>							
Purchase	29.78	38.47	41.20	41.63	38.48	34.49	38.99
Refinancing	70.22	61.53	58.80	58.37	61.52	65.51	61.01
Rate-Term	38.20	38.44	37.27	36.59	45.13	44.36	40.37
Cash-Out	31.01	20.19	20.06	20.19	15.69	17.96	18.76
Other / Unknown	1.01	2.91	1.47	1.58	0.70	3.19	1.89
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	0.80	3.42	0.59	0.23	0.68	1.83	1.28
Greater than 600, less than or equal to 650	1.30	4.13	5.12	4.62	5.67	5.27	4.98
Greater than 650, less than or equal to 700	12.90	13.90	15.23	14.32	13.86	14.37	14.33
Greater than 700, less than or equal to 750	26.70	25.03	25.64	24.32	24.38	23.70	24.63
Greater than 750	58.30	53.52	53.42	56.51	55.41	54.83	54.78
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Simple Average FICO (based on #)</b>							
		740	740	745	745	738	742
<b>1st Mtg LTV Distribution</b>							
Equals 60% or less	22.13	23.27	19.12	19.88	22.91	21.15	21.26
Greater than 60%, less than or equal to 70%	14.07	14.18	13.46	13.78	13.81	13.81	13.80
Greater than 70%, less than or equal to 80%	25.20	27.79	29.97	29.71	26.85	26.72	28.24
Greater than 80%, less than or equal to 90%	16.87	13.09	12.04	11.81	12.03	12.04	12.19
Greater than 90%, less than or equal to 100%	20.83	20.71	24.12	23.93	23.25	24.19	23.26
Greater than 100%	0.90	0.97	1.30	0.89	1.15	2.09	1.25
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Average LTV (based on \$)</b>							
	72.28	73.99	75.16	72.69	74.71	75.41	74.38
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio	0.03	0.28	0.08	0.14	0.01	(0.04)	0.09
Originated for Sale to Others:	99.97	99.72	99.92	99.86	99.99	100.04	99.91
Sale to Fannie/Freddie/Ginnie	50.09	44.68	39.52	36.76	51.70	70.76	48.30
All Other Sale to Others	49.88	55.04	60.40	63.10	48.29	29.28	51.61
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	61.09	71.14	81.32	74.41	57.17	42.26	65.16
Servicing Retained	38.91	28.86	18.68	25.59	42.83	57.74	34.84
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Number of Companies Reporting	1	67	73	75	81	63	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Quarterly Production Volume \$**  
**C4 - Production Mix (#), Simple Average**

PERCENT BASED ON #	Your Firm	<125M	125-300	300-600	600-1400	>1400	Total
Avg. Total Loans Originated (\$000s)	1,245,080	64,638	209,516	436,420	914,384	6,188,102	1,438,085
Avg. Total Loans Originated (#)	4,400	269	781	1,633	3,205	20,550	4,879
Average Loan Balance	248,600	250,941	282,869	286,246	297,047	309,795	285,540
<b>Production Mix by Product Type</b>							
First Mortgages:	99.30	97.70	99.15	97.22	97.88	99.06	98.17
Government (FHA/VA/RHS) - Fixed	13.90	18.27	21.43	21.57	21.06	27.28	21.81
Government (FHA/VA/RHS) - ARM		1.11	0.01	0.01	0.01	0.02	0.22
Prime (Conforming) - Fixed	84.89	72.37	75.26	72.55	74.01	68.98	72.77
Prime (Conforming) - ARM		0.16	0.57	0.06	0.02	0.05	0.17
Prime (Non-Conforming Jumbo) - Fixed	0.51	1.26	1.70	2.60	2.16	1.86	1.94
Prime (Non-Conforming Jumbo) - ARM		0.23	0.08	0.15	0.06	0.11	0.12
Other Fixed		4.02	0.09	0.20	0.54	0.53	1.03
Other ARM		0.28	0.02	0.07	0.02	0.24	0.12
Closed-End Second Mortgages	0.70	1.38	0.48	0.82	0.72	0.73	0.82
Funded HELOCs		0.02	0.09	1.32	0.06	0.05	0.32
Reverse		0.04	0.27	0.44	1.30	0.15	0.48
Other		0.86	0.01	0.20	0.04	0.00	0.21
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	100.00	98.20	99.32	99.71	99.89	99.58	99.37
ARM		1.80	0.68	0.29	0.11	0.42	0.63
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	0.71	1.87	3.30	3.55	2.45	4.20	3.05
Non-Jumbo	99.29	98.13	96.70	96.45	97.55	95.80	96.95
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	68.10	88.04	88.76	89.22	81.57	84.70	86.39
Broker Wholesale and Correspondent	31.90	11.96	11.24	10.78	18.43	15.30	13.61
Broker Wholesale	6.20	7.88	2.41	7.02	11.96	10.53	7.97
Correspondent	25.70	4.08	8.83	3.76	6.47	4.77	5.64
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>							
Purchase	35.20	37.26	40.33	40.81	37.95	34.12	38.23
Refinancing	64.80	62.74	59.67	59.19	62.05	65.88	61.77
Rate-Term	34.45	39.12	37.50	36.87	45.23	44.02	40.56
Cash-Out	28.55	20.70	20.66	20.73	16.14	18.60	19.30
Other / Unknown	1.80	2.93	1.50	1.59	0.68	3.27	1.91
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	0.77	3.41	0.64	0.26	0.75	1.79	1.30
Greater than 600, less than or equal to 650	1.25	4.48	5.62	5.17	6.36	6.06	5.56
Greater than 650, less than or equal to 700	12.70	14.51	16.27	15.45	15.20	15.85	15.45
Greater than 700, less than or equal to 750	25.17	25.99	25.35	24.28	24.46	23.75	24.77
Greater than 750	60.11	51.60	52.12	54.84	53.24	52.56	52.92
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>							
		740	740	745	745	738	742
<b>1st Mtg LTV Distribution</b>							
Equals 60% of less	22.90	26.93	21.91	22.87	25.54	23.16	24.09
Greater than 60%, less than or equal to 70%	13.39	13.94	13.23	13.36	13.17	13.23	13.37
Greater than 70%, less than or equal to 80%	25.90	25.72	28.44	27.83	25.28	25.20	26.53
Greater than 80%, less than or equal to 90%	16.89	12.06	11.06	10.96	11.12	11.49	11.31
Greater than 90%, less than or equal to 100%	20.11	20.31	23.91	23.94	23.53	24.69	23.29
Greater than 100%	0.81	1.04	1.46	1.05	1.36	2.23	1.41
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>							
	72.28	73.99	75.16	72.69	74.71	75.41	74.38
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio	0.01	0.16	0.12	0.07	0.01	(0.06)	0.06
Originated for Sale to Others:	99.99	99.84	99.88	99.93	99.99	100.06	99.94
Sale to Fannie/Freddie/Ginnie	51.20	46.70	40.87	39.04	53.53	72.43	50.14
All Other Sale to Others	48.79	53.14	59.01	60.89	46.46	27.63	49.80
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	62.91	72.53	81.03	75.13	55.81	41.21	64.98
Servicing Retained	37.09	27.47	18.97	24.87	44.19	58.79	35.02
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	67	73	75	81	63	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Quarterly Production Volume \$**  
 C5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>&lt;125M</b>	<b>125-300</b>	<b>300-600</b>	<b>600-1400</b>	<b>&gt;1400</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	64,638	209,516	436,420	914,384	6,188,102	1,438,085
Avg. Total Loans Originated (#)	4,400	269	781	1,633	3,205	20,550	4,879
Average Loan Balance	248,600	250,941	282,869	286,246	297,047	309,795	285,540
<b>Production Mix by Product Type</b>							
First Mortgages:	249,750	253,184	284,288	291,269	300,727	312,211	288,551
Government (FHA/VA/RHS) - Fixed	230,500	239,856	271,372	278,396	288,134	293,289	275,503
Government (FHA/VA/RHS) - ARM		233,760	226,300	444,694	346,311	407,728	381,834
Prime (Conforming) - Fixed	289,490	249,884	275,762	274,188	291,582	299,143	278,794
Prime (Conforming) - ARM		320,461	360,669	532,497	382,921	489,704	438,744
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	720,525	804,242	796,241	845,753	903,767	822,518
Prime (Non-Conforming Jumbo) - ARM		1,167,017	934,802	942,373	1,230,872	1,057,471	1,069,306
Other Fixed		267,700	298,581	469,041	511,247	474,317	426,176
Other ARM		369,992	880,500	1,091,819	620,277	515,964	674,079
Closed-End Second Mortgages	7,880	44,440	56,182	54,197	25,819	24,674	38,967
Funded HELOCs		87,333	178,023	120,496	134,811	113,070	131,131
Reverse		173,167	241,591	252,431	237,226	196,880	227,167
Other		545,242	572,500	251,810	182,730	105,350	311,888
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	249,750	251,389	283,570	289,722	300,281	310,915	287,418
ARM		594,553	607,877	760,464	805,426	758,337	729,011
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	1,108,880	789,209	794,295	797,250	845,691	865,375	820,727
Non-Jumbo	218,103	245,157	284,797	273,633	289,268	305,824	279,765
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	240,500	255,102	282,820	288,286	294,764	306,700	285,875
Broker Wholesale and Correspondent	315,455	256,532	314,318	345,282	335,398	324,358	322,480
Broker Wholesale	315,580	316,430	370,610	352,213	336,259	336,397	342,271
Correspondent	313,400	168,805	224,177	294,314	299,037	308,647	278,620
<b>1st Mtg Purchase vs Refi</b>							
Purchase	255,230	276,885	296,487	303,135	314,258	318,689	302,191
Refinancing	298,900	248,942	278,005	286,545	297,903	311,076	284,740
Rate-Term	310,200	253,738	281,492	289,239	301,164	317,002	288,942
Cash-Out	280,450	251,717	274,094	280,743	286,891	302,897	279,715
Other / Unknown		231,381	296,761	351,931	231,739	284,431	282,378
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	200,890	241,932	253,795	249,284	255,625	276,802	258,788
Greater than 600, less than or equal to 650	212,300	234,287	254,450	251,517	261,072	262,860	253,311
Greater than 650, less than or equal to 700	259,390	245,255	265,684	266,251	272,031	279,241	265,995
Greater than 700, less than or equal to 750	298,780	251,645	287,580	291,715	299,627	309,873	288,513
Greater than 750	310,200	270,460	290,694	299,949	314,568	325,060	300,536
<b>1st Mtg LTV Distribution</b>							
Equals 60% of less	270,990	215,071	244,673	250,367	265,202	280,919	251,451
Greater than 60%, less than or equal to 70%	298,930	257,775	289,766	301,294	314,902	324,051	298,044
Greater than 70%, less than or equal to 80%	299,130	275,089	299,435	311,690	319,685	328,677	307,272
Greater than 80%, less than or equal to 90%	320,120	279,014	310,526	312,367	324,768	324,934	310,777
Greater than 90%, less than or equal to 100%	250,300	268,671	284,175	288,577	297,012	302,297	288,322
Greater than 100%	210,880	237,161	231,095	238,035	248,101	273,508	247,139
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio		285,942	316,520	565,511	272,694	389,497	381,738
Originated for Sale to Others:	249,750	253,594	279,024	288,975	297,350	307,271	285,936
Sale to Fannie/Freddie/Ginnie	230,300	232,847	245,704	262,951	275,131	295,762	265,232
All Other Sale to Others	320,250	333,091	295,773	324,949	336,849	370,330	332,428
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	315,280	240,274	284,827	293,923	330,120	336,299	300,361
Servicing Retained	308,938	260,083	288,366	345,231	288,845	306,456	302,794
Number of Companies Reporting	1	67	73	75	81	63	359

**Quarterly Mortgage Bankers Performance Report**

**Residential Loan Production - by Retail/Consumer Direct vs Wholesale Production Mix in Dollar**

D1 - Net Loan Production Income and Expense, \$ per loan, **Simple Average**

<b>\$ PER LOAN</b>	<b>Your Firm</b>	<b>100% Retail/CD</b>	<b>Mixed Retail/ Wholesale</b>	<b>75% or More Wholesale</b>	<b>Total</b>
<b>ORIGINATION-RELATED INCOME</b>					
Loan Origination Fees	1,220	1,652	1,310	411	1,446
Correspondent and Broker Fee Income (1)	140	-	167	820	119
Other Origination-Related Income (2)	390	532	369	541	486
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,184</b>	<b>1,846</b>	<b>1,772</b>	<b>2,051</b>
<b>NET INTEREST INCOME</b>					
Warehousing Income	396	428	409	365	417
Warehousing Expense	390	423	429	439	426
<b>Net Interest Income</b>	<b>6</b>	<b>5</b>	<b>(20)</b>	<b>(74)</b>	<b>(9)</b>
<b>SECONDARY MARKETING INCOME</b>					
Secondary Mktg Gains (Losses)	6,186	7,638	6,845	3,410	7,043
Capitalized Servicing/Svg Released Premiums	1,808	2,289	2,451	1,961	2,307
Repurchase Reserve Provision	(46)	(67)	(71)	(53)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>9,860</b>	<b>9,225</b>	<b>5,318</b>	<b>9,283</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>12,049</b>	<b>11,051</b>	<b>7,015</b>	<b>11,325</b>
<b>EXPENSES</b>					
Personnel	5,328	5,890	5,675	2,361	5,523
Sales Personnel	2,600	2,990	2,739	791	2,727
Fulfillment Personnel	1,003	1,138	1,162	758	1,112
Production Support Employees	510	576	510	274	531
Management and Directors	515	529	602	188	521
Benefits	700	657	661	349	632
Occupancy and Equipment	240	270	239	171	253
Technology-Related Expenses	200	210	162	175	193
Other Direct Expenses	1,489	1,611	1,459	1,177	1,529
Outsourcing and Professional fees	300	311	339	279	316
Other Operating Expenses	1,189	1,300	1,119	899	1,213
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>7,981</b>	<b>7,535</b>	<b>3,885</b>	<b>7,498</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>456</b>	<b>519</b>	<b>352</b>	<b>466</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>8,438</b>	<b>8,054</b>	<b>4,236</b>	<b>7,964</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,611</b>	<b>2,997</b>	<b>2,779</b>	<b>3,361</b>
<b>MEMO ITEMS</b>					
<b>Originations Volume:</b>					
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	3,311,489	588,481	1,438,085
Avg. Total Loans Originated (#)	4,400	2,341	11,241	1,884	4,879
Average Loan Balance (\$)	248,600	285,288	283,628	293,774	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	77.15	75.50	73.36	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>18.1</b>	<b>17.2</b>	<b>15.2</b>	<b>17.6</b>
<b>Employees:</b>					
Total Production FTEs (excluding 0 reporters)	489	324	1,057	126	524
<b>Productivity</b>					
<b>Simple Avg.</b>					
Closings per Sales Employee per Mo.	7.5	8.1	8.4	17.8	8.8
Closings per Fulfillment Employee per Mo.	8.9	9.2	8.1	13.9	9.3
Closings per Prod Support Employee per Mo.	17.5	22.2	25.4	42.1	24.8
Closings per Total Prod. Employee per Mo.	3.2	2.9	4.3	6.4	3.6
<b>Weighted Avg.</b>					
Closings per Sales Employee per Mo.	7.9	6.5	9.2	15.6	8.2
Closings per Fulfillment Employee per Mo.	6.5	6.0	8.2	9.0	7.3
Closings per Prod Support Employee per Mo.	14.9	13.2	15.8	27.8	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.4	3.5	4.9	3.1
<b>Median</b>					
Closings per Sales Employee per Mo.	7.1	6.9	7.2	16.3	7.3
Closings per Fulfillment Employee per Mo.	5.9	6.6	7.0	7.9	6.8
Closings per Prod Support Employee per Mo.	15.8	15.0	15.6	32.7	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.4	2.6	4.3	2.6
<b>Number of Companies Reporting</b>	<b>1</b>	<b>224</b>	<b>104</b>	<b>31</b>	<b>359</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**

**Residential Loan Production - by Retail/Consumer Direct vs Wholesale Production Mix in Dollar**

D2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	100% Retail/CD	Mixed Retail/ Wholesale	75% or More Wholesale	Total
<b>ORIGINATION-RELATED INCOME</b>					
Loan Origination Fees	48.20	61.93	49.12	13.14	54.00
Correspondent and Broker Fee Income (1)	5.00	-	5.98	36.46	4.88
Other Origination-Related Income (2)	13.40	20.25	11.84	17.93	17.61
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>82.18</b>	<b>66.93</b>	<b>67.54</b>	<b>76.50</b>
<b>NET INTEREST INCOME</b>					
Warehousing Income	14.10	14.91	14.32	11.33	14.43
Warehousing Expense	13.20	14.53	14.79	12.64	14.44
<b>Net Interest Income</b>	<b>0.90</b>	<b>0.38</b>	<b>(0.48)</b>	<b>(1.31)</b>	<b>(0.01)</b>
<b>SECONDARY MARKETING INCOME</b>					
Secondary Mktg Gains (Losses)	202.50	271.58	242.83	128.87	250.93
Capitalized Servicing/Svg Released Premiums	75.80	82.04	88.83	67.92	82.79
Repurchase Reserve Provision	(2.18)	(2.23)	(2.59)	(1.69)	(2.29)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>351.39</b>	<b>329.07</b>	<b>195.10</b>	<b>331.43</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>433.94</b>	<b>395.52</b>	<b>261.33</b>	<b>407.91</b>
<b>EXPENSES</b>					
Personnel	188.62	209.16	201.17	88.71	196.45
Sales Personnel	91.32	105.59	97.32	27.30	96.43
Fulfillment Personnel	36.70	40.76	40.96	28.89	39.80
Production Support Employees	20.50	20.19	18.19	11.09	18.83
Management and Directors	18.90	18.87	21.71	7.24	18.69
Benefits	21.20	23.74	23.00	14.18	22.70
Occupancy and Equipment	9.01	9.95	8.49	6.39	9.22
Technology-Related Expenses	6.99	7.64	6.07	7.00	7.13
Other Direct Expenses	52.60	57.97	50.77	38.89	54.24
Outsourcing and Professional fees	15.60	11.28	11.89	9.12	11.27
Other Operating Expenses	37.00	46.69	38.88	29.77	42.97
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>284.72</b>	<b>266.51</b>	<b>141.00</b>	<b>267.03</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>17.02</b>	<b>19.24</b>	<b>12.60</b>	<b>17.28</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>301.74</b>	<b>285.76</b>	<b>153.59</b>	<b>284.32</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>132.21</b>	<b>109.77</b>	<b>107.73</b>	<b>123.59</b>
<b>MEMO ITEMS</b>					
<b>Originations Volume:</b>					
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	3,311,489	588,481	1,438,085
Avg. Total Loans Originated (#)	4,400	2,341	11,241	1,884	4,879
Average Loan Balance (\$)	248,600	285,288	283,628	293,774	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	77.15	75.50	73.36	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>18.1</b>	<b>17.2</b>	<b>15.2</b>	<b>17.6</b>
<b>Employees:</b>					
Total Production FTEs (excluding 0 reporters)	489	324	1,057	126	524
<b>Productivity</b>					
<b>Simple Avg.</b>					
Closings per Sales Employee per Mo.	7.5	8.1	8.4	17.8	8.8
Closings per Fulfillment Employee per Mo.	8.9	9.2	8.1	13.9	9.3
Closings per Prod Support Employee per Mo.	17.5	22.2	25.4	42.1	24.8
Closings per Total Prod. Employee per Mo.	3.2	2.9	4.3	6.4	3.6
<b>Weighted Avg.</b>					
Closings per Sales Employee per Mo.	7.9	6.5	9.2	15.6	8.2
Closings per Fulfillment Employee per Mo.	6.5	6.0	8.2	9.0	7.3
Closings per Prod Support Employee per Mo.	14.9	13.2	15.8	27.8	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.4	3.5	4.9	3.1
<b>Median</b>					
Closings per Sales Employee per Mo.	7.1	6.9	7.2	16.3	7.3
Closings per Fulfillment Employee per Mo.	5.9	6.6	7.0	7.9	6.8
Closings per Prod Support Employee per Mo.	15.8	15.0	15.6	32.7	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.4	2.6	4.3	2.6
Number of Companies Reporting	1	224	104	31	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Retail/Consumer Direct vs Wholesale Production Mix in Dollar**  
D3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm	100% Mixed Retail/ 75% or More			Total
		Retail/CD	Wholesale	Wholesale	
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	3,311,489	588,481	1,438,085
Avg. Total Loans Originated (#)	4,400	2,341	11,241	1,884	4,879
Average Loan Balance	248,600	285,288	283,628	293,774	285,540
<b>Production Mix by Product Type</b>					
First Mortgages:	99.97	98.70	99.45	99.86	99.02
Government (FHA/VA/RHS) - Fixed	14.00	21.13	23.23	15.85	21.28
Government (FHA/VA/RHS) - ARM		0.34	0.01	0.00	0.22
Prime (Conforming) - Fixed	85.08	70.45	70.51	76.77	71.02
Prime (Conforming) - ARM		0.27	0.09	0.05	0.20
Prime (Non-Conforming Jumbo) - Fixed	0.89	4.78	4.66	3.76	4.66
Prime (Non-Conforming Jumbo) - ARM		0.38	0.42	0.01	0.36
Other Fixed		1.32	0.28	2.48	1.12
Other ARM		0.02	0.26	0.94	0.17
Closed-End Second Mortgages	0.03	0.09	0.05	0.14	0.08
Funded HELOCs		0.33	0.04	0.00	0.22
Reverse		0.55	0.34	0.00	0.44
Other		0.33	0.12	0.00	0.24
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	100.00	98.98	99.22	98.99	99.05
ARM		1.02	0.78	1.01	0.95
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	3.49	5.94	7.99	5.32	6.48
Non-Jumbo	96.51	94.06	92.01	94.68	93.52
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>					
Retail/Consumer Direct	69.75	100.00	79.60	7.16	86.07
Broker Wholesale and Correspondent	30.25	0.00	20.40	92.84	13.93
Broker Wholesale	10.20	0.00	13.50	50.38	8.26
Correspondent	20.05	0.00	6.90	42.46	5.67
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>					
Purchase	29.78	42.24	35.11	28.47	38.99
Refinancing	70.22	57.76	64.89	71.53	61.01
Rate-Term	38.20	39.09	41.41	46.06	40.37
Cash-Out	31.01	17.05	21.59	21.55	18.76
Other / Unknown	1.01	1.61	1.88	3.93	1.89
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	0.80	1.24	1.71	0.14	1.28
Greater than 600, less than or equal to 650	1.30	4.61	5.86	4.66	4.98
Greater than 650, less than or equal to 700	12.90	14.02	15.27	13.41	14.33
Greater than 700, less than or equal to 750	26.70	24.93	23.96	24.69	24.63
Greater than 750	58.30	55.20	53.20	57.09	54.78
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Simple Average FICO (based on #)</b>					
		744	737	743	742
<b>1st Mtg LTV Distribution</b>					
Equals 60% or less	22.13	19.59	22.09	30.56	21.26
Greater than 60%, less than or equal to 70%	14.07	13.66	13.69	15.21	13.80
Greater than 70%, less than or equal to 80%	25.20	28.45	27.82	28.11	28.24
Greater than 80%, less than or equal to 90%	16.87	13.07	11.36	8.61	12.19
Greater than 90%, less than or equal to 100%	20.83	24.20	23.24	16.55	23.26
Greater than 100%	0.90	1.04	1.80	0.97	1.25
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>					
	72.28	74.74	75.06	69.46	74.38
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio	0.03	0.15	(0.02)	0.05	0.09
Originated for Sale to Others:	99.97	99.85	100.02	99.95	99.91
Sale to Fannie/Freddie/Ginnie	50.09	40.81	57.57	69.44	48.30
All Other Sale to Others	49.88	59.04	42.45	30.52	51.61
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>					
Servicing Released	61.09	74.67	49.82	46.06	65.16
Servicing Retained	38.91	25.33	50.18	53.94	34.84
Total	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	224	104	31	359



**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Retail/Consumer Direct vs Wholesale Production Mix in Dollar**  
D4 - Production Mix (#), Simple Average

<b>PERCENT BASED ON #</b>	<b>Your Firm</b>	<b>100% Retail/CD</b>	<b>Mixed Retail/ Wholesale</b>	<b>75% or More Wholesale</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	3,311,489	588,481	1,438,085
Avg. Total Loans Originated (#)	4,400	2,341	11,241	1,884	4,879
Average Loan Balance	248,600	285,288	283,628	293,774	285,540
<b>Production Mix by Product Type</b>					
First Mortgages:	99.30	97.74	98.61	99.82	98.17
Government (FHA/VA/RHS) - Fixed	13.90	21.41	24.38	16.14	21.81
Government (FHA/VA/RHS) - ARM		0.34	0.02	0.00	0.22
Prime (Conforming) - Fixed	84.89	72.38	71.78	78.90	72.77
Prime (Conforming) - ARM		0.23	0.08	0.03	0.17
Prime (Non-Conforming Jumbo) - Fixed	0.51	1.98	1.87	1.82	1.94
Prime (Non-Conforming Jumbo) - ARM		0.12	0.16	0.01	0.12
Other Fixed		1.26	0.17	2.20	1.03
Other ARM		0.01	0.16	0.71	0.12
Closed-End Second Mortgages	0.70	0.92	0.78	0.18	0.82
Funded HELOCs		0.48	0.08	0.00	0.32
Reverse		0.59	0.38	0.00	0.48
Other		0.27	0.15	0.00	0.21
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	100.00	99.29	99.59	99.24	99.37
ARM		0.71	0.41	0.76	0.63
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	0.71	2.48	4.46	2.48	3.05
Non-Jumbo	99.29	97.52	95.54	97.52	96.95
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Production Channel Mix</b>					
Retail/Consumer Direct	68.10	100.00	80.38	8.21	86.39
Broker Wholesale and Correspondent	31.90	0.00	19.62	91.79	13.61
Broker Wholesale	6.20	0.00	12.78	49.46	7.97
Correspondent	25.70	0.00	6.85	42.33	5.64
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Purchase vs Refi</b>					
Purchase	35.20	41.32	34.75	27.56	38.23
Refinancing	64.80	58.68	65.25	72.44	61.77
Rate-Term	34.45	39.39	41.41	46.14	40.56
Cash-Out	28.55	17.66	21.92	22.39	19.30
Other / Unknown	1.80	1.63	1.92	3.92	1.91
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	0.77	1.28	1.69	0.19	1.30
Greater than 600, less than or equal to 650	1.25	5.10	6.62	5.29	5.56
Greater than 650, less than or equal to 700	12.70	15.04	16.68	14.30	15.45
Greater than 700, less than or equal to 750	25.17	25.26	23.83	24.37	24.77
Greater than 750	60.11	53.32	51.19	55.85	52.92
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mortgage Simple Average FICO (based on #)</b>		<b>744</b>	<b>737</b>	<b>743</b>	<b>742</b>
<b>1st Mtg LTV Distribution</b>					
Equals 60% of less	22.90	22.55	24.52	33.76	24.09
Greater than 60%, less than or equal to 70%	13.39	13.31	13.17	14.54	13.37
Greater than 70%, less than or equal to 80%	25.90	26.83	26.01	26.07	26.53
Greater than 80%, less than or equal to 90%	16.89	12.14	10.56	7.94	11.31
Greater than 90%, less than or equal to 100%	20.11	24.04	23.71	16.50	23.29
Greater than 100%	0.81	1.14	2.04	1.19	1.41
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Average LTV (based on \$)</b>	<b>72.28</b>	<b>74.74</b>	<b>75.06</b>	<b>69.46</b>	<b>74.38</b>
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio	0.01	0.10	(0.03)	0.08	0.06
Originated for Sale to Others:	99.99	99.90	100.03	99.92	99.94
Sale to Fannie/Freddie/Ginnie	51.20	42.70	59.51	70.43	50.14
All Other Sale to Others	48.79	57.21	40.51	29.50	49.80
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Servicing Released vs Retained</b>					
Servicing Released	62.91	74.29	49.77	47.45	64.98
Servicing Retained	37.09	25.71	50.23	52.55	35.02
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Number of Companies Reporting	1	224	104	31	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Retail/Consumer Direct vs Wholesale Production Mix in Dollar**  
D5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>100% Retail/CD</b>	<b>Mixed Retail/ Wholesale</b>	<b>75% or More Wholesale</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	3,311,489	588,481	1,438,085
Avg. Total Loans Originated (#)	4,400	2,341	11,241	1,884	4,879
Average Loan Balance	248,600	285,288	283,628	293,774	285,540
<b>Production Mix by Product Type</b>					
First Mortgages:	249,750	288,940	286,142	293,824	288,551
Government (FHA/VA/RHS) - Fixed	230,500	281,905	267,438	254,385	275,503
Government (FHA/VA/RHS) - ARM		454,672	328,420		381,834
Prime (Conforming) - Fixed	289,490	279,187	277,682	279,792	278,794
Prime (Conforming) - ARM		434,136	402,633	771,983	438,744
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	803,395	851,700	881,937	822,518
Prime (Non-Conforming Jumbo) - ARM		1,017,957	1,161,095	959,500	1,069,306
Other Fixed		341,904	516,973	464,932	426,176
Other ARM		535,643	753,671	776,208	674,079
Closed-End Second Mortgages	7,880	44,365	19,568	313,333	38,967
Funded HELOCs		121,924	143,844		131,131
Reverse		223,401	232,817		227,167
Other		447,483	137,551		311,888
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	249,750	287,960	284,608	292,937	287,418
ARM		733,941	717,525	752,710	729,011
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	1,108,880	816,153	824,673	850,337	820,727
Non-Jumbo	218,103	277,120	285,103	280,971	279,765
<b>1st Mtg Production Channel Mix</b>					
Retail/Consumer Direct	240,500	288,939	281,712	274,846	285,875
Broker Wholesale and Correspondent	315,455		329,684	298,313	322,480
Broker Wholesale	315,580		345,634	328,971	342,271
Correspondent	313,400		286,039	260,411	278,620
<b>1st Mtg Purchase vs Refi</b>					
Purchase	255,230	302,082	300,344	309,166	302,191
Refinancing	298,900	284,550	284,241	287,773	284,740
Rate-Term	310,200	288,971	287,836	292,455	288,942
Cash-Out	280,450	277,824	279,898	292,952	279,715
Other / Unknown		307,316	254,435	263,303	282,378
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	200,890	247,003	278,156	234,192	258,788
Greater than 600, less than or equal to 650	212,300	256,402	251,104	238,701	253,311
Greater than 650, less than or equal to 700	259,390	268,008	260,791	269,237	265,995
Greater than 700, less than or equal to 750	298,780	287,704	288,292	295,022	288,513
Greater than 750	310,200	302,102	297,763	298,770	300,536
<b>1st Mtg LTV Distribution</b>					
Equals 60% of less	270,990	247,389	256,972	261,885	251,451
Greater than 60%, less than or equal to 70%	298,930	295,829	299,828	307,848	298,044
Greater than 70%, less than or equal to 80%	299,130	306,525	307,349	312,337	307,272
Greater than 80%, less than or equal to 90%	320,120	312,704	307,326	308,549	310,777
Greater than 90%, less than or equal to 100%	250,300	294,551	279,974	270,613	288,322
Greater than 100%	210,880	255,606	236,203	228,165	247,139
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio		450,880	320,315	81,700	381,738
Originated for Sale to Others:	249,750	286,308	283,817	290,404	285,936
Sale to Fannie/Freddie/Ginnie	230,300	262,933	267,691	271,014	265,232
All Other Sale to Others	320,250	323,804	341,854	369,504	332,428
<b>1st Mtg Servicing Released vs Retained</b>					
Servicing Released	315,280	296,945	293,616	365,189	300,361
Servicing Retained	308,938	296,217	312,774	292,461	302,794
Number of Companies Reporting	1	224	104	31	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical Retail/Consumer Direct Production Only Companies**  
 E1 - Net Loan Production Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>							
Loan Origination Fees	1,220	1,652	1,517	1,524	1,645	1,575	1,652
Correspondent and Broker Fee Income (1)	140	-	-	-	-	-	-
Other Origination-Related Income (2)	390	532	632	573	550	597	532
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,184</b>	<b>2,149</b>	<b>2,097</b>	<b>2,194</b>	<b>2,171</b>	<b>2,184</b>
<b>NET INTEREST INCOME</b>							
Warehousing Income	396	428	435	492	439	438	428
Warehousing Expense	390	423	426	440	430	433	423
<b>Net Interest Income</b>	<b>6</b>	<b>5</b>	<b>9</b>	<b>51</b>	<b>10</b>	<b>5</b>	<b>5</b>
<b>SECONDARY MARKETING INCOME</b>							
Secondary Mktg Gains (Losses)	6,186	7,638	7,861	5,987	7,624	7,710	7,638
Capitalized Servicing/Svg Released Premiums	1,808	2,289	2,344	2,011	2,309	2,302	2,289
Repurchase Reserve Provision	(46)	(67)	(116)	(66)	(69)	(98)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>9,860</b>	<b>10,089</b>	<b>7,932</b>	<b>9,865</b>	<b>9,915</b>	<b>9,860</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>12,049</b>	<b>12,247</b>	<b>10,080</b>	<b>12,069</b>	<b>12,090</b>	<b>12,049</b>
<b>EXPENSES</b>							
Personnel	5,328	5,890	5,804	5,644	5,925	5,850	5,890
Sales Personnel	2,600	2,990	3,069	2,693	3,030	3,115	2,990
Fulfillment Personnel	1,003	1,138	1,164	1,178	1,134	1,133	1,138
Production Support Employees	510	576	534	630	574	540	576
Management and Directors	515	529	540	453	535	557	529
Benefits	700	657	498	690	652	506	657
Occupancy and Equipment	240	270	254	409	262	253	270
Technology-Related Expenses	200	210	202	203	204	199	210
Other Direct Expenses	1,489	1,611	1,668	1,684	1,591	1,614	1,611
Outsourcing and Professional fees	300	311	330	293	307	338	311
Other Operating Expenses	1,189	1,300	1,338	1,391	1,284	1,276	1,300
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>7,981</b>	<b>7,928</b>	<b>7,939</b>	<b>7,981</b>	<b>7,917</b>	<b>7,981</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>456</b>	<b>494</b>	<b>427</b>	<b>426</b>	<b>471</b>	<b>456</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>8,438</b>	<b>8,422</b>	<b>8,366</b>	<b>8,407</b>	<b>8,387</b>	<b>8,438</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,611</b>	<b>3,825</b>	<b>1,714</b>	<b>3,662</b>	<b>3,703</b>	<b>3,611</b>
<b>MEMO ITEMS</b>							
<b>Originations Volume:</b>							
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	805,037	412,284	722,786	797,751	685,869
Avg. Total Loans Originated (#)	4,400	2,341	2,751	1,495	2,437	2,737	2,341
Average Loan Balance (\$)	248,600	285,288	286,744	275,759	288,374	284,429	285,288
Avg. Pull-Through (Closings/Applications #)	74.21	77.15	79.14	67.49	76.84	79.31	77.15
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>18.1</b>	<b>18.2</b>	<b>17.5</b>	<b>17.9</b>	<b>18.4</b>	<b>18.1</b>
<b>Employees:</b>							
Total Production FTEs (excluding 0 reporters)	489	324	342	279	335	317	324
<b>Productivity</b>							
<b>Simple Avg.</b>							
Closings per Sales Employee per Mo.	7.5	8.1	9.3	5.4	8.3	9.4	8.1
Closings per Fulfillment Employee per Mo.	8.9	9.2	9.7	6.8	9.3	10.1	9.2
Closings per Prod Support Employee per Mo.	17.5	22.2	25.2	16.0	22.1	26.3	22.2
Closings per Total Prod. Employee per Mo.	3.2	2.9	4.2	2.1	2.9	4.3	2.9
<b>Weighted Avg.</b>							
Closings per Sales Employee per Mo.	7.9	6.5	7.3	4.2	6.6	7.7	6.5
Closings per Fulfillment Employee per Mo.	6.5	6.0	6.5	4.8	6.0	7.1	6.0
Closings per Prod Support Employee per Mo.	14.9	13.2	15.6	10.4	13.5	16.6	13.2
Closings per Total Prod. Employee per Mo.	2.8	2.4	2.8	1.8	2.5	3.0	2.4
<b>Median</b>							
Closings per Sales Employee per Mo.	7.1	6.9	8.2	4.5	7.1	8.4	6.9
Closings per Fulfillment Employee per Mo.	5.9	6.6	7.7	5.5	6.7	7.7	6.6
Closings per Prod Support Employee per Mo.	15.8	15.0	17.8	11.7	15.0	18.9	15.0
Closings per Total Prod. Employee per Mo.	2.4	2.4	3.0	1.8	2.5	3.0	2.4
Number of Companies Reporting	1	224	236	216	203	203	224

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical Retail/Consumer Direct Production Only Companies**  
 E2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>							
Loan Origination Fees	48.20	61.93	55.18	57.50	60.50	57.67	61.93
Correspondent and Broker Fee Income (1)	5.00	-	-	-	-	-	-
Other Origination-Related Income (2)	13.40	20.25	23.53	21.48	20.30	23.05	20.25
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>82.18</b>	<b>78.71</b>	<b>78.97</b>	<b>80.80</b>	<b>80.72</b>	<b>82.18</b>
<b>NET INTEREST INCOME</b>							
Warehousing Income	14.10	14.91	15.29	17.54	15.16	15.44	14.91
Warehousing Expense	13.20	14.53	14.84	15.94	14.68	15.21	14.53
<b>Net Interest Income</b>	<b>0.90</b>	<b>0.38</b>	<b>0.45</b>	<b>1.60</b>	<b>0.48</b>	<b>0.23</b>	<b>0.38</b>
<b>SECONDARY MARKETING INCOME</b>							
Secondary Mktg Gains (Losses)	202.50	271.58	279.81	223.18	265.54	274.48	271.58
Capitalized Servicing/Svg Released Premiums	75.80	82.04	82.09	73.54	82.12	81.21	82.04
Repurchase Reserve Provision	(2.18)	(2.23)	(3.97)	(2.37)	(2.25)	(3.38)	(2.23)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>351.39</b>	<b>357.94</b>	<b>294.36</b>	<b>345.41</b>	<b>352.31</b>	<b>351.39</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>433.94</b>	<b>437.09</b>	<b>374.93</b>	<b>426.69</b>	<b>433.26</b>	<b>433.94</b>
<b>EXPENSES</b>							
Personnel	188.62	209.16	206.42	209.58	207.53	208.33	209.16
Sales Personnel	91.32	105.59	108.23	99.49	105.76	110.59	105.59
Fulfillment Personnel	36.70	40.76	41.91	44.01	40.15	40.86	40.76
Production Support Employees	20.50	20.19	18.91	23.27	19.95	18.83	20.19
Management and Directors	18.90	18.87	19.63	16.95	18.71	20.12	18.87
Benefits	21.20	23.74	17.75	25.85	22.96	17.92	23.74
Occupancy and Equipment	9.01	9.95	9.41	15.22	9.53	9.27	9.95
Technology-Related Expenses	6.99	7.64	7.39	7.70	7.29	7.21	7.64
Other Direct Expenses	52.60	57.97	58.03	61.84	55.76	56.46	57.97
Outsourcing and Professional fees	15.60	11.28	11.44	10.83	10.90	11.84	11.28
Other Operating Expenses	37.00	46.69	46.59	51.00	44.87	44.61	46.69
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>284.72</b>	<b>281.25</b>	<b>294.33</b>	<b>280.12</b>	<b>281.27</b>	<b>284.72</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>17.02</b>	<b>17.54</b>	<b>16.20</b>	<b>15.36</b>	<b>17.41</b>	<b>17.02</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>301.74</b>	<b>298.79</b>	<b>310.53</b>	<b>295.48</b>	<b>298.68</b>	<b>301.74</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>132.21</b>	<b>138.30</b>	<b>64.41</b>	<b>131.21</b>	<b>134.58</b>	<b>132.21</b>
<b>MEMO ITEMS</b>							
<b>Originations Volume:</b>							
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	805,037	412,284	722,786	797,751	685,869
Avg. Total Loans Originated (#)	4,400	2,341	2,751	1,495	2,437	2,737	2,341
Average Loan Balance (\$)	248,600	285,288	286,744	275,759	288,374	284,429	285,288
Avg. Pull-Through (Closings/Applications #)	74.21	77.15	79.14	67.49	76.84	79.31	77.15
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>18.1</b>	<b>18.2</b>	<b>17.5</b>	<b>17.9</b>	<b>18.4</b>	<b>18.1</b>
<b>Employees:</b>							
Total Production FTEs (excluding 0 reporters)	489	324	342	279	335	317	324
<b>Productivity</b>							
<b>Simple Avg.</b>							
Closings per Sales Employee per Mo.	7.5	8.1	9.3	5.4	8.3	9.4	8.1
Closings per Fulfillment Employee per Mo.	8.9	9.2	9.7	6.8	9.3	10.1	9.2
Closings per Prod Support Employee per Mo.	17.5	22.2	25.2	16.0	22.1	26.3	22.2
Closings per Total Prod. Employee per Mo.	3.2	2.9	4.2	2.1	2.9	4.3	2.9
<b>Weighted Avg.</b>							
Closings per Sales Employee per Mo.	7.9	6.5	7.3	4.2	6.6	7.7	6.5
Closings per Fulfillment Employee per Mo.	6.5	6.0	6.5	4.8	6.0	7.1	6.0
Closings per Prod Support Employee per Mo.	14.9	13.2	15.6	10.4	13.5	16.6	13.2
Closings per Total Prod. Employee per Mo.	2.8	2.4	2.8	1.8	2.5	3.0	2.4
<b>Median</b>							
Closings per Sales Employee per Mo.	7.1	6.9	8.2	4.5	7.1	8.4	6.9
Closings per Fulfillment Employee per Mo.	5.9	6.6	7.7	5.5	6.7	7.7	6.6
Closings per Prod Support Employee per Mo.	15.8	15.0	17.8	11.7	15.0	18.9	15.0
Closings per Total Prod. Employee per Mo.	2.4	2.4	3.0	1.8	2.5	3.0	2.4
Number of Companies Reporting	1	224	236	216	203	203	224

