



# QUARTERLY MORTGAGE BANKERS PERFORMANCE REPORT | Q1 2016

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

**YOUR FIRM ANALYSIS REPORT**

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REVENUE, COST AND VOLUME STATISTICS FOR NON-DEPOSITORY INSTITUTIONS

# QUARTERLY **MORTGAGE** **PERFORMANCE REPORT** Q1 2016

YOUR FIRM ANALYSIS REPORT

**MBA**<sup>®</sup>

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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.

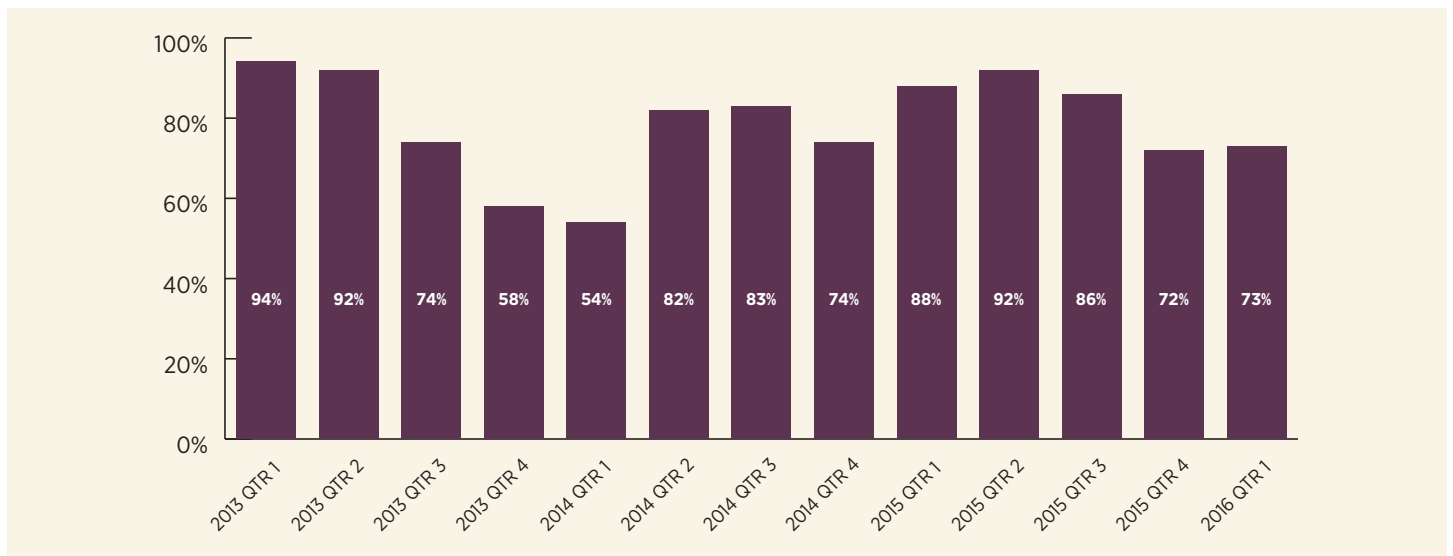


**Michael Fratantoni, Ph.D.**  
Senior Vice President and Chief Economist  
Mortgage Bankers Association

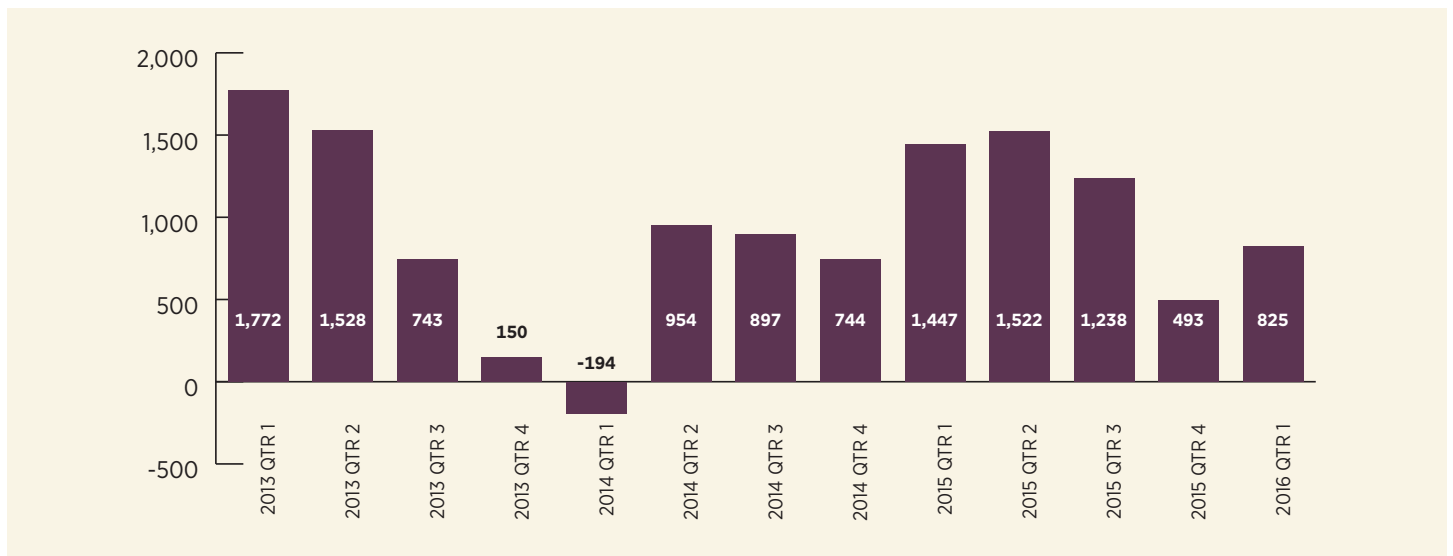


**Marina Walsh**  
Vice President, Industry Analysis | Research and Economics  
Mortgage Bankers Association

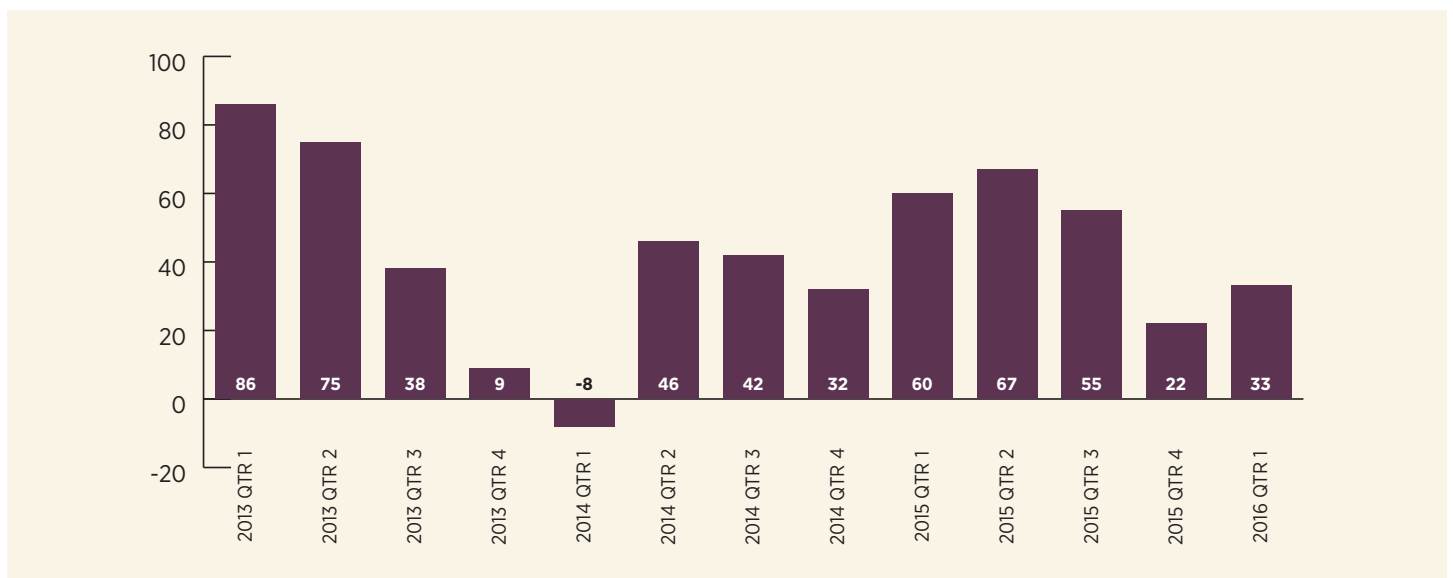
### % Institutions with Pre-tax Net Income > 0



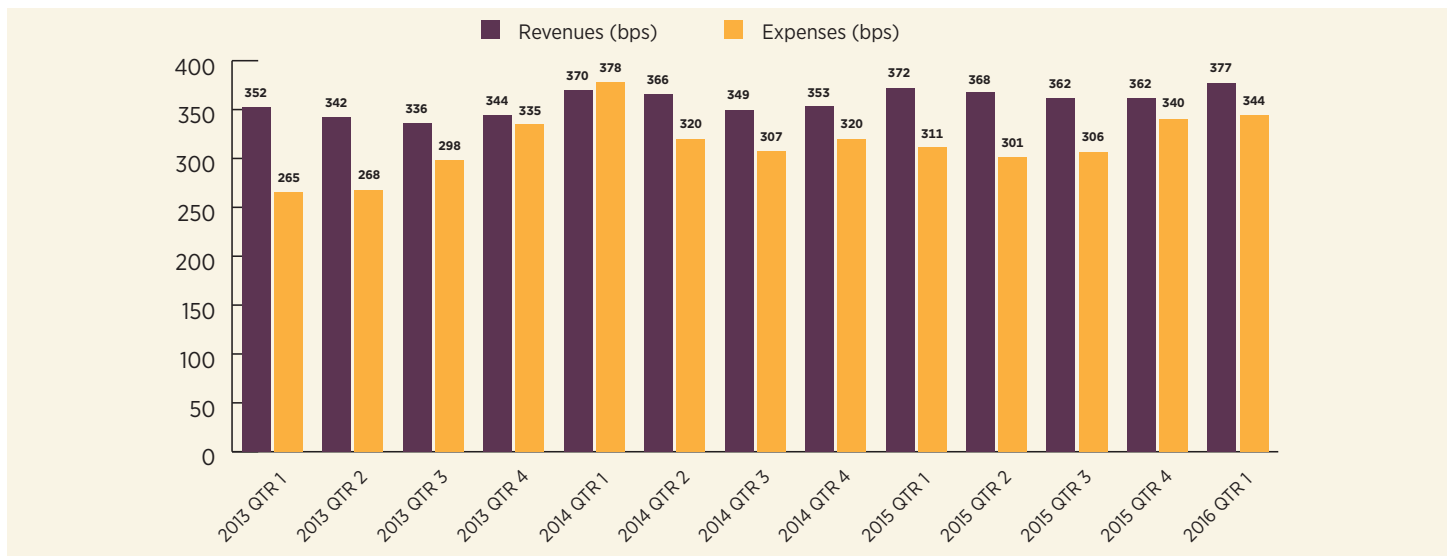
### Net Production Income (\$ per loan)



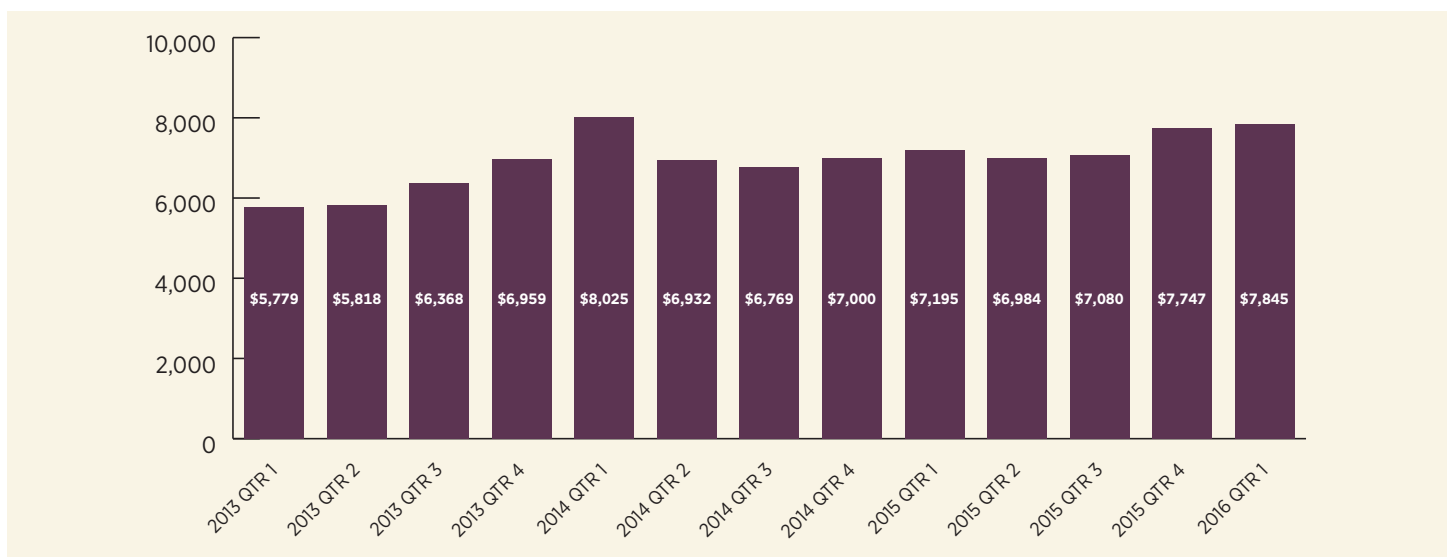
### Net Production Income (bps)



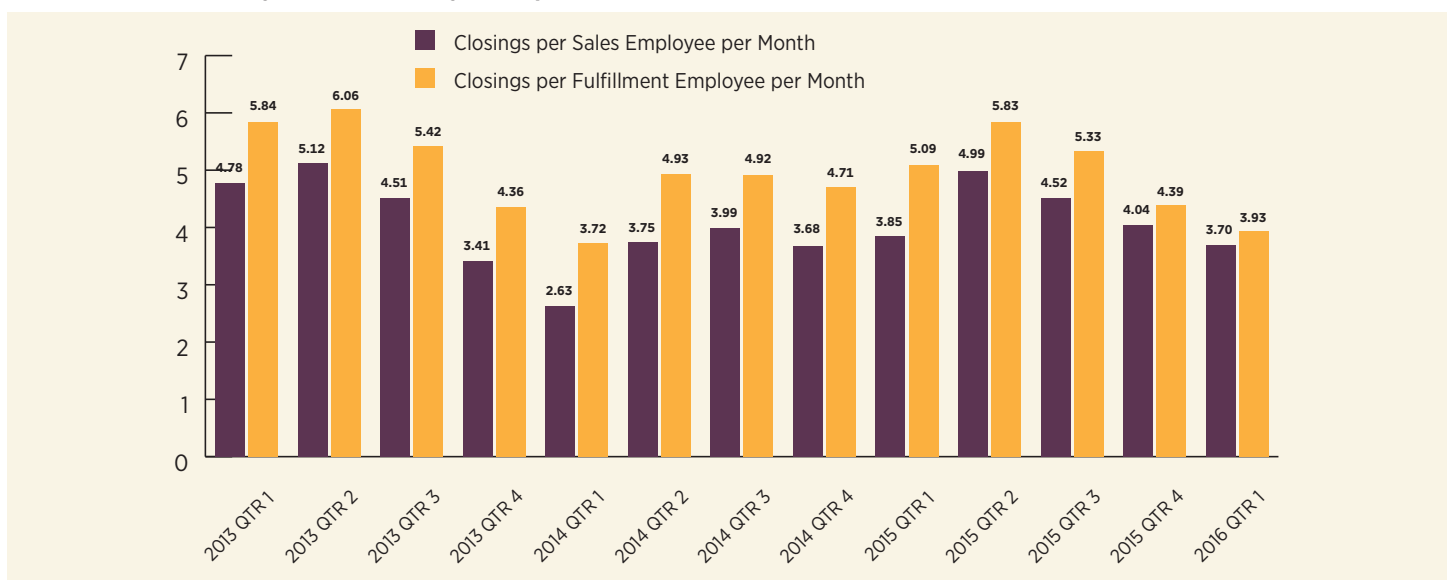
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## Cost Per Loan



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Quarterly Mortgage Bankers Performance Report  
A - Highlights

	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
<b>Company Analysis (All Business Channels)</b>						
Number of Companies Reporting	1	342	314	352	290	290
Pre-Tax Net Income/Equity (%)	12.52	15.22	14.29	34.29	15.59	14.44
Capital Ratio (Tangible Capital/Assets)	0.48	0.28	0.28	0.27	0.28	0.27
% Institutions with Pre-tax Net Income>0	100.00	73.10	71.97	87.78	73.10	72.07
<b>Residential Production Business</b>						
Number of Companies Reporting	1	347	334	359	307	307
Quarterly Originations Volume:						
Avg. Total Loans Originated (\$000s)	485,655	517,428	537,642	473,204	543,889	549,355
Avg. Total Loans Originated (#)	1,908	2,196	2,265	1,917	2,307	2,333
Average Loan Balance (\$)	251,293	237,419	238,481	240,858	237,912	236,668
Net Financial Income (in Basis Points):						
Origination-Related Income	53.95	65.47	71.17	70.88	63.91	70.62
Net Interest Income	16.67	5.24	5.39	4.07	4.92	5.12
Net Secondary Marketing Income	232.57	306.75	285.38	296.65	308.27	286.99
Loan Production Expense	203.83	344.22	340.30	311.21	342.76	341.70
Total Net Production Income	99.36	33.24	21.64	60.39	34.34	21.03
Closings per Total Prod. Employee per Mo.	1.24	2.05	2.36	2.36	2.00	2.35
<b>Residential Loan Servicing</b>						
Number of Companies	1	248	217	236	200	200
Average Servicing Volume:						
Average Servicing Portfolio (\$000)	1,760,742	10,780,880	12,101,222	12,333,318	12,449,011	12,252,733
Average Servicing Portfolio (#)	6,830	65,057	73,118	73,265	75,634	75,009
Average Loan Balance (\$)	229,952	177,924	177,859	176,140	176,622	177,106
Net Servicing Income (\$ per loan):						
Net Servicing Operating Income	143	205	207	231	216	215
Total Net Servicing Financial Income	(87)	(118)	107	(76)	(142)	111
Average Loans Serviced per FTE (Simple)	988	1,278	1,275	1,245	1,297	1,318

## 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 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	825	912	964	1,012	899	961
Correspondent and Broker Fee Income (1)	-	92	94	102	84	86
Other Origination-Related Income (2)	537	477	526	484	453	503
<b>Total Origination-Related Income</b>	<b>1,422</b>	<b>1,480</b>	<b>1,584</b>	<b>1,598</b>	<b>1,436</b>	<b>1,549</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	536	520	530	451	514	513
Warehousing Expense	98	397	404	344	398	393
<b>Net Interest Income</b>	<b>438</b>	<b>124</b>	<b>126</b>	<b>107</b>	<b>116</b>	<b>120</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	4,187	4,748	4,203	4,842	4,795	4,200
Capitalized Servicing/Svg Released Premiums	2,197	2,375	2,408	2,150	2,390	2,395
Repurchase Reserve Provision	(276)	(56)	(81)	(55)	(62)	(85)
<b>Net Secondary Marketing Income</b>	<b>6,108</b>	<b>7,066</b>	<b>6,530</b>	<b>6,936</b>	<b>7,124</b>	<b>6,510</b>
<b>Total Loan Production Revenues</b>	<b>7,968</b>	<b>8,670</b>	<b>8,240</b>	<b>8,642</b>	<b>8,676</b>	<b>8,180</b>
<b>EXPENSES</b>						
Personnel	3,332	5,141	5,131	4,675	5,174	5,101
Sales Personnel	598	2,121	2,273	2,078	2,158	2,228
Fulfillment Personnel	1,470	1,252	1,217	1,041	1,238	1,207
Production Support Employees	287	571	546	483	566	563
Management and Directors	358	483	521	457	492	528
Benefits	620	714	572	616	722	576
Occupancy and Equipment	150	434	449	405	446	439
Technology-Related Expenses	125	149	151	130	151	152
Other Direct Expenses	1,644	1,618	1,555	1,510	1,591	1,557
Outsourcing and Professional fees	-	306	315	292	313	310
Other Operating Expenses	1,644	1,312	1,240	1,217	1,278	1,247
<b>Direct Loan Production Expenses</b>	<b>5,250</b>	<b>7,342</b>	<b>7,285</b>	<b>6,719</b>	<b>7,363</b>	<b>7,250</b>
<b>Corporate Allocation</b>	<b>103</b>	<b>503</b>	<b>462</b>	<b>476</b>	<b>483</b>	<b>469</b>
<b>Total Loan Production Expense</b>	<b>5,354</b>	<b>7,845</b>	<b>7,747</b>	<b>7,195</b>	<b>7,845</b>	<b>7,719</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,610</b>	<b>825</b>	<b>493</b>	<b>1,447</b>	<b>831</b>	<b>461</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	517,428	537,642	473,204	543,889	549,355
Avg. Total Loans Originated (#)	1,908	2,196	2,265	1,917	2,307	2,333
Average Loan Balance (\$)	251,293	237,419	238,481	240,858	237,912	236,668
Avg. Pull-Through (Closings/Applications #)	47.77	68.39	74.83	68.32	68.85	74.92
<b>Average Days in Warehouse</b>	<b>12</b>	<b>19</b>	<b>19</b>	<b>18</b>	<b>19</b>	<b>19</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	339	356	279	359	358
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	6.1	7.0	6.8	5.8	7.2
Closings per Fulfillment Employee per Mo.	2.5	6.0	7.1	7.1	5.8	7.1
Closings per Prod Support Employee per Mo.	12.7	14.2	16.5	16.3	14.6	16.3
Closings per Total Prod. Employee per Mo.	1.8	2.0	2.4	2.4	2.0	2.4
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	5.1	5.3	5.5	5.0	5.5
Closings per Fulfillment Employee per Mo.	2.5	5.1	5.4	5.8	5.0	5.5
Closings per Prod Support Employee per Mo.	12.7	11.5	12.8	12.8	11.9	12.7
Closings per Total Prod. Employee per Mo.	1.8	2.1	2.2	2.3	2.1	2.2
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.9	4.1	4.3	3.8	4.2
Closings per Fulfillment Employee per Mo.	2.5	4.2	4.6	5.3	4.2	4.6
Closings per Prod Support Employee per Mo.	12.7	10.4	11.2	12.6	10.7	11.0
Closings per Total Prod. Employee per Mo.	1.8	1.6	1.7	1.8	1.6	1.7
<b>Number of Companies Reporting</b>	<b>1</b>	<b>347</b>	<b>334</b>	<b>359</b>	<b>307</b>	<b>307</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 - Historical

B2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	31.45	40.87	43.26	45.23	39.96	43.38
Correspondent and Broker Fee Income (1)	-	4.09	4.84	4.61	3.93	4.55
Other Origination-Related Income (2)	22.50	20.51	23.07	21.05	20.02	22.68
<b>Total Origination-Related Income</b>	<b>53.95</b>	<b>65.47</b>	<b>71.17</b>	<b>70.88</b>	<b>63.91</b>	<b>70.62</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	14.20	21.96	22.65	18.81	21.70	21.98
Warehousing Expense	2.47	16.72	17.26	14.74	16.78	16.85
<b>Net Interest Income</b>	<b>16.67</b>	<b>5.24</b>	<b>5.39</b>	<b>4.07</b>	<b>4.92</b>	<b>5.12</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	212.57	207.90	184.82	206.42	208.74	186.63
Capitalized Servicing/Svg Released Premiums	35.50	101.23	104.04	92.55	102.12	104.00
Repurchase Reserve Provision	(15.50)	(2.39)	(3.48)	(2.32)	(2.58)	(3.64)
<b>Net Secondary Marketing Income</b>	<b>232.57</b>	<b>306.75</b>	<b>285.38</b>	<b>296.65</b>	<b>308.27</b>	<b>286.99</b>
<b>Total Loan Production Revenues</b>	<b>303</b>	<b>377</b>	<b>362</b>	<b>372</b>	<b>377</b>	<b>363</b>
<b>EXPENSES</b>						
Personnel	126.86	223.89	224.43	201.66	224.42	224.75
Sales Personnel	22.75	91.69	97.97	88.38	92.87	97.20
Fulfillment Personnel	55.96	55.69	53.84	45.96	55.02	53.76
Production Support Employees	10.91	24.32	24.06	20.59	23.94	24.75
Management and Directors	13.62	20.71	23.11	19.89	21.13	23.36
Benefits	23.62	31.49	25.45	26.84	31.46	25.67
Occupancy and Equipment	5.69	19.08	20.12	17.59	19.64	19.78
Technology-Related Expenses	4.76	6.51	6.74	5.79	6.60	6.80
Other Direct Expenses	62.59	72.56	69.42	66.54	71.31	70.34
Outsourcing and Professional fees	-	14.02	14.20	12.60	14.34	13.97
Other Operating Expenses	62.59	58.55	55.22	53.94	56.96	56.37
<b>Direct Loan Production Expenses</b>	<b>199.90</b>	<b>322.04</b>	<b>320.71</b>	<b>291.59</b>	<b>321.96</b>	<b>321.67</b>
<b>Corporate Allocation</b>	<b>3.93</b>	<b>22.18</b>	<b>19.59</b>	<b>19.62</b>	<b>20.81</b>	<b>20.03</b>
<b>Total Loan Production Expense</b>	<b>203.83</b>	<b>344.22</b>	<b>340.30</b>	<b>311.21</b>	<b>342.76</b>	<b>341.70</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>99.36</b>	<b>33.24</b>	<b>21.64</b>	<b>60.39</b>	<b>34.34</b>	<b>21.03</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	517,428	537,642	473,204	543,889	549,355
Avg. Total Loans Originated (#)	1,908	2,196	2,265	1,917	2,307	2,333
Average Loan Balance (\$)	251,293	237,419	238,481	240,858	237,912	236,668
Avg. Pull-Through (Closings/Applications #)	47.77	68.39	74.83	68.32	68.85	74.92
<b>Average Days in Warehouse</b>	<b>12</b>	<b>19</b>	<b>19</b>	<b>18</b>	<b>19</b>	<b>19</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	339	356	279	359	358
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	6.1	7.0	6.8	5.8	7.2
Closings per Fulfillment Employee per Mo.	2.5	6.0	7.1	7.1	5.8	7.1
Closings per Prod Support Employee per Mo.	12.7	14.2	16.5	16.3	14.6	16.3
Closings per Total Prod. Employee per Mo.	1.8	2.0	2.4	2.4	2.0	2.4
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	5.1	5.3	5.5	5.0	5.5
Closings per Fulfillment Employee per Mo.	2.5	5.1	5.4	5.8	5.0	5.5
Closings per Prod Support Employee per Mo.	12.7	11.5	12.8	12.8	11.9	12.7
Closings per Total Prod. Employee per Mo.	1.8	2.1	2.2	2.3	2.1	2.2
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.9	4.1	4.3	3.8	4.2
Closings per Fulfillment Employee per Mo.	2.5	4.2	4.6	5.3	4.2	4.6
Closings per Prod Support Employee per Mo.	12.7	10.4	11.2	12.6	10.7	11.0
Closings per Total Prod. Employee per Mo.	1.8	1.6	1.7	1.8	1.6	1.7
Number of Companies Reporting	1	347	334	359	307	307

(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 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
Avg. Total Loans Originated (\$000s)	485,655	517,428	537,642	473,204	543,889	549,355
Avg. Total Loans Originated (#)	1,908	2,196	2,265	1,917	2,307	2,333
Average Loan Balance	251,293	237,419	238,481	240,858	237,912	236,668
<b>Production Mix by Product Type</b>						
First Mortgages:	99.50	99.34	99.36	99.07	99.43	99.34
Government (FHA/VA/RHS) - Fixed	21.50	34.14	33.69	31.26	33.94	33.76
Government (FHA/VA/RHS) - ARM	0.19	0.59	0.72	0.97	0.66	0.77
Prime (Conforming) - Fixed	63.25	54.78	54.03	56.49	55.04	53.99
Prime (Conforming) - ARM	3.54	1.68	2.26	2.36	1.61	2.31
Prime (Non-Conforming Jumbo) - Fixed	7.37	5.03	5.38	4.71	5.04	5.22
Prime (Non-Conforming Jumbo) - ARM	2.46	2.15	2.38	1.89	2.09	2.32
Other Fixed	0.50	0.73	0.73	0.94	0.81	0.78
Other ARM	0.00	0.24	0.17	0.46	0.25	0.18
Closed-End Second Mortgages	0.02	0.13	0.08	0.12	0.09	0.08
Funded HELOCs	0.00	0.16	0.13	0.12	0.12	0.13
Reverse	0.00	0.32	0.39	0.38	0.36	0.40
Other	0.00	0.05	0.04	0.31	0.01	0.04
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	95.00	95.29	94.42	94.25	95.37	94.36
ARM	5.00	4.71	5.58	5.75	4.63	5.64
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.75	9.35	9.34	8.74	9.27	9.05
Non-Jumbo	90.25	90.65	90.66	91.26	90.73	90.95
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	84.01	83.77	83.09	83.91	84.30
Wholesale/Broker and Correspondent	0.00	15.99	16.23	16.91	16.09	15.70
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	98.50	61.34	65.71	50.94	60.97	65.31
Refinancing	1.00	38.66	34.29	49.06	39.03	34.69
Rate-Term	0.50	22.19	18.96	31.96	22.44	19.12
Cash-Out	0.00	14.33	13.83	14.46	14.42	14.01
Other / Unknown	0.00	2.14	1.51	2.65	2.17	1.56
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	1.62	1.36	1.37	1.62	1.42
Greater than 600, less than or equal to 650	4.50	9.23	9.12	7.61	9.12	9.27
Greater than 650, less than or equal to 700	13.00	21.47	21.40	20.05	21.52	21.52
Greater than 700, less than or equal to 750	26.00	26.23	26.19	25.61	26.38	26.14
Greater than 750	56.00	41.45	41.93	45.36	41.34	41.65
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Simple Average FICO (based on #)	728	725	725	730	725	725
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	10.49	10.36	11.53	10.54	10.41
Greater than 60%, less than or equal to 70%	6.00	8.92	8.82	10.01	8.93	8.79
Greater than 70%, less than or equal to 80%	35.00	27.90	28.66	29.80	27.76	28.49
Greater than 80%, less than or equal to 90%	15.00	12.89	12.54	12.76	12.94	12.51
Greater than 90%, less than or equal to 100%	25.00	37.46	37.65	33.65	37.42	37.75
Greater than 100%	11.00	2.34	1.98	2.25	2.42	2.05
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	82.25	82.18	80.72	82.36	82.24
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	1.17	0.99	1.23	1.21	1.07
Originated for Sale to Others:	100.00	98.83	99.01	98.77	98.79	98.93
Sale to Fannie/Freddie/Ginnie	100.00	43.41	42.59	43.96	42.64	42.46
All Other Sale to Others	0.00	55.42	56.42	54.82	56.15	56.47
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	347	334	359	307	307

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

PERCENT BASED ON #	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
Avg. Total Loans Originated (\$000s)	485,655	517,428	537,642	473,204	543,889	549,355
Avg. Total Loans Originated (#)	1,908	2,196	2,265	1,917	2,307	2,333
Average Loan Balance	251,293	237,419	238,481	240,858	237,912	236,668
<b>Production Mix by Product Type</b>						
First Mortgages:	98.50	97.89	98.14	98.01	98.12	98.06
Government (FHA/VA/RHS) - Fixed	22.50	36.15	35.97	33.62	36.03	36.06
Government (FHA/VA/RHS) - ARM	0.19	0.55	0.65	0.92	0.62	0.70
Prime (Conforming) - Fixed	64.31	55.47	55.22	57.18	55.74	55.01
Prime (Conforming) - ARM	3.54	1.46	1.98	2.07	1.42	2.01
Prime (Non-Conforming Jumbo) - Fixed	7.37	2.40	2.47	2.11	2.40	2.38
Prime (Non-Conforming Jumbo) - ARM	2.46	0.92	1.01	0.78	0.90	0.99
Other Fixed	0.00	0.73	0.71	0.90	0.81	0.76
Other ARM	0.00	0.20	0.13	0.43	0.20	0.14
Closed-End Second Mortgages	0.02	1.21	0.89	0.86	1.04	0.94
Funded HELOCs	0.00	0.38	0.38	0.33	0.33	0.40
Reverse	0.00	0.41	0.49	0.53	0.45	0.49
Other	0.00	0.10	0.10	0.28	0.06	0.11
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.00	96.76	96.11	95.68	96.80	96.03
ARM	6.00	3.24	3.89	4.32	3.20	3.97
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.93	5.29	4.59	4.87	5.19	4.42
Non-Jumbo	90.07	94.71	95.41	95.13	94.81	95.58
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	84.34	84.00	83.45	84.25	84.50
Wholesale/Broker and Correspondent	0.00	15.66	16.00	16.55	15.75	15.50
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	97.50	63.11	66.83	53.30	62.75	66.41
Refinancing	2.00	36.89	33.17	46.70	37.25	33.59
Rate-Term	0.50	20.82	17.91	29.63	21.02	18.09
Cash-Out	0.00	14.16	13.82	14.43	14.30	13.99
Other / Unknown	0.00	1.91	1.45	2.64	1.92	1.51
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	1.72	1.45	1.46	1.72	1.52
Greater than 600, less than or equal to 650	4.50	10.42	10.30	8.79	10.35	10.47
Greater than 650, less than or equal to 700	13.00	22.83	22.91	21.70	22.95	23.01
Greater than 700, less than or equal to 750	26.00	25.70	25.74	25.25	25.84	25.62
Greater than 750	56.00	39.33	39.60	42.80	39.15	39.38
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mortgage Simple Average FICO (based on #)	728	725	725	730	725	725
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	11.80	11.69	12.67	11.76	11.74
Greater than 60%, less than or equal to 70%	6.00	8.32	8.15	9.26	8.30	8.12
Greater than 70%, less than or equal to 80%	35.00	25.95	26.54	27.74	25.82	26.33
Greater than 80%, less than or equal to 90%	15.00	12.13	11.84	12.12	12.18	11.76
Greater than 90%, less than or equal to 100%	25.00	39.10	39.44	35.67	39.15	39.64
Greater than 100%	11.00	2.70	2.34	2.55	2.78	2.41
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	82.25	82.18	80.72	82.36	82.24
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	0.97	0.98	1.18	1.01	1.06
Originated for Sale to Others:	100.00	99.03	99.02	98.82	98.99	98.94
Sale to Fannie/Freddie/Ginnie	100.00	44.50	43.65	44.99	43.82	43.53
All Other Sale to Others	0.00	54.52	55.36	53.83	55.16	55.41
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	347	334	359	307	307

