

Trend Report for Independent Mortgage Bankers 2016 - 4th Quarter



22%

Change in Production Volume

2016 production volume increased by 22% over the prior year. 4th quarter volume was down 10% from the 3rd quarter.



6.7

Change in Production Revenue (bps)

Total production revenue increased in 2016, but didn't quite keep pace with increased costs to originate.



\$396

Change in Costs to Originate (\$ per loan)

Per-loan costs continued to increase during 2016 despite record production levels for many independent lenders.



77%

Change in Servicing Portfolio Volume

Servicing portfolios increased in size by an average of 77% during 2016 compared to the prior year. Portfolio values increased in Q4 by approximately 8 basis points.



(5.0)

Change in Pre-Tax Net Income (bps)

Although pre-tax earnings (in basis points) were strong in 2016, they were not as strong as those seen in 2015. Q4 income decreased by an average of 62 basis points over Q3.

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