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical Retail/Consumer Direct Production Only Companies**  
 E3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	805,037	412,284	722,786	797,751	685,869
Avg. Total Loans Originated (#)	4,400	2,341	2,751	1,495	2,437	2,737	2,341
Average Loan Balance	248,600	285,288	286,744	275,759	288,374	284,429	285,288
<b>Production Mix by Product Type</b>							
First Mortgages:	99.97	98.70	99.17	99.30	99.36	99.14	98.70
Government (FHA/VA/RHS) - Fixed	14.00	21.13	20.21	25.76	20.45	20.59	21.13
Government (FHA/VA/RHS) - ARM		0.34	0.01	0.02	0.38	0.01	0.34
Prime (Conforming) - Fixed	85.08	70.45	73.43	66.11	71.47	72.80	70.45
Prime (Conforming) - ARM		0.27	0.30	1.13	0.26	0.31	0.27
Prime (Non-Conforming Jumbo) - Fixed	0.89	4.78	3.66	4.00	5.06	3.80	4.78
Prime (Non-Conforming Jumbo) - ARM		0.38	0.51	1.24	0.41	0.46	0.38
Other Fixed		1.32	1.01	0.94	1.30	1.15	1.32
Other ARM		0.02	0.03	0.10	0.03	0.03	0.02
Closed-End Second Mortgages	0.03	0.09	0.06	0.33	0.07	0.06	0.09
Funded HELOCs		0.33	0.33	0.09	0.36	0.38	0.33
Reverse		0.55	0.21	0.17	0.14	0.14	0.55
Other		0.33	0.24	0.11	0.07	0.27	0.33
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	100.00	98.98	99.15	97.50	98.92	99.19	98.98
ARM		1.02	0.85	2.50	1.08	0.81	1.02
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	3.49	5.94	5.00	6.39	6.30	4.99	5.94
Non-Jumbo	96.51	94.06	95.00	93.61	93.70	95.01	94.06
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	69.75	100.00	100.00	100.00	100.00	100.00	100.00
Broker Wholesale and Correspondent	30.25	0.00	0.00	0.00	0.00	0.00	0.00
Broker Wholesale	10.20	0.00	0.00	0.00	0.00	0.00	0.00
Correspondent	20.05	0.00	0.00	0.00	0.00	0.00	0.00
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>							
Purchase	29.78	42.24	46.16	54.53	42.85	47.01	42.24
Refinancing	70.22	57.76	53.84	45.47	57.15	52.99	57.76
Rate-Term	38.20	39.09	36.69	28.84	38.71	36.56	39.09
Cash-Out	31.01	17.05	15.75	14.38	17.16	15.21	17.05
Other / Unknown	1.01	1.61	1.39	2.25	1.28	1.22	1.61
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	0.80	1.24	0.73	0.85	0.80	0.84	1.24
Greater than 600, less than or equal to 650	1.30	4.61	4.35	7.28	4.60	4.46	4.61
Greater than 650, less than or equal to 700	12.90	14.02	13.70	16.09	13.93	13.89	14.02
Greater than 700, less than or equal to 750	26.70	24.93	24.68	26.24	24.95	24.66	24.93
Greater than 750	58.30	55.20	56.55	49.55	55.71	56.15	55.20
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Simple Average FICO (based on #)</b>							
		744	746	735	746	746	744
<b>1st Mtg LTV Distribution</b>							
Equals 60% of less	22.13	19.59	18.79	11.18	19.78	18.40	19.59
Greater than 60%, less than or equal to 70%	14.07	13.66	12.75	9.88	13.58	12.66	13.66
Greater than 70%, less than or equal to 80%	25.20	28.45	28.68	29.76	28.51	28.50	28.45
Greater than 80%, less than or equal to 90%	16.87	13.07	13.23	14.41	12.96	13.29	13.07
Greater than 90%, less than or equal to 100%	20.83	24.20	25.52	33.50	24.34	26.27	24.20
Greater than 100%	0.90	1.04	1.03	1.27	0.83	0.88	1.04
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>							
	72.28	74.74	75.94	80.29	74.51	76.12	74.74
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio	0.03	0.15	0.16	0.03	0.16	0.14	0.15
Originated for Sale to Others:	99.97	99.85	99.84	99.97	99.84	99.86	99.85
Sale to Fannie/Freddie/Ginnie	50.09	40.81	44.60	28.96	41.74	43.06	40.81
All Other Sale to Others	49.88	59.04	55.24	71.01	58.09	56.80	59.04
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	61.09	74.67	70.33	81.86	73.21	71.30	74.67
Servicing Retained	38.91	25.33	29.67	18.14	26.79	28.70	25.33
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	224	236	216	203	203	224

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical Retail/Consumer Direct Production Only Companies**  
 E4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	805,037	412,284	722,786	797,751	685,869
Avg. Total Loans Originated (#)	4,400	2,341	2,751	1,495	2,437	2,737	2,341
Average Loan Balance	248,600	285,288	286,744	275,759	288,374	284,429	285,288
<b>Production Mix by Product Type</b>							
First Mortgages:	99.30	97.74	98.15	97.67	98.42	98.09	97.74
Government (FHA/VA/RHS) - Fixed	13.90	21.41	20.64	27.00	20.77	20.97	21.41
Government (FHA/VA/RHS) - ARM		0.34	0.01	0.02	0.37	0.01	0.34
Prime (Conforming) - Fixed	84.89	72.38	74.34	66.66	73.52	73.72	72.38
Prime (Conforming) - ARM		0.23	0.26	0.90	0.23	0.27	0.23
Prime (Non-Conforming Jumbo) - Fixed	0.51	1.98	1.71	1.70	2.11	1.81	1.98
Prime (Non-Conforming Jumbo) - ARM		0.12	0.18	0.41	0.13	0.17	0.12
Other Fixed		1.26	0.99	0.89	1.26	1.12	1.26
Other ARM		0.01	0.02	0.09	0.02	0.02	0.01
Closed-End Second Mortgages	0.70	0.92	0.86	1.71	0.86	0.93	0.92
Funded HELOCs		0.48	0.46	0.32	0.53	0.53	0.48
Reverse		0.59	0.27	0.20	0.16	0.17	0.59
Other		0.27	0.26	0.09	0.03	0.28	0.27
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	100.00	99.29	99.53	98.55	99.24	99.53	99.29
ARM		0.71	0.47	1.45	0.76	0.47	0.71
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	0.71	2.48	2.35	2.92	2.64	2.39	2.48
Non-Jumbo	99.29	97.52	97.65	97.08	97.36	97.61	97.52
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	68.10	100.00	100.00	100.00	100.00	100.00	100.00
Broker Wholesale and Correspondent	31.90	0.00	0.00	0.00	0.00	0.00	0.00
Broker Wholesale	6.20	0.00	0.00	0.00	0.00	0.00	0.00
Correspondent	25.70	0.00	0.00	0.00	0.00	0.00	0.00
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>							
Purchase	35.20	41.32	45.38	56.14	41.93	46.31	41.32
Refinancing	64.80	58.68	54.62	43.86	58.07	53.69	58.68
Rate-Term	34.45	39.39	36.85	27.09	39.00	36.67	39.39
Cash-Out	28.55	17.66	16.31	14.61	17.78	15.74	17.66
Other / Unknown	1.80	1.63	1.45	2.16	1.29	1.28	1.63
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	0.77	1.28	0.74	0.95	0.84	0.85	1.28
Greater than 600, less than or equal to 650	1.25	5.10	4.81	8.40	5.07	4.93	5.10
Greater than 650, less than or equal to 700	12.70	15.04	14.76	17.43	14.95	14.97	15.04
Greater than 700, less than or equal to 750	25.17	25.26	24.77	25.83	25.33	24.79	25.26
Greater than 750	60.11	53.32	54.92	47.40	53.81	54.47	53.32
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>							
		744	746	735	746	746	744
<b>1st Mtg LTV Distribution</b>							
Equals 60% of less	22.90	22.55	21.51	13.02	22.72	20.99	22.55
Greater than 60%, less than or equal to 70%	13.39	13.31	12.42	9.43	13.20	12.36	13.31
Greater than 70%, less than or equal to 80%	25.90	26.83	27.05	28.26	26.87	26.94	26.83
Greater than 80%, less than or equal to 90%	16.89	12.14	12.17	13.29	12.04	12.22	12.14
Greater than 90%, less than or equal to 100%	20.11	24.04	25.68	34.57	24.22	26.48	24.04
Greater than 100%	0.81	1.14	1.16	1.43	0.95	1.01	1.14
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>							
	72.28	74.74	75.94	80.29	74.51	76.12	74.74
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio	0.01	0.10	0.11	0.03	0.10	0.07	0.10
Originated for Sale to Others:	99.99	99.90	99.89	99.97	99.90	99.93	99.90
Sale to Fannie/Freddie/Ginnie	51.20	42.70	46.06	29.80	43.74	44.54	42.70
All Other Sale to Others	48.79	57.21	53.83	70.17	56.16	55.39	57.21
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	62.91	74.29	69.62	81.85	72.85	70.71	74.29
Servicing Retained	37.09	25.71	30.38	18.15	27.15	29.29	25.71
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	224	236	216	203	203	224

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Historical Retail/Consumer Direct Production Only Companies**  
 E5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm Q1 2021</b>	<b>All Firms Q1 2021</b>	<b>Previous Qtr. Q4 2020</b>	<b>Previous Yr. Q1 2020</b>	<b>Repeater Q1 2021</b>	<b>Repeater Q4 2020</b>	<b>YTD 2021</b>
Avg. Total Loans Originated (\$000s)	1,245,080	685,869	805,037	412,284	722,786	797,751	685,869
Avg. Total Loans Originated (#)	4,400	2,341	2,751	1,495	2,437	2,737	2,341
Average Loan Balance	248,600	285,288	286,744	275,759	288,374	284,429	285,288
<b>Production Mix by Product Type</b>							
First Mortgages:	249,750	288,940	290,385	280,425	291,651	288,181	288,940
Government (FHA/VA/RHS) - Fixed	230,500	281,905	282,066	261,118	284,562	280,229	281,905
Government (FHA/VA/RHS) - ARM		454,672	312,633	339,634	454,672	328,808	454,672
Prime (Conforming) - Fixed	289,490	279,187	284,572	272,515	280,571	281,706	279,187
Prime (Conforming) - ARM		434,136	401,537	376,462	436,737	385,228	434,136
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	803,395	805,202	740,240	800,808	801,849	803,395
Prime (Non-Conforming Jumbo) - ARM		1,017,957	942,363	927,383	993,904	918,252	1,017,957
Other Fixed		341,904	347,337	382,435	350,310	341,166	341,904
Other ARM		535,643	449,493	341,349	535,643	388,205	535,643
Closed-End Second Mortgages	7,880	44,365	29,235	32,185	42,861	30,587	44,365
Funded HELOCs		121,924	146,754	110,345	119,506	148,966	121,924
Reverse		223,401	228,083	193,048	223,964	230,824	223,401
Other		447,483	181,835	277,310	523,197	232,824	447,483
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	249,750	287,960	289,198	276,773	290,602	287,127	287,960
ARM		733,941	703,232	580,319	734,962	687,845	733,941
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	1,108,880	816,153	808,396	765,345	814,639	802,035	816,153
Non-Jumbo	218,103	277,120	284,043	271,055	279,101	282,496	277,120
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	240,500	288,939	290,380	280,414	291,651	288,177	288,939
Broker Wholesale and Correspondent	315,455						
Broker Wholesale	315,580						
Correspondent	313,400						
<b>1st Mtg Purchase vs Refi</b>							
Purchase	255,230	302,082	300,442	273,056	304,023	298,237	302,082
Refinancing	298,900	284,550	284,003	288,908	286,693	283,254	284,550
Rate-Term	310,200	288,971	288,239	296,691	291,454	288,020	288,971
Cash-Out	280,450	277,824	277,572	269,098	279,897	276,076	277,824
Other / Unknown		307,316	276,080	307,310	310,819	283,969	307,316
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	200,890	247,003	270,978	233,746	248,542	264,902	247,003
Greater than 600, less than or equal to 650	212,300	256,402	253,999	238,091	259,071	252,806	256,402
Greater than 650, less than or equal to 700	259,390	268,008	267,611	257,082	270,338	265,388	268,008
Greater than 700, less than or equal to 750	298,780	287,704	289,589	289,083	289,682	286,669	287,704
Greater than 750	310,200	302,102	299,788	293,454	304,856	297,567	302,102
<b>1st Mtg LTV Distribution</b>							
Equals 60% of less	270,990	247,389	250,066	240,280	249,619	248,708	247,389
Greater than 60%, less than or equal to 70%	298,930	295,829	298,240	293,653	299,716	295,118	295,829
Greater than 70%, less than or equal to 80%	299,130	306,525	308,142	294,338	309,800	305,205	306,525
Greater than 80%, less than or equal to 90%	320,120	312,704	317,021	302,331	315,130	314,194	312,704
Greater than 90%, less than or equal to 100%	250,300	294,551	291,337	270,886	297,119	288,443	294,551
Greater than 100%	210,880	255,606	259,775	245,407	255,065	257,111	255,606
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio		450,880	319,227	296,488	470,728	351,647	450,880
Originated for Sale to Others:	249,750	286,308	285,936	274,586	288,973	285,264	286,308
Sale to Fannie/Freddie/Ginnie	230,300	262,933	270,408	251,861	266,466	267,804	262,933
All Other Sale to Others	320,250	323,804	307,022	285,412	328,884	302,689	323,804
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	315,280	296,945	293,452	283,290	299,473	287,972	296,945
Servicing Retained	308,938	296,217	288,669	271,382	296,196	287,659	296,217
Number of Companies Reporting	1	224	236	216	203	203	224

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Retail/Consumer Direct Production Only Companies by Production \$**  
**F1 - Net Loan Production Income and Expense, \$ per loan, Simple Average**

\$ PER LOAN	Your Firm	<100	100-250	250-500	500-1100	>1100	Total	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>								
Loan Origination Fees	1,220	1,908	1,666	1,973	1,376	1,255	1,652	1,652
Correspondent and Broker Fee Income (1)	140	-	-	-	-	-	-	-
Other Origination-Related Income (2)	390	549	458	538	741	361	532	532
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,457</b>	<b>2,124</b>	<b>2,512</b>	<b>2,117</b>	<b>1,615</b>	<b>2,184</b>	<b>2,184</b>
<b>NET INTEREST INCOME</b>								
Warehousing Income	396	388	373	434	469	490	428	428
Warehousing Expense	390	329	426	424	480	459	423	423
<b>Net Interest Income</b>	<b>6</b>	<b>59</b>	<b>(53)</b>	<b>10</b>	<b>(12)</b>	<b>30</b>	<b>5</b>	<b>5</b>
<b>SECONDARY MARKETING INCOME</b>								
Secondary Mktg Gains (Losses)	6,186	5,702	7,516	7,674	8,013	9,454	7,638	7,638
Capitalized Servicing/Svg Released Premiums	1,808	2,362	2,827	1,974	2,396	1,829	2,289	2,289
Repurchase Reserve Provision	(46)	(13)	(73)	(54)	(121)	(77)	(67)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>8,051</b>	<b>10,270</b>	<b>9,594</b>	<b>10,288</b>	<b>11,206</b>	<b>9,860</b>	<b>9,860</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>10,567</b>	<b>12,340</b>	<b>12,115</b>	<b>12,394</b>	<b>12,852</b>	<b>12,049</b>	<b>12,049</b>
<b>EXPENSES</b>								
Personnel	5,328	4,783	5,653	5,956	6,195	6,975	5,890	5,890
Sales Personnel	2,600	2,136	2,705	3,182	3,445	3,521	2,990	2,990
Fulfillment Personnel	1,003	953	1,197	1,122	1,256	1,160	1,138	1,138
Production Support Employees	510	592	534	448	533	822	576	576
Management and Directors	515	515	617	482	341	709	529	529
Benefits	700	587	600	722	620	764	657	657
Occupancy and Equipment	240	256	331	259	249	251	270	270
Technology-Related Expenses	200	278	178	180	198	226	210	210
Other Direct Expenses	1,489	1,594	1,820	1,369	1,856	1,406	1,611	1,611
Outsourcing and Professional fees	300	420	370	276	255	225	311	311
Other Operating Expenses	1,189	1,174	1,450	1,093	1,601	1,180	1,300	1,300
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>6,911</b>	<b>7,982</b>	<b>7,764</b>	<b>8,498</b>	<b>8,857</b>	<b>7,981</b>	<b>7,981</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>276</b>	<b>504</b>	<b>531</b>	<b>441</b>	<b>518</b>	<b>456</b>	<b>456</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>7,187</b>	<b>8,486</b>	<b>8,295</b>	<b>8,939</b>	<b>9,376</b>	<b>8,438</b>	<b>8,438</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,380</b>	<b>3,854</b>	<b>3,821</b>	<b>3,455</b>	<b>3,476</b>	<b>3,611</b>	<b>3,611</b>
<b>MEMO ITEMS</b>								
<b>Originations Volume:</b>								
Avg. Total Loans Originated (\$000s)	1,245,080	53,812	172,268	355,439	707,406	2,414,205	685,869	685,869
Avg. Total Loans Originated (#)	4,400	227	632	1,314	2,526	7,880	2,341	2,341
Average Loan Balance (\$)	248,600	247,077	282,822	294,446	289,533	313,923	285,288	285,288
Avg. Pull-Through (Closings/Applications #)	74.21	73.94	78.12	76.76	79.63	76.58	77.15	77.15
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>19.1</b>	<b>15.3</b>	<b>19.1</b>	<b>19.8</b>	<b>17.8</b>	<b>18.1</b>	<b>18.1</b>
<b>Employees:</b>								
Total Production FTEs (excluding 0 reporters)	489	35	92	178	370	1,025	324	324
<b>Productivity</b>								
<b>Simple Avg.</b>								
Closings per Sales Employee per Mo.	7.5	8.2	8.2	7.8	7.5	9.1	8.1	8.1
Closings per Fulfillment Employee per Mo.	8.9	8.6	7.8	11.1	7.5	11.2	9.2	9.2
Closings per Prod Support Employee per Mo.	17.5	12.5	21.5	21.1	27.2	25.7	22.2	22.2
Closings per Total Prod. Employee per Mo.	3.2	2.6	2.8	3.2	2.6	3.0	2.9	2.9
<b>Weighted Avg.</b>								
Closings per Sales Employee per Mo.	7.9	6.2	5.4	5.8	5.6	7.1	6.5	6.5
Closings per Fulfillment Employee per Mo.	6.5	6.7	6.0	6.1	6.1	5.9	6.0	6.0
Closings per Prod Support Employee per Mo.	14.9	7.6	13.0	11.9	10.9	14.9	13.2	13.2
Closings per Total Prod. Employee per Mo.	2.8	2.3	2.3	2.4	2.2	2.6	2.4	2.4
<b>Median</b>								
Closings per Sales Employee per Mo.	7.1	6.9	6.3	6.6	6.5	8.6	6.9	6.9
Closings per Fulfillment Employee per Mo.	5.9	7.2	6.2	6.4	6.7	6.9	6.6	6.6
Closings per Prod Support Employee per Mo.	15.8	8.9	18.4	14.2	16.7	20.3	15.0	15.0
Closings per Total Prod. Employee per Mo.	2.4	2.3	2.4	2.4	2.3	2.9	2.4	2.4
<b>Number of Companies Reporting</b>	<b>1</b>	<b>43</b>	<b>48</b>	<b>50</b>	<b>44</b>	<b>39</b>	<b>224</b>	<b>224</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees



Quarterly Mortgage Bankers Performance Report

Residential Loan Production - Retail/Consumer Direct Production Only Companies by Production \$

F2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<100	100-250	250-500	500-1100	>1100	Total	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>								
Loan Origination Fees	48.20	79.65	62.32	71.67	51.78	40.86	61.93	61.93
Correspondent and Broker Fee Income (1)	5.00	-	-	-	-	-	-	-
Other Origination-Related Income (2)	13.40	24.05	17.90	17.54	29.37	12.13	20.25	20.25
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>103.70</b>	<b>80.22</b>	<b>89.22</b>	<b>81.15</b>	<b>52.99</b>	<b>82.18</b>	<b>82.18</b>
<b>NET INTEREST INCOME</b>								
Warehousing Income	14.10	15.15	13.22	14.93	15.99	15.47	14.91	14.91
Warehousing Expense	13.20	12.58	14.68	14.52	16.29	14.52	14.53	14.53
<b>Net Interest Income</b>	<b>0.90</b>	<b>2.57</b>	<b>(1.46)</b>	<b>0.41</b>	<b>(0.30)</b>	<b>0.96</b>	<b>0.38</b>	<b>0.38</b>
<b>SECONDARY MARKETING INCOME</b>								
Secondary Mktg Gains (Losses)	202.50	235.50	259.23	271.25	288.05	308.40	271.58	271.58
Capitalized Servicing/Svg Released Premiums	75.80	96.90	106.92	65.09	78.55	60.68	82.04	82.04
Repurchase Reserve Provision	(2.18)	(0.49)	(2.45)	(1.92)	(3.79)	(2.50)	(2.23)	(2.23)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>331.91</b>	<b>363.70</b>	<b>334.43</b>	<b>362.80</b>	<b>366.58</b>	<b>351.39</b>	<b>351.39</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>438.18</b>	<b>442.46</b>	<b>424.06</b>	<b>443.65</b>	<b>420.52</b>	<b>433.94</b>	<b>433.94</b>
<b>EXPENSES</b>								
Personnel	188.62	195.46	200.35	206.70	220.06	225.96	209.16	209.16
Sales Personnel	91.32	83.24	96.03	111.79	122.92	114.47	105.59	105.59
Fulfillment Personnel	36.70	40.68	42.76	38.45	44.46	37.20	40.76	40.76
Production Support Employees	20.50	23.44	18.13	15.74	19.29	25.88	20.19	20.19
Management and Directors	18.90	21.63	22.49	16.30	11.55	22.94	18.87	18.87
Benefits	21.20	26.47	20.93	24.43	21.85	25.47	23.74	23.74
Occupancy and Equipment	9.01	10.65	12.24	9.13	9.11	8.35	9.95	9.95
Technology-Related Expenses	6.99	11.56	6.37	6.28	6.91	7.45	7.64	7.64
Other Direct Expenses	52.60	60.50	64.86	47.42	69.18	47.58	57.97	57.97
Outsourcing and Professional fees	15.60	18.29	13.03	8.62	9.29	7.05	11.28	11.28
Other Operating Expenses	37.00	42.22	51.83	38.80	59.89	40.53	46.69	46.69
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>278.17</b>	<b>283.82</b>	<b>269.53</b>	<b>305.26</b>	<b>289.35</b>	<b>284.72</b>	<b>284.72</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>12.56</b>	<b>18.55</b>	<b>19.07</b>	<b>16.66</b>	<b>17.86</b>	<b>17.02</b>	<b>17.02</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>290.73</b>	<b>302.37</b>	<b>288.59</b>	<b>321.91</b>	<b>307.20</b>	<b>301.74</b>	<b>301.74</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>147.46</b>	<b>140.09</b>	<b>135.46</b>	<b>121.74</b>	<b>113.32</b>	<b>132.21</b>	<b>132.21</b>
<b>MEMO ITEMS</b>								
<b>Originations Volume:</b>								
Avg. Total Loans Originated (\$000s)	1,245,080	53,812	172,268	355,439	707,406	2,414,205	685,869	685,869
Avg. Total Loans Originated (#)	4,400	227	632	1,314	2,526	7,880	2,341	2,341
Average Loan Balance (\$)	248,600	247,077	282,822	294,446	289,533	313,923	285,288	285,288
Avg. Pull-Through (Closings/Applications #)	74.21	73.94	78.12	76.76	79.63	76.58	77.15	77.15
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>19.1</b>	<b>15.3</b>	<b>19.1</b>	<b>19.8</b>	<b>17.8</b>	<b>18.1</b>	<b>18.1</b>
<b>Employees:</b>								
Total Production FTEs (excluding 0 reporters)	489	35	92	178	370	1,025	324	324
<b>Productivity</b>								
<b>Simple Avg.</b>								
Closings per Sales Employee per Mo.	7.5	8.2	8.2	7.8	7.5	9.1	8.1	8.1
Closings per Fulfillment Employee per Mo.	8.9	8.6	7.8	11.1	7.5	11.2	9.2	9.2
Closings per Prod Support Employee per Mo.	17.5	12.5	21.5	21.1	27.2	25.7	22.2	22.2
Closings per Total Prod. Employee per Mo.	3.2	2.6	2.8	3.2	2.6	3.0	2.9	2.9
<b>Weighted Avg.</b>								
Closings per Sales Employee per Mo.	7.9	6.2	5.4	5.8	5.6	7.1	6.5	6.5
Closings per Fulfillment Employee per Mo.	6.5	6.7	6.0	6.1	6.1	5.9	6.0	6.0
Closings per Prod Support Employee per Mo.	14.9	7.6	13.0	11.9	10.9	14.9	13.2	13.2
Closings per Total Prod. Employee per Mo.	2.8	2.3	2.3	2.4	2.2	2.6	2.4	2.4
<b>Median</b>								
Closings per Sales Employee per Mo.	7.1	6.9	6.3	6.6	6.5	8.6	6.9	6.9
Closings per Fulfillment Employee per Mo.	5.9	7.2	6.2	6.4	6.7	6.9	6.6	6.6
Closings per Prod Support Employee per Mo.	15.8	8.9	18.4	14.2	16.7	20.3	15.0	15.0
Closings per Total Prod. Employee per Mo.	2.4	2.3	2.4	2.4	2.3	2.9	2.4	2.4
Number of Companies Reporting	1	43	48	50	44	39	224	224

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Retail/Consumer Direct Production Only Companies by Production \$**  
 F3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm	<100	100-250	250-500	500-1100	>1100	Total	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	53,812	172,268	355,439	707,406	2,414,205	685,869	685,869
Avg. Total Loans Originated (#)	4,400	227	632	1,314	2,526	7,880	2,341	2,341
Average Loan Balance	248,600	247,077	282,822	294,446	289,533	313,923	285,288	285,288
<b>Production Mix by Product Type</b>								
First Mortgages:	99.97	98.22	99.52	98.51	97.60	99.74	98.70	98.70
Government (FHA/VA/RHS) - Fixed	14.00	18.93	23.74	16.81	24.98	21.54	21.13	21.13
Government (FHA/VA/RHS) - ARM		1.75	0.00	0.01	0.02	0.00	0.34	0.34
Prime (Conforming) - Fixed	85.08	69.87	71.06	74.06	66.10	70.64	70.45	70.45
Prime (Conforming) - ARM		0.08	0.90	0.17	0.04	0.07	0.27	0.27
Prime (Non-Conforming Jumbo) - Fixed	0.89	2.01	3.17	6.89	5.48	6.32	4.78	4.78
Prime (Non-Conforming Jumbo) - ARM		0.32	0.41	0.49	0.14	0.54	0.38	0.38
Other Fixed		5.25	0.17	0.06	0.81	0.62	1.32	1.32
Other ARM		0.00	0.07	0.01	0.03	0.00	0.02	0.02
Closed-End Second Mortgages	0.03	0.18	0.12	0.05	0.04	0.05	0.09	0.09
Funded HELOCs		0.00	0.04	1.38	0.03	0.02	0.33	0.33
Reverse		0.05	0.31	0.06	2.17	0.18	0.55	0.55
Other		1.55	0.02	0.00	0.16	0.00	0.33	0.33
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	100.00	97.84	98.62	99.31	99.77	99.39	98.98	98.98
ARM		2.16	1.38	0.69	0.23	0.61	1.02	1.02
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	3.49	3.29	3.98	8.58	6.20	7.59	5.94	5.94
Non-Jumbo	96.51	96.71	96.02	91.42	93.80	92.41	94.06	94.06
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	69.75	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Broker Wholesale and Correspondent	30.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Broker Wholesale	10.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Correspondent	20.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>								
Purchase	29.78	39.44	45.90	43.92	43.04	37.79	42.24	42.24
Refinancing	70.22	60.56	54.10	56.08	56.96	62.21	57.76	57.76
Rate-Term	38.20	41.77	34.26	35.43	40.96	44.67	39.09	39.09
Cash-Out	31.01	17.15	17.63	19.79	14.60	15.50	17.05	17.05
Other / Unknown	1.01	1.65	2.21	0.86	1.40	2.04	1.61	1.61
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	0.80	5.10	0.40	0.33	0.24	0.30	1.24	1.24
Greater than 600, less than or equal to 650	1.30	4.21	4.74	4.21	5.99	3.85	4.61	4.61
Greater than 650, less than or equal to 700	12.90	13.33	15.46	13.71	14.28	13.08	14.02	14.02
Greater than 700, less than or equal to 750	26.70	24.90	26.00	24.82	24.74	23.98	24.93	24.93
Greater than 750	58.30	52.46	53.41	56.93	54.75	58.79	55.20	55.20
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Simple Average FICO (based on #)</b>								
		738	743	747	744	748	744	744
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	22.13	22.65	16.68	19.28	18.95	20.94	19.59	19.59
Greater than 60%, less than or equal to 70%	14.07	13.85	13.47	13.29	13.76	14.02	13.66	13.66
Greater than 70%, less than or equal to 80%	25.20	26.60	29.56	29.53	28.11	28.10	28.45	28.45
Greater than 80%, less than or equal to 90%	16.87	14.44	12.39	13.21	12.72	12.60	13.07	13.07
Greater than 90%, less than or equal to 100%	20.83	21.51	27.00	23.53	25.51	23.05	24.20	24.20
Greater than 100%	0.90	0.95	0.89	1.15	0.95	1.28	1.04	1.04
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>								
	72.28	76.06	76.69	71.02	75.39	75.06	74.74	74.74
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio	0.03	0.41	0.10	0.21	0.03	0.02	0.15	0.15
Originated for Sale to Others:	99.97	99.59	99.90	99.79	99.97	99.98	99.85	99.85
Sale to Fannie/Freddie/Ginnie	50.09	44.48	28.95	37.38	39.69	56.84	40.81	40.81
All Other Sale to Others	49.88	55.11	70.94	62.42	60.29	43.14	59.04	59.04
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	61.09	82.36	81.55	79.00	72.40	57.06	74.67	74.67
Servicing Retained	38.91	17.64	18.45	21.00	27.60	42.94	25.33	25.33
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	43	48	50	44	39	224	224

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Retail/Consumer Direct Production Only Companies by Production \$**  
 F4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm	<100	100-250	250-500	500-1100	>1100	Total	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	53,812	172,268	355,439	707,406	2,414,205	685,869	685,869
Avg. Total Loans Originated (#)	4,400	227	632	1,314	2,526	7,880	2,341	2,341
Average Loan Balance	248,600	247,077	282,822	294,446	289,533	313,923	285,288	285,288
<b>Production Mix by Product Type</b>								
First Mortgages:	99.30	97.30	98.61	97.32	96.83	98.74	97.74	97.74
Government (FHA/VA/RHS) - Fixed	13.90	18.68	23.67	17.14	25.81	22.14	21.41	21.41
Government (FHA/VA/RHS) - ARM		1.73	0.00	0.01	0.01	0.01	0.34	0.34
Prime (Conforming) - Fixed	84.89	70.73	72.64	76.76	67.84	73.40	72.38	72.38
Prime (Conforming) - ARM		0.07	0.82	0.14	0.03	0.05	0.23	0.23
Prime (Non-Conforming Jumbo) - Fixed	0.51	0.88	1.18	3.01	2.29	2.53	1.98	1.98
Prime (Non-Conforming Jumbo) - ARM		0.08	0.13	0.17	0.04	0.19	0.12	0.12
Other Fixed		5.13	0.14	0.07	0.79	0.44	1.26	1.26
Other ARM		0.00	0.04	0.01	0.02	0.00	0.01	0.01
Closed-End Second Mortgages	0.70	1.32	0.91	0.65	0.81	0.97	0.92	0.92
Funded HELOCs		0.00	0.10	1.95	0.06	0.05	0.48	0.48
Reverse		0.05	0.36	0.08	2.24	0.23	0.59	0.59
Other		1.33	0.01	0.00	0.06	0.00	0.27	0.27
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	100.00	98.11	99.01	99.66	99.90	99.75	99.29	99.29
ARM		1.89	0.99	0.34	0.10	0.25	0.71	0.71
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	0.71	1.39	1.49	3.82	2.58	3.05	2.48	2.48
Non-Jumbo	99.29	98.61	98.51	96.18	97.42	96.95	97.52	97.52
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	68.10	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Broker Wholesale and Correspondent	31.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Broker Wholesale	6.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Correspondent	25.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>								
Purchase	35.20	38.14	44.69	42.91	42.48	37.33	41.32	41.32
Refinancing	64.80	61.86	55.31	57.09	57.52	62.67	58.68	58.68
Rate-Term	34.45	42.54	34.79	35.81	40.90	44.44	39.39	39.39
Cash-Out	28.55	17.56	18.26	20.40	15.21	16.27	17.66	17.66
Other / Unknown	1.80	1.76	2.26	0.88	1.40	1.96	1.63	1.63
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	0.77	5.11	0.45	0.36	0.27	0.34	1.28	1.28
Greater than 600, less than or equal to 650	1.25	4.47	5.14	4.73	6.57	4.55	5.10	5.10
Greater than 650, less than or equal to 700	12.70	13.91	16.28	14.72	15.59	14.56	15.04	15.04
Greater than 700, less than or equal to 750	25.17	26.51	25.65	24.83	25.09	24.11	25.26	25.26
Greater than 750	60.11	50.00	52.48	55.35	52.47	56.44	53.32	53.32
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>								
		738	743	747	744	748	744	744
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	22.90	26.31	19.76	22.25	21.51	23.38	22.55	22.55
Greater than 60%, less than or equal to 70%	13.39	13.51	13.42	13.00	13.27	13.40	13.31	13.31
Greater than 70%, less than or equal to 80%	25.90	24.87	27.95	28.00	26.55	26.40	26.83	26.83
Greater than 80%, less than or equal to 90%	16.89	13.47	11.41	12.12	11.88	11.87	12.14	12.14
Greater than 90%, less than or equal to 100%	20.11	20.88	26.47	23.36	25.66	23.57	24.04	24.04
Greater than 100%	0.81	0.96	0.99	1.28	1.12	1.38	1.14	1.14
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>								
	72.28	76.06	76.69	71.02	75.39	75.06	74.74	74.74
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio	0.01	0.19	0.16	0.09	0.02	0.01	0.10	0.10
Originated for Sale to Others:	99.99	99.81	99.84	99.91	99.98	99.99	99.90	99.90
Sale to Fannie/Freddie/Ginnie	51.20	45.19	30.69	39.75	41.91	58.83	42.70	42.70
All Other Sale to Others	48.79	54.62	69.15	60.15	58.07	41.16	57.21	57.21
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	62.91	82.69	82.33	79.15	70.59	55.68	74.29	74.29
Servicing Retained	37.09	17.31	17.67	20.85	29.41	44.32	25.71	25.71
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	43	48	50	44	39	224	224

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Retail/Consumer Direct Production Only Companies by Production \$**  
 F5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>&lt;100</b>	<b>100-250</b>	<b>250-500</b>	<b>500-1100</b>	<b>&gt;1100</b>	<b>Total</b>	<b>YTD 2021</b>
Avg. Total Loans Originated (\$000s)	1,245,080	53,812	172,268	355,439	707,406	2,414,205	685,869	685,869
Avg. Total Loans Originated (#)	4,400	227	632	1,314	2,526	7,880	2,341	2,341
Average Loan Balance	248,600	247,077	282,822	294,446	289,533	313,923	285,288	285,288
<b>Production Mix by Product Type</b>								
First Mortgages:	249,750	248,651	285,261	300,327	294,433	317,091	288,940	288,940
Government (FHA/VA/RHS) - Fixed	230,500	237,805	283,869	289,651	285,579	307,946	281,905	281,905
Government (FHA/VA/RHS) - ARM		239,520	221,000	442,867	715,389	355,367	454,672	454,672
Prime (Conforming) - Fixed	289,490	249,848	278,442	282,961	284,540	297,319	279,187	279,187
Prime (Conforming) - ARM		441,000	302,595	469,414	486,821	453,726	434,136	434,136
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	739,787	792,153	758,394	837,405	862,795	803,395	803,395
Prime (Non-Conforming Jumbo) - ARM		1,241,583	934,411	902,490	1,187,732	992,489	1,017,957	1,017,957
Other Fixed		208,614	359,037	231,947	421,925	401,019	341,904	341,904
Other ARM			682,250	360,000	488,614		535,643	535,643
Closed-End Second Mortgages	7,880	25,358	84,693	40,250	30,375	37,910	44,365	44,365
Funded HELOCs			126,270	116,324	122,547	130,121	121,924	121,924
Reverse		238,500	235,138	216,728	193,172	238,780	223,401	223,401
Other		689,656	461,000		317,127	85,000	447,483	447,483
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	249,750	247,861	284,117	299,095	294,011	315,796	287,960	287,960
ARM		812,669	557,010	685,732	796,028	816,124	733,941	733,941
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	1,108,880	800,134	816,345	769,580	838,104	860,929	816,153	816,153
Non-Jumbo	218,103	243,225	277,729	282,993	282,544	300,095	277,120	277,120
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	240,500	248,650	285,261	300,327	294,433	317,091	288,939	288,939
Broker Wholesale and Correspondent	315,455							
Broker Wholesale	315,580							
Correspondent	313,400							
<b>1st Mtg Purchase vs Refi</b>								
Purchase	255,230	267,315	300,302	312,948	306,124	323,503	302,082	302,082
Refinancing	298,900	245,707	276,573	294,478	292,326	314,690	284,550	284,550
Rate-Term	310,200	248,840	278,503	298,089	297,968	320,612	288,971	288,971
Cash-Out	280,450	248,929	269,908	285,864	280,724	302,429	277,824	277,824
Other / Unknown		223,344	301,272	426,337	253,006	245,847	307,316	307,316
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	200,890	227,897	237,878	250,798	251,583	254,111	247,003	247,003
Greater than 600, less than or equal to 650	212,300	237,255	256,966	262,203	261,301	261,043	256,402	256,402
Greater than 650, less than or equal to 700	259,390	242,626	270,727	276,907	267,015	280,061	268,008	268,008
Greater than 700, less than or equal to 750	298,780	243,753	289,643	299,097	291,975	312,743	287,704	287,704
Greater than 750	310,200	274,233	289,492	308,505	310,184	328,852	302,102	302,102
<b>1st Mtg LTV Distribution</b>								
Equals 60% or less	270,990	210,169	238,381	255,724	256,489	277,425	247,389	247,389
Greater than 60%, less than or equal to 70%	298,930	252,096	285,696	307,551	305,212	329,526	295,829	295,829
Greater than 70%, less than or equal to 80%	299,130	265,668	301,681	318,286	311,233	335,798	306,525	306,525
Greater than 80%, less than or equal to 90%	320,120	271,739	313,801	326,997	317,020	333,165	312,704	312,704
Greater than 90%, less than or equal to 100%	250,300	275,338	290,815	303,045	295,998	307,274	294,551	294,551
Greater than 100%	210,880	217,850	256,890	263,107	256,525	266,622	255,606	255,606
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio		388,063	367,147	570,715	337,833	509,276	450,880	450,880
Originated for Sale to Others:	249,750	246,113	283,280	296,571	290,222	313,232	286,308	286,308
Sale to Fannie/Freddie/Ginnie	230,300	230,749	247,548	275,359	255,585	293,111	262,933	262,933
All Other Sale to Others	320,250	330,735	295,930	323,617	316,604	355,899	323,804	323,804
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	315,280	236,116	286,232	294,048	313,734	347,016	296,945	296,945
Servicing Retained	308,938	208,688	300,635	320,521	291,733	300,457	296,217	296,217
Number of Companies Reporting	1	43	48	50	44	39	224	224

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Company Type**  
 G1 - Net Loan Production Income and Expense, \$ per loan, **Simple Average**

<b>\$ PER LOAN</b>	<b>Your Firm</b>	<b>Bank/Thrift Subs</b>	<b>Independent Mtg Cos.</b>	<b>Other (3)</b>	<b>Total</b>
<b>ORIGINATION-RELATED INCOME</b>					
Loan Origination Fees	1,220	1,102	1,449	1,812	1,446
Correspondent and Broker Fee Income (1)	140	500	87	29	119
Other Origination-Related Income (2)	390	415	504	369	486
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,017</b>	<b>2,040</b>	<b>2,210</b>	<b>2,051</b>
<b>NET INTEREST INCOME</b>					
Warehousing Income	396	311	427	439	417
Warehousing Expense	390	185	460	344	426
<b>Net Interest Income</b>	<b>6</b>	<b>126</b>	<b>(33)</b>	<b>94</b>	<b>(9)</b>
<b>SECONDARY MARKETING INCOME</b>					
Secondary Mktg Gains (Losses)	6,186	4,979	7,186	7,875	7,043
Capitalized Servicing/Svg Released Premiums	1,808	2,234	2,317	2,293	2,307
Repurchase Reserve Provision	(46)	(18)	(65)	(149)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>7,195</b>	<b>9,438</b>	<b>10,019</b>	<b>9,283</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>9,338</b>	<b>11,445</b>	<b>12,324</b>	<b>11,325</b>
<b>EXPENSES</b>					
Personnel	5,328	4,309	5,641	5,659	5,523
Sales Personnel	2,600	2,041	2,837	2,338	2,727
Fulfillment Personnel	1,003	1,066	1,122	1,058	1,112
Production Support Employees	510	308	550	580	531
Management and Directors	515	250	521	834	521
Benefits	700	644	610	848	632
Occupancy and Equipment	240	226	254	265	253
Technology-Related Expenses	200	173	194	207	193
Other Direct Expenses	1,489	876	1,633	1,171	1,529
Outsourcing and Professional fees	300	216	325	334	316
Other Operating Expenses	1,189	660	1,307	837	1,213
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>5,584</b>	<b>7,722</b>	<b>7,301</b>	<b>7,498</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>335</b>	<b>471</b>	<b>559</b>	<b>466</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>5,919</b>	<b>8,192</b>	<b>7,860</b>	<b>7,964</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,419</b>	<b>3,252</b>	<b>4,463</b>	<b>3,361</b>
<b>MEMO ITEMS</b>					
<b>Originations Volume:</b>					
Avg. Total Loans Originated (\$000s)	1,245,080	294,841	1,562,925	1,411,538	1,438,085
Avg. Total Loans Originated (#)	4,400	1,147	5,272	4,956	4,879
Average Loan Balance (\$)	248,600	247,292	290,654	274,644	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	73.76	77.12	70.52	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>18.4</b>	<b>17.5</b>	<b>17.1</b>	<b>17.6</b>
<b>Employees:</b>					
Total Production FTEs (excluding 0 reporters)	489	125	560	543	524
<b>Productivity</b>					
<b>Simple Avg.</b>					
Closings per Sales Employee per Mo.	7.5	9.1	8.7	9.4	8.8
Closings per Fulfillment Employee per Mo.	8.9	8.9	9.4	8.7	9.3
Closings per Prod Support Employee per Mo.	17.5	23.0	25.6	17.0	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.4	3.7	2.8	3.6
<b>Weighted Avg.</b>					
Closings per Sales Employee per Mo.	7.9	8.6	8.3	7.7	8.2
Closings per Fulfillment Employee per Mo.	6.5	6.5	7.3	7.5	7.3
Closings per Prod Support Employee per Mo.	14.9	13.5	14.6	24.7	15.1
Closings per Total Prod. Employee per Mo.	2.8	3.0	3.1	3.2	3.1
<b>Median</b>					
Closings per Sales Employee per Mo.	7.1	8.6	7.1	8.6	7.3
Closings per Fulfillment Employee per Mo.	5.9	8.2	6.6	7.8	6.8
Closings per Prod Support Employee per Mo.	15.8	17.2	18.3	12.1	16.8
Closings per Total Prod. Employee per Mo.	2.4	3.0	2.5	2.7	2.6
Number of Companies Reporting	1	32	299	28	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers  
 (2) Other Originations Income: Underwriting, processing, administration and other fees  
 (3) Other - Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Company Type**  
 G2 - Net Loan Production Income and Expense, Basis Points, Simple Average

<b>BASIS POINTS</b>	<b>Your Firm</b>	<b>Bank/Thrift Subs</b>	<b>Independent Mtg Cos.</b>	<b>Other (3)</b>	<b>Total</b>
<b>ORIGINATION-RELATED INCOME</b>					
Loan Origination Fees	48.20	43.23	52.62	81.07	54.00
Correspondent and Broker Fee Income (1)	5.00	23.86	3.21	0.98	4.88
Other Origination-Related Income (2)	13.40	15.31	18.21	13.92	17.61
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>82.40</b>	<b>74.04</b>	<b>95.97</b>	<b>76.50</b>
<b>NET INTEREST INCOME</b>					
Warehousing Income	14.10	11.97	14.65	14.91	14.43
Warehousing Expense	13.20	7.37	15.50	11.28	14.44
<b>Net Interest Income</b>	<b>0.90</b>	<b>4.60</b>	<b>(0.85)</b>	<b>3.64</b>	<b>(0.01)</b>
<b>SECONDARY MARKETING INCOME</b>					
Secondary Mktg Gains (Losses)	202.50	205.48	250.22	310.36	250.93
Capitalized Servicing/Svg Released Premiums	75.80	87.08	82.29	83.13	82.79
Repurchase Reserve Provision	(2.18)	(0.74)	(2.23)	(4.64)	(2.29)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>291.82</b>	<b>330.29</b>	<b>388.84</b>	<b>331.43</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>378.82</b>	<b>403.48</b>	<b>488.46</b>	<b>407.91</b>
<b>EXPENSES</b>					
Personnel	188.62	170.44	197.09	219.28	196.45
Sales Personnel	91.32	77.10	99.75	83.12	96.43
Fulfillment Personnel	36.70	43.49	39.10	42.98	39.80
Production Support Employees	20.50	13.62	18.96	23.34	18.83
Management and Directors	18.90	10.37	18.10	34.49	18.69
Benefits	21.20	25.87	21.18	35.35	22.70
Occupancy and Equipment	9.01	8.65	9.15	10.55	9.22
Technology-Related Expenses	6.99	7.58	6.97	8.29	7.13
Other Direct Expenses	52.60	35.74	56.94	46.51	54.24
Outsourcing and Professional fees	15.60	9.35	11.25	13.69	11.27
Other Operating Expenses	37.00	26.39	45.69	32.82	42.97
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>222.42</b>	<b>270.16</b>	<b>284.63</b>	<b>267.03</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>13.66</b>	<b>17.05</b>	<b>23.96</b>	<b>17.28</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>236.07</b>	<b>287.21</b>	<b>308.59</b>	<b>284.32</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>142.74</b>	<b>116.27</b>	<b>179.87</b>	<b>123.59</b>
<b>MEMO ITEMS</b>					
<b>Originations Volume:</b>					
Avg. Total Loans Originated (\$000s)	1,245,080	294,841	1,562,925	1,411,538	1,438,085
Avg. Total Loans Originated (#)	4,400	1,147	5,272	4,956	4,879
Average Loan Balance (\$)	248,600	247,292	290,654	274,644	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	73.76	77.12	70.52	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>18.4</b>	<b>17.5</b>	<b>17.1</b>	<b>17.6</b>
<b>Employees:</b>					
Total Production FTEs (excluding 0 reporters)	489	125	560	543	524
<b>Productivity</b>					
<b>Simple Avg.</b>					
Closings per Sales Employee per Mo.	7.5	9.1	8.7	9.4	8.8
Closings per Fulfillment Employee per Mo.	8.9	8.9	9.4	8.7	9.3
Closings per Prod Support Employee per Mo.	17.5	23.0	25.6	17.0	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.4	3.7	2.8	3.6
<b>Weighted Avg.</b>					
Closings per Sales Employee per Mo.	7.9	8.6	8.3	7.7	8.2
Closings per Fulfillment Employee per Mo.	6.5	6.5	7.3	7.5	7.3
Closings per Prod Support Employee per Mo.	14.9	13.5	14.6	24.7	15.1
Closings per Total Prod. Employee per Mo.	2.8	3.0	3.1	3.2	3.1
<b>Median</b>					
Closings per Sales Employee per Mo.	7.1	8.6	7.1	8.6	7.3
Closings per Fulfillment Employee per Mo.	5.9	8.2	6.6	7.8	6.8
Closings per Prod Support Employee per Mo.	15.8	17.2	18.3	12.1	16.8
Closings per Total Prod. Employee per Mo.	2.4	3.0	2.5	2.7	2.6
Number of Companies Reporting	1	32	299	28	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