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

LOAN BALANCES	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
Avg. Total Loans Originated (\$000s)	485,655	517,428	537,642	473,204	543,889	549,355
Avg. Total Loans Originated (#)	1,908	2,196	2,265	1,917	2,307	2,333
Average Loan Balance	251,293	237,419	238,481	240,858	237,912	236,668
<b>Production Mix by Product Type</b>						
First Mortgages:	262,999	241,174	241,703	242,791	241,396	240,049
Government (FHA/VA/RHS) - Fixed	233,656	219,399	219,658	218,792	218,804	217,912
Government (FHA/VA/RHS) - ARM	310,520	318,041	328,979	323,034	314,443	329,805
Prime (Conforming) - Fixed	255,141	232,231	229,603	237,713	232,596	229,309
Prime (Conforming) - ARM	262,444	311,268	300,164	299,532	311,079	300,353
Prime (Non-Conforming Jumbo) - Fixed	536,987	653,871	659,763	666,122	658,392	657,509
Prime (Non-Conforming Jumbo) - ARM	699,875	748,235	761,966	739,916	741,308	757,924
Other Fixed		245,204	243,563	281,324	242,809	251,491
Other ARM		389,201	348,641	300,785	405,453	359,409
Closed-End Second Mortgages	8,523	39,134	34,938	34,546	37,856	35,703
Funded HELOCs		109,884	100,852	99,181	110,193	102,510
Reverse		169,707	179,631	173,170	170,996	180,748
Other		124,676	148,663	190,139	76,717	148,663
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	260,513	236,132	235,796	237,910	236,422	234,284
ARM	321,555	438,594	411,338	391,234	434,183	407,661
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	538,699	650,717	696,918	662,141	650,360	697,014
Non-Jumbo	245,333	231,041	224,562	248,044	230,649	224,192
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	262,999	238,445	240,141	239,566	238,575	238,393
Wholesale/Broker and Correspondent		231,829	247,503	250,130	234,777	239,515
<b>1st Mtg Purchase vs Refi</b>						
Purchase	273,546	235,943	238,718	233,079	236,115	237,297
Refinancing	279,666	258,701	251,387	255,361	260,052	250,164
Rate-Term	239,888	261,695	261,053	264,593	262,836	260,156
Cash-Out		247,776	243,155	242,626	248,022	241,855
Other / Unknown		317,260	297,925	234,077	321,700	279,197
<b>FICO Score Distribution</b>						
Equals 600 or less	230,852	210,205	197,365	200,097	211,690	196,447
Greater than 600, less than or equal to 650	245,666	206,090	207,429	207,814	205,604	206,703
Greater than 650, less than or equal to 700	250,425	224,821	223,156	221,365	223,958	221,979
Greater than 700, less than or equal to 750	270,523	245,620	245,323	246,020	245,917	244,306
Greater than 750	264,555	254,689	255,768	258,217	255,242	253,626
<b>LTV Distribution</b>						
Equals 60% of less	162,888	214,575	214,784	220,976	216,880	214,017
Greater than 60%, less than or equal to 70%	258,777	259,730	263,690	265,269	260,523	262,694
Greater than 70%, less than or equal to 80%	291,666	259,600	260,730	260,375	259,807	259,707
Greater than 80%, less than or equal to 90%	301,555	254,561	255,331	250,335	254,663	255,126
Greater than 90%, less than or equal to 100%	254,888	227,309	225,090	223,570	227,114	223,570
Greater than 100%	258,954	191,568	191,208	211,154	191,585	191,525
<b>Production Sold by Investor Type</b>						
Originated for Portfolio		280,814	245,871	240,446	274,069	245,406
Originated for Sale to Others:	253,658	236,918	237,760	239,574	237,038	235,418
Sale to Fannie/Freddie/Ginnie	246,985	220,152	222,019	222,746	221,498	222,626
All Other Sale to Others		258,496	263,091	272,843	258,403	260,771
Number of Companies Reporting	1	347	334	359	307	307



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	<50M	50-100M	100-250M	>250M	Total
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	825	1,011	1,186	1,030	651	912
Correspondent and Broker Fee Income (1)	-	147	22	113	75	92
Other Origination-Related Income (2)	537	482	445	537	435	477
<b>Total Origination-Related Income</b>	<b>1,422</b>	<b>1,641</b>	<b>1,653</b>	<b>1,680</b>	<b>1,161</b>	<b>1,480</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	536	349	421	567	604	520
Warehousing Expense	98	207	348	442	471	397
<b>Net Interest Income</b>	<b>438</b>	<b>143</b>	<b>73</b>	<b>125</b>	<b>133</b>	<b>124</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	4,187	3,059	4,747	5,241	5,156	4,748
Capitalized Servicing/Svg Released Premiums	2,197	2,133	2,200	2,507	2,452	2,375
Repurchase Reserve Provision	(276)	(9)	(33)	(54)	(91)	(56)
<b>Net Secondary Marketing Income</b>	<b>6,108</b>	<b>5,184</b>	<b>6,914</b>	<b>7,694</b>	<b>7,516</b>	<b>7,066</b>
<b>Total Loan Production Revenues</b>	<b>7,968</b>	<b>6,967</b>	<b>8,640</b>	<b>9,499</b>	<b>8,810</b>	<b>8,670</b>
<b>EXPENSES</b>						
Personnel	3,332	4,280	5,039	5,624	5,192	5,141
Sales Personnel	598	1,432	2,003	2,477	2,204	2,121
Fulfillment Personnel	1,470	1,125	1,453	1,293	1,197	1,252
Production Support Employees	287	490	491	588	628	571
Management and Directors	358	528	420	499	472	483
Benefits	620	704	671	767	692	714
Occupancy and Equipment	150	444	389	457	428	434
Technology-Related Expenses	125	148	163	149	143	149
Other Direct Expenses	1,644	1,684	1,761	1,627	1,521	1,618
Outsourcing and Professional fees	-	387	202	297	316	306
Other Operating Expenses	1,644	1,297	1,558	1,330	1,205	1,312
<b>Direct Loan Production Expenses</b>	<b>5,250</b>	<b>6,555</b>	<b>7,351</b>	<b>7,857</b>	<b>7,284</b>	<b>7,342</b>
<b>Corporate Allocation</b>	<b>103</b>	<b>342</b>	<b>468</b>	<b>652</b>	<b>470</b>	<b>503</b>
<b>Total Loan Production Expense</b>	<b>5,354</b>	<b>6,897</b>	<b>7,819</b>	<b>8,509</b>	<b>7,754</b>	<b>7,845</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,610</b>	<b>70</b>	<b>820</b>	<b>990</b>	<b>1,057</b>	<b>825</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	24,841	75,206	165,074	1,240,826	517,428
Avg. Total Loans Originated (#)	1,908	133	373	728	5,206	2,196
Average Loan Balance (\$)	251,293	196,796	220,062	254,910	249,440	237,419
Avg. Pull-Through (Closings/Applications #)	47.77	68.87	65.09	69.08	69.00	68.39
<b>Average Days in Warehouse</b>	<b>12</b>	<b>16</b>	<b>18</b>	<b>20</b>	<b>20</b>	<b>19</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	33	84	166	732	339
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	4.9	5.8	5.4	7.3	6.1
Closings per Fulfillment Employee per Mo.	2.5	4.9	5.8	5.5	7.0	6.0
Closings per Prod Support Employee per Mo.	12.7	9.3	14.2	12.8	17.1	14.2
Closings per Total Prod. Employee per Mo.	1.8	1.8	1.8	1.9	2.4	2.0
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.5	3.5	3.5	5.5	5.1
Closings per Fulfillment Employee per Mo.	2.5	3.9	3.8	3.8	5.5	5.1
Closings per Prod Support Employee per Mo.	12.7	6.0	7.6	7.7	12.6	11.5
Closings per Total Prod. Employee per Mo.	1.8	1.4	1.5	1.4	2.3	2.1
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.9	3.3	3.7	4.2	3.9
Closings per Fulfillment Employee per Mo.	2.5	3.9	4.4	3.9	4.6	4.2
Closings per Prod Support Employee per Mo.	12.7	7.9	11.1	10.4	11.7	10.4
Closings per Total Prod. Employee per Mo.	1.8	1.5	1.6	1.5	1.7	1.6
Number of Companies Reporting	1	62	51	108	126	347

(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

BASIS POINTS	Your Firm	<50M	50-100M	100-250M	>250M	Total
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	31.45	53.80	56.32	44.26	25.36	40.87
Correspondent and Broker Fee Income (1)	-	7.64	1.15	4.28	3.36	4.09
Other Origination-Related Income (2)	22.50	24.39	21.46	21.89	17.03	20.51
<b>Total Origination-Related Income</b>	<b>53.95</b>	<b>85.83</b>	<b>78.93</b>	<b>70.43</b>	<b>45.75</b>	<b>65.47</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	14.20	18.05	19.74	22.26	24.52	21.96
Warehousing Expense	2.47	11.21	16.25	17.14	19.26	16.72
<b>Net Interest Income</b>	<b>16.67</b>	<b>6.84</b>	<b>3.50</b>	<b>5.12</b>	<b>5.26</b>	<b>5.24</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	212.57	157.82	217.50	223.16	215.58	207.90
Capitalized Servicing/Svg Released Premiums	35.50	108.50	100.02	98.06	100.87	101.23
Repurchase Reserve Provision	(15.50)	(0.47)	(1.58)	(2.25)	(3.77)	(2.39)
<b>Net Secondary Marketing Income</b>	<b>232.57</b>	<b>265.85</b>	<b>315.94</b>	<b>318.97</b>	<b>312.68</b>	<b>306.75</b>
<b>Total Loan Production Revenues</b>	<b>303</b>	<b>358.52</b>	<b>398.37</b>	<b>394.52</b>	<b>363.68</b>	<b>377.46</b>
<b>EXPENSES</b>						
Personnel	126.86	220.66	234.14	233.68	212.94	223.89
Sales Personnel	22.75	72.50	90.46	104.79	90.39	91.69
Fulfillment Personnel	55.96	59.13	67.83	54.36	50.22	55.69
Production Support Employees	10.91	24.88	24.64	23.03	25.02	24.32
Management and Directors	13.62	26.49	20.01	19.64	19.06	20.71
Benefits	23.62	37.66	31.20	31.86	28.24	31.49
Occupancy and Equipment	5.69	22.35	18.49	19.37	17.46	19.08
Technology-Related Expenses	4.76	7.16	7.73	6.16	5.99	6.51
Other Direct Expenses	62.59	89.74	84.25	67.95	63.34	72.56
Outsourcing and Professional fees	-	23.56	9.88	11.85	12.86	14.02
Other Operating Expenses	62.59	66.19	74.38	56.10	50.48	58.55
<b>Direct Loan Production Expenses</b>	<b>199.90</b>	<b>339.92</b>	<b>344.61</b>	<b>327.16</b>	<b>299.73</b>	<b>322.04</b>
<b>Corporate Allocation</b>	<b>3.93</b>	<b>20.75</b>	<b>20.98</b>	<b>27.16</b>	<b>19.09</b>	<b>22.18</b>
<b>Total Loan Production Expense</b>	<b>203.83</b>	<b>360.67</b>	<b>365.59</b>	<b>354.31</b>	<b>318.82</b>	<b>344.22</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>99.36</b>	<b>(2.14)</b>	<b>32.78</b>	<b>40.21</b>	<b>44.86</b>	<b>33.24</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	24,841	75,206	165,074	1,240,826	517,428
Avg. Total Loans Originated (#)	1,908	133	373	728	5,206	2,196
Average Loan Balance (\$)	251,293	196,796	220,062	254,910	249,440	237,419
Avg. Pull-Through (Closings/Applications #)	47.77	68.87	65.09	69.08	69.00	68.39
<b>Average Days in Warehouse</b>	<b>12</b>	<b>16</b>	<b>18</b>	<b>20</b>	<b>20</b>	<b>19</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	33	84	166	732	339
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	4.9	5.8	5.4	7.3	6.1
Closings per Fulfillment Employee per Mo.	2.5	4.9	5.8	5.5	7.0	6.0
Closings per Prod Support Employee per Mo.	12.7	9.3	14.2	12.8	17.1	14.2
Closings per Total Prod. Employee per Mo.	1.8	1.8	1.8	1.9	2.4	2.0
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.5	3.5	3.5	5.5	5.1
Closings per Fulfillment Employee per Mo.	2.5	3.9	3.8	3.8	5.5	5.1
Closings per Prod Support Employee per Mo.	12.7	6.0	7.6	7.7	12.6	11.5
Closings per Total Prod. Employee per Mo.	1.8	1.4	1.5	1.4	2.3	2.1
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.9	3.3	3.7	4.2	3.9
Closings per Fulfillment Employee per Mo.	2.5	3.9	4.4	3.9	4.6	4.2
Closings per Prod Support Employee per Mo.	12.7	7.9	11.1	10.4	11.7	10.4
Closings per Total Prod. Employee per Mo.	1.8	1.5	1.6	1.5	1.7	1.6
Number of Companies Reporting	1	62	51	108	126	347

(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

PERCENT BASED ON \$	Your Firm	<50M	50-100M	100-250M	>250M	Total
Avg. Total Loans Originated (\$000s)	485,655	24,841	75,206	165,074	1,240,826	517,428
Avg. Total Loans Originated (#)	1,908	133	373	728	5,206	2,196
Average Loan Balance	251,293	196,796	220,062	254,910	249,440	237,419
<b>Production Mix by Product Type</b>						
First Mortgages:	99.50	98.97	99.38	99.21	99.61	99.34
Government (FHA/VA/RHS) - Fixed	21.50	26.81	31.97	34.57	38.27	34.14
Government (FHA/VA/RHS) - ARM	0.19	0.75	0.09	0.64	0.65	0.59
Prime (Conforming) - Fixed	63.25	64.08	58.18	53.17	50.20	54.78
Prime (Conforming) - ARM	3.54	2.20	1.88	1.82	1.22	1.68
Prime (Non-Conforming Jumbo) - Fixed	7.37	2.78	4.63	5.74	5.70	5.03
Prime (Non-Conforming Jumbo) - ARM	2.46	0.72	2.08	2.57	2.51	2.15
Other Fixed	0.50	1.05	0.17	0.48	1.02	0.73
Other ARM	0.00	0.58	0.37	0.22	0.05	0.24
Closed-End Second Mortgages	0.02	0.29	0.15	0.11	0.07	0.13
Funded HELOCs	0.00	0.13	0.04	0.26	0.13	0.16
Reverse	0.00	0.61	0.23	0.40	0.16	0.32
Other	0.00	0.00	0.21	0.02	0.04	0.05
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	95.00	95.71	95.56	94.66	95.52	95.29
ARM	5.00	4.29	4.44	5.34	4.48	4.71
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.75	4.40	8.67	13.14	8.82	9.35
Non-Jumbo	90.25	95.60	91.33	86.86	91.18	90.65
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	84.76	92.86	88.49	76.23	84.01
Wholesale/Broker and Correspondent	0.00	15.24	7.14	11.51	23.77	15.99
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	98.50	60.75	65.34	62.29	59.21	61.34
Refinancing	1.00	39.25	34.66	37.71	40.79	38.66
Rate-Term	0.50	20.75	19.29	22.72	23.62	22.19
Cash-Out	0.00	14.89	14.37	13.06	15.12	14.33
Other / Unknown	0.00	3.61	1.00	1.94	2.05	2.14
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	1.99	0.70	2.09	1.42	1.62
Greater than 600, less than or equal to 650	4.50	7.60	8.30	9.06	10.56	9.23
Greater than 650, less than or equal to 700	13.00	21.31	20.75	20.89	22.34	21.47
Greater than 700, less than or equal to 750	26.00	26.97	26.59	25.82	26.08	26.23
Greater than 750	56.00	42.13	43.66	42.14	39.61	41.45
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Simple Average FICO (based on #)	728	728	729	727	721	725
<b>1st Mtg LTV Distribution</b>						
Equals 60% or less	8.00	12.20	10.35	10.04	10.08	10.49
Greater than 60%, less than or equal to 70%	6.00	9.92	8.09	8.83	8.83	8.92
Greater than 70%, less than or equal to 80%	35.00	27.84	29.69	28.47	26.71	27.90
Greater than 80%, less than or equal to 90%	15.00	12.95	12.84	12.28	13.41	12.89
Greater than 90%, less than or equal to 100%	25.00	35.65	37.01	37.63	38.41	37.46
Greater than 100%	11.00	1.44	2.03	2.74	2.57	2.34
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	81.31	82.17	81.95	83.02	82.25
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	2.37	0.01	0.84	1.34	1.17
Originated for Sale to Others:	100.00	97.63	99.99	99.16	98.66	98.83
Sale to Fannie/Freddie/Ginnie	100.00	53.10	34.34	32.74	51.46	43.41
All Other Sale to Others	0.00	44.54	65.65	66.42	47.20	55.42
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	62	51	108	126	347

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

PERCENT BASED ON #	Your Firm	<50M	50-100M	100-250M	>250M	Total
Avg. Total Loans Originated (\$000s)	485,655	24,841	75,206	165,074	1,240,826	517,428
Avg. Total Loans Originated (#)	1,908	133	373	728	5,206	2,196
Average Loan Balance	251,293	196,796	220,062	254,910	249,440	237,419
<b>Production Mix by Product Type</b>						
First Mortgages:	98.50	97.44	97.94	97.59	98.35	97.89
Government (FHA/VA/RHS) - Fixed	22.50	27.58	34.62	36.39	40.78	36.15
Government (FHA/VA/RHS) - ARM	0.19	0.79	0.11	0.60	0.57	0.55
Prime (Conforming) - Fixed	64.31	63.92	58.13	54.55	51.04	55.47
Prime (Conforming) - ARM	3.54	2.15	1.54	1.52	1.04	1.46
Prime (Non-Conforming Jumbo) - Fixed	7.37	1.08	2.29	2.91	2.66	2.40
Prime (Non-Conforming Jumbo) - ARM	2.46	0.27	0.77	1.19	1.08	0.92
Other Fixed	0.00	1.12	0.22	0.28	1.13	0.73
Other ARM	0.00	0.54	0.27	0.15	0.05	0.20
Closed-End Second Mortgages	0.02	1.63	1.40	1.20	0.95	1.21
Funded HELOCs	0.00	0.36	0.11	0.55	0.37	0.38
Reverse	0.00	0.56	0.31	0.57	0.24	0.41
Other	0.00	0.00	0.24	0.10	0.10	0.10
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.00	96.10	97.28	96.41	97.18	96.76
ARM	6.00	3.90	2.72	3.59	2.82	3.24
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.93	1.79	5.11	8.76	4.12	5.29
Non-Jumbo	90.07	98.21	94.89	91.24	95.88	94.71
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	84.98	92.71	88.72	76.88	84.34
Wholesale/Broker and Correspondent	0.00	15.02	7.29	11.28	23.12	15.66
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	97.50	61.33	66.95	64.33	61.39	63.11
Refinancing	2.00	38.67	33.05	35.67	38.61	36.89
Rate-Term	0.50	19.99	18.25	21.07	22.05	20.82
Cash-Out	0.00	15.24	13.84	13.20	14.59	14.16
Other / Unknown	0.00	3.44	0.96	1.40	1.97	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	0.50	2.16	0.70	2.15	1.55	1.72
Greater than 600, less than or equal to 650	4.50	8.23	9.45	10.31	12.00	10.42
Greater than 650, less than or equal to 700	13.00	21.75	22.51	22.37	23.89	22.83
Greater than 700, less than or equal to 750	26.00	26.85	26.13	25.22	25.38	25.70
Greater than 750	56.00	41.01	41.23	39.96	37.18	39.33
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mortgage Simple Average FICO (based on #)	728	728	729	727	721	725
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	14.77	11.49	11.41	10.78	11.80
Greater than 60%, less than or equal to 70%	6.00	9.66	7.63	8.25	7.99	8.32
Greater than 70%, less than or equal to 80%	35.00	26.37	27.58	26.29	24.78	25.95
Greater than 80%, less than or equal to 90%	15.00	12.23	11.64	11.57	12.77	12.13
Greater than 90%, less than or equal to 100%	25.00	35.39	39.10	39.31	40.77	39.10
Greater than 100%	11.00	1.59	2.56	3.18	2.91	2.70
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	81.31	82.17	81.95	83.02	82.25
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	1.90	0.01	0.66	1.18	0.97
Originated for Sale to Others:	100.00	98.10	99.99	99.34	98.82	99.03
Sale to Fannie/Freddie/Ginnie	100.00	54.27	35.56	33.53	52.71	44.50
All Other Sale to Others	0.00	43.82	64.43	65.81	46.10	54.52
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	62	51	108	126	347

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

LOAN BALANCES	Your Firm	<50M	50-100M	100-250M	>250M	Total
Avg. Total Loans Originated (\$000s)	485,655	24,841	75,206	165,074	1,240,826	517,428
Avg. Total Loans Originated (#)	1,908	133	373	728	5,206	2,196
Average Loan Balance	251,293	196,796	220,062	254,910	249,440	237,419
<b>Production Mix by Product Type</b>						
First Mortgages:	262,999	199,921	223,064	259,559	253,045	241,174
Government (FHA/VA/RHS) - Fixed	233,656	186,324	200,597	233,455	227,928	219,399
Government (FHA/VA/RHS) - ARM	310,520	209,390	209,679	319,559	325,724	318,041
Prime (Conforming) - Fixed	255,141	198,553	217,290	246,561	242,765	232,231
Prime (Conforming) - ARM	262,444	250,660	324,307	327,102	309,622	311,268
Prime (Non-Conforming Jumbo) - Fixed	536,987	656,744	627,062	652,859	662,991	653,871
Prime (Non-Conforming Jumbo) - ARM	699,875	601,453	685,278	816,236	738,539	748,235
Other Fixed	146,771	146,771	235,970	302,127	224,514	245,204
Other ARM		203,676	275,070	616,471	335,574	389,201
Closed-End Second Mortgages	8,523	37,209	33,213	43,375	38,590	39,134
Funded HELOCs		83,968	74,804	105,865	118,616	109,884
Reverse		157,152	159,482	165,290	175,142	169,707
Other			74,100	234,030	121,941	124,676
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	260,513	198,728	218,276	253,489	246,888	236,132
ARM	321,555	284,224	417,809	471,528	463,063	438,594
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	538,699	620,133	623,386	658,576	662,451	650,717
Non-Jumbo	245,333	193,374	223,387	250,361	236,113	231,041
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	262,999	198,859	223,440	255,528	248,209	238,445
Wholesale/Broker and Correspondent		204,638	203,261	239,451	240,921	231,829
<b>1st Mtg Purchase vs Refi</b>						
Purchase	273,546	199,007	221,919	254,438	243,941	235,943
Refinancing	279,666	200,897	236,293	287,281	271,767	258,701
Rate-Term	239,888	212,764	239,214	282,382	275,246	261,695
Cash-Out		196,273	231,759	261,996	265,027	247,776
Other / Unknown		170,539	324,402	454,891	295,511	317,260
<b>FICO Score Distribution</b>						
Equals 600 or less	230,852	179,423	203,210	203,204	222,881	210,205
Greater than 600, less than or equal to 650	245,666	181,705	191,870	217,137	213,732	206,090
Greater than 650, less than or equal to 700	250,425	197,767	205,832	239,012	233,726	224,821
Greater than 700, less than or equal to 750	270,523	199,762	226,978	264,991	259,234	245,620
Greater than 750	264,555	206,889	236,852	274,388	268,812	254,689
<b>LTV Distribution</b>						
Equals 60% or less	162,888	158,527	209,479	225,827	233,926	214,575
Greater than 60%, less than or equal to 70%	258,777	201,753	240,331	278,947	279,024	259,730
Greater than 70%, less than or equal to 80%	291,666	213,005	241,195	281,196	271,734	259,600
Greater than 80%, less than or equal to 90%	301,555	214,025	242,192	271,367	264,680	254,561
Greater than 90%, less than or equal to 100%	254,888	203,567	215,994	239,792	232,827	227,309
Greater than 100%	258,954	162,313	162,536	203,303	200,397	191,568
<b>Production Sold by Investor Type</b>						
Originated for Portfolio		242,863	298,000	250,598	313,903	280,814
Originated for Sale to Others:	253,658	196,521	222,560	254,391	246,397	236,918
Sale to Fannie/Freddie/Ginnie	246,985	187,508	212,978	225,674	232,022	220,152
All Other Sale to Others		200,036	245,889	262,294	280,324	258,496
Number of Companies Reporting	1	62	51	108	126	347

## Quarterly Mortgage Bankers Performance Report

## Residential Loan Production - by Retail/Consumer Direct vs Wholesale Production Mix

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

\$ PER LOAN	Your Firm	100% Retail/CD	Mixed Retail/ Wholesale	75% or More Wholesale	Total
<b>ORIGINATION-RELATED INCOME</b>					
Loan Origination Fees	825	1,118	708	167	912
Correspondent and Broker Fee Income (1)	-	24	171	293	92
Other Origination-Related Income (2)	537	539	383	361	477
<b>Total Origination-Related Income</b>	<b>1,422</b>	<b>1,682</b>	<b>1,262</b>	<b>821</b>	<b>1,480</b>
<b>NET INTEREST INCOME</b>					
Warehousing Income	536	532	523	425	520
Warehousing Expense	98	392	427	319	397
<b>Net Interest Income</b>	<b>438</b>	<b>140</b>	<b>95</b>	<b>106</b>	<b>124</b>
<b>SECONDARY MARKETING INCOME</b>					
Secondary Mktg Gains (Losses)	4,187	5,225	4,828	1,093	4,748
Capitalized Servicing/Svg Released Premiums	2,197	2,488	2,275	1,927	2,375
Repurchase Reserve Provision	(276)	(48)	(77)	(44)	(56)
<b>Net Secondary Marketing Income</b>	<b>6,108</b>	<b>7,665</b>	<b>7,026</b>	<b>2,976</b>	<b>7,066</b>
<b>Total Loan Production Revenues</b>	<b>7,968</b>	<b>9,487</b>	<b>8,384</b>	<b>3,904</b>	<b>8,670</b>
<b>EXPENSES</b>					
Personnel	3,332	5,532	5,246	2,010	5,141
Sales Personnel	598	2,304	2,210	522	2,121
Fulfillment Personnel	1,470	1,375	1,188	601	1,252
Production Support Employees	287	585	611	332	571
Management and Directors	358	523	478	217	483
Benefits	620	746	759	338	714
Occupancy and Equipment	150	469	448	137	434
Technology-Related Expenses	125	152	159	92	149
Other Direct Expenses	1,644	1,727	1,600	914	1,618
Outsourcing and Professional fees	-	322	286	261	306
Other Operating Expenses	1,644	1,405	1,314	652	1,312
<b>Direct Loan Production Expenses</b>	<b>5,250</b>	<b>7,880</b>	<b>7,452</b>	<b>3,154</b>	<b>7,342</b>
<b>Corporate Allocation</b>	<b>103</b>	<b>523</b>	<b>531</b>	<b>270</b>	<b>503</b>
<b>Total Loan Production Expense</b>	<b>5,354</b>	<b>8,403</b>	<b>7,983</b>	<b>3,423</b>	<b>7,845</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,610</b>	<b>1,084</b>	<b>401</b>	<b>480</b>	<b>825</b>
<b>MEMO ITEMS</b>					
<b>Originations Volume:</b>					
Avg. Total Loans Originated (\$000s)	485,655	252,432	819,826	1,331,679	517,428
Avg. Total Loans Originated (#)	1,908	1,059	3,443	5,860	2,196
Average Loan Balance (\$)	251,293	241,058	232,288	229,659	237,419
Avg. Pull-Through (Closings/Applications #)	47.77	69.08	67.54	66.62	68.39
<b>Average Days in Warehouse</b>	<b>12</b>	<b>20</b>	<b>19</b>	<b>15</b>	<b>19</b>
<b>Employees:</b>					
Total Production FTEs (excluding 0 reporters)	425	248	525	307	339
<b>Productivity</b>					
<b>Simple Avg.</b>					
Closings per Sales Employee per Mo.	7.3	4.5	6.3	20.2	6.1
Closings per Fulfillment Employee per Mo.	2.5	5.2	5.8	13.3	6.0
Closings per Prod Support Employee per Mo.	12.7	12.5	14.8	23.4	14.2
Closings per Total Prod. Employee per Mo.	1.8	1.7	2.0	4.7	2.0
<b>Weighted Avg.</b>					
Closings per Sales Employee per Mo.	7.3	3.4	5.3	19.1	5.1
Closings per Fulfillment Employee per Mo.	2.5	3.8	5.2	12.8	5.1
Closings per Prod Support Employee per Mo.	12.7	9.1	12.3	15.2	11.5
Closings per Total Prod. Employee per Mo.	1.8	1.5	2.2	5.3	2.1
<b>Median</b>					
Closings per Sales Employee per Mo.	7.3	3.7	3.9	13.9	3.9
Closings per Fulfillment Employee per Mo.	2.5	3.9	4.3	8.2	4.2
Closings per Prod Support Employee per Mo.	12.7	10.0	10.0	18.8	10.4
Closings per Total Prod. Employee per Mo.	1.8	1.5	1.6	3.9	1.6
Number of Companies Reporting	1	212	105	30	347

(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**  
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	31.45	49.99	32.19	6.86	40.87
Correspondent and Broker Fee Income (1)	-	0.78	8.07	13.51	4.09
Other Origination-Related Income (2)	22.50	23.42	16.00	15.69	20.51
<b>Total Origination-Related Income</b>	<b>53.95</b>	<b>74.19</b>	<b>56.26</b>	<b>36.06</b>	<b>65.47</b>
<b>NET INTEREST INCOME</b>					
Warehousing Income	14.20	22.12	22.82	17.84	21.96
Warehousing Expense	2.47	16.28	18.63	13.12	16.72
<b>Net Interest Income</b>	<b>16.67</b>	<b>5.83</b>	<b>4.19</b>	<b>4.72</b>	<b>5.24</b>
<b>SECONDARY MARKETING INCOME</b>					
Secondary Mktg Gains (Losses)	212.57	228.11	213.19	46.62	207.90
Capitalized Servicing/Svg Released Premiums	35.50	102.34	103.78	84.48	101.23
Repurchase Reserve Provision	(15.50)	(2.03)	(3.26)	(1.82)	(2.39)
<b>Net Secondary Marketing Income</b>	<b>232.57</b>	<b>328.42</b>	<b>313.71</b>	<b>129.27</b>	<b>306.75</b>
<b>Total Loan Production Revenues</b>	<b>303</b>	<b>408.44</b>	<b>374.16</b>	<b>170.05</b>	<b>377.46</b>
<b>EXPENSES</b>					
Personnel	126.86	238.41	233.17	88.84	223.89
Sales Personnel	22.75	99.09	97.00	20.77	91.69
Fulfillment Personnel	55.96	60.78	53.78	26.37	55.69
Production Support Employees	10.91	24.04	27.15	16.39	24.32
Management and Directors	13.62	21.89	21.38	9.98	20.71
Benefits	23.62	32.60	33.86	15.32	31.49
Occupancy and Equipment	5.69	20.46	20.17	5.49	19.08
Technology-Related Expenses	4.76	6.60	7.10	3.73	6.51
Other Direct Expenses	62.59	78.05	71.58	37.26	72.56
Outsourcing and Professional fees	-	15.17	12.68	10.56	14.02
Other Operating Expenses	62.59	62.88	58.90	26.69	58.55
<b>Direct Loan Production Expenses</b>	<b>199.90</b>	<b>343.52</b>	<b>332.03</b>	<b>135.32</b>	<b>322.04</b>
<b>Corporate Allocation</b>	<b>3.93</b>	<b>22.07</b>	<b>24.87</b>	<b>13.53</b>	<b>22.18</b>
<b>Total Loan Production Expense</b>	<b>203.83</b>	<b>365.59</b>	<b>356.90</b>	<b>148.84</b>	<b>344.22</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>99.36</b>	<b>42.85</b>	<b>17.26</b>	<b>21.21</b>	<b>33.24</b>
<b>MEMO ITEMS</b>					
<b>Originations Volume:</b>					
Avg. Total Loans Originated (\$000s)	485,655	252,432	819,826	1,331,679	517,428
Avg. Total Loans Originated (#)	1,908	1,059	3,443	5,860	2,196
Average Loan Balance (\$)	251,293	241,058	232,288	229,659	237,419
Avg. Pull-Through (Closings/Applications #)	47.77	69.08	67.54	66.62	68.39
<b>Average Days in Warehouse</b>	<b>12</b>	<b>20</b>	<b>19</b>	<b>15</b>	<b>19</b>
<b>Employees:</b>					
Total Production FTEs (excluding 0 reporters)	425	248	525	307	339
<b>Productivity</b>					
<b>Simple Avg.</b>					
Closings per Sales Employee per Mo.	7.3	4.5	6.3	20.2	6.1
Closings per Fulfillment Employee per Mo.	2.5	5.2	5.8	13.3	6.0
Closings per Prod Support Employee per Mo.	12.7	12.5	14.8	23.4	14.2
Closings per Total Prod. Employee per Mo.	1.8	1.7	2.0	4.7	2.0
<b>Weighted Avg.</b>					
Closings per Sales Employee per Mo.	7.3	3.4	5.3	19.1	5.1
Closings per Fulfillment Employee per Mo.	2.5	3.8	5.2	12.8	5.1
Closings per Prod Support Employee per Mo.	12.7	9.1	12.3	15.2	11.5
Closings per Total Prod. Employee per Mo.	1.8	1.5	2.2	5.3	2.1
<b>Median</b>					
Closings per Sales Employee per Mo.	7.3	3.7	3.9	13.9	3.9
Closings per Fulfillment Employee per Mo.	2.5	3.9	4.3	8.2	4.2
Closings per Prod Support Employee per Mo.	12.7	10.0	10.0	18.8	10.4
Closings per Total Prod. Employee per Mo.	1.8	1.5	1.6	3.9	1.6
Number of Companies Reporting	1	212	105	30	347

