

Trend Report for Independent Mortgage Bankers

4th Quarter of 2014



Changes in Pre-Tax Profits (bps)

Although originations and gross loan margins both increased from the prior quarter, pre-tax profits declined, which suggests that expenses increased during the period.



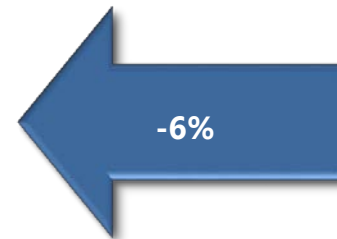
Changes in Gross Loan Margins (bps)

Gross loan margins increased from 379 bps in the 3rd quarter to 383 bps in the 4th quarter.



Changes in Refinance Volume

Refinance volume increased for the second straight quarter due to a decline in interest rates.



Changes in Purchase Volume

Purchase volume decreased modestly during the 4th quarter.

The benchmarking data available from Richey May Select, gives the owners and operators of independent lenders the ability to make informed decisions as they grow their companies and drive efficiency.

For more information on Richey May Select, please contact [Trevor Reinhart](mailto:trevor@richeymay.com) at trevor@richeymay.com.