(3) Other - Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Company Type**  
 G3 - Production Mix (\$), Simple Average

% BASED ON \$	Your Firm	Bank/Thrift		Independent	Total
		Subs	Mtg Cos.		
Avg. Total Loans Originated (\$000s)	1,245,080	294,841	1,562,925	1,411,538	1,438,085
Avg. Total Loans Originated (#)	4,400	1,147	5,272	4,956	4,879
Average Loan Balance	248,600	247,292	290,654	274,644	285,540
<b>Production Mix by Product Type</b>					
First Mortgages:	99.97	99.88	98.86	99.79	99.02
Government (FHA/VA/RHS) - Fixed	14.00	10.40	22.25	23.34	21.28
Government (FHA/VA/RHS) - ARM		0.00	0.26	0.01	0.22
Prime (Conforming) - Fixed	85.08	75.86	71.00	65.60	71.02
Prime (Conforming) - ARM		0.29	0.11	1.00	0.20
Prime (Non-Conforming Jumbo) - Fixed	0.89	5.68	4.64	3.68	4.66
Prime (Non-Conforming Jumbo) - ARM		1.17	0.26	0.45	0.36
Other Fixed		5.85	0.22	5.29	1.12
Other ARM		0.64	0.10	0.43	0.17
Closed-End Second Mortgages	0.03	0.05	0.07	0.20	0.08
Funded HELOCs		0.00	0.26	0.00	0.22
Reverse		0.07	0.52	0.01	0.44
Other		0.00	0.29	0.00	0.24
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	100.00	97.90	99.27	98.12	99.05
ARM		2.10	0.73	1.88	0.95
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	3.49	8.05	6.42	5.28	6.48
Non-Jumbo	96.51	91.95	93.58	94.72	93.52
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>					
Retail/Consumer Direct	69.75	75.35	86.28	96.10	86.07
Broker Wholesale and Correspondent	30.25	24.65	13.72	3.90	13.93
Broker Wholesale	10.20	8.30	8.76	2.84	8.26
Correspondent	20.05	16.35	4.95	1.06	5.67
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>					
Purchase	29.78	36.61	38.34	48.65	38.99
Refinancing	70.22	63.39	61.66	51.35	61.01
Rate-Term	38.20	38.03	41.40	31.95	40.37
Cash-Out	31.01	21.82	18.47	18.30	18.76
Other / Unknown	1.01	3.53	1.79	1.11	1.89
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	0.80	0.43	0.70	8.46	1.28
Greater than 600, less than or equal to 650	1.30	2.64	5.23	4.96	4.98
Greater than 650, less than or equal to 700	12.90	12.51	14.56	13.87	14.33
Greater than 700, less than or equal to 750	26.70	27.15	24.58	22.33	24.63
Greater than 750	58.30	57.27	54.93	50.38	54.78
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Simple Average FICO (based on #)</b>					
		750	743	721	742
<b>1st Mtg LTV Distribution</b>					
Equals 60% or less	22.13	21.93	21.24	20.85	21.26
Greater than 60%, less than or equal to 70%	14.07	14.37	13.90	12.11	13.80
Greater than 70%, less than or equal to 80%	25.20	31.27	27.96	27.80	28.24
Greater than 80%, less than or equal to 90%	16.87	14.47	11.97	11.95	12.19
Greater than 90%, less than or equal to 100%	20.83	17.30	23.66	25.51	23.26
Greater than 100%	0.90	0.66	1.27	1.78	1.25
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>					
	72.28	71.13	74.40	77.93	74.38
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio	0.03	0.83	0.02	0.05	0.09
Originated for Sale to Others:	99.97	99.17	99.98	99.95	99.91
Sale to Fannie/Freddie/Ginnie	50.09	60.28	46.61	52.74	48.30
All Other Sale to Others	49.88	38.89	53.38	47.21	51.61
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>					
Servicing Released	61.09	62.67	65.72	61.74	65.16
Servicing Retained	38.91	37.33	34.28	38.26	34.84
Total	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	32	299	28	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Company Type**  
 G4 - Production Mix (#), Simple Average

% BASED ON #	Your Firm	Bank/Thrift		Other	Total
		Subs	Mtg Cos.		
Avg. Total Loans Originated (\$000s)	1,245,080	294,841	1,562,925	1,411,538	1,438,085
Avg. Total Loans Originated (#)	4,400	1,147	5,272	4,956	4,879
Average Loan Balance	248,600	247,292	290,654	274,644	285,540
<b>Production Mix by Product Type</b>					
First Mortgages:	99.30	98.87	98.06	98.60	98.17
Government (FHA/VA/RHS) - Fixed	13.90	10.50	22.93	22.81	21.81
Government (FHA/VA/RHS) - ARM		0.00	0.26	0.01	0.22
Prime (Conforming) - Fixed	84.89	78.79	72.56	68.15	72.77
Prime (Conforming) - ARM		0.23	0.10	0.89	0.17
Prime (Non-Conforming Jumbo) - Fixed	0.51	2.51	1.91	1.56	1.94
Prime (Non-Conforming Jumbo) - ARM		0.42	0.09	0.18	0.12
Other Fixed		5.87	0.15	4.82	1.03
Other ARM		0.55	0.06	0.18	0.12
Closed-End Second Mortgages	0.70	1.04	0.74	1.40	0.82
Funded HELOCs		0.01	0.38	0.00	0.32
Reverse		0.06	0.57	0.00	0.48
Other		0.02	0.25	0.00	0.21
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	100.00	98.78	99.49	98.75	99.37
ARM		1.22	0.51	1.25	0.63
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	0.71	3.46	3.08	2.28	3.05
Non-Jumbo	99.29	96.54	96.92	97.72	96.95
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>					
Retail/Consumer Direct	68.10	75.28	86.59	96.91	86.39
Broker Wholesale and Correspondent	31.90	24.72	13.41	3.09	13.61
Broker Wholesale	6.20	8.25	8.48	2.22	7.97
Correspondent	25.70	16.46	4.93	0.86	5.64
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>					
Purchase	35.20	35.11	37.66	47.90	38.23
Refinancing	64.80	64.89	62.34	52.10	61.77
Rate-Term	34.45	38.74	41.52	32.28	40.56
Cash-Out	28.55	22.63	19.00	18.68	19.30
Other / Unknown	1.80	3.52	1.81	1.13	1.91
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	0.77	0.38	0.74	8.36	1.30
Greater than 600, less than or equal to 650	1.25	2.94	5.84	5.39	5.56
Greater than 650, less than or equal to 700	12.70	13.12	15.76	14.74	15.45
Greater than 700, less than or equal to 750	25.17	27.01	24.76	22.34	24.77
Greater than 750	60.11	56.55	52.90	49.16	52.92
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>					
		750	743	721	742
<b>1st Mtg LTV Distribution</b>					
Equals 60% or less	22.90	25.83	23.90	24.20	24.09
Greater than 60%, less than or equal to 70%	13.39	14.04	13.43	12.09	13.37
Greater than 70%, less than or equal to 80%	25.90	28.66	26.35	26.05	26.53
Greater than 80%, less than or equal to 90%	16.89	13.55	11.12	10.91	11.31
Greater than 90%, less than or equal to 100%	20.11	17.06	23.78	25.00	23.29
Greater than 100%	0.81	0.85	1.43	1.75	1.41
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>					
	72.28	71.13	74.40	77.93	74.38
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio	0.01	0.40	0.03	0.02	0.06
Originated for Sale to Others:	99.99	99.60	99.97	99.98	99.94
Sale to Fannie/Freddie/Ginnie	51.20	63.70	48.34	53.98	50.14
All Other Sale to Others	48.79	35.90	51.64	45.99	49.80
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>					
Servicing Released	62.91	63.95	65.42	61.41	64.98
Servicing Retained	37.09	36.05	34.58	38.59	35.02
Total	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	32	299	28	359



**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Company Type**  
 G5 - Production Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	Bank/Thrift	Independent	Other	Total
		Subs	Mtg Cos.		
Avg. Total Loans Originated (\$000s)	1,245,080	294,841	1,562,925	1,411,538	1,438,085
Avg. Total Loans Originated (#)	4,400	1,147	5,272	4,956	4,879
Average Loan Balance	248,600	247,292	290,654	274,644	285,540
<b>Production Mix by Product Type</b>					
First Mortgages:	249,750	249,644	293,786	277,116	288,551
Government (FHA/VA/RHS) - Fixed	230,500	240,287	278,637	274,824	275,503
Government (FHA/VA/RHS) - ARM			395,745	214,900	381,834
Prime (Conforming) - Fixed	289,490	235,450	284,264	268,206	278,794
Prime (Conforming) - ARM		518,092	437,703	281,564	438,744
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	748,261	829,230	821,204	822,518
Prime (Non-Conforming Jumbo) - ARM		1,149,630	1,074,207	971,422	1,069,306
Other Fixed		260,463	456,547	372,975	426,176
Other ARM		295,513	696,940	877,378	674,079
Closed-End Second Mortgages	7,880	24,335	40,693	36,013	38,967
Funded HELOCs		104,571	132,237		131,131
Reverse		240,417	214,855	1,000,000	227,167
Other		9,000	332,081		311,888
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	249,750	246,520	293,006	274,493	287,418
ARM		753,903	724,343	757,155	729,011
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	1,108,880	805,037	823,305	807,580	820,727
Non-Jumbo	218,103	233,959	286,032	265,198	279,765
<b>1st Mtg Production Channel Mix</b>					
Retail/Consumer Direct	240,500	255,269	290,064	273,579	285,875
Broker Wholesale and Correspondent	315,455	235,397	323,413	493,131	322,480
Broker Wholesale	315,580	288,138	338,963	518,049	342,271
Correspondent	313,400	185,448	275,400	486,261	278,620
<b>1st Mtg Purchase vs Refi</b>					
Purchase	255,230	273,434	305,553	299,165	302,191
Refinancing	298,900	244,639	290,083	272,167	284,740
Rate-Term	310,200	251,527	294,315	273,234	288,942
Cash-Out	280,450	240,952	284,090	271,970	279,715
Other / Unknown		232,358	292,475	248,871	282,378
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	200,890	257,108	258,934	258,453	258,788
Greater than 600, less than or equal to 650	212,300	218,079	257,526	246,299	253,311
Greater than 650, less than or equal to 700	259,390	233,541	269,673	261,284	265,995
Greater than 700, less than or equal to 750	298,780	249,091	293,380	279,555	288,513
Greater than 750	310,200	248,271	307,242	283,979	300,536
<b>1st Mtg LTV Distribution</b>					
Equals 60% of less	270,990	207,237	258,174	226,131	251,451
Greater than 60%, less than or equal to 70%	298,930	256,229	304,462	273,433	298,044
Greater than 70%, less than or equal to 80%	299,130	273,425	311,696	295,888	307,272
Greater than 80%, less than or equal to 90%	320,120	268,542	315,974	302,101	310,777
Greater than 90%, less than or equal to 100%	250,300	248,916	293,209	278,898	288,322
Greater than 100%	210,880	194,631	252,301	232,203	247,139
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio		510,288	326,715	595,500	381,738
Originated for Sale to Others:	249,750	249,618	291,209	270,997	285,936
Sale to Fannie/Freddie/Ginnie	230,300	230,748	268,153	274,564	265,232
All Other Sale to Others	320,250	441,262	324,934	304,779	332,428
<b>1st Mtg Servicing Released vs Retained</b>					
Servicing Released	315,280	240,407	307,109	285,606	300,361
Servicing Retained	308,938	250,351	307,625	293,168	302,794
Number of Companies Reporting	1	32	299	28	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Average Loan Balance**  
H1 - Net Loan Production Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm	<225,000	225,000-260,000	260,000-300,000	>300,000	Total
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	1,220	1,463	1,485	1,253	1,539	1,446
Correspondent and Broker Fee Income (1)	140	158	213	66	88	119
Other Origination-Related Income (2)	390	505	387	402	576	486
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,126</b>	<b>2,085</b>	<b>1,720</b>	<b>2,203</b>	<b>2,051</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	396	224	377	428	525	417
Warehousing Expense	390	204	376	403	575	426
<b>Net Interest Income</b>	<b>6</b>	<b>20</b>	<b>1</b>	<b>25</b>	<b>(49)</b>	<b>(9)</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	6,186	4,922	6,678	7,609	7,913	7,043
Capitalized Servicing/Svg Released Premiums	1,808	1,999	1,869	2,228	2,722	2,307
Repurchase Reserve Provision	(46)	(29)	(55)	(62)	(95)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>6,892</b>	<b>8,492</b>	<b>9,775</b>	<b>10,540</b>	<b>9,283</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>9,038</b>	<b>10,578</b>	<b>11,521</b>	<b>12,694</b>	<b>11,325</b>
<b>EXPENSES</b>						
Personnel	5,328	3,748	5,417	5,882	6,226	5,523
Sales Personnel	2,600	1,773	2,732	2,910	3,081	2,727
Fulfillment Personnel	1,003	861	1,038	1,135	1,259	1,112
Production Support Employees	510	360	509	550	614	531
Management and Directors	515	255	593	648	538	521
Benefits	700	498	546	639	735	632
Occupancy and Equipment	240	229	246	261	263	253
Technology-Related Expenses	200	211	174	172	206	193
Other Direct Expenses	1,489	1,113	1,363	1,416	1,886	1,529
Outsourcing and Professional fees	300	239	341	288	360	316
Other Operating Expenses	1,189	874	1,022	1,128	1,526	1,213
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>5,301</b>	<b>7,200</b>	<b>7,731</b>	<b>8,581</b>	<b>7,498</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>428</b>	<b>369</b>	<b>607</b>	<b>443</b>	<b>466</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>5,729</b>	<b>7,569</b>	<b>8,338</b>	<b>9,024</b>	<b>7,964</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,309</b>	<b>3,009</b>	<b>3,183</b>	<b>3,670</b>	<b>3,361</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	1,245,080	362,454	548,602	2,934,590	1,467,351	1,438,085
Avg. Total Loans Originated (#)	4,400	1,860	2,238	10,446	4,181	4,879
Average Loan Balance (\$)	248,600	193,174	243,129	280,728	354,643	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	72.53	77.75	77.63	76.57	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>16.8</b>	<b>20.4</b>	<b>17.0</b>	<b>17.0</b>	<b>17.6</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	489	214	303	969	487	524
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.5	11.0	6.8	8.6	9.0	8.8
Closings per Fulfillment Employee per Mo.	8.9	10.1	8.6	7.6	10.3	9.3
Closings per Prod Support Employee per Mo.	17.5	25.4	23.5	23.4	26.0	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.7	5.2	2.9	3.3	3.6
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.9	7.0	5.7	9.5	7.7	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.0	6.6	7.9	6.9	7.3
Closings per Prod Support Employee per Mo.	14.9	13.4	12.1	15.9	15.1	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.8	2.6	3.6	2.8	3.1
<b>Median</b>						
Closings per Sales Employee per Mo.	7.1	8.8	6.8	7.0	7.7	7.3
Closings per Fulfillment Employee per Mo.	5.9	8.2	6.7	6.4	6.9	6.8
Closings per Prod Support Employee per Mo.	15.8	18.0	13.7	18.6	17.7	16.8
Closings per Total Prod. Employee per Mo.	2.4	3.2	2.3	2.5	2.6	2.6
Number of Companies Reporting	1	68	67	86	138	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Average Loan Balance**  
H2 - Net Loan Production Income and Expense, Basis Points, Simple Average

<b>BASIS POINTS</b>	<b>Your Firm</b>	<b>&lt;225,000</b>	<b>225,000-260,000</b>	<b>260,000-300,000</b>	<b>&gt;300,000</b>	<b>Total</b>
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	48.20	77.78	61.38	44.96	44.34	54.00
Correspondent and Broker Fee Income (1)	5.00	9.01	9.13	2.29	2.40	4.88
Other Origination-Related Income (2)	13.40	25.85	15.91	14.39	16.39	17.61
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>112.64</b>	<b>86.41</b>	<b>61.64</b>	<b>63.13</b>	<b>76.50</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	14.10	11.62	15.51	15.22	14.79	14.43
Warehousing Expense	13.20	10.59	15.51	14.33	15.89	14.44
<b>Net Interest Income</b>	<b>0.90</b>	<b>1.04</b>	<b>(0.00)</b>	<b>0.89</b>	<b>(1.10)</b>	<b>(0.01)</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	202.50	255.49	273.41	270.06	225.83	250.93
Capitalized Servicing/Svg Released Premiums	75.80	101.62	77.26	80.23	77.78	82.79
Repurchase Reserve Provision	(2.18)	(1.46)	(2.25)	(2.19)	(2.77)	(2.29)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>355.64</b>	<b>348.43</b>	<b>348.10</b>	<b>300.85</b>	<b>331.43</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>469.32</b>	<b>434.84</b>	<b>410.63</b>	<b>362.88</b>	<b>407.91</b>
<b>EXPENSES</b>						
Personnel	188.62	191.79	222.27	209.93	177.80	196.45
Sales Personnel	91.32	88.48	111.96	103.59	88.35	96.43
Fulfillment Personnel	36.70	44.30	42.85	40.48	35.67	39.80
Production Support Employees	20.50	18.83	20.78	19.69	17.33	18.83
Management and Directors	18.90	13.75	24.27	23.40	15.48	18.69
Benefits	21.20	26.44	22.40	22.77	20.97	22.70
Occupancy and Equipment	9.01	11.68	10.10	9.29	7.54	9.22
Technology-Related Expenses	6.99	10.87	7.21	6.14	5.86	7.13
Other Direct Expenses	52.60	58.10	55.71	50.54	53.93	54.24
Outsourcing and Professional fees	15.60	12.62	13.89	10.23	9.98	11.27
Other Operating Expenses	37.00	45.48	41.82	40.31	43.95	42.97
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>272.45</b>	<b>295.28</b>	<b>275.90</b>	<b>245.12</b>	<b>267.03</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>22.77</b>	<b>15.39</b>	<b>21.60</b>	<b>12.80</b>	<b>17.28</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>295.22</b>	<b>310.68</b>	<b>297.50</b>	<b>257.93</b>	<b>284.32</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>174.10</b>	<b>124.16</b>	<b>113.13</b>	<b>104.95</b>	<b>123.59</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	1,245,080	362,454	548,602	2,934,590	1,467,351	1,438,085
Avg. Total Loans Originated (#)	4,400	1,860	2,238	10,446	4,181	4,879
Average Loan Balance (\$)	248,600	193,174	243,129	280,728	354,643	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	72.53	77.75	77.63	76.57	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>16.8</b>	<b>20.4</b>	<b>17.0</b>	<b>17.0</b>	<b>17.6</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	489	214	303	969	487	524
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.5	11.0	6.8	8.6	9.0	8.8
Closings per Fulfillment Employee per Mo.	8.9	10.1	8.6	7.6	10.3	9.3
Closings per Prod Support Employee per Mo.	17.5	25.4	23.5	23.4	26.0	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.7	5.2	2.9	3.3	3.6
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.9	7.0	5.7	9.5	7.7	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.0	6.6	7.9	6.9	7.3
Closings per Prod Support Employee per Mo.	14.9	13.4	12.1	15.9	15.1	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.8	2.6	3.6	2.8	3.1
<b>Median</b>						
Closings per Sales Employee per Mo.	7.1	8.8	6.8	7.0	7.7	7.3
Closings per Fulfillment Employee per Mo.	5.9	8.2	6.7	6.4	6.9	6.8
Closings per Prod Support Employee per Mo.	15.8	18.0	13.7	18.6	17.7	16.8
Closings per Total Prod. Employee per Mo.	2.4	3.2	2.3	2.5	2.6	2.6
<b>Number of Companies Reporting</b>	<b>1</b>	<b>68</b>	<b>67</b>	<b>86</b>	<b>138</b>	<b>359</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Average Loan Balance**  
H3 - Production Mix (\$), Simple Average

<b>PERCENT BASED ON \$</b>	<b>Your Firm</b>	<b>225,000-260,000</b>		<b>260,000-300,000</b>		<b>&gt;300,000</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	362,454	548,602	2,934,590	1,467,351		1,438,085
Avg. Total Loans Originated (#)	4,400	1,860	2,238	10,446	4,181		4,879
Average Loan Balance	248,600	193,174	243,129	280,728	354,643		285,540
<b>Production Mix by Product Type</b>							
First Mortgages:	99.97	97.53	98.59	99.63	99.58		99.02
Government (FHA/VA/RHS) - Fixed	14.00	25.39	25.18	23.01	16.29		21.28
Government (FHA/VA/RHS) - ARM		0.00	1.14	0.01	0.01		0.22
Prime (Conforming) - Fixed	85.08	66.86	68.38	72.20	73.60		71.02
Prime (Conforming) - ARM		0.29	0.09	0.30	0.13		0.20
Prime (Non-Conforming Jumbo) - Fixed	0.89	1.82	3.42	3.64	7.29		4.66
Prime (Non-Conforming Jumbo) - ARM		0.08	0.36	0.32	0.52		0.36
Other Fixed		2.86	0.02	0.11	1.43		1.12
Other ARM		0.22	0.00	0.04	0.31		0.17
Closed-End Second Mortgages	0.03	0.11	0.05	0.06	0.10		0.08
Funded HELOCs		0.96	0.01	0.04	0.06		0.22
Reverse		1.40	0.46	0.26	0.07		0.44
Other		0.00	0.89	0.01	0.19		0.24
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
<b>1st Mtg Fixed Rate vs ARM</b>							
Fixed Rate	100.00	99.40	98.41	99.33	99.02		99.05
ARM		0.60	1.59	0.67	0.98		0.95
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
<b>1st Mtg Jumbo vs. Non-Jumbo</b>							
Jumbo	3.49	2.94	5.92	4.32	9.84		6.48
Non-Jumbo	96.51	97.06	94.08	95.68	90.16		93.52
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
<b>1st Mtg Production Channel Mix</b>							
Retail/Consumer Direct	69.75	81.06	89.47	88.83	85.18		86.07
Broker Wholesale and Correspondent	30.25	18.94	10.53	11.17	14.82		13.93
Broker Wholesale	10.20	6.12	5.25	6.86	11.65		8.26
Correspondent	20.05	12.82	5.28	4.31	3.17		5.67
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
<b>1st Mtg Purchase vs Refi</b>							
Purchase	29.78	37.81	44.78	40.76	35.65		38.99
Refinancing	70.22	62.19	55.22	59.24	64.35		61.01
Rate-Term	38.20	36.58	37.80	39.04	44.30		40.37
Cash-Out	31.01	22.15	15.33	18.47	18.92		18.76
Other / Unknown	1.01	3.46	2.09	1.73	1.12		1.89
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
<b>1st Mtg FICO Score Distribution</b>							
Equals 600 or less	0.80	2.60	0.86	0.55	1.29		1.28
Greater than 600, less than or equal to 650	1.30	5.91	6.85	5.26	3.43		4.98
Greater than 650, less than or equal to 700	12.90	16.35	16.16	15.40	11.76		14.33
Greater than 700, less than or equal to 750	26.70	23.83	26.05	25.53	23.76		24.63
Greater than 750	58.30	51.31	50.08	53.26	59.76		54.78
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
<b>1st Mtg Simple Average FICO (based on #)</b>							
		729	737	740	752		742
<b>1st Mtg LTV Distribution</b>							
Equals 60% or less	22.13	16.52	14.68	18.89	28.33		21.26
Greater than 60%, less than or equal to 70%	14.07	13.38	11.86	13.55	15.11		13.80
Greater than 70%, less than or equal to 80%	25.20	29.92	26.59	29.08	27.68		28.24
Greater than 80%, less than or equal to 90%	16.87	12.16	15.71	12.06	10.56		12.19
Greater than 90%, less than or equal to 100%	20.83	26.14	29.09	25.26	17.71		23.26
Greater than 100%	0.90	1.88	2.06	1.15	0.61		1.25
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
<b>1st Mtg Average LTV (based on \$)</b>							
	72.28	77.96	77.78	75.70	70.06		74.38
<b>1st Mtg Production Sold by Investor Type</b>							
Originated for Portfolio	0.03	0.03	0.01	0.22	0.08		0.09
Originated for Sale to Others:	99.97	99.97	99.99	99.78	99.92		99.91
Sale to Fannie/Freddie/Ginnie	50.09	51.93	43.46	48.84	48.38		48.30
All Other Sale to Others	49.88	48.03	56.53	50.94	51.54		51.61
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
<b>1st Mtg Servicing Released vs Retained</b>							
Servicing Released	61.09	54.31	72.64	60.77	69.39		65.16
Servicing Retained	38.91	45.69	27.36	39.23	30.61		34.84
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>		<b>100.00</b>
Number of Companies Reporting	1	68	67	86	138		359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Average Loan Balance**  
H4 - Production Mix (#), Simple Average

<b>PERCENT BASED ON #</b>	<b>Your Firm</b>	<b>225,000-</b>		<b>260,000-</b>		<b>Total</b>
		<b>&lt;225,000</b>	<b>260,000</b>	<b>300,000</b>	<b>&gt;300,000</b>	
Avg. Total Loans Originated (\$000s)	1,245,080	362,454	548,602	2,934,590	1,467,351	1,438,085
Avg. Total Loans Originated (#)	4,400	1,860	2,238	10,446	4,181	4,879
Average Loan Balance	248,600	193,174	243,129	280,728	354,643	285,540
<b>Production Mix by Product Type</b>						
First Mortgages:	99.30	96.14	98.06	98.45	99.06	98.17
Government (FHA/VA/RHS) - Fixed	13.90	25.74	26.48	23.60	16.50	21.81
Government (FHA/VA/RHS) - ARM		0.00	1.12	0.02	0.01	0.22
Prime (Conforming) - Fixed	84.89	66.59	69.03	72.95	77.52	72.77
Prime (Conforming) - ARM		0.23	0.09	0.27	0.12	0.17
Prime (Non-Conforming Jumbo) - Fixed	0.51	0.54	1.23	1.38	3.31	1.94
Prime (Non-Conforming Jumbo) - ARM		0.02	0.09	0.11	0.20	0.12
Other Fixed		2.85	0.02	0.09	1.20	1.03
Other ARM		0.17	0.00	0.02	0.21	0.12
Closed-End Second Mortgages	0.70	1.07	0.60	1.17	0.57	0.82
Funded HELOCs		1.32	0.03	0.08	0.12	0.32
Reverse		1.45	0.49	0.30	0.10	0.48
Other		0.01	0.82	0.01	0.15	0.21
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	100.00	99.58	98.70	99.57	99.47	99.37
ARM		0.42	1.30	0.43	0.53	0.63
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	0.71	1.07	3.07	1.66	4.88	3.05
Non-Jumbo	99.29	98.93	96.93	98.34	95.12	96.95
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Consumer Direct	68.10	81.13	89.58	89.35	85.58	86.39
Broker Wholesale and Correspondent	31.90	18.87	10.42	10.65	14.42	13.61
Broker Wholesale	6.20	6.03	4.91	6.47	11.35	7.97
Correspondent	25.70	12.83	5.51	4.18	3.06	5.64
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	35.20	37.83	44.59	40.19	34.12	38.23
Refinancing	64.80	62.17	55.41	59.81	65.88	61.77
Rate-Term	34.45	36.49	37.70	39.06	44.88	40.56
Cash-Out	28.55	22.23	15.68	19.01	19.79	19.30
Other / Unknown	1.80	3.45	2.04	1.74	1.21	1.91
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.77	2.61	0.95	0.61	1.26	1.30
Greater than 600, less than or equal to 650	1.25	6.51	7.50	5.91	3.91	5.56
Greater than 650, less than or equal to 700	12.70	17.54	17.57	16.61	12.66	15.45
Greater than 700, less than or equal to 750	25.17	24.92	26.03	25.31	23.73	24.77
Greater than 750	60.11	48.42	47.95	51.56	58.43	52.92
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>		729	737	740	752	742
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	22.90	19.45	17.13	21.34	31.52	24.09
Greater than 60%, less than or equal to 70%	13.39	13.32	11.51	13.30	14.36	13.37
Greater than 70%, less than or equal to 80%	25.90	28.04	25.23	27.53	25.78	26.53
Greater than 80%, less than or equal to 90%	16.89	11.00	14.53	11.25	9.94	11.31
Greater than 90%, less than or equal to 100%	20.11	26.08	29.22	25.30	17.74	23.29
Greater than 100%	0.81	2.10	2.38	1.28	0.66	1.41
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>	72.28	77.96	77.78	75.70	70.06	74.38
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.01	0.04	0.02	0.12	0.05	0.06
Originated for Sale to Others:	99.99	99.96	99.98	99.88	99.95	99.94
Sale to Fannie/Freddie/Ginnie	51.20	54.30	45.52	49.87	50.42	50.14
All Other Sale to Others	48.79	45.66	54.46	50.02	49.53	49.80
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>						
Servicing Released	62.91	57.31	71.25	60.89	68.18	64.98
Servicing Retained	37.09	42.69	28.75	39.11	31.82	35.02
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	68	67	86	138	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Average Loan Balance**  
H5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>&lt;225,000</b>	<b>225,000-260,000</b>	<b>260,000-300,000</b>	<b>&gt;300,000</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	362,454	548,602	2,934,590	1,467,351	1,438,085
Avg. Total Loans Originated (#)	4,400	1,860	2,238	10,446	4,181	4,879
Average Loan Balance	248,600	193,174	243,129	280,728	354,643	285,540
<b>Production Mix by Product Type</b>						
First Mortgages:	249,750	199,766	244,314	284,250	356,458	288,551
Government (FHA/VA/RHS) - Fixed	230,500	190,746	228,735	271,452	344,258	275,503
Government (FHA/VA/RHS) - ARM			318,505	243,514	550,652	381,834
Prime (Conforming) - Fixed	289,490	197,430	240,927	277,629	335,588	278,794
Prime (Conforming) - ARM		439,637	403,423	388,269	482,509	438,744
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	716,680	770,854	819,435	881,713	822,518
Prime (Non-Conforming Jumbo) - ARM		828,783	1,130,386	1,015,434	1,122,463	1,069,306
Other Fixed		195,249	306,904	395,641	520,496	426,176
Other ARM		294,521	975,000	595,250	743,065	674,079
Closed-End Second Mortgages	7,880	16,030	24,578	24,572	62,572	38,967
Funded HELOCs		113,941	90,026	170,405	122,390	131,131
Reverse		147,154	208,230	216,748	266,026	227,167
Other		45,000	252,967	384,333	383,249	311,888
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	249,750	199,371	243,529	283,511	354,547	287,418
ARM		524,270	721,631	665,478	831,305	729,011
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	1,108,880	695,170	796,141	828,777	871,330	820,727
Non-Jumbo	218,103	195,059	247,466	276,337	339,323	279,765
<b>1st Mtg Production Channel Mix</b>						
Retail/Consumer Direct	240,500	201,089	242,493	281,480	350,366	285,875
Broker Wholesale and Correspondent	315,455	191,729	230,225	356,529	418,281	322,480
Broker Wholesale	315,580	207,597	238,598	375,411	422,105	342,271
Correspondent	313,400	189,326	223,273	285,051	399,417	278,620
<b>1st Mtg Purchase vs Refi</b>						
Purchase	255,230	204,010	249,926	290,766	381,642	302,191
Refinancing	298,900	200,420	244,786	281,450	348,044	284,740
Rate-Term	310,200	204,211	246,566	283,685	353,934	288,942
Cash-Out	280,450	200,032	238,363	275,793	339,065	279,715
Other / Unknown		182,919	241,871	331,966	348,801	282,378
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	200,890	187,870	212,056	269,768	321,628	258,788
Greater than 600, less than or equal to 650	212,300	173,511	217,480	251,530	311,573	253,311
Greater than 650, less than or equal to 700	259,390	184,464	224,524	262,565	328,151	265,995
Greater than 700, less than or equal to 750	298,780	195,663	244,562	286,335	357,286	288,513
Greater than 750	310,200	221,437	256,246	293,559	365,889	300,536
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	270,990	169,263	209,741	247,800	314,031	251,451
Greater than 60%, less than or equal to 70%	298,930	199,042	250,533	289,486	376,013	298,044
Greater than 70%, less than or equal to 80%	299,130	211,837	256,215	300,528	384,031	307,272
Greater than 80%, less than or equal to 90%	320,120	222,706	266,847	305,467	379,672	310,777
Greater than 90%, less than or equal to 100%	250,300	202,195	246,455	284,053	355,753	288,322
Greater than 100%	210,880	179,601	199,218	249,889	316,899	247,139
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio		469,240	152,553	405,996	436,194	381,738
Originated for Sale to Others:	249,750	202,225	243,898	280,126	351,732	285,936
Sale to Fannie/Freddie/Ginnie	230,300	185,873	226,320	260,877	324,321	265,232
All Other Sale to Others	320,250	254,815	317,588	302,548	396,184	332,428
<b>1st Mtg Servicing Released vs Retained</b>						
Servicing Released	315,280	205,961	258,001	290,229	363,486	300,361
Servicing Retained	308,938	218,935	266,325	305,191	355,439	302,794
Number of Companies Reporting	1	68	67	86	138	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies by Production \$**  
 I1 - Net Loan Production Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm	<125M	125-300	300-600	600-1400	>1400	Total (Indep. Only)	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>								
Loan Origination Fees	1,220	1,527	1,770	1,922	957	1,165	1,449	1,449
Correspondent and Broker Fee Income (1)	140	70	61	100	84	118	87	87
Other Origination-Related Income (2)	390	855	501	547	397	328	504	504
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,453</b>	<b>2,332</b>	<b>2,569</b>	<b>1,438</b>	<b>1,612</b>	<b>2,040</b>	<b>2,040</b>
<b>NET INTEREST INCOME</b>								
Warehousing Income	396	371	397	483	409	465	427	427
Warehousing Expense	390	400	468	481	474	456	460	460
<b>Net Interest Income</b>	<b>6</b>	<b>(29)</b>	<b>(71)</b>	<b>1</b>	<b>(65)</b>	<b>9</b>	<b>(33)</b>	<b>(33)</b>
<b>SECONDARY MARKETING INCOME</b>								
Secondary Mktg Gains (Losses)	6,186	5,936	7,594	6,232	7,831	7,911	7,186	7,186
Capitalized Servicing/Svg Released Premiums	1,808	2,875	2,223	2,488	2,042	2,160	2,317	2,317
Repurchase Reserve Provision	(46)	(21)	(40)	(59)	(97)	(90)	(65)	(65)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>8,790</b>	<b>9,776</b>	<b>8,662</b>	<b>9,776</b>	<b>9,981</b>	<b>9,438</b>	<b>9,438</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>11,213</b>	<b>12,037</b>	<b>11,232</b>	<b>11,149</b>	<b>11,602</b>	<b>11,445</b>	<b>11,445</b>
<b>EXPENSES</b>								
Personnel	5,328	4,765	5,719	5,730	5,811	5,915	5,641	5,641
Sales Personnel	2,600	2,417	2,740	3,297	2,735	2,902	2,837	2,837
Fulfillment Personnel	1,003	958	1,221	1,129	1,129	1,127	1,122	1,122
Production Support Employees	510	576	521	389	648	609	550	550
Management and Directors	515	272	648	351	587	674	521	521
Benefits	700	542	589	563	713	601	610	610
Occupancy and Equipment	240	260	323	246	229	218	254	254
Technology-Related Expenses	200	277	210	150	197	156	194	194
Other Direct Expenses	1,489	1,929	1,758	1,508	1,547	1,514	1,633	1,633
Outsourcing and Professional fees	300	442	432	251	260	285	325	325
Other Operating Expenses	1,189	1,487	1,326	1,256	1,287	1,229	1,307	1,307
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>7,230</b>	<b>8,009</b>	<b>7,634</b>	<b>7,785</b>	<b>7,802</b>	<b>7,722</b>	<b>7,722</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>315</b>	<b>513</b>	<b>497</b>	<b>533</b>	<b>434</b>	<b>471</b>	<b>471</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>7,545</b>	<b>8,523</b>	<b>8,130</b>	<b>8,318</b>	<b>8,236</b>	<b>8,192</b>	<b>8,192</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,668</b>	<b>3,514</b>	<b>3,102</b>	<b>2,831</b>	<b>3,366</b>	<b>3,252</b>	<b>3,252</b>
<b>MEMO ITEMS</b>								
<b>Originations Volume:</b>								
Avg. Total Loans Originated (\$000s)	1,245,080	74,185	209,152	439,178	919,297	6,337,616	1,562,925	1,562,925
Avg. Total Loans Originated (#)	4,400	300	761	1,634	3,200	20,975	5,272	5,272
Average Loan Balance (\$)	248,600	261,459	288,702	284,845	298,578	311,572	290,654	290,654
Avg. Pull-Through (Closings/Applications #)	74.21	79.32	77.15	77.74	76.14	76.37	77.12	77.12
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>16.9</b>	<b>16.4</b>	<b>19.0</b>	<b>17.3</b>	<b>17.9</b>	<b>17.5</b>	<b>17.5</b>
<b>Employees:</b>								
Total Production FTEs (excluding 0 reporters)	489	48	115	208	409	2,036	560	560
<b>Productivity</b>								
<b>Simple Avg.</b>								
Closings per Sales Employee per Mo.	7.5	8.2	7.7	8.5	9.0	10.2	8.7	8.7
Closings per Fulfillment Employee per Mo.	8.9	6.7	9.0	10.4	8.8	11.3	9.4	9.4
Closings per Prod Support Employee per Mo.	17.5	17.2	21.6	25.8	30.5	28.2	25.6	25.6
Closings per Total Prod. Employee per Mo.	3.2	2.4	3.3	3.3	3.3	5.9	3.7	3.7
<b>Weighted Avg.</b>								
Closings per Sales Employee per Mo.	7.9	5.4	5.1	6.3	6.9	9.2	8.3	8.3
Closings per Fulfillment Employee per Mo.	6.5	5.4	5.7	6.2	6.4	7.8	7.3	7.3
Closings per Prod Support Employee per Mo.	14.9	10.5	12.1	14.1	13.7	15.1	14.6	14.6
Closings per Total Prod. Employee per Mo.	2.8	2.1	2.2	2.6	2.6	3.4	3.1	3.1
<b>Median</b>								
Closings per Sales Employee per Mo.	7.1	5.4	6.4	7.1	7.3	7.7	7.1	7.1
Closings per Fulfillment Employee per Mo.	5.9	5.8	6.2	6.6	7.6	7.7	6.6	6.6
Closings per Prod Support Employee per Mo.	15.8	14.2	15.2	18.8	21.7	19.5	18.3	18.3
Closings per Total Prod. Employee per Mo.	2.4	2.2	2.4	2.5	2.8	2.9	2.5	2.5
Number of Companies Reporting	1	44	62	62	75	56	299	299

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies by Production \$**  
 I2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<125M	125-300	300-600	600-1400	>1400	Total (Indep. Only)	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>								
Loan Origination Fees	48.20	57.09	65.43	72.76	33.57	38.15	52.62	52.62
Correspondent and Broker Fee Income (1)	5.00	2.56	3.08	3.90	3.02	3.37	3.21	3.21
Other Origination-Related Income (2)	13.40	33.40	16.97	19.41	14.57	11.17	18.21	18.21
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>93.04</b>	<b>85.48</b>	<b>96.08</b>	<b>51.16</b>	<b>52.69</b>	<b>74.04</b>	<b>74.04</b>
<b>NET INTEREST INCOME</b>								
Warehousing Income	14.10	13.78	13.67	16.87	13.86	14.99	14.65	14.65
Warehousing Expense	13.20	14.46	15.58	16.82	15.67	14.51	15.50	15.50
<b>Net Interest Income</b>	<b>0.90</b>	<b>(0.68)</b>	<b>(1.91)</b>	<b>0.05</b>	<b>(1.81)</b>	<b>0.48</b>	<b>(0.85)</b>	<b>(0.85)</b>
<b>SECONDARY MARKETING INCOME</b>								
Secondary Mktg Gains (Losses)	202.50	220.70	263.92	221.96	271.83	260.61	250.22	250.22
Capitalized Servicing/Svg Released Premiums	75.80	117.67	74.97	88.46	72.07	69.47	82.29	82.29
Repurchase Reserve Provision	(2.18)	(0.85)	(1.32)	(2.16)	(3.40)	(2.84)	(2.23)	(2.23)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>337.52</b>	<b>337.56</b>	<b>308.27</b>	<b>340.51</b>	<b>327.24</b>	<b>330.29</b>	<b>330.29</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>429.88</b>	<b>421.14</b>	<b>404.39</b>	<b>389.87</b>	<b>380.41</b>	<b>403.48</b>	<b>403.48</b>
<b>EXPENSES</b>								
Personnel	188.62	180.56	199.62	202.83	203.17	192.78	197.09	197.09
Sales Personnel	91.32	90.40	97.06	116.85	96.91	94.94	99.75	99.75
Fulfillment Personnel	36.70	36.87	41.86	40.22	39.52	36.00	39.10	39.10
Production Support Employees	20.50	21.21	17.74	14.07	21.92	20.00	18.96	18.96
Management and Directors	18.90	11.13	22.82	11.60	20.77	21.96	18.10	18.10
Benefits	21.20	20.94	20.15	20.08	24.05	19.88	21.18	21.18
Occupancy and Equipment	9.01	9.97	11.77	8.78	8.30	7.17	9.15	9.15
Technology-Related Expenses	6.99	11.10	7.28	5.45	6.87	5.21	6.97	6.97
Other Direct Expenses	52.60	67.81	60.71	54.82	54.12	50.36	56.94	56.94
Outsourcing and Professional fees	15.60	16.54	14.32	8.87	9.00	9.34	11.25	11.25
Other Operating Expenses	37.00	51.27	46.39	45.95	45.12	41.02	45.69	45.69
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>269.43</b>	<b>279.38</b>	<b>271.88</b>	<b>272.47</b>	<b>255.52</b>	<b>270.16</b>	<b>270.16</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>13.55</b>	<b>16.95</b>	<b>19.54</b>	<b>19.39</b>	<b>14.01</b>	<b>17.05</b>	<b>17.05</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>282.98</b>	<b>296.33</b>	<b>291.41</b>	<b>291.86</b>	<b>269.53</b>	<b>287.21</b>	<b>287.21</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>146.90</b>	<b>124.81</b>	<b>112.98</b>	<b>98.00</b>	<b>110.88</b>	<b>116.27</b>	<b>116.27</b>
<b>MEMO ITEMS</b>								
<b>Originations Volume:</b>								
Avg. Total Loans Originated (\$000s)	1,245,080	74,185	209,152	439,178	919,297	6,337,616	1,562,925	1,562,925
Avg. Total Loans Originated (#)	4,400	300	761	1,634	3,200	20,975	5,272	5,272
Average Loan Balance (\$)	248,600	261,459	288,702	284,845	298,578	311,572	290,654	290,654
Avg. Pull-Through (Closings/Applications #)	74.21	79.32	77.15	77.74	76.14	76.37	77.12	77.12
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>16.9</b>	<b>16.4</b>	<b>19.0</b>	<b>17.3</b>	<b>17.9</b>	<b>17.5</b>	<b>17.5</b>
<b>Employees:</b>								
Total Production FTEs (excluding 0 reporters)	489	48	115	208	409	2,036	560	560
<b>Productivity</b>								
<b>Simple Avg.</b>								
Closings per Sales Employee per Mo.	7.5	8.2	7.7	8.5	9.0	10.2	8.7	8.7
Closings per Fulfillment Employee per Mo.	8.9	6.7	9.0	10.4	8.8	11.3	9.4	9.4
Closings per Prod Support Employee per Mo.	17.5	17.2	21.6	25.8	30.5	28.2	25.6	25.6
Closings per Total Prod. Employee per Mo.	3.2	2.4	3.3	3.3	3.3	5.9	3.7	3.7
<b>Weighted Avg.</b>								
Closings per Sales Employee per Mo.	7.9	5.4	5.1	6.3	6.9	9.2	8.3	8.3
Closings per Fulfillment Employee per Mo.	6.5	5.4	5.7	6.2	6.4	7.8	7.3	7.3
Closings per Prod Support Employee per Mo.	14.9	10.5	12.1	14.1	13.7	15.1	14.6	14.6
Closings per Total Prod. Employee per Mo.	2.8	2.1	2.2	2.6	2.6	3.4	3.1	3.1
<b>Median</b>								
Closings per Sales Employee per Mo.	7.1	5.4	6.4	7.1	7.3	7.7	7.1	7.1
Closings per Fulfillment Employee per Mo.	5.9	5.8	6.2	6.6	7.6	7.7	6.6	6.6
Closings per Prod Support Employee per Mo.	15.8	14.2	15.2	18.8	21.7	19.5	18.3	18.3
Closings per Total Prod. Employee per Mo.	2.4	2.2	2.4	2.5	2.8	2.9	2.5	2.5
<b>Number of Companies Reporting</b>	<b>1</b>	<b>44</b>	<b>62</b>	<b>62</b>	<b>75</b>	<b>56</b>	<b>299</b>	<b>299</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers  
 (2) Other Originations Income: Underwriting, processing, administration and other fees