(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  
 D3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm	100% Retail/CD	Mixed Retail/ Wholesale	75% or More Wholesale	Total
Avg. Total Loans Originated (\$000s)	485,655	252,432	819,826	1,331,679	517,428
Avg. Total Loans Originated (#)	1,908	1,059	3,443	5,860	2,196
Average Loan Balance	251,293	241,058	232,288	229,659	237,419
<b>Production Mix by Product Type</b>					
First Mortgages:	99.50	99.25	99.38	99.80	99.34
Government (FHA/VA/RHS) - Fixed	21.50	31.74	37.47	39.47	34.14
Government (FHA/VA/RHS) - ARM	0.19	0.33	0.10	4.10	0.59
Prime (Conforming) - Fixed	63.25	56.41	52.36	51.73	54.78
Prime (Conforming) - ARM	3.54	1.90	1.39	1.10	1.68
Prime (Non-Conforming Jumbo) - Fixed	7.37	5.70	4.69	1.49	5.03
Prime (Non-Conforming Jumbo) - ARM	2.46	2.17	2.30	1.43	2.15
Other Fixed	0.50	0.87	0.59	0.25	0.73
Other ARM	0.00	0.13	0.48	0.22	0.24
Closed-End Second Mortgages	0.02	0.10	0.22	0.08	0.13
Funded HELOCs	0.00	0.20	0.10	0.00	0.16
Reverse	0.00	0.39	0.27	0.07	0.32
Other	0.00	0.05	0.04	0.05	0.05
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	95.00	95.41	95.66	93.14	95.29
ARM	5.00	4.59	4.34	6.86	4.71
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	9.75	9.89	8.79	7.55	9.35
Non-Jumbo	90.25	90.11	91.21	92.45	90.65
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>					
Retail/Direct Marketing	100.00	100.00	73.67	7.23	84.01
Wholesale/Broker and Correspondent	0.00	0.00	26.33	92.77	15.99
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>					
Purchase	98.50	64.54	58.73	47.89	61.34
Refinancing	1.00	35.46	41.27	52.11	38.66
Rate-Term	0.50	20.55	22.88	31.37	22.19
Cash-Out	0.00	13.68	14.54	18.17	14.33
Other / Unknown	0.00	1.23	3.85	2.57	2.14
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	0.50	0.94	1.44	7.08	1.62
Greater than 600, less than or equal to 650	4.50	8.34	10.80	9.97	9.23
Greater than 650, less than or equal to 700	13.00	20.86	22.31	22.85	21.47
Greater than 700, less than or equal to 750	26.00	26.32	26.62	24.26	26.23
Greater than 750	56.00	43.55	38.83	35.83	41.45
Total	100.00	100.00	100.00	100.00	100.00
1st Mtg Simple Average FICO (based on #)	728	729	720	716	725
<b>1st Mtg LTV Distribution</b>					
Equals 60% of less	8.00	9.97	10.57	13.82	10.49
Greater than 60%, less than or equal to 70%	6.00	8.96	8.96	8.51	8.92
Greater than 70%, less than or equal to 80%	35.00	29.48	26.28	22.47	27.90
Greater than 80%, less than or equal to 90%	15.00	12.53	13.77	12.30	12.89
Greater than 90%, less than or equal to 100%	25.00	37.13	37.91	38.27	37.46
Greater than 100%	11.00	1.92	2.52	4.64	2.34
Total	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	81.90	82.72	83.17	82.25
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio	0.00	0.91	1.74	0.91	1.17
Originated for Sale to Others:	100.00	99.09	98.26	99.09	98.83
Sale to Fannie/Freddie/Ginnie	100.00	35.50	50.80	71.82	43.41
All Other Sale to Others	0.00	63.58	47.46	27.27	55.42
Total	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	212	105	30	347



Quarterly Mortgage Bankers Performance Report  
 Residential Loan Production - by Retail vs Wholesale Production Mix  
 D4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm	100% Retail/CD	Mixed Retail/ Wholesale	75% or More Wholesale	Total
Avg. Total Loans Originated (\$000s)	485,655	252,432	819,826	1,331,679	517,428
Avg. Total Loans Originated (#)	1,908	1,059	3,443	5,860	2,196
Average Loan Balance	251,293	241,058	232,288	229,659	237,419
<b>Production Mix by Product Type</b>					
First Mortgages:	98.50	97.81	97.84	98.59	97.89
Government (FHA/VA/RHS) - Fixed	22.50	33.55	39.90	41.42	36.15
Government (FHA/VA/RHS) - ARM	0.19	0.31	0.09	3.89	0.55
Prime (Conforming) - Fixed	64.31	57.52	52.77	50.47	55.47
Prime (Conforming) - ARM	3.54	1.73	1.10	0.82	1.46
Prime (Non-Conforming Jumbo) - Fixed	7.37	2.72	2.27	0.65	2.40
Prime (Non-Conforming Jumbo) - ARM	2.46	0.91	0.99	0.77	0.92
Other Fixed	0.00	0.95	0.37	0.40	0.73
Other ARM	0.00	0.12	0.36	0.18	0.20
Closed-End Second Mortgages	0.02	1.12	1.39	1.28	1.21
Funded HELOCs	0.00	0.49	0.27	0.00	0.38
Reverse	0.00	0.44	0.43	0.10	0.41
Other	0.00	0.13	0.07	0.03	0.10
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	94.00	96.82	97.33	94.34	96.76
ARM	6.00	3.18	2.67	5.66	3.24
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	9.93	5.41	4.70	6.57	5.29
Non-Jumbo	90.07	94.59	95.30	93.43	94.71
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>					
Retail/Direct Marketing	100.00	100.00	74.49	8.13	84.34
Wholesale/Broker and Correspondent	0.00	0.00	25.51	91.87	15.66
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>					
Purchase	97.50	66.08	60.70	50.60	63.11
Refinancing	2.00	33.92	39.30	49.40	36.89
Rate-Term	0.50	19.21	21.57	29.54	20.82
Cash-Out	0.00	13.53	14.51	17.46	14.16
Other / Unknown	0.00	1.18	3.22	2.40	1.91
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	0.50	1.01	1.55	7.32	1.72
Greater than 600, less than or equal to 650	4.50	9.39	12.22	11.34	10.42
Greater than 650, less than or equal to 700	13.00	22.07	24.12	23.66	22.83
Greater than 700, less than or equal to 750	26.00	25.98	25.74	23.64	25.70
Greater than 750	56.00	41.55	36.37	34.04	39.33
Total	100.00	100.00	100.00	100.00	100.00
1st Mortgage Simple Average FICO (based on #)	728	729	720	716	725
<b>1st Mtg LTV Distribution</b>					
Equals 60% or less	8.00	11.51	11.75	13.98	11.80
Greater than 60%, less than or equal to 70%	6.00	8.43	8.22	7.85	8.32
Greater than 70%, less than or equal to 80%	35.00	27.40	24.35	21.29	25.95
Greater than 80%, less than or equal to 90%	15.00	11.61	13.18	12.14	12.13
Greater than 90%, less than or equal to 100%	25.00	38.77	39.49	40.04	39.10
Greater than 100%	11.00	2.28	2.99	4.71	2.70
Total	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	81.90	82.72	83.17	82.25
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio	0.00	0.67	1.61	0.84	0.97
Originated for Sale to Others:	100.00	99.33	98.39	99.16	99.03
Sale to Fannie/Freddie/Ginnie	100.00	36.53	52.23	72.14	44.50
All Other Sale to Others	0.00	62.79	46.16	27.02	54.52
Total	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	212	105	30	347

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

LOAN BALANCES	Your Firm	100% Retail/CD	Mixed Retail/ Wholesale	75% or More Wholesale	Total
Avg. Total Loans Originated (\$000s)	485,655	252,432	819,826	1,331,679	517,428
Avg. Total Loans Originated (#)	1,908	1,059	3,443	5,860	2,196
Average Loan Balance	251,293	241,058	232,288	229,659	237,419
<b>Production Mix by Product Type</b>					
First Mortgages:	262,999	245,034	236,017	231,947	241,174
Government (FHA/VA/RHS) - Fixed	233,656	224,917	212,518	206,117	219,399
Government (FHA/VA/RHS) - ARM	310,520	320,216	305,532	346,475	318,041
Prime (Conforming) - Fixed	255,141	233,835	227,986	235,669	232,231
Prime (Conforming) - ARM	262,444	311,631	308,861	320,438	311,268
Prime (Non-Conforming Jumbo) - Fixed	536,987	652,855	644,766	705,339	653,871
Prime (Non-Conforming Jumbo) - ARM	699,875	736,183	790,091	675,318	748,235
Other Fixed		221,642	316,048	183,535	245,204
Other ARM		228,214	524,405	358,698	389,201
Closed-End Second Mortgages	8,523	40,316	38,610	13,308	39,134
Funded HELOCs		108,156	112,766	113,313	109,884
Reverse		179,219	153,402	183,949	169,707
Other		102,449	103,155	235,101	124,676
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	260,513	240,522	229,750	227,451	236,132
ARM	321,555	437,447	447,942	407,509	438,594
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	538,699	646,446	664,571	624,300	650,717
Non-Jumbo	245,333	233,493	223,738	239,271	231,041
<b>1st Mtg Production Channel Mix</b>					
Retail/Direct Marketing	262,999	245,034	232,478	201,755	238,445
Wholesale/Broker and Correspondent			230,967	234,843	231,829
<b>1st Mtg Purchase vs Refi</b>					
Purchase	273,546	239,978	232,165	220,647	235,943
Refinancing	279,666	258,265	263,718	244,197	258,701
Rate-Term	239,888	266,915	256,126	245,983	261,695
Cash-Out		251,341	240,591	248,124	247,776
Other / Unknown		254,963	396,526	263,130	317,260
<b>FICO Score Distribution</b>					
Equals 600 or less	230,852	211,565	217,209	176,017	210,205
Greater than 600, less than or equal to 650	245,666	210,477	200,588	195,334	206,090
Greater than 650, less than or equal to 700	250,425	228,190	217,734	225,929	224,821
Greater than 700, less than or equal to 750	270,523	247,566	244,343	236,404	245,620
Greater than 750	264,555	257,275	252,074	245,741	254,689
<b>LTV Distribution</b>					
Equals 60% of less	162,888	214,175	212,424	225,243	214,575
Greater than 60%, less than or equal to 70%	258,777	262,934	257,616	244,292	259,730
Greater than 70%, less than or equal to 80%	291,666	264,053	253,942	248,229	259,600
Greater than 80%, less than or equal to 90%	301,555	260,825	247,498	234,996	254,561
Greater than 90%, less than or equal to 100%	254,888	229,705	225,136	218,223	227,309
Greater than 100%	258,954	191,569	190,094	196,901	191,568
<b>Production Sold by Investor Type</b>					
Originated for Portfolio		293,111	245,424	304,564	280,814
Originated for Sale to Others:	253,658	241,528	229,819	230,026	236,918
Sale to Fannie/Freddie/Ginnie	246,985	220,404	218,697	223,856	220,152
All Other Sale to Others		254,133	261,155	282,475	258,496
Number of Companies Reporting	1	212	105	30	347

## Quarterly Mortgage Bankers Performance Report

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

E1 - Net Loan Production Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm	<50M	50-100M	100-250M	>250M	Total
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	825	1,191	1,258	1,214	840	1,118
Correspondent and Broker Fee Income (1)	-	-	-	68	-	24
Other Origination-Related Income (2)	537	570	372	600	547	539
<b>Total Origination-Related Income</b>	<b>1,422</b>	<b>1,762</b>	<b>1,631</b>	<b>1,882</b>	<b>1,386</b>	<b>1,682</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	536	376	431	587	648	532
Warehousing Expense	98	210	341	445	497	392
<b>Net Interest Income</b>	<b>438</b>	<b>166</b>	<b>90</b>	<b>142</b>	<b>151</b>	<b>140</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	4,187	3,170	5,030	5,590	6,446	5,225
Capitalized Servicing/Svg Released Premiums	2,197	2,214	2,253	2,728	2,537	2,488
Repurchase Reserve Provision	(276)	(12)	(33)	(57)	(75)	(48)
<b>Net Secondary Marketing Income</b>	<b>6,108</b>	<b>5,372</b>	<b>7,251</b>	<b>8,262</b>	<b>8,908</b>	<b>7,665</b>
<b>Total Loan Production Revenues</b>	<b>7,968</b>	<b>7,300</b>	<b>8,972</b>	<b>10,286</b>	<b>10,446</b>	<b>9,487</b>
<b>EXPENSES</b>						
Personnel	3,332	4,440	5,152	5,892	6,147	5,532
Sales Personnel	598	1,511	2,097	2,556	2,714	2,304
Fulfillment Personnel	1,470	1,227	1,515	1,344	1,436	1,375
Production Support Employees	287	467	466	597	741	585
Management and Directors	358	515	437	577	515	523
Benefits	620	720	637	819	742	746
Occupancy and Equipment	150	436	428	495	487	469
Technology-Related Expenses	125	143	152	155	156	152
Other Direct Expenses	1,644	1,812	1,717	1,740	1,650	1,727
Outsourcing and Professional fees	-	422	175	334	330	322
Other Operating Expenses	1,644	1,391	1,542	1,406	1,321	1,405
<b>Direct Loan Production Expenses</b>	<b>5,250</b>	<b>6,832</b>	<b>7,449</b>	<b>8,282</b>	<b>8,440</b>	<b>7,880</b>
<b>Corporate Allocation</b>	<b>103</b>	<b>234</b>	<b>488</b>	<b>716</b>	<b>508</b>	<b>523</b>
<b>Total Loan Production Expense</b>	<b>5,354</b>	<b>7,067</b>	<b>7,938</b>	<b>8,998</b>	<b>8,947</b>	<b>8,403</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,610</b>	<b>233</b>	<b>1,034</b>	<b>1,288</b>	<b>1,498</b>	<b>1,084</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	23,284	72,896	161,988	671,344	252,432
Avg. Total Loans Originated (#)	1,908	121	353	702	2,738	1,059
Average Loan Balance (\$)	251,293	195,456	219,812	262,357	261,964	241,058
Avg. Pull-Through (Closings/Applications #)	47.77	68.10	64.71	70.71	70.88	69.08
<b>Average Days in Warehouse</b>	<b>12</b>	<b>15</b>	<b>19</b>	<b>21</b>	<b>21</b>	<b>20</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	35	80	165	613	248
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	4.2	4.7	4.6	4.4	4.5
Closings per Fulfillment Employee per Mo.	2.5	4.7	5.7	5.4	5.1	5.2
Closings per Prod Support Employee per Mo.	12.7	8.6	13.5	11.8	14.8	12.5
Closings per Total Prod. Employee per Mo.	1.8	1.5	1.8	1.9	1.6	1.7
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.2	3.3	3.2	3.5	3.4
Closings per Fulfillment Employee per Mo.	2.5	3.6	4.0	3.7	3.9	3.8
Closings per Prod Support Employee per Mo.	12.7	5.4	7.4	7.8	10.0	9.1
Closings per Total Prod. Employee per Mo.	1.8	1.3	1.5	1.4	1.5	1.5
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.9	3.2	3.6	3.9	3.7
Closings per Fulfillment Employee per Mo.	2.5	3.8	4.4	3.6	4.2	3.9
Closings per Prod Support Employee per Mo.	12.7	7.9	11.4	10.3	11.2	10.0
Closings per Total Prod. Employee per Mo.	1.8	1.5	1.6	1.5	1.5	1.5
Number of Companies Reporting	1	43	38	75	56	212

(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 \$  
E2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<50M	50-100M	100-250M	>250M	Total
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	31.45	62.42	61.46	51.45	30.69	49.99
Correspondent and Broker Fee Income (1)	-	-	-	2.21	-	0.78
Other Origination-Related Income (2)	22.50	28.96	18.07	24.42	21.47	23.42
<b>Total Origination-Related Income</b>	<b>53.95</b>	<b>91.37</b>	<b>79.53</b>	<b>78.08</b>	<b>52.16</b>	<b>74.19</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	14.20	20.02	19.95	22.48	24.71	22.12
Warehousing Expense	2.47	11.67	15.87	16.85	19.35	16.28
<b>Net Interest Income</b>	<b>16.67</b>	<b>8.35</b>	<b>4.08</b>	<b>5.63</b>	<b>5.36</b>	<b>5.83</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	212.57	166.26	227.31	237.01	264.21	228.11
Capitalized Servicing/Svg Released Premiums	35.50	112.91	100.75	101.11	96.96	102.34
Repurchase Reserve Provision	(15.50)	(0.61)	(1.58)	(2.37)	(2.98)	(2.03)
<b>Net Secondary Marketing Income</b>	<b>232.57</b>	<b>278.56</b>	<b>326.47</b>	<b>335.75</b>	<b>358.20</b>	<b>328.42</b>
<b>Total Loan Production Revenues</b>	<b>303</b>	<b>378.28</b>	<b>410.08</b>	<b>419.46</b>	<b>415.72</b>	<b>408.44</b>
<b>EXPENSES</b>						
Personnel	126.86	230.64	236.73	240.83	242.25	238.41
Sales Personnel	22.75	77.18	95.72	108.11	106.12	99.09
Fulfillment Personnel	55.96	65.96	68.57	55.19	59.01	60.78
Production Support Employees	10.91	23.67	22.92	21.99	27.85	24.04
Management and Directors	13.62	25.78	20.19	22.09	19.79	21.89
Benefits	23.62	38.05	29.33	33.47	29.48	32.60
Occupancy and Equipment	5.69	22.28	19.85	20.75	19.10	20.46
Technology-Related Expenses	4.76	7.04	7.32	6.20	6.33	6.60
Other Direct Expenses	62.59	99.09	80.74	72.21	67.89	78.05
Outsourcing and Professional fees	-	27.73	8.14	13.02	13.18	15.17
Other Operating Expenses	62.59	71.36	72.60	59.19	54.71	62.88
<b>Direct Loan Production Expenses</b>	<b>199.90</b>	<b>359.05</b>	<b>344.64</b>	<b>339.99</b>	<b>335.57</b>	<b>343.52</b>
<b>Corporate Allocation</b>	<b>3.93</b>	<b>11.42</b>	<b>22.67</b>	<b>29.23</b>	<b>20.24</b>	<b>22.07</b>
<b>Total Loan Production Expense</b>	<b>203.83</b>	<b>370.47</b>	<b>367.31</b>	<b>369.22</b>	<b>355.80</b>	<b>365.59</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>99.36</b>	<b>7.81</b>	<b>42.78</b>	<b>50.24</b>	<b>59.91</b>	<b>42.85</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	23,284	72,896	161,988	671,344	252,432
Avg. Total Loans Originated (#)	1,908	121	353	702	2,738	1,059
Average Loan Balance (\$)	251,293	195,456	219,812	262,357	261,964	241,058
Avg. Pull-Through (Closings/Applications #)	47.77	68.10	64.71	70.71	70.88	69.08
<b>Average Days in Warehouse</b>	<b>12</b>	<b>15</b>	<b>19</b>	<b>21</b>	<b>21</b>	<b>20</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	35	80	165	613	248
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	4.2	4.7	4.6	4.4	4.5
Closings per Fulfillment Employee per Mo.	2.5	4.7	5.7	5.4	5.1	5.2
Closings per Prod Support Employee per Mo.	12.7	8.6	13.5	11.8	14.8	12.5
Closings per Total Prod. Employee per Mo.	1.8	1.5	1.8	1.9	1.6	1.7
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.2	3.3	3.2	3.5	3.4
Closings per Fulfillment Employee per Mo.	2.5	3.6	4.0	3.7	3.9	3.8
Closings per Prod Support Employee per Mo.	12.7	5.4	7.4	7.8	10.0	9.1
Closings per Total Prod. Employee per Mo.	1.8	1.3	1.5	1.4	1.5	1.5
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.9	3.2	3.6	3.9	3.7
Closings per Fulfillment Employee per Mo.	2.5	3.8	4.4	3.6	4.2	3.9
Closings per Prod Support Employee per Mo.	12.7	7.9	11.4	10.3	11.2	10.0
Closings per Total Prod. Employee per Mo.	1.8	1.5	1.6	1.5	1.5	1.5
Number of Companies Reporting	1	43	38	75	56	212

(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 \$

E3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm	<50M	50-100M	100-250M	>250M	Total
Avg. Total Loans Originated (\$000s)	485,655	23,284	72,896	161,988	671,344	252,432
Avg. Total Loans Originated (#)	1,908	121	353	702	2,738	1,059
Average Loan Balance	251,293	195,456	219,812	262,357	261,964	241,058
<b>Production Mix by Product Type</b>						
First Mortgages:	99.50	99.02	99.43	99.04	99.61	99.25
Government (FHA/VA/RHS) - Fixed	21.50	26.21	31.35	33.76	33.56	31.74
Government (FHA/VA/RHS) - ARM	0.19	0.00	0.10	0.72	0.21	0.33
Prime (Conforming) - Fixed	63.25	65.46	58.99	52.91	52.39	56.41
Prime (Conforming) - ARM	3.54	2.04	2.22	2.04	1.40	1.90
Prime (Non-Conforming Jumbo) - Fixed	7.37	2.95	4.45	7.00	6.93	5.70
Prime (Non-Conforming Jumbo) - ARM	2.46	0.70	2.22	2.38	2.98	2.17
Other Fixed	0.50	1.16	0.10	0.16	2.13	0.87
Other ARM	0.00	0.50	0.00	0.06	0.01	0.13
Closed-End Second Mortgages	0.02	0.09	0.09	0.12	0.09	0.10
Funded HELOCs	0.00	0.19	0.05	0.35	0.13	0.20
Reverse	0.00	0.70	0.16	0.49	0.16	0.39
Other	0.00	0.00	0.28	0.01	0.01	0.05
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	95.00	96.72	95.44	94.67	95.38	95.41
ARM	5.00	3.28	4.56	5.33	4.62	4.59
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.75	4.76	9.03	12.77	10.55	9.89
Non-Jumbo	90.25	95.24	90.97	87.23	89.45	90.11
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	100.00	100.00	100.00	100.00	100.00
Wholesale/Broker and Correspondent	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
<b>1st Mtg Purchase vs Refi</b>						
Purchase	98.50	59.37	68.68	64.87	65.27	64.54
Refinancing	1.00	40.63	31.32	35.13	34.73	35.46
Rate-Term	0.50	21.27	15.84	22.36	20.77	20.55
Cash-Out	0.00	16.73	14.60	12.35	12.49	13.68
Other / Unknown	0.00	2.63	0.89	0.42	1.47	1.23
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	0.53	0.46	1.44	0.90	0.94
Greater than 600, less than or equal to 650	4.50	7.13	8.05	8.85	8.79	8.34
Greater than 650, less than or equal to 700	13.00	21.22	20.83	20.51	21.06	20.86
Greater than 700, less than or equal to 750	26.00	27.46	26.69	25.72	25.99	26.32
Greater than 750	56.00	43.66	43.98	43.48	43.26	43.55
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Simple Average FICO (based on #)	728	731	730	729	727	729
<b>1st Mtg LTV Distribution</b>						
Equals 60% or less	8.00	11.57	9.26	9.87	9.37	9.97
Greater than 60%, less than or equal to 70%	6.00	10.76	7.75	8.73	8.70	8.96
Greater than 70%, less than or equal to 80%	35.00	29.48	30.48	28.89	29.60	29.48
Greater than 80%, less than or equal to 90%	15.00	12.07	12.77	12.07	13.37	12.53
Greater than 90%, less than or equal to 100%	25.00	34.60	38.20	38.15	36.97	37.13
Greater than 100%	11.00	1.52	1.55	2.29	2.00	1.92
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	80.43	82.59	81.80	82.65	81.90
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	3.08	0.01	0.85	0.02	0.91
Originated for Sale to Others:	100.00	96.92	99.99	99.15	99.98	99.09
Sale to Fannie/Freddie/Ginnie	100.00	51.72	28.53	29.82	35.81	35.50
All Other Sale to Others	0.00	45.20	71.45	69.32	64.17	63.58
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	43	38	75	56	212

## Quarterly Mortgage Bankers Performance Report

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

## E4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm	<50M	50-100M	100-250M	>250M	Total
Avg. Total Loans Originated (\$000s)	485,655	23,284	72,896	161,988	671,344	252,432
Avg. Total Loans Originated (#)	1,908	121	353	702	2,738	1,059
Average Loan Balance	251,293	195,456	219,812	262,357	261,964	241,058
<b>Production Mix by Product Type</b>						
First Mortgages:	98.50	97.82	98.40	97.35	98.03	97.81
Government (FHA/VA/RHS) - Fixed	22.50	26.48	34.68	35.52	35.56	33.55
Government (FHA/VA/RHS) - ARM	0.19	0.00	0.12	0.69	0.17	0.31
Prime (Conforming) - Fixed	64.31	65.97	59.07	54.36	54.20	57.52
Prime (Conforming) - ARM	3.54	2.27	1.75	1.74	1.27	1.73
Prime (Non-Conforming Jumbo) - Fixed	7.37	1.15	1.89	3.65	3.24	2.72
Prime (Non-Conforming Jumbo) - ARM	2.46	0.24	0.75	1.15	1.22	0.91
Other Fixed	0.00	1.21	0.14	0.18	2.34	0.95
Other ARM	0.00	0.49	0.00	0.05	0.02	0.12
Closed-End Second Mortgages	0.02	1.16	0.98	1.07	1.24	1.12
Funded HELOCs	0.00	0.53	0.11	0.72	0.42	0.49
Reverse	0.00	0.50	0.19	0.71	0.22	0.44
Other	0.00	0.00	0.32	0.15	0.09	0.13
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.00	96.92	97.35	96.17	97.25	96.82
ARM	6.00	3.08	2.65	3.83	2.75	3.18
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.93	1.94	5.25	7.90	4.85	5.41
Non-Jumbo	90.07	98.06	94.75	92.10	95.15	94.59
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	100.00	100.00	100.00	100.00	100.00
Wholesale/Broker and Correspondent	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
<b>1st Mtg Purchase vs Refi</b>						
Purchase	97.50	59.88	70.77	66.45	67.15	66.08
Refinancing	2.00	40.12	29.23	33.55	32.85	33.92
Rate-Term	0.50	20.39	14.55	20.79	19.37	19.21
Cash-Out	0.00	17.07	13.88	12.38	12.11	13.53
Other / Unknown	0.00	2.66	0.81	0.39	1.37	1.18
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	0.73	0.44	1.51	0.94	1.01
Greater than 600, less than or equal to 650	4.50	7.65	9.25	10.00	10.00	9.39
Greater than 650, less than or equal to 700	13.00	21.26	22.60	21.97	22.48	22.07
Greater than 700, less than or equal to 750	26.00	27.65	26.39	25.18	25.47	25.98
Greater than 750	56.00	42.71	41.32	41.34	41.11	41.55
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mortgage Simple Average FICO (based on #)	728	731	730	729	727	729
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	14.52	10.11	11.33	10.36	11.51
Greater than 60%, less than or equal to 70%	6.00	10.61	7.15	8.17	7.96	8.43
Greater than 70%, less than or equal to 80%	35.00	27.84	28.38	26.68	27.38	27.40
Greater than 80%, less than or equal to 90%	15.00	11.19	11.49	11.30	12.44	11.61
Greater than 90%, less than or equal to 100%	25.00	34.22	40.86	39.80	39.50	38.77
Greater than 100%	11.00	1.63	2.01	2.72	2.36	2.28
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	80.43	82.59	81.80	82.65	81.90
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	2.27	0.01	0.62	0.02	0.67
Originated for Sale to Others:	100.00	97.73	99.99	99.38	99.98	99.33
Sale to Fannie/Freddie/Ginnie	100.00	53.11	29.57	30.46	37.09	36.53
All Other Sale to Others	0.00	44.62	70.42	68.92	62.89	62.79
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	43	38	75	56	212

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

LOAN BALANCES	Your Firm	<50M	50-100M	100-250M	>250M	Total
Avg. Total Loans Originated (\$000s)	485,655	23,284	72,896	161,988	671,344	252,432
Avg. Total Loans Originated (#)	1,908	121	353	702	2,738	1,059
Average Loan Balance	251,293	195,456	219,812	262,357	261,964	241,058
<b>Production Mix by Product Type</b>						
First Mortgages:	262,999	198,067	222,061	267,619	266,440	245,034
Government (FHA/VA/RHS) - Fixed	233,656	186,719	199,956	241,430	242,006	224,917
Government (FHA/VA/RHS) - ARM	310,520	192,357	192,357	318,393	329,976	320,216
Prime (Conforming) - Fixed	255,141	192,791	218,119	254,060	249,288	233,835
Prime (Conforming) - ARM	262,444	239,274	342,735	320,225	310,202	311,631
Prime (Non-Conforming Jumbo) - Fixed	536,987	665,886	608,041	656,158	668,974	652,855
Prime (Non-Conforming Jumbo) - ARM	699,875	599,332	677,191	797,689	726,545	736,183
Other Fixed	164,200	147,862	147,862	274,786	203,894	221,642
Other ARM		220,643		258,845	203,261	228,214
Closed-End Second Mortgages	8,523	20,122	34,190	45,241	43,183	40,316
Funded HELOCs		83,968	94,893	103,338	120,865	108,156
Reverse		203,618	181,016	151,416	192,266	179,219
Other			74,100	9,660	171,178	102,449
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	260,513	197,165	216,959	262,627	260,197	240,522
ARM	321,555	276,617	436,825	458,301	477,451	437,447
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	538,699	626,778	609,116	661,283	658,550	646,446
Non-Jumbo	245,333	190,994	228,211	250,672	246,705	233,493
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	262,999	198,067	222,061	267,619	266,440	245,034
Wholesale/Broker and Correspondent						
<b>1st Mtg Purchase vs Refi</b>						
Purchase	273,546	196,896	216,399	262,893	258,369	239,978
Refinancing	279,666	199,668	239,177	279,870	287,321	258,265
Rate-Term	239,888	214,464	241,705	290,021	290,220	266,915
Cash-Out		199,422	236,407	268,203	278,955	251,341
Other / Unknown		160,576	344,067	271,230	287,597	254,963
<b>FICO Score Distribution</b>						
Equals 600 or less	230,852	167,351	184,250	203,274	244,987	211,565
Greater than 600, less than or equal to 650	245,666	182,224	192,478	224,341	224,798	210,477
Greater than 650, less than or equal to 700	250,425	196,983	203,482	246,047	245,309	228,190
Greater than 700, less than or equal to 750	270,523	196,010	224,249	272,461	270,034	247,566
Greater than 750	264,555	202,868	237,375	283,067	278,858	257,275
<b>LTV Distribution</b>						
Equals 60% or less	162,888	155,509	211,926	230,953	237,955	214,175
Greater than 60%, less than or equal to 70%	258,777	201,629	243,847	288,208	288,931	262,934
Greater than 70%, less than or equal to 80%	291,666	211,952	239,245	290,180	286,775	264,053
Greater than 80%, less than or equal to 90%	301,555	210,864	243,818	281,575	282,809	260,825
Greater than 90%, less than or equal to 100%	254,888	202,546	208,126	246,008	243,421	229,705
Greater than 100%	258,954	168,615	160,543	207,174	202,108	191,569
<b>Production Sold by Investor Type</b>						
Originated for Portfolio		325,343	298,000	298,751	276,185	293,111
Originated for Sale to Others:	253,658	192,758	222,074	262,616	261,380	241,528
Sale to Fannie/Freddie/Ginnie	246,985	184,138	211,356	229,105	240,517	220,404
All Other Sale to Others		194,371	234,181	266,750	282,126	254,133
Number of Companies Reporting	1	43	38	75	56	212



## Quarterly Mortgage Bankers Performance Report

## Residential Loan Production - by Company Type

F1 - Net Loan Production Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm	Bank/Thrift	Independent	Other (3)	Total
		Subs	Mtg Cos.		
<b>ORIGINATION-RELATED INCOME</b>					
Loan Origination Fees	825	952	910	879	912
Correspondent and Broker Fee Income (1)	-	82	98	64	92
Other Origination-Related Income (2)	537	349	479	606	477
<b>Total Origination-Related Income</b>	<b>1,422</b>	<b>1,383</b>	<b>1,487</b>	<b>1,549</b>	<b>1,480</b>
<b>NET INTEREST INCOME</b>					
Warehousing Income	536	429	540	508	520
Warehousing Expense	98	250	429	369	397
<b>Net Interest Income</b>	<b>438</b>	<b>179</b>	<b>110</b>	<b>139</b>	<b>124</b>
<b>SECONDARY MARKETING INCOME</b>					
Secondary Mktg Gains (Losses)	4,187	3,169	5,105	4,430	4,748
Capitalized Servicing/Svg Released Premiums	2,197	2,086	2,433	2,360	2,375
Repurchase Reserve Provision	(276)	(19)	(63)	(59)	(56)
<b>Net Secondary Marketing Income</b>	<b>6,108</b>	<b>5,235</b>	<b>7,475</b>	<b>6,731</b>	<b>7,066</b>
<b>Total Loan Production Revenues</b>	<b>7,968</b>	<b>6,798</b>	<b>9,073</b>	<b>8,419</b>	<b>8,670</b>
<b>EXPENSES</b>					
Personnel	3,332	4,122	5,467	4,370	5,141
Sales Personnel	598	1,626	2,295	1,659	2,121
Fulfillment Personnel	1,470	1,110	1,302	1,117	1,252
Production Support Employees	287	364	638	410	571
Management and Directors	358	331	524	410	483
Benefits	620	691	709	775	714
Occupancy and Equipment	150	330	464	373	434
Technology-Related Expenses	125	124	155	141	149
Other Direct Expenses	1,644	1,539	1,672	1,390	1,618
Outsourcing and Professional fees	-	408	297	243	306
Other Operating Expenses	1,644	1,131	1,375	1,148	1,312
<b>Direct Loan Production Expenses</b>	<b>5,250</b>	<b>6,115</b>	<b>7,758</b>	<b>6,275</b>	<b>7,342</b>
<b>Corporate Allocation</b>	<b>103</b>	<b>439</b>	<b>472</b>	<b>765</b>	<b>503</b>
<b>Total Loan Production Expense</b>	<b>5,354</b>	<b>6,554</b>	<b>8,229</b>	<b>7,040</b>	<b>7,845</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,610</b>	<b>244</b>	<b>843</b>	<b>1,379</b>	<b>825</b>
<b>MEMO ITEMS</b>					
<b>Originations Volume:</b>					
Avg. Total Loans Originated (\$000s)	485,655	336,379	500,584	823,630	517,428
Avg. Total Loans Originated (#)	1,908	1,436	2,171	3,205	2,196
Average Loan Balance (\$)	251,293	221,324	240,310	238,614	237,419
Avg. Pull-Through (Closings/Applications #)	47.77	69.81	68.40	66.67	68.39
<b>Average Days in Warehouse</b>	<b>12</b>	<b>21</b>	<b>19</b>	<b>19</b>	<b>19</b>
<b>Employees:</b>					
Total Production FTEs (excluding 0 reporters)	425	271	332	446	339
<b>Productivity</b>					
<b>Simple Avg.</b>					
Closings per Sales Employee per Mo.	7.3	6.3	5.3	10.4	6.1
Closings per Fulfillment Employee per Mo.	2.5	5.8	5.6	8.5	6.0
Closings per Prod Support Employee per Mo.	12.7	11.5	14.3	15.8	14.2
Closings per Total Prod. Employee per Mo.	1.8	2.1	1.9	3.1	2.0
<b>Weighted Avg.</b>					
Closings per Sales Employee per Mo.	7.3	4.8	4.8	6.6	5.1
Closings per Fulfillment Employee per Mo.	2.5	5.9	5.0	5.2	5.1
Closings per Prod Support Employee per Mo.	12.7	7.9	11.6	14.2	11.5
Closings per Total Prod. Employee per Mo.	1.8	2.0	2.0	2.4	2.1
<b>Median</b>					
Closings per Sales Employee per Mo.	7.3	4.4	3.7	4.7	3.9
Closings per Fulfillment Employee per Mo.	2.5	4.4	4.1	5.0	4.2
Closings per Prod Support Employee per Mo.	12.7	9.8	10.1	12.8	10.4
Closings per Total Prod. Employee per Mo.	1.8	1.7	1.5	2.0	1.6
Number of Companies Reporting	1	49	255	43	347

