



MORTGAGE BANKERS ASSOCIATION

SURVEY CONTACTS: **Marina Walsh, CMB**
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MBA WHOLESALE LENDING SURVEY
 REPORTING PERIOD: # QUARTER YYYY

A. TOTAL ORIGINATIONS (\$000s)

- Broker Wholesale
- Non-Delegated Correspondent
- Subtotal: Broker Wholesale + Non-Delegated Correspondent**
- Delegated Correspondent
- Retail/Consumer Direct
- Total
- Total (excluding Delegated Correspondent)

IN THOUSANDS (\$000s)			
MONTH 1	MONTH 2	MONTH 3	Q# YYYY
			-
			-
-	-	-	-
			-
			-
-	-	-	-
-	-	-	-

B. TOTAL ORIGINATIONS (#)

- Broker Wholesale
- Non-Delegated Correspondent
- Subtotal: Broker Wholesale + Non-Delegated Correspondent**
- Delegated Correspondent
- Retail/Consumer Direct
- Total
- Total (excluding Delegated Correspondent)

COUNT (#)			
MONTH 1	MONTH 2	MONTH 3	Q# YYYY
			-
			-
-	-	-	-
			-
			-
-	-	-	-
-	-	-	-

C. AVERAGE LOAN BALANCES (\$)

- Broker Wholesale
- Non-Delegated Correspondent
- Subtotal: Broker Wholesale + Non-Delegated Correspondent**
- Delegated Correspondent
- Retail/Consumer Direct
- Total
- Total (excluding Delegated Correspondent)

CALCULATED (\$)			
MONTH 1	MONTH 2	MONTH 3	Q# YYYY
-	-	-	-
-	-	-	-
-	-	-	-
-	-	-	-
-	-	-	-
-	-	-	-
-	-	-	-



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IN THOUSANDS (\$000s)

**D. BROKER WHOLESALE + NON-DELEGATED CORRESPONDENT ONLY:
PRODUCT MIX (\$000s)**

Purchase

Refinance

**Subtotal: Broker Wholesale + Non-Delegated Correspondent
(should tie to section A)**

Government

Conventional

**Subtotal: Broker Wholesale + Non-Delegated Correspondent
(should tie to section A)**

	MONTH 1	MONTH 2	MONTH 3	Q# YYYY
Purchase				-
Refinance				-
Subtotal: Broker Wholesale + Non-Delegated Correspondent (should tie to section A)	-	-	-	-
Government				-
Conventional				-
Subtotal: Broker Wholesale + Non-Delegated Correspondent (should tie to section A)	-	-	-	-

OF DAYS / % OF \$

**E. BROKER WHOLESALE + NON-DELEGATED CORRESPONDENT ONLY:
OPERATIONAL METRICS**

Broker Wholesale: Average # of Days from Application to Closing for Quarter

Broker Wholesale: Estimated Pull-Through (Closings/Applications - % of \$) for Quarter*

**Please enter as a whole number to two decimals; e.g., enter 40.00% as 40.00, not 0.4000.*

Non-Delegated Correspondent: Average # of Days from Registration to Funding for Quarter

Non-Delegated Correspondent: Estimated Pull-Through (Fundings/Registrations - % of \$) for Quarter*

**Please enter as a whole number to two decimals; e.g., enter 40.00% as 40.00, not 0.4000.*

Q# YYYY

-
0.00%

Q# YYYY

-
0.00%

F. WHOLESALE LENDER SENTIMENT

In the space provided, please list major thoughts or concerns for you or your wholesale lender operations this quarter.



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G. DATA CONTACTS

First Name
Last Name
Title
Company
Phone
Email

DATA CONTACT 1

First Name
Last Name
Title
Company
Phone
Email

DATA CONTACT 1

Participants in the MBA Wholesale Lending Survey receive a customized summary report showing their data compared to the industry averages. To ensure confidentiality, this will be conducted as a "blind" survey: All survey results will be aggregated and individual company results will not be displayed to other participating companies. However, a list of participating companies who supplied data for the aggregate summary results will be provided.