**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies by Production \$**  
 I3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm	<125M	125-300	300-600	600-1400	>1400	Total (Indep. Only)	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	74,185	209,152	439,178	919,297	6,337,616	1,562,925	1,562,925
Avg. Total Loans Originated (#)	4,400	300	761	1,634	3,200	20,975	5,272	5,272
Average Loan Balance	248,600	261,459	288,702	284,845	298,578	311,572	290,654	290,654
<b>Production Mix by Product Type</b>								
First Mortgages:	99.97	98.37	99.57	98.04	98.50	99.82	98.86	98.86
Government (FHA/VA/RHS) - Fixed	14.00	20.30	22.81	22.06	20.65	25.54	22.25	22.25
Government (FHA/VA/RHS) - ARM		1.72	0.01	0.02	0.00	0.02	0.26	0.26
Prime (Conforming) - Fixed	85.08	73.50	72.06	69.43	72.20	68.02	71.00	71.00
Prime (Conforming) - ARM		0.18	0.24	0.06	0.02	0.09	0.11	0.11
Prime (Non-Conforming Jumbo) - Fixed	0.89	2.21	4.10	6.05	5.05	5.02	4.64	4.64
Prime (Non-Conforming Jumbo) - ARM		0.33	0.21	0.29	0.18	0.35	0.26	0.26
Other Fixed		0.09	0.11	0.11	0.37	0.40	0.22	0.22
Other ARM		0.05	0.05	0.02	0.02	0.38	0.10	0.10
Closed-End Second Mortgages	0.03	0.08	0.08	0.14	0.03	0.03	0.07	0.07
Funded HELOCs		0.01	0.06	1.13	0.03	0.03	0.26	0.26
Reverse		0.01	0.27	0.50	1.34	0.13	0.52	0.52
Other		1.52	0.01	0.19	0.09	0.00	0.29	0.29
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	100.00	97.73	99.50	99.61	99.77	99.16	99.27	99.27
ARM		2.27	0.50	0.39	0.23	0.84	0.73	0.73
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	3.49	3.29	6.26	7.62	5.79	8.59	6.42	6.42
Non-Jumbo	96.51	96.71	93.74	92.38	94.21	91.41	93.58	93.58
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	69.75	92.16	90.03	88.50	80.12	83.31	86.28	86.28
Broker Wholesale and Correspondent	30.25	7.84	9.97	11.50	19.88	16.69	13.72	13.72
Broker Wholesale	10.20	7.12	2.74	8.17	13.26	11.37	8.76	8.76
Correspondent	20.05	0.72	7.24	3.33	6.61	5.33	4.95	4.95
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>								
Purchase	29.78	37.68	41.87	40.54	38.22	32.67	38.34	38.34
Refinancing	70.22	62.32	58.13	59.46	61.78	67.33	61.66	61.66
Rate-Term	38.20	39.39	36.56	38.62	45.61	45.80	41.40	41.40
Cash-Out	31.01	20.60	19.84	19.48	15.42	18.25	18.47	18.47
Other / Unknown	1.01	2.33	1.73	1.36	0.75	3.28	1.79	1.79
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	0.80	0.51	0.67	0.15	0.73	1.43	0.70	0.70
Greater than 600, less than or equal to 650	1.30	4.68	5.52	4.76	5.87	4.97	5.23	5.23
Greater than 650, less than or equal to 700	12.90	14.91	15.69	14.28	13.94	14.19	14.56	14.56
Greater than 700, less than or equal to 750	26.70	24.68	26.01	24.05	24.40	23.76	24.58	24.58
Greater than 750	58.30	55.22	52.11	56.76	55.06	55.65	54.93	54.93
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Simple Average FICO (based on #)</b>								
		745	738	745	745	742	743	743
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	22.13	22.95	19.01	19.85	22.63	22.03	21.24	21.24
Greater than 60%, less than or equal to 70%	14.07	14.94	13.14	13.79	13.81	14.16	13.90	13.90
Greater than 70%, less than or equal to 80%	25.20	27.66	29.67	29.18	26.58	26.82	27.96	27.96
Greater than 80%, less than or equal to 90%	16.87	11.63	11.81	11.97	12.25	12.06	11.97	11.97
Greater than 90%, less than or equal to 100%	20.83	22.04	24.99	24.28	23.57	22.93	23.66	23.66
Greater than 100%	0.90	0.79	1.39	0.92	1.16	2.02	1.27	1.27
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>								
	72.28	74.77	75.68	72.10	74.65	74.86	74.40	74.40
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio	0.03	0.02	0.07	0.03	0.01	(0.05)	0.02	0.02
Originated for Sale to Others:	99.97	99.98	99.93	99.97	99.99	100.05	99.98	99.98
Sale to Fannie/Freddie/Ginnie	50.09	35.65	34.45	35.44	53.05	71.10	46.61	46.61
All Other Sale to Others	49.88	64.33	65.48	64.53	46.94	28.95	53.38	53.38
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	61.09	73.77	84.85	76.19	55.30	42.47	65.72	65.72
Servicing Retained	38.91	26.23	15.15	23.81	44.70	57.53	34.28	34.28
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	44	62	62	75	56	299	299

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies by Production \$**  
 I4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm	<125M	125-300	300-600	600-1400	>1400	Total (Indep. Only)	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	74,185	209,152	439,178	919,297	6,337,616	1,562,925	1,562,925
Avg. Total Loans Originated (#)	4,400	300	761	1,634	3,200	20,975	5,272	5,272
Average Loan Balance	248,600	261,459	288,702	284,845	298,578	311,572	290,654	290,654
<b>Production Mix by Product Type</b>								
First Mortgages:	99.30	97.66	99.05	96.82	97.80	99.00	98.06	98.06
Government (FHA/VA/RHS) - Fixed	13.90	20.33	23.24	22.60	21.66	26.71	22.93	22.93
Government (FHA/VA/RHS) - ARM		1.70	0.01	0.01	0.01	0.02	0.26	0.26
Prime (Conforming) - Fixed	84.89	74.32	73.70	71.47	73.66	69.65	72.56	72.56
Prime (Conforming) - ARM		0.18	0.23	0.05	0.02	0.05	0.10	0.10
Prime (Non-Conforming Jumbo) - Fixed	0.51	0.94	1.69	2.51	2.18	1.90	1.91	1.91
Prime (Non-Conforming Jumbo) - ARM		0.11	0.06	0.10	0.06	0.12	0.09	0.09
Other Fixed		0.06	0.11	0.08	0.20	0.30	0.15	0.15
Other ARM		0.03	0.02	0.01	0.01	0.26	0.06	0.06
Closed-End Second Mortgages	0.70	0.98	0.52	0.81	0.69	0.77	0.74	0.74
Funded HELOCs		0.03	0.11	1.59	0.06	0.06	0.38	0.38
Reverse		0.03	0.32	0.53	1.40	0.17	0.57	0.57
Other		1.30	0.01	0.24	0.05	0.00	0.25	0.25
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	100.00	97.97	99.69	99.83	99.89	99.55	99.49	99.49
ARM		2.03	0.31	0.17	0.11	0.45	0.51	0.51
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	0.71	1.39	3.53	3.24	2.49	4.52	3.08	3.08
Non-Jumbo	99.29	98.61	96.47	96.76	97.51	95.48	96.92	96.92
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	68.10	92.07	90.01	88.76	80.79	83.88	86.59	86.59
Broker Wholesale and Correspondent	31.90	7.93	9.99	11.24	19.21	16.12	13.41	13.41
Broker Wholesale	6.20	7.08	2.76	7.98	12.58	10.98	8.48	8.48
Correspondent	25.70	0.85	7.23	3.26	6.64	5.14	4.93	4.93
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>								
Purchase	35.20	36.49	41.05	39.83	37.70	32.37	37.66	37.66
Refinancing	64.80	63.51	58.95	60.17	62.30	67.63	62.34	62.34
Rate-Term	34.45	40.16	36.67	38.83	45.69	45.38	41.52	41.52
Cash-Out	28.55	20.97	20.51	20.00	15.88	18.87	19.00	19.00
Other / Unknown	1.80	2.38	1.77	1.35	0.73	3.38	1.81	1.81
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	0.77	0.55	0.72	0.18	0.80	1.43	0.74	0.74
Greater than 600, less than or equal to 650	1.25	4.99	6.07	5.33	6.59	5.83	5.84	5.84
Greater than 650, less than or equal to 700	12.70	15.70	16.69	15.49	15.31	15.70	15.76	15.76
Greater than 700, less than or equal to 750	25.17	26.20	25.66	24.05	24.49	23.79	24.76	24.76
Greater than 750	60.11	52.56	50.85	54.95	52.82	53.25	52.90	52.90
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>								
		745	738	745	745	742	743	743
<b>1st Mtg LTV Distribution</b>								
Equals 60% or less	22.90	26.84	21.59	22.52	25.14	23.99	23.90	23.90
Greater than 60%, less than or equal to 70%	13.39	14.69	12.85	13.33	13.18	13.50	13.43	13.43
Greater than 70%, less than or equal to 80%	25.90	25.67	28.19	27.52	25.11	25.21	26.35	26.35
Greater than 80%, less than or equal to 90%	16.89	10.46	10.94	11.15	11.32	11.53	11.12	11.12
Greater than 90%, less than or equal to 100%	20.11	21.46	24.86	24.40	23.86	23.59	23.78	23.78
Greater than 100%	0.81	0.88	1.56	1.08	1.39	2.17	1.43	1.43
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>								
	72.28	74.77	75.68	72.10	74.65	74.86	74.40	74.40
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio	0.01	0.04	0.13	0.02	0.01	(0.07)	0.03	0.03
Originated for Sale to Others:	99.99	99.96	99.87	99.98	99.99	100.07	99.97	99.97
Sale to Fannie/Freddie/Ginnie	51.20	36.84	35.87	37.60	54.74	72.92	48.34	48.34
All Other Sale to Others	48.79	63.13	63.99	62.38	45.26	27.15	51.64	51.64
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	62.91	76.08	84.38	76.24	54.02	41.30	65.42	65.42
Servicing Retained	37.09	23.92	15.62	23.76	45.98	58.70	34.58	34.58
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	44	62	62	75	56	299	299

Quarterly Mortgage Bankers Performance Report

Residential Loan Production - Independent Mortgage Companies by Production \$

I5 - Production Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	<125M	125-300	300-600	600-1400	>1400	Total (Indep. Only)	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	74,185	209,152	439,178	919,297	6,337,616	1,562,925	1,562,925
Avg. Total Loans Originated (#)	4,400	300	761	1,634	3,200	20,975	5,272	5,272
Average Loan Balance	248,600	261,459	288,702	284,845	298,578	311,572	290,654	290,654
<b>Production Mix by Product Type</b>								
First Mortgages:	249,750	262,923	290,276	290,454	302,340	314,152	293,786	293,786
Government (FHA/VA/RHS) - Fixed	230,500	249,820	277,930	275,956	287,220	291,803	278,637	278,637
Government (FHA/VA/RHS) - ARM		233,760	231,600	444,694	346,311	424,305	395,745	395,745
Prime (Conforming) - Fixed	289,490	260,409	282,095	274,849	293,269	302,545	284,264	284,264
Prime (Conforming) - ARM		306,368	384,284	483,848	382,810	496,259	437,703	437,703
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	736,656	808,143	803,545	846,885	905,410	829,230	829,230
Prime (Non-Conforming Jumbo) - ARM		940,200	984,004	931,329	1,241,984	1,070,346	1,074,207	1,074,207
Other Fixed		423,188	298,581	481,396	535,872	500,325	456,547	456,547
Other ARM		436,750	880,500	1,066,833	595,963	557,086	696,940	696,940
Closed-End Second Mortgages	7,880	61,259	61,907	58,152	27,260	20,498	40,693	40,693
Funded HELOCs		87,333	178,023	121,205	137,132	113,070	132,237	132,237
Reverse		130,556	242,687	194,926	239,628	196,880	214,855	214,855
Other		723,989	572,500	251,810	182,730	105,350	332,081	332,081
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	249,750	262,092	289,762	289,614	301,885	312,751	293,006	293,006
ARM		505,783	639,556	711,170	817,595	761,479	724,343	724,343
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	1,108,880	772,083	802,456	804,856	846,668	861,948	823,305	823,305
Non-Jumbo	218,103	257,333	292,315	274,242	290,870	308,198	286,032	286,032
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	240,500	262,914	288,612	287,549	296,067	308,020	290,064	290,064
Broker Wholesale and Correspondent	315,455	258,531	336,196	321,355	327,220	327,516	323,413	323,413
Broker Wholesale	315,580	289,045	386,648	321,330	339,260	340,288	338,963	338,963
Correspondent	313,400	182,008	235,124	230,327	281,961	310,562	275,400	275,400
<b>1st Mtg Purchase vs Refi</b>								
Purchase	255,230	283,953	302,180	301,506	313,277	320,322	305,553	305,553
Refinancing	298,900	256,531	284,251	286,426	300,502	312,997	290,083	290,083
Rate-Term	310,200	260,882	288,216	289,064	303,855	319,315	294,315	294,315
Cash-Out	280,450	259,108	277,565	281,811	289,135	305,671	284,090	284,090
Other / Unknown		233,257	296,761	377,748	231,739	284,725	292,475	292,475
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	200,890	223,362	264,855	249,728	250,572	280,207	258,934	258,934
Greater than 600, less than or equal to 650	212,300	251,835	260,198	251,462	259,189	263,298	257,526	257,526
Greater than 650, less than or equal to 700	259,390	254,476	272,225	263,400	272,731	281,368	269,673	269,673
Greater than 700, less than or equal to 750	298,780	258,570	294,399	290,053	300,855	313,272	293,380	293,380
Greater than 750	310,200	287,568	296,675	300,050	316,749	329,275	307,242	307,242
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	270,990	220,857	252,289	253,667	267,706	286,232	258,174	258,174
Greater than 60%, less than or equal to 70%	298,930	266,349	297,804	301,640	316,383	328,937	304,462	304,462
Greater than 70%, less than or equal to 80%	299,130	283,227	305,654	308,745	320,061	332,815	311,696	311,696
Greater than 80%, less than or equal to 90%	320,120	293,296	315,262	310,665	325,875	327,281	315,974	315,974
Greater than 90%, less than or equal to 100%	250,300	287,310	289,530	286,977	297,029	303,594	293,209	293,209
Greater than 100%	210,880	265,912	235,517	243,905	248,165	273,201	252,301	252,301
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio		126,500	216,281	480,050	272,694	366,596	326,715	326,715
Originated for Sale to Others:	249,750	262,632	287,404	288,222	298,822	308,822	291,209	291,209
Sale to Fannie/Freddie/Ginnie	230,300	235,041	251,709	261,629	274,028	296,143	268,153	268,153
All Other Sale to Others	320,250	252,616	299,479	326,783	339,516	374,552	324,934	324,934
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	315,280	251,438	295,540	292,897	331,364	336,890	307,109	307,109
Servicing Retained	308,938	256,638	300,603	356,275	285,777	309,258	307,625	307,625
Number of Companies Reporting	1	44	62	62	75	56	299	299

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies, Retail Only by Production \$**  
**J1 - Net Loan Production Income and Expense, \$ per loan, Simple Average**

\$ PER LOAN	Your Firm	<125M	125-250	250-500	500-1000	>1000	Total (Indep, Retail Only)	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>								
Loan Origination Fees	1,220	1,652	1,834	1,891	1,426	1,366	1,635	1,635
Correspondent and Broker Fee Income (1)	140	-	-	-	-	-	-	-
Other Origination-Related Income (2)	390	679	472	551	825	351	578	578
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,331</b>	<b>2,307</b>	<b>2,442</b>	<b>2,252</b>	<b>1,717</b>	<b>2,213</b>	<b>2,213</b>
<b>NET INTEREST INCOME</b>								
Warehousing Income	396	376	380	461	464	482	434	434
Warehousing Expense	390	407	447	479	490	471	459	459
<b>Net Interest Income</b>	<b>6</b>	<b>(30)</b>	<b>(66)</b>	<b>(18)</b>	<b>(26)</b>	<b>11</b>	<b>(25)</b>	<b>(25)</b>
<b>SECONDARY MARKETING INCOME</b>								
Secondary Mktg Gains (Losses)	6,186	5,849	8,108	7,997	7,947	9,360	7,841	7,841
Capitalized Servicing/Svg Released Premiums	1,808	3,031	2,519	1,726	2,404	1,669	2,263	2,263
Repurchase Reserve Provision	(46)	(20)	(53)	(65)	(66)	(88)	(59)	(59)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>8,859</b>	<b>10,574</b>	<b>9,658</b>	<b>10,285</b>	<b>10,941</b>	<b>10,046</b>	<b>10,046</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>11,160</b>	<b>12,815</b>	<b>12,082</b>	<b>12,511</b>	<b>12,669</b>	<b>12,234</b>	<b>12,234</b>
<b>EXPENSES</b>								
Personnel	5,328	5,016	5,797	6,179	6,367	6,948	6,062	6,062
Sales Personnel	2,600	2,630	2,715	3,414	3,572	3,445	3,164	3,164
Fulfillment Personnel	1,003	955	1,204	1,171	1,281	1,164	1,154	1,154
Production Support Employees	510	631	567	444	556	864	610	610
Management and Directors	515	278	716	466	364	752	510	510
Benefits	700	520	596	684	594	723	624	624
Occupancy and Equipment	240	259	363	269	261	235	276	276
Technology-Related Expenses	200	268	206	185	205	231	219	219
Other Direct Expenses	1,489	1,862	1,977	1,416	1,985	1,517	1,745	1,745
Outsourcing and Professional fees	300	366	420	277	257	236	310	310
Other Operating Expenses	1,189	1,496	1,557	1,139	1,728	1,281	1,436	1,436
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>7,404</b>	<b>8,343</b>	<b>8,050</b>	<b>8,818</b>	<b>8,931</b>	<b>8,302</b>	<b>8,302</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>220</b>	<b>542</b>	<b>604</b>	<b>421</b>	<b>536</b>	<b>464</b>	<b>464</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>7,624</b>	<b>8,885</b>	<b>8,653</b>	<b>9,239</b>	<b>9,467</b>	<b>8,767</b>	<b>8,767</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,536</b>	<b>3,930</b>	<b>3,429</b>	<b>3,272</b>	<b>3,201</b>	<b>3,467</b>	<b>3,467</b>
<b>MEMO ITEMS</b>								
<b>Originations Volume:</b>								
Avg. Total Loans Originated (\$000s)	1,245,080	74,625	183,326	350,608	681,033	2,390,554	731,836	731,836
Avg. Total Loans Originated (#)	4,400	305	646	1,282	2,482	7,711	2,474	2,474
Average Loan Balance (\$)	248,600	260,806	293,410	293,503	284,430	320,068	290,266	290,266
Avg. Pull-Through (Closings/Applications #)	74.21	81.04	75.93	78.25	79.28	77.55	78.34	78.34
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>17.6</b>	<b>15.7</b>	<b>18.6</b>	<b>19.8</b>	<b>17.8</b>	<b>17.9</b>	<b>17.9</b>
<b>Employees:</b>								
Total Production FTEs (excluding 0 reporters)	489	49	95	177	385	986	341	341
<b>Productivity</b>								
<b>Simple Avg.</b>								
Closings per Sales Employee per Mo.	7.5	7.3	8.5	7.4	7.1	9.3	7.9	7.9
Closings per Fulfillment Employee per Mo.	8.9	7.1	8.5	11.3	7.4	11.9	9.4	9.4
Closings per Prod Support Employee per Mo.	17.5	16.7	21.8	19.7	28.3	26.7	22.9	22.9
Closings per Total Prod. Employee per Mo.	3.2	2.5	3.0	3.2	2.5	3.1	2.9	2.9
<b>Weighted Avg.</b>								
Closings per Sales Employee per Mo.	7.9	5.2	5.3	5.8	5.3	7.1	6.3	6.3
Closings per Fulfillment Employee per Mo.	6.5	5.7	6.0	5.8	5.9	6.2	6.1	6.1
Closings per Prod Support Employee per Mo.	14.9	10.1	12.3	11.9	10.2	15.1	13.2	13.2
Closings per Total Prod. Employee per Mo.	2.8	2.2	2.3	2.3	2.1	2.6	2.4	2.4
<b>Median</b>								
Closings per Sales Employee per Mo.	7.1	5.2	7.3	6.1	6.4	8.5	6.7	6.7
Closings per Fulfillment Employee per Mo.	5.9	6.1	6.2	6.4	6.6	7.6	6.5	6.5
Closings per Prod Support Employee per Mo.	15.8	10.2	17.6	12.8	14.8	23.1	16.8	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.2	2.7	2.3	2.2	3.0	2.4	2.4
Number of Companies Reporting	1	37	34	39	37	36	183	183

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers  
(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies, Retail Only by Production \$**  
**J2 - Net Loan Production Income and Expense, Basis Points, Simple Average**

BASIS POINTS	Your Firm	<125M	125-250	250-500	500-1000	>1000	Total (Indep, Retail Only)	YTD 2021
<b>ORIGINATION-RELATED INCOME</b>								
Loan Origination Fees	48.20	61.26	66.05	68.49	54.56	43.80	58.90	58.90
Correspondent and Broker Fee Income (1)	5.00	-	-	-	-	-	-	-
Other Origination-Related Income (2)	13.40	28.30	18.16	17.88	33.19	11.59	21.90	21.90
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>89.56</b>	<b>84.21</b>	<b>86.37</b>	<b>87.75</b>	<b>55.39</b>	<b>80.80</b>	<b>80.80</b>
<b>NET INTEREST INCOME</b>								
Warehousing Income	14.10	14.28	13.10	16.02	16.11	14.94	14.93	14.93
Warehousing Expense	13.20	14.98	14.95	16.60	16.95	14.46	15.61	15.61
<b>Net Interest Income</b>	<b>0.90</b>	<b>(0.70)</b>	<b>(1.85)</b>	<b>(0.58)</b>	<b>(0.84)</b>	<b>0.48</b>	<b>(0.68)</b>	<b>(0.68)</b>
<b>SECONDARY MARKETING INCOME</b>								
Secondary Mktg Gains (Losses)	202.50	216.17	275.13	279.12	294.59	298.15	272.52	272.52
Capitalized Servicing/Svg Released Premiums	75.80	123.85	86.68	57.41	79.36	55.41	80.33	80.33
Repurchase Reserve Provision	(2.18)	(0.75)	(1.70)	(2.29)	(2.35)	(2.80)	(1.98)	(1.98)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>339.27</b>	<b>360.11</b>	<b>334.25</b>	<b>371.60</b>	<b>350.75</b>	<b>350.87</b>	<b>350.87</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>428.13</b>	<b>442.47</b>	<b>420.04</b>	<b>458.51</b>	<b>406.62</b>	<b>430.98</b>	<b>430.98</b>
<b>EXPENSES</b>								
Personnel	188.62	188.95	197.79	213.20	231.54	220.92	210.66	210.66
Sales Personnel	91.32	98.81	93.21	118.59	130.63	110.11	110.64	110.64
Fulfillment Personnel	36.70	36.35	41.31	40.14	46.47	36.18	40.09	40.09
Production Support Employees	20.50	22.86	18.36	15.86	20.53	26.76	20.83	20.83
Management and Directors	18.90	10.97	25.24	15.35	12.46	24.21	17.46	17.46
Benefits	21.20	19.96	19.66	23.25	21.46	23.65	21.64	21.64
Occupancy and Equipment	9.01	9.87	13.13	9.54	9.78	7.68	9.96	9.96
Technology-Related Expenses	6.99	10.95	6.84	6.43	7.30	7.53	7.81	7.81
Other Direct Expenses	52.60	66.35	68.65	48.80	74.38	50.52	61.55	61.55
Outsourcing and Professional fees	15.60	14.18	14.45	8.70	9.56	7.10	10.74	10.74
Other Operating Expenses	37.00	52.17	54.20	40.10	64.81	43.42	50.81	50.81
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>276.12</b>	<b>286.41</b>	<b>277.97</b>	<b>323.00</b>	<b>286.64</b>	<b>289.97</b>	<b>289.97</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>9.17</b>	<b>18.91</b>	<b>21.37</b>	<b>16.59</b>	<b>17.89</b>	<b>16.80</b>	<b>16.80</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>285.29</b>	<b>305.32</b>	<b>299.34</b>	<b>339.59</b>	<b>304.53</b>	<b>306.77</b>	<b>306.77</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>142.83</b>	<b>137.15</b>	<b>120.70</b>	<b>118.92</b>	<b>102.09</b>	<b>124.21</b>	<b>124.21</b>
<b>MEMO ITEMS</b>								
<b>Originations Volume:</b>								
Avg. Total Loans Originated (\$000s)	1,245,080	74,625	183,326	350,608	681,033	2,390,554	731,836	731,836
Avg. Total Loans Originated (#)	4,400	305	646	1,282	2,482	7,711	2,474	2,474
Average Loan Balance (\$)	248,600	260,806	293,410	293,503	284,430	320,068	290,266	290,266
Avg. Pull-Through (Closings/Applications #)	74.21	81.04	75.93	78.25	79.28	77.55	78.34	78.34
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>17.6</b>	<b>15.7</b>	<b>18.6</b>	<b>19.8</b>	<b>17.8</b>	<b>17.9</b>	<b>17.9</b>
<b>Employees:</b>								
Total Production FTEs (excluding 0 reporters)	489	49	95	177	385	986	341	341
<b>Productivity</b>								
<b>Simple Avg.</b>								
Closings per Sales Employee per Mo.	7.5	7.3	8.5	7.4	7.1	9.3	7.9	7.9
Closings per Fulfillment Employee per Mo.	8.9	7.1	8.5	11.3	7.4	11.9	9.4	9.4
Closings per Prod Support Employee per Mo.	17.5	16.7	21.8	19.7	28.3	26.7	22.9	22.9
Closings per Total Prod. Employee per Mo.	3.2	2.5	3.0	3.2	2.5	3.1	2.9	2.9
<b>Weighted Avg.</b>								
Closings per Sales Employee per Mo.	7.9	5.2	5.3	5.8	5.3	7.1	6.3	6.3
Closings per Fulfillment Employee per Mo.	6.5	5.7	6.0	5.8	5.9	6.2	6.1	6.1
Closings per Prod Support Employee per Mo.	14.9	10.1	12.3	11.9	10.2	15.1	13.2	13.2
Closings per Total Prod. Employee per Mo.	2.8	2.2	2.3	2.3	2.1	2.6	2.4	2.4
<b>Median</b>								
Closings per Sales Employee per Mo.	7.1	5.2	7.3	6.1	6.4	8.5	6.7	6.7
Closings per Fulfillment Employee per Mo.	5.9	6.1	6.2	6.4	6.6	7.6	6.5	6.5
Closings per Prod Support Employee per Mo.	15.8	10.2	17.6	12.8	14.8	23.1	16.8	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.2	2.7	2.3	2.2	3.0	2.4	2.4
<b>Number of Companies Reporting</b>	<b>1</b>	<b>37</b>	<b>34</b>	<b>39</b>	<b>37</b>	<b>36</b>	<b>183</b>	<b>183</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies, Retail Only by Production \$**  
**J3 - Production Mix (\$), Simple Average**

PERCENT BASED ON \$	Your Firm	<125M	125-250	250-500	500-1000	>1000	Total (Indep, Retail Only)	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	74,625	183,326	350,608	681,033	2,390,554	731,836	731,836
Avg. Total Loans Originated (#)	4,400	305	646	1,282	2,482	7,711	2,474	2,474
Average Loan Balance	248,600	260,806	293,410	293,503	284,430	320,068	290,266	290,266
<b>Production Mix by Product Type</b>								
First Mortgages:	99.97	98.07	99.38	98.11	97.16	99.72	98.46	98.46
Government (FHA/VA/RHS) - Fixed	14.00	20.95	23.57	17.69	27.16	19.88	21.79	21.79
Government (FHA/VA/RHS) - ARM		2.03	0.00	0.02	0.02	0.00	0.42	0.42
Prime (Conforming) - Fixed	85.08	72.49	71.52	73.21	64.91	72.08	70.85	70.85
Prime (Conforming) - ARM		0.10	0.41	0.07	0.04	0.06	0.13	0.13
Prime (Non-Conforming Jumbo) - Fixed	0.89	1.93	3.48	6.60	4.59	7.07	4.76	4.76
Prime (Non-Conforming Jumbo) - ARM		0.39	0.25	0.45	0.12	0.59	0.36	0.36
Other Fixed		0.11	0.12	0.04	0.30	0.03	0.12	0.12
Other ARM		0.05	0.04	0.02	0.02	0.00	0.03	0.03
Closed-End Second Mortgages	0.03	0.10	0.13	0.05	0.04	0.05	0.07	0.07
Funded HELOCs		0.01	0.04	1.77	0.02	0.03	0.40	0.40
Reverse		0.02	0.43	0.07	2.58	0.20	0.66	0.66
Other		1.81	0.02	0.00	0.19	0.00	0.41	0.41
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	100.00	97.41	99.30	99.44	99.79	99.34	99.06	99.06
ARM		2.59	0.70	0.56	0.21	0.66	0.94	0.94
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	3.49	3.03	4.18	8.56	5.31	8.54	5.97	5.97
Non-Jumbo	96.51	96.97	95.82	91.44	94.69	91.46	94.03	94.03
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	69.75	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Broker Wholesale and Correspondent	30.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Broker Wholesale	10.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Correspondent	20.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>								
Purchase	29.78	41.07	44.74	44.03	42.71	34.13	41.35	41.35
Refinancing	70.22	58.93	55.26	55.97	57.29	65.87	58.65	58.65
Rate-Term	38.20	39.60	35.10	36.21	40.84	48.40	40.02	40.02
Cash-Out	31.01	17.80	17.04	19.52	14.80	15.62	16.99	16.99
Other / Unknown	1.01	1.53	3.12	0.24	1.66	1.85	1.64	1.64
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	0.80	0.54	0.46	0.24	0.28	0.29	0.36	0.36
Greater than 600, less than or equal to 650	1.30	4.62	4.72	4.58	6.62	3.38	4.79	4.79
Greater than 650, less than or equal to 700	12.90	15.02	14.92	14.12	14.95	12.07	14.22	14.22
Greater than 700, less than or equal to 750	26.70	25.00	25.75	24.94	25.08	23.57	24.86	24.86
Greater than 750	58.30	54.82	54.15	56.13	53.07	60.68	55.77	55.77
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Simple Average FICO (based on #)</b>								
		746	744	747	741	750	746	746
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	22.13	21.99	17.60	18.66	18.03	23.07	19.88	19.88
Greater than 60%, less than or equal to 70%	14.07	14.49	13.33	12.95	13.59	14.83	13.83	13.83
Greater than 70%, less than or equal to 80%	25.20	26.31	30.31	28.82	27.60	28.11	28.20	28.20
Greater than 80%, less than or equal to 90%	16.87	12.34	11.62	13.67	13.22	12.45	12.69	12.69
Greater than 90%, less than or equal to 100%	20.83	24.18	26.28	24.56	26.60	20.41	24.40	24.40
Greater than 100%	0.90	0.69	0.87	1.34	0.97	1.13	1.00	1.00
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>								
	72.28	75.81	76.31	70.28	75.89	73.77	74.32	74.32
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio	0.03	0.02	0.12	0.02	0.03	0.02	0.04	0.04
Originated for Sale to Others:	99.97	99.98	99.88	99.98	99.97	99.98	99.96	99.96
Sale to Fannie/Freddie/Ginnie	50.09	29.31	30.21	32.78	38.37	56.58	37.61	37.61
All Other Sale to Others	49.88	70.67	69.67	67.19	61.59	43.40	62.35	62.35
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	61.09	80.14	84.64	78.84	71.24	58.65	74.56	74.56
Servicing Retained	38.91	19.86	15.36	21.16	28.76	41.35	25.44	25.44
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	37	34	39	37	36	183	183

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies, Retail Only by Production \$**  
**J4 - Production Mix (#), Simple Average**

PERCENT BASED ON #	Your Firm	<125M	125-250	250-500	500-1000	>1000	Total (Indep, Retail Only)	YTD 2021
Avg. Total Loans Originated (\$000s)	1,245,080	74,625	183,326	350,608	681,033	2,390,554	731,836	731,836
Avg. Total Loans Originated (#)	4,400	305	646	1,282	2,482	7,711	2,474	2,474
Average Loan Balance	248,600	260,806	293,410	293,503	284,430	320,068	290,266	290,266
<b>Production Mix by Product Type</b>								
First Mortgages:	99.30	97.34	98.79	96.80	96.35	98.77	97.58	97.58
Government (FHA/VA/RHS) - Fixed	13.90	20.89	23.57	18.28	28.08	20.53	22.21	22.21
Government (FHA/VA/RHS) - ARM		2.01	0.00	0.02	0.01	0.00	0.41	0.41
Prime (Conforming) - Fixed	84.89	73.25	73.31	75.48	66.08	75.04	72.64	72.64
Prime (Conforming) - ARM		0.09	0.39	0.06	0.03	0.04	0.12	0.12
Prime (Non-Conforming Jumbo) - Fixed	0.51	0.86	1.31	2.75	1.93	2.93	1.97	1.97
Prime (Non-Conforming Jumbo) - ARM		0.13	0.08	0.15	0.03	0.21	0.12	0.12
Other Fixed		0.07	0.12	0.05	0.18	0.02	0.09	0.09
Other ARM		0.04	0.01	0.01	0.01	0.00	0.02	0.02
Closed-End Second Mortgages	0.70	1.05	0.61	0.61	0.86	0.91	0.81	0.81
Funded HELOCs		0.04	0.10	2.50	0.05	0.07	0.58	0.58
Reverse		0.03	0.49	0.09	2.67	0.25	0.71	0.71
Other		1.54	0.01	0.00	0.08	0.00	0.33	0.33
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	100.00	97.72	99.52	99.76	99.92	99.74	99.33	99.33
ARM		2.28	0.48	0.24	0.08	0.26	0.67	0.67
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	0.71	1.32	1.60	3.70	2.21	3.54	2.50	2.50
Non-Jumbo	99.29	98.68	98.40	96.30	97.79	96.46	97.50	97.50
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	68.10	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Broker Wholesale and Correspondent	31.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Broker Wholesale	6.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Correspondent	25.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>								
Purchase	35.20	39.48	43.69	43.23	42.25	33.53	40.45	40.45
Refinancing	64.80	60.52	56.31	56.77	57.75	66.47	59.55	59.55
Rate-Term	34.45	40.55	35.43	36.47	40.66	48.29	40.28	40.28
Cash-Out	28.55	18.31	17.69	20.06	15.43	16.40	17.61	17.61
Other / Unknown	1.80	1.65	3.19	0.23	1.66	1.78	1.66	1.66
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	0.77	0.55	0.52	0.27	0.31	0.33	0.39	0.39
Greater than 600, less than or equal to 650	1.25	4.90	5.13	5.19	7.24	4.07	5.31	5.31
Greater than 650, less than or equal to 700	12.70	15.83	15.71	15.26	16.26	13.52	15.32	15.32
Greater than 700, less than or equal to 750	25.17	26.73	25.36	25.02	25.45	23.69	25.25	25.25
Greater than 750	60.11	52.00	53.28	54.27	50.74	58.38	53.72	53.72
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>								
		746	744	747	741	750	746	746
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	22.90	25.96	20.44	21.20	20.31	25.73	22.73	22.73
Greater than 60%, less than or equal to 70%	13.39	14.11	13.13	12.63	13.14	14.11	13.42	13.42
Greater than 70%, less than or equal to 80%	25.90	24.66	28.70	27.38	26.31	26.26	26.64	26.64
Greater than 80%, less than or equal to 90%	16.89	11.17	10.93	12.63	12.36	11.72	11.78	11.78
Greater than 90%, less than or equal to 100%	20.11	23.35	25.80	24.67	26.71	20.97	24.30	24.30
Greater than 100%	0.81	0.74	1.00	1.49	1.17	1.21	1.13	1.13
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>								
	72.28	75.81	76.31	70.28	75.89	73.77	74.32	74.32
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio	0.01	0.05	0.21	0.01	0.02	0.01	0.06	0.06
Originated for Sale to Others:	99.99	99.95	99.79	99.99	99.98	99.99	99.94	99.94
Sale to Fannie/Freddie/Ginnie	51.20	30.44	31.65	35.39	40.36	58.64	39.53	39.53
All Other Sale to Others	48.79	69.52	68.14	64.59	59.61	41.35	60.41	60.41
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	62.91	83.03	83.29	79.09	69.53	57.18	74.19	74.19
Servicing Retained	37.09	16.97	16.71	20.91	30.47	42.82	25.81	25.81
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	37	34	39	37	36	183	183

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - Independent Mortgage Companies, Retail Only by Production \$**  
 J5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>&lt;125M</b>	<b>125-250</b>	<b>250-500</b>	<b>500-1000</b>	<b>&gt;1000</b>	<b>Total (Indep, Retail Only)</b>	<b>YTD 2021</b>
Avg. Total Loans Originated (\$000s)	1,245,080	74,625	183,326	350,608	681,033	2,390,554	731,836	731,836
Avg. Total Loans Originated (#)	4,400	305	646	1,282	2,482	7,711	2,474	2,474
Average Loan Balance	248,600	260,806	293,410	293,503	284,430	320,068	290,266	290,266
<b>Production Mix by Product Type</b>								
First Mortgages:	249,750	262,186	295,178	300,466	289,871	323,239	294,082	294,082
Government (FHA/VA/RHS) - Fixed	230,500	247,467	297,018	282,627	279,815	314,145	284,518	284,518
Government (FHA/VA/RHS) - ARM		239,520		442,867	715,389	428,650	507,954	507,954
Prime (Conforming) - Fixed	289,490	260,197	289,084	283,856	282,210	302,873	283,696	283,696
Prime (Conforming) - ARM		321,015	320,733	515,853	471,652	478,069	448,982	448,982
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	737,556	803,958	772,210	845,495	852,608	807,133	807,133
Prime (Non-Conforming Jumbo) - ARM		940,200	970,260	911,370	1,000,516	1,096,086	1,012,029	1,012,029
Other Fixed		423,188	316,270	227,383	469,278	391,060	366,813	366,813
Other ARM		436,750	927,750	360,000	608,333	338,000	561,200	561,200
Closed-End Second Mortgages	7,880	66,613	94,485	44,232	30,619	31,336	46,353	46,353
Funded HELOCs		87,333	145,738	116,324	113,603	138,620	122,381	122,381
Reverse		130,556	266,964	215,538	193,172	242,851	222,092	222,092
Other		723,989	810,000		317,127	85,000	502,294	502,294
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	249,750	261,151	294,590	299,292	289,512	321,811	293,159	293,159
ARM		580,768	617,280	684,365	723,616	900,802	737,671	737,671
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	1,108,880	779,311	812,180	784,506	844,285	851,873	816,397	816,397
Non-Jumbo	218,103	257,116	287,181	282,823	280,071	304,119	282,068	282,068
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	240,500	262,186	295,178	300,466	289,871	323,239	294,082	294,082
Broker Wholesale and Correspondent	315,455							
Broker Wholesale	315,580							
Correspondent	313,400							
<b>1st Mtg Purchase vs Refi</b>								
Purchase	255,230	279,420	311,427	310,378	298,158	335,108	306,688	306,688
Refinancing	298,900	254,027	287,600	295,736	290,370	319,713	289,423	289,423
Rate-Term	310,200	259,074	290,321	299,443	296,391	325,855	294,413	294,413
Cash-Out	280,450	256,888	278,840	289,449	279,155	308,714	282,730	282,730
Other / Unknown		184,687	301,272	444,493	253,006	238,288	312,637	312,637
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	200,890	241,660	251,675	244,054	244,839	254,674	248,031	248,031
Greater than 600, less than or equal to 650	212,300	258,237	261,481	260,574	256,772	267,553	260,915	260,915
Greater than 650, less than or equal to 700	259,390	252,987	279,945	274,646	263,770	286,158	271,418	271,418
Greater than 700, less than or equal to 750	298,780	257,546	300,540	298,333	287,441	320,873	292,728	292,728
Greater than 750	310,200	290,240	299,473	310,161	306,589	336,633	308,734	308,734
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	270,990	217,737	252,081	260,962	254,675	286,026	254,232	254,232
Greater than 60%, less than or equal to 70%	298,930	267,317	299,939	309,131	299,491	340,571	303,205	303,205
Greater than 70%, less than or equal to 80%	299,130	280,937	312,373	317,530	303,595	346,270	312,009	312,009
Greater than 80%, less than or equal to 90%	320,120	292,428	321,088	324,262	311,527	342,482	318,212	318,212
Greater than 90%, less than or equal to 100%	250,300	293,166	301,272	298,797	290,845	316,570	300,007	300,007
Greater than 100%	210,880	237,597	253,001	265,174	248,982	270,430	257,142	257,142
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio		126,500	304,471	514,583	337,833	514,551	380,724	380,724
Originated for Sale to Others:	249,750	262,320	290,776	300,455	286,273	317,833	292,177	292,177
Sale to Fannie/Freddie/Ginnie	230,300	228,350	256,142	276,136	250,890	294,381	265,030	265,030
All Other Sale to Others	320,250	260,526	298,722	325,940	312,112	360,025	314,560	314,560
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	315,280	253,048	295,938	293,809	305,668	353,440	302,379	302,379
Servicing Retained	308,938	254,040	303,139	327,843	272,769	314,463	302,316	302,316
Number of Companies Reporting	1	37	34	39	37	36	183	183