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

BASIS POINTS	Your Firm	Bank/Thrift Subs	Independent Mtg Cos.	Other (3)	Total
<b>ORIGINATION-RELATED INCOME</b>					
Loan Origination Fees	31.45	40.16	40.66	42.93	40.87
Correspondent and Broker Fee Income (1)	-	4.58	4.00	4.05	4.09
Other Origination-Related Income (2)	22.50	15.47	21.39	21.02	20.51
<b>Total Origination-Related Income</b>	<b>53.95</b>	<b>60.21</b>	<b>66.05</b>	<b>68.00</b>	<b>65.47</b>
<b>NET INTEREST INCOME</b>					
Warehousing Income	14.20	19.00	22.80	20.36	21.96
Warehousing Expense	2.47	11.55	18.01	14.93	16.72
<b>Net Interest Income</b>	<b>16.67</b>	<b>7.45</b>	<b>4.78</b>	<b>5.44</b>	<b>5.24</b>
<b>SECONDARY MARKETING INCOME</b>					
Secondary Mktg Gains (Losses)	212.57	147.23	220.91	199.90	207.90
Capitalized Servicing/Svg Released Premiums	35.50	92.01	103.35	99.18	101.23
Repurchase Reserve Provision	(15.50)	(0.89)	(2.63)	(2.62)	(2.39)
<b>Net Secondary Marketing Income</b>	<b>232.57</b>	<b>238.36</b>	<b>321.63</b>	<b>296.45</b>	<b>306.75</b>
<b>Total Loan Production Revenues</b>	<b>303</b>	<b>306.02</b>	<b>392.46</b>	<b>369.89</b>	<b>377.46</b>
<b>EXPENSES</b>					
Personnel	126.86	183.88	236.61	194.07	223.89
Sales Personnel	22.75	71.34	98.68	73.39	91.69
Fulfillment Personnel	55.96	52.35	57.43	49.14	55.69
Production Support Employees	10.91	15.05	27.01	18.92	24.32
Management and Directors	13.62	13.86	22.45	18.18	20.71
Benefits	23.62	31.28	31.03	34.44	31.49
Occupancy and Equipment	5.69	14.89	20.27	16.78	19.08
Technology-Related Expenses	4.76	5.73	6.71	6.21	6.51
Other Direct Expenses	62.59	76.79	73.37	62.96	72.56
Outsourcing and Professional fees	-	24.67	12.56	10.55	14.02
Other Operating Expenses	62.59	52.12	60.82	52.41	58.55
<b>Direct Loan Production Expenses</b>	<b>199.90</b>	<b>281.29</b>	<b>336.96</b>	<b>280.03</b>	<b>322.04</b>
<b>Corporate Allocation</b>	<b>3.93</b>	<b>19.33</b>	<b>20.29</b>	<b>36.62</b>	<b>22.18</b>
<b>Total Loan Production Expense</b>	<b>203.83</b>	<b>300.62</b>	<b>357.25</b>	<b>316.65</b>	<b>344.22</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>99.36</b>	<b>5.40</b>	<b>35.21</b>	<b>53.24</b>	<b>33.24</b>
<b>MEMO ITEMS</b>					
<b>Originations Volume:</b>					
Avg. Total Loans Originated (\$000s)	485,655	336,379	500,584	823,630	517,428
Avg. Total Loans Originated (#)	1,908	1,436	2,171	3,205	2,196
Average Loan Balance (\$)	251,293	221,324	240,310	238,614	237,419
Avg. Pull-Through (Closings/Applications #)	47.77	69.81	68.40	66.67	68.39
<b>Average Days in Warehouse</b>	<b>12</b>	<b>21</b>	<b>19</b>	<b>19</b>	<b>19</b>
<b>Employees:</b>					
Total Production FTEs (excluding 0 reporters)	425	271	332	446	339
<b>Productivity</b>					
<b>Simple Avg.</b>					
Closings per Sales Employee per Mo.	7.3	6.3	5.3	10.4	6.1
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Closings per Total Prod. Employee per Mo.	1.8	2.1	1.9	3.1	2.0
<b>Weighted Avg.</b>					
Closings per Sales Employee per Mo.	7.3	4.8	4.8	6.6	5.1
Closings per Fulfillment Employee per Mo.	2.5	5.9	5.0	5.2	5.1
Closings per Prod Support Employee per Mo.	12.7	7.9	11.6	14.2	11.5
Closings per Total Prod. Employee per Mo.	1.8	2.0	2.0	2.4	2.1
<b>Median</b>					
Closings per Sales Employee per Mo.	7.3	4.4	3.7	4.7	3.9
Closings per Fulfillment Employee per Mo.	2.5	4.4	4.1	5.0	4.2
Closings per Prod Support Employee per Mo.	12.7	9.8	10.1	12.8	10.4
Closings per Total Prod. Employee per Mo.	1.8	1.7	1.5	2.0	1.6
Number of Companies Reporting	1	49	255	43	347

(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  
 F3 - Production Mix (\$), Simple Average

% BASED ON \$	Your Firm	Bank/Thrift	Independent	Other	Total
		Subs	Mtg Cos.		
Avg. Total Loans Originated (\$000s)	485,655	336,379	500,584	823,630	517,428
Avg. Total Loans Originated (#)	1,908	1,436	2,171	3,205	2,196
Average Loan Balance	251,293	221,324	240,310	238,614	237,419
<b>Production Mix by Product Type</b>					
First Mortgages:	99.50	99.51	99.37	98.97	99.34
Government (FHA/VA/RHS) - Fixed	21.50	22.28	36.61	33.05	34.14
Government (FHA/VA/RHS) - ARM	0.19	0.02	0.68	0.66	0.59
Prime (Conforming) - Fixed	63.25	62.54	53.66	52.58	54.78
Prime (Conforming) - ARM	3.54	2.64	1.27	2.99	1.68
Prime (Non-Conforming Jumbo) - Fixed	7.37	5.75	4.73	6.00	5.03
Prime (Non-Conforming Jumbo) - ARM	2.46	3.10	1.81	3.04	2.15
Other Fixed	0.50	2.47	0.48	0.26	0.73
Other ARM	0.00	0.71	0.13	0.39	0.24
Closed-End Second Mortgages	0.02	0.13	0.08	0.44	0.13
Funded HELOCs	0.00	0.18	0.08	0.55	0.16
Reverse	0.00	0.10	0.42	0.00	0.32
Other	0.00	0.08	0.05	0.04	0.05
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	95.00	93.49	96.08	92.65	95.29
ARM	5.00	6.51	3.92	7.35	4.71
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	9.75	11.81	8.19	13.43	9.35
Non-Jumbo	90.25	88.19	91.81	86.57	90.65
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>					
Retail/Direct Marketing	100.00	85.17	83.47	85.89	84.01
Wholesale/Broker and Correspondent	0.00	14.83	16.53	14.11	15.99
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>					
Purchase	98.50	58.78	61.74	61.92	61.34
Refinancing	1.00	41.22	38.26	38.08	38.66
Rate-Term	0.50	23.02	21.95	22.69	22.19
Cash-Out	0.00	16.46	13.86	14.66	14.33
Other / Unknown	0.00	1.74	2.45	0.73	2.14
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	0.50	0.42	1.54	3.49	1.62
Greater than 600, less than or equal to 650	4.50	5.66	9.95	8.92	9.23
Greater than 650, less than or equal to 700	13.00	18.97	22.04	20.87	21.47
Greater than 700, less than or equal to 750	26.00	27.89	26.10	25.17	26.23
Greater than 750	56.00	47.06	40.37	41.55	41.45
Total	100.00	100.00	100.00	100.00	100.00
1st Mtg Simple Average FICO (based on #)	728	734	724	725	725
<b>1st Mtg LTV Distribution</b>					
Equals 60% of less	8.00	11.61	10.21	10.89	10.49
Greater than 60%, less than or equal to 70%	6.00	10.36	8.75	8.29	8.92
Greater than 70%, less than or equal to 80%	35.00	31.17	27.22	28.29	27.90
Greater than 80%, less than or equal to 90%	15.00	12.50	12.88	13.39	12.89
Greater than 90%, less than or equal to 100%	25.00	31.78	38.72	36.36	37.46
Greater than 100%	11.00	2.59	2.22	2.78	2.34
Total	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	80.17	82.71	81.90	82.25
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio	0.00	5.51	0.47	0.34	1.17
Originated for Sale to Others:	100.00	94.49	99.53	99.66	98.83
Sale to Fannie/Freddie/Ginnie	100.00	47.49	40.97	53.20	43.41
All Other Sale to Others	0.00	46.99	58.56	46.46	55.42
Total	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	49	255	43	347

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Production - by Company Type  
 F4 - Production Mix (#), Simple Average

% BASED ON #	Your Firm	Bank/Thrift		Other	Total
		Subs	Independent Mtg Cos.		
Avg. Total Loans Originated (\$000s)	485,655	336,379	500,584	823,630	517,428
Avg. Total Loans Originated (#)	1,908	1,436	2,171	3,205	2,196
Average Loan Balance	251,293	221,324	240,310	238,614	237,419
<b>Production Mix by Product Type</b>					
First Mortgages:	98.50	98.08	98.16	96.05	97.89
Government (FHA/VA/RHS) - Fixed	22.50	24.24	38.84	33.78	36.15
Government (FHA/VA/RHS) - ARM	0.19	0.01	0.65	0.59	0.55
Prime (Conforming) - Fixed	64.31	64.34	54.04	53.89	55.47
Prime (Conforming) - ARM	3.54	2.71	1.05	2.43	1.46
Prime (Non-Conforming Jumbo) - Fixed	7.37	2.84	2.20	3.14	2.40
Prime (Non-Conforming Jumbo) - ARM	2.46	1.16	0.76	1.59	0.92
Other Fixed	0.00	2.17	0.52	0.32	0.73
Other ARM	0.00	0.62	0.10	0.30	0.20
Closed-End Second Mortgages	0.02	1.15	0.95	2.84	1.21
Funded HELOCs	0.00	0.52	0.24	1.08	0.38
Reverse	0.00	0.11	0.53	0.01	0.41
Other	0.00	0.14	0.11	0.03	0.10
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	94.00	95.41	97.39	94.55	96.76
ARM	6.00	4.59	2.61	5.45	3.24
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	9.93	6.39	4.40	9.36	5.29
Non-Jumbo	90.07	93.61	95.60	90.64	94.71
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>					
Retail/Direct Marketing	100.00	85.04	83.95	85.86	84.34
Wholesale/Broker and Correspondent	0.00	14.96	16.05	14.14	15.66
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>					
Purchase	97.50	60.02	63.78	62.67	63.11
Refinancing	2.00	39.98	36.22	37.33	36.89
Rate-Term	0.50	21.60	20.45	22.08	20.82
Cash-Out	0.00	16.78	13.59	14.57	14.16
Other / Unknown	0.00	1.59	2.17	0.68	1.91
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>					
Equals 600 or less	0.50	0.62	1.63	3.50	1.72
Greater than 600, less than or equal to 650	4.50	6.66	11.23	9.83	10.42
Greater than 650, less than or equal to 700	13.00	20.35	23.44	21.99	22.83
Greater than 700, less than or equal to 750	26.00	27.76	25.45	24.94	25.70
Greater than 750	56.00	44.61	38.26	39.74	39.33
Total	100.00	100.00	100.00	100.00	100.00
1st Mortgage Simple Average FICO (based on #)	728	734	724	725	725
<b>1st Mtg LTV Distribution</b>					
Equals 60% of less	8.00	13.69	11.26	12.89	11.80
Greater than 60%, less than or equal to 70%	6.00	9.84	8.10	7.91	8.32
Greater than 70%, less than or equal to 80%	35.00	28.85	25.33	26.39	25.95
Greater than 80%, less than or equal to 90%	15.00	11.55	12.15	12.71	12.13
Greater than 90%, less than or equal to 100%	25.00	32.95	40.60	37.07	39.10
Greater than 100%	11.00	3.12	2.57	3.03	2.70
Total	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	80.17	82.71	81.90	82.25
<b>1st Mtg Production Sold by Investor Type</b>					
Originated for Portfolio	0.00	4.06	0.46	0.48	0.97
Originated for Sale to Others:	100.00	95.94	99.54	99.52	99.03
Sale to Fannie/Freddie/Ginnie	100.00	49.94	41.88	53.85	44.50
All Other Sale to Others	0.00	46.00	57.66	45.68	54.52
Total	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	49	255	43	347

Quarterly Mortgage Bankers Performance Report  
Residential Loan Production - by Company Type  
F5 - Production Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	Bank/Thrift	Independent		Total
		Subs	Mtg Cos.	Other	
Avg. Total Loans Originated (\$000s)	485,655	336,379	500,584	823,630	517,428
Avg. Total Loans Originated (#)	1,908	1,436	2,171	3,205	2,196
Average Loan Balance	251,293	221,324	240,310	238,614	237,419
<b>Production Mix by Product Type</b>					
First Mortgages:	262,999	224,700	243,572	245,725	241,174
Government (FHA/VA/RHS) - Fixed	233,656	196,273	222,111	225,540	219,399
Government (FHA/VA/RHS) - ARM	310,520	354,500	304,515	355,433	318,041
Prime (Conforming) - Fixed	255,141	210,096	237,775	224,530	232,231
Prime (Conforming) - ARM	262,444	267,056	320,789	305,558	311,268
Prime (Non-Conforming Jumbo) - Fixed	536,987	635,839	663,890	612,704	653,871
Prime (Non-Conforming Jumbo) - ARM	699,875	796,589	745,748	708,799	748,235
Other Fixed		284,276	249,175	184,955	245,204
Other ARM		283,393	486,192	253,997	389,201
Closed-End Second Mortgages	8,523	39,610	38,401	42,142	39,134
Funded HELOCs		78,975	106,101	162,859	109,884
Reverse		191,611	169,028	61,875	169,707
Other		155,211	96,949	234,177	124,676
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	260,513	217,847	239,561	236,636	236,132
ARM	321,555	409,804	452,520	389,344	438,594
<b>1st Mtg Jumbo vs. Non-Jumbo</b>					
Jumbo	538,699	645,592	660,033	599,836	650,717
Non-Jumbo	245,333	209,674	233,485	240,896	231,041
<b>1st Mtg Production Channel Mix</b>					
Retail/Direct Marketing	262,999	228,646	239,434	243,195	238,445
Wholesale/Broker and Correspondent		204,040	241,261	201,224	231,829
<b>1st Mtg Purchase vs Refi</b>					
Purchase	273,546	223,619	237,341	241,697	235,943
Refinancing	279,666	234,060	264,592	251,823	258,701
Rate-Term	239,888	247,870	266,358	249,589	261,695
Cash-Out		218,198	253,351	248,825	247,776
Other / Unknown		260,229	331,157	229,082	317,260
<b>FICO Score Distribution</b>					
Equals 600 or less	230,852	165,097	214,075	224,406	210,205
Greater than 600, less than or equal to 650	245,666	180,675	209,839	211,568	206,090
Greater than 650, less than or equal to 700	250,425	207,219	226,835	232,529	224,821
Greater than 700, less than or equal to 750	270,523	223,474	249,395	247,952	245,620
Greater than 750	264,555	233,597	257,929	259,124	254,689
<b>LTV Distribution</b>					
Equals 60% of less	162,888	193,993	220,032	205,226	214,575
Greater than 60%, less than or equal to 70%	258,777	235,828	264,204	260,097	259,730
Greater than 70%, less than or equal to 80%	291,666	242,211	262,074	264,454	259,600
Greater than 80%, less than or equal to 90%	301,555	239,853	256,476	259,048	254,561
Greater than 90%, less than or equal to 100%	254,888	217,984	227,903	233,994	227,309
Greater than 100%	258,954	155,923	198,834	181,876	191,568
<b>Production Sold by Investor Type</b>					
Originated for Portfolio		344,062	268,009	209,678	280,814
Originated for Sale to Others:	253,658	218,141	241,894	228,874	236,918
Sale to Fannie/Freddie/Ginnie	246,985	203,367	224,016	217,290	220,152
All Other Sale to Others		257,786	261,160	242,697	258,496
Number of Companies Reporting	1	49	255	43	347

Quarterly Mortgage Bankers Performance Report  
Residential Loan Production - By Average Loan Balance

G1 - Net Loan Production Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm	<175,000	175,000- 225,000	225,000- 275,000	>275,000	Total
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	825	754	846	892	1,127	912
Correspondent and Broker Fee Income (1)	-	97	62	68	153	92
Other Origination-Related Income (2)	537	359	401	554	582	477
<b>Total Origination-Related Income</b>	<b>1,422</b>	<b>1,210</b>	<b>1,309</b>	<b>1,514</b>	<b>1,862</b>	<b>1,480</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	536	326	455	545	714	520
Warehousing Expense	98	253	342	401	562	397
<b>Net Interest Income</b>	<b>438</b>	<b>72</b>	<b>113</b>	<b>144</b>	<b>152</b>	<b>124</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	4,187	3,194	4,556	5,119	5,669	4,748
Capitalized Servicing/Svg Released Premiums	2,197	1,692	2,079	2,432	3,178	2,375
Repurchase Reserve Provision	(276)	(17)	(56)	(78)	(62)	(56)
<b>Net Secondary Marketing Income</b>	<b>6,108</b>	<b>4,869</b>	<b>6,580</b>	<b>7,473</b>	<b>8,785</b>	<b>7,066</b>
<b>Total Loan Production Revenues</b>	<b>7,968</b>	<b>6,151</b>	<b>8,001</b>	<b>9,131</b>	<b>10,799</b>	<b>8,670</b>
<b>EXPENSES</b>						
Personnel	3,332	3,718	4,702	5,571	6,258	5,141
Sales Personnel	598	1,360	1,968	2,375	2,583	2,121
Fulfillment Personnel	1,470	1,042	1,191	1,327	1,398	1,252
Production Support Employees	287	398	521	533	793	571
Management and Directors	358	354	400	554	611	483
Benefits	620	564	622	783	873	714
Occupancy and Equipment	150	349	383	456	538	434
Technology-Related Expenses	125	100	150	144	185	149
Other Direct Expenses	1,644	1,421	1,496	1,637	1,898	1,618
Outsourcing and Professional fees	-	267	277	296	382	306
Other Operating Expenses	1,644	1,153	1,219	1,341	1,516	1,312
<b>Direct Loan Production Expenses</b>	<b>5,250</b>	<b>5,588</b>	<b>6,730</b>	<b>7,808</b>	<b>8,878</b>	<b>7,342</b>
<b>Corporate Allocation</b>	<b>103</b>	<b>409</b>	<b>420</b>	<b>569</b>	<b>615</b>	<b>503</b>
<b>Total Loan Production Expense</b>	<b>5,354</b>	<b>5,997</b>	<b>7,150</b>	<b>8,377</b>	<b>9,493</b>	<b>7,845</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,610</b>	<b>155</b>	<b>851</b>	<b>754</b>	<b>1,306</b>	<b>825</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	117,884	618,686	738,205	422,531	517,428
Avg. Total Loans Originated (#)	1,908	773	3,014	2,975	1,237	2,196
Average Loan Balance (\$)	251,293	147,725	199,953	246,296	339,396	237,419
Avg. Pull-Through (Closings/Applications #)	47.77	69.40	67.93	67.50	69.44	68.39
<b>Average Days in Warehouse</b>	<b>12</b>	<b>19</b>	<b>20</b>	<b>18</b>	<b>19</b>	<b>19</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	145	406	461	250	339
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	7.8	6.8	4.6	5.7	6.1
Closings per Fulfillment Employee per Mo.	2.5	6.1	6.6	5.7	5.5	6.0
Closings per Prod Support Employee per Mo.	12.7	18.8	15.4	11.5	12.2	14.2
Closings per Total Prod. Employee per Mo.	1.8	2.3	2.4	1.7	1.9	2.0
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	4.2	5.9	4.7	4.1	5.1
Closings per Fulfillment Employee per Mo.	2.5	4.8	5.9	4.8	4.1	5.1
Closings per Prod Support Employee per Mo.	12.7	12.0	12.8	11.1	9.1	11.5
Closings per Total Prod. Employee per Mo.	1.8	1.9	2.5	1.9	1.7	2.1
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	4.3	3.8	3.8	3.9	3.9
Closings per Fulfillment Employee per Mo.	2.5	4.2	4.1	4.3	4.2	4.2
Closings per Prod Support Employee per Mo.	12.7	13.8	11.1	9.7	8.4	10.4
Closings per Total Prod. Employee per Mo.	1.8	1.8	1.6	1.5	1.5	1.6
Number of Companies Reporting	1	57	118	86	86	347

(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  
G2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<175,000	175,000-225,000	225,000-275,000	>275,000	Total
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	31.45	54.40	43.00	36.16	33.71	40.87
Correspondent and Broker Fee Income (1)	-	6.74	3.08	2.86	4.93	4.09
Other Origination-Related Income (2)	22.50	23.48	19.91	22.16	17.70	20.51
<b>Total Origination-Related Income</b>	<b>53.95</b>	<b>84.62</b>	<b>66.00</b>	<b>61.18</b>	<b>56.34</b>	<b>65.47</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	14.20	21.36	22.72	22.09	21.18	21.96
Warehousing Expense	2.47	16.71	17.07	16.33	16.62	16.72
<b>Net Interest Income</b>	<b>16.67</b>	<b>4.65</b>	<b>5.65</b>	<b>5.76</b>	<b>4.55</b>	<b>5.24</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	212.57	214.77	227.89	208.72	175.10	207.90
Capitalized Servicing/Svg Released Premiums	35.50	111.88	104.31	98.54	92.65	101.23
Repurchase Reserve Provision	(15.50)	(1.08)	(2.74)	(3.14)	(2.01)	(2.39)
<b>Net Secondary Marketing Income</b>	<b>232.57</b>	<b>325.56</b>	<b>329.46</b>	<b>304.12</b>	<b>265.75</b>	<b>306.75</b>
<b>Total Loan Production Revenues</b>	<b>303</b>	<b>414.84</b>	<b>401.10</b>	<b>371.05</b>	<b>326.64</b>	<b>377.46</b>
<b>EXPENSES</b>						
Personnel	126.86	248.56	236.09	226.13	188.55	223.89
Sales Personnel	22.75	90.75	98.78	96.73	77.53	91.69
Fulfillment Personnel	55.96	68.78	59.96	53.86	42.98	55.69
Production Support Employees	10.91	26.58	26.24	21.41	23.10	24.32
Management and Directors	13.62	23.72	19.92	22.39	18.11	20.71
Benefits	23.62	38.74	31.19	31.75	26.83	31.49
Occupancy and Equipment	5.69	23.37	19.22	18.51	16.62	19.08
Technology-Related Expenses	4.76	6.92	7.50	5.88	5.51	6.51
Other Direct Expenses	62.59	97.78	75.34	66.12	58.49	72.56
Outsourcing and Professional fees	-	21.19	14.12	11.97	11.17	14.02
Other Operating Expenses	62.59	76.59	61.22	54.15	47.32	58.55
<b>Direct Loan Production Expenses</b>	<b>199.90</b>	<b>376.63</b>	<b>338.14</b>	<b>316.65</b>	<b>269.17</b>	<b>322.04</b>
<b>Corporate Allocation</b>	<b>3.93</b>	<b>29.26</b>	<b>20.71</b>	<b>23.20</b>	<b>18.47</b>	<b>22.18</b>
<b>Total Loan Production Expense</b>	<b>203.83</b>	<b>405.89</b>	<b>358.85</b>	<b>339.84</b>	<b>287.64</b>	<b>344.22</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>99.36</b>	<b>8.95</b>	<b>42.25</b>	<b>31.21</b>	<b>38.99</b>	<b>33.24</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	117,884	618,686	738,205	422,531	517,428
Avg. Total Loans Originated (#)	1,908	773	3,014	2,975	1,237	2,196
Average Loan Balance (\$)	251,293	147,725	199,953	246,296	339,396	237,419
Avg. Pull-Through (Closings/Applications #)	47.77	69.40	67.93	67.50	69.44	68.39
<b>Average Days in Warehouse</b>	<b>12</b>	<b>19</b>	<b>20</b>	<b>18</b>	<b>19</b>	<b>19</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	145	406	461	250	339
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	7.8	6.8	4.6	5.7	6.1
Closings per Fulfillment Employee per Mo.	2.5	6.1	6.6	5.7	5.5	6.0
Closings per Prod Support Employee per Mo.	12.7	18.8	15.4	11.5	12.2	14.2
Closings per Total Prod. Employee per Mo.	1.8	2.3	2.4	1.7	1.9	2.0
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	4.2	5.9	4.7	4.1	5.1
Closings per Fulfillment Employee per Mo.	2.5	4.8	5.9	4.8	4.1	5.1
Closings per Prod Support Employee per Mo.	12.7	12.0	12.8	11.1	9.1	11.5
Closings per Total Prod. Employee per Mo.	1.8	1.9	2.5	1.9	1.7	2.1
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	4.3	3.8	3.8	3.9	3.9
Closings per Fulfillment Employee per Mo.	2.5	4.2	4.1	4.3	4.2	4.2
Closings per Prod Support Employee per Mo.	12.7	13.8	11.1	9.7	8.4	10.4
Closings per Total Prod. Employee per Mo.	1.8	1.8	1.6	1.5	1.5	1.6
<b>Number of Companies Reporting</b>	<b>1</b>	<b>57</b>	<b>118</b>	<b>86</b>	<b>86</b>	<b>347</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  
 G3 - Production Mix (\$), Simple Average

PERCENT BASED ON \$	Your Firm	<175,000	175,000- 225,000	225,000- 275,000	>275,000	Total
Avg. Total Loans Originated (\$000s)	485,655	117,884	618,686	738,205	422,531	517,428
Avg. Total Loans Originated (#)	1,908	773	3,014	2,975	1,237	2,196
Average Loan Balance	251,293	147,725	199,953	246,296	339,396	237,419
<b>Production Mix by Product Type</b>						
First Mortgages:	99.50	99.34	99.29	99.52	99.22	99.34
Government (FHA/VA/RHS) - Fixed	21.50	39.78	40.37	31.93	24.09	34.14
Government (FHA/VA/RHS) - ARM	0.19	0.00	1.46	0.16	0.19	0.59
Prime (Conforming) - Fixed	63.25	56.89	51.03	56.29	57.01	54.78
Prime (Conforming) - ARM	3.54	0.90	1.49	1.59	2.55	1.68
Prime (Non-Conforming Jumbo) - Fixed	7.37	0.69	3.39	5.46	9.73	5.03
Prime (Non-Conforming Jumbo) - ARM	2.46	0.28	1.35	1.59	5.02	2.15
Other Fixed	0.50	0.26	0.14	2.16	0.42	0.73
Other ARM	0.00	0.54	0.05	0.34	0.21	0.24
Closed-End Second Mortgages	0.02	0.35	0.09	0.09	0.09	0.13
Funded HELOCs	0.00	0.01	0.23	0.09	0.22	0.16
Reverse	0.00	0.26	0.31	0.24	0.47	0.32
Other	0.00	0.04	0.08	0.05	0.00	0.05
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	95.00	98.24	95.56	96.30	91.96	95.29
ARM	5.00	1.76	4.44	3.70	8.04	4.71
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.75	1.08	6.57	9.78	18.23	9.35
Non-Jumbo	90.25	98.92	93.43	90.22	81.77	90.65
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	85.39	81.73	83.53	86.72	84.01
Wholesale/Broker and Correspondent	0.00	14.61	18.27	16.47	13.28	15.99
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	98.50	63.80	63.18	62.89	55.65	61.34
Refinancing	1.00	36.20	36.82	37.11	44.35	38.66
Rate-Term	0.50	20.47	21.41	20.57	26.01	22.19
Cash-Out	0.00	12.37	13.55	13.97	17.05	14.33
Other / Unknown	0.00	3.35	1.86	2.57	1.29	2.14
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	1.50	2.75	0.63	1.14	1.62
Greater than 600, less than or equal to 650	4.50	11.42	11.05	8.62	5.84	9.23
Greater than 650, less than or equal to 700	13.00	24.24	23.29	21.59	16.96	21.47
Greater than 700, less than or equal to 750	26.00	25.85	25.64	26.97	26.56	26.23
Greater than 750	56.00	36.99	37.26	42.19	49.50	41.45
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Simple Average FICO (based on #)	728	719	719	726	737	725
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	7.09	8.58	9.69	16.23	10.49
Greater than 60%, less than or equal to 70%	6.00	7.13	7.32	8.54	12.71	8.92
Greater than 70%, less than or equal to 80%	35.00	23.56	24.17	30.44	33.42	27.90
Greater than 80%, less than or equal to 90%	15.00	13.41	13.58	13.30	11.16	12.89
Greater than 90%, less than or equal to 100%	25.00	46.07	43.03	36.26	25.19	37.46
Greater than 100%	11.00	2.75	3.32	1.77	1.28	2.34
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	84.60	84.92	82.12	77.11	82.25
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	1.11	1.90	1.08	0.31	1.17
Originated for Sale to Others:	100.00	98.89	98.10	98.92	99.69	98.83
Sale to Fannie/Freddie/Ginnie	100.00	53.96	47.72	41.85	32.15	43.41
All Other Sale to Others	0.00	44.93	50.38	57.07	67.54	55.42
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	57	118	86	86	347



Quarterly Mortgage Bankers Performance Report  
 Residential Loan Production - By Average Loan Balance  
 G4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm	<175,000	175,000- 225,000	225,000- 275,000	>275,000	Total
Avg. Total Loans Originated (\$000s)	485,655	117,884	618,686	738,205	422,531	517,428
Avg. Total Loans Originated (#)	1,908	773	3,014	2,975	1,237	2,196
Average Loan Balance	251,293	147,725	199,953	246,296	339,396	237,419
<b>Production Mix by Product Type</b>						
First Mortgages:	98.50	96.98	98.16	98.13	97.88	97.89
Government (FHA/VA/RHS) - Fixed	22.50	41.38	43.16	34.17	25.03	36.15
Government (FHA/VA/RHS) - ARM	0.19	0.00	1.39	0.15	0.17	0.55
Prime (Conforming) - Fixed	64.31	53.54	50.41	57.47	61.70	55.47
Prime (Conforming) - ARM	3.54	1.08	1.09	1.27	2.40	1.46
Prime (Non-Conforming Jumbo) - Fixed	7.37	0.20	1.37	2.20	5.49	2.40
Prime (Non-Conforming Jumbo) - ARM	2.46	0.07	0.52	0.54	2.43	0.92
Other Fixed	0.00	0.23	0.19	2.06	0.47	0.73
Other ARM	0.00	0.47	0.02	0.27	0.18	0.20
Closed-End Second Mortgages	0.02	2.55	0.98	1.10	0.77	1.21
Funded HELOCs	0.00	0.02	0.47	0.21	0.67	0.38
Reverse	0.00	0.41	0.26	0.35	0.67	0.41
Other	0.00	0.03	0.12	0.21	0.02	0.10
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.00	98.25	96.85	97.73	94.67	96.76
ARM	6.00	1.75	3.15	2.27	5.33	3.24
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.93	0.31	3.63	4.66	11.51	5.29
Non-Jumbo	90.07	99.69	96.37	95.34	88.49	94.71
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	85.47	82.19	84.19	86.69	84.34
Wholesale/Broker and Correspondent	0.00	14.53	17.81	15.81	13.31	15.66
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	97.50	65.41	65.15	65.49	56.42	63.11
Refinancing	2.00	34.59	34.85	34.51	43.58	36.89
Rate-Term	0.50	19.38	19.98	18.76	24.97	20.82
Cash-Out	0.00	12.05	13.05	13.92	17.34	14.16
Other / Unknown	0.00	3.15	1.81	1.83	1.28	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	0.50	1.59	2.93	0.71	1.15	1.72
Greater than 600, less than or equal to 650	4.50	12.46	12.36	10.05	6.74	10.42
Greater than 650, less than or equal to 700	13.00	25.53	24.65	23.00	18.32	22.83
Greater than 700, less than or equal to 750	26.00	25.40	25.16	26.35	26.01	25.70
Greater than 750	56.00	35.03	34.92	39.88	47.78	39.33
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mortgage Simple Average FICO (based on #)	728	719	719	726	737	725
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	8.70	9.64	10.81	17.87	11.80
Greater than 60%, less than or equal to 70%	6.00	6.98	6.85	7.86	11.71	8.32
Greater than 70%, less than or equal to 80%	35.00	22.49	22.38	27.95	31.19	25.95
Greater than 80%, less than or equal to 90%	15.00	12.49	12.58	12.51	10.88	12.13
Greater than 90%, less than or equal to 100%	25.00	46.10	44.76	38.73	26.92	39.10
Greater than 100%	11.00	3.23	3.79	2.13	1.43	2.70
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	84.60	84.92	82.12	77.11	82.25
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	1.14	1.63	0.76	0.20	0.97
Originated for Sale to Others:	100.00	98.86	98.37	99.24	99.80	99.03
Sale to Fannie/Freddie/Ginnie	100.00	54.23	48.31	43.27	34.13	44.50
All Other Sale to Others	0.00	44.63	50.06	55.97	65.66	54.52
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	57	118	86	86	347



Quarterly Mortgage Bankers Performance Report  
Residential Loan Production - By Average Loan Balance  
G5 - Production Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	<175,000	175,000- 225,000	225,000- 275,000	>275,000	Total
Avg. Total Loans Originated (\$000s)	485,655	117,884	618,686	738,205	422,531	517,428
Avg. Total Loans Originated (#)	1,908	773	3,014	2,975	1,237	2,196
Average Loan Balance	251,293	147,725	199,953	246,296	339,396	237,419
<b>Production Mix by Product Type</b>						
First Mortgages:	262,999	151,971	202,572	249,891	344,547	241,174
Government (FHA/VA/RHS) - Fixed	233,656	141,272	185,360	226,772	311,178	219,399
Government (FHA/VA/RHS) - ARM	310,520	140,000	245,860	324,584	386,603	318,041
Prime (Conforming) - Fixed	255,141	157,853	206,090	241,276	307,744	232,231
Prime (Conforming) - ARM	262,444	237,719	273,423	320,127	368,383	311,268
Prime (Non-Conforming Jumbo) - Fixed	536,987	567,559	621,319	662,529	709,088	653,871
Prime (Non-Conforming Jumbo) - ARM	699,875	634,126	695,301	765,324	801,571	748,235
Other Fixed		153,882	240,827	296,260	245,287	245,204
Other ARM		222,036	636,575	292,941	394,382	389,201
Closed-End Second Mortgages	8,523	35,158	32,626	29,542	59,083	39,134
Funded HELOCs		87,875	92,262	114,682	114,937	109,884
Reverse		107,267	144,543	186,048	229,325	169,707
Other		186,419	70,374	166,168	30,527	124,676
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	260,513	151,952	199,523	246,091	332,200	236,132
ARM	321,555	277,886	395,125	459,431	527,030	438,594
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	538,699	585,605	614,630	644,301	724,194	650,717
Non-Jumbo	245,333	150,686	199,258	243,273	315,677	231,041
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	262,999	150,586	200,073	247,336	341,293	238,445
Wholesale/Broker and Correspondent		146,265	206,177	253,006	315,714	231,829
<b>1st Mtg Purchase vs Refi</b>						
Purchase	273,546	150,854	196,836	241,838	340,102	235,943
Refinancing	279,666	162,117	219,565	287,788	349,438	258,701
Rate-Term	239,888	167,654	225,535	276,631	357,867	261,695
Cash-Out		160,235	214,307	254,905	339,556	247,776
Other / Unknown		156,155	217,781	484,544	436,524	317,260
<b>FICO Score Distribution</b>						
Equals 600 or less	230,852	134,608	184,109	216,082	305,618	210,205
Greater than 600, less than or equal to 650	245,666	137,674	179,750	210,195	285,128	206,090
Greater than 650, less than or equal to 700	250,425	144,049	192,416	233,293	315,399	224,821
Greater than 700, less than or equal to 750	270,523	154,488	206,360	255,514	351,223	245,620
Greater than 750	264,555	162,064	217,206	264,497	357,824	254,689
<b>LTV Distribution</b>						
Equals 60% of less	162,888	126,418	183,682	225,109	305,591	214,575
Greater than 60%, less than or equal to 70%	258,777	152,018	219,317	273,364	374,670	259,730
Greater than 70%, less than or equal to 80%	291,666	159,640	219,188	271,737	369,979	259,600
Greater than 80%, less than or equal to 90%	301,555	166,119	221,436	267,913	344,528	254,561
Greater than 90%, less than or equal to 100%	254,888	153,905	196,465	234,930	312,279	227,309
Greater than 100%	258,954	134,447	172,037	192,587	269,657	191,568
<b>Production Sold by Investor Type</b>						
Originated for Portfolio		142,139	247,261	405,114	278,990	280,814
Originated for Sale to Others:	253,658	152,162	199,401	244,711	335,929	236,918
Sale to Fannie/Freddie/Ginnie	246,985	152,536	190,463	231,937	301,895	220,152
All Other Sale to Others		163,971	216,165	265,587	356,170	258,496
Number of Companies Reporting	1	57	118	86	86	347

