



## Trend Report for Independent Mortgage Bankers 2017 - 2nd Quarter



### Change in Production Volume

Q2 production increased by 37% over Q1. Production volume for the first half of 2017 was nearly the same as it was in 2016.



### Purchase Mix

Purchase originations made up 79% of all originations in the 2nd quarter, an increase of 7% from Q1.



### Change in Costs to Originate (\$ Per Loan)

Due to higher volumes in Q2, costs to originate decreased by over \$1,000 per loan. However, costs to originate were \$673 higher in the first half of 2017 than they were in the same period last year.



### Servicing Portfolio Values (bps)

The average capitalized value of mortgage servicing rights was 96 bps at the end of Q2, a decrease of 4.6 bps from Q1, but an increase of 11 bps compared to Q2 of 2016.



### Change in Pre-Tax Net Income (bps)

In line with seasonal trends, pre-tax earnings increased by 25 basis points over Q1, due to higher production levels and decreases in costs to originate.

**Richey May Select** represents the “next generation” in peer-to-peer benchmarking, delivering key financial and operational metrics directly to your desktop. This is just a small sample of the wealth of information that is available to subscribers; visit [our website](#) to learn more. Visit our [Strategic Data Analytics page](#) to learn about how our other powerful data analytics tools can benefit your business.