**Quarterly Mortgage Bankers Performance Report**

**Residential Loan Production - by Govt. Production Percent in \$**

K1 - Net Loan Production Income and Expense, \$ per loan, **Simple Average**

<b>\$ PER LOAN</b>	<b>Your Firm</b>	<b>&lt;50% Govt \$</b>	<b>&gt;=50% Govt \$</b>	<b>Total</b>
<b>ORIGINATION-RELATED INCOME</b>				
Loan Origination Fees	1,220	1,411	1,883	1,446
Correspondent and Broker Fee Income (1)	140	123	70	119
Other Origination-Related Income (2)	390	486	478	486
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,020</b>	<b>2,431</b>	<b>2,051</b>
<b>NET INTEREST INCOME</b>				
Warehousing Income	396	419	391	417
Warehousing Expense	390	427	420	426
<b>Net Interest Income</b>	<b>6</b>	<b>(7)</b>	<b>(29)</b>	<b>(9)</b>
<b>SECONDARY MARKETING INCOME</b>				
Secondary Mktg Gains (Losses)	6,186	7,078	6,617	7,043
Capitalized Servicing/Svg Released Premiums	1,808	2,357	1,702	2,307
Repurchase Reserve Provision	(46)	(70)	(31)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>9,364</b>	<b>8,288</b>	<b>9,283</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>11,377</b>	<b>10,690</b>	<b>11,325</b>
<b>EXPENSES</b>				
Personnel	5,328	5,645	4,023	5,523
Sales Personnel	2,600	2,798	1,862	2,727
Fulfillment Personnel	1,003	1,127	930	1,112
Production Support Employees	510	549	311	531
Management and Directors	515	534	362	521
Benefits	700	638	558	632
Occupancy and Equipment	240	258	191	253
Technology-Related Expenses	200	192	201	193
Other Direct Expenses	1,489	1,508	1,790	1,529
Outsourcing and Professional fees	300	308	424	316
Other Operating Expenses	1,189	1,201	1,365	1,213
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>7,604</b>	<b>6,205</b>	<b>7,498</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>452</b>	<b>637</b>	<b>466</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>8,055</b>	<b>6,842</b>	<b>7,964</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,322</b>	<b>3,848</b>	<b>3,361</b>
<b>MEMO ITEMS</b>				
<b>Originations Volume:</b>				
Avg. Total Loans Originated (\$000s)	1,245,080	1,235,688	3,926,814	1,438,085
Avg. Total Loans Originated (#)	4,400	4,094	14,538	4,879
Average Loan Balance (\$)	248,600	288,882	244,446	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	76.87	69.86	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>17.3</b>	<b>20.5</b>	<b>17.6</b>
<b>Employees:</b>				
Total Production FTEs (excluding 0 reporters)	489	487	996	524
<b>Productivity</b>				
<b>Simple Avg.</b>				
Closings per Sales Employee per Mo.	7.5	8.7	10.5	8.8
Closings per Fulfillment Employee per Mo.	8.9	9.3	8.5	9.3
Closings per Prod Support Employee per Mo.	17.5	24.3	31.8	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.2	9.2	3.6
<b>Weighted Avg.</b>				
Closings per Sales Employee per Mo.	7.9	7.2	16.7	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.0	10.7	7.3
Closings per Prod Support Employee per Mo.	14.9	16.3	12.0	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.8	5.2	3.1
<b>Median</b>				
Closings per Sales Employee per Mo.	7.1	7.2	7.8	7.3
Closings per Fulfillment Employee per Mo.	5.9	6.8	6.9	6.8
Closings per Prod Support Employee per Mo.	15.8	16.7	24.6	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.6	2.9	2.6
<b>Number of Companies Reporting</b>	<b>1</b>	<b>332</b>	<b>27</b>	<b>359</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Govt. Production Percent in \$**  
 K2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<50% Govt \$	>=50% Govt \$	Total
<b>ORIGINATION-RELATED INCOME</b>				
Loan Origination Fees	48.20	52.15	76.81	54.00
Correspondent and Broker Fee Income (1)	5.00	5.05	2.81	4.88
Other Origination-Related Income (2)	13.40	17.38	20.50	17.61
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>74.58</b>	<b>100.12</b>	<b>76.50</b>
<b>NET INTEREST INCOME</b>				
Warehousing Income	14.10	14.30	15.98	14.43
Warehousing Expense	13.20	14.23	17.08	14.44
<b>Net Interest Income</b>	<b>0.90</b>	<b>0.07</b>	<b>(1.10)</b>	<b>(0.01)</b>
<b>SECONDARY MARKETING INCOME</b>				
Secondary Mktg Gains (Losses)	202.50	248.12	285.43	250.93
Capitalized Servicing/Svg Released Premiums	75.80	83.81	70.22	82.79
Repurchase Reserve Provision	(2.18)	(2.36)	(1.36)	(2.29)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>329.57</b>	<b>354.30</b>	<b>331.43</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>404.22</b>	<b>453.31</b>	<b>407.91</b>
<b>EXPENSES</b>				
Personnel	188.62	198.48	171.46	196.45
Sales Personnel	91.32	98.03	76.77	96.43
Fulfillment Personnel	36.70	39.80	39.73	39.80
Production Support Employees	20.50	19.29	13.16	18.83
Management and Directors	18.90	18.92	15.90	18.69
Benefits	21.20	22.44	25.90	22.70
Occupancy and Equipment	9.01	9.30	8.19	9.22
Technology-Related Expenses	6.99	6.98	9.02	7.13
Other Direct Expenses	52.60	52.61	74.28	54.24
Outsourcing and Professional fees	15.60	10.63	19.18	11.27
Other Operating Expenses	37.00	41.98	55.10	42.97
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>267.36</b>	<b>262.95</b>	<b>267.03</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>16.39</b>	<b>28.23</b>	<b>17.28</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>283.76</b>	<b>291.18</b>	<b>284.32</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>120.46</b>	<b>162.14</b>	<b>123.59</b>
<b>MEMO ITEMS</b>				
<b>Originations Volume:</b>				
Avg. Total Loans Originated (\$000s)	1,245,080	1,235,688	3,926,814	1,438,085
Avg. Total Loans Originated (#)	4,400	4,094	14,538	4,879
Average Loan Balance (\$)	248,600	288,882	244,446	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	76.87	69.86	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>17.3</b>	<b>20.5</b>	<b>17.6</b>
<b>Employees:</b>				
Total Production FTEs (excluding 0 reporters)	489	487	996	524
<b>Productivity</b>				
<b>Simple Avg.</b>				
Closings per Sales Employee per Mo.	7.5	8.7	10.5	8.8
Closings per Fulfillment Employee per Mo.	8.9	9.3	8.5	9.3
Closings per Prod Support Employee per Mo.	17.5	24.3	31.8	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.2	9.2	3.6
<b>Weighted Avg.</b>				
Closings per Sales Employee per Mo.	7.9	7.2	16.7	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.0	10.7	7.3
Closings per Prod Support Employee per Mo.	14.9	16.3	12.0	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.8	5.2	3.1
<b>Median</b>				
Closings per Sales Employee per Mo.	7.1	7.2	7.8	7.3
Closings per Fulfillment Employee per Mo.	5.9	6.8	6.9	6.8
Closings per Prod Support Employee per Mo.	15.8	16.7	24.6	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.6	2.9	2.6
Number of Companies Reporting	1	332	27	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers  
 (2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Govt. Production Percent in \$**  
**K3 - Production Mix (\$), Simple Average**

<b>PERCENT BASED ON \$</b>	<b>Your Firm</b>	<b>&lt;50% Govt \$</b>	<b>&gt;=50% Govt \$</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	1,235,688	3,926,814	1,438,085
Avg. Total Loans Originated (#)	4,400	4,094	14,538	4,879
Average Loan Balance	248,600	288,882	244,446	285,540
<b>Production Mix by Product Type</b>				
First Mortgages:	99.97	98.96	99.72	99.02
Government (FHA/VA/RHS) - Fixed	14.00	17.02	73.71	21.28
Government (FHA/VA/RHS) - ARM		0.01	2.82	0.22
Prime (Conforming) - Fixed	85.08	75.06	21.30	71.02
Prime (Conforming) - ARM		0.21	0.00	0.20
Prime (Non-Conforming Jumbo) - Fixed	0.89	4.99	0.57	4.66
Prime (Non-Conforming Jumbo) - ARM		0.39	0.01	0.36
Other Fixed		1.11	1.30	1.12
Other ARM		0.18	0.01	0.17
Closed-End Second Mortgages	0.03	0.07	0.18	0.08
Funded HELOCs		0.23	0.05	0.22
Reverse		0.47	0.06	0.44
Other		0.26	0.00	0.24
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	100.00	99.21	97.17	99.05
ARM		0.79	2.83	0.95
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Jumbo vs. Non-Jumbo</b>				
Jumbo	3.49	6.79	2.69	6.48
Non-Jumbo	96.51	93.21	97.31	93.52
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Production Channel Mix</b>				
Retail/Consumer Direct	69.75	86.82	76.93	86.07
Broker Wholesale and Correspondent	30.25	13.18	23.07	13.93
Broker Wholesale	10.20	8.25	8.45	8.26
Correspondent	20.05	4.94	14.61	5.67
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Purchase vs Refi</b>				
Purchase	29.78	38.88	40.37	38.99
Refinancing	70.22	61.12	59.63	61.01
Rate-Term	38.20	40.16	42.90	40.37
Cash-Out	31.01	19.20	13.30	18.76
Other / Unknown	1.01	1.77	3.42	1.89
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg FICO Score Distribution</b>				
Equals 600 or less	0.80	0.76	7.72	1.28
Greater than 600, less than or equal to 650	1.30	4.46	11.40	4.98
Greater than 650, less than or equal to 700	12.90	13.75	21.49	14.33
Greater than 700, less than or equal to 750	26.70	24.78	22.79	24.63
Greater than 750	58.30	56.26	36.61	54.78
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Simple Average FICO (based on #)</b>				
		746	695	742
<b>1st Mtg LTV Distribution</b>				
Equals 60% of less	22.13	22.13	10.65	21.26
Greater than 60%, less than or equal to 70%	14.07	14.18	9.14	13.80
Greater than 70%, less than or equal to 80%	25.20	28.83	20.93	28.24
Greater than 80%, less than or equal to 90%	16.87	12.02	14.27	12.19
Greater than 90%, less than or equal to 100%	20.83	21.82	40.86	23.26
Greater than 100%	0.90	1.02	4.15	1.25
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Average LTV (based on \$)</b>				
	72.28	73.62	84.57	74.38
<b>1st Mtg Production Sold by Investor Type</b>				
Originated for Portfolio	0.03	0.10	0.00	0.09
Originated for Sale to Others:	99.97	99.90	100.00	99.91
Sale to Fannie/Freddie/Ginnie	50.09	47.14	63.35	48.30
All Other Sale to Others	49.88	52.77	36.65	51.61
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Servicing Released vs Retained</b>				
Servicing Released	61.09	66.43	46.57	65.16
Servicing Retained	38.91	33.57	53.43	34.84
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Number of Companies Reporting	1	332	27	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Govt. Production Percent in \$**  
**K4 - Production Mix (#), Simple Average**

<b>PERCENT BASED ON #</b>	<b>Your Firm</b>	<b>&lt;50% Govt \$</b>	<b>&gt;=50% Govt \$</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	1,235,688	3,926,814	1,438,085
Avg. Total Loans Originated (#)	4,400	4,094	14,538	4,879
Average Loan Balance	248,600	288,882	244,446	285,540
<b>Production Mix by Product Type</b>				
First Mortgages:	99.30	98.12	98.90	98.17
Government (FHA/VA/RHS) - Fixed	13.90	17.66	72.91	21.81
Government (FHA/VA/RHS) - ARM		0.01	2.76	0.22
Prime (Conforming) - Fixed	84.89	76.90	21.94	72.77
Prime (Conforming) - ARM		0.19	0.00	0.17
Prime (Non-Conforming Jumbo) - Fixed	0.51	2.08	0.20	1.94
Prime (Non-Conforming Jumbo) - ARM		0.13	0.00	0.12
Other Fixed		1.02	1.08	1.03
Other ARM		0.12	0.00	0.12
Closed-End Second Mortgages	0.70	0.81	0.95	0.82
Funded HELOCs		0.34	0.05	0.32
Reverse		0.51	0.10	0.48
Other		0.23	0.00	0.21
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	100.00	99.54	97.22	99.37
ARM		0.46	2.78	0.63
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Jumbo vs. Non-Jumbo</b>				
Jumbo	0.71	3.21	1.11	3.05
Non-Jumbo	99.29	96.79	98.89	96.95
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Production Channel Mix</b>				
Retail/Consumer Direct	68.10	87.07	78.01	86.39
Broker Wholesale and Correspondent	31.90	12.93	21.99	13.61
Broker Wholesale	6.20	7.99	7.75	7.97
Correspondent	25.70	4.94	14.24	5.64
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Purchase vs Refi</b>				
Purchase	35.20	38.09	39.95	38.23
Refinancing	64.80	61.91	60.05	61.77
Rate-Term	34.45	40.38	42.71	40.56
Cash-Out	28.55	19.75	13.81	19.30
Other / Unknown	1.80	1.78	3.53	1.91
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg FICO Score Distribution</b>				
Equals 600 or less	0.77	0.77	7.85	1.30
Greater than 600, less than or equal to 650	1.25	5.04	11.94	5.56
Greater than 650, less than or equal to 700	12.70	14.91	22.10	15.45
Greater than 700, less than or equal to 750	25.17	24.95	22.58	24.77
Greater than 750	60.11	54.34	35.53	52.92
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mortgage Simple Average FICO (based on #)</b>		746	695	742
<b>1st Mtg LTV Distribution</b>				
Equals 60% of less	22.90	25.03	12.56	24.09
Greater than 60%, less than or equal to 70%	13.39	13.69	9.50	13.37
Greater than 70%, less than or equal to 80%	25.90	27.03	20.32	26.53
Greater than 80%, less than or equal to 90%	16.89	11.11	13.78	11.31
Greater than 90%, less than or equal to 100%	20.11	21.95	39.70	23.29
Greater than 100%	0.81	1.18	4.13	1.41
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Average LTV (based on \$)</b>	72.28	73.62	84.57	74.38
<b>1st Mtg Production Sold by Investor Type</b>				
Originated for Portfolio	0.01	0.06	0.00	0.06
Originated for Sale to Others:	99.99	99.94	100.00	99.94
Sale to Fannie/Freddie/Ginnie	51.20	49.13	63.27	50.14
All Other Sale to Others	48.79	50.81	36.73	49.80
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Servicing Released vs Retained</b>				
Servicing Released	62.91	66.20	47.05	64.98
Servicing Retained	37.09	33.80	52.95	35.02
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Number of Companies Reporting	1	332	27	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Govt. Production Percent in \$**  
 K5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>&lt;50% Govt \$</b>	<b>&gt;=50% Govt \$</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	1,235,688	3,926,814	1,438,085
Avg. Total Loans Originated (#)	4,400	4,094	14,538	4,879
Average Loan Balance	248,600	288,882	244,446	285,540
<b>Production Mix by Product Type</b>				
First Mortgages:	249,750	292,011	246,009	288,551
Government (FHA/VA/RHS) - Fixed	230,500	277,937	247,284	275,503
Government (FHA/VA/RHS) - ARM		339,762	522,073	381,834
Prime (Conforming) - Fixed	289,490	280,791	245,833	278,794
Prime (Conforming) - ARM		439,678	351,000	438,744
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	825,119	772,291	822,518
Prime (Non-Conforming Jumbo) - ARM		1,072,397	914,800	1,069,306
Other Fixed		436,402	337,553	426,176
Other ARM		687,069	310,357	674,079
Closed-End Second Mortgages	7,880	40,263	11,924	38,967
Funded HELOCs		131,616	119,483	131,131
Reverse		232,037	146,823	227,167
Other		311,888		311,888
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	249,750	290,813	245,680	287,418
ARM		738,906	533,588	729,011
<b>1st Mtg Jumbo vs. Non-Jumbo</b>				
Jumbo	1,108,880	825,493	733,029	820,727
Non-Jumbo	218,103	282,874	241,535	279,765
<b>1st Mtg Production Channel Mix</b>				
Retail/Consumer Direct	240,500	289,696	238,107	285,875
Broker Wholesale and Correspondent	315,455	328,194	263,913	322,480
Broker Wholesale	315,580	348,127	284,291	342,271
Correspondent	313,400	281,077	265,519	278,620
<b>1st Mtg Purchase vs Refi</b>				
Purchase	255,230	305,174	264,210	302,191
Refinancing	298,900	287,798	245,931	284,740
Rate-Term	310,200	291,718	252,964	288,942
Cash-Out	280,450	282,591	242,202	279,715
Other / Unknown		289,306	215,873	282,378
<b>1st Mtg FICO Score Distribution</b>				
Equals 600 or less	200,890	261,304	241,632	258,788
Greater than 600, less than or equal to 650	212,300	254,842	234,226	253,311
Greater than 650, less than or equal to 700	259,390	267,988	240,849	265,995
Greater than 700, less than or equal to 750	298,780	291,485	250,794	288,513
Greater than 750	310,200	304,047	256,238	300,536
<b>1st Mtg LTV Distribution</b>				
Equals 60% of less	270,990	255,039	205,907	251,451
Greater than 60%, less than or equal to 70%	298,930	303,416	232,584	298,044
Greater than 70%, less than or equal to 80%	299,130	312,054	248,996	307,272
Greater than 80%, less than or equal to 90%	320,120	315,238	256,589	310,777
Greater than 90%, less than or equal to 100%	250,300	291,237	253,347	288,322
Greater than 100%	210,880	248,082	237,420	247,139
<b>1st Mtg Production Sold by Investor Type</b>				
Originated for Portfolio		391,500	254,833	381,738
Originated for Sale to Others:	249,750	289,253	243,083	285,936
Sale to Fannie/Freddie/Ginnie	230,300	266,722	244,885	265,232
All Other Sale to Others	320,250	339,071	241,645	332,428
<b>1st Mtg Servicing Released vs Retained</b>				
Servicing Released	315,280	304,226	241,771	300,361
Servicing Retained	308,938	306,383	251,438	302,794
Number of Companies Reporting	1	332	27	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Geographic Region Based on Company Headquarters (3)**  
 L1 - Net Loan Production Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm	South w/o						Total
		Northeast	Midwest	Texas	Texas	West w/o Cali	California	
<b>ORIGINATION-RELATED INCOME</b>								
Loan Origination Fees	1,220	2,354	1,255	1,319	1,029	1,638	996	1,446
Correspondent and Broker Fee Income (1)	140	61	261	62	56	23	177	119
Other Origination-Related Income (2)	390	309	377	494	510	509	773	486
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,724</b>	<b>1,893</b>	<b>1,875</b>	<b>1,594</b>	<b>2,169</b>	<b>1,946</b>	<b>2,051</b>
<b>NET INTEREST INCOME</b>								
Warehousing Income	396	440	301	458	401	409	512	417
Warehousing Expense	390	460	274	429	402	407	619	426
<b>Net Interest Income</b>	<b>6</b>	<b>(19)</b>	<b>27</b>	<b>30</b>	<b>(1)</b>	<b>2</b>	<b>(107)</b>	<b>(9)</b>
<b>SECONDARY MARKETING INCOME</b>								
Secondary Mktg Gains (Losses)	6,186	6,814	5,779	6,941	8,761	7,602	7,637	7,043
Capitalized Servicing/Svg Released Premiums	1,808	2,320	2,137	2,633	1,835	1,997	2,631	2,307
Repurchase Reserve Provision	(46)	(49)	(42)	(68)	(71)	(54)	(127)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>9,084</b>	<b>7,874</b>	<b>9,506</b>	<b>10,525</b>	<b>9,545</b>	<b>10,142</b>	<b>9,283</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>11,789</b>	<b>9,793</b>	<b>11,410</b>	<b>12,119</b>	<b>11,716</b>	<b>11,981</b>	<b>11,325</b>
<b>EXPENSES</b>								
Personnel	5,328	5,881	4,415	5,593	5,996	5,909	5,941	5,523
Sales Personnel	2,600	3,054	2,143	2,805	2,902	2,985	2,752	2,727
Fulfillment Personnel	1,003	1,160	955	903	1,160	1,307	1,351	1,112
Production Support Employees	510	548	524	601	561	433	494	531
Management and Directors	515	500	288	665	665	574	544	521
Benefits	700	619	506	618	709	609	800	632
Occupancy and Equipment	240	295	202	220	283	285	273	253
Technology-Related Expenses	200	207	232	155	140	188	208	193
Other Direct Expenses	1,489	1,757	1,098	1,485	1,307	1,443	2,110	1,529
Outsourcing and Professional fees	300	316	224	347	183	247	531	316
Other Operating Expenses	1,189	1,442	874	1,138	1,124	1,197	1,579	1,213
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>8,140</b>	<b>5,948</b>	<b>7,454</b>	<b>7,727</b>	<b>7,825</b>	<b>8,533</b>	<b>7,498</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>273</b>	<b>398</b>	<b>470</b>	<b>787</b>	<b>587</b>	<b>468</b>	<b>466</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>8,413</b>	<b>6,346</b>	<b>7,924</b>	<b>8,513</b>	<b>8,412</b>	<b>9,001</b>	<b>7,964</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,376</b>	<b>3,448</b>	<b>3,486</b>	<b>3,606</b>	<b>3,304</b>	<b>2,980</b>	<b>3,361</b>
<b>MEMO ITEMS</b>								
<b>Originations Volume:</b>								
Avg. Total Loans Originated (\$000s)	1,245,080	727,829	987,790	1,482,935	2,362,638	765,684	2,708,069	1,438,085
Avg. Total Loans Originated (#)	4,400	2,260	3,679	5,276	8,307	2,764	8,373	4,879
Average Loan Balance (\$)	248,600	305,165	232,180	279,787	270,906	290,413	347,100	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	73.89	75.90	78.01	76.58	77.26	76.79	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>18.9</b>	<b>15.9</b>	<b>19.6</b>	<b>17.8</b>	<b>16.0</b>	<b>16.9</b>	<b>17.6</b>
<b>Employees:</b>								
Total Production FTEs (excluding 0 reporters)	489	289	490	495	791	352	826	524
<b>Productivity</b>								
<b>Simple Avg.</b>								
Closings per Sales Employee per Mo.	7.5	9.5	9.2	9.4	7.4	6.8	9.1	8.8
Closings per Fulfillment Employee per Mo.	8.9	11.2	9.7	9.9	6.6	6.5	9.5	9.3
Closings per Prod Support Employee per Mo.	17.5	24.8	23.4	22.3	28.2	27.4	25.5	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.4	3.3	3.4	2.5	5.9	3.1	3.6
<b>Weighted Avg.</b>								
Closings per Sales Employee per Mo.	7.9	8.0	7.0	9.7	9.2	5.9	8.4	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.7	5.6	8.5	8.5	5.6	8.0	7.3
Closings per Prod Support Employee per Mo.	14.9	9.2	16.1	9.8	24.9	18.0	22.6	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.7	2.6	3.6	3.6	2.7	3.3	3.1
<b>Median</b>								
Closings per Sales Employee per Mo.	7.1	7.1	7.9	7.8	7.0	6.0	6.9	7.3
Closings per Fulfillment Employee per Mo.	5.9	7.1	7.1	8.2	5.9	6.2	6.1	6.8
Closings per Prod Support Employee per Mo.	15.8	15.6	18.1	14.6	14.9	21.2	20.6	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.6	2.8	3.0	2.2	2.4	2.3	2.6
Number of Companies Reporting	1	63	79	75	35	47	60	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

(3) Geographic regions are based on the following state assignments:

Midwest: IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI  
 South: AL, AR, DC, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, VA, WV  
 West: AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY  
 Northeast: CT, MA, ME, NH, NJ, NY, PA, RI, VT

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Geographic Region Based on Company Headquarters (3)**  
 L2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	South w/o						Total
		Northeast	Midwest	Texas	Texas	West w/o Cali	California	
<b>ORIGINATION-RELATED INCOME</b>								
Loan Origination Fees	48.20	82.17	56.86	50.59	40.65	58.33	29.34	54.00
Correspondent and Broker Fee Income (1)	5.00	2.23	12.92	2.46	2.14	0.73	4.94	4.88
Other Origination-Related Income (2)	13.40	8.02	18.15	18.86	18.47	17.91	24.69	17.61
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>92.43</b>	<b>87.93</b>	<b>71.91</b>	<b>61.26</b>	<b>76.97</b>	<b>58.97</b>	<b>76.50</b>
<b>NET INTEREST INCOME</b>								
Warehousing Income	14.10	14.31	12.42	15.94	14.95	14.54	14.92	14.43
Warehousing Expense	13.20	14.61	11.19	14.92	14.90	14.58	17.56	14.44
<b>Net Interest Income</b>	<b>0.90</b>	<b>(0.31)</b>	<b>1.23</b>	<b>1.02</b>	<b>0.05</b>	<b>(0.04)</b>	<b>(2.65)</b>	<b>(0.01)</b>
<b>SECONDARY MARKETING INCOME</b>								
Secondary Mktg Gains (Losses)	202.50	225.49	246.82	252.97	323.18	260.88	230.55	250.93
Capitalized Servicing/Svg Released Premiums	75.80	77.65	93.11	94.57	70.15	71.74	75.89	82.79
Repurchase Reserve Provision	(2.18)	(1.72)	(1.71)	(2.33)	(2.70)	(1.76)	(3.75)	(2.29)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>301.41</b>	<b>338.22</b>	<b>345.20</b>	<b>390.63</b>	<b>330.86</b>	<b>302.68</b>	<b>331.43</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>393.53</b>	<b>427.38</b>	<b>418.13</b>	<b>451.93</b>	<b>407.78</b>	<b>359.01</b>	<b>407.91</b>
<b>EXPENSES</b>								
Personnel	188.62	194.82	189.13	203.80	223.92	203.86	176.77	196.45
Sales Personnel	91.32	98.29	91.22	100.75	109.87	102.38	83.44	96.43
Fulfillment Personnel	36.70	39.93	41.25	33.09	43.15	45.07	40.03	39.80
Production Support Employees	20.50	17.81	22.20	21.36	20.10	15.29	14.31	18.83
Management and Directors	18.90	17.65	12.22	24.90	24.70	20.20	15.84	18.69
Benefits	21.20	21.13	22.23	23.69	26.09	20.92	23.15	22.70
Occupancy and Equipment	9.01	10.70	8.74	8.21	10.69	9.67	8.34	9.22
Technology-Related Expenses	6.99	7.28	10.12	6.07	5.16	6.50	6.00	7.13
Other Direct Expenses	52.60	56.49	48.19	54.82	49.66	50.41	64.78	54.24
Outsourcing and Professional fees	15.60	10.89	9.99	13.35	7.09	8.57	15.31	11.27
Other Operating Expenses	37.00	45.60	38.20	41.47	42.57	41.84	49.47	42.97
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>269.29</b>	<b>256.18</b>	<b>272.91</b>	<b>289.43</b>	<b>270.44</b>	<b>255.88</b>	<b>267.03</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>9.65</b>	<b>15.98</b>	<b>18.40</b>	<b>29.55</b>	<b>21.50</b>	<b>15.18</b>	<b>17.28</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>278.93</b>	<b>272.15</b>	<b>291.30</b>	<b>318.98</b>	<b>291.94</b>	<b>271.06</b>	<b>284.32</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>114.60</b>	<b>155.23</b>	<b>126.83</b>	<b>132.95</b>	<b>115.84</b>	<b>87.95</b>	<b>123.59</b>
<b>MEMO ITEMS</b>								
<b>Originations Volume:</b>								
Avg. Total Loans Originated (\$000s)	1,245,080	727,829	987,790	1,482,935	2,362,638	765,684	2,708,069	1,438,085
Avg. Total Loans Originated (#)	4,400	2,260	3,679	5,276	8,307	2,764	8,373	4,879
Average Loan Balance (\$)	248,600	305,165	232,180	279,787	270,906	290,413	347,100	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	73.89	75.90	78.01	76.58	77.26	76.79	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>18.9</b>	<b>15.9</b>	<b>19.6</b>	<b>17.8</b>	<b>16.0</b>	<b>16.9</b>	<b>17.6</b>
<b>Employees:</b>								
Total Production FTEs (excluding 0 reporters)	489	289	490	495	791	352	826	524
<b>Productivity</b>								
<b>Simple Avg.</b>								
Closings per Sales Employee per Mo.	7.5	9.5	9.2	9.4	7.4	6.8	9.1	8.8
Closings per Fulfillment Employee per Mo.	8.9	11.2	9.7	9.9	6.6	6.5	9.5	9.3
Closings per Prod Support Employee per Mo.	17.5	24.8	23.4	22.3	28.2	27.4	25.5	24.8
Closings per Total Prod. Employee per Mo.	3.2	3.4	3.3	3.4	2.5	5.9	3.1	3.6
<b>Weighted Avg.</b>								
Closings per Sales Employee per Mo.	7.9	8.0	7.0	9.7	9.2	5.9	8.4	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.7	5.6	8.5	8.5	5.6	8.0	7.3
Closings per Prod Support Employee per Mo.	14.9	9.2	16.1	9.8	24.9	18.0	22.6	15.1
Closings per Total Prod. Employee per Mo.	2.8	2.7	2.6	3.6	3.6	2.7	3.3	3.1
<b>Median</b>								
Closings per Sales Employee per Mo.	7.1	7.1	7.9	7.8	7.0	6.0	6.9	7.3
Closings per Fulfillment Employee per Mo.	5.9	7.1	7.1	8.2	5.9	6.2	6.1	6.8
Closings per Prod Support Employee per Mo.	15.8	15.6	18.1	14.6	14.9	21.2	20.6	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.6	2.8	3.0	2.2	2.4	2.3	2.6
Number of Companies Reporting	1	63	79	75	35	47	60	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers

(2) Other Originations Income: Underwriting, processing, administration and other fees

(3) Geographic regions are based on the following state assignments:

Midwest: IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI  
 South: AL, AR, DC, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, VA, WV  
 West: AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY  
 Northeast: CT, MA, ME, NH, NJ, NY, PA, RI, VT

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Geographic Region Based on Company Headquarters (1)**  
L3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm	South w/o							Total
		Northeast	Midwest	Texas	Texas	West w/o Cali	California		
Avg. Total Loans Originated (\$000s)	1,245,080	727,829	987,790	1,482,935	2,362,638	765,684	2,708,069	1,438,085	
Avg. Total Loans Originated (#)	4,400	2,260	3,679	5,276	8,307	2,764	8,373	4,879	
Average Loan Balance	248,600	305,165	232,180	279,787	270,906	290,413	347,100	285,540	
<b>Production Mix by Product Type</b>									
First Mortgages:	99.97	99.51	99.14	99.74	99.03	98.11	98.15	99.02	
Government (FHA/VA/RHS) - Fixed	14.00	15.34	18.21	26.45	30.53	22.49	18.77	21.28	
Government (FHA/VA/RHS) - ARM		0.00	0.95	0.00	0.02	0.03	0.01	0.22	
Prime (Conforming) - Fixed	85.08	77.78	75.09	65.70	63.14	68.58	71.69	71.02	
Prime (Conforming) - ARM		0.33	0.21	0.29	0.10	0.11	0.04	0.20	
Prime (Non-Conforming Jumbo) - Fixed	0.89	4.51	2.81	4.74	5.06	5.40	6.32	4.66	
Prime (Non-Conforming Jumbo) - ARM		0.66	0.28	0.28	0.16	0.28	0.42	0.36	
Other Fixed		0.60	1.58	2.24	0.01	0.87	0.50	1.12	
Other ARM		0.28	0.01	0.03	0.00	0.34	0.40	0.17	
Closed-End Second Mortgages	0.03	0.05	0.07	0.10	0.04	0.09	0.12	0.08	
Funded HELOCs		0.01	0.02	0.03	0.07	1.47	0.03	0.22	
Reverse		0.12	0.02	0.04	0.86	0.32	1.69	0.44	
Other		0.31	0.75	0.09	0.00	0.02	0.00	0.24	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>1st Mtg Fixed Rate vs ARM</b>									
Fixed Rate	100.00	98.72	98.55	99.39	99.71	99.24	99.13	99.05	
ARM		1.28	1.45	0.61	0.29	0.76	0.87	0.95	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>1st Mtg Jumbo vs. Non-Jumbo</b>									
Jumbo	3.49	7.56	3.53	5.74	5.61	7.35	9.98	6.48	
Non-Jumbo	96.51	92.44	96.47	94.26	94.39	92.65	90.02	93.52	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>1st Mtg Production Channel Mix</b>									
Retail/Consumer Direct	69.75	90.33	85.32	89.68	90.23	89.33	73.11	86.07	
Broker Wholesale and Correspondent	30.25	9.67	14.68	10.32	9.77	10.67	26.89	13.93	
Broker Wholesale	10.20	6.88	4.80	4.72	4.23	9.32	20.21	8.26	
Correspondent	20.05	2.78	9.88	5.60	5.54	1.35	6.68	5.67	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>1st Mtg Purchase vs Refi</b>									
Purchase	29.78	36.86	36.61	46.71	54.72	36.06	27.81	38.99	
Refinancing	70.22	63.14	63.39	53.29	45.28	63.94	72.19	61.01	
Rate-Term	38.20	39.19	41.59	37.67	30.56	39.88	49.46	40.37	
Cash-Out	31.01	20.72	19.63	15.06	13.11	21.63	21.20	18.76	
Other / Unknown	1.01	3.23	2.16	0.56	1.62	2.43	1.53	1.89	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>1st Mtg FICO Score Distribution</b>									
Equals 600 or less	0.80	0.47	0.66	2.94	0.50	0.99	1.58	1.28	
Greater than 600, less than or equal to 650	1.30	4.61	4.72	4.43	8.22	4.95	4.52	4.98	
Greater than 650, less than or equal to 700	12.90	13.80	14.41	14.50	17.63	13.80	13.06	14.33	
Greater than 700, less than or equal to 750	26.70	27.14	23.81	24.29	25.43	24.59	23.03	24.63	
Greater than 750	58.30	53.98	56.39	53.84	48.22	55.66	57.81	54.78	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>1st Mtg Simple Average FICO (based on #)</b>									
		746	742	739	731	744	746	742	
<b>1st Mtg LTV Distribution</b>									
Equals 60% or less	22.13	22.42	19.05	16.27	13.03	23.15	32.46	21.26	
Greater than 60%, less than or equal to 70%	14.07	14.92	14.01	12.03	10.72	14.38	15.88	13.80	
Greater than 70%, less than or equal to 80%	25.20	29.71	31.34	27.84	25.90	27.47	25.05	28.24	
Greater than 80%, less than or equal to 90%	16.87	12.85	12.29	14.13	13.60	11.16	8.94	12.19	
Greater than 90%, less than or equal to 100%	20.83	19.18	22.15	27.79	35.75	22.52	16.69	23.26	
Greater than 100%	0.90	0.93	1.15	1.93	1.00	1.32	0.99	1.25	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>1st Mtg Average LTV (based on \$)</b>									
	72.28	71.66	74.72	77.61	80.29	73.49	69.78	74.38	
<b>1st Mtg Production Sold by Investor Type</b>									
Originated for Portfolio	0.03	0.16	0.08	0.21	0.00	(0.03)	0.03	0.09	
Originated for Sale to Others:	99.97	99.84	99.92	99.79	100.00	100.03	99.97	99.91	
Sale to Fannie/Freddie/Ginnie	50.09	51.24	52.55	44.88	39.53	42.76	53.16	48.30	
All Other Sale to Others	49.88	48.61	47.37	54.91	60.47	57.27	46.81	51.61	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
<b>1st Mtg Servicing Released vs Retained</b>									
Servicing Released	61.09	64.54	62.52	74.10	67.19	66.23	56.89	65.16	
Servicing Retained	38.91	35.46	37.48	25.90	32.81	33.77	43.11	34.84	
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
Number of Companies Reporting	1	63	79	75	35	47	60	359	

(1) Geographic regions are based on the following state assignments:

- Midwest: IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI
- South: AL, AR, DC, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, VA, WV
- West: AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY
- Northeast: CT, MA, ME, NH, NJ, NY, PA, RI, VT



**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - By Geographic Region Based on Company Headquarters (1)**  
 L4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm	South w/o						Total
		Northeast	Midwest	Texas	Texas	West w/o Cali	California	
Avg. Total Loans Originated (\$000s)	1,245,080	727,829	987,790	1,482,935	2,362,638	765,684	2,708,069	1,438,085
Avg. Total Loans Originated (#)	4,400	2,260	3,679	5,276	8,307	2,764	8,373	4,879
Average Loan Balance	248,600	305,165	232,180	279,787	270,906	290,413	347,100	285,540
<b>Production Mix by Product Type</b>								
First Mortgages:	99.30	99.13	98.73	98.97	98.50	95.76	97.16	98.17
Government (FHA/VA/RHS) - Fixed	13.90	15.74	19.14	26.99	31.21	22.35	19.34	21.81
Government (FHA/VA/RHS) - ARM		0.00	0.94	0.00	0.03	0.02	0.02	0.22
Prime (Conforming) - Fixed	84.89	80.34	75.72	67.65	64.99	69.76	74.25	72.77
Prime (Conforming) - ARM		0.27	0.18	0.25	0.13	0.09	0.04	0.17
Prime (Non-Conforming Jumbo) - Fixed	0.51	1.99	1.02	1.95	2.08	2.27	2.73	1.94
Prime (Non-Conforming Jumbo) - ARM		0.20	0.09	0.10	0.05	0.10	0.17	0.12
Other Fixed		0.40	1.62	2.01	0.01	0.91	0.35	1.03
Other ARM		0.19	0.00	0.02	0.00	0.25	0.26	0.12
Closed-End Second Mortgages	0.70	0.37	0.53	0.88	0.51	1.83	0.97	0.82
Funded HELOCs		0.03	0.02	0.09	0.06	2.09	0.09	0.32
Reverse		0.20	0.03	0.03	0.92	0.31	1.78	0.48
Other		0.27	0.70	0.04	0.01	0.02	0.00	0.21
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	100.00	99.33	98.78	99.62	99.79	99.52	99.51	99.37
ARM		0.67	1.22	0.38	0.21	0.48	0.49	0.63
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	0.71	4.17	1.30	2.35	2.29	3.24	5.35	3.05
Non-Jumbo	99.29	95.83	98.70	97.65	97.71	96.76	94.65	96.95
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	68.10	90.55	85.59	89.85	90.60	89.35	73.97	86.39
Broker Wholesale and Correspondent	31.90	9.45	14.41	10.15	9.40	10.65	26.03	13.61
Broker Wholesale	6.20	6.58	4.51	4.62	4.02	9.19	19.54	7.97
Correspondent	25.70	2.88	9.90	5.53	5.38	1.46	6.49	5.64
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>								
Purchase	35.20	35.92	36.69	46.14	54.32	33.81	26.87	38.23
Refinancing	64.80	64.08	63.31	53.86	45.68	66.19	73.13	61.77
Rate-Term	34.45	39.55	41.23	37.74	30.31	41.28	49.65	40.56
Cash-Out	28.55	21.22	19.97	15.56	13.60	22.48	21.93	19.30
Other / Unknown	1.80	3.31	2.10	0.56	1.78	2.44	1.55	1.91
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	0.77	0.49	0.71	2.99	0.59	1.08	1.45	1.30
Greater than 600, less than or equal to 650	1.25	4.90	5.42	5.00	8.96	5.52	5.15	5.56
Greater than 650, less than or equal to 700	12.70	14.58	15.93	15.61	18.79	14.68	14.21	15.45
Greater than 700, less than or equal to 750	25.17	26.99	24.72	24.56	25.20	24.29	22.86	24.77
Greater than 750	60.11	53.04	53.22	51.84	46.46	54.42	56.32	52.92
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>								
		746	742	739	731	744	746	742
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	22.90	25.12	21.69	18.70	15.35	27.36	35.34	24.09
Greater than 60%, less than or equal to 70%	13.39	14.28	13.86	11.96	10.44	13.90	14.83	13.37
Greater than 70%, less than or equal to 80%	25.90	27.93	29.21	26.43	24.71	25.62	23.40	26.53
Greater than 80%, less than or equal to 90%	16.89	12.31	11.22	13.09	12.62	10.17	8.34	11.31
Greater than 90%, less than or equal to 100%	20.11	19.35	22.63	27.64	35.68	21.55	17.07	23.29
Greater than 100%	0.81	1.01	1.39	2.18	1.20	1.40	1.01	1.41
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>								
	72.28	71.66	74.72	77.61	80.29	73.49	69.78	74.38
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio	0.01	0.08	0.12	0.08	0.01	(0.06)	0.04	0.06
Originated for Sale to Others:	99.99	99.92	99.88	99.92	99.99	100.06	99.96	99.94
Sale to Fannie/Freddie/Ginnie	51.20	52.98	54.52	46.52	40.58	45.52	54.88	50.14
All Other Sale to Others	48.79	46.94	45.36	53.40	59.41	54.55	45.08	49.80
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	62.91	64.13	61.88	73.85	66.90	68.25	56.16	64.98
Servicing Retained	37.09	35.87	38.12	26.15	33.10	31.75	43.84	35.02
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	63	79	75	35	47	60	359

(1) Geographic regions are based on the following state assignments:

- Midwest: IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI
- South: AL, AR, DC, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, VA, WV
- West: AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY
- Northeast: CT, MA, ME, NH, NJ, NY, PA, RI, VT

Quarterly Mortgage Bankers Performance Report

Residential Loan Production - By Geographic Region Based on Company Headquarters (1)

L5 - Production Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	South w/o						Total
		Northeast	Midwest	Texas	Texas	West w/o Cali	California	
Avg. Total Loans Originated (\$000s)	1,245,080	727,829	987,790	1,482,935	2,362,638	765,684	2,708,069	1,438,085
Avg. Total Loans Originated (#)	4,400	2,260	3,679	5,276	8,307	2,764	8,373	4,879
Average Loan Balance	248,600	305,165	232,180	279,787	270,906	290,413	347,100	285,540
<b>Production Mix by Product Type</b>								
First Mortgages:	249,750	306,120	232,984	281,679	272,509	299,860	352,355	288,551
Government (FHA/VA/RHS) - Fixed	230,500	287,091	220,370	274,698	260,067	292,442	335,253	275,503
Government (FHA/VA/RHS) - ARM		347,333	239,520	392,028	336,061	465,838	390,565	381,834
Prime (Conforming) - Fixed	289,490	294,307	229,892	272,779	262,574	286,315	334,988	278,794
Prime (Conforming) - ARM		462,103	373,481	438,367	411,569	434,718	516,291	438,744
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	827,742	788,895	797,790	792,554	784,812	936,217	822,518
Prime (Non-Conforming Jumbo) - ARM		1,053,819	848,544	1,022,170	961,289	983,246	1,429,562	1,069,306
Other Fixed		497,042	221,462	392,602	499,583	432,244	480,998	426,176
Other ARM		658,851	280,071	658,500		513,939	812,635	674,079
Closed-End Second Mortgages	7,880	30,151	43,139	40,718	42,139	15,497	59,747	38,967
Funded HELOCs		127,517	96,633	89,381	164,216	164,955	131,526	131,131
Reverse		278,891	147,502	259,865	206,978	252,127	214,834	227,167
Other		594,827	117,322	454,441	33,025	237,250	335,000	311,888
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	249,750	303,743	232,329	280,893	272,271	299,035	350,705	287,418
ARM		722,136	594,782	819,510	547,135	678,048	914,264	729,011
<b>1st Mtg Jumbo vs. Non-Jumbo</b>								
Jumbo	1,108,880	851,569	775,460	813,115	791,337	781,973	902,652	820,727
Non-Jumbo	218,103	304,280	226,682	270,500	263,171	286,151	340,179	279,765
<b>1st Mtg Production Channel Mix</b>								
Retail/Consumer Direct	240,500	304,955	233,278	280,664	268,409	294,497	345,166	285,875
Broker Wholesale and Correspondent	315,455	337,222	217,303	328,304	282,583	328,496	412,987	322,480
Broker Wholesale	315,580	356,871	254,379	332,344	293,634	333,230	407,289	342,271
Correspondent	313,400	343,611	198,787	265,961	269,399	248,580	375,643	278,620
<b>1st Mtg Purchase vs Refi</b>								
Purchase	255,230	326,636	234,545	288,468	275,996	323,110	381,758	302,191
Refinancing	298,900	301,062	232,328	279,915	271,477	289,394	347,621	284,740
Rate-Term	310,200	305,878	235,682	283,189	279,794	290,448	352,060	288,942
Cash-Out	280,450	301,028	228,858	269,976	266,515	284,396	340,356	279,715
Other / Unknown		289,450	204,370	347,405	256,130	321,213	333,112	282,378
<b>1st Mtg FICO Score Distribution</b>								
Equals 600 or less	200,890	287,111	212,213	243,269	229,860	277,803	313,007	258,788
Greater than 600, less than or equal to 650	212,300	271,916	200,558	245,596	242,101	267,861	310,264	253,311
Greater than 650, less than or equal to 700	259,390	290,507	208,585	258,365	253,910	281,304	320,725	265,995
Greater than 700, less than or equal to 750	298,780	307,914	229,897	278,402	274,761	303,888	353,435	288,513
Greater than 750	310,200	311,095	255,747	293,598	282,355	307,805	362,007	300,536
<b>1st Mtg LTV Distribution</b>								
Equals 60% of less	270,990	273,153	204,017	240,452	223,422	251,148	321,450	251,451
Greater than 60%, less than or equal to 70%	298,930	321,497	235,467	282,172	277,811	308,084	379,450	298,044
Greater than 70%, less than or equal to 80%	299,130	327,748	248,904	294,614	284,823	322,011	379,913	307,272
Greater than 80%, less than or equal to 90%	320,120	320,789	255,519	302,217	293,781	330,206	379,602	310,777
Greater than 90%, less than or equal to 100%	250,300	306,549	231,975	280,395	271,711	312,229	347,453	288,322
Greater than 100%	210,880	239,128	190,133	243,326	237,477	266,865	333,887	247,139
<b>1st Mtg Production Sold by Investor Type</b>								
Originated for Portfolio		405,086	410,955	576,813	127,000	348,302	384,048	381,738
Originated for Sale to Others:	249,750	300,327	233,890	278,778	269,683	300,019	347,035	285,936
Sale to Fannie/Freddie/Ginnie	230,300	277,642	210,867	260,391	264,835	263,706	326,944	265,232
All Other Sale to Others	320,250	385,112	288,488	320,431	282,233	323,262	386,086	332,428
<b>1st Mtg Servicing Released vs Retained</b>								
Servicing Released	315,280	304,093	261,116	299,505	258,478	304,716	364,224	300,361
Servicing Retained	308,938	313,900	238,138	299,690	316,427	302,611	354,436	302,794
Number of Companies Reporting	1	63	79	75	35	47	60	359