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

\$ PER LOAN	Your Firm	<50M	50-100M	100-250M	>250M	Total (Indep. Only)
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	825	1,110	1,106	958	694	910
Correspondent and Broker Fee Income (1)	-	141	16	138	80	98
Other Origination-Related Income (2)	537	563	542	533	368	479
<b>Total Origination-Related Income</b>	<b>1,422</b>	<b>1,814</b>	<b>1,664</b>	<b>1,629</b>	<b>1,143</b>	<b>1,487</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	536	402	471	601	579	540
Warehousing Expense	98	247	395	498	467	429
<b>Net Interest Income</b>	<b>438</b>	<b>155</b>	<b>75</b>	<b>103</b>	<b>112</b>	<b>110</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	4,187	3,478	4,980	5,834	5,266	5,105
Capitalized Servicing/Svg Released Premiums	2,197	2,414	2,325	2,515	2,418	2,433
Repurchase Reserve Provision	(276)	(11)	(31)	(64)	(100)	(63)
<b>Net Secondary Marketing Income</b>	<b>6,108</b>	<b>5,881</b>	<b>7,274</b>	<b>8,285</b>	<b>7,585</b>	<b>7,475</b>
<b>Total Loan Production Revenues</b>	<b>7,968</b>	<b>7,850</b>	<b>9,013</b>	<b>10,017</b>	<b>8,839</b>	<b>9,073</b>
<b>EXPENSES</b>						
Personnel	3,332	4,858	5,324	6,059	5,294	5,467
Sales Personnel	598	1,655	2,196	2,708	2,270	2,295
Fulfillment Personnel	1,470	1,201	1,475	1,393	1,194	1,302
Production Support Employees	287	638	546	636	679	638
Management and Directors	358	605	426	568	492	524
Benefits	620	758	681	755	659	709
Occupancy and Equipment	150	546	410	478	438	464
Technology-Related Expenses	125	152	166	160	147	155
Other Direct Expenses	1,644	1,861	1,820	1,722	1,479	1,672
Outsourcing and Professional fees	-	311	210	327	302	297
Other Operating Expenses	1,644	1,550	1,610	1,395	1,177	1,375
<b>Direct Loan Production Expenses</b>	<b>5,250</b>	<b>7,417</b>	<b>7,720</b>	<b>8,419</b>	<b>7,359</b>	<b>7,758</b>
<b>Corporate Allocation</b>	<b>103</b>	<b>323</b>	<b>508</b>	<b>636</b>	<b>381</b>	<b>472</b>
<b>Total Loan Production Expense</b>	<b>5,354</b>	<b>7,740</b>	<b>8,228</b>	<b>9,056</b>	<b>7,740</b>	<b>8,229</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,610</b>	<b>110</b>	<b>785</b>	<b>961</b>	<b>1,098</b>	<b>843</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	26,652	75,771	163,051	1,187,685	500,584
Avg. Total Loans Originated (#)	1,908	141	367	701	5,129	2,171
Average Loan Balance (\$)	251,293	206,055	222,053	259,640	247,004	240,310
Avg. Pull-Through (Closings/Applications #)	47.77	69.98	62.46	70.12	69.08	68.40
<b>Average Days in Warehouse</b>	<b>12</b>	<b>17</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>19</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	36	90	176	710	332
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	4.5	4.6	4.2	7.0	5.3
Closings per Fulfillment Employee per Mo.	2.5	4.6	5.1	5.0	6.9	5.6
Closings per Prod Support Employee per Mo.	12.7	9.1	14.2	13.0	17.3	14.3
Closings per Total Prod. Employee per Mo.	1.8	1.6	1.6	1.6	2.3	1.9
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.2	3.1	3.2	5.3	4.8
Closings per Fulfillment Employee per Mo.	2.5	3.7	3.5	3.6	5.4	5.0
Closings per Prod Support Employee per Mo.	12.7	5.5	7.0	7.4	12.9	11.6
Closings per Total Prod. Employee per Mo.	1.8	1.3	1.4	1.3	2.3	2.0
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.7	3.2	3.6	4.0	3.7
Closings per Fulfillment Employee per Mo.	2.5	3.7	4.0	3.7	4.5	4.1
Closings per Prod Support Employee per Mo.	12.7	6.7	11.3	9.8	11.3	10.1
Closings per Total Prod. Employee per Mo.	1.8	1.4	1.4	1.5	1.7	1.5
Number of Companies Reporting	1	42	40	80	93	255

(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 \$**  
H2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<50M	50-100M	100-250M	>250M	Total (Indep. Only)
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	31.45	57.65	52.07	41.93	27.00	40.66
Correspondent and Broker Fee Income (1)	-	6.00	0.77	5.14	3.50	4.00
Other Origination-Related Income (2)	22.50	28.00	25.50	22.84	15.39	21.39
<b>Total Origination-Related Income</b>	<b>53.95</b>	<b>91.65</b>	<b>78.34</b>	<b>69.91</b>	<b>45.89</b>	<b>66.05</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	14.20	20.71	21.71	23.38	23.70	22.80
Warehousing Expense	2.47	13.14	18.04	19.16	19.22	18.01
<b>Net Interest Income</b>	<b>16.67</b>	<b>7.57</b>	<b>3.67</b>	<b>4.23</b>	<b>4.48</b>	<b>4.78</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	212.57	170.68	224.94	241.69	223.98	220.91
Capitalized Servicing/Svg Released Premiums	35.50	119.07	103.62	97.87	100.85	103.35
Repurchase Reserve Provision	(15.50)	(0.60)	(1.37)	(2.58)	(4.14)	(2.63)
<b>Net Secondary Marketing Income</b>	<b>232.57</b>	<b>289.15</b>	<b>327.20</b>	<b>336.98</b>	<b>320.69</b>	<b>321.63</b>
<b>Total Loan Production Revenues</b>	<b>303</b>	<b>388.37</b>	<b>409.21</b>	<b>411.11</b>	<b>371.06</b>	<b>392.46</b>
<b>EXPENSES</b>						
Personnel	126.86	240.81	245.32	251.23	218.38	236.61
Sales Personnel	22.75	79.87	97.72	115.27	93.32	98.68
Fulfillment Personnel	55.96	60.69	68.98	57.69	50.77	57.43
Production Support Employees	10.91	31.69	27.05	24.61	26.96	27.01
Management and Directors	13.62	30.04	20.14	22.38	20.07	22.45
Benefits	23.62	38.52	31.44	31.27	27.26	31.03
Occupancy and Equipment	5.69	26.47	19.35	20.19	17.95	20.27
Technology-Related Expenses	4.76	7.16	7.59	6.56	6.25	6.71
Other Direct Expenses	62.59	92.21	86.50	69.50	62.56	73.37
Outsourcing and Professional fees	-	14.88	10.41	12.63	12.37	12.56
Other Operating Expenses	62.59	77.33	76.09	56.87	50.19	60.82
<b>Direct Loan Production Expenses</b>	<b>199.90</b>	<b>366.64</b>	<b>358.75</b>	<b>347.48</b>	<b>305.13</b>	<b>336.96</b>
<b>Corporate Allocation</b>	<b>3.93</b>	<b>18.63</b>	<b>21.95</b>	<b>25.05</b>	<b>16.22</b>	<b>20.29</b>
<b>Total Loan Production Expense</b>	<b>203.83</b>	<b>385.27</b>	<b>380.70</b>	<b>372.52</b>	<b>321.36</b>	<b>357.25</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>99.36</b>	<b>3.09</b>	<b>28.50</b>	<b>38.59</b>	<b>49.70</b>	<b>35.21</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	26,652	75,771	163,051	1,187,685	500,584
Avg. Total Loans Originated (#)	1,908	141	367	701	5,129	2,171
Average Loan Balance (\$)	251,293	206,055	222,053	259,640	247,004	240,310
Avg. Pull-Through (Closings/Applications #)	47.77	69.98	62.46	70.12	69.08	68.40
<b>Average Days in Warehouse</b>	<b>12</b>	<b>17</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>19</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	36	90	176	710	332
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	4.5	4.6	4.2	7.0	5.3
Closings per Fulfillment Employee per Mo.	2.5	4.6	5.1	5.0	6.9	5.6
Closings per Prod Support Employee per Mo.	12.7	9.1	14.2	13.0	17.3	14.3
Closings per Total Prod. Employee per Mo.	1.8	1.6	1.6	1.6	2.3	1.9
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.2	3.1	3.2	5.3	4.8
Closings per Fulfillment Employee per Mo.	2.5	3.7	3.5	3.6	5.4	5.0
Closings per Prod Support Employee per Mo.	12.7	5.5	7.0	7.4	12.9	11.6
Closings per Total Prod. Employee per Mo.	1.8	1.3	1.4	1.3	2.3	2.0
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.7	3.2	3.6	4.0	3.7
Closings per Fulfillment Employee per Mo.	2.5	3.7	4.0	3.7	4.5	4.1
Closings per Prod Support Employee per Mo.	12.7	6.7	11.3	9.8	11.3	10.1
Closings per Total Prod. Employee per Mo.	1.8	1.4	1.4	1.5	1.7	1.5
Number of Companies Reporting	1	42	40	80	93	255

(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 \$**  
H3 - Production Mix (\$), Simple Average

<b>PERCENT BASED ON \$</b>	<b>Your Firm</b>	<b>&lt;50M</b>	<b>50-100M</b>	<b>100-250M</b>	<b>&gt;250M</b>	<b>Total (Indep. Only)</b>
Avg. Total Loans Originated (\$000s)	485,655	26,652	75,771	163,051	1,187,685	500,584
Avg. Total Loans Originated (#)	1,908	141	367	701	5,129	2,171
Average Loan Balance	251,293	206,055	222,053	259,640	247,004	240,310
<b>Production Mix by Product Type</b>						
First Mortgages:	99.50	99.01	99.34	99.28	99.62	99.37
Government (FHA/VA/RHS) - Fixed	21.50	33.52	34.60	35.65	39.69	36.61
Government (FHA/VA/RHS) - ARM	0.19	1.11	0.02	0.67	0.79	0.68
Prime (Conforming) - Fixed	63.25	59.10	57.58	53.47	49.67	53.66
Prime (Conforming) - ARM	3.54	1.56	1.12	1.39	1.11	1.27
Prime (Non-Conforming Jumbo) - Fixed	7.37	2.80	3.91	5.70	5.12	4.73
Prime (Non-Conforming Jumbo) - ARM	2.46	0.71	1.58	2.11	2.15	1.81
Other Fixed	0.50	0.18	0.21	0.09	1.06	0.48
Other ARM	0.00	0.04	0.32	0.20	0.03	0.13
Closed-End Second Mortgages	0.02	0.05	0.16	0.08	0.07	0.08
Funded HELOCs	0.00	0.05	0.04	0.10	0.10	0.08
Reverse	0.00	0.90	0.19	0.54	0.20	0.42
Other	0.00	0.00	0.26	0.01	0.01	0.05
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	95.00	96.58	96.94	95.61	95.91	96.08
ARM	5.00	3.42	3.06	4.39	4.09	3.92
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.75	4.27	5.86	11.85	7.83	8.19
Non-Jumbo	90.25	95.73	94.14	88.15	92.17	91.81
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	84.07	92.59	89.23	74.33	83.47
Wholesale/Broker and Correspondent	0.00	15.93	7.41	10.77	25.67	16.53
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	98.50	63.02	67.97	62.68	57.68	61.74
Refinancing	1.00	36.98	32.03	37.32	42.32	38.26
Rate-Term	0.50	21.05	17.11	22.35	24.08	21.95
Cash-Out	0.00	12.50	13.89	12.41	15.71	13.86
Other / Unknown	0.00	3.44	1.03	2.55	2.53	2.45
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	2.59	0.72	1.43	1.50	1.54
Greater than 600, less than or equal to 650	4.50	9.16	8.78	9.44	11.25	9.95
Greater than 650, less than or equal to 700	13.00	22.37	21.10	21.46	22.80	22.04
Greater than 700, less than or equal to 750	26.00	25.69	26.52	26.11	26.09	26.10
Greater than 750	56.00	40.19	42.88	41.56	38.36	40.37
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Simple Average FICO (based on #)	728	724	728	725	720	724
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	12.31	9.36	9.81	9.97	10.21
Greater than 60%, less than or equal to 70%	6.00	9.05	8.05	8.77	8.90	8.75
Greater than 70%, less than or equal to 80%	35.00	25.58	29.14	28.23	26.28	27.22
Greater than 80%, less than or equal to 90%	15.00	13.13	12.57	12.67	13.08	12.88
Greater than 90%, less than or equal to 100%	25.00	38.27	38.87	38.23	39.29	38.72
Greater than 100%	11.00	1.66	2.01	2.30	2.49	2.22
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	82.67	82.89	82.08	83.20	82.71
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	0.00	0.01	0.37	0.93	0.47
Originated for Sale to Others:	100.00	100.00	99.99	99.63	99.07	99.53
Sale to Fannie/Freddie/Ginnie	100.00	47.02	31.22	27.59	53.79	40.97
All Other Sale to Others	0.00	52.98	68.77	72.03	45.28	58.56
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	42	40	80	93	255

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Production - Independent Mortgage Companies by Production \$  
 H4 - Production Mix (#), Simple Average

PERCENT BASED ON #	Your Firm	<50M	50-100M	100-250M	>250M	Total (Indep. Only)
Avg. Total Loans Originated (\$000s)	485,655	26,652	75,771	163,051	1,187,685	500,584
Avg. Total Loans Originated (#)	1,908	141	367	701	5,129	2,171
Average Loan Balance	251,293	206,055	222,053	259,640	247,004	240,310
<b>Production Mix by Product Type</b>						
First Mortgages:	98.50	98.49	97.77	97.97	98.35	98.16
Government (FHA/VA/RHS) - Fixed	22.50	34.46	37.33	37.87	42.29	38.84
Government (FHA/VA/RHS) - ARM	0.19	1.16	0.02	0.64	0.70	0.65
Prime (Conforming) - Fixed	64.31	60.09	56.92	54.11	50.00	54.04
Prime (Conforming) - ARM	3.54	1.27	0.81	1.20	0.94	1.05
Prime (Non-Conforming Jumbo) - Fixed	7.37	1.04	1.64	2.93	2.32	2.20
Prime (Non-Conforming Jumbo) - ARM	2.46	0.27	0.54	1.01	0.88	0.76
Other Fixed	0.00	0.14	0.25	0.09	1.19	0.52
Other ARM	0.00	0.05	0.26	0.14	0.02	0.10
Closed-End Second Mortgages	0.02	0.60	1.54	0.84	0.96	0.95
Funded HELOCs	0.00	0.09	0.11	0.29	0.32	0.24
Reverse	0.00	0.82	0.28	0.76	0.32	0.53
Other	0.00	0.00	0.30	0.14	0.05	0.11
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.00	97.22	98.33	96.97	97.42	97.39
ARM	6.00	2.78	1.67	3.03	2.58	2.61
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.93	1.65	2.40	7.86	3.52	4.40
Non-Jumbo	90.07	98.35	97.60	92.14	96.48	95.60
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	84.40	92.49	89.63	75.18	83.95
Wholesale/Broker and Correspondent	0.00	15.60	7.51	10.37	24.82	16.05
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Purchase vs Refi</b>						
Purchase	97.50	63.47	69.95	65.18	60.06	63.78
Refinancing	2.00	36.53	30.05	34.82	39.94	36.22
Rate-Term	0.50	20.55	15.92	20.55	22.28	20.45
Cash-Out	0.00	12.61	13.15	12.45	15.21	13.59
Other / Unknown	0.00	3.36	0.98	1.82	2.45	2.17
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	2.66	0.72	1.51	1.65	1.63
Greater than 600, less than or equal to 650	4.50	9.85	9.94	10.82	12.75	11.23
Greater than 650, less than or equal to 700	13.00	22.83	22.92	23.05	24.27	23.44
Greater than 700, less than or equal to 750	26.00	25.33	26.04	25.40	25.28	25.45
Greater than 750	56.00	39.34	40.38	39.22	36.05	38.26
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mortgage Simple Average FICO (based on #)	728	724	728	725	720	724
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	14.42	10.18	10.92	10.58	11.26
Greater than 60%, less than or equal to 70%	6.00	8.75	7.39	8.14	8.07	8.10
Greater than 70%, less than or equal to 80%	35.00	24.29	27.24	26.05	24.35	25.33
Greater than 80%, less than or equal to 90%	15.00	12.67	11.45	11.93	12.40	12.15
Greater than 90%, less than or equal to 100%	25.00	38.15	41.15	40.18	41.83	40.60
Greater than 100%	11.00	1.72	2.60	2.78	2.76	2.57
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	82.67	82.89	82.08	83.20	82.71
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	0.00	0.01	0.35	0.94	0.46
Originated for Sale to Others:	100.00	100.00	99.99	99.65	99.06	99.54
Sale to Fannie/Freddie/Ginnie	100.00	48.20	31.81	28.09	55.05	41.88
All Other Sale to Others	0.00	51.80	68.19	71.56	44.01	57.66
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	42	40	80	93	255

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Production - Independent Mortgage Companies by Production \$  
 H5 - Production Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	<50M	50-100M	100-250M	>250M	Total (Indep. Only)
Avg. Total Loans Originated (\$000s)	485,655	26,652	75,771	163,051	1,187,685	500,584
Avg. Total Loans Originated (#)	1,908	141	367	701	5,129	2,171
Average Loan Balance	251,293	206,055	222,053	259,640	247,004	240,310
<b>Production Mix by Product Type</b>						
First Mortgages:	262,999	207,114	225,344	263,726	250,541	243,572
Government (FHA/VA/RHS) - Fixed	233,656	196,441	207,694	235,621	227,518	222,111
Government (FHA/VA/RHS) - ARM	310,520	209,390	227,000	303,300	309,834	304,515
Prime (Conforming) - Fixed	255,141	205,751	223,661	253,982	244,438	237,775
Prime (Conforming) - ARM	262,444	267,730	337,749	337,999	313,069	320,789
Prime (Non-Conforming Jumbo) - Fixed	536,987	682,364	638,236	655,342	676,278	663,890
Prime (Non-Conforming Jumbo) - ARM	699,875	628,427	655,900	818,583	740,785	745,748
Other Fixed		132,098	293,012	307,768	203,152	249,175
Other ARM		210,000	299,343	747,740	367,614	486,192
Closed-End Second Mortgages	8,523	22,846	31,780	47,626	37,413	38,401
Funded HELOCs		122,000	94,893	103,078	108,469	106,101
Reverse		157,152	155,895	165,568	174,607	169,028
Other			74,100	9,660	141,620	96,949
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	260,513	205,681	221,745	259,175	245,653	239,561
ARM	321,555	318,978	436,684	481,006	468,020	452,520
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	538,699	649,671	636,449	662,363	670,331	660,033
Non-Jumbo	245,333	200,646	215,858	256,299	236,272	233,485
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	262,999	204,923	225,396	258,339	243,984	239,434
Wholesale/Broker and Correspondent		221,216	207,348	258,682	244,995	241,261
<b>1st Mtg Purchase vs Refi</b>						
Purchase	273,546	206,419	220,177	257,613	241,249	237,341
Refinancing	279,666	207,664	240,923	300,603	269,251	264,592
Rate-Term	239,888	217,016	243,154	291,865	274,552	266,358
Cash-Out		204,404	242,410	269,618	262,983	253,351
Other / Unknown		171,871	344,744	468,054	284,967	331,157
<b>FICO Score Distribution</b>						
Equals 600 or less	230,852	193,761	212,473	201,205	226,801	214,075
Greater than 600, less than or equal to 650	245,666	188,745	199,865	221,085	213,665	209,839
Greater than 650, less than or equal to 700	250,425	203,272	208,032	241,611	232,851	226,835
Greater than 700, less than or equal to 750	270,523	208,391	228,894	270,312	258,738	249,395
Greater than 750	264,555	214,940	239,962	278,844	267,079	257,929
<b>LTV Distribution</b>						
Equals 60% of less	162,888	165,069	214,156	232,768	235,243	220,032
Greater than 60%, less than or equal to 70%	258,777	209,642	248,667	284,533	276,866	264,204
Greater than 70%, less than or equal to 80%	291,666	220,511	241,445	284,633	270,311	262,074
Greater than 80%, less than or equal to 90%	301,555	216,026	247,872	273,741	263,592	256,476
Greater than 90%, less than or equal to 100%	254,888	208,628	214,006	241,466	231,065	227,903
Greater than 100%	258,954	179,556	168,221	211,991	205,457	198,834
<b>Production Sold by Investor Type</b>						
Originated for Portfolio			298,000	201,201	319,944	268,009
Originated for Sale to Others:	253,658	204,752	224,437	261,505	247,945	241,894
Sale to Fannie/Freddie/Ginnie	246,985	193,554	219,911	231,773	230,736	224,016
All Other Sale to Others		213,464	240,292	262,804	284,321	261,160
Number of Companies Reporting	1	42	40	80	93	255

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

\$ PER LOAN	Your Firm	<50M	50M - 100M	100-250M	>250M	Total (Indep, Retail Only)
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	825	1,345	1,186	1,149	963	1,145
Correspondent and Broker Fee Income (1)	-	-	-	91	-	33
Other Origination-Related Income (2)	537	669	448	593	472	548
<b>Total Origination-Related Income</b>	<b>1,422</b>	<b>2,014</b>	<b>1,635</b>	<b>1,833</b>	<b>1,435</b>	<b>1,726</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	536	436	489	614	619	558
Warehousing Expense	98	257	380	492	479	424
<b>Net Interest Income</b>	<b>438</b>	<b>179</b>	<b>109</b>	<b>122</b>	<b>140</b>	<b>135</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	4,187	3,678	5,270	6,105	6,442	5,583
Capitalized Servicing/Svg Released Premiums	2,197	2,453	2,430	2,719	2,455	2,546
Repurchase Reserve Provision	(276)	(15)	(32)	(70)	(74)	(53)
<b>Net Secondary Marketing Income</b>	<b>6,108</b>	<b>6,116</b>	<b>7,667</b>	<b>8,754</b>	<b>8,824</b>	<b>8,076</b>
<b>Total Loan Production Revenues</b>	<b>7,968</b>	<b>8,309</b>	<b>9,411</b>	<b>10,709</b>	<b>10,399</b>	<b>9,936</b>
<b>EXPENSES</b>						
Personnel	3,332	5,077	5,464	6,281	6,335	5,914
Sales Personnel	598	1,754	2,326	2,775	2,867	2,524
Fulfillment Personnel	1,470	1,277	1,533	1,426	1,432	1,421
Production Support Employees	287	644	497	631	834	659
Management and Directors	358	598	448	662	529	574
Benefits	620	804	660	787	673	736
Occupancy and Equipment	150	553	452	510	507	506
Technology-Related Expenses	125	127	172	159	169	159
Other Direct Expenses	1,644	1,984	1,754	1,823	1,753	1,821
Outsourcing and Professional fees	-	303	175	372	328	310
Other Operating Expenses	1,644	1,681	1,578	1,451	1,426	1,511
<b>Direct Loan Production Expenses</b>	<b>5,250</b>	<b>7,740</b>	<b>7,841</b>	<b>8,774</b>	<b>8,765</b>	<b>8,400</b>
<b>Corporate Allocation</b>	<b>103</b>	<b>220</b>	<b>521</b>	<b>741</b>	<b>411</b>	<b>519</b>
<b>Total Loan Production Expense</b>	<b>5,354</b>	<b>7,961</b>	<b>8,362</b>	<b>9,515</b>	<b>9,177</b>	<b>8,918</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>2,610</b>	<b>349</b>	<b>1,049</b>	<b>1,194</b>	<b>1,222</b>	<b>1,018</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	25,088	73,114	158,829	640,098	240,223
Avg. Total Loans Originated (#)	1,908	132	344	671	2,578	994
Average Loan Balance (\$)	251,293	199,299	225,300	264,996	261,571	244,316
Avg. Pull-Through (Closings/Applications #)	47.77	69.14	62.18	71.63	71.46	69.07
<b>Average Days in Warehouse</b>	<b>12</b>	<b>17</b>	<b>21</b>	<b>20</b>	<b>20</b>	<b>20</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	37	85	171	607	242
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.9	4.2	4.3	4.3	4.3
Closings per Fulfillment Employee per Mo.	2.5	4.5	4.5	5.1	4.9	4.8
Closings per Prod Support Employee per Mo.	12.7	8.5	13.6	11.9	15.0	12.6
Closings per Total Prod. Employee per Mo.	1.8	1.4	1.6	1.6	1.6	1.6
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.0	3.0	3.1	3.2	3.2
Closings per Fulfillment Employee per Mo.	2.5	3.5	3.7	3.5	3.8	3.7
Closings per Prod Support Employee per Mo.	12.7	4.9	6.9	7.9	9.4	8.7
Closings per Total Prod. Employee per Mo.	1.8	1.2	1.4	1.3	1.4	1.4
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.8	3.1	3.5	3.8	3.5
Closings per Fulfillment Employee per Mo.	2.5	3.8	4.0	3.5	4.1	3.8
Closings per Prod Support Employee per Mo.	12.7	6.6	11.4	10.3	8.1	9.8
Closings per Total Prod. Employee per Mo.	1.8	1.4	1.4	1.4	1.5	1.4
Number of Companies Reporting	1	28	30	56	39	153

(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 \$  
I2 - Net Loan Production Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<50M	50M - 100M	100-250M	>250M	Total (Indep, Retail Only)
<b>ORIGINATION-RELATED INCOME</b>						
Loan Origination Fees	31.45	70.59	56.80	48.92	35.20	50.93
Correspondent and Broker Fee Income (1)	-	-	-	2.96	-	1.08
Other Origination-Related Income (2)	22.50	33.67	21.01	25.74	19.56	24.69
<b>Total Origination-Related Income</b>	<b>53.95</b>	<b>104.26</b>	<b>77.81</b>	<b>77.61</b>	<b>54.77</b>	<b>76.70</b>
<b>NET INTEREST INCOME</b>						
Warehousing Income	14.20	23.50	22.28	23.55	23.80	23.36
Warehousing Expense	2.47	14.47	17.35	18.59	18.71	17.62
<b>Net Interest Income</b>	<b>16.67</b>	<b>9.03</b>	<b>4.93</b>	<b>4.96</b>	<b>5.08</b>	<b>5.73</b>
<b>SECONDARY MARKETING INCOME</b>						
Secondary Mktg Gains (Losses)	212.57	188.70	233.76	251.88	269.47	241.25
Capitalized Servicing/Svg Released Premiums	35.50	123.26	104.59	101.13	94.99	104.29
Repurchase Reserve Provision	(15.50)	(0.80)	(1.50)	(2.88)	(2.93)	(2.24)
<b>Net Secondary Marketing Income</b>	<b>232.57</b>	<b>311.16</b>	<b>336.86</b>	<b>350.12</b>	<b>361.54</b>	<b>343.30</b>
<b>Total Loan Production Revenues</b>	<b>303</b>	<b>424.44</b>	<b>419.59</b>	<b>432.70</b>	<b>421.39</b>	<b>425.74</b>
<b>EXPENSES</b>						
Personnel	126.86	260.15	246.81	257.42	250.36	254.04
Sales Personnel	22.75	87.21	103.37	118.56	112.23	108.23
Fulfillment Personnel	55.96	67.23	69.93	57.75	59.05	62.20
Production Support Employees	10.91	32.88	23.89	23.14	31.56	27.22
Management and Directors	13.62	30.98	20.06	25.55	20.58	24.20
Benefits	23.62	41.84	29.56	32.42	26.94	32.19
Occupancy and Equipment	5.69	27.82	20.81	21.34	19.93	22.06
Technology-Related Expenses	4.76	6.16	7.98	6.31	6.94	6.77
Other Direct Expenses	62.59	101.61	81.54	72.65	73.07	79.80
Outsourcing and Professional fees	-	15.70	8.46	13.83	13.10	12.93
Other Operating Expenses	62.59	85.92	73.08	58.82	59.97	66.87
<b>Direct Loan Production Expenses</b>	<b>199.90</b>	<b>395.75</b>	<b>357.14</b>	<b>357.72</b>	<b>350.30</b>	<b>362.67</b>
<b>Corporate Allocation</b>	<b>3.93</b>	<b>11.63</b>	<b>23.54</b>	<b>28.95</b>	<b>17.28</b>	<b>21.75</b>
<b>Total Loan Production Expense</b>	<b>203.83</b>	<b>407.38</b>	<b>380.68</b>	<b>386.67</b>	<b>367.58</b>	<b>384.42</b>
<b>TOTAL NET PRODUCTION INCOME</b>	<b>99.36</b>	<b>17.07</b>	<b>38.91</b>	<b>46.03</b>	<b>53.81</b>	<b>41.32</b>
<b>MEMO ITEMS</b>						
<b>Originations Volume:</b>						
Avg. Total Loans Originated (\$000s)	485,655	25,088	73,114	158,829	640,098	240,223
Avg. Total Loans Originated (#)	1,908	132	344	671	2,578	994
Average Loan Balance (\$)	251,293	199,299	225,300	264,996	261,571	244,316
Avg. Pull-Through (Closings/Applications #)	47.77	69.14	62.18	71.63	71.46	69.07
<b>Average Days in Warehouse</b>	<b>12</b>	<b>17</b>	<b>21</b>	<b>20</b>	<b>20</b>	<b>20</b>
<b>Employees:</b>						
Total Production FTEs (excluding 0 reporters)	425	37	85	171	607	242
<b>Productivity</b>						
<b>Simple Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.9	4.2	4.3	4.3	4.3
Closings per Fulfillment Employee per Mo.	2.5	4.5	4.5	5.1	4.9	4.8
Closings per Prod Support Employee per Mo.	12.7	8.5	13.6	11.9	15.0	12.6
Closings per Total Prod. Employee per Mo.	1.8	1.4	1.6	1.6	1.6	1.6
<b>Weighted Avg.</b>						
Closings per Sales Employee per Mo.	7.3	3.0	3.0	3.1	3.2	3.2
Closings per Fulfillment Employee per Mo.	2.5	3.5	3.7	3.5	3.8	3.7
Closings per Prod Support Employee per Mo.	12.7	4.9	6.9	7.9	9.4	8.7
Closings per Total Prod. Employee per Mo.	1.8	1.2	1.4	1.3	1.4	1.4
<b>Median</b>						
Closings per Sales Employee per Mo.	7.3	3.8	3.1	3.5	3.8	3.5
Closings per Fulfillment Employee per Mo.	2.5	3.8	4.0	3.5	4.1	3.8
Closings per Prod Support Employee per Mo.	12.7	6.6	11.4	10.3	8.1	9.8
Closings per Total Prod. Employee per Mo.	1.8	1.4	1.4	1.4	1.5	1.4
Number of Companies Reporting	1	28	30	56	39	153

(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 \$**  
 I3 - Production Mix (\$), Simple Average

<b>PERCENT BASED ON \$</b>	<b>Your Firm</b>	<b>&lt;50M</b>	<b>50M - 100M</b>	<b>100-250M</b>	<b>&gt;250M</b>	<b>Total (Indep, Retail Only)</b>
Avg. Total Loans Originated (\$000s)	485,655	25,088	73,114	158,829	640,098	240,223
Avg. Total Loans Originated (#)	1,908	132	344	671	2,578	994
Average Loan Balance	251,293	199,299	225,300	264,996	261,571	244,316
<b>Production Mix by Product Type</b>						
First Mortgages:	99.50	98.81	99.34	99.12	99.49	99.20
Government (FHA/VA/RHS) - Fixed	21.50	33.99	33.28	34.78	32.34	33.72
Government (FHA/VA/RHS) - ARM	0.19	0.00	0.00	0.95	0.11	0.37
Prime (Conforming) - Fixed	63.25	60.31	57.92	52.79	52.78	55.17
Prime (Conforming) - ARM	3.54	1.09	1.29	1.60	1.34	1.38
Prime (Non-Conforming Jumbo) - Fixed	7.37	2.73	4.74	6.73	7.04	5.68
Prime (Non-Conforming Jumbo) - ARM	2.46	0.62	2.00	2.19	3.58	2.22
Other Fixed	0.50	0.04	0.12	0.08	2.32	0.65
Other ARM	0.00	0.03	0.00	0.01	0.01	0.01
Closed-End Second Mortgages	0.02	0.04	0.07	0.10	0.10	0.08
Funded HELOCs	0.00	0.07	0.06	0.11	0.19	0.11
Reverse	0.00	1.08	0.18	0.66	0.21	0.53
Other	0.00	0.00	0.35	0.01	0.02	0.08
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	95.00	98.25	96.69	95.23	94.94	96.00
ARM	5.00	1.75	3.31	4.77	5.06	4.00
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.75	4.17	6.90	12.09	11.22	9.40
Non-Jumbo	90.25	95.83	93.10	87.91	88.78	90.60
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	100.00	100.00	100.00	100.00	100.00
Wholesale/Broker and Correspondent	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
<b>1st Mtg Purchase vs Refi</b>						
Purchase	98.50	62.93	71.23	65.97	62.57	65.58
Refinancing	1.00	37.07	28.77	34.03	37.43	34.42
Rate-Term	0.50	21.42	13.83	22.17	21.63	20.26
Cash-Out	0.00	13.65	13.81	11.39	13.69	12.87
Other / Unknown	0.00	2.00	1.13	0.46	2.11	1.29
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	0.41	0.37	1.54	0.77	0.91
Greater than 600, less than or equal to 650	4.50	8.61	8.24	8.91	8.74	8.68
Greater than 650, less than or equal to 700	13.00	22.57	20.81	20.72	20.92	21.13
Greater than 700, less than or equal to 750	26.00	26.23	26.86	25.80	26.01	26.14
Greater than 750	56.00	42.19	43.72	43.02	43.57	43.14
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Simple Average FICO (based on #)	728	729	730	728	727	728
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	10.51	8.98	9.32	10.05	9.66
Greater than 60%, less than or equal to 70%	6.00	9.28	7.73	8.60	9.47	8.77
Greater than 70%, less than or equal to 80%	35.00	27.22	30.10	28.70	30.29	29.11
Greater than 80%, less than or equal to 90%	15.00	11.55	12.29	12.63	12.36	12.30
Greater than 90%, less than or equal to 100%	25.00	39.67	39.21	39.02	36.55	38.54
Greater than 100%	11.00	1.78	1.69	1.74	1.29	1.62
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Average LTV (based on \$)</b>	84.20	82.06	82.81	82.19	82.10	82.27
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	0.00	0.01	0.08	0.02	0.04
Originated for Sale to Others:	100.00	100.00	99.99	99.92	99.98	99.96
Sale to Fannie/Freddie/Ginnie	100.00	47.26	23.43	26.30	37.64	32.43
All Other Sale to Others	0.00	52.74	76.55	73.62	62.34	67.53
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	28	30	56	39	153

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

PERCENT BASED ON #	Your Firm	<50M	50M - 100M	100-250M	>250M	Total (Indep, Retail Only)
Avg. Total Loans Originated (\$000s)	485,655	25,088	73,114	158,829	640,098	240,223
Avg. Total Loans Originated (#)	1,908	132	344	671	2,578	994
Average Loan Balance	251,293	199,299	225,300	264,996	261,571	244,316
<b>Production Mix by Product Type</b>						
First Mortgages:	98.50	98.25	98.30	97.49	97.60	97.82
Government (FHA/VA/RHS) - Fixed	22.50	34.46	36.85	36.91	34.61	35.87
Government (FHA/VA/RHS) - ARM	0.19	0.00	0.00	0.91	0.09	0.36
Prime (Conforming) - Fixed	64.31	61.55	57.69	53.55	54.44	56.05
Prime (Conforming) - ARM	3.54	0.97	0.90	1.44	1.23	1.19
Prime (Non-Conforming Jumbo) - Fixed	7.37	0.99	2.03	3.55	3.14	2.68
Prime (Non-Conforming Jumbo) - ARM	2.46	0.21	0.69	1.05	1.49	0.94
Other Fixed	0.00	0.05	0.14	0.08	2.59	0.72
Other ARM	0.00	0.03	0.00	0.01	0.01	0.01
Closed-End Second Mortgages	0.02	0.83	0.93	1.03	1.39	1.07
Funded HELOCs	0.00	0.14	0.14	0.34	0.60	0.33
Reverse	0.00	0.77	0.22	0.94	0.30	0.60
Other	0.00	0.00	0.40	0.20	0.10	0.18
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.00	98.77	98.38	96.54	97.09	97.45
ARM	6.00	1.23	1.62	3.46	2.91	2.55
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	9.93	1.58	2.85	7.15	5.03	4.75
Non-Jumbo	90.07	98.42	97.15	92.85	94.97	95.25
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	100.00	100.00	100.00	100.00	100.00	100.00
Wholesale/Broker and Correspondent	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
<b>1st Mtg Purchase vs Refi</b>						
Purchase	97.50	63.81	73.56	67.96	64.63	67.45
Refinancing	2.00	36.19	26.44	32.04	35.37	32.55
Rate-Term	0.50	20.66	12.58	20.33	20.04	18.80
Cash-Out	0.00	13.46	12.83	11.29	13.36	12.52
Other / Unknown	0.00	2.06	1.02	0.42	1.96	1.23
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg FICO Score Distribution</b>						
Equals 600 or less	0.50	0.42	0.35	1.62	0.82	0.95
Greater than 600, less than or equal to 650	4.50	9.22	9.45	10.20	10.06	9.84
Greater than 650, less than or equal to 700	13.00	22.61	22.68	22.36	22.37	22.47
Greater than 700, less than or equal to 750	26.00	26.30	26.56	25.15	25.38	25.69
Greater than 750	56.00	41.45	40.96	40.67	41.37	41.05
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mortgage Simple Average FICO (based on #)	728	729	730	728	727	728
<b>1st Mtg LTV Distribution</b>						
Equals 60% of less	8.00	12.85	9.60	10.40	11.00	10.85
Greater than 60%, less than or equal to 70%	6.00	9.10	6.95	7.92	8.63	8.13
Greater than 70%, less than or equal to 80%	35.00	25.67	28.03	26.53	28.00	27.04
Greater than 80%, less than or equal to 90%	15.00	11.01	11.13	11.79	11.35	11.40
Greater than 90%, less than or equal to 100%	25.00	39.62	42.07	41.14	39.46	40.62
Greater than 100%	11.00	1.76	2.23	2.21	1.57	1.97
Total	100.00	100.00	100.00	100.00	100.00	100.00
1st Mtg Average LTV (based on \$)	84.20	82.06	82.81	82.19	82.10	82.27
<b>1st Mtg Production Sold by Investor Type</b>						
Originated for Portfolio	0.00	0.00	0.01	0.07	0.02	0.03
Originated for Sale to Others:	100.00	100.00	99.99	99.93	99.98	99.97
Sale to Fannie/Freddie/Ginnie	100.00	48.39	23.98	26.63	39.29	33.29
All Other Sale to Others	0.00	51.61	76.01	73.30	60.69	66.68
Total	100.00	100.00	100.00	100.00	100.00	100.00
Number of Companies Reporting	1	28	30	56	39	153

Quarterly Mortgage Bankers Performance Report  
Residential Loan Production - Independent Mortgage Companies, Retail Only by Production \$  
I5 - Production Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	<50M	50M - 100M	100-250M	>250M	Total (Indep, Retail Only)
Avg. Total Loans Originated (\$000s)	485,655	25,088	73,114	158,829	640,098	240,223
Avg. Total Loans Originated (#)	1,908	132	344	671	2,578	994
Average Loan Balance	251,293	199,299	225,300	264,996	261,571	244,316
<b>Production Mix by Product Type</b>						
First Mortgages:	262,999	200,558	227,638	270,137	267,102	248,297
Government (FHA/VA/RHS) - Fixed	233,656	192,164	204,903	239,246	239,067	224,315
Government (FHA/VA/RHS) - ARM	310,520			289,809	315,683	306,789
Prime (Conforming) - Fixed	255,141	194,066	224,641	259,207	248,328	237,735
Prime (Conforming) - ARM	262,444	258,227	364,852	332,782	314,488	326,109
Prime (Non-Conforming Jumbo) - Fixed	536,987	697,296	608,048	657,221	695,837	662,737
Prime (Non-Conforming Jumbo) - ARM	699,875	630,750	647,752	789,852	731,139	729,486
Other Fixed		109,667	217,893	325,165	174,020	234,098
Other ARM		270,000		314,667	201,333	260,400
Closed-End Second Mortgages	8,523	13,376	30,716	51,304	41,367	40,277
Funded HELOCs		122,000	94,893	98,859	102,712	101,020
Reverse		203,618	175,407	150,701	188,869	175,810
Other			74,100	9,660	251,789	115,663
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	260,513	199,357	223,205	266,039	259,551	243,783
ARM	321,555	310,449	461,869	465,122	497,530	458,566
<b>1st Mtg Jumbo vs. Non-Jumbo</b>						
Jumbo	538,699	672,011	615,124	665,886	678,457	659,629
Non-Jumbo	245,333	194,220	216,516	251,226	244,412	232,251
<b>1st Mtg Production Channel Mix</b>						
Retail/Direct Marketing	262,999	200,558	227,638	270,137	267,102	248,297
Wholesale/Broker and Correspondent						
<b>1st Mtg Purchase vs Refi</b>						
Purchase	273,546	198,112	221,177	264,133	258,523	242,198
Refinancing	279,666	204,140	246,382	287,585	286,436	264,058
Rate-Term	239,888	215,000	248,078	300,075	292,399	273,809
Cash-Out		207,765	245,727	274,065	279,904	258,491
Other / Unknown		158,573	344,067	271,307	287,597	266,158
<b>FICO Score Distribution</b>						
Equals 600 or less	230,852	187,438	185,738	197,853	260,741	217,029
Greater than 600, less than or equal to 650	245,666	181,595	198,919	226,059	222,511	211,811
Greater than 650, less than or equal to 700	250,425	197,534	208,054	245,355	245,518	229,331
Greater than 700, less than or equal to 750	270,523	199,692	229,329	276,212	273,230	252,255
Greater than 750	264,555	205,772	243,834	284,975	281,989	261,653
<b>LTV Distribution</b>						
Equals 60% of less	162,888	158,145	219,890	238,081	243,582	221,703
Greater than 60%, less than or equal to 70%	258,777	204,027	254,744	293,471	293,788	270,021
Greater than 70%, less than or equal to 80%	291,666	216,063	245,084	290,769	289,317	267,770
Greater than 80%, less than or equal to 90%	301,555	207,263	248,864	283,247	284,700	262,970
Greater than 90%, less than or equal to 100%	254,888	200,352	212,925	243,941	240,289	228,853
Greater than 100%	258,954	190,192	165,131	212,266	206,986	198,381
<b>Production Sold by Investor Type</b>						
Originated for Portfolio			298,000	225,000	308,917	269,346
Originated for Sale to Others:	253,658	196,040	227,728	267,779	263,127	246,373
Sale to Fannie/Freddie/Ginnie	246,985	184,512	223,232	233,010	235,126	222,983
All Other Sale to Others		199,744	230,607	269,061	291,023	257,432
Number of Companies Reporting	1	28	30	56	39	153

Quarterly Mortgage Bankers Performance Report  
Residential Loan Servicing - Historical

J1 - Servicing Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
<b>DIRECT REVENUES</b>						
Servicing Fees	589	449	480	475	454	477
First Mortgages, Seconds, Other	-	415	441	442	421	440
Subservicing Fees Earned	32	34	39	34	34	37
Late Fees and Other Ancillary Income	2	34	27	25	30	29
<b>Total Direct Servicing Revenues</b>	<b>623</b>	<b>483</b>	<b>507</b>	<b>501</b>	<b>485</b>	<b>506</b>
<b>DIRECT EXPENSES</b>						
Personnel	290	104	103	106	93	96
Loan Administration Employees	65	93	92	95	82	85
Benefits	26	10	10	9	10	10
Other Personnel Expenses	-	2	2	2	2	2
Occupancy and Equipment	4	6	6	6	6	6
Technology-Related Expenses	16	5	5	5	5	4
Other Direct Expenses	5	126	136	117	125	132
Subservicing Fees Paid	-	102	110	94	101	106
Other Miscellaneous Expenses	5	24	26	24	23	26
<b>Total Direct Expenses</b>	<b>411</b>	<b>241</b>	<b>250</b>	<b>234</b>	<b>228</b>	<b>239</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>178</b>	<b>243</b>	<b>257</b>	<b>266</b>	<b>256</b>	<b>267</b>
<b>INDIRECT EXPENSES</b>						
Unreimbursed FC/REO Svg Expenses	-	4	4	4	4	4
Corporate Allocation	20	30	37	24	26	37
<b>Total Indirect Expenses</b>	<b>20</b>	<b>34</b>	<b>41</b>	<b>28</b>	<b>31</b>	<b>41</b>
<b>NET INTEREST INCOME</b>						
Escrow Earnings	15	7	1	3	3	1
Corporate Interest Losses on MBS Pools	-	(4)	(4)	(2)	(5)	(4)
Other Interest Expense	-	(7)	(6)	(7)	(8)	(7)
<b>Net Interest Income</b>	<b>15</b>	<b>(4)</b>	<b>(10)</b>	<b>(7)</b>	<b>(10)</b>	<b>(11)</b>
<b>NET OPERATING INCOME</b>	<b>143</b>	<b>205</b>	<b>207</b>	<b>231</b>	<b>216</b>	<b>215</b>
<b>MSR FINANCIAL ITEMS</b>						
Amortized Cost of Servicing Rights / Loan Decay	-	(104)	(110)	(105)	(112)	(109)
Net Gain (Loss) on Bulk Sale of Servicing	-	39	(8)	(12)	29	(9)
Net Gain (Loss) from MSR Valuations & Hedging	-	(258)	18	(190)	(275)	14
Total Financial Items	-	(323)	(100)	(306)	(358)	(104)
<b>TOTAL NET FINANCIAL INCOME</b>	<b>(87)</b>	<b>(118)</b>	<b>107</b>	<b>(76)</b>	<b>(142)</b>	<b>111</b>
<b>Memorandum Items:</b>						
Average Servicing Portfolio (\$000)	1,760,742	10,780,880	12,101,222	12,333,318	12,449,011	12,252,733
Average Servicing Portfolio (#)	6,830	65,057	73,118	73,265	75,634	75,009
Average Loan Balance (\$)	229,952	177,924	177,859	176,140	176,622	177,106
# Servicing FTEs (excluding 0 reporters)	5	107	126	104	128	129
Average Loans Serviced per FTE (Simple)	988	1,278	1,275	1,245	1,297	1,318
Average Loans Serviced per FTE (Weighted)	988	615	628	726	607	623
Average Loans Serviced per FTE (Median)	988	868	821	702	868	901
Average Personnel Cost per FTE (Simple)	115,365	64,851	62,942	60,427	65,134	63,388
Average Personnel Cost per FTE (Weighted)	115,365	69,040	67,126	69,860	68,749	67,830
Average Personnel Cost per FTE (Median)	115,365	60,000	60,000	58,737	61,278	59,869
Subservicing for Others (% based on \$)	37.96	7.57	9.35	6.82	8.59	8.80
Subservicing for Others (% based on #)	38.25	7.78	9.38	6.85	8.86	8.92
Subservicing for Others - Avg Balance (\$)	228,230	157,660	156,587	148,320	152,825	157,549
Subservicing by Others (% based on \$)	0.00	49.74	49.61	46.98	49.22	49.05
Subservicing by Others (% based on #)	0.00	49.43	49.41	46.80	49.17	48.95
Subservicing by Others - Avg Balance (\$)		213,147	213,976	198,123	212,130	217,011
Number of Companies	1	248	217	236	200	200

## Quarterly Mortgage Bankers Performance Report

## Residential Loan Servicing - Historical

J2 - Servicing Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
<b>DIRECT REVENUES</b>						
Servicing Fees	22.23	25.87	27.35	27.37	26.18	27.22
First Mortgages, Seconds, Other	-	23.55	24.59	24.95	23.76	24.61
Subservicing Fees Earned	2.23	2.33	2.76	2.42	2.42	2.61
Late Fees and Other Ancillary Income	0.32	2.27	2.08	1.78	2.14	2.22
<b>Total Direct Servicing Revenues</b>	<b>35.65</b>	<b>28.14</b>	<b>29.43</b>	<b>29.15</b>	<b>28.32</b>	<b>29.44</b>
<b>DIRECT EXPENSES</b>						
Personnel	3.44	6.48	6.57	6.64	6.12	6.27
Loan Administration Employees	2.47	5.67	5.77	5.84	5.30	5.43
Benefits	0.98	0.71	0.69	0.67	0.70	0.73
Other Personnel Expenses	-	0.11	0.11	0.13	0.13	0.11
Occupancy and Equipment	0.16	0.41	0.43	0.45	0.43	0.44
Technology-Related Expenses	0.62	0.32	0.34	0.34	0.33	0.33
Other Direct Expenses	2.15	6.99	7.64	6.73	6.96	7.40
Subservicing Fees Paid	-	5.45	5.92	4.95	5.39	5.66
Other Miscellaneous Expenses	2.15	1.54	1.72	1.78	1.56	1.73
<b>Total Direct Expenses</b>	<b>6.37</b>	<b>14.20</b>	<b>14.98</b>	<b>14.15</b>	<b>13.84</b>	<b>14.43</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>29.28</b>	<b>13.94</b>	<b>14.44</b>	<b>14.99</b>	<b>14.47</b>	<b>15.01</b>
<b>INDIRECT EXPENSES</b>						
Unreimbursed FC/REO Svg Expenses	-	0.27	0.27	0.30	0.31	0.27
Corporate Allocation	0.07	1.81	2.41	1.80	1.63	2.06
<b>Total Indirect Expenses</b>	<b>0.07</b>	<b>2.08</b>	<b>2.68</b>	<b>2.10</b>	<b>1.94</b>	<b>2.33</b>
<b>NET INTEREST INCOME</b>						
Escrow Earnings	0.59	0.28	0.04	0.18	0.16	0.04
Corporate Interest Losses on MBS Pools	-	(0.18)	(0.21)	(0.13)	(0.22)	(0.22)
Other Interest Expense	-	(0.38)	(0.35)	(0.41)	(0.44)	(0.38)
<b>Net Interest Income</b>	<b>0.59</b>	<b>(0.28)</b>	<b>(0.52)</b>	<b>(0.36)</b>	<b>(0.50)</b>	<b>(0.55)</b>
<b>NET OPERATING INCOME</b>	<b>15.65</b>	<b>11.59</b>	<b>11.24</b>	<b>12.53</b>	<b>12.03</b>	<b>12.13</b>
<b>MSR FINANCIAL ITEMS</b>						
Amortized Cost of Servicing Rights / Loan Decay	-	(5.90)	(6.33)	(6.06)	(6.33)	(6.35)
Net Gain (Loss) on Bulk Sale of Servicing	-	1.87	(0.35)	(0.57)	1.25	(0.39)
Net Gain (Loss) from MSR Valuations & Hedging	-	(12.87)	0.70	(9.68)	(13.71)	0.46
Total Financial Items	-	(16.91)	(5.98)	(16.31)	(18.78)	(6.27)
<b>TOTAL NET FINANCIAL INCOME</b>	<b>(3.30)</b>	<b>(5.32)</b>	<b>5.26</b>	<b>(3.78)</b>	<b>(6.75)</b>	<b>5.86</b>
<b>Memorandum Items:</b>						
Average Servicing Portfolio (\$000)	1,727,580	10,780,880	12,101,222	12,333,318	12,449,011	12,252,733
Average Servicing Portfolio (#)	6,701	65,057	73,118	73,265	75,634	75,009
Average Loan Balance (\$)	225,621	177,924	177,859	176,140	176,622	177,106
# Servicing FTEs (excluding 0 reporters)	5	107	126	104	128	129
Average Loans Serviced per FTE	988	1,278	1,275	1,245	1,297	1,318
Average Loans Serviced per FTE (Weighted)	988	615	628	726	607	623
Average Loans Serviced per FTE (Median)	988	868	821	702	868	901
Average Personnel Cost per FTE	113,193	64,851	62,942	60,427	65,134	63,388
Average Personnel Cost per FTE (Weighted)	113,193	69,040	67,126	69,860	68,749	67,830
Average Personnel Cost per FTE (Median)	113,193	60,000	60,000	58,737	61,278	59,869
Subservicing for Others (% based on \$)	37.24	7.57	9.35	6.82	8.59	8.80
Subservicing for Others (% based on #)	37.52	7.78	9.38	6.85	8.86	8.92
Subservicing for Others - Avg Balance (\$)	223,931	157,660	156,587	148,320	152,825	157,549
Subservicing by Others (% based on \$)	0.00	49.74	49.61	46.98	49.22	49.05
Subservicing by Others (% based on #)	0.00	49.43	49.41	46.80	49.17	48.95
Subservicing by Others - Avg Balance (\$)		213,147	213,976	198,123	212,130	217,011
Number of Companies Reporting	1	248	217	236	200	200

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - Historical  
 J3 - Servicing Mix (\$), Simple Average

% BASED ON \$	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
Average Owned Servicing Portfolio (\$000)	1,727,580	8,844,474	9,487,870	10,161,577	10,090,402	9,991,702
Average Owned Servicing Portfolio (#)	6,701	54,625	59,144	62,148	63,100	62,836
Average Loan Balance (\$)	225,621	178,458	177,558	175,455	177,379	177,205
<b>Servicing Mix</b>						
First Mortgages:	99.98	96.35	97.21	97.35	97.11	97.61
Government (FHA/VA/RHS)	32.72	26.21	26.44	24.35	25.84	26.84
Prime (Conforming and Jumbo) - Fixed	62.33	61.62	62.21	63.20	62.76	62.61
Prime (Conforming and Jumbo) - ARM	4.93	2.69	2.62	2.77	2.83	2.79
Other Fixed	-	4.90	4.75	5.71	4.65	4.19
Other ARM	-	0.92	1.19	1.33	1.03	1.18
Closed-End Second Mortgages	0.02	0.31	0.44	0.83	0.34	0.35
Funded HELOCs	-	0.15	0.17	0.11	0.18	0.18
Other	-	3.19	2.19	1.70	2.36	1.86
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.60	94.04	94.50	93.88	94.89	94.28
ARM	5.40	5.96	5.50	6.12	5.11	5.72
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	-	1.16	2.83	1.44	0.41	2.02
Non-Interest Only	100.00	98.84	97.17	98.56	99.59	97.98
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	94.70	91.86	90.30	89.92	91.82	90.21
Non-Owner Occupied	6.30	8.14	9.70	10.08	8.18	9.79
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>						
Originated for Portfolio	0.51	8.11	8.97	9.04	7.72	8.92
Serviced for Others:	99.49	91.89	91.03	90.96	92.28	91.08
Fannie/Freddie/Ginnie	99.49	85.95	83.45	82.29	85.77	84.29
Other Investors	-	5.94	7.58	8.67	6.52	6.79
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (based on \$)</b>	-	0.43	0.59	0.69	0.48	0.53
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.10	1.74	2.41	2.59	1.82	2.24
<b>Agency Servicing Seriously Delinquent Rate (based on \$)</b>		2.13	7.73		2.40	7.89
Number of Companies Reporting	1	248	217	236	200	200

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - Historical  
 J4 - Servicing Mix (#), Simple Average

<b>% BASED ON #</b>	<b>Your Firm Q1 2016</b>	<b>All Firms Q1 2016</b>	<b>Previous Qtr. Q4 2015</b>	<b>Previous Yr. Q1 2015</b>	<b>Repeater Q1 2016</b>	<b>Repeater Q4 2015</b>
Average Owned Servicing Portfolio (\$000)	1,727,580	8,844,474	9,487,870	10,161,577	10,090,402	9,991,702
Average Owned Servicing Portfolio (#)	6,701	54,625	59,144	62,148	63,100	62,836
Average Loan Balance (\$)	225,621	178,458	177,558	175,455	177,379	177,205
<b>Servicing Mix</b>						
First Mortgages:	99.98	95.03	95.63	96.06	95.62	96.17
Government (FHA/VA/RHS)	32.72	26.49	26.86	24.90	26.20	27.26
Prime (Conforming and Jumbo) - Fixed	62.33	61.01	61.48	62.69	62.09	61.85
Prime (Conforming and Jumbo) - ARM	4.93	1.83	1.84	2.08	1.90	1.96
Other Fixed	-	4.98	4.57	5.45	4.66	4.22
Other ARM	-	0.72	0.88	0.94	0.77	0.87
Closed-End Second Mortgages	0.02	1.43	1.76	1.98	1.50	1.52
Funded HELOCs	-	0.40	0.44	0.27	0.49	0.48
Other	-	3.15	2.16	1.69	2.40	1.83
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.60	95.17	95.61	94.96	96.14	95.43
ARM	5.40	4.83	4.39	5.04	3.86	4.57
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	-	1.00	2.63	1.18	0.22	1.80
Non-Interest Only	100.00	99.00	97.37	98.82	99.78	98.20
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	94.70	90.38	89.05	88.83	90.22	88.94
Non-Owner Occupied	6.30	9.62	10.95	11.17	9.78	11.06
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>						
Originated for Portfolio	0.51	7.57	8.40	8.82	7.10	8.33
Serviced for Others:	99.49	92.43	91.60	91.18	92.90	91.67
Fannie/Freddie/Ginnie	99.49	86.41	84.07	82.67	86.32	84.92
Other Investors	-	6.02	7.54	8.51	6.58	6.75
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (based on #)</b>	-	0.43	0.59	0.69	0.48	0.53
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.10	1.81	2.35	2.44	1.88	2.26
<b>Agency Servicing Seriously Delinquent Rate (based on #)</b>		2.10	3.76		2.38	3.82
Number of Companies Reporting	1	248	217	236	200	200



Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - Historical  
 J5 - Servicing Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm Q1 2016</b>	<b>All Firms Q1 2016</b>	<b>Previous Qtr. Q4 2015</b>	<b>Previous Yr. Q1 2015</b>	<b>Repeater Q1 2016</b>	<b>Repeater Q4 2015</b>
Average Servicing Portfolio (\$000)	1,727,580	8,844,474	9,487,870	10,161,577	10,090,402	9,991,702
Average Servicing Portfolio (#)	6,701	54,625	59,144	62,148	63,100	62,836
Average Loan Balance (\$)	225,621	178,458	177,558	175,455	177,379	177,205
<b>Servicing Mix</b>						
First Mortgages:	259,832	180,645	180,877	178,567	180,674	180,581
Government (FHA/VA/RHS) - Fixed	259,222	170,807	168,799	165,644	170,466	168,861
Government (FHA/VA/RHS) - ARM	284,777	212,034	201,572	208,939	210,982	201,070
Prime (Conforming and Jumbo) - Fixed	251,236	190,926	184,019	187,439	182,966	182,533
Prime (Conforming and Jumbo) - ARM	302,158	265,231	245,377	243,225	261,623	240,696
Other Fixed		171,870	181,132	150,560	171,694	173,674
Other ARM		245,162	255,076	230,733	251,964	253,273
Closed-End Second Mortgages	36,542	37,611	37,141	39,065	36,523	36,089
Funded HELOCs		92,620	91,596	57,186	96,317	91,596
Other		159,392	162,622	138,041	138,276	161,218
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	254,876	178,346	177,342	175,212	177,470	176,909
ARM	302,579	252,695	239,258	234,916	255,737	236,820
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>						
Interest Only		335,530	326,604	315,213	349,914	330,317
Non-Interest Only	256,987	180,488	180,860	178,324	180,337	180,698
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>						
Owner Occupied	261,548	185,056	182,859	181,834	185,559	182,548
Non-Owner Occupied	246,982	157,166	155,354	157,290	152,114	155,111
<b>Servicing by Investor Type (loan balances)</b>						
Originated for Portfolio	259,874	194,235	195,833	186,715	202,294	198,101
Serviced for Others:	265,895	178,249	183,399	176,042	177,912	182,783
Fannie/Freddie/Ginnie	256,987	179,455	183,500	176,444	179,161	183,328
Other Investors		195,902	199,480	181,633	200,764	197,529
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	152,435	163,830	159,251	164,890	162,460	160,764
<b>Agency Servicing Seriously Delinquent</b>		169,288	876,424		166,193	893,098
Number of Companies Reporting	1	248	217	236	200	200

Quarterly Mortgage Bankers Performance Report  
Residential Loan Servicing - By Servicing Volume #  
K1 - Servicing Income and Expense, \$ per loan, Simple Average

\$ PER LOAN	Your Firm	<2,500	2,500-10,000	10,000-50,000	>50,000	Total
<b>DIRECT REVENUES</b>						
Servicing Fees	589	464	454	426	451	449
First Mortgages, Seconds, Other	-	463	413	393	373	415
Subservicing Fees Earned	32	1	41	33	78	34
Late Fees and Other Ancillary Income	2	27	24	32	69	34
<b>Total Direct Servicing Revenues</b>	<b>623</b>	<b>491</b>	<b>477</b>	<b>458</b>	<b>521</b>	<b>483</b>
<b>DIRECT EXPENSES</b>						
Personnel	290	170	68	68	104	104
Loan Administration Employees	65	159	57	58	87	93
Benefits	26	10	8	9	15	10
Other Personnel Expenses	-	1	2	2	2	2
Occupancy and Equipment	4	7	4	5	8	6
Technology-Related Expenses	16	3	3	6	8	5
Other Direct Expenses	5	175	108	112	93	126
Subservicing Fees Paid	-	162	90	83	49	102
Other Miscellaneous Expenses	5	13	18	29	44	24
<b>Total Direct Expenses</b>	<b>411</b>	<b>354</b>	<b>183</b>	<b>191</b>	<b>214</b>	<b>241</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>178</b>	<b>137</b>	<b>295</b>	<b>266</b>	<b>307</b>	<b>243</b>
<b>INDIRECT EXPENSES</b>						
Unreimbursed FC/REO Svg Expenses	-	1	4	4	8	4
Corporate Allocation	20	43	11	33	35	30
<b>Total Indirect Expenses</b>	<b>20</b>	<b>44</b>	<b>15</b>	<b>37</b>	<b>43</b>	<b>34</b>
<b>NET INTEREST INCOME</b>						
Escrow Earnings	15	23	(0)	1	2	7
Corporate Interest Losses on MBS Pools	-	(8)	(0)	(2)	(5)	(4)
Other Interest Expense	-	(1)	(2)	(5)	(28)	(7)
<b>Net Interest Income</b>	<b>15</b>	<b>14</b>	<b>(3)</b>	<b>(7)</b>	<b>(31)</b>	<b>(4)</b>
<b>NET OPERATING INCOME</b>	<b>143</b>	<b>107</b>	<b>277</b>	<b>222</b>	<b>233</b>	<b>205</b>
<b>MSR FINANCIAL ITEMS</b>						
Amortized Cost of Servicing Rights / Loan Decay	-	(140)	(124)	(83)	(45)	(104)
Net Gain (Loss) on Bulk Sale of Servicing	-	106	30	(10)	11	39
Net Gain (Loss) from MSR Valuations & Hedging	-	(45)	(192)	(449)	(431)	(258)
Total Financial Items	-	(78)	(286)	(543)	(465)	(323)
<b>TOTAL NET FINANCIAL INCOME</b>	<b>(87)</b>	<b>29</b>	<b>(8)</b>	<b>(321)</b>	<b>(232)</b>	<b>(118)</b>
<b>Memorandum Items:</b>						
Average Servicing Portfolio (\$000)	1,760,742	189,072	854,219	3,601,969	56,306,986	10,780,880
Average Servicing Portfolio (#)	6,830	958	5,175	21,835	339,911	65,057
Average Loan Balance (\$)	229,952	197,885	170,081	167,986	171,359	177,924
# Servicing FTEs (excluding 0 reporters)	5	2	7	30	634	107
Average Loans Serviced per FTE (Simple)	988	716	1,625	1,876	770	1,278
Average Loans Serviced per FTE (Weighted)	988	421	759	704	607	615
Average Loans Serviced per FTE (Median)	988	457	1,217	1,170	637	868
Average Personnel Cost per FTE (Simple)	115,365	56,716	68,523	70,395	65,207	64,851
Average Personnel Cost per FTE (Weighted)	115,365	41,497	62,275	62,178	69,931	69,040
Average Personnel Cost per FTE (Median)	115,365	52,000	62,200	66,546	67,569	60,000
Subservicing for Others (% based on \$)	37.96	0.98	7.30	8.30	18.31	7.57
Subservicing for Others (% based on #)	38.25	1.04	7.87	8.69	17.94	7.78
Subservicing for Others - Avg Balance (\$)	228,230	149,153	133,064	150,257	177,104	157,660
Subservicing by Others (% based on \$)	0.00	68.04	51.59	45.32	21.97	49.74
Subservicing by Others (% based on #)	0.00	67.02	51.83	44.85	22.19	49.43
Subservicing by Others - Avg Balance (\$)		219,101	194,848	236,037	185,541	213,147
Number of Companies	1	73	67	66	42	248

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - By Servicing Volume #  
 K2 - Servicing Income and Expense, Basis Points, Simple Average

BASIS POINTS	Your Firm	<2,500	2,500-10,000	10,000-50,000	>50,000	Total
<b>DIRECT REVENUES</b>						
Servicing Fees	22.23	24.09	27.21	25.71	27.07	25.87
First Mortgages, Seconds, Other	-	24.00	24.82	23.52	20.76	23.55
Subservicing Fees Earned	2.23	0.09	2.39	2.19	6.31	2.33
Late Fees and Other Ancillary Income	0.32	1.60	1.65	2.21	4.52	2.27
<b>Total Direct Servicing Revenues</b>	<b>35.65</b>	<b>25.69</b>	<b>28.87</b>	<b>27.93</b>	<b>31.59</b>	<b>28.14</b>
<b>DIRECT EXPENSES</b>						
Personnel	3.44	9.07	4.54	5.00	7.39	6.48
Loan Administration Employees	2.47	8.44	3.84	4.09	6.26	5.67
Benefits	0.98	0.60	0.57	0.74	1.04	0.71
Other Personnel Expenses	-	0.03	0.13	0.17	0.09	0.11
Occupancy and Equipment	0.16	0.46	0.26	0.43	0.52	0.41
Technology-Related Expenses	0.62	0.15	0.23	0.48	0.52	0.32
Other Direct Expenses	2.15	8.81	6.24	6.68	5.52	6.99
Subservicing Fees Paid	-	8.08	5.06	4.70	2.69	5.45
Other Miscellaneous Expenses	2.15	0.73	1.18	1.98	2.83	1.54
<b>Total Direct Expenses</b>	<b>6.37</b>	<b>18.49</b>	<b>11.28</b>	<b>12.59</b>	<b>13.95</b>	<b>14.20</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>29.28</b>	<b>7.20</b>	<b>17.59</b>	<b>15.34</b>	<b>17.63</b>	<b>13.94</b>
<b>INDIRECT EXPENSES</b>						
Unreimbursed FC/REO Svg Expenses	-	0.07	0.29	0.28	0.56	0.27
Corporate Allocation	0.07	2.06	0.80	1.90	2.84	1.81
<b>Total Indirect Expenses</b>	<b>0.07</b>	<b>2.13</b>	<b>1.09</b>	<b>2.18</b>	<b>3.40</b>	<b>2.08</b>
<b>NET INTEREST INCOME</b>						
Escrow Earnings	0.59	0.87	(0.00)	0.08	0.03	0.28
Corporate Interest Losses on MBS Pools	-	(0.35)	(0.01)	(0.11)	(0.27)	(0.18)
Other Interest Expense	-	(0.02)	(0.13)	(0.31)	(1.53)	(0.38)
<b>Net Interest Income</b>	<b>0.59</b>	<b>0.51</b>	<b>(0.14)</b>	<b>(0.34)</b>	<b>(1.77)</b>	<b>(0.28)</b>
<b>NET OPERATING INCOME</b>	<b>15.65</b>	<b>5.58</b>	<b>16.36</b>	<b>12.83</b>	<b>12.47</b>	<b>11.59</b>
<b>MSR FINANCIAL ITEMS</b>						
Amortized Cost of Servicing Rights / Loan Decay	-	(6.38)	(7.48)	(5.58)	(3.05)	(5.90)
Net Gain (Loss) on Bulk Sale of Servicing	-	4.88	1.66	(0.33)	0.43	1.87
Net Gain (Loss) from MSR Valuations & Hedging	-	(1.88)	(10.03)	(22.30)	(21.70)	(12.87)
Total Financial Items	-	(3.38)	(15.85)	(28.21)	(24.32)	(16.91)
<b>TOTAL NET FINANCIAL INCOME</b>	<b>(3.30)</b>	<b>2.20</b>	<b>0.51</b>	<b>(15.39)</b>	<b>(11.85)</b>	<b>(5.32)</b>
<b>Memorandum Items:</b>						
Average Servicing Portfolio (\$000)	1,727,580	189,072	854,219	3,601,969	56,306,986	10,780,880
Average Servicing Portfolio (#)	6,701	958	5,175	21,835	339,911	65,057
Average Loan Balance (\$)	225,621	197,885	170,081	167,986	171,359	177,924
# Servicing FTEs (excluding 0 reporters)	5	2	7	30	634	107
Average Loans Serviced per FTE	988	716	1,625	1,876	770	1,278
Average Loans Serviced per FTE (Weighted)	988	421	759	704	607	615
Average Loans Serviced per FTE (Median)	988	457	1,217	1,170	637	868
Average Personnel Cost per FTE	113,193	56,716	68,523	70,395	65,207	64,851
Average Personnel Cost per FTE (Weighted)	113,193	41,497	62,275	62,178	69,931	69,040
Average Personnel Cost per FTE (Median)	113,193	52,000	62,200	66,546	67,569	60,000
Subservicing for Others (% based on \$)	37.24	0.98	7.30	8.30	18.31	7.57
Subservicing for Others (% based on #)	37.52	1.04	7.87	8.69	17.94	7.78
Subservicing for Others - Avg Balance (\$)	223,931	149,153	133,064	150,257	177,104	157,660
Subservicing by Others (% based on \$)	0.00	68.04	51.59	45.32	21.97	49.74
Subservicing by Others (% based on #)	0.00	67.02	51.83	44.85	22.19	49.43
Subservicing by Others - Avg Balance (\$)		219,101	194,848	236,037	185,541	213,147
Number of Companies Reporting	1	73	67	66	42	248