(1) Geographic regions are based on the following state assignments:

Midwest: IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI  
 South: AL, AR, DC, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, VA, WV  
 West: AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY  
 Northeast: CT, MA, ME, NH, NJ, NY, PA, RI, VT

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Purchase Percentage (% based on \$)**  
M1 - Net Loan Production Income and Expense, \$ per loan, **Simple Average**

<b>\$ PER LOAN</b>	<b>Your Firm</b>	<b>&lt;50% Pur \$</b>	<b>&gt;=50% Pur \$</b>	<b>Total</b>
<b>ORIGINATION-RELATED INCOME</b>				
Loan Origination Fees	1,220	1,467	1,387	1,446
Correspondent and Broker Fee Income (1)	140	150	36	119
Other Origination-Related Income (2)	390	499	450	486
<b>Total Origination-Related Income</b>	<b>1,750</b>	<b>2,116</b>	<b>1,873</b>	<b>2,051</b>
<b>NET INTEREST INCOME</b>				
Warehousing Income	396	395	479	417
Warehousing Expense	390	418	451	426
<b>Net Interest Income</b>	<b>6</b>	<b>(23)</b>	<b>28</b>	<b>(9)</b>
<b>SECONDARY MARKETING INCOME</b>				
Secondary Mktg Gains (Losses)	6,186	6,495	8,545	7,043
Capitalized Servicing/Svg Released Premiums	1,808	2,343	2,209	2,307
Repurchase Reserve Provision	(46)	(57)	(95)	(67)
<b>Net Secondary Marketing Income</b>	<b>7,948</b>	<b>8,781</b>	<b>10,659</b>	<b>9,283</b>
<b>Total Loan Production Revenue</b>	<b>9,692</b>	<b>10,874</b>	<b>12,561</b>	<b>11,325</b>
<b>EXPENSES</b>				
Personnel	5,328	5,279	6,193	5,523
Sales Personnel	2,600	2,632	2,988	2,727
Fulfillment Personnel	1,003	1,094	1,163	1,112
Production Support Employees	510	486	654	531
Management and Directors	515	470	660	521
Benefits	700	597	727	632
Occupancy and Equipment	240	226	325	253
Technology-Related Expenses	200	193	194	193
Other Direct Expenses	1,489	1,578	1,396	1,529
Outsourcing and Professional fees	300	326	290	316
Other Operating Expenses	1,189	1,252	1,106	1,213
<b>Direct Loan Production Expenses</b>	<b>7,257</b>	<b>7,276</b>	<b>8,108</b>	<b>7,498</b>
<b>Corporate Allocation</b>	<b>390</b>	<b>433</b>	<b>554</b>	<b>466</b>
<b>Total Loan Production Expense</b>	<b>7,647</b>	<b>7,709</b>	<b>8,662</b>	<b>7,964</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,045</b>	<b>3,165</b>	<b>3,898</b>	<b>3,361</b>
<b>MEMO ITEMS</b>				
<b>Originations Volume:</b>				
Avg. Total Loans Originated (\$000s)	1,245,080	1,719,495	667,137	1,438,085
Avg. Total Loans Originated (#)	4,400	5,780	2,413	4,879
Average Loan Balance (\$)	248,600	291,701	268,662	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	76.38	76.34	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>16.6</b>	<b>20.0</b>	<b>17.6</b>
<b>Employees:</b>				
Total Production FTEs (excluding 0 reporters)	489	585	357	524
<b>Productivity</b>				
<b>Simple Avg.</b>				
Closings per Sales Employee per Mo.	7.5	9.6	6.8	8.8
Closings per Fulfillment Employee per Mo.	8.9	10.3	6.6	9.3
Closings per Prod Support Employee per Mo.	17.5	27.4	17.7	24.8
Closings per Total Prod. Employee per Mo.	3.2	4.1	2.3	3.6
<b>Weighted Avg.</b>				
Closings per Sales Employee per Mo.	7.9	8.7	6.3	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.7	5.8	7.3
Closings per Prod Support Employee per Mo.	14.9	16.3	10.3	15.1
Closings per Total Prod. Employee per Mo.	2.8	3.3	2.3	3.1
<b>Median</b>				
Closings per Sales Employee per Mo.	7.1	7.8	6.2	7.3
Closings per Fulfillment Employee per Mo.	5.9	7.0	6.0	6.8
Closings per Prod Support Employee per Mo.	15.8	20.3	11.3	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.9	2.3	2.6
<b>Number of Companies Reporting</b>	<b>1</b>	<b>263</b>	<b>96</b>	<b>359</b>

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers  
(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Purchase Percentage (% based on \$)**  
M2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<50% Pur \$	>=50% Pur \$	Total
<b>ORIGINATION-RELATED INCOME</b>				
Loan Origination Fees	48.20	52.50	58.12	54.00
Correspondent and Broker Fee Income (1)	5.00	6.09	1.55	4.88
Other Origination-Related Income (2)	13.40	17.63	17.57	17.61
<b>Total Origination-Related Income</b>	<b>66.60</b>	<b>76.22</b>	<b>77.25</b>	<b>76.50</b>
<b>NET INTEREST INCOME</b>				
Warehousing Income	14.10	13.25	17.64	14.43
Warehousing Expense	13.20	13.62	16.71	14.44
<b>Net Interest Income</b>	<b>0.90</b>	<b>(0.36)</b>	<b>0.94</b>	<b>(0.01)</b>
<b>SECONDARY MARKETING INCOME</b>				
Secondary Mktg Gains (Losses)	202.50	226.55	317.72	250.93
Capitalized Servicing/Svg Released Premiums	75.80	81.85	85.34	82.79
Repurchase Reserve Provision	(2.18)	(1.91)	(3.33)	(2.29)
<b>Net Secondary Marketing Income</b>	<b>276.12</b>	<b>306.49</b>	<b>399.73</b>	<b>331.43</b>
<b>Total Loan Production Revenue</b>	<b>343.62</b>	<b>382.35</b>	<b>477.92</b>	<b>407.91</b>
<b>EXPENSES</b>				
Personnel	188.62	181.33	237.86	196.45
Sales Personnel	91.32	89.82	114.54	96.43
Fulfillment Personnel	36.70	38.01	44.70	39.80
Production Support Employees	20.50	16.67	24.73	18.83
Management and Directors	18.90	16.18	25.55	18.69
Benefits	21.20	20.65	28.34	22.70
Occupancy and Equipment	9.01	7.90	12.83	9.22
Technology-Related Expenses	6.99	6.97	7.55	7.13
Other Direct Expenses	52.60	54.23	54.27	54.24
Outsourcing and Professional fees	15.60	11.17	11.54	11.27
Other Operating Expenses	37.00	43.06	42.73	42.97
<b>Direct Loan Production Expenses</b>	<b>257.22</b>	<b>250.43</b>	<b>312.51</b>	<b>267.03</b>
<b>Corporate Allocation</b>	<b>15.70</b>	<b>15.99</b>	<b>20.83</b>	<b>17.28</b>
<b>Total Loan Production Expense</b>	<b>272.92</b>	<b>266.42</b>	<b>333.35</b>	<b>284.32</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>70.70</b>	<b>115.94</b>	<b>144.57</b>	<b>123.59</b>
<b>MEMO ITEMS</b>				
<b>Originations Volume:</b>				
Avg. Total Loans Originated (\$000s)	1,245,080	1,719,495	667,137	1,438,085
Avg. Total Loans Originated (#)	4,400	5,780	2,413	4,879
Average Loan Balance (\$)	248,600	291,701	268,662	285,540
Avg. Pull-Through (Closings/Applications #)	74.21	76.38	76.34	76.37
<b>Average Days in Warehouse</b>	<b>19.5</b>	<b>16.6</b>	<b>20.0</b>	<b>17.6</b>
<b>Employees:</b>				
Total Production FTEs (excluding 0 reporters)	489	585	357	524
<b>Productivity</b>				
<b>Simple Avg.</b>				
Closings per Sales Employee per Mo.	7.5	9.6	6.8	8.8
Closings per Fulfillment Employee per Mo.	8.9	10.3	6.6	9.3
Closings per Prod Support Employee per Mo.	17.5	27.4	17.7	24.8
Closings per Total Prod. Employee per Mo.	3.2	4.1	2.3	3.6
<b>Weighted Avg.</b>				
Closings per Sales Employee per Mo.	7.9	8.7	6.3	8.2
Closings per Fulfillment Employee per Mo.	6.5	7.7	5.8	7.3
Closings per Prod Support Employee per Mo.	14.9	16.3	10.3	15.1
Closings per Total Prod. Employee per Mo.	2.8	3.3	2.3	3.1
<b>Median</b>				
Closings per Sales Employee per Mo.	7.1	7.8	6.2	7.3
Closings per Fulfillment Employee per Mo.	5.9	7.0	6.0	6.8
Closings per Prod Support Employee per Mo.	15.8	20.3	11.3	16.8
Closings per Total Prod. Employee per Mo.	2.4	2.9	2.3	2.6
Number of Companies Reporting	1	263	96	359

(1) Correspondent and Broker Income: Fee income earned on loans acquired from correspondents and brokers  
(2) Other Originations Income: Underwriting, processing, administration and other fees

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Purchase Percentage (% based on \$)**  
M3 - Production Mix (\$), Simple Average

<b>PERCENT BASED ON \$</b>	<b>Your Firm</b>	<b>&lt;50% Pur \$</b>	<b>&gt;=50% Pur \$</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	1,719,495	667,137	1,438,085
Avg. Total Loans Originated (#)	4,400	5,780	2,413	4,879
Average Loan Balance	248,600	291,701	268,662	285,540
<b>Production Mix by Product Type</b>				
First Mortgages:	99.97	98.78	99.69	99.02
Government (FHA/VA/RHS) - Fixed	14.00	18.24	29.61	21.28
Government (FHA/VA/RHS) - ARM		0.30	0.01	0.22
Prime (Conforming) - Fixed	85.08	73.77	63.48	71.02
Prime (Conforming) - ARM		0.19	0.20	0.20
Prime (Non-Conforming Jumbo) - Fixed	0.89	4.71	4.51	4.66
Prime (Non-Conforming Jumbo) - ARM		0.36	0.36	0.36
Other Fixed		0.99	1.49	1.12
Other ARM		0.22	0.03	0.17
Closed-End Second Mortgages	0.03	0.06	0.12	0.08
Funded HELOCs		0.28	0.05	0.22
Reverse		0.56	0.13	0.44
Other		0.33	0.01	0.24
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	100.00	98.93	99.40	99.05
ARM		1.07	0.60	0.95
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Jumbo vs. Non-Jumbo</b>				
Jumbo	3.49	6.87	5.40	6.48
Non-Jumbo	96.51	93.13	94.60	93.52
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Production Channel Mix</b>				
Retail/Consumer Direct	69.75	82.21	96.65	86.07
Broker Wholesale and Correspondent	30.25	17.79	3.35	13.93
Broker Wholesale	10.20	10.62	1.79	8.26
Correspondent	20.05	7.17	1.56	5.67
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Purchase vs Refi</b>				
Purchase	29.78	30.42	62.47	38.99
Refinancing	70.22	69.58	37.53	61.01
Rate-Term	38.20	45.95	25.08	40.37
Cash-Out	31.01	21.61	10.95	18.76
Other / Unknown	1.01	2.03	1.49	1.89
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg FICO Score Distribution</b>				
Equals 600 or less	0.80	1.22	1.46	1.28
Greater than 600, less than or equal to 650	1.30	4.23	7.04	4.98
Greater than 650, less than or equal to 700	12.90	13.25	17.28	14.33
Greater than 700, less than or equal to 750	26.70	24.39	25.27	24.63
Greater than 750	58.30	56.92	48.95	54.78
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Simple Average FICO (based on #)</b>				
		744	737	742
<b>1st Mtg LTV Distribution</b>				
Equals 60% or less	22.13	24.48	12.50	21.26
Greater than 60%, less than or equal to 70%	14.07	15.30	9.71	13.80
Greater than 70%, less than or equal to 80%	25.20	28.67	27.06	28.24
Greater than 80%, less than or equal to 90%	16.87	11.79	13.26	12.19
Greater than 90%, less than or equal to 100%	20.83	18.60	35.97	23.26
Greater than 100%	0.90	1.17	1.50	1.25
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Average LTV (based on \$)</b>				
	72.28	72.04	80.66	74.38
<b>1st Mtg Production Sold by Investor Type</b>				
Originated for Portfolio	0.03	0.06	0.18	0.09
Originated for Sale to Others:	99.97	99.94	99.82	99.91
Sale to Fannie/Freddie/Ginnie	50.09	54.73	30.86	48.30
All Other Sale to Others	49.88	45.22	68.96	51.61
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>1st Mtg Servicing Released vs Retained</b>				
Servicing Released	61.09	59.64	78.78	65.16
Servicing Retained	38.91	40.36	21.22	34.84
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Number of Companies Reporting	1	263	96	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Purchase Percentage (% based on \$)**  
M4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm	<50% Pur \$	>=50% Pur \$	Total
Avg. Total Loans Originated (\$000s)	1,245,080	1,719,495	667,137	1,438,085
Avg. Total Loans Originated (#)	4,400	5,780	2,413	4,879
Average Loan Balance	248,600	291,701	268,662	285,540
<b>Production Mix by Product Type</b>				
First Mortgages:	99.30	97.99	98.67	98.17
Government (FHA/VA/RHS) - Fixed	13.90	18.75	30.20	21.81
Government (FHA/VA/RHS) - ARM		0.29	0.01	0.22
Prime (Conforming) - Fixed	84.89	75.60	65.02	72.77
Prime (Conforming) - ARM		0.17	0.18	0.17
Prime (Non-Conforming Jumbo) - Fixed	0.51	2.00	1.77	1.94
Prime (Non-Conforming Jumbo) - ARM		0.13	0.10	0.12
Other Fixed		0.90	1.38	1.03
Other ARM		0.15	0.01	0.12
Closed-End Second Mortgages	0.70	0.70	1.13	0.82
Funded HELOCs		0.41	0.08	0.32
Reverse		0.61	0.11	0.48
Other		0.29	0.01	0.21
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	100.00	99.25	99.69	99.37
ARM		0.75	0.31	0.63
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>				
Jumbo	0.71	3.40	2.09	3.05
Non-Jumbo	99.29	96.60	97.91	96.95
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>				
Retail/Consumer Direct	68.10	82.60	96.76	86.39
Broker Wholesale and Correspondent	31.90	17.40	3.24	13.61
Broker Wholesale	6.20	10.25	1.72	7.97
Correspondent	25.70	7.14	1.52	5.64
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>				
Purchase	35.20	29.54	62.04	38.23
Refinancing	64.80	70.46	37.96	61.77
Rate-Term	34.45	46.26	24.93	40.56
Cash-Out	28.55	22.15	11.49	19.30
Other / Unknown	1.80	2.05	1.54	1.91
Total	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>				
Equals 600 or less	0.77	1.22	1.52	1.30
Greater than 600, less than or equal to 650	1.25	4.79	7.64	5.56
Greater than 650, less than or equal to 700	12.70	14.34	18.50	15.45
Greater than 700, less than or equal to 750	25.17	24.61	25.19	24.77
Greater than 750	60.11	55.03	47.15	52.92
Total	100.00	100.00	100.00	100.00
<b>1st Mortgage Simple Average FICO (based on #)</b>				
		744	737	742
<b>1st Mtg LTV Distribution</b>				
Equals 60% of less	22.90	27.54	14.67	24.09
Greater than 60%, less than or equal to 70%	13.39	14.78	9.53	13.37
Greater than 70%, less than or equal to 80%	25.90	26.82	25.71	26.53
Greater than 80%, less than or equal to 90%	16.89	10.94	12.35	11.31
Greater than 90%, less than or equal to 100%	20.11	18.62	36.03	23.29
Greater than 100%	0.81	1.30	1.71	1.41
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>				
	72.28	72.04	80.66	74.38
<b>1st Mtg Production Sold by Investor Type</b>				
Originated for Portfolio	0.01	0.05	0.08	0.06
Originated for Sale to Others:	99.99	99.95	99.92	99.94
Sale to Fannie/Freddie/Ginnie	51.20	56.56	32.56	50.14
All Other Sale to Others	48.79	43.39	67.36	49.80
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Servicing Released vs Retained</b>				
Servicing Released	62.91	59.25	79.04	64.98
Servicing Retained	37.09	40.75	20.96	35.02
Total	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	263	96	359

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Production - by Purchase Percentage (% based on \$)**  
M5 - Production Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>&lt;50% Pur \$</b>	<b>&gt;=50% Pur \$</b>	<b>Total</b>
Avg. Total Loans Originated (\$000s)	1,245,080	1,719,495	667,137	1,438,085
Avg. Total Loans Originated (#)	4,400	5,780	2,413	4,879
Average Loan Balance	248,600	291,701	268,662	285,540
<b>Production Mix by Product Type</b>				
First Mortgages:	249,750	294,891	271,182	288,551
Government (FHA/VA/RHS) - Fixed	230,500	280,885	261,823	275,503
Government (FHA/VA/RHS) - ARM		386,280	367,014	381,834
Prime (Conforming) - Fixed	289,490	284,326	263,279	278,794
Prime (Conforming) - ARM		451,872	403,904	438,744
Prime (Non-Conforming Jumbo) - Fixed	1,108,880	842,206	772,904	822,518
Prime (Non-Conforming Jumbo) - ARM		1,055,095	1,115,494	1,069,306
Other Fixed		435,276	394,679	426,176
Other ARM		677,325	658,500	674,079
Closed-End Second Mortgages	7,880	35,069	48,622	38,967
Funded HELOCs		137,091	109,997	131,131
Reverse		227,002	227,644	227,167
Other		309,593	321,833	311,888
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	249,750	293,669	270,295	287,418
ARM		725,328	739,884	729,011
<b>1st Mtg Jumbo vs. Non-Jumbo</b>				
Jumbo	1,108,880	827,571	803,861	820,727
Non-Jumbo	218,103	286,613	261,007	279,765
<b>1st Mtg Production Channel Mix</b>				
Retail/Consumer Direct	240,500	291,920	269,815	285,875
Broker Wholesale and Correspondent	315,455	323,621	315,066	322,480
Broker Wholesale	315,580	345,044	326,151	342,271
Correspondent	313,400	283,554	236,684	278,620
<b>1st Mtg Purchase vs Refi</b>				
Purchase	255,230	312,690	273,647	302,191
Refinancing	298,900	290,714	267,845	284,740
Rate-Term	310,200	294,192	273,606	288,942
Cash-Out	280,450	286,915	259,341	279,715
Other / Unknown		264,429	320,389	282,378
<b>1st Mtg FICO Score Distribution</b>				
Equals 600 or less	200,890	263,393	247,550	258,788
Greater than 600, less than or equal to 650	212,300	257,453	242,028	253,311
Greater than 650, less than or equal to 700	259,390	271,324	251,466	265,995
Greater than 700, less than or equal to 750	298,780	294,741	271,404	288,513
Greater than 750	310,200	307,886	280,495	300,536
<b>1st Mtg LTV Distribution</b>				
Equals 60% of less	270,990	261,042	225,101	251,451
Greater than 60%, less than or equal to 70%	298,930	306,976	273,504	298,044
Greater than 70%, less than or equal to 80%	299,130	315,777	283,904	307,272
Greater than 80%, less than or equal to 90%	320,120	318,170	290,545	310,777
Greater than 90%, less than or equal to 100%	250,300	295,877	267,964	288,322
Greater than 100%	210,880	256,917	223,020	247,139
<b>1st Mtg Production Sold by Investor Type</b>				
Originated for Portfolio		384,627	371,146	381,738
Originated for Sale to Others:	249,750	292,291	268,510	285,936
Sale to Fannie/Freddie/Ginnie	230,300	270,157	248,617	265,232
All Other Sale to Others	320,250	341,041	310,196	332,428
<b>1st Mtg Servicing Released vs Retained</b>				
Servicing Released	315,280	313,017	269,845	300,361
Servicing Retained	308,938	309,110	284,940	302,794
Number of Companies Reporting	1	263	96	359

Quarterly Mortgage Bankers Performance Report

Residential Loan Servicing - Historical

N1 - Servicing Income and Expense, \$ per loan, Simple Average

Note: Represents QUARTERLY Servicing Revenue and Expenses (no longer annualized, unless noted)

\$ PER LOAN	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	Annualized Q1 2021	Annualized YTD 2021
<b>DIRECT REVENUE</b>								
Servicing Fees	145	139	134	133	139	134	557	557
First Mortgages, Seconds, Other	145	132	129	125	132	128	530	530
Subservicing Fees Earned		7	6	9	7	6	28	28
Late Fees and Other Ancillary Income	4	6	9	8	6	4	22	22
<b>Total Direct Servicing Revenue</b>	<b>149</b>	<b>145</b>	<b>143</b>	<b>141</b>	<b>146</b>	<b>138</b>	<b>580</b>	<b>580</b>
<b>DIRECT EXPENSES</b>								
Personnel	8	20	23	32	20	21	78	78
Loan Administration Employees	5	18	21	29	18	19	71	71
Benefits	3	2	1	2	2	2	7	7
Other Personnel Expenses		0	0	1	0	0	1	1
Occupancy and Equipment	1	1	1	2	1	1	3	3
Other Direct Expenses	41	43	50	47	43	49	174	174
Subservicing Fees Paid	30	36	41	37	35	41	146	146
Other Miscellaneous Expenses	11	7	9	10	7	8	28	28
<b>Total Direct Expenses</b>	<b>50</b>	<b>64</b>	<b>74</b>	<b>80</b>	<b>63</b>	<b>71</b>	<b>255</b>	<b>255</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>99</b>	<b>81</b>	<b>70</b>	<b>61</b>	<b>83</b>	<b>67</b>	<b>325</b>	<b>325</b>
<b>INDIRECT EXPENSES</b>								
Unreimbursed FC/REO Svg Expenses		1	1	1	1	1	2	2
Corporate Allocation	3	11	17	7	11	12	42	42
<b>Total Indirect Expenses</b>	<b>3</b>	<b>11</b>	<b>18</b>	<b>8</b>	<b>11</b>	<b>14</b>	<b>45</b>	<b>45</b>
<b>Total Loan Servicing Expenses</b>	<b>53</b>	<b>75</b>	<b>92</b>	<b>88</b>	<b>74</b>	<b>84</b>	<b>300</b>	<b>300</b>
<b>NET INTEREST INCOME</b>								
Escrow Earnings	-	2	1	2	1	1	8	8
Corporate Interest Losses on MBS Pools		(6)	(1)	(1)	(2)	(2)	(25)	(25)
Other Interest Expense	(4)	(1)	(1)	(2)	(1)	(1)	(4)	(4)
<b>Net Interest Income</b>	<b>(4)</b>	<b>(5)</b>	<b>(2)</b>	<b>(2)</b>	<b>(2)</b>	<b>(2)</b>	<b>(21)</b>	<b>(21)</b>
<b>NET OPERATING INCOME</b>	<b>100</b>	<b>65</b>	<b>50</b>	<b>52</b>	<b>69</b>	<b>51</b>	<b>260</b>	<b>260</b>
<b>MSR FINANCIAL ITEMS</b>								
Amortized Cost of Servicing Rights / Loan Decay	(39)	(30)	(32)	(35)	(31)	(32)	(120)	(120)
Net Gain (Loss) on Bulk Sale of Servicing		(1)	(1)	1	(1)	(3)	(4)	(4)
Net Gain (Loss) from MSR Valuations & Hedging	(86)	121	(12)	(188)	117	(12)	482	482
Total Financial Items	(125)	90	(45)	(222)	85	(47)	358	358
<b>TOTAL NET FINANCIAL INCOME</b>	<b>225</b>	<b>154</b>	<b>5</b>	<b>(171)</b>	<b>154</b>	<b>4</b>	<b>618</b>	<b>618</b>
<b>Memorandum Items:</b>								
Average Servicing Portfolio (\$000)	8,890,900	17,319,305	15,868,412	16,883,971	18,138,602	17,333,118	17,319,305	17,319,305
Average Servicing Portfolio (#)	43,500	85,446	79,166	94,666	88,392	86,696	85,446	85,446
Average Loan Balance (\$)	240,345	235,561	231,447	191,573	233,215	231,665	235,561	235,561
# Servicing FTEs (excluding 0 reporters)	79	112	102	103	115	110	112	112
Average Loans Serviced per FTE (Simple)	1,320	1,429	1,318	1,105	1,437	1,388	1,429	1,429
Average Loans Serviced per FTE (Weighted)	880	757	733	819	746	742	757	757
Average Loans Serviced per FTE (Median)	1,020	1,076	940	744	1,042	1,055	1,076	1,076
Average Personnel Cost per FTE (Simple)	18,997	19,343	19,289	17,351	18,804	19,438	77,371	77,371
Average Personnel Cost per FTE (Weighted)	17,880	18,081	18,253	18,973	18,013	18,184	72,324	72,324
Average Personnel Cost per FTE (Median)	16,390	17,973	19,000	15,611	17,973	19,057	71,893	71,893
Subservicing for Others (% based on \$)	4.22	6.33	6.23	8.48	6.54	6.44	6.33	6.33
Subservicing for Others (% based on #)	4.08	6.28	6.13	8.48	6.44	6.28	6.28	6.28
Subservicing for Others - Avg Balance (\$)	160,800	184,349	173,494	172,124	187,225	180,112	184,349	184,349
Subservicing by Others (% based on \$)	65.09	68.55	66.21	60.40	67.74	67.30	68.55	68.55
Subservicing by Others (% based on #)	65.00	68.51	66.24	60.37	67.70	67.31	68.51	68.51
Subservicing by Others - Avg Balance (\$)	240,300	251,910	247,540	204,288	247,921	245,757	251,910	251,910
Number of Companies	1	218	222	185	197	197	218	218



Quarterly Mortgage Bankers Performance Report  
Residential Loan Servicing - Historical

N2 - Servicing Income and Expense, Basis Points, Simple Average

Note: Represents QUARTERLY Servicing Revenue and Expenses (no longer annualized, unless noted)

BASIS POINTS	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	Annualized Q1 2021	Annualized YTD 2021
<b>DIRECT REVENUE</b>								
Servicing Fees	5.99	6.06	6.04	7.11	6.14	5.95	24.25	24.25
First Mortgages, Seconds, Other	5.99	5.67	5.67	6.49	5.74	5.61	22.69	22.69
Subservicing Fees Earned		0.39	0.37	0.61	0.40	0.35	1.56	1.56
Late Fees and Other Ancillary Income	0.10	0.28	0.30	0.46	0.31	0.13	1.14	1.14
<b>Total Direct Servicing Revenue</b>	<b>6.09</b>	<b>6.35</b>	<b>6.34</b>	<b>7.57</b>	<b>6.45</b>	<b>6.08</b>	<b>25.38</b>	<b>25.38</b>
<b>DIRECT EXPENSES</b>								
Personnel	0.40	0.94	1.22	1.85	0.95	1.01	3.76	3.76
Loan Administration Employees	0.70	0.84	1.13	1.65	0.85	0.92	3.37	3.37
Benefits	0.15	0.09	0.07	0.17	0.09	0.08	0.35	0.35
Other Personnel Expenses	0.02	0.01	0.01	0.03	0.01	0.01	0.04	0.04
Occupancy and Equipment	0.03	0.04	0.06	0.09	0.04	0.05	0.16	0.16
Other Direct Expenses	2.01	1.82	2.14	2.40	1.80	2.10	7.29	7.29
Subservicing Fees Paid	1.20	1.48	1.68	1.85	1.45	1.69	5.94	5.94
Other Miscellaneous Expenses	0.40	0.34	0.47	0.54	0.35	0.41	1.35	1.35
<b>Total Direct Expenses</b>	<b>2.44</b>	<b>2.80</b>	<b>3.42</b>	<b>4.34</b>	<b>2.79</b>	<b>3.17</b>	<b>11.21</b>	<b>11.21</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>3.65</b>	<b>3.54</b>	<b>2.92</b>	<b>3.23</b>	<b>3.66</b>	<b>2.92</b>	<b>14.17</b>	<b>14.17</b>
<b>INDIRECT EXPENSES</b>								
Unreimbursed FC/REO Svg Expenses		0.03	0.06	0.05	0.04	0.07	0.13	0.13
Corporate Allocation	0.12	0.49	0.99	0.60	0.50	0.64	1.95	1.95
<b>Total Indirect Expenses</b>	<b>0.12</b>	<b>0.52</b>	<b>1.05</b>	<b>0.64</b>	<b>0.53</b>	<b>0.71</b>	<b>2.08</b>	<b>2.08</b>
<b>Total Loan Servicing Expenses</b>	<b>2.56</b>	<b>3.32</b>	<b>4.46</b>	<b>4.98</b>	<b>3.33</b>	<b>3.87</b>	<b>13.29</b>	<b>13.29</b>
<b>NET INTEREST INCOME</b>								
Escrow Earnings	-	0.06	0.06	0.09	0.03	0.04	0.24	0.24
Corporate Interest Losses on MBS Pools		(0.38)	(0.06)	(0.04)	(0.07)	(0.07)	(1.54)	(1.54)
Other Interest Expense	(0.09)	(0.05)	(0.06)	(0.13)	(0.05)	(0.07)	(0.19)	(0.19)
<b>Net Interest Income</b>	<b>(0.09)</b>	<b>(0.37)</b>	<b>(0.06)</b>	<b>(0.07)</b>	<b>(0.09)</b>	<b>(0.10)</b>	<b>(1.49)</b>	<b>(1.49)</b>
<b>NET OPERATING INCOME</b>	<b>3.62</b>	<b>2.65</b>	<b>1.81</b>	<b>2.51</b>	<b>3.03</b>	<b>2.11</b>	<b>10.60</b>	<b>10.60</b>
<b>MSR FINANCIAL ITEMS</b>								
Amortized Cost of Servicing Rights / Loan Decay	(1.70)	(1.35)	(1.38)	(1.79)	(1.41)	(1.41)	(5.38)	(5.38)
Net Gain (Loss) on Bulk Sale of Servicing		(0.02)	(0.00)	0.03	(0.03)	(0.07)	(0.10)	(0.10)
Net Gain (Loss) from MSR Valuations & Hedging	(3.40)	4.86	(0.86)	(9.58)	4.78	(0.76)	19.45	19.45
Total Financial Items	1.70	3.49	(2.25)	(11.33)	3.34	(2.24)	13.97	13.97
<b>TOTAL NET FINANCIAL INCOME</b>	<b>5.32</b>	<b>6.14</b>	<b>(0.43)</b>	<b>(8.82)</b>	<b>6.37</b>	<b>(0.13)</b>	<b>24.56</b>	<b>24.56</b>
<b>Memorandum Items:</b>								
Average Servicing Portfolio (\$000)	8,890,900	17,319,305	15,868,412	16,883,971	18,138,602	17,333,118	17,319,305	17,319,305
Average Servicing Portfolio (#)	43,500	85,446	79,166	94,666	88,392	86,696	85,446	85,446
Average Loan Balance (\$)	240,345	235,561	231,447	191,573	233,215	231,665	235,561	235,561
# Servicing FTEs (excluding 0 reporters)	79	112	102	103	115	110	112	112
Average Loans Serviced per FTE	1,320	1,429	1,318	1,105	1,437	1,388	1,429	1,429
Average Loans Serviced per FTE (Weighted)	880	757	733	819	746	742	757	757
Average Loans Serviced per FTE (Median)	1,020	1,076	940	744	1,042	1,055	1,076	1,076
Average Personnel Cost per FTE	18,997	19,343	19,289	17,351	18,804	19,438	77,371	77,371
Average Personnel Cost per FTE (Weighted)	17,880	18,081	18,253	18,973	18,013	18,184	72,324	72,324
Average Personnel Cost per FTE (Median)	16,390	17,973	19,000	15,611	17,973	19,057	71,893	71,893
Subservicing for Others (% based on \$)	4.22	6.33	6.23	8.48	6.54	6.44	6.33	6.33
Subservicing for Others (% based on #)	4.08	6.28	6.13	8.48	6.44	6.28	6.28	6.28
Subservicing for Others - Avg Balance (\$)	160,800	184,349	173,494	172,124	187,225	180,112	184,349	184,349
Subservicing by Others (% based on \$)	65.09	68.55	66.21	60.40	67.74	67.30	68.55	68.55
Subservicing by Others (% based on #)	65.00	68.51	66.24	60.37	67.70	67.31	68.51	68.51
Subservicing by Others - Avg Balance (\$)	240,300	251,910	247,540	204,288	247,921	245,757	251,910	251,910
Number of Companies Reporting	1	218	222	185	197	197	218	218

Quarterly Mortgage Bankers Performance Report  
Residential Loan Servicing - Historical  
N3 - Servicing Mix (\$), Simple Average

% BASED ON \$	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	Annualized Q1 2021	Annualized YTD 2021
Average Owned Servicing Portfolio (\$000)	7,560,890	12,795,495	12,271,991	12,290,119	13,806,172	13,288,121	12,795,495	12,795,495
Average Owned Servicing Portfolio (#)	41,115	63,347	61,869	68,084	68,262	67,295	63,347	63,347
Average Loan Balance (\$)	255,600	234,038	230,002	190,387	231,373	229,726	234,038	234,038
<b>Servicing Mix</b>								
First Mortgages:	100.00	96.66	96.65	96.39	96.82	96.81	96.66	96.66
Government (FHA/VA/RHS)	6.50	17.95	20.88	27.62	19.37	20.93	17.95	17.95
Prime (Conforming and Jumbo) - Fixed	93.10	74.30	72.08	62.35	75.01	72.51	74.30	74.30
Prime (Conforming and Jumbo) - ARM	0.40	1.20	0.82	0.91	0.30	0.66	1.20	1.20
Other Fixed		2.61	2.44	4.49	1.66	2.26	2.61	2.61
Other ARM		0.59	0.43	1.02	0.48	0.44	0.59	0.59
Closed-End Second Mortgages		0.08	0.09	0.14	0.09	0.09	0.08	0.08
Funded HELOCs		0.46	0.46	0.56	0.51	0.51	0.46	0.46
Other		2.80	2.80	2.91	2.58	2.59	2.80	2.80
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	98.80	97.78	98.28	97.14	98.78	98.43	97.78	97.78
ARM	1.20	2.22	1.72	2.86	1.22	1.57	2.22	2.22
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>								
Interest Only	-	2.39	1.49	1.83	2.13	1.68	2.39	2.39
Non-Interest Only	100.00	97.61	98.51	98.17	97.87	98.32	97.61	97.61
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>								
Owner Occupied	93.70	91.82	92.50	92.46	91.94	92.56	91.82	91.82
Non-Owner Occupied	6.30	8.18	7.50	7.54	8.06	7.44	8.18	8.18
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>								
Served for Portfolio	-	0.96	1.41	1.51	1.04	1.29	0.96	0.96
Served for Others:	100.00	99.04	98.59	98.49	98.96	98.71	99.04	99.04
Fannie/Freddie/Ginnie	100.00	94.44	93.90	90.09	95.09	94.54	94.44	94.44
Served for Fannie Mae	56.20	58.54	55.58	49.84	57.24	56.31	58.54	58.54
Served for Freddie Mac	34.90	18.22	18.18	13.75	18.78	18.39	18.22	18.22
Served for Ginnie Mae	8.90	17.68	20.14	26.50	19.08	19.84	17.68	17.68
Other Investors	-	4.60	4.69	8.40	3.87	4.18	4.60	4.60
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (% based on #)</b>								
	0.11	0.21	0.26	0.51	0.20	0.26	0.21	0.21
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>								
	0.80	2.43	2.79	1.79	2.45	2.74	2.43	2.43
<b>Agency Servicing Seriously Delinquent Rate</b>								
	0.73	2.32	2.73	1.41	2.38	2.76	2.32	2.32
Number of Companies Reporting	1	218	222	185	197	197	218	218

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - Historical**  
 N4 - Servicing Mix (#), Simple Average

% BASED ON #	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	Annualized Q1 2021	Annualized YTD 2021
Average Owned Servicing Portfolio (\$000)	7,560,890	12,795,495	12,271,991	12,290,119	13,806,172	13,288,121	12,795,495	12,795,495
Average Owned Servicing Portfolio (#)	41,115	63,347	61,869	68,084	68,262	67,295	63,347	63,347
Average Loan Balance (\$)	255,600	234,038	230,002	190,387	231,373	229,726	234,038	234,038
<b>Servicing Mix</b>								
First Mortgages:	100.00	96.36	96.35	95.89	96.51	96.49	96.36	96.36
Government (FHA/VA/RHS)	7.60	18.50	21.35	27.72	19.89	21.43	18.50	18.50
Prime (Conforming and Jumbo) - Fixed	92.10	73.61	71.49	62.25	74.35	71.86	73.61	73.61
Prime (Conforming and Jumbo) - ARM	0.30	1.16	0.78	0.72	0.26	0.66	1.16	1.16
Other Fixed		2.57	2.38	4.37	1.59	2.18	2.57	2.57
Other ARM		0.52	0.36	0.83	0.41	0.36	0.52	0.52
Closed-End Second Mortgages		0.33	0.37	0.52	0.35	0.37	0.33	0.33
Funded HELOCs		0.48	0.47	0.59	0.53	0.53	0.48	0.48
Other		2.84	2.81	2.99	2.61	2.61	2.84	2.84
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	99.01	97.93	98.43	97.58	98.93	98.55	97.93	97.93
ARM	0.99	2.07	1.57	2.42	1.07	1.45	2.07	2.07
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>								
Interest Only	-	2.37	1.45	1.74	2.10	1.63	2.37	2.37
Non-Interest Only	100.00	97.63	98.55	98.26	97.90	98.37	97.63	97.63
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>								
Owner Occupied	92.80	90.29	91.18	91.01	90.53	91.22	90.29	90.29
Non-Owner Occupied	7.20	9.71	8.82	8.99	9.47	8.78	9.71	9.71
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>								
Serviced for Portfolio	-	0.89	1.30	1.27	0.95	1.18	0.89	0.89
Serviced for Others:	100.00	99.11	98.70	98.73	99.05	98.82	99.11	99.11
Fannie/Freddie/Ginnie	100.00	94.61	94.12	90.43	95.26	94.76	94.61	94.61
Serviced for Fannie Mae	56.00	58.81	56.14	50.45	57.49	56.66	58.81	58.81
Serviced for Freddie Mac	34.30	17.52	17.48	13.51	18.11	17.63	17.52	17.52
Serviced for Ginnie Mae	9.70	18.28	20.49	26.47	19.66	20.47	18.28	18.28
Other Investors	-	4.50	4.59	8.30	3.79	4.07	4.50	4.50
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (%)</b>	0.10	0.21	0.26	0.51	0.20	0.26	0.21	0.21
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.70	2.40	2.76	1.85	2.43	2.69	2.40	2.40
<b>Agency Servicing Seriously Delinquent Rate</b>	0.63	2.31	2.68	1.57	2.36	2.71	2.31	2.31
Number of Companies Reporting	1	218	222	185	197	197	218	218

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - Historical**  
 N5 - Servicing Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm Q1 2021</b>	<b>All Firms Q1 2021</b>	<b>Previous Qtr. Q4 2020</b>	<b>Previous Yr. Q1 2020</b>	<b>Repeater Q1 2021</b>	<b>Repeater Q4 2020</b>	<b>Annualized Q1 2021</b>	<b>Annualized YTD 2021</b>
Average Owned Servicing Portfolio (\$000)	7,560,890	12,795,495	12,271,991	12,290,119	13,806,172	13,288,121	12,795,495	12,795,495
Average Owned Servicing Portfolio (#)	41,115	63,347	61,869	68,084	68,262	67,295	63,347	63,347
Average Loan Balance (\$)	255,600	234,038	230,002	190,387	231,373	229,726	234,038	234,038
<b>Servicing Mix</b>								
First Mortgages:	255,600	236,718	232,142	192,444	233,621	232,196	236,718	236,718
Government (FHA/VA/RHS) - Fixed	230,980	219,898	218,035	191,586	221,495	218,922	219,898	219,898
Government (FHA/VA/RHS) - ARM		177,434	190,879	184,746	182,369	189,564	177,434	177,434
Prime (Conforming and Jumbo) - Fixed	258,450	242,515	235,683	198,886	236,898	235,358	242,515	242,515
Prime (Conforming and Jumbo) - ARM	270,400	263,297	277,992	273,059	252,798	272,293	263,297	263,297
Other Fixed		206,978	176,896	208,171	209,217	186,274	206,978	206,978
Other ARM		230,152	281,419	311,808	248,031	288,341	230,152	230,152
Closed-End Second Mortgages		34,311	34,253	41,305	34,523	35,451	34,311	34,311
Funded HELOCs		94,237	110,198	68,297	94,237	110,198	94,237	94,237
Other		159,599	179,024	158,342	163,806	172,098	159,599	159,599
<b>1st Mtg Fixed Rate vs ARM</b>								
Fixed Rate	258,450	236,051	231,873	190,812	233,198	232,049	236,051	236,051
ARM	270,400	251,885	262,280	250,911	246,571	254,953	251,885	251,885
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>								
Interest Only		372,240	396,734	425,680	380,296	378,735	372,240	372,240
Non-Interest Only	255,600	237,898	231,679	192,048	234,077	231,677	237,898	237,898
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>								
Owner Occupied	260,500	241,103	235,591	195,901	237,542	235,689	241,103	241,103
Non-Owner Occupied	208,500	198,386	191,090	163,864	196,477	189,547	198,386	198,386
<b>Servicing by Investor Type</b>								
Serviced for Portfolio		236,618	237,402	213,338	238,751	234,493	236,618	236,618
Serviced for Others:	255,009	235,991	233,103	191,861	232,843	231,792	235,991	235,991
Fannie/Freddie/Ginnie	255,009	235,500	233,024	190,673	232,357	231,330	235,500	235,500
Serviced for Fannie Mae	255,000	233,807	229,817	193,214	230,612	229,744	233,807	233,807
Serviced for Freddie Mac	258,580	247,708	244,890	200,609	245,046	246,223	247,708	247,708
Serviced for Ginnie Mae	210,240	228,260	241,585	197,916	230,597	229,424	228,260	228,260
Other Investors		242,300	228,282	220,872	233,321	226,213	242,300	242,300
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>								
	240,390	224,526	221,873	185,963	223,553	221,766	224,526	224,526
<b>Agency Servicing Seriously Delinquent</b>								
	240,108	224,873	224,752	178,633	223,980	223,333	224,873	224,873
Number of Companies Reporting	1	218	222	185	197	197	218	218