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - By Servicing Volume #  
 K3 - Servicing Mix (\$), Simple Average

% BASED ON \$	Your Firm	<2,500	2,500-10,000	10,000-50,000	>50,000	Total
Average Owned Servicing Portfolio (\$000)	1,727,580	188,645	760,779	3,318,795	45,467,760	8,844,474
Average Owned Servicing Portfolio (#)	6,701	955	4,611	19,793	282,429	54,625
Average Loan Balance (\$)	225,621	198,333	171,587	168,813	170,034	178,458
<b>Servicing Mix</b>						
First Mortgages:	99.98	99.37	99.60	94.63	88.60	96.35
Government (FHA/VA/RHS)	32.72	19.54	30.04	26.58	31.15	26.21
Prime (Conforming and Jumbo) - Fixed	62.33	74.94	62.61	58.32	42.10	61.62
Prime (Conforming and Jumbo) - ARM	4.93	2.94	2.19	3.06	2.49	2.69
Other Fixed	-	1.63	4.20	5.94	10.06	4.90
Other ARM	-	0.32	0.57	0.74	2.81	0.92
Closed-End Second Mortgages	0.02	0.11	0.40	0.35	0.45	0.31
Funded HELOCs	-	0.14	-	0.19	0.34	0.15
Other	-	0.38	0.00	4.83	10.61	3.19
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.60	95.74	92.73	94.84	91.78	94.04
ARM	5.40	4.26	7.27	5.16	8.22	5.96
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	-	2.77	0.10	0.11	1.69	1.16
Non-Interest Only	100.00	97.23	99.90	99.89	98.31	98.84
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	94.70	90.81	93.62	92.49	89.71	91.86
Non-Owner Occupied	6.30	9.19	6.38	7.51	10.29	8.14
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>						
Originated for Portfolio	0.51	7.19	9.44	8.54	6.83	8.11
Serviced for Others:	99.49	92.81	90.56	91.46	93.17	91.89
Fannie/Freddie/Ginnie	99.49	89.90	87.60	83.07	80.59	85.95
Other Investors	-	2.91	2.96	8.39	12.58	5.94
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (based on \$)</b>						
	-	0.19	0.36	0.61	0.71	0.43
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>						
	0.10	0.89	1.06	1.89	3.78	1.74
<b>Agency Servicing Seriously Delinquent Rate (based on \$)</b>						
		3.11	0.91	2.60	1.69	2.13
Number of Companies Reporting	1	73	67	66	42	248

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - By Servicing Volume #  
 K4 - Servicing Mix (#), Simple Average

% BASED ON #	Your Firm	<2,500	2,500-10,000	10,000-50,000	>50,000	Total
Average Owned Servicing Portfolio (\$000)	1,727,580	188,645	760,779	3,318,795	45,467,760	8,844,474
Average Owned Servicing Portfolio (#)	6,701	955	4,611	19,793	282,429	54,625
Average Loan Balance (\$)	225,621	198,333	171,587	168,813	170,034	178,458
<b>Servicing Mix</b>						
First Mortgages:	99.98	99.11	98.74	92.29	86.32	95.03
Government (FHA/VA/RHS)	32.72	19.92	30.41	26.51	31.65	26.49
Prime (Conforming and Jumbo) - Fixed	62.33	75.67	61.82	56.95	40.61	61.01
Prime (Conforming and Jumbo) - ARM	4.93	1.78	1.69	2.07	1.74	1.83
Other Fixed	-	1.51	4.41	6.11	10.15	4.98
Other ARM	-	0.23	0.41	0.64	2.18	0.72
Closed-End Second Mortgages	0.02	0.27	1.26	2.40	2.17	1.43
Funded HELOCs	-	0.20	-	0.74	0.83	0.40
Other	-	0.42	0.00	4.57	10.69	3.15
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	94.60	97.00	93.36	96.11	93.30	95.17
ARM	5.40	3.00	6.64	3.89	6.70	4.83
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	-	2.75	0.07	0.04	0.92	1.00
Non-Interest Only	100.00	97.25	99.93	99.96	99.08	99.00
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	94.70	89.62	92.06	90.46	88.75	90.38
Non-Owner Occupied	6.30	10.38	7.94	9.54	11.25	9.62
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>						
Originated for Portfolio	0.51	6.74	9.19	7.48	6.52	7.57
Serviced for Others:	99.49	93.26	90.81	92.52	93.48	92.43
Fannie/Freddie/Ginnie	99.49	90.56	87.82	83.96	80.34	86.41
Other Investors	-	2.70	2.99	8.57	13.13	6.02
Total	100.00	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (based on #)</b>						
	-	0.19	0.36	0.61	0.71	0.43
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>						
	0.10	0.94	1.09	2.25	3.43	1.81
<b>Agency Servicing Seriously Delinquent Rate (based on #)</b>						
		3.09	0.86	2.66	1.57	2.10
Number of Companies Reporting	1	73	67	66	42	248

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - By Servicing Volume #  
 K5 - Servicing Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	<2,500	2,500-10,000	10,000-50,000	>50,000	Total
Average Servicing Portfolio (\$000)	1,727,580	188,645	760,779	3,318,795	45,467,760	8,844,474
Average Servicing Portfolio (#)	6,701	955	4,611	19,793	282,429	54,625
Average Loan Balance (\$)	225,621	198,333	171,587	168,813	170,034	178,458
<b>Servicing Mix</b>						
First Mortgages:	259,832	198,738	173,048	170,463	176,538	180,645
Government (FHA/VA/RHS) - Fixed	259,222	200,940	166,574	154,892	168,523	170,807
Government (FHA/VA/RHS) - ARM	284,777	220,310	181,202	234,146	209,131	212,034
Prime (Conforming and Jumbo) - Fixed	251,236	200,533	179,249	191,682	190,987	190,926
Prime (Conforming and Jumbo) - ARM	302,158	317,734	230,761	265,453	247,713	265,231
Other Fixed		239,298	150,390	143,378	180,289	171,870
Other ARM		429,722	204,880	218,837	238,139	245,162
Closed-End Second Mortgages	36,542	53,374	35,619	35,638	30,686	37,611
Funded HELOCs		110,286		124,274	52,746	92,620
Other		72,904	60,500	203,669	155,555	159,392
<b>1st Mtg Fixed Rate vs ARM</b>						
Fixed Rate	254,876	195,292	173,449	167,568	172,726	178,346
ARM	302,579	304,389	227,504	242,586	242,781	252,695
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>						
Interest Only		358,030	414,587	296,831	336,711	335,530
Non-Interest Only	256,987	199,623	172,979	170,377	175,146	180,488
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>						
Owner Occupied	261,548	201,802	176,388	179,233	178,588	185,056
Non-Owner Occupied	246,982	178,992	141,816	146,545	164,999	157,166
<b>Servicing by Investor Type (loan balances)</b>						
Originated for Portfolio	259,874	189,037	188,937	200,594	197,950	194,235
Serviced for Others:	265,895	195,030	172,136	166,860	176,161	178,249
Fannie/Freddie/Ginnie	256,987	193,893	171,804	171,429	178,907	179,455
Other Investors		222,375	174,390	182,467	216,811	195,902
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	152,435	195,615	157,957	143,160	162,698	163,830
<b>Agency Servicing Seriously Delinquent</b>		206,045	156,677	151,745	165,184	169,288
Number of Companies Reporting	1	73	67	66	42	248

Quarterly Mortgage Bankers Performance Report  
Residential Loan Servicing - In-House vs Subserviced by Others  
L1 - Servicing Income and Expense, \$ per loan, Simple Average

\$ PER LOAN:	Your Firm	Primarily In-House Servicing	Primarily Subserviced by Others	Total
<b>DIRECT REVENUES</b>				
Servicing Fees	589	374	524	449
First Mortgages, Seconds, Other	-	320	511	415
Subservicing Fees Earned	32	54	13	34
Late Fees and Other Ancillary Income	2	44	25	34
<b>Total Direct Servicing Revenues</b>	<b>623</b>	<b>418</b>	<b>549</b>	<b>483</b>
<b>DIRECT EXPENSES</b>				
Personnel	290	126	82	104
Loan Administration Employees	65	108	78	93
Benefits	26	16	4	10
Other Personnel Expenses	-	3	0	2
Occupancy and Equipment	4	9	3	6
Technology-Related Expenses	16	7	2	5
Other Direct Expenses	5	53	200	126
Subservicing Fees Paid	-	16	189	102
Other Miscellaneous Expenses	5	37	10	24
<b>Total Direct Expenses</b>	<b>411</b>	<b>196</b>	<b>286</b>	<b>241</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>178</b>	<b>223</b>	<b>263</b>	<b>243</b>
<b>INDIRECT EXPENSES</b>				
Unreimbursed FC/REO Svg Expenses	-	6	2	4
Corporate Allocation	20	27	34	30
<b>Total Indirect Expenses</b>	<b>20</b>	<b>32</b>	<b>36</b>	<b>34</b>
<b>NET INTEREST INCOME</b>				
Escrow Earnings	15	1	13	7
Corporate Interest Losses on MBS Pools	-	(2)	(6)	(4)
Other Interest Expense	-	(6)	(8)	(7)
<b>Net Interest Income</b>	<b>15</b>	<b>(7)</b>	<b>(1)</b>	<b>(4)</b>
<b>NET OPERATING INCOME</b>	<b>143</b>	<b>184</b>	<b>226</b>	<b>205</b>
<b>MSR FINANCIAL ITEMS</b>				
Amortized Cost of Servicing Rights / Loan Decay	-	(78)	(130)	(104)
Net Gain (Loss) on Bulk Sale of Servicing	-	5	73	39
Net Gain (Loss) from MSR Valuations & Hedging	-	(134)	(382)	(258)
Total Financial Items	-	(207)	(439)	(323)
<b>TOTAL NET FINANCIAL INCOME</b>	<b>(87)</b>	<b>(24)</b>	<b>(213)</b>	<b>(118)</b>
<b>Memorandum Items:</b>				
Average Servicing Portfolio (\$000)	1,760,742	17,994,880	3,566,880	10,780,880
Average Servicing Portfolio (#)	6,830	112,509	17,604	65,057
Average Loan Balance (\$)	229,952	152,082	203,767	177,924
# Servicing FTEs (excluding 0 reporters)	5	189	14	107
Average Loans Serviced per FTE (Simple)	988	850	1,769	1,278
Average Loans Serviced per FTE (Weighted)	988	616	611	615
Average Loans Serviced per FTE (Median)	988	655	1,349	868
Average Personnel Cost per FTE (Simple)	115,365	67,376	61,962	64,851
Average Personnel Cost per FTE (Weighted)	115,365	71,400	31,701	69,040
Average Personnel Cost per FTE (Median)	115,365	65,400	56,000	60,000
Subservicing for Others (% based on \$)	37.96	14.94	0.20	7.57
Subservicing for Others (% based on #)	38.25	15.18	0.38	7.78
Subservicing for Others - Avg Balance (\$)	228,230	160,759	124,811	157,660
Subservicing by Others (% based on \$)	0.00	0.53	98.95	49.74
Subservicing by Others (% based on #)	0.00	0.60	98.25	49.43
Subservicing by Others - Avg Balance (\$)		255,383	208,720	213,147
Number of Companies	1	124	124	248



Quarterly Mortgage Bankers Performance Report  
Residential Loan Servicing - In-House vs Subserviced by Others  
L2 - Servicing Income and Expense, Basis Points, Simple Average

	Your Firm	Primarily In-House Servicing	Primarily Subserviced by Others	Total
<b>BASIS POINTS:</b>				
<b>DIRECT REVENUES</b>				
Servicing Fees	22.23	25.72	26.02	25.87
First Mortgages, Seconds, Other	-	21.79	25.31	23.55
Subservicing Fees Earned	2.23	3.93	0.72	2.33
Late Fees and Other Ancillary Income	0.32	3.37	1.17	2.27
<b>Total Direct Servicing Revenues</b>	<b>35.65</b>	<b>29.09</b>	<b>27.20</b>	<b>28.14</b>
<b>DIRECT EXPENSES</b>				
Personnel	3.44	8.89	4.07	6.48
Loan Administration Employees	2.47	7.48	3.85	5.67
Benefits	0.98	1.22	0.19	0.71
Other Personnel Expenses	-	0.19	0.02	0.11
Occupancy and Equipment	0.16	0.71	0.11	0.41
Technology-Related Expenses	0.62	0.57	0.07	0.32
Other Direct Expenses	2.15	3.84	10.14	6.99
Subservicing Fees Paid	-	1.24	9.66	5.45
Other Miscellaneous Expenses	2.15	2.61	0.47	1.54
<b>Total Direct Expenses</b>	<b>6.37</b>	<b>14.01</b>	<b>14.39</b>	<b>14.20</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>29.28</b>	<b>15.08</b>	<b>12.81</b>	<b>13.94</b>
<b>INDIRECT EXPENSES</b>				
Unreimbursed FC/REO Svg Expenses	-	0.44	0.10	0.27
Corporate Allocation	0.07	1.97	1.64	1.81
<b>Total Indirect Expenses</b>	<b>0.07</b>	<b>2.42</b>	<b>1.74</b>	<b>2.08</b>
<b>NET INTEREST INCOME</b>				
Escrow Earnings	0.59	0.06	0.51	0.28
Corporate Interest Losses on MBS Pools	-	(0.11)	(0.25)	(0.18)
Other Interest Expense	-	(0.38)	(0.39)	(0.38)
<b>Net Interest Income</b>	<b>0.59</b>	<b>(0.42)</b>	<b>(0.14)</b>	<b>(0.28)</b>
<b>NET OPERATING INCOME</b>	<b>15.65</b>	<b>12.24</b>	<b>10.94</b>	<b>11.59</b>
<b>MSR FINANCIAL ITEMS</b>				
Amortized Cost of Servicing Rights / Loan Decay	-	(5.48)	(6.32)	(5.90)
Net Gain (Loss) on Bulk Sale of Servicing	-	0.24	3.50	1.87
Net Gain (Loss) from MSR Valuations & Hedging	-	(7.04)	(18.71)	(12.87)
Total Financial Items	-	(12.28)	(21.53)	(16.91)
<b>TOTAL NET FINANCIAL INCOME</b>	<b>(3.30)</b>	<b>(0.04)</b>	<b>(10.59)</b>	<b>(5.32)</b>
<b>Memorandum Items:</b>				
Average Servicing Portfolio (\$000)	1,727,580	17,994,880	3,566,880	10,780,880
Average Servicing Portfolio (#)	6,701	112,509	17,604	65,057
Average Loan Balance (\$)	225,621	152,082	203,767	177,924
# Servicing FTEs (excluding 0 reporters)	5	189	14	107
Average Loans Serviced per FTE	988	850	1,769	1,278
Average Loans Serviced per FTE (Weighted)	988	616	611	615
Average Loans Serviced per FTE (Median)	988	655	1,349	868
Average Personnel Cost per FTE	113,193	67,376	61,962	64,851
Average Personnel Cost per FTE (Weighted)	113,193	71,400	31,701	69,040
Average Personnel Cost per FTE (Median)	113,193	65,400	56,000	60,000
Subservicing for Others (% based on \$)	37.24	14.94	0.20	7.57
Subservicing for Others (% based on #)	37.52	15.18	0.38	7.78
Subservicing for Others - Avg Balance (\$)	223,931	160,759	124,811	157,660
Subservicing by Others (% based on \$)	0.00	0.53	98.95	49.74
Subservicing by Others (% based on #)	0.00	0.60	98.25	49.43
Subservicing by Others - Avg Balance (\$)		255,383	208,720	213,147
Number of Companies Reporting	1	124	124	248

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - In-House vs Subserviced by Others  
 L3 - Servicing Mix (\$), Simple Average

	Your Firm	Primarily In-House Servicing	Primarily Subserviced by Others	Total
<b>% BASED ON \$</b>				
Average Owned Servicing Portfolio (\$000)	1,727,580	14,137,647	3,551,302	8,844,474
Average Owned Servicing Portfolio (#)	6,701	91,789	17,461	54,625
Average Loan Balance (\$)	225,621	152,685	204,232	178,458
<b>Servicing Mix</b>				
First Mortgages:	99.98	94.55	98.15	96.35
Government (FHA/VA/RHS)	32.72	24.36	28.07	26.21
Prime (Conforming and Jumbo) - Fixed	62.33	55.62	67.63	61.62
Prime (Conforming and Jumbo) - ARM	4.93	3.62	1.76	2.69
Other Fixed	-	9.30	0.49	4.90
Other ARM	-	1.65	0.19	0.92
Closed-End Second Mortgages	0.02	0.60	0.01	0.31
Funded HELOCs	-	0.30	0.00	0.15
Other	-	4.55	1.84	3.19
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	94.60	91.55	96.51	94.04
ARM	5.40	8.45	3.49	5.96
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only	-	2.28	0.06	1.16
Non-Interest Only	100.00	97.72	99.94	98.84
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	94.70	92.60	91.12	91.86
Non-Owner Occupied	6.30	7.40	8.88	8.14
Total	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>				
Originated for Portfolio	0.51	12.54	3.70	8.11
Serviced for Others:	99.49	87.46	96.30	91.89
Fannie/Freddie/Ginnie	99.49	77.01	94.83	85.95
Other Investors	-	10.45	1.47	5.94
Total	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (based on \$)</b>	-	0.62	0.25	0.43
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	0.10	2.43	1.02	1.74
<b>Agency Servicing Seriously Delinquent Rate (based on \$)</b>		2.40	1.88	2.13
Number of Companies Reporting	1	124	124	248

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - In-House vs Subserviced by Others  
 L4 - 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)	1,727,580	14,137,647	3,551,302	8,844,474
Average Owned Servicing Portfolio (#)	6,701	91,789	17,461	54,625
Average Loan Balance (\$)	225,621	152,685	204,232	178,458
<b>Servicing Mix</b>				
First Mortgages:	99.98	91.97	98.09	95.03
Government (FHA/VA/RHS)	32.72	23.99	28.99	26.49
Prime (Conforming and Jumbo) - Fixed	62.33	54.86	67.16	61.01
Prime (Conforming and Jumbo) - ARM	4.93	2.48	1.18	1.83
Other Fixed	-	9.38	0.59	4.98
Other ARM	-	1.26	0.18	0.72
Closed-End Second Mortgages	0.02	2.80	0.06	1.43
Funded HELOCs	-	0.79	0.00	0.40
Other	-	4.44	1.85	3.15
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	94.60	93.21	97.11	95.17
ARM	5.40	6.79	2.89	4.83
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only	-	1.98	0.04	1.00
Non-Interest Only	100.00	98.02	99.96	99.00
Total	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	94.70	91.03	89.73	90.38
Non-Owner Occupied	6.30	8.97	10.27	9.62
Total	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>				
Originated for Portfolio	0.51	12.03	3.15	7.57
Serviced for Others:	99.49	87.97	96.85	92.43
Fannie/Freddie/Ginnie	99.49	77.32	95.43	86.41
Other Investors	-	10.66	1.42	6.02
Total	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (based on #)</b>				
	-	0.62	0.25	0.43
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>				
	0.10	2.51	1.07	1.81
<b>Agency Servicing Seriously Delinquent Rate (based on #)</b>				
		2.30	1.91	2.10
Number of Companies Reporting	1	124	124	248

**Quarterly Mortgage Bankers Performance Report**  
**Residential Loan Servicing - In-House vs Subserviced by Others**  
L5 - Servicing Mix (Avg Loan Balances), Simple Average

<b>LOAN BALANCES</b>	<b>Your Firm</b>	<b>Primarily In-House Servicing</b>	<b>Primarily Subserviced by Others</b>	<b>Total</b>
Average Servicing Portfolio (\$000)	1,727,580	14,137,647	3,551,302	8,844,474
Average Servicing Portfolio (#)	6,701	91,789	17,461	54,625
Average Loan Balance (\$)	225,621	152,685	204,232	178,458
<b>Servicing Mix</b>				
First Mortgages:	259,832	156,043	205,045	180,645
Government (FHA/VA/RHS) - Fixed	259,222	150,164	189,730	170,807
Government (FHA/VA/RHS) - ARM	284,777	199,660	227,319	212,034
Prime (Conforming and Jumbo) - Fixed	251,236	173,237	206,938	190,926
Prime (Conforming and Jumbo) - ARM	302,158	253,997	276,882	265,231
Other Fixed		163,645	202,869	171,870
Other ARM		202,320	377,974	245,162
Closed-End Second Mortgages	36,542	33,039	45,776	37,611
Funded HELOCs		53,571	326,911	92,620
Other		171,580	124,569	159,392
<b>1st Mtg Fixed Rate vs ARM</b>				
Fixed Rate	254,876	152,333	204,146	178,346
ARM	302,579	232,648	274,544	252,695
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>				
Interest Only		316,151	367,830	335,530
Non-Interest Only	256,987	155,355	205,003	180,488
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>				
Owner Occupied	261,548	161,509	208,603	185,056
Non-Owner Occupied	246,982	132,978	179,155	157,166
<b>Servicing by Investor Type (loan balances)</b>				
Originated for Portfolio	259,874	169,980	225,804	194,235
Serviced for Others:	265,895	152,567	203,720	178,249
Fannie/Freddie/Ginnie	256,987	155,304	203,208	179,455
Other Investors		155,767	281,523	195,902
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>				
	152,435	138,389	190,461	163,830
<b>Agency Servicing Seriously Delinquent</b>				
		146,507	191,079	169,288
Number of Companies Reporting	1	124	124	248

Quarterly Mortgage Bankers Performance Report  
Residential Loan Servicing - By Company Type  
M1 - Servicing Income and Expense, \$ per loan, Simple Average

\$ PER LOAN:	Your Firm	Bank/ Thrift	Independent	Other (1)	Total
		Subs	Mtg Cos.		
<b>DIRECT REVENUES</b>					
Servicing Fees	589	393	469	432	449
First Mortgages, Seconds, Other	-	336	454	362	415
Subservicing Fees Earned	32	57	15	70	34
Late Fees and Other Ancillary Income	2	33	28	55	34
<b>Total Direct Servicing Revenues</b>	<b>623</b>	<b>427</b>	<b>497</b>	<b>487</b>	<b>483</b>
<b>DIRECT EXPENSES</b>					
Personnel	290	108	100	114	104
Loan Administration Employees	65	90	92	96	93
Benefits	26	14	7	16	10
Other Personnel Expenses	-	3	1	1	2
Occupancy and Equipment	4	10	5	7	6
Technology-Related Expenses	16	6	3	8	5
Other Direct Expenses	5	109	140	98	126
Subservicing Fees Paid	-	87	121	61	102
Other Miscellaneous Expenses	5	22	20	37	24
<b>Total Direct Expenses</b>	<b>411</b>	<b>233</b>	<b>248</b>	<b>226</b>	<b>241</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>178</b>	<b>194</b>	<b>250</b>	<b>261</b>	<b>243</b>
<b>INDIRECT EXPENSES</b>					
Unreimbursed FC/REO Svg Expenses	-	2	5	2	4
Corporate Allocation	20	26	29	39	30
<b>Total Indirect Expenses</b>	<b>20</b>	<b>28</b>	<b>33</b>	<b>42</b>	<b>34</b>
<b>NET INTEREST INCOME</b>					
Escrow Earnings	15	0	11	1	7
Corporate Interest Losses on MBS Pools	-	(1)	(5)	(1)	(4)
Other Interest Expense	-	(1)	(4)	(22)	(7)
<b>Net Interest Income</b>	<b>15</b>	<b>(2)</b>	<b>2</b>	<b>(22)</b>	<b>(4)</b>
<b>NET OPERATING INCOME</b>	<b>143</b>	<b>163</b>	<b>219</b>	<b>197</b>	<b>205</b>
<b>MSR FINANCIAL ITEMS</b>					
Amortized Cost of Servicing Rights / Loan Decay	-	(135)	(109)	(67)	(104)
Net Gain (Loss) on Bulk Sale of Servicing	-	57	41	19	39
Net Gain (Loss) from MSR Valuations & Hedging	-	(65)	(302)	(278)	(258)
Total Financial Items	-	(143)	(370)	(326)	(323)
<b>TOTAL NET FINANCIAL INCOME</b>	<b>(87)</b>	<b>20</b>	<b>(151)</b>	<b>(129)</b>	<b>(118)</b>
<b>Memorandum Items:</b>					
Average Servicing Portfolio (\$000)	1,760,742	13,093,743	4,924,474	26,413,872	10,780,880
Average Servicing Portfolio (#)	6,830	82,762	25,971	167,603	65,057
Average Loan Balance (\$)	229,952	147,432	190,328	164,995	177,924
# Servicing FTEs (excluding 0 reporters)	5	131	35	301	107
Average Loans Serviced per FTE (Simple)	988	1,087	1,270	1,455	1,278
Average Loans Serviced per FTE (Weighted)	988	686	688	566	615
Average Loans Serviced per FTE (Median)	988	755	868	906	868
Average Personnel Cost per FTE (Simple)	115,365	69,007	60,726	73,780	64,851
Average Personnel Cost per FTE (Weighted)	115,365	78,970	69,272	65,555	69,040
Average Personnel Cost per FTE (Median)	115,365	67,692	56,000	69,200	60,000
Subservicing for Others (% based on \$)	37.96	15.33	3.81	12.67	7.57
Subservicing for Others (% based on #)	38.25	16.04	4.01	12.52	7.78
Subservicing for Others - Avg Balance (\$)	228,230	157,803	154,356	161,029	157,660
Subservicing by Others (% based on \$)	0.00	27.01	60.15	36.66	49.74
Subservicing by Others (% based on #)	0.00	26.96	59.73	36.42	49.43
Subservicing by Others - Avg Balance (\$)		178,562	209,287	249,647	213,147
Number of Companies	1	41	155	52	248

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

## Quarterly Mortgage Bankers Performance Report

## Residential Loan Servicing - By Company Type

M2 - Servicing Income and Expense, Basis Points, Simple Average

BASIS POINTS:	Your Firm	Bank/ Thrift Subs	Independent Mtg Cos.	Other (1)	Total
<b>DIRECT REVENUES</b>					
Servicing Fees	22.23	25.90	25.09	28.18	25.87
First Mortgages, Seconds, Other	-	22.46	24.16	22.58	23.55
Subservicing Fees Earned	2.23	3.44	0.93	5.60	2.33
Late Fees and Other Ancillary Income	0.32	2.60	1.59	4.04	2.27
<b>Total Direct Servicing Revenues</b>	<b>35.65</b>	<b>28.50</b>	<b>26.68</b>	<b>32.22</b>	<b>28.14</b>
<b>DIRECT EXPENSES</b>					
Personnel	3.44	7.36	5.43	8.92	6.48
Loan Administration Employees	2.47	6.08	4.95	7.47	5.67
Benefits	0.98	1.07	0.40	1.33	0.71
Other Personnel Expenses	-	0.21	0.07	0.12	0.11
Occupancy and Equipment	0.16	0.83	0.25	0.55	0.41
Technology-Related Expenses	0.62	0.52	0.17	0.61	0.32
Other Direct Expenses	2.15	7.21	7.29	5.93	6.99
Subservicing Fees Paid	-	5.61	6.16	3.20	5.45
Other Miscellaneous Expenses	2.15	1.60	1.12	2.73	1.54
<b>Total Direct Expenses</b>	<b>6.37</b>	<b>15.92</b>	<b>13.14</b>	<b>16.01</b>	<b>14.20</b>
<b>DIRECT SERVICING NET INCOME</b>	<b>29.28</b>	<b>12.59</b>	<b>13.54</b>	<b>16.21</b>	<b>13.94</b>
<b>INDIRECT EXPENSES</b>					
Unreimbursed FC/REO Svg Expenses	-	0.25	0.31	0.17	0.27
Corporate Allocation	0.07	1.69	1.40	3.11	1.81
<b>Total Indirect Expenses</b>	<b>0.07</b>	<b>1.95</b>	<b>1.71</b>	<b>3.28</b>	<b>2.08</b>
<b>NET INTEREST INCOME</b>					
Escrow Earnings	0.59	0.01	0.43	0.05	0.28
Corporate Interest Losses on MBS Pools	-	(0.08)	(0.24)	(0.08)	(0.18)
Other Interest Expense	-	(0.06)	(0.17)	(1.27)	(0.38)
<b>Net Interest Income</b>	<b>0.59</b>	<b>(0.13)</b>	<b>0.02</b>	<b>(1.30)</b>	<b>(0.28)</b>
<b>NET OPERATING INCOME</b>	<b>15.65</b>	<b>10.51</b>	<b>11.86</b>	<b>11.63</b>	<b>11.59</b>
<b>MSR FINANCIAL ITEMS</b>					
Amortized Cost of Servicing Rights / Loan Decay	-	(8.99)	(5.58)	(4.42)	(5.90)
Net Gain (Loss) on Bulk Sale of Servicing	-	3.16	1.69	1.37	1.87
Net Gain (Loss) from MSR Valuations & Hedging	-	(4.51)	(14.83)	(13.65)	(12.87)
Total Financial Items	-	(10.34)	(18.71)	(16.69)	(16.91)
<b>TOTAL NET FINANCIAL INCOME</b>	<b>(3.30)</b>	<b>0.17</b>	<b>(6.86)</b>	<b>(5.06)</b>	<b>(5.32)</b>
<b>Memorandum Items:</b>					
Average Servicing Portfolio (\$000)	1,727,580	13,093,743	4,924,474	26,413,872	10,780,880
Average Servicing Portfolio (#)	6,701	82,762	25,971	167,603	65,057
Average Loan Balance (\$)	225,621	147,432	190,328	164,995	177,924
# Servicing FTEs (excluding 0 reporters)	5	131	35	301	107
Average Loans Serviced per FTE	988	1,087	1,270	1,455	1,278
Average Loans Serviced per FTE (Weighted)	988	686	688	566	615
Average Loans Serviced per FTE (Median)	988	755	868	906	868
Average Personnel Cost per FTE	113,193	69,007	60,726	73,780	64,851
Average Personnel Cost per FTE (Weighted)	113,193	78,970	69,272	65,555	69,040
Average Personnel Cost per FTE (Median)	113,193	67,692	56,000	69,200	60,000
Subservicing for Others (% based on \$)	37.24	15.33	3.81	12.67	7.57
Subservicing for Others (% based on #)	37.52	16.04	4.01	12.52	7.78
Subservicing for Others - Avg Balance (\$)	223,931	157,803	154,356	161,029	157,660
Subservicing by Others (% based on \$)	0.00	27.01	60.15	36.66	49.74
Subservicing by Others (% based on #)	0.00	26.96	59.73	36.42	49.43
Subservicing by Others - Avg Balance (\$)		178,562	209,287	249,647	213,147
Number of Companies Reporting	1	41	155	52	248

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

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - By Company Type  
 M3 - Servicing Mix (\$), Simple Average

% BASED ON \$	Your Firm	Bank/Thrift	Independent	Other (1)	Total
		Subs	Mtg. Cos		
Average Owned Servicing Portfolio (\$000)	1,727,580	12,371,155	4,254,323	19,746,004	8,844,474
Average Owned Servicing Portfolio (#)	6,701	77,977	22,716	131,326	54,625
Average Loan Balance (\$)	225,621	147,791	191,259	164,483	178,458
<b>Servicing Mix</b>					
First Mortgages:	99.98	98.79	98.09	89.21	96.35
Government (FHA/VA/RHS)	32.72	9.12	30.15	27.98	26.21
Prime (Conforming and Jumbo) - Fixed	62.33	67.27	66.04	44.01	61.62
Prime (Conforming and Jumbo) - ARM	4.93	8.92	1.03	2.72	2.69
Other Fixed	-	11.59	0.82	11.80	4.90
Other ARM	-	1.90	0.06	2.71	0.92
Closed-End Second Mortgages	0.02	0.44	0.03	1.02	0.31
Funded HELOCs	-	0.69	0.00	0.16	0.15
Other	-	0.07	1.87	9.60	3.19
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	94.60	86.60	96.57	92.35	94.04
ARM	5.40	13.40	3.43	7.65	5.96
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>					
Interest Only	-	0.57	0.71	3.08	1.16
Non-Interest Only	100.00	99.43	99.29	96.92	98.84
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>					
Owner Occupied	94.70	93.43	91.41	91.93	91.86
Non-Owner Occupied	6.30	6.57	8.59	8.07	8.14
Total	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>					
Originated for Portfolio	0.51	22.21	3.04	12.51	8.11
Serviced for Others:	99.49	77.79	96.96	87.49	91.89
Fannie/Freddie/Ginnie	99.49	72.88	94.41	70.06	85.95
Other Investors	-	4.91	2.55	17.43	5.94
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (based on \$)</b>					
	-	0.41	0.27	0.93	0.43
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>					
	0.10	0.94	1.16	3.89	1.74
<b>Agency Servicing Seriously Delinquent Rate (based on \$)</b>					
		0.54	2.81	1.46	2.13
Number of Companies Reporting	1	41	155	52	248

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



Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - By Company Type  
 M4 - Servicing Mix (#), Simple Average