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - By Servicing Volume #**

O1 - Servicing Income and Expense, \$ per loan, Simple Average

Note: Represents QUARTERLY Servicing Revenue and Expenses (no longer annualized, unless noted)

\$ PER LOAN	Your Firm	<2,500	2,500-10,000	10,000-50,000	>50,000	Total
<b>DIRECT REVENUE</b>						
Servicing Fees	145	133	142	146	133	139
First Mortgages, Seconds, Other	145	129	138	141	112	132
Subservicing Fees Earned		3	4	4	21	7
Late Fees and Other Ancillary Income	4	2	6	8	6	6
<b>Total Direct Servicing Revenue</b>	<b>149</b>	<b>134</b>	<b>148</b>	<b>154</b>	<b>138</b>	<b>145</b>
<b>DIRECT EXPENSES</b>						
Personnel	8	34	17	15	16	20
Loan Administration Employees	5	33	15	12	13	18
Benefits	3	1	1	2	2	2
Other Personnel Expenses		0	0	0	0	0
Occupancy and Equipment	1	0	1	1	1	1
Other Direct Expenses	41	40	46	47	36	43
Subservicing Fees Paid	30	36	43	38	23	36
Other Miscellaneous Expenses	11	4	4	9	13	7
<b>Total Direct Expenses</b>	<b>50</b>	<b>74</b>	<b>64</b>	<b>63</b>	<b>53</b>	<b>64</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>99</b>	<b>60</b>	<b>84</b>	<b>90</b>	<b>86</b>	<b>81</b>
<b>INDIRECT EXPENSES</b>						
Unreimbursed FC/REO Svg Expenses		0	0	1	1	1
Corporate Allocation	3	12	11	11	9	11
<b>Total Indirect Expenses</b>	<b>3</b>	<b>12</b>	<b>11</b>	<b>12</b>	<b>10</b>	<b>11</b>
<b>Total Loan Servicing Expenses</b>	<b>53</b>	<b>86</b>	<b>75</b>	<b>75</b>	<b>62</b>	<b>75</b>
<b>NET INTEREST INCOME</b>						
Escrow Earnings	-	8	1	0	1	2
Corporate Interest Losses on MBS Pools		(0)	(0)	(2)	(31)	(6)
Other Interest Expense	(4)	-	(0)	(1)	(3)	(1)
<b>Net Interest Income</b>	<b>(4)</b>	<b>8</b>	<b>0</b>	<b>(3)</b>	<b>(32)</b>	<b>(5)</b>
<b>NET OPERATING INCOME</b>	<b>100</b>	<b>56</b>	<b>73</b>	<b>75</b>	<b>43</b>	<b>65</b>
<b>MSR FINANCIAL ITEMS</b>						
Amortized Cost of Servicing Rights / Loan Decay	(39)	(27)	(37)	(35)	(13)	(30)
Net Gain (Loss) on Bulk Sale of Servicing		-	(4)	(0)	2	(1)
Net Gain (Loss) from MSR Valuations & Hedging	(86)	112	149	118	84	121
Total Financial Items	(125)	85	108	83	73	90
<b>TOTAL NET FINANCIAL INCOME</b>	<b>225</b>	<b>141</b>	<b>181</b>	<b>158</b>	<b>117</b>	<b>154</b>
<b>Memorandum Items:</b>						
Average Servicing Portfolio (\$000)	8,890,900	274,957	1,254,482	4,740,535	86,372,855	17,319,305
Average Servicing Portfolio (#)	43,500	1,119	5,242	21,617	431,030	85,446
Average Loan Balance (\$)	240,345	244,980	246,802	223,924	224,203	235,561
# Servicing FTEs (excluding 0 reporters)	79	2	5	24	641	112
Average Loans Serviced per FTE (Simple)	1,320	813	1,674	1,817	1,198	1,429
Average Loans Serviced per FTE (Weighted)	880	627	929	835	749	757
Average Loans Serviced per FTE (Median)	1,020	741	1,387	1,523	862	1,076
Average Personnel Cost per FTE (Simple)	18,997	19,658	18,834	20,533	18,073	19,343
Average Personnel Cost per FTE (Weighted)	17,880	18,440	17,644	20,011	17,970	18,081
Average Personnel Cost per FTE (Median)	16,390	17,833	17,000	18,000	19,148	17,973
Subservicing for Others (% based on \$)	4.22	1.58	3.02	4.84	20.16	6.33
Subservicing for Others (% based on #)	4.08	1.65	2.94	4.83	19.94	6.28
Subservicing for Others - Avg Balance (\$)	160,800	195,816	188,809	141,546	209,371	184,349
Subservicing by Others (% based on \$)	65.09	75.65	74.36	70.93	46.15	68.55
Subservicing by Others (% based on #)	65.00	75.60	74.42	70.74	46.15	68.51
Subservicing by Others - Avg Balance (\$)	240,300	253,335	266,029	236,130	251,419	251,910
Number of Companies	1	45	69	65	39	218

**Quarterly Mortgage Bankers Performance Report**

**Residential Loan Servicing - By Servicing Volume #**

O2 - Servicing Income and Expense, Basis Points, **Simple Average**

**Note: Represents QUARTERLY Servicing Revenue and Expenses (no longer annualized, unless noted)**

<b>BASIS POINTS</b>	<b>Your Firm</b>	<b>&lt;2,500</b>	<b>2,500-10,000</b>	<b>10,000-50,000</b>	<b>&gt;50,000</b>	<b>Total</b>
<b>DIRECT REVENUE</b>						
Servicing Fees	5.99	5.52	5.96	6.53	6.09	6.06
First Mortgages, Seconds, Other	5.99	5.37	5.77	6.26	4.87	5.67
Subservicing Fees Earned		0.15	0.19	0.27	1.21	0.39
Late Fees and Other Ancillary Income	0.10	0.06	0.34	0.33	0.36	0.28
<b>Total Direct Servicing Revenue</b>	<b>6.09</b>	<b>5.58</b>	<b>6.30</b>	<b>6.87</b>	<b>6.44</b>	<b>6.35</b>
<b>DIRECT EXPENSES</b>						
Personnel	0.40	1.49	0.79	0.76	0.87	0.94
Loan Administration Employees	0.70	1.44	0.71	0.63	0.74	0.84
Benefits	0.15	0.05	0.07	0.12	0.12	0.09
Other Personnel Expenses	0.02	0.00	0.01	0.01	0.01	0.01
Occupancy and Equipment	0.03	0.01	0.04	0.06	0.05	0.04
Other Direct Expenses	2.01	1.68	1.82	2.06	1.60	1.82
Subservicing Fees Paid	1.20	1.50	1.64	1.63	0.95	1.48
Other Miscellaneous Expenses	0.40	0.18	0.18	0.43	0.65	0.34
<b>Total Direct Expenses</b>	<b>2.44</b>	<b>3.18</b>	<b>2.65</b>	<b>2.88</b>	<b>2.51</b>	<b>2.80</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>3.65</b>	<b>2.40</b>	<b>3.65</b>	<b>3.99</b>	<b>3.93</b>	<b>3.54</b>
<b>INDIRECT EXPENSES</b>						
Unreimbursed FC/REO Svg Expenses		0.00	0.02	0.08	0.03	0.03
Corporate Allocation	0.12	0.43	0.46	0.56	0.49	0.49
<b>Total Indirect Expenses</b>	<b>0.12</b>	<b>0.43</b>	<b>0.47</b>	<b>0.64</b>	<b>0.52</b>	<b>0.52</b>
<b>Total Loan Servicing Expenses</b>	<b>2.56</b>	<b>3.61</b>	<b>3.12</b>	<b>3.52</b>	<b>3.03</b>	<b>3.32</b>
<b>NET INTEREST INCOME</b>						
Escrow Earnings	-	0.18	0.02	0.01	0.07	0.06
Corporate Interest Losses on MBS Pools		(0.01)	(0.01)	(0.10)	(1.96)	(0.38)
Other Interest Expense	(0.09)	-	(0.00)	(0.07)	(0.14)	(0.05)
<b>Net Interest Income</b>	<b>(0.09)</b>	<b>0.17</b>	<b>0.01</b>	<b>(0.16)</b>	<b>(2.04)</b>	<b>(0.37)</b>
<b>NET OPERATING INCOME</b>	<b>3.62</b>	<b>2.14</b>	<b>3.19</b>	<b>3.19</b>	<b>1.38</b>	<b>2.65</b>
<b>MSR FINANCIAL ITEMS</b>						
Amortized Cost of Servicing Rights / Loan Decay	(1.70)	(1.38)	(1.56)	(1.57)	(0.55)	(1.35)
Net Gain (Loss) on Bulk Sale of Servicing		-	(0.12)	(0.00)	0.08	(0.02)
Net Gain (Loss) from MSR Valuations & Hedging	(3.40)	4.45	6.08	4.73	3.41	4.86
Total Financial Items	1.70	3.06	4.40	3.15	2.94	3.49
<b>TOTAL NET FINANCIAL INCOME</b>	<b>5.32</b>	<b>5.21</b>	<b>7.59</b>	<b>6.34</b>	<b>4.31</b>	<b>6.14</b>
<b>Memorandum Items:</b>						
Average Servicing Portfolio (\$000)	8,890,900	274,957	1,254,482	4,740,535	86,372,855	17,319,305
Average Servicing Portfolio (#)	43,500	1,119	5,242	21,617	431,030	85,446
Average Loan Balance (\$)	240,345	244,980	246,802	223,924	224,203	235,561
# Servicing FTEs (excluding 0 reporters)	79	2	5	24	641	112
Average Loans Serviced per FTE	1,320	813	1,674	1,817	1,198	1,429
Average Loans Serviced per FTE (Weighted)	880	627	929	835	749	757
Average Loans Serviced per FTE (Median)	1,020	741	1,387	1,523	862	1,076
Average Personnel Cost per FTE	18,997	19,658	18,834	20,533	18,073	19,343
Average Personnel Cost per FTE (Weighted)	17,880	18,440	17,644	20,011	17,970	18,081
Average Personnel Cost per FTE (Median)	16,390	17,833	17,000	18,000	19,148	17,973
Subservicing for Others (% based on \$)	4.22	1.58	3.02	4.84	20.16	6.33
Subservicing for Others (% based on #)	4.08	1.65	2.94	4.83	19.94	6.28
Subservicing for Others - Avg Balance (\$)	160,800	195,816	188,809	141,546	209,371	184,349
Subservicing by Others (% based on \$)	65.09	75.65	74.36	70.93	46.15	68.55
Subservicing by Others (% based on #)	65.00	75.60	74.42	70.74	46.15	68.51
Subservicing by Others - Avg Balance (\$)	240,300	253,335	266,029	236,130	251,419	251,910
Number of Companies Reporting	1	45	69	65	39	218

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - By Servicing Volume #**  
 O3 - Servicing Mix (\$), Simple Average

<b>% BASED ON \$</b>	<b>Your Firm</b>	<b>&lt;2,500</b>	<b>2,500-10,000</b>	<b>10,000-50,000</b>	<b>&gt;50,000</b>	<b>Total</b>
Average Owned Servicing Portfolio (\$000)	7,560,890	273,987	1,207,077	4,599,895	61,405,310	12,795,495
Average Owned Servicing Portfolio (#)	41,115	1,114	5,042	20,685	309,414	63,347
Average Loan Balance (\$)	255,600	245,570	245,366	223,198	218,756	234,038
<b>Servicing Mix</b>						
First Mortgages:	100.00	99.98	99.78	95.34	89.52	96.66
Government (FHA/VA/RHS)	6.50	6.55	16.72	23.23	24.50	17.95
Prime (Conforming and Jumbo) - Fixed	93.10	90.64	77.11	69.90	57.81	74.30
Prime (Conforming and Jumbo) - ARM	0.40	2.63	1.64	0.14	0.58	1.20
Other Fixed		0.16	3.76	1.37	5.48	2.61
Other ARM		-	0.56	0.70	1.14	0.59
Closed-End Second Mortgages		0.02	0.20	0.00	0.07	0.08
Funded HELOCs		-	0.00	1.55	0.01	0.46
Other		0.01	0.02	3.11	10.40	2.80
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	98.80	97.37	97.42	99.03	96.87	97.78
ARM	1.20	2.63	2.58	0.97	3.13	2.22
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>						
Interest Only	-	2.09	2.98	1.66	2.92	2.39
Non-Interest Only	100.00	97.91	97.02	98.34	97.08	97.61
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>						
Owner Occupied	93.70	90.06	92.74	91.45	92.85	91.82
Non-Owner Occupied	6.30	9.94	7.26	8.55	7.15	8.18
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>						
Served for Portfolio	-	0.68	0.85	1.20	1.12	0.96
Served for Others:	100.00	99.32	99.15	98.80	98.88	99.04
Fannie/Freddie/Ginnie	100.00	94.10	96.91	97.12	85.89	94.44
Served for Fannie Mae	56.20	77.33	66.07	49.33	37.87	58.54
Served for Freddie Mac	34.90	11.23	14.98	24.11	22.62	18.22
Served for Ginnie Mae	8.90	5.54	15.86	23.69	25.39	17.68
Other Investors	-	5.22	2.24	1.67	12.99	4.60
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (% based on #)</b>						
	0.11	0.05	0.25	0.18	0.35	0.21
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>						
	0.80	1.45	1.81	2.56	4.16	2.43
<b>Agency Servicing Seriously Delinquent Rate</b>						
	0.73	1.53	1.76	2.70	3.33	2.32
Number of Companies Reporting	1	45	69	65	39	218

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - By Servicing Volume #**  
 O4 - Servicing Mix (#), Simple Average

<b>% BASED ON #</b>	<b>Your Firm</b>	<b>&lt;2,500</b>	<b>2,500-10,000</b>	<b>10,000-50,000</b>	<b>&gt;50,000</b>	<b>Total</b>
Average Owned Servicing Portfolio (\$000)	7,560,890	273,987	1,207,077	4,599,895	61,405,310	12,795,495
Average Owned Servicing Portfolio (#)	41,115	1,114	5,042	20,685	309,414	63,347
Average Loan Balance (\$)	255,600	245,570	245,366	223,198	218,756	234,038
<b>Servicing Mix</b>						
First Mortgages:	100.00	99.87	99.13	95.30	89.17	96.36
Government (FHA/VA/RHS)	7.60	6.53	16.70	24.56	25.37	18.50
Prime (Conforming and Jumbo) - Fixed	92.10	90.62	76.79	68.62	56.70	73.61
Prime (Conforming and Jumbo) - ARM	0.30	2.58	1.54	0.12	0.57	1.16
Other Fixed		0.13	3.63	1.35	5.55	2.57
Other ARM		-	0.47	0.66	0.98	0.52
Closed-End Second Mortgages		0.10	0.83	0.03	0.21	0.33
Funded HELOCs		-	0.00	1.55	0.07	0.48
Other		0.04	0.04	3.12	10.55	2.84
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	99.01	97.41	97.57	99.05	97.35	97.93
ARM	0.99	2.59	2.43	0.95	2.65	2.07
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>						
Interest Only	-	2.13	2.95	1.63	2.81	2.37
Non-Interest Only	100.00	97.87	97.05	98.37	97.19	97.63
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>						
Owner Occupied	92.80	88.17	91.03	90.02	91.94	90.29
Non-Owner Occupied	7.20	11.83	8.97	9.98	8.06	9.71
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>						
Serviced for Portfolio	-	0.72	0.81	1.04	0.97	0.89
Serviced for Others:	100.00	99.28	99.19	98.96	99.03	99.11
Fannie/Freddie/Ginnie	100.00	94.35	96.92	97.37	86.16	94.61
Serviced for Fannie Mae	56.00	78.12	66.12	49.23	38.55	58.81
Serviced for Freddie Mac	34.30	10.79	14.92	22.89	21.34	17.52
Serviced for Ginnie Mae	9.70	5.45	15.88	25.25	26.27	18.28
Other Investors	-	4.92	2.27	1.59	12.87	4.50
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (%)</b>	0.10	0.05	0.25	0.18	0.35	0.21
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.70	1.53	1.83	2.70	3.65	2.40
<b>Agency Servicing Seriously Delinquent Rate</b>	0.63	1.53	1.72	2.90	3.00	2.31
Number of Companies Reporting	1	45	69	65	39	218



**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - By Servicing Volume #**  
 O5 - Servicing Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>&lt;2,500</b>	<b>2,500-10,000</b>	<b>10,000-50,000</b>	<b>&gt;50,000</b>	<b>Total</b>
Average Owned Servicing Portfolio (\$000)	7,560,890	273,987	1,207,077	4,599,895	61,405,310	12,795,495
Average Owned Servicing Portfolio (#)	41,115	1,114	5,042	20,685	309,414	63,347
Average Loan Balance (\$)	255,600	245,570	245,366	223,198	218,756	234,038
<b>Servicing Mix</b>						
First Mortgages:	255,600	245,790	246,496	226,944	223,830	236,718
Government (FHA/VA/RHS) - Fixed	230,980	238,008	229,015	221,572	194,683	219,898
Government (FHA/VA/RHS) - ARM		329,000	117,318	193,284	173,208	177,434
Prime (Conforming and Jumbo) - Fixed	258,450	243,743	249,719	234,634	240,768	242,515
Prime (Conforming and Jumbo) - ARM	270,400	286,383	299,564	242,858	236,684	263,297
Other Fixed		209,338	227,199	260,980	168,716	206,978
Other ARM			207,383	241,005	241,682	230,152
Closed-End Second Mortgages		35,906	38,182	38,519	23,633	34,311
Funded HELOCs			192,800	80,858	65,025	94,237
Other		46,000	134,164	245,035	143,149	159,599
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	258,450	244,888	245,911	226,671	222,874	236,051
ARM	270,400	284,420	274,516	238,219	229,526	251,885
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>						
Interest Only		192,550	562,325	443,005	309,804	372,240
Non-Interest Only	255,600	248,326	247,600	225,476	228,386	237,898
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>						
Owner Occupied	260,500	251,698	251,297	230,955	226,211	241,103
Non-Owner Occupied	208,500	204,753	203,347	191,468	192,811	198,386
<b>Servicing by Investor Type</b>						
Serviced for Portfolio		217,028	242,386	233,380	258,223	236,618
Serviced for Others:	255,009	245,909	246,198	225,789	222,627	235,991
Fannie/Freddie/Ginnie	255,009	242,799	245,776	224,952	225,139	235,500
Serviced for Fannie Mae	255,000	239,837	245,232	222,709	224,032	233,807
Serviced for Freddie Mac	258,580	254,957	256,054	238,898	246,009	247,708
Serviced for Ginnie Mae	210,240	265,760	233,411	223,244	218,863	228,260
Other Investors		358,243	227,762	209,214	238,308	242,300
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	240,390	228,348	235,328	212,504	223,244	224,526
<b>Agency Servicing Seriously Delinquent</b>	240,108	235,294	238,686	204,719	227,417	224,873
Number of Companies Reporting	1	45	69	65	39	218

**Quarterly Mortgage Bankers Performance Report**

**Residential Loan Servicing - In-House vs Subserviced by Others in Count**

P1 - Servicing Income and Expense, \$ per loan, **Simple Average**

**Note: Represents QUARTERLY Servicing Revenue and Expenses (no longer annualized, unless noted)**

<b>\$ PER LOAN:</b>	<b>Your Firm</b>	<b>Primarily In-House Servicing</b>	<b>Primarily Subserviced by Others</b>	<b>Total</b>
<b>DIRECT REVENUE</b>				
Servicing Fees	145	122	147	139
First Mortgages, Seconds, Other	145	101	146	132
Subservicing Fees Earned		20	1	7
Late Fees and Other Ancillary Income	4	7	5	6
<b>Total Direct Servicing Revenue</b>	<b>149</b>	<b>129</b>	<b>152</b>	<b>145</b>
<b>DIRECT EXPENSES</b>				
Personnel	8	34	13	20
Loan Administration Employees	5	29	13	18
Benefits	3	4	0	2
Other Personnel Expenses		1	0	0
Occupancy and Equipment	1	2	0	1
Other Direct Expenses	41	19	54	43
Subservicing Fees Paid	30	1	52	36
Other Miscellaneous Expenses	11	18	2	7
<b>Total Direct Expenses</b>	<b>50</b>	<b>55</b>	<b>67</b>	<b>64</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>99</b>	<b>74</b>	<b>84</b>	<b>81</b>
<b>INDIRECT EXPENSES</b>				
Unreimbursed FC/REO Svg Expenses		2	0	1
Corporate Allocation	3	6	12	11
<b>Total Indirect Expenses</b>	<b>3</b>	<b>8</b>	<b>12</b>	<b>11</b>
<b>Total Loan Servicing Expenses</b>	<b>53</b>	<b>63</b>	<b>80</b>	<b>75</b>
<b>NET INTEREST INCOME</b>				
Escrow Earnings	-	1	3	2
Corporate Interest Losses on MBS Pools		(18)	(1)	(6)
Other Interest Expense	(4)	(2)	(1)	(1)
<b>Net Interest Income</b>	<b>(4)</b>	<b>(19)</b>	<b>1</b>	<b>(5)</b>
<b>NET OPERATING INCOME</b>	<b>100</b>	<b>47</b>	<b>73</b>	<b>65</b>
<b>MSR FINANCIAL ITEMS</b>				
Amortized Cost of Servicing Rights / Loan Decay	(39)	(19)	(35)	(30)
Net Gain (Loss) on Bulk Sale of Servicing		1	(2)	(1)
Net Gain (Loss) from MSR Valuations & Hedging	(86)	60	147	121
<b>Total Financial Items</b>	<b>(125)</b>	<b>42</b>	<b>110</b>	<b>90</b>
<b>TOTAL NET FINANCIAL INCOME</b>	<b>225</b>	<b>88</b>	<b>183</b>	<b>154</b>
<b>Memorandum Items:</b>				
Average Servicing Portfolio (\$000)	8,890,900	37,172,633	8,698,781	17,319,305
Average Servicing Portfolio (#)	43,500	192,072	39,148	85,446
Average Loan Balance (\$)	240,345	193,113	253,993	235,561
# Servicing FTEs (excluding 0 reporters)	79	268	10	112
Average Loans Serviced per FTE (Simple)	1,320	782	1,848	1,429
Average Loans Serviced per FTE (Weighted)	880	717	1,422	757
Average Loans Serviced per FTE (Median)	1,020	718	1,695	1,076
Average Personnel Cost per FTE (Simple)	18,997	18,053	20,177	19,343
Average Personnel Cost per FTE (Weighted)	17,880	17,967	19,973	18,081
Average Personnel Cost per FTE (Median)	16,390	17,973	17,900	17,973
Subservicing for Others (% based on \$)	4.22	18.98	0.84	6.33
Subservicing for Others (% based on #)	4.08	18.72	0.88	6.28
Subservicing for Others - Avg Balance (\$)	160,800	181,252	200,868	184,349
Subservicing by Others (% based on \$)	65.09	0.36	98.17	68.55
Subservicing by Others (% based on #)	65.00	0.39	98.09	68.51
Subservicing by Others - Avg Balance (\$)	240,300	196,980	254,079	251,910
Number of Companies	1	66	152	218

**Quarterly Mortgage Bankers Performance Report**

**Residential Loan Servicing - In-House vs Subserviced by Others in Count**

P2 - Servicing Income and Expense, Basis Points, Simple Average

Note: Represents QUARTERLY Servicing Revenue and Expenses (no longer annualized, unless noted)

<b>BASIS POINTS:</b>	<b>Your Firm</b>	<b>Primarily In-House Servicing</b>	<b>Primarily Subserviced by Others</b>	<b>Total</b>
<b>DIRECT REVENUE</b>				
Servicing Fees	5.99	6.47	5.89	6.06
First Mortgages, Seconds, Other	5.99	5.33	5.82	5.67
Subservicing Fees Earned		1.14	0.06	0.39
Late Fees and Other Ancillary Income	0.10	0.51	0.18	0.28
<b>Total Direct Servicing Revenue</b>	<b>6.09</b>	<b>6.98</b>	<b>6.07</b>	<b>6.35</b>
<b>DIRECT EXPENSES</b>				
Personnel	0.40	1.87	0.54	0.94
Loan Administration Employees	0.70	1.60	0.52	0.84
Benefits	0.15	0.25	0.02	0.09
Other Personnel Expenses	0.02	0.03	0.00	0.01
Occupancy and Equipment	0.03	0.13	0.00	0.04
Other Direct Expenses	2.01	1.00	2.18	1.82
Subservicing Fees Paid	1.20	0.08	2.09	1.48
Other Miscellaneous Expenses	0.40	0.92	0.09	0.34
<b>Total Direct Expenses</b>	<b>2.44</b>	<b>2.99</b>	<b>2.72</b>	<b>2.80</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>3.65</b>	<b>3.99</b>	<b>3.35</b>	<b>3.54</b>
<b>INDIRECT EXPENSES</b>				
Unreimbursed FC/REO Svg Expenses		0.11	0.00	0.03
Corporate Allocation	0.12	0.52	0.47	0.49
<b>Total Indirect Expenses</b>	<b>0.12</b>	<b>0.63</b>	<b>0.47</b>	<b>0.52</b>
<b>Total Loan Servicing Expenses</b>	<b>2.56</b>	<b>3.62</b>	<b>3.20</b>	<b>3.32</b>
<b>NET INTEREST INCOME</b>				
Escrow Earnings	-	0.04	0.07	0.06
Corporate Interest Losses on MBS Pools		(1.17)	(0.04)	(0.38)
Other Interest Expense	(0.09)	(0.08)	(0.03)	(0.05)
<b>Net Interest Income</b>	<b>(0.09)</b>	<b>(1.22)</b>	<b>(0.01)</b>	<b>(0.37)</b>
<b>NET OPERATING INCOME</b>	<b>3.62</b>	<b>2.15</b>	<b>2.87</b>	<b>2.65</b>
<b>MSR FINANCIAL ITEMS</b>				
Amortized Cost of Servicing Rights / Loan Decay	(1.70)	(1.00)	(1.50)	(1.35)
Net Gain (Loss) on Bulk Sale of Servicing		0.03	(0.05)	(0.02)
Net Gain (Loss) from MSR Valuations & Hedging	(3.40)	2.91	5.71	4.86
<b>Total Financial Items</b>	<b>1.70</b>	<b>1.94</b>	<b>4.16</b>	<b>3.49</b>
<b>TOTAL NET FINANCIAL INCOME</b>	<b>5.32</b>	<b>4.09</b>	<b>7.03</b>	<b>6.14</b>
<b>Memorandum Items:</b>				
Average Servicing Portfolio (\$000)	8,890,900	37,172,633	8,698,781	17,319,305
Average Servicing Portfolio (#)	43,500	192,072	39,148	85,446
Average Loan Balance (\$)	240,345	193,113	253,993	235,561
# Servicing FTEs (excluding 0 reporters)	79	268	10	112
Average Loans Serviced per FTE	1,320	782	1,848	1,429
Average Loans Serviced per FTE (Weighted)	880	717	1,422	757
Average Loans Serviced per FTE (Median)	1,020	718	1,695	1,076
Average Personnel Cost per FTE	18,997	18,053	20,177	19,343
Average Personnel Cost per FTE (Weighted)	17,880	17,967	19,973	18,081
Average Personnel Cost per FTE (Median)	16,390	17,973	17,900	17,973
Subservicing for Others (% based on \$)	4.22	18.98	0.84	6.33
Subservicing for Others (% based on #)	4.08	18.72	0.88	6.28
Subservicing for Others - Avg Balance (\$)	160,800	181,252	200,868	184,349
Subservicing by Others (% based on \$)	65.09	0.36	98.17	68.55
Subservicing by Others (% based on #)	65.00	0.39	98.09	68.51
Subservicing by Others - Avg Balance (\$)	240,300	196,980	254,079	251,910
Number of Companies Reporting	1	66	152	218

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - In-House vs Subserviced by Others in Count**  
P3 - Servicing Mix (\$), Simple Average

<b>% BASED ON \$</b>	<b>Your Firm</b>	<b>Primarily In-House Servicing</b>	<b>Primarily Subserviced by Others</b>	<b>Total</b>
Average Owned Servicing Portfolio (\$000)	7,560,890	22,299,613	8,668,707	12,795,495
Average Owned Servicing Portfolio (#)	41,115	119,470	38,978	63,347
Average Loan Balance (\$)	255,600	187,962	254,045	234,038
<b>Servicing Mix</b>				
First Mortgages:	100.00	92.08	98.65	96.66
Government (FHA/VA/RHS)	6.50	22.69	15.90	17.95
Prime (Conforming and Jumbo) - Fixed	93.10	61.40	79.90	74.30
Prime (Conforming and Jumbo) - ARM	0.40	0.54	1.49	1.20
Other Fixed		6.01	1.14	2.61
Other ARM		1.43	0.23	0.59
Closed-End Second Mortgages		0.24	0.01	0.08
Funded HELOCs		1.52	0.00	0.46
Other		6.16	1.34	2.80
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	98.80	96.69	98.24	97.78
ARM	1.20	3.31	1.76	2.22
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only	-	3.34	1.99	2.39
Non-Interest Only	100.00	96.66	98.01	97.61
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	93.70	92.04	91.72	91.82
Non-Owner Occupied	6.30	7.96	8.28	8.18
Total	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>				
Serviced for Portfolio	-	1.17	0.88	0.96
Serviced for Others:	100.00	98.83	99.12	99.04
Fannie/Freddie/Ginnie	100.00	86.35	97.86	94.44
Serviced for Fannie Mae	56.20	50.24	62.06	58.54
Serviced for Freddie Mac	34.90	13.76	20.11	18.22
Serviced for Ginnie Mae	8.90	22.35	15.70	17.68
Other Investors	-	12.48	1.26	4.60
Total	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (% based on #)</b>	0.11	0.32	0.16	0.21
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.80	3.50	1.98	2.43
<b>Agency Servicing Seriously Delinquent Rate</b>	0.73	3.28	1.95	2.32
Number of Companies Reporting	1	66	152	218

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - In-House vs Subserviced by Others in Count**  
P4 - Servicing Mix (#), Simple Average

<b>% BASED ON #</b>	<b>Your Firm</b>	<b>Primarily In-House Servicing</b>	<b>Primarily Subserviced by Others</b>	<b>Total</b>
Average Owned Servicing Portfolio (\$000)	7,560,890	22,299,613	8,668,707	12,795,495
Average Owned Servicing Portfolio (#)	41,115	119,470	38,978	63,347
Average Loan Balance (\$)	255,600	187,962	254,045	234,038
<b>Servicing Mix</b>				
First Mortgages:	100.00	91.21	98.60	96.36
Government (FHA/VA/RHS)	7.60	23.35	16.39	18.50
Prime (Conforming and Jumbo) - Fixed	92.10	60.19	79.44	73.61
Prime (Conforming and Jumbo) - ARM	0.30	0.44	1.47	1.16
Other Fixed		5.92	1.12	2.57
Other ARM		1.30	0.18	0.52
Closed-End Second Mortgages		0.98	0.04	0.33
Funded HELOCs		1.56	0.01	0.48
Other		6.25	1.35	2.84
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	99.01	97.05	98.30	97.93
ARM	0.99	2.95	1.70	2.07
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only	-	3.25	1.99	2.37
Non-Interest Only	100.00	96.75	98.01	97.63
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	92.80	90.93	90.02	90.29
Non-Owner Occupied	7.20	9.07	9.98	9.71
Total	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>				
Serviced for Portfolio	-	1.06	0.81	0.89
Serviced for Others:	100.00	98.94	99.19	99.11
Fannie/Freddie/Ginnie	100.00	86.49	98.06	94.61
Serviced for Fannie Mae	56.00	50.24	62.45	58.81
Serviced for Freddie Mac	34.30	13.17	19.37	17.52
Serviced for Ginnie Mae	9.70	23.08	16.24	18.28
Other Investors	-	12.45	1.13	4.50
Total	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (%)</b>	0.10	0.32	0.16	0.21
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.70	3.27	2.04	2.40
<b>Agency Servicing Seriously Delinquent Rate</b>	0.63	3.05	2.02	2.31
Number of Companies Reporting	1	66	152	218

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - In-House vs Subserviced by Others in Count**  
P5 - Servicing Mix (Avg Loan Balances), Simple Average

	Your Firm	Primarily In-House Servicing	Primarily Subserviced by Others	Total
<b>LOAN BALANCES</b>				
Average Owned Servicing Portfolio (\$000)	7,560,890	22,299,613	8,668,707	12,795,495
Average Owned Servicing Portfolio (#)	41,115	119,470	38,978	63,347
Average Loan Balance (\$)	255,600	187,962	254,045	234,038
<b>Servicing Mix</b>				
First Mortgages:	255,600	194,069	254,631	236,718
Government (FHA/VA/RHS) - Fixed	230,980	186,053	232,368	219,898
Government (FHA/VA/RHS) - ARM		134,117	220,751	177,434
Prime (Conforming and Jumbo) - Fixed	258,450	201,970	258,237	242,515
Prime (Conforming and Jumbo) - ARM	270,400	213,393	286,047	263,297
Other Fixed		198,118	218,200	206,978
Other ARM		226,823	236,812	230,152
Closed-End Second Mortgages		36,305	33,164	34,311
Funded HELOCs		26,876	127,918	94,237
Other		169,405	148,010	159,599
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	258,450	193,086	254,218	236,051
ARM	270,400	188,449	286,942	251,885
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only		363,271	380,519	372,240
Non-Interest Only	255,600	197,272	255,032	237,898
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	260,500	196,851	259,689	241,103
Non-Owner Occupied	208,500	163,047	211,959	198,386
<b>Servicing by Investor Type</b>				
Serviced for Portfolio		197,534	252,509	236,618
Serviced for Others:	255,009	193,538	253,984	235,991
Fannie/Freddie/Ginnie	255,009	191,757	253,461	235,500
Serviced for Fannie Mae	255,000	186,464	252,680	233,807
Serviced for Freddie Mac	258,580	217,760	258,386	247,708
Serviced for Ginnie Mae	210,240	186,653	246,092	228,260
Other Investors		212,219	283,522	242,300
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>				
	240,390	178,752	243,544	224,526
<b>Agency Servicing Seriously Delinquent</b>				
	240,108	179,359	242,813	224,873
Number of Companies Reporting	1	66	152	218

**Quarterly Mortgage Bankers Performance Report**

**Residential Loan Servicing - By Govt. Servicing Percent in Count**

Q1 - Servicing Income and Expense, \$ per loan, Simple Average

Note: Represents QUARTERLY Servicing Revenue and Expenses (no longer annualized, unless noted)

\$ PER LOAN:	Your Firm	<50% Govt #	>= 50% Govt #	Total
<b>DIRECT REVENUE</b>				
Servicing Fees	145	139	146	139
First Mortgages, Seconds, Other	145	132	140	132
Subservicing Fees Earned		7	5	7
Late Fees and Other Ancillary Income	4	6	6	6
<b>Total Direct Servicing Revenue</b>	<b>149</b>	<b>144</b>	<b>151</b>	<b>145</b>
<b>DIRECT EXPENSES</b>				
Personnel	8	18	34	20
Loan Administration Employees	5	17	29	18
Benefits	3	1	4	2
Other Personnel Expenses		0	0	0
Occupancy and Equipment	1	1	2	1
Other Direct Expenses	41	43	46	43
Subservicing Fees Paid	30	37	31	36
Other Miscellaneous Expenses	11	6	14	7
<b>Total Direct Expenses</b>	<b>50</b>	<b>62</b>	<b>82</b>	<b>64</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>99</b>	<b>82</b>	<b>70</b>	<b>81</b>
<b>INDIRECT EXPENSES</b>				
Unreimbursed FC/REO Svg Expenses		0	3	1
Corporate Allocation	3	10	15	11
<b>Total Indirect Expenses</b>	<b>3</b>	<b>10</b>	<b>18</b>	<b>11</b>
<b>Total Loan Servicing Expenses</b>	<b>53</b>	<b>72</b>	<b>100</b>	<b>75</b>
<b>NET INTEREST INCOME</b>				
Escrow Earnings	-	2	0	2
Corporate Interest Losses on MBS Pools		(6)	(6)	(6)
Other Interest Expense	(4)	(1)	(1)	(1)
<b>Net Interest Income</b>	<b>(4)</b>	<b>(5)</b>	<b>(6)</b>	<b>(5)</b>
<b>NET OPERATING INCOME</b>	<b>100</b>	<b>67</b>	<b>45</b>	<b>65</b>
<b>MSR FINANCIAL ITEMS</b>				
Amortized Cost of Servicing Rights / Loan Decay	(39)	(31)	(16)	(30)
Net Gain (Loss) on Bulk Sale of Servicing		(1)	-	(1)
Net Gain (Loss) from MSR Valuations & Hedging	(86)	127	58	121
<b>Total Financial Items</b>	<b>(125)</b>	<b>95</b>	<b>42</b>	<b>90</b>
<b>TOTAL NET FINANCIAL INCOME</b>	<b>225</b>	<b>162</b>	<b>87</b>	<b>154</b>
<b>Memorandum Items:</b>				
Average Servicing Portfolio (\$000)	8,890,900	14,064,661	47,850,958	17,319,305
Average Servicing Portfolio (#)	43,500	70,453	226,102	85,446
Average Loan Balance (\$)	240,345	239,300	200,489	235,561
# Servicing FTEs (excluding 0 reporters)	79	88	321	112
Average Loans Serviced per FTE (Simple)	1,320	1,480	979	1,429
Average Loans Serviced per FTE (Weighted)	880	721	843	757
Average Loans Serviced per FTE (Median)	1,020	1,205	657	1,076
Average Personnel Cost per FTE (Simple)	18,997	19,336	19,400	19,343
Average Personnel Cost per FTE (Weighted)	17,880	17,352	19,855	18,081
Average Personnel Cost per FTE (Median)	16,390	17,800	18,841	17,973
Subservicing for Others (% based on \$)	4.22	6.03	9.17	6.33
Subservicing for Others (% based on #)	4.08	6.04	8.56	6.28
Subservicing for Others - Avg Balance (\$)	160,800	183,743	187,037	184,349
Subservicing by Others (% based on \$)	65.09	71.62	39.84	68.55
Subservicing by Others (% based on #)	65.00	71.56	39.94	68.51
Subservicing by Others - Avg Balance (\$)	240,300	252,962	236,349	251,910
Number of Companies	1	197	21	218

(1) Other - Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs

**Quarterly Mortgage Bankers Performance Report**

**Residential Loan Servicing - By Govt. Servicing Percent in Count**

Q2 - Servicing Income and Expense, Basis Points, Simple Average

Note: Represents QUARTERLY Servicing Revenue and Expenses (no longer annualized, unless noted)

<b>BASIS POINTS:</b>	<b>Your Firm</b>	<b>&lt;50% Govt #</b>	<b>&gt;= 50% Govt #</b>	<b>Total</b>
<b>DIRECT REVENUE</b>				
Servicing Fees	5.99	5.90	7.56	6.06
First Mortgages, Seconds, Other	5.99	5.50	7.29	5.67
Subservicing Fees Earned		0.40	0.27	0.39
Late Fees and Other Ancillary Income	0.10	0.27	0.41	0.28
<b>Total Direct Servicing Revenue</b>	<b>6.09</b>	<b>6.17</b>	<b>7.96</b>	<b>6.35</b>
<b>DIRECT EXPENSES</b>				
Personnel	0.40	0.84	1.90	0.94
Loan Administration Employees	0.70	0.76	1.63	0.84
Benefits	0.15	0.07	0.26	0.09
Other Personnel Expenses	0.02	0.01	0.01	0.01
Occupancy and Equipment	0.03	0.03	0.17	0.04
Other Direct Expenses	2.01	1.78	2.23	1.82
Subservicing Fees Paid	1.20	1.49	1.44	1.48
Other Miscellaneous Expenses	0.40	0.29	0.79	0.34
<b>Total Direct Expenses</b>	<b>2.44</b>	<b>2.64</b>	<b>4.30</b>	<b>2.80</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>3.65</b>	<b>3.53</b>	<b>3.66</b>	<b>3.54</b>
<b>INDIRECT EXPENSES</b>				
Unreimbursed FC/REO Svg Expenses		0.01	0.25	0.03
Corporate Allocation	0.12	0.47	0.67	0.49
<b>Total Indirect Expenses</b>	<b>0.12</b>	<b>0.48</b>	<b>0.92</b>	<b>0.52</b>
<b>Total Loan Servicing Expenses</b>	<b>2.56</b>	<b>3.12</b>	<b>5.22</b>	<b>3.32</b>
<b>NET INTEREST INCOME</b>				
Escrow Earnings	-	0.06	0.02	0.06
Corporate Interest Losses on MBS Pools		(0.40)	(0.26)	(0.38)
Other Interest Expense	(0.09)	(0.05)	(0.05)	(0.05)
<b>Net Interest Income</b>	<b>(0.09)</b>	<b>(0.38)</b>	<b>(0.29)</b>	<b>(0.37)</b>
<b>NET OPERATING INCOME</b>	<b>3.62</b>	<b>2.67</b>	<b>2.44</b>	<b>2.65</b>
<b>MSR FINANCIAL ITEMS</b>				
Amortized Cost of Servicing Rights / Loan Decay	(1.70)	(1.38)	(1.04)	(1.35)
Net Gain (Loss) on Bulk Sale of Servicing		(0.03)	-	(0.02)
Net Gain (Loss) from MSR Valuations & Hedging	(3.40)	5.14	2.28	4.86
<b>Total Financial Items</b>	<b>1.70</b>	<b>3.73</b>	<b>1.24</b>	<b>3.49</b>
<b>TOTAL NET FINANCIAL INCOME</b>	<b>5.32</b>	<b>6.40</b>	<b>3.69</b>	<b>6.14</b>
<b>Memorandum Items:</b>				
Average Servicing Portfolio (\$000)	8,890,900	14,064,661	47,850,958	17,319,305
Average Servicing Portfolio (#)	43,500	70,453	226,102	85,446
Average Loan Balance (\$)	240,345	239,300	200,489	235,561
# Servicing FTEs (excluding 0 reporters)	79	88	321	112
Average Loans Serviced per FTE	1,320	1,480	979	1,429
Average Loans Serviced per FTE (Weighted)	880	721	843	757
Average Loans Serviced per FTE (Median)	1,020	1,205	657	1,076
Average Personnel Cost per FTE	18,997	19,336	19,400	19,343
Average Personnel Cost per FTE (Weighted)	17,880	17,352	19,855	18,081
Average Personnel Cost per FTE (Median)	16,390	17,800	18,841	17,973
Subservicing for Others (% based on \$)	4.22	6.03	9.17	6.33
Subservicing for Others (% based on #)	4.08	6.04	8.56	6.28
Subservicing for Others - Avg Balance (\$)	160,800	183,743	187,037	184,349
Subservicing by Others (% based on \$)	65.09	71.62	39.84	68.55
Subservicing by Others (% based on #)	65.00	71.56	39.94	68.51
Subservicing by Others - Avg Balance (\$)	240,300	252,962	236,349	251,910
Number of Companies Reporting	1	197	21	218

(1) Other - Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs



**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - By Govt. Servicing Percent in Count**  
 Q3 - Servicing Mix (\$), Simple Average

% BASED ON \$	Your Firm	< 50%	>= 50%	Total
		Govt #	Govt #	
Average Owned Servicing Portfolio (\$000)	7,560,890	10,420,783	35,072,563	12,795,495
Average Owned Servicing Portfolio (#)	41,115	51,213	177,175	63,347
Average Loan Balance (\$)	255,600	238,379	193,317	234,038
<b>Servicing Mix</b>				
First Mortgages:	100.00	96.34	99.72	96.66
Government (FHA/VA/RHS)	6.50	11.62	77.38	17.95
Prime (Conforming and Jumbo) - Fixed	93.10	79.94	21.35	74.30
Prime (Conforming and Jumbo) - ARM	0.40	1.33	0.06	1.20
Other Fixed		2.80	0.87	2.61
Other ARM		0.65	0.06	0.59
Closed-End Second Mortgages		0.09	0.00	0.08
Funded HELOCs		0.51	0.00	0.46
Other		3.06	0.28	2.80
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	98.80	97.70	98.49	97.78
ARM	1.20	2.30	1.51	2.22
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only	-	2.65	0.00	2.39
Non-Interest Only	100.00	97.35	100.00	97.61
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	93.70	91.29	96.62	91.82
Non-Owner Occupied	6.30	8.71	3.38	8.18
Total	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>				
Serviced for Portfolio	-	0.90	1.56	0.96
Serviced for Others:	100.00	99.10	98.44	99.04
Fannie/Freddie/Ginnie	100.00	94.74	91.62	94.44
Serviced for Fannie Mae	56.20	63.38	13.78	58.54
Serviced for Freddie Mac	34.90	19.22	8.98	18.22
Serviced for Ginnie Mae	8.90	12.14	68.86	17.68
Other Investors	-	4.36	6.81	4.60
Total	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (% based on #)</b>	0.11	0.16	0.60	0.21
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.80	2.10	5.27	2.43
<b>Agency Servicing Seriously Delinquent Rate</b>	0.73	1.99	5.10	2.32
Number of Companies Reporting	1	197	21	218

(1) Other - Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - By Govt. Servicing Percent in Count**  
 Q4 - Servicing Mix (#), Simple Average

% BASED ON #	Your Firm	<50%	>= 50%	Total
		Govt #	Govt #	
Average Owned Servicing Portfolio (\$000)	7,560,890	10,420,783	35,072,563	12,795,495
Average Owned Servicing Portfolio (#)	41,115	51,213	177,175	63,347
Average Loan Balance (\$)	255,600	238,379	193,317	234,038
<b>Servicing Mix</b>				
First Mortgages:	100.00	96.02	99.57	96.36
Government (FHA/VA/RHS)	7.60	12.21	77.41	18.50
Prime (Conforming and Jumbo) - Fixed	92.10	79.19	21.27	73.61
Prime (Conforming and Jumbo) - ARM	0.30	1.27	0.06	1.16
Other Fixed		2.76	0.78	2.57
Other ARM		0.57	0.05	0.52
Closed-End Second Mortgages		0.35	0.07	0.33
Funded HELOCs		0.52	0.02	0.48
Other		3.10	0.34	2.84
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	99.01	97.89	98.31	97.93
ARM	0.99	2.11	1.69	2.07
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only	-	2.63	0.00	2.37
Non-Interest Only	100.00	97.37	100.00	97.63
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	92.80	89.67	95.94	90.29
Non-Owner Occupied	7.20	10.33	4.06	9.71
Total	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>				
Serviced for Portfolio	-	0.84	1.34	0.89
Serviced for Others:	100.00	99.16	98.66	99.11
Fannie/Freddie/Ginnie	100.00	94.93	91.71	94.61
Serviced for Fannie Mae	56.00	63.58	14.78	58.81
Serviced for Freddie Mac	34.30	18.61	7.48	17.52
Serviced for Ginnie Mae	9.70	12.74	69.45	18.28
Other Investors	-	4.24	6.95	4.50
Total	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (%)</b>	0.10	0.16	0.60	0.21
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.70	2.06	5.33	2.40
<b>Agency Servicing Seriously Delinquent Rate</b>	0.63	2.00	4.92	2.31
Number of Companies Reporting	1	197	21	218

(1) Other - Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - By Govt. Servicing Percent in Count**  
 Q5 - Servicing Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>&lt;50% Govt #</b>	<b>&gt;= 50% Govt #</b>	<b>Total</b>
Average Owned Servicing Portfolio (\$000)	7,560,890	10,420,783	35,072,563	12,795,495
Average Owned Servicing Portfolio (#)	41,115	51,213	177,175	63,347
Average Loan Balance (\$)	255,600	238,379	193,317	234,038
<b>Servicing Mix</b>				
First Mortgages:	255,600	241,422	193,709	236,718
Government (FHA/VA/RHS) - Fixed	230,980	223,748	195,149	219,898
Government (FHA/VA/RHS) - ARM		192,654	150,037	177,434
Prime (Conforming and Jumbo) - Fixed	258,450	247,616	189,811	242,515
Prime (Conforming and Jumbo) - ARM	270,400	273,490	181,750	263,297
Other Fixed		210,633	179,565	206,978
Other ARM		210,425	313,993	230,152
Closed-End Second Mortgages		35,433	21,292	34,311
Funded HELOCs		102,143	7,271	94,237
Other		153,401	202,982	159,599
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	258,450	240,672	194,025	236,051
ARM	270,400	268,116	155,454	251,885
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only		380,572	311,139	372,240
Non-Interest Only	255,600	242,834	193,706	237,898
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	260,500	246,127	195,173	241,103
Non-Owner Occupied	208,500	201,825	165,332	198,386
<b>Servicing by Investor Type</b>				
Serviced for Portfolio		236,339	239,582	236,618
Serviced for Others:	255,009	240,609	193,332	235,991
Fannie/Freddie/Ginnie	255,009	240,218	192,364	235,500
Serviced for Fannie Mae	255,000	238,342	188,935	233,807
Serviced for Freddie Mac	258,580	250,374	220,673	247,708
Serviced for Ginnie Mae	210,240	236,120	187,466	228,260
Other Investors		265,540	151,130	242,300
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>				
	240,390	229,499	181,897	224,526
<b>Agency Servicing Seriously Delinquent</b>				
	240, 108	229,208	187,808	224,873
Number of Companies Reporting	1	197	21	218

**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - Historical**  
R1 - Balance Sheet, Simple Averages

IN THOUSANDS (\$000s)	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
<b>TOTAL ASSETS</b>							
<b>Current Assets</b>							
Cash and Cash Equivalents, Unrestricted	23,110	21,329	20,490	11,227	22,082	20,687	21,329
Cash and Cash Equivalents, Restricted	90	2,487	2,772	4,899	2,604	2,593	2,487
Marketable Securities, Held to Maturity	-	3	2	31	3	2	3
Marketable Securities, Avail. for Sale	-	134	289	186	143	302	134
Trading Account Securities	-	551	242	48	580	264	551
Reverse Repurchase Agreements		6	-	5	6	-	6
Receivables - Unrelated Parties	2,800	3,553	2,980	4,882	3,657	2,883	3,553
Mortgage Loans HFS	150,200	161,834	187,466	198,384	167,582	182,262	161,834
<b>Total Current Assets</b>	<b>176,200</b>	<b>189,897</b>	<b>214,242</b>	<b>219,661</b>	<b>196,659</b>	<b>208,993</b>	<b>189,897</b>
<b>Noncurrent Assets</b>							
Mortgage Loans HFI	-	2,358	2,114	2,120	2,516	1,832	2,358
Receivables - Related Parties		812	685	1,177	808	735	812
Net Mortgage Servicing Rights	14,350	14,912	12,141	19,529	15,691	12,297	14,912
Real Estate Owned	-	93	99	161	95	82	93
Reserve for Other Losses (Contra)		(268)	(227)	(251)	(246)	(246)	(268)
Goodwill and Other Intangible Assets		795	861	1,399	808	842	795
Investments in Joint Ventures, Partnerships, Non Mtg, Other		670	1,353	1,303	713	633	670
Deferred Tax Assets		116	22	219	124	25	116
P&I, T&I, FC and Other Advances		1,068	1,157	2,015	1,144	1,247	1,068
Foreclosure Claims Receivable		139	156	342	150	169	139
Property, Equipment, Leasehold	790	1,446	1,540	2,483	1,476	1,458	1,446
Other Assets	4,500	14,522	13,968	21,741	15,323	13,713	14,522
<b>Total Noncurrent Assets</b>	<b>19,640</b>	<b>36,662</b>	<b>33,867</b>	<b>52,236</b>	<b>38,599</b>	<b>32,787</b>	<b>36,662</b>
<b>TOTAL ASSETS</b>	<b>195,840</b>	<b>226,560</b>	<b>248,109</b>	<b>271,898</b>	<b>235,257</b>	<b>241,780</b>	<b>226,560</b>
<b>LIABILITIES</b>							
Lines of Credit	125,300	150,054	172,686	195,892	155,232	167,265	150,054
Repurchase Reserves	1,200	1,430	1,470	1,233	1,491	1,448	1,430
Accrued Expenses	8,320	8,429	9,575	9,728	8,823	9,816	8,429
Other Short-Term Debt	10,200	12,387	10,583	12,379	13,151	10,165	12,387
Long-Term Debt	1,550	3,373	3,811	4,411	3,465	3,650	3,373
Other Liabilities	-	1,428	3,115	7,501	1,521	2,991	1,428
<b>TOTAL LIABILITIES</b>	<b>146,570</b>	<b>179,137</b>	<b>202,312</b>	<b>231,144</b>	<b>185,853</b>	<b>196,483</b>	<b>179,137</b>
<b>EQUITY</b>							
Common & Preferred Stock	240	428	315	531	457	330	428
Paid-In Capital		4,942	4,321	9,331	5,103	3,850	4,942
Retained Earnings	24,600	30,311	30,336	19,062	31,891	30,031	30,311
Treasury Stock		(189)	(198)	(156)	(202)	(194)	(189)
Gnrl, Ltd Partners', & Members' Capital		11,930	11,024	11,984	12,156	11,280	11,930
<b>TOTAL EQUITY (GAAP Net Worth)</b>	<b>24,840</b>	<b>47,422</b>	<b>45,797</b>	<b>40,754</b>	<b>49,405</b>	<b>45,297</b>	<b>47,422</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>171,410</b>	<b>226,560</b>	<b>248,109</b>	<b>271,898</b>	<b>235,257</b>	<b>241,780</b>	<b>226,560</b>
<b>MEMORANDUM ITEMS</b>							
Adjusted Tangible Net Worth (Equity less goodwill and other intangibles, less affiliated receivables, less total restricted retained earnings, less pledged assets net of associated liabilities)	23,450	45,618	44,159	38,087	47,577	43,619	45,618
Number of Companies Reporting	1	343	348	346	320	320	343

**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - Historical**  
R2 - Performance Ratios, Simple Average

PERCENTAGES (%)	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
<b>PROFITABILITY(annualized where appropriate) (1)</b>							
Pre-Tax Net Income/Equity (%)	85.67	73.12	89.88	21.88	74.63	89.29	73.12
Pre-Tax Net Income/Assets (%)	10.87	17.77	17.90	3.95	17.88	17.80	17.77
Pre-Tax Net Income/Tangible Net Worth	0.23	0.19	0.23	0.06	0.19	0.23	0.19
Net Interest Margin (Net interest Income/Assets) (%)	0.17	(0.05)	(0.05)	0.24	(0.06)	(0.10)	(0.05)
Noninterest Income/Assets (%)	12.40	58.59	59.98	38.71	58.61	60.59	58.59
Noninterest Expense/Assets (%)	38.91	40.78	42.02	35.00	40.67	42.69	40.78
% Institutions with Pre-tax Net Income>0	100.00	97.35	95.35	77.68	97.48	95.25	97.35
<b>LEVERAGE/LIQUIDITY</b>							
Total Liabilities/Equity	5.90	3.89	4.57	6.19	3.87	4.57	3.89
Total Liabilities/Equity (Weighted)	5.90	3.78	4.42	5.67	3.76	4.34	3.78
Current Assets/Current Liabilities	1.20	1.43	1.33	1.41	1.39	1.32	1.43
Current Assets/Current Liabilities (Weighted)	1.20	1.10	1.10	1.00	1.10	1.11	1.10
Total Equity/Total Asset	0.13	0.28	0.24	0.22	0.27	0.24	0.28
Total Equity/Total Asset (Weighted)	0.13	0.21	0.18	0.15	0.21	0.19	0.21
Tangible Net Worth/Total Assets (%)	11.97	26.92	23.83	21.01	26.65	23.48	26.92
Liquidity/Tangible Net Worth (%)	93.04	59.13	60.86	46.58	58.27	61.41	59.13
Cash and Equivalents/Current Assets							
Unrestricted Cash and Equivalents/Current Asset	0.13	0.18	0.16	0.12	0.18	0.15	0.18
Restricted Cash and Equivalents/Current Assets	0.00	0.02	0.02	0.02	0.02	0.02	0.02
Total Cash and Equivalents/Current Assets	0.13	0.20	0.17	0.15	0.20	0.17	0.20
Marketable Securities/Current Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Receivables/Current Assets	0.02	0.02	0.02	0.03	0.02	0.02	0.02
LHFS/Current Assets	0.85	0.77	0.80	0.82	0.77	0.80	0.77
Current Assets/Assets	0.90	0.84	0.85	0.82	0.84	0.85	0.84
Noncurrent Assets/Assets	0.10	0.16	0.15	0.18	0.16	0.15	0.16
Net Working Capital/Assets	0.15	0.15	0.13	0.09	0.14	0.13	0.15
<b>OTHER</b>							
# Company Employees	290	337	335	416	347	328	337
Number of Companies Reporting	1	343	348	346	320	320	343

(1) Includes all business channels: 1-4 unit residential originations and servicing, portfolio management, and any commercial/construction lending if applicable

**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - Historical (1)**  
R3 - Net Income Summary, Simple Averages

IN THOUSANDS (\$000s)	Your Firm Q1 2021	All Firms Q1 2021	Previous Qtr. Q4 2020	Previous Yr. Q1 2020	Repeater Q1 2021	Repeater Q4 2020	YTD 2021
<b>NET INTEREST INCOME</b>							
Interest Income							
Warehousing Interest Income	1,120	1,010	1,229	1,301	1,057	1,211	1,010
Servicing-Related/Escrow Earnings	-	9	9	39	7	10	9
Interest Income - Loans Held for Investment and Securities	-	14	36	36	15	14	14
Other Interest Income and Adjustments	-	28	34	144	29	32	28
<b>Total Interest Income</b>	<b>1,120</b>	<b>1,061</b>	<b>1,307</b>	<b>1,520</b>	<b>1,109</b>	<b>1,268</b>	<b>1,061</b>
Interest Expense							
Warehousing Interest Expense	910	1,025	1,207	1,162	1,065	1,180	1,025
Servicing-Related Interest Expense	-	25	34	93	26	37	25
Other Interest Expense and Adjustments	128	32	30	181	31	23	32
<b>Total Interest Expense</b>	<b>1,038</b>	<b>1,082</b>	<b>1,271</b>	<b>1,437</b>	<b>1,123</b>	<b>1,240</b>	<b>1,082</b>
<b>Net Interest Income</b>	<b>82</b>	<b>(21)</b>	<b>36</b>	<b>82</b>	<b>(14)</b>	<b>28</b>	<b>(21)</b>
<b>NON-INTEREST INCOME</b>							
Origination Fees and Ancillary Revenue	5,330	5,905	7,480	4,404	6,074	7,346	5,905
Net Secondary Marketing Gain on Sale	18,971	20,763	25,653	18,260	21,625	25,134	20,763
Direct Servicing Revenue	1,220	1,490	1,144	2,191	1,522	1,160	1,490
MSR Amortization, Valuation Changes net of Hedging +/-	(1,320)	724	(375)	(3,473)	767	(384)	724
Other Non-Interest Income	85	342	375	346	363	380	342
<b>Non-Interest Income</b>	<b>24,286</b>	<b>29,224</b>	<b>34,277</b>	<b>21,728</b>	<b>30,351</b>	<b>33,637</b>	<b>29,224</b>
<b>Total Gross Income</b>	<b>24,368</b>	<b>29,203</b>	<b>34,313</b>	<b>21,810</b>	<b>30,337</b>	<b>33,665</b>	<b>29,203</b>
<b>NON-CORPORATE PERSONNEL EXPENSE</b>							
Originations Employees	11,190	12,134	14,631	10,829	12,631	14,463	12,134
Servicing Employees	78	187	162	296	159	163	187
Other Non-Corporate Personnel	-	144	195	271	152	176	144
Benefits and Other Personnel Expense	1,580	1,624	1,407	1,641	1,651	1,428	1,624
<b>Non-Corporate Personnel Expense</b>	<b>12,848</b>	<b>14,090</b>	<b>16,395</b>	<b>13,036</b>	<b>14,593</b>	<b>16,230</b>	<b>14,090</b>
<b>OTHER EXPENSE</b>							
Occupancy, Equipment, Technology	940	1,056	1,213	1,402	1,083	1,203	1,056
Unallocated Corporate/Overhead Expense	660	1,293	1,506	1,244	1,347	1,573	1,293
Other Non-Interest Expense	4,600	4,114	4,782	3,869	4,233	4,629	4,114
<b>Total Other Expense</b>	<b>6,200</b>	<b>6,462</b>	<b>7,501</b>	<b>6,515</b>	<b>6,664</b>	<b>7,405</b>	<b>6,462</b>
<b>Total Gross Non-Interest Expenses</b>	<b>19,048</b>	<b>20,551</b>	<b>23,896</b>	<b>19,551</b>	<b>21,257</b>	<b>23,636</b>	<b>20,551</b>
<b>PRE-TAX NET INCOME (Before Adjustments)</b>	<b>5,320</b>	<b>8,652</b>	<b>10,417</b>	<b>2,259</b>	<b>9,079</b>	<b>10,029</b>	<b>8,652</b>
<b>ADJUSTMENTS</b>							
Income Tax Benefit (Cost)	(568)	(522)	(684)	(258)	(551)	(584)	(522)
Non-Recurring Items Gain (Loss)		(13)	15	0	(8)	16	(13)
Minority Interest Income (Loss)		(113)	(33)	(32)	(122)	(23)	(113)
<b>Total Adjustments</b>	<b>(568)</b>	<b>(649)</b>	<b>(701)</b>	<b>(290)</b>	<b>(681)</b>	<b>(591)</b>	<b>(649)</b>
<b>Net Income After Adjustments</b>	<b>5,888</b>	<b>8,003</b>	<b>9,716</b>	<b>1,969</b>	<b>8,398</b>	<b>9,438</b>	<b>8,003</b>
Number of Companies Reporting	1	343	348	346	320	320	343

(1) Includes all business channels: 1-4 unit residential originations and servicing, portfolio management, and any commercial/construction lending if applicable

**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - by Asset Size**  
 S1 - Balance Sheet, Simple Averages

IN THOUSANDS (\$000s)	Your Firm	<50M	50-100	100-200	>200	Total
<b>TOTAL ASSETS</b>						
<b>Current Assets</b>						
Cash and Cash Equivalents, Unrestricted	23,110	6,268	11,736	16,519	39,283	21,329
Cash and Cash Equivalents, Restricted	90	901	477	1,248	5,363	2,487
Marketable Securities, Held to Maturity	-	3	1	-	7	3
Marketable Securities, Avail. for Sale	-	5	259	252	79	134
Trading Account Securities	-	156	171	347	1,139	551
Reverse Repurchase Agreements	-	25	-	-	-	6
Receivables - Unrelated Parties	2,800	779	972	2,276	7,542	3,553
Mortgage Loans HFS	150,200	16,464	49,010	102,547	353,897	161,834
<b>Total Current Assets</b>	<b>176,200</b>	<b>24,601</b>	<b>62,626</b>	<b>123,189</b>	<b>407,310</b>	<b>189,897</b>
<b>Noncurrent Assets</b>						
Mortgage Loans HFI	-	202	643	1,136	5,429	2,358
Receivables - Related Parties	-	187	246	801	1,541	812
Net Mortgage Servicing Rights	14,350	1,435	3,172	9,675	33,287	14,912
Real Estate Owned	-	53	73	169	88	93
Reserve for Other Losses (Contra)	-	(47)	(153)	(102)	(571)	(268)
Goodwill and Other Intangible Assets	-	41	281	58	1,998	795
Investments in Joint Ventures, Partnerships, Non Mtg, Other	-	739	783	346	748	670
Deferred Tax Assets	-	54	36	73	226	116
P&I, T&I, FC and Other Advances	-	97	189	509	2,514	1,068
Foreclosure Claims Receivable	-	19	25	196	250	139
Property, Equipment, Leasehold	790	361	1,099	1,222	2,476	1,446
Other Assets	4,500	1,008	2,715	8,477	33,425	14,522
<b>Total Noncurrent Assets</b>	<b>19,640</b>	<b>4,148</b>	<b>9,109</b>	<b>22,558</b>	<b>81,408</b>	<b>36,662</b>
<b>TOTAL ASSETS</b>	<b>195,840</b>	<b>28,749</b>	<b>71,735</b>	<b>145,747</b>	<b>488,718</b>	<b>226,560</b>
<b>LIABILITIES</b>						
Lines of Credit	125,300	14,852	43,707	93,828	330,104	150,054
Repurchase Reserves	1,200	181	433	1,017	3,040	1,430
Accrued Expenses	8,320	776	2,110	5,007	18,927	8,429
Other Short-Term Debt	10,200	2,316	3,370	5,479	27,982	12,387
Long-Term Debt	1,550	507	1,387	2,335	6,952	3,373
Other Liabilities	-	480	111	1,646	2,657	1,428
<b>TOTAL LIABILITIES</b>	<b>146,570</b>	<b>19,279</b>	<b>51,599</b>	<b>109,534</b>	<b>394,833</b>	<b>179,137</b>
<b>EQUITY</b>						
Common & Preferred Stock	240	389	270	460	524	428
Paid-In Capital	-	2,124	1,710	3,837	9,226	4,942
Retained Earnings	24,600	5,063	13,298	21,807	61,186	30,311
Treasury Stock	-	(32)	(132)	(294)	(262)	(189)
Gnrl, Ltd Partners', & Members' Capital	-	1,926	4,990	10,403	23,211	11,930
<b>TOTAL EQUITY (GAAP Net Worth)</b>	<b>24,840</b>	<b>9,470</b>	<b>20,135</b>	<b>36,213</b>	<b>93,885</b>	<b>47,422</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>171,410</b>	<b>28,749</b>	<b>71,735</b>	<b>145,747</b>	<b>488,718</b>	<b>226,560</b>
<b>MEMORANDUM ITEMS</b>						
Adjusted Tangible Net Worth (Equity less goodwill and other intangibles, less affiliated receivables, less total restricted retained earnings, less pledged assets net of associated liabilities)	23,450	9,240	19,573	35,225	89,889	45,618
Number of Companies Reporting	1	80	69	71	123	343

**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - by Asset Size**  
 S2 - Performance Ratios, Simple Average

PERCENTAGES (%)	Your Firm	<50M	50-100	100-200	>200	Total
<b>PROFITABILITY(annualized where appropriate) (1)</b>						
Pre-Tax Net Income/Equity (%)	85.67	60.27	76.33	62.73	85.67	73.12
Pre-Tax Net Income/Assets (%)	10.87	20.02	20.52	15.27	16.20	17.77
Pre-Tax Net Income/Tangible Net Worth	0.23	0.15	0.20	0.16	0.23	0.19
Net Interest Margin (Net interest Income/Assets) (%)	0.17	(0.00)	0.08	(0.19)	(0.06)	(0.05)
Noninterest Income/Assets (%)	12.40	65.73	65.19	56.09	51.70	58.59
Noninterest Expense/Assets (%)	38.91	45.70	44.74	40.63	35.44	40.78
% Institutions with Pre-tax Net Income>0	100.00	96.15	100.00	92.86	99.19	97.35
<b>LEVERAGE/LIQUIDITY</b>						
Total Liabilities/Equity	5.90	2.49	3.29	4.24	4.93	3.89
Total Liabilities/Equity (Weighted)	5.90	2.04	2.56	3.02	4.21	3.78
Current Assets/Current Liabilities	1.20	2.11	1.39	1.27	1.10	1.43
Current Assets/Current Liabilities (Weighted)	1.20	1.36	1.26	1.17	1.07	1.10
Total Equity/Total Asset	0.13	0.40	0.29	0.26	0.21	0.28
Total Equity/Total Asset (Weighted)	0.13	0.33	0.28	0.25	0.19	0.21
Tangible Net Worth/Total Assets (%)	11.97	38.70	28.08	24.86	19.79	26.92
Liquidity/Tangible Net Worth (%)	93.04	77.43	64.90	52.90	47.60	59.13
Cash and Equivalents/Current Assets						
Unrestricted Cash and Equivalents/Current Assets	0.13	0.32	0.20	0.14	0.10	0.18
Restricted Cash and Equivalents/Current Assets	0.00	0.04	0.01	0.01	0.02	0.02
Total Cash and Equivalents/Current Assets	0.13	0.36	0.20	0.15	0.12	0.20
Marketable Securities/Current Assets	0.00	0.00	0.00	0.00	0.00	0.00
Receivables/Current Assets	0.02	0.03	0.02	0.03	0.02	0.02
LHFS/Current Assets	0.85	0.60	0.77	0.82	0.85	0.77
Current Assets/Assets	0.90	0.83	0.87	0.84	0.83	0.84
Noncurrent Assets/Assets	0.10	0.17	0.13	0.16	0.17	0.16
Net Working Capital/Assets	0.15	0.27	0.19	0.12	0.07	0.15
<b>OTHER</b>						
# Company Employees	290	62	149	245	674	337
Number of Companies Reporting	1	80	69	71	123	343

(1) Includes all business channels: 1-4 unit residential originations and servicing, portfolio management, and any commercial/construction lending if applicable



**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - by Asset Size (1)**  
 S3 - Net Income Summary, Simple Averages

IN THOUSANDS (\$000s)	Your Firm	<50M	50-100	100-200	>200	Total
<b>NET INTEREST INCOME</b>						
Interest Income						
Warehousing Interest Income	1,120	110	318	683	2,173	1,010
Servicing-Related/Escrow Earnings	-	1	3	20	10	9
Interest Income - Loans Held for Investment and Securities	-	2	3	15	29	14
Other Interest Income and Adjustments	-	4	27	11	53	28
<b>Total Interest Income</b>	<b>1,120</b>	<b>118</b>	<b>350</b>	<b>729</b>	<b>2,265</b>	<b>1,061</b>
Interest Expense						
Warehousing Interest Expense	910	128	298	801	2,147	1,025
Servicing-Related Interest Expense	-	-	0	12	61	25
Other Interest Expense and Adjustments	128	4	28	9	66	32
<b>Total Interest Expense</b>	<b>1,038</b>	<b>132</b>	<b>327</b>	<b>823</b>	<b>2,274</b>	<b>1,082</b>
<b>Net Interest Income</b>	<b>82</b>	<b>(14)</b>	<b>23</b>	<b>(94)</b>	<b>(8)</b>	<b>(21)</b>
<b>NON-INTEREST INCOME</b>						
Origination Fees and Ancillary Revenue	5,330	1,116	2,822	5,336	11,077	5,905
Net Secondary Marketing Gain on Sale	18,971	3,159	8,260	13,028	43,692	20,763
Direct Servicing Revenue	1,220	210	347	1,173	3,146	1,490
MSR Amortization, Valuation Changes net of Hedging +/-	(1,320)	(6)	171	349	1,727	724
Other Non-Interest Income	85	149	274	280	542	342
<b>Non-Interest Income</b>	<b>24,286</b>	<b>4,628</b>	<b>11,875</b>	<b>20,166</b>	<b>60,183</b>	<b>29,224</b>
<b>Total Gross Income</b>	<b>24,368</b>	<b>4,614</b>	<b>11,898</b>	<b>20,072</b>	<b>60,175</b>	<b>29,203</b>
<b>NON-CORPORATE PERSONNEL EXPENSE</b>						
Originations Employees	11,190	1,773	4,828	8,135	25,280	12,134
Servicing Employees	78	36	39	340	280	187
Other Non-Corporate Personnel	-	29	(21)	166	300	144
Benefits and Other Personnel Expense	1,580	234	698	988	3,416	1,624
<b>Non-Corporate Personnel Expense</b>	<b>12,848</b>	<b>2,071</b>	<b>5,543</b>	<b>9,629</b>	<b>29,276</b>	<b>14,090</b>
<b>OTHER EXPENSE</b>						
Occupancy, Equipment, Technology	940	218	440	805	2,090	1,056
Unallocated Corporate/Overhead Expense	660	185	517	994	2,620	1,293
Other Non-Interest Expense	4,600	765	1,650	3,167	8,220	4,114
<b>Total Other Expense</b>	<b>6,200</b>	<b>1,169</b>	<b>2,607</b>	<b>4,966</b>	<b>12,929</b>	<b>6,462</b>
<b>Total Gross Non-Interest Expenses</b>	<b>19,048</b>	<b>3,240</b>	<b>8,151</b>	<b>14,595</b>	<b>42,205</b>	<b>20,551</b>
<b>PRE-TAX NET INCOME (Before Adjustments)</b>	<b>5,320</b>	<b>1,374</b>	<b>3,748</b>	<b>5,477</b>	<b>17,970</b>	<b>8,652</b>
<b>ADJUSTMENTS</b>						
Income Tax Benefit (Cost)	(568)	(28)	(81)	(311)	(1,214)	(522)
Non-Recurring Items Gain (Loss)		(2)	1	-	(35)	(13)
Minority Interest Income (Loss)		-	0	(49)	(288)	(113)
<b>Total Adjustments</b>	<b>(568)</b>	<b>(30)</b>	<b>(80)</b>	<b>(359)</b>	<b>(1,537)</b>	<b>(649)</b>
<b>Net Income After Adjustments</b>	<b>5,888</b>	<b>1,344</b>	<b>3,668</b>	<b>5,118</b>	<b>16,432</b>	<b>8,003</b>
Number of Companies Reporting	1	80	69	71	123	343

(1) Includes all business channels: 1-4 unit residential originations and servicing, portfolio management, and any commercial/construction lending if applicable

**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - by Company Type**  
T1 - Balance Sheet, Simple Averages

IN THOUSANDS (\$000s)	Your Firm	Bank/Thrift Subs	Independent Mtg Cos.	Other (1)	Total
<b>TOTAL ASSETS</b>					
<b>Current Assets</b>					
Cash and Cash Equivalents, Unrestricted	23,110	10,720	22,714	17,270	21,329
Cash and Cash Equivalents, Restricted	90	390	2,255	6,529	2,487
Marketable Securities, Held to Maturity	-	-	4	-	3
Marketable Securities, Avail. for Sale	-	-	135	235	134
Trading Account Securities	-	-	659	-	551
Reverse Repurchase Agreements	-	-	7	-	6
Receivables - Unrelated Parties	2,800	2,093	3,764	2,796	3,553
Mortgage Loans HFS	150,200	92,243	173,905	106,663	161,834
<b>Total Current Assets</b>	<b>176,200</b>	<b>105,445</b>	<b>203,444</b>	<b>133,493</b>	<b>189,897</b>
<b>Noncurrent Assets</b>					
Mortgage Loans HFI	-	2,764	2,260	2,950	2,358
Receivables - Related Parties	-	267	871	714	812
Net Mortgage Servicing Rights	14,350	7,393	15,208	18,603	14,912
Real Estate Owned	-	357	75	37	93
Reserve for Other Losses (Contra)	-	(191)	(299)	(35)	(268)
Goodwill and Other Intangible Assets	-	1,053	837	163	795
Investments in Joint Ventures, Partnerships, Non Mtg, Other	-	267	699	745	670
Deferred Tax Assets	-	(297)	137	274	116
P&I, T&I, FC and Other Advances	-	82	1,222	441	1,068
Foreclosure Claims Receivable	-	-	159	73	139
Property, Equipment, Leasehold	790	806	1,467	1,799	1,446
Other Assets	4,500	10,634	14,656	16,610	14,522
<b>Total Noncurrent Assets</b>	<b>19,640</b>	<b>23,129</b>	<b>37,292</b>	<b>42,369</b>	<b>36,662</b>
<b>TOTAL ASSETS</b>	<b>195,840</b>	<b>128,574</b>	<b>240,736</b>	<b>175,862</b>	<b>226,560</b>
<b>LIABILITIES</b>					
Lines of Credit	125,300	79,610	162,086	95,996	150,054
Repurchase Reserves	1,200	706	1,470	1,674	1,430
Accrued Expenses	8,320	3,639	9,090	6,262	8,429
Other Short-Term Debt	10,200	6,976	12,529	15,711	12,387
Long-Term Debt	1,550	1,229	3,703	2,077	3,373
Other Liabilities	-	2,597	798	6,438	1,428
<b>TOTAL LIABILITIES</b>	<b>146,570</b>	<b>94,956</b>	<b>192,012</b>	<b>128,928</b>	<b>179,137</b>
<b>EQUITY</b>					
Common & Preferred Stock	240	178	483	122	428
Paid-In Capital	-	7,276	4,518	6,982	4,942
Retained Earnings	24,600	23,482	31,909	20,942	30,311
Treasury Stock	-	-	(216)	(94)	(189)
Gnrl, Ltd Partners', & Members' Capital	-	2,682	12,030	18,983	11,930
<b>TOTAL EQUITY (GAAP Net Worth)</b>	<b>24,840</b>	<b>33,618</b>	<b>48,724</b>	<b>46,934</b>	<b>47,422</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>171,410</b>	<b>128,574</b>	<b>240,736</b>	<b>175,862</b>	<b>226,560</b>
<b>MEMORANDUM ITEMS</b>					
Adjusted Tangible Net Worth (Equity less goodwill and other intangibles, less affiliated receivables, less total restricted retained earnings, less pledged assets net of associated liabilities)	23,450	31,957	46,834	45,828	45,618
Number of Companies Reporting	1	26	287	30	343

(1) Other: Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs

**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - by Company Type**  
T2 - Performance Ratios, Simple Average

PERCENTAGES (%)	Your Firm	Bank/Thrift Subs	Independent Mtg Cos.	Other (2)	Total
<b>PROFITABILITY(annualized where appropriate) (1)</b>					
Pre-Tax Net Income/Equity (%)	85.67	56.30	72.88	90.04	73.12
Pre-Tax Net Income/Assets (%)	10.87	21.16	17.06	21.55	17.77
Pre-Tax Net Income/Tangible Net Worth	0.23	0.15	0.19	0.23	0.19
Net Interest Margin (Net interest Income/Assets) (%)	0.17	0.64	(0.13)	0.16	(0.05)
Noninterest Income/Assets (%)	12.40	61.32	58.96	52.75	58.59
Noninterest Expense/Assets (%)	38.91	40.80	41.76	31.36	40.78
% Institutions with Pre-tax Net Income>0	100.00	96.15	97.54	96.55	97.35
<b>LEVERAGE/LIQUIDITY</b>					
Total Liabilities/Equity	5.90	2.39	4.03	3.77	3.89
Total Liabilities/Equity (Weighted)	5.90	2.82	3.94	2.75	3.78
Current Assets/Current Liabilities	1.20	2.46	1.33	1.47	1.43
Current Assets/Current Liabilities (Weighted)	1.20	1.16	1.10	1.12	1.10
Total Equity/Total Asset	0.13	0.49	0.26	0.31	0.28
Total Equity/Total Asset (Weighted)	0.13	0.26	0.20	0.27	0.21
Tangible Net Worth/Total Assets (%)	11.97	47.17	24.73	30.28	26.92
Liquidity/Tangible Net Worth (%)	93.04	71.55	59.08	48.91	59.13
Cash and Equivalents/Current Assets					
Unrestricted Cash and Equivalents/Current Assets	0.13	0.34	0.17	0.18	0.18
Restricted Cash and Equivalents/Current Assets	0.00	0.01	0.01	0.08	0.02
Total Cash and Equivalents/Current Assets	0.13	0.35	0.18	0.25	0.20
Marketable Securities/Current Assets	0.00	0.00	0.00	0.00	0.00
Receivables/Current Assets	0.02	0.05	0.02	0.05	0.02
LHFS/Current Assets	0.85	0.60	0.79	0.70	0.77
Current Assets/Assets	0.90	0.76	0.85	0.78	0.84
Noncurrent Assets/Assets	0.10	0.24	0.15	0.22	0.16
Net Working Capital/Assets	0.15	0.29	0.14	0.14	0.15
<b>OTHER</b>					
# Company Employees	290	147	363	255	337
Number of Companies Reporting	1	26	287	30	343

(1) Includes all business channels - 1-4 unit residential originations and servicing, portfolio management, and any commercial/construction lending if applicable

(2) Other: Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs

**Quarterly Mortgage Bankers Performance Report**  
**Balance Sheet, Performance Ratios and Net Income Summary - by Company Type (2)**  
T3 - Net Income Summary, Simple Averages

IN THOUSANDS (\$000s)	Your Firm	Bank/Thrift Subs	Independent Mtg Cos.	Other (1)	Total
<b>NET INTEREST INCOME</b>					
Interest Income					
Warehousing Interest Income	1,120	502	1,096	635	1,010
Servicing-Related/Escrow Earnings	-	1	9	7	9
Interest Income - Loans Held for Investment and Securities	-	19	14	13	14
Other Interest Income and Adjustments	-	58	27	6	28
<b>Total Interest Income</b>	<b>1,120</b>	<b>581</b>	<b>1,147</b>	<b>661</b>	<b>1,061</b>
Interest Expense					
Warehousing Interest Expense	910	361	1,135	550	1,025
Servicing-Related Interest Expense	-	9	26	21	25
Other Interest Expense and Adjustments	128	24	33	37	32
<b>Total Interest Expense</b>	<b>1,038</b>	<b>393</b>	<b>1,194</b>	<b>608</b>	<b>1,082</b>
<b>Net Interest Income</b>	<b>82</b>	<b>188</b>	<b>(48)</b>	<b>52</b>	<b>(21)</b>
<b>NON-INTEREST INCOME</b>					
Origination Fees and Ancillary Revenue	5,330	1,587	6,503	3,917	5,905
Net Secondary Marketing Gain on Sale	18,971	10,868	22,039	17,135	20,763
Direct Servicing Revenue	1,220	772	1,401	2,960	1,490
MSR Amortization, Valuation Changes net of Hedging +/-	(1,320)	204	852	(47)	724
Other Non-Interest Income	85	56	351	501	342
<b>Non-Interest Income</b>	<b>24,286</b>	<b>13,486</b>	<b>31,147</b>	<b>24,465</b>	<b>29,224</b>
<b>Total Gross Income</b>	<b>24,368</b>	<b>13,674</b>	<b>31,100</b>	<b>24,517</b>	<b>29,203</b>
<b>NON-CORPORATE PERSONNEL EXPENSE</b>					
Originations Employees	11,190	5,189	13,245	7,518	12,134
Servicing Employees	78	149	170	389	187
Other Non-Corporate Personnel	-	150	144	144	144
Benefits and Other Personnel Expense	1,580	864	1,716	1,405	1,624
<b>Non-Corporate Personnel Expense</b>	<b>12,848</b>	<b>6,352</b>	<b>15,275</b>	<b>9,455</b>	<b>14,090</b>
<b>OTHER EXPENSE</b>					
Occupancy, Equipment, Technology	940	590	1,119	847	1,056
Unallocated Corporate/Overhead Expense	660	477	1,409	887	1,293
Other Non-Interest Expense	4,600	1,189	4,552	2,448	4,114
<b>Total Other Expense</b>	<b>6,200</b>	<b>2,257</b>	<b>7,081</b>	<b>4,182</b>	<b>6,462</b>
<b>Total Gross Non-Interest Expenses</b>	<b>19,048</b>	<b>8,609</b>	<b>22,356</b>	<b>13,638</b>	<b>20,551</b>
<b>PRE-TAX NET INCOME (Before Adjustments)</b>	<b>5,320</b>	<b>5,065</b>	<b>8,744</b>	<b>10,880</b>	<b>8,652</b>
<b>ADJUSTMENTS</b>					
Income Tax Benefit (Cost)	(568)	(821)	(434)	(1,114)	(522)
Non-Recurring Items Gain (Loss)	-	-	(15)	-	(13)
Minority Interest Income (Loss)	-	(12)	(16)	(1,138)	(113)
<b>Total Adjustments</b>	<b>(568)</b>	<b>(833)</b>	<b>(464)</b>	<b>(2,252)</b>	<b>(649)</b>
<b>Net Income After Adjustments</b>	<b>5,888</b>	<b>4,232</b>	<b>8,280</b>	<b>8,628</b>	<b>8,003</b>
Number of Companies Reporting	1	26	287	30	343

(1) Other - Subsidiaries of other non-depository institutions; hedge funds or hedge fund subsidiaries; REITs

(2) Includes all business channels - 1-4 unit residential originations and servicing, portfolio management, and any commercial/construction lending if applicable



MORTGAGE BANKERS ASSOCIATION

MBA's Quarterly Capital and Liquidity Profile

Q4 2020: MBFRF SERVICING SAMPLE	Q1 2021 Your Firm	Full Sample		Gov't Servicing <50%		Gov't Servicing >=50%	
		Q1 2021 Median	Q4 2020 Median	Q1 2021 Median	Q4 2020 Median	Q1 2021 Median	Q4 2020 Median
<b>PROFILE</b>							
Average Owned Servicing Portfolio (#)	41,115	7,462	7,611	6,993	6,535	20,362	17,123
% Government Owned Servicing (#)	7.60	5.98	9.06	3.08	3.74	80.14	84.44
<b>LIQUIDITY AND CAPITAL ADEQUACY METRICS</b>							
Unrestricted Cash and Cash Equivalents/Monthly Recurring Operating Expenses (Ratio, representing number of months) (1)	4.77	4.80	4.52	4.82	4.69	4.74	4.02
Unrestricted Cash and Cash Equivalents + Unused Portion of Servicing Advance Lines/Monthly Recurring Operating Expenses (Ratio, representing number of months) (2)	4.77	5.11	4.78	5.14	4.81	4.74	4.26
Tangible Net Worth/Total Assets (%) (3)	11.97	22.99	19.82	23.07	19.79	20.95	19.97
Liquidity/Tangible Net Worth (%) (4)	93.04	45.62	48.08	45.90	52.10	38.00	31.91
Net MSR/Tangible Net Worth (%) (5)	61.19	39.04	30.50	38.05	30.50	53.24	34.27
Agency Servicing NPL Rate (% based on \$) (6)	0.92	1.64	1.82	1.38	1.48	5.06	5.66
COVID-19 Agency Servicing NPL Rate (7)	0.84	1.12	1.19	1.00	1.03	2.85	3.72
FHFA Liquidity Metric/Agency Servicing UPB (bps) (8)	76.55	103.61	111.22	104.22	118.77	60.64	72.66
Number of Companies Reporting	1	218	222	197	194	21	28

(1) Number of months to keep mortgage business operable assuming no additional revenue (in event of a company stoppage). How long, in months, the company could meet operating expenses without receiving new income.

(2) Number of months to keep mortgage business operable assuming no additional revenue (in event of a company stoppage). How long, in months, the company could meet operating expenses without receiving new income, incorporating not only unrestricted cash but the unused portion of servicing advance lines.

(3) A measure of leverage. A low percentage indicates possible overleveraging and a high percentage indicates less leverage. The percentage helps determine whether a company has enough capital.

(4) Measures the solvency of a company. This ratio indicates the extent to which funds are available for the company's operations (i.e., for working capital) vs. frozen in the form of fixed assets.

(5) The percentage of tangible net worth that is tied to the company's servicing assets. Demonstrates the extent to which tangible net worth is comprised of less liquid assets

(6) The dollar volume of residential (1-4 unit) loans serviced for agencies (Fannie Mae, Freddie Mac, Ginnie Mae) that are 90 or more days delinquent or in the process of foreclosure, divided by the total agency loans serviced.

(7) The dollar volume of residential (1-4 unit) loans serviced for agencies (Fannie Mae, Freddie Mac, Ginnie Mae) that are 90 or more days delinquent or in the process of Foreclosure minus the UPB of agency mortgage loans in a COVID-19-related forbearance plan that are 90 days or more delinquent and were current at the inception of the COVID-19-related forbearance plan, plus 0.30 \* the UPB of agency mortgage loans in a COVID-19-related forbearance plan that are 90 days or more delinquent and were current at the inception of the COVID-19-related forbearance plan divided by the total agency loans serviced.

(8) Allowable liquid assets divided by the agency servicing UPB. A minimum liquidity requirement of 3.5 bps for all IMB servicers, plus 200 bps if NPL agency servicing UPB > 6% of total agency servicing UPB.