% BASED ON #	Your Firm	Bank/Thrift	Independent	Other (1)	Total
		Subs	Mtg. Cos		
Average Owned Servicing Portfolio (\$000)	1,727,580	12,371,155	4,254,323	19,746,004	8,844,474
Average Owned Servicing Portfolio (#)	6,701	77,977	22,716	131,326	54,625
Average Loan Balance (\$)	225,621	147,791	191,259	164,483	178,458
<b>Servicing Mix</b>					
First Mortgages:	99.98	96.80	97.94	84.94	95.03
Government (FHA/VA/RHS)	32.72	9.68	30.88	26.68	26.49
Prime (Conforming and Jumbo) - Fixed	62.33	69.11	65.39	41.56	61.01
Prime (Conforming and Jumbo) - ARM	4.93	5.12	0.82	2.23	1.83
Other Fixed	-	11.42	0.82	12.32	4.98
Other ARM	-	1.47	0.03	2.16	0.72
Closed-End Second Mortgages	0.02	1.34	0.23	5.05	1.43
Funded HELOCs	-	1.77	0.00	0.49	0.40
Other	-	0.09	1.82	9.51	3.15
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	94.60	90.84	96.82	93.63	95.17
ARM	5.40	9.16	3.18	6.37	4.83
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>					
Interest Only	-	0.28	0.69	2.60	1.00
Non-Interest Only	100.00	99.72	99.31	97.40	99.00
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>					
Owner Occupied	94.70	92.02	89.75	90.96	90.38
Non-Owner Occupied	6.30	7.98	10.25	9.04	9.62
Total	100.00	100.00	100.00	100.00	100.00
<b>Servicing by Investor Type</b>					
Originated for Portfolio	0.51	19.21	2.82	12.99	7.57
Serviced for Others:	99.49	80.79	97.18	87.01	92.43
Fannie/Freddie/Ginnie	99.49	76.28	94.67	68.71	86.41
Other Investors	-	4.51	2.51	18.30	6.02
Total	100.00	100.00	100.00	100.00	100.00
<b>1st Mtg in Bankruptcy (based on #)</b>					
	-	0.41	0.27	0.93	0.43
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>					
	0.10	1.02	1.40	3.48	1.81
<b>Agency Servicing Seriously Delinquent Rate (based on #)</b>					
		0.50	2.82	1.33	2.10
Number of Companies Reporting	1	41	155	52	248

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

Quarterly Mortgage Bankers Performance Report  
 Residential Loan Servicing - By Company Type  
 M5 - Servicing Mix (Avg Loan Balances), Simple Average

LOAN BALANCES	Your Firm	Bank/Thrift	Independent	Other (1)	Total
		Subs	Mtg. Cos		
Average Servicing Portfolio (\$000)	1,727,580	12,371,155	4,254,323	19,746,004	8,844,474
Average Servicing Portfolio (#)	6,701	77,977	22,716	131,326	54,625
Average Loan Balance (\$)	225,621	147,791	191,259	164,483	178,458
<b>Servicing Mix</b>					
First Mortgages:	259,832	151,245	192,093	169,498	180,645
Government (FHA/VA/RHS) - Fixed	259,222	140,341	181,140	158,649	170,807
Government (FHA/VA/RHS) - ARM	284,777	125,931	229,109	215,811	212,034
Prime (Conforming and Jumbo) - Fixed	251,236	158,911	198,124	194,539	190,926
Prime (Conforming and Jumbo) - ARM	302,158	331,929	241,293	275,146	265,231
Other Fixed		171,427	219,398	133,356	171,870
Other ARM		215,942	382,087	201,786	245,162
Closed-End Second Mortgages	36,542	35,066	44,908	32,898	37,611
Funded HELOCs		174,900	52,108	46,259	92,620
Other		101,472	142,538	183,841	159,392
<b>1st Mtg Fixed Rate vs ARM</b>					
Fixed Rate	254,876	140,538	192,293	166,431	178,346
ARM	302,579	296,557	248,760	223,408	252,695
<b>1st Mtg Interest Only vs. Non-Interest-Only</b>					
Interest Only		385,609	372,748	279,476	335,530
Non-Interest Only	256,987	150,712	192,241	168,707	180,488
<b>1st Mtg Owner Occupied vs. Non-Owner Occupied</b>					
Owner Occupied	261,548	154,162	197,643	171,860	185,056
Non-Owner Occupied	246,982	122,709	167,116	155,666	157,166
<b>Servicing by Investor Type (loan balances)</b>					
Originated for Portfolio	259,874	207,146	204,791	158,837	194,235
Serviced for Others:	265,895	137,378	191,277	170,668	178,249
Fannie/Freddie/Ginnie	256,987	136,361	191,001	178,807	179,455
Other Investors		165,163	198,232	211,204	195,902
<b>Seriously Delinquent Rates (90+ Days or in FC)</b>	152,435	141,014	174,015	155,146	163,830
<b>Agency Servicing Seriously Delinquent</b>		141,860	179,767	161,031	169,288
Number of Companies Reporting	1	41	155	52	248

(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 - Historical  
N1 - Balance Sheet, Simple Averages

IN THOUSANDS (\$000s)	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
<b>TOTAL ASSETS</b>						
<b>Current Assets</b>						
Cash and Cash Equivalents, Unrestricted	3,256	8,325	9,108	7,870	8,853	9,177
Cash and Cash Equivalents, Restricted	-	2,436	1,820	1,534	1,877	1,776
Marketable Securities, Held to Maturity	-	1,093	29	305	39	31
Marketable Securities, Avail. for Sale	-	200	231	214	220	242
Trading Account Securities	-	81	44	142	39	44
Reverse Repurchase Agreements	-	0	0	576	0	0
Receivables - Unrelated Parties	5,261	3,103	3,258	2,438	3,317	3,399
Mortgage Loans HFS	287,456	120,658	124,957	128,283	129,634	126,913
<b>Total Current Assets</b>	<b>287,564</b>	<b>135,895</b>	<b>139,446</b>	<b>141,363</b>	<b>143,980</b>	<b>141,582</b>
<b>Noncurrent Assets</b>						
Mortgage Loans HFI	5,624	9,777	2,722	8,898	2,958	2,815
Receivables - Related Parties	-	3,586	3,556	3,491	3,885	3,762
Net Mortgage Servicing Rights	-	13,958	14,781	14,220	14,583	15,535
Real Estate Owned	152	192	187	276	172	196
Reserve for Other Losses (Contra)	(68)	(312)	(353)	(382)	(357)	(374)
Goodwill and Other Intangible Assets	-	838	857	897	878	882
Investments in Joint Ventures, Partnerships, Non Mtg, Other	-	720	699	822	716	742
Deferred Tax Assets	-	160	141	243	187	145
P&I, T&I, FC and Other Advances	(25)	1,054	1,141	1,900	1,141	1,227
Foreclosure Claims Receivable	-	238	280	434	281	303
Property, Equipment, Leasehold	9,523	1,967	1,920	1,922	2,070	2,006
Other Assets	12,587	8,794	7,641	7,686	9,414	8,026
<b>Total Noncurrent Assets</b>	<b>28,745</b>	<b>40,970</b>	<b>33,570</b>	<b>40,408</b>	<b>35,926</b>	<b>35,263</b>
<b>TOTAL ASSETS</b>	<b>325,698</b>	<b>176,866</b>	<b>173,017</b>	<b>181,771</b>	<b>179,906</b>	<b>176,845</b>
<b>LIABILITIES</b>						
Lines of Credit	117,564	111,860	115,988	121,521	120,368	118,239
Repurchase Reserves	8,425	1,385	1,458	1,474	1,556	1,513
Accrued Expenses	7,465	4,943	5,387	5,065	5,310	5,529
Other Short-Term Debt	8,452	8,339	8,425	8,112	7,427	8,565
Long-Term Debt	625	12,125	4,756	6,689	5,679	5,017
Other Liabilities	3,254	2,783	1,707	2,321	2,916	1,830
<b>TOTAL LIABILITIES</b>	<b>146,585</b>	<b>141,436</b>	<b>137,720</b>	<b>145,182</b>	<b>143,256</b>	<b>140,692</b>
<b>EQUITY</b>						
Common & Preferred Stock	1	1,502	957	1,348	1,003	1,003
Paid-In Capital	65,262	7,669	8,294	10,349	8,537	8,592
Retained Earnings	15,254	16,562	18,353	18,207	16,900	18,493
Treasury Stock	-	(136)	(152)	(125)	(156)	(145)
Gnrl, Ltd Partners', & Members' Capital	-	9,834	7,844	6,810	10,366	8,210
<b>TOTAL EQUITY (GAAP Net Worth)</b>	<b>181,253</b>	<b>35,430</b>	<b>35,297</b>	<b>36,589</b>	<b>36,650</b>	<b>36,152</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>325,698</b>	<b>176,866</b>	<b>173,017</b>	<b>181,771</b>	<b>179,906</b>	<b>176,845</b>
<b>MEMORANDUM ITEMS</b>						
Adjusted Net Worth	175,428	29,659	30,487	28,372	31,374	31,078
(Equity less goodwill and other intangibles, less affiliated receivables, less total restricted retained earnings, less pledged assets net of associated liabilities)						
Number of Companies Reporting	1	342	314	352	290	290

Quarterly Mortgage Bankers Performance Report  
 Balance Sheet, Performance Ratios and Net Income Summary - Historical  
 N2 - Performance Ratios, Simple Average

PERCENTAGES (%)	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
<b>PROFITABILITY(annualized where appropriate) (1)</b>						
Pre-Tax Net Income/Equity (%)	16.52	15.22	14.29	34.29	15.59	14.44
Pre-Tax Net Income/Assets (%)	8.35	3.08	3.10	5.60	3.13	3.03
Net Interest Margin (Net interest Income/Assets) (%)	1.75	0.55	0.54	0.45	0.56	0.52
Noninterest Income/Assets (%)	31.56	41.50	42.13	39.88	41.83	41.82
Noninterest Expense/Assets (%)	24.36	38.97	39.57	34.73	39.25	39.30
% Institutions with Pre-tax Net Income>0	100.00	73.10	71.97	87.78	73.10	72.07
<b>LEVERAGE/LIQUIDITY</b>						
Total Liabilities/Equity	0.79	4.31	4.38	4.90	4.28	4.45
Total Liabilities/Equity (Weighted)	0.79	3.99	3.90	3.97	3.91	3.89
Current Assets/Current Liabilities	2.08	1.56	1.51	1.61	1.49	1.42
Current Assets/Current Liabilities (Weighted)	2.02	1.07	1.06	1.04	1.07	1.06
Capital Ratio (Tangible Capital/Assets) (2)	0.45	0.28	0.28	0.27	0.28	0.27
Cash and Equivalents/Current Assets	0.02	0.17	0.17	0.15	0.17	0.17
Marketable Securities/Current Assets	0.01	0.01	0.01	0.01	0.01	0.01
Receivables/Current Assets	0.03	0.02	0.02	0.02	0.02	0.02
LHFS/Current Assets	0.96	0.80	0.80	0.82	0.80	0.80
Current Assets/Assets	0.87	0.80	0.81	0.81	0.80	0.81
Noncurrent Assets/Assets	0.12	0.20	0.19	0.19	0.20	0.19
Net Working Capital/Assets	0.58	0.13	0.13	0.12	0.12	0.12
<b>OTHER</b>						
# Company Employees	525	346	365	310	373	371
Number of Companies Reporting	1	342	314	352	290	290

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

(2) (Total Equity less Goodwill) / Total Assets

Quarterly Mortgage Bankers Performance Report  
 Balance Sheet, Performance Ratios and Net Income Summary - Historical (1)  
 N3 - Net Income Summary, Simple Averages

IN THOUSANDS (\$000s)	Your Firm Q1 2016	All Firms Q1 2016	Previous Qtr. Q4 2015	Previous Yr. Q1 2015	Repeater Q1 2016	Repeater Q4 2015
<b>NET INTEREST INCOME</b>						
Interest Income						
Warehousing Interest Income	1,815	897	979	827	952	987
Servicing-Related/Escrow Earnings	32	3	1	0	3	1
Interest Income - Loans Held for Investment and Securities	5	103	27	105	31	28
Other Interest Income and Adjustments	-	37	40	39	42	43
<b>Total Interest Income</b>	<b>1,852</b>	<b>1,041</b>	<b>1,047</b>	<b>971</b>	<b>1,029</b>	<b>1,059</b>
Interest Expense						
Warehousing Interest Expense	325	700	736	630	747	742
Servicing-Related Interest Expense	-	23	22	46	27	24
Other Interest Expense and Adjustments	-	147	85	110	87	91
<b>Total Interest Expense</b>	<b>325</b>	<b>869</b>	<b>843</b>	<b>786</b>	<b>861</b>	<b>857</b>
<b>Net Interest Income</b>	<b>1,527</b>	<b>172</b>	<b>204</b>	<b>185</b>	<b>169</b>	<b>202</b>
<b>NON-INTEREST INCOME</b>						
Origination Fees and Ancillary Revenue	4,658	2,177	2,774	2,434	2,382	2,534
Net Secondary Marketing Gain on Sale	19,582	11,445	10,989	11,575	12,346	11,452
Direct Servicing Revenues	1,322	1,422	1,657	1,500	1,477	1,736
MSR Amortization, Valuation Changes net of Hedging +/-	-	(1,527)	(438)	(1,193)	(1,557)	(476)
Other Non-Interest Income	760	203	242	315	205	256
<b>Non-Interest Income</b>	<b>26,325</b>	<b>13,720</b>	<b>15,225</b>	<b>14,631</b>	<b>14,853</b>	<b>15,502</b>
<b>Total Gross Income</b>	<b>26,322</b>	<b>13,892</b>	<b>15,428</b>	<b>14,817</b>	<b>15,022</b>	<b>15,704</b>
<b>NON-CORPORATE PERSONNEL EXPENSE</b>						
Originations Employees	8,528	6,653	7,451	6,374	7,210	7,551
Servicing Employees	125	213	168	207	186	178
Other Non-Corporate Personnel	-	156	163	139	168	168
Benefits and Other Personnel Expense	1,985	1,166	1,038	1,060	1,273	1,062
<b>Non-Corporate Personnel Expense</b>	<b>10,638</b>	<b>8,188</b>	<b>8,821</b>	<b>7,780</b>	<b>8,838</b>	<b>8,959</b>
<b>OTHER EXPENSE</b>						
Occupancy, Equipment, Technology	1,625	947	1,010	876	1,031	1,034
Unallocated Corporate/Overhead Expense	240	843	862	873	887	848
Other Non-Interest Expense	5,482	3,161	3,546	3,042	3,392	3,648
<b>Total Other Expense</b>	<b>7,347</b>	<b>4,952</b>	<b>5,418</b>	<b>4,791</b>	<b>5,310</b>	<b>5,530</b>
<b>Total Gross Non-Interest Expenses</b>	<b>20,156</b>	<b>13,140</b>	<b>14,238</b>	<b>12,571</b>	<b>14,148</b>	<b>14,489</b>
<b>PRE-TAX NET INCOME (Before Adjustments)</b>	<b>6,324</b>	<b>752</b>	<b>1,190</b>	<b>2,246</b>	<b>873</b>	<b>1,215</b>
<b>ADJUSTMENTS</b>						
Income Tax Benefit (Cost)	(2,598)	(114)	(281)	(245)	(123)	(298)
Non-Recurring Items Gain (Loss)	-	(1)	(1)	2	(1)	(1)
Minority Interest Income (Loss)	-	(6)	(15)	(7)	(7)	(16)
<b>Total Adjustments</b>	<b>(2,598)</b>	<b>(121)</b>	<b>(297)</b>	<b>(249)</b>	<b>(131)</b>	<b>(315)</b>
<b>Net Income After Adjustments</b>	<b>4,625</b>	<b>630</b>	<b>893</b>	<b>1,997</b>	<b>743</b>	<b>901</b>
Number of Companies Reporting	1	342	314	352	290	290

(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  
O1 - Balance Sheet, Simple Averages

IN THOUSANDS (\$000s)	Your Firm	<25M	25-50M	50-100M	>100M	Total
<b>TOTAL ASSETS</b>						
<b>Current Assets</b>						
Cash and Cash Equivalents, Unrestricted	3,256	2,841	3,306	5,006	16,421	8,325
Cash and Cash Equivalents, Restricted	-	281	619	442	5,933	2,436
Marketable Securities, Held to Maturity	-	2	-	1	3,012	1,093
Marketable Securities, Avail. for Sale	-	74	213	394	154	200
Trading Account Securities	-	53	(5)	109	131	81
Reverse Repurchase Agreements	-	1	-	-	-	0
Receivables - Unrelated Parties	5,261	377	553	786	7,551	3,103
Mortgage Loans HFS	287,456	7,397	26,381	53,638	281,533	120,658
<b>Total Current Assets</b>	<b>287,564</b>	<b>11,024</b>	<b>31,068</b>	<b>60,376</b>	<b>314,735</b>	<b>135,895</b>
<b>Noncurrent Assets</b>						
Mortgage Loans HFI	5,624	186	858	3,239	24,451	9,777
Receivables - Related Parties	-	148	575	338	9,270	3,586
Net Mortgage Servicing Rights	-	1,741	2,023	4,446	33,681	13,958
Real Estate Owned	152	56	91	74	399	192
Reserve for Other Losses (Contra)	(68)	(4)	(41)	(210)	(711)	(312)
Goodwill and Other Intangible Assets	-	67	203	200	2,036	838
Investments in Joint Ventures, Partnerships, Non Mtg,	-	157	283	589	1,382	720
Deferred Tax Assets	-	13	77	86	338	160
P&I, T&I, FC and Other Advances	(25)	181	146	188	2,606	1,054
Foreclosure Claims Receivable	-	6	35	15	625	238
Property, Equipment, Leasehold	9,523	370	950	735	4,222	1,967
Other Assets	12,587	425	1,395	2,722	21,591	8,794
<b>Total Noncurrent Assets</b>	<b>28,745</b>	<b>3,344</b>	<b>6,593</b>	<b>12,422</b>	<b>99,889</b>	<b>40,970</b>
<b>TOTAL ASSETS</b>	<b>325,698</b>	<b>14,369</b>	<b>37,661</b>	<b>72,798</b>	<b>414,624</b>	<b>176,866</b>
<b>LIABILITIES</b>						
Lines of Credit	117,564	6,461	22,915	48,262	262,997	111,860
Repurchase Reserves	8,425	145	348	631	3,161	1,385
Accrued Expenses	7,465	434	1,230	1,904	11,543	4,943
Other Short-Term Debt	8,452	600	2,999	2,203	19,607	8,339
Long-Term Debt	625	471	1,002	1,366	31,779	12,125
Other Liabilities	3,254	237	259	613	7,025	2,783
<b>TOTAL LIABILITIES</b>	<b>146,585</b>	<b>8,348</b>	<b>28,753</b>	<b>54,979</b>	<b>336,112</b>	<b>141,436</b>
<b>EQUITY</b>						
Common & Preferred Stock	1	301	460	1,926	2,563	1,502
Paid-In Capital	65,262	1,251	2,246	1,467	18,247	7,669
Retained Earnings	15,254	3,312	4,123	12,370	34,052	16,562
Treasury Stock	-	(122)	(97)	(127)	(173)	(136)
Gnrl, Ltd Partners', & Members' Capital	-	1,277	2,175	2,182	23,822	9,834
<b>TOTAL EQUITY (GAAP Net Worth)</b>	<b>181,253</b>	<b>6,020</b>	<b>8,908</b>	<b>17,819</b>	<b>78,512</b>	<b>35,430</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>325,698</b>	<b>14,369</b>	<b>37,661</b>	<b>72,798</b>	<b>414,624</b>	<b>176,866</b>
<b>MEMORANDUM ITEMS</b>						
Adjusted Net Worth (Equity less goodwill and other intangibles, less affiliated receivables, less total restricted retained earnings, less pledged assets net of associated liabilities)	175,428	5,761	8,093	16,238	64,152	29,659
Number of Companies Reporting	1	73	72	73	124	342

Quarterly Mortgage Bankers Performance Report  
 Balance Sheet, Performance Ratios and Net Income Summary - by Asset Size  
 Q2 - Performance Ratios, Simple Average

PERCENTAGES (%)	Your Firm	<25M	25-50M	50-100M	>100M	Total
<b>PROFITABILITY(annualized where appropriate) (1)</b>						
Pre-Tax Net Income/Equity (%)	16.52	7.27	14.57	20.47	17.19	15.22
Pre-Tax Net Income/Assets (%)	8.35	2.88	3.48	3.59	2.67	3.08
Net Interest Margin (Net interest Income/Assets) (%)	1.75	0.53	0.40	0.67	0.59	0.55
Noninterest Income/Assets (%)	31.56	48.09	46.15	41.98	34.65	41.50
Noninterest Expense/Assets (%)	24.36	45.73	43.07	39.06	32.56	38.97
% Institutions with Pre-tax Net Income>0	100.00	60.27	73.61	82.19	75.00	73.10
<b>LEVERAGE/LIQUIDITY</b>						
Total Liabilities/Equity	0.79	1.79	4.34	5.02	5.35	4.31
Total Liabilities/Equity (Weighted)	0.79	1.39	3.23	3.09	4.28	3.99
Current Assets/Current Liabilities	2.08	2.90	1.21	1.25	1.16	1.56
Current Assets/Current Liabilities (Weighted)	2.02	1.44	1.13	1.14	1.06	1.07
Capital Ratio (Tangible Capital/Assets) (2)	0.45	0.47	0.24	0.24	0.20	0.28
Cash and Equivalents/Current Assets	0.02	0.35	0.14	0.11	0.10	0.17
Marketable Securities/Current Assets	0.01	0.01	0.01	0.01	0.01	0.01
Receivables/Current Assets	0.03	0.04	0.02	0.02	0.02	0.02
LHFS/Current Assets	0.96	0.59	0.83	0.87	0.86	0.80
Current Assets/Assets	0.87	0.75	0.82	0.83	0.81	0.80
Noncurrent Assets/Assets	0.12	0.25	0.18	0.17	0.19	0.20
Net Working Capital/Assets	0.58	0.27	0.10	0.10	0.07	0.13
<b>OTHER</b>						
# Company Employees	525	57	129	207	725	346
Number of Companies Reporting	1	73	72	73	124	342

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

(2) (Total Equity less Goodwill) / Total Assets



Quarterly Mortgage Bankers Performance Report  
Balance Sheet, Performance Ratios and Net Income Summary - by Asset Size (1)  
O3 - Net Income Summary, Simple Averages

IN THOUSANDS (\$000s)	Your Firm	<25M	25-50M	50-100M	>100M	Total
<b>NET INTEREST INCOME</b>						
Interest Income						
Warehousing Interest Income	1,815	54	205	436	2,067	897
Servicing-Related/Escrow Earnings	32	1	6	1	4	3
Interest Income - Loans Held for Investment and Securities	5	2	10	31	259	103
Other Interest Income and Adjustments	-	7	4	14	88	37
<b>Total Interest Income</b>	<b>1,852</b>	<b>64</b>	<b>225</b>	<b>483</b>	<b>2,418</b>	<b>1,041</b>
Interest Expense						
Warehousing Interest Expense	325	42	176	338	1,604	700
Servicing-Related Interest Expense	-	0	0	2	62	23
Other Interest Expense and Adjustments	-	5	9	19	385	147
<b>Total Interest Expense</b>	<b>325</b>	<b>47</b>	<b>184</b>	<b>359</b>	<b>2,051</b>	<b>869</b>
<b>Net Interest Income</b>	<b>1,527</b>	<b>17</b>	<b>41</b>	<b>124</b>	<b>367</b>	<b>172</b>
<b>NON-INTEREST INCOME</b>						
Origination Fees and Ancillary Revenue	4,658	384	876	1,214	4,555	2,177
Net Secondary Marketing Gain on Sale	19,582	1,202	3,310	6,110	25,338	11,445
Direct Servicing Revenues	1,322	281	195	404	3,407	1,422
MSR Amortization, Valuation Changes net of Hedging +/-	-	(72)	(124)	(329)	(3,904)	(1,527)
Other Non-Interest Income	760	36	108	140	394	203
<b>Non-Interest Income</b>	<b>26,325</b>	<b>1,831</b>	<b>4,365</b>	<b>7,539</b>	<b>29,790</b>	<b>13,720</b>
<b>Total Gross Income</b>	<b>26,322</b>	<b>1,848</b>	<b>4,406</b>	<b>7,663</b>	<b>30,157</b>	<b>13,892</b>
<b>NON-CORPORATE PERSONNEL EXPENSE</b>						
Originations Employees	8,528	822	2,174	4,030	14,232	6,653
Servicing Employees	125	56	47	45	502	213
Other Non-Corporate Personnel	-	8	35	67	365	156
Benefits and Other Personnel Expense	1,985	168	371	575	2,563	1,166
<b>Non-Corporate Personnel Expense</b>	<b>10,638</b>	<b>1,054</b>	<b>2,626</b>	<b>4,717</b>	<b>17,662</b>	<b>8,188</b>
<b>OTHER EXPENSE</b>						
Occupancy, Equipment, Technology	1,625	149	307	481	2,064	947
Unallocated Corporate/Overhead Expense	240	104	185	405	1,919	843
Other Non-Interest Expense	5,482	418	978	1,416	7,072	3,161
<b>Total Other Expense</b>	<b>7,347</b>	<b>671</b>	<b>1,470</b>	<b>2,302</b>	<b>11,054</b>	<b>4,952</b>
<b>Total Gross Non-Interest Expenses</b>	<b>20,156</b>	<b>1,725</b>	<b>4,096</b>	<b>7,018</b>	<b>28,716</b>	<b>13,140</b>
<b>PRE-TAX NET INCOME (Before Adjustments)</b>	<b>6,324</b>	<b>123</b>	<b>310</b>	<b>645</b>	<b>1,441</b>	<b>752</b>
<b>ADJUSTMENTS</b>						
Income Tax Benefit (Cost)	(2,598)	(11)	3	5	(313)	(114)
Non-Recurring Items Gain (Loss)	-	-	-	-	(3)	(1)
Minority Interest Income (Loss)	-	-	(6)	(12)	(7)	(6)
<b>Total Adjustments</b>	<b>(2,598)</b>	<b>(11)</b>	<b>(3)</b>	<b>(7)</b>	<b>(322)</b>	<b>(121)</b>
<b>Net Income After Adjustments</b>	<b>4,625</b>	<b>113</b>	<b>307</b>	<b>638</b>	<b>1,119</b>	<b>630</b>
Number of Companies Reporting	1	73	72	73	124	342

(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  
 P1 - 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	3,256	7,463	7,338	15,241	8,325
Cash and Cash Equivalents, Restricted	-	310	1,819	8,419	2,436
Marketable Securities, Held to Maturity	-	-	44	8,628	1,093
Marketable Securities, Avail. for Sale	-	0	260	48	200
Trading Account Securities	-	-	108	-	81
Reverse Repurchase Agreements	-	1	-	-	0
Receivables - Unrelated Parties	4,269	1,847	2,845	5,990	3,103
Mortgage Loans HFS	287,456	73,902	125,859	137,943	120,658
<b>Total Current Assets</b>	<b>287,564</b>	<b>83,523</b>	<b>138,273</b>	<b>176,269</b>	<b>135,895</b>
<b>Noncurrent Assets</b>					
Mortgage Loans HFI	5,624	6,787	2,281	58,601	9,777
Receivables - Related Parties	-	3,263	556	22,391	3,586
Net Mortgage Servicing Rights	-	4,124	16,104	11,185	13,958
Real Estate Owned	152	90	164	465	192
Reserve for Other Losses (Contra)	(68)	(161)	(372)	(108)	(312)
Goodwill and Other Intangible Assets	-	1,359	667	1,334	838
Investments in Joint Ventures, Partnerships, Non Mtg, O	-	521	660	1,295	720
Deferred Tax Assets	-	201	55	755	160
P&I, T&I, FC and Other Advances	(25)	138	1,029	2,172	1,054
Foreclosure Claims Receivable	-	0	313	30	238
Property, Equipment, Leasehold	9,523	1,295	1,981	2,583	1,967
Other Assets	12,587	5,504	9,321	9,026	8,794
<b>Total Noncurrent Assets</b>	<b>28,745</b>	<b>23,119</b>	<b>32,758</b>	<b>109,726</b>	<b>40,970</b>
<b>TOTAL ASSETS</b>	<b>325,698</b>	<b>106,642</b>	<b>171,031</b>	<b>285,995</b>	<b>176,866</b>
<b>LIABILITIES</b>					
Lines of Credit	117,564	63,416	118,566	121,740	111,860
Repurchase Reserves	8,425	828	1,389	1,944	1,385
Accrued Expenses	7,465	2,426	4,962	7,469	4,943
Other Short-Term Debt	8,452	7,755	5,722	24,899	8,339
Long-Term Debt	625	1,317	7,612	50,956	12,125
Other Liabilities	3,254	1,815	2,430	5,949	2,783
<b>TOTAL LIABILITIES</b>	<b>146,585</b>	<b>77,558</b>	<b>140,681</b>	<b>212,957</b>	<b>141,436</b>
<b>EQUITY</b>					
Common & Preferred Stock	1	2,365	1,343	1,562	1,502
Paid-In Capital	65,262	11,318	4,063	25,825	7,669
Retained Earnings	15,254	12,907	16,060	23,452	16,562
Treasury Stock	-	-	(155)	(165)	(136)
Gnrl, Ltd Partners', & Members' Capital	-	2,494	9,039	22,364	9,834
<b>TOTAL EQUITY (GAAP Net Worth)</b>	<b>181,253</b>	<b>29,084</b>	<b>30,351</b>	<b>73,038</b>	<b>35,430</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>325,698</b>	<b>106,642</b>	<b>171,031</b>	<b>285,995</b>	<b>176,866</b>
<b>MEMORANDUM ITEMS</b>					
Adjusted Net Worth (Equity less goodwill and other intangibles, less affiliated receivables, less total restricted retained earnings, less pledged assets net of associated liabilities)	175,428	22,865	29,061	40,424	29,659
Number of Companies Reporting	1	44	256	42	342

(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  
 P2 - Performance Ratios, Simple Average

PERCENTAGES (%)	Your Firm	Bank/Thrift Subs	Independent Mtg Cos.	Other (3)	Total
<b>PROFITABILITY(annualized where appropriate) (1)</b>					
Pre-Tax Net Income/Equity (%)	16.52	8.29	14.68	25.80	15.22
Pre-Tax Net Income/Assets (%)	8.35	1.82	2.78	6.25	3.08
Net Interest Margin (Net interest Income/Assets) (%)	1.75	0.98	0.47	0.62	0.55
Noninterest Income/Assets (%)	31.56	36.98	42.70	38.93	41.50
Noninterest Expense/Assets (%)	24.36	36.15	40.39	33.30	38.97
% Institutions with Pre-tax Net Income>0	100.00	70.45	71.88	83.33	73.10
<b>LEVERAGE/LIQUIDITY</b>					
Total Liabilities/Equity	0.79	2.69	4.73	3.43	4.31
Total Liabilities/Equity (Weighted)	0.79	2.67	4.64	2.92	3.99
Current Assets/Current Liabilities	2.08	2.33	1.45	1.42	1.56
Current Assets/Current Liabilities (Weighted)	2.02	1.12	1.06	1.13	1.07
Capital Ratio (Tangible Capital/Assets) (2)	0.45	0.44	0.25	0.28	0.28
Cash and Equivalents/Current Assets	0.02	0.31	0.14	0.19	0.17
Marketable Securities/Current Assets	0.01	0.00	0.01	0.03	0.01
Receivables/Current Assets	0.03	0.03	0.02	0.03	0.02
LHFS/Current Assets	0.96	0.66	0.83	0.75	0.80
Current Assets/Assets	0.87	0.72	0.83	0.73	0.80
Noncurrent Assets/Assets	0.12	0.28	0.17	0.27	0.20
Net Working Capital/Assets	0.58	0.20	0.12	0.10	0.13
<b>OTHER</b>					
# Company Employees	525	202	359	405	346
Number of Companies Reporting	1	44	256	42	342

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

(2) (Total Equity less Goodwill) / Total Assets

(3) 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)  
 P3 - 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	1,815	585	931	1,015	897
Servicing-Related/Escrow Earnings	32	1	4	2	3
Interest Income - Loans Held for Investment and Securities	5	48	12	719	103
Other Interest Income and Adjustments	-	68	29	53	37
<b>Total Interest Income</b>	<b>1,852</b>	<b>702</b>	<b>976</b>	<b>1,790</b>	<b>1,041</b>
Interest Expense					
Warehousing Interest Expense	325	534	724	725	700
Servicing-Related Interest Expense	-	1	27	20	23
Other Interest Expense and Adjustments	-	15	106	530	147
<b>Total Interest Expense</b>	<b>325</b>	<b>550</b>	<b>857</b>	<b>1,275</b>	<b>869</b>
<b>Net Interest Income</b>	<b>1,527</b>	<b>152</b>	<b>119</b>	<b>515</b>	<b>172</b>
<b>NON-INTEREST INCOME</b>					
Origination Fees and Ancillary Revenue	4,658	1,211	2,073	3,823	2,177
Net Secondary Marketing Gain on Sale	19,582	7,119	12,134	11,776	11,445
Direct Servicing Revenues	1,322	725	1,418	2,179	1,422
MSR Amortization, Valuation Changes net of Hedging +/-	-	(226)	(1,889)	(684)	(1,527)
Other Non-Interest Income	760	75	176	503	203
<b>Non-Interest Income</b>	<b>26,325</b>	<b>8,904</b>	<b>13,912</b>	<b>17,596</b>	<b>13,720</b>
<b>Total Gross Income</b>	<b>26,322</b>	<b>9,056</b>	<b>14,031</b>	<b>18,111</b>	<b>13,892</b>
<b>NON-CORPORATE PERSONNEL EXPENSE</b>					
Originations Employees	8,528	4,239	7,004	7,045	6,653
Servicing Employees	125	102	200	412	213
Other Non-Corporate Personnel	-	(15)	159	315	156
Benefits and Other Personnel Expense	1,985	872	1,124	1,730	1,166
<b>Non-Corporate Personnel Expense</b>	<b>10,638</b>	<b>5,198</b>	<b>8,487</b>	<b>9,502</b>	<b>8,188</b>
<b>OTHER EXPENSE</b>					
Occupancy, Equipment, Technology	1,625	651	967	1,135	947
Unallocated Corporate/Overhead Expense	240	436	845	1,262	843
Other Non-Interest Expense	5,482	1,929	3,250	3,915	3,161
<b>Total Other Expense</b>	<b>7,347</b>	<b>3,016</b>	<b>5,062</b>	<b>6,312</b>	<b>4,952</b>
<b>Total Gross Non-Interest Expenses</b>	<b>20,156</b>	<b>8,214</b>	<b>13,549</b>	<b>15,814</b>	<b>13,140</b>
<b>PRE-TAX NET INCOME (Before Adjustments)</b>	<b>6,324</b>	<b>842</b>	<b>482</b>	<b>2,297</b>	<b>752</b>
<b>ADJUSTMENTS</b>					
Income Tax Benefit (Cost)	(2,598)	(260)	(48)	(365)	(114)
Non-Recurring Items Gain (Loss)	-	-	(1)	-	(1)
Minority Interest Income (Loss)	-	(14)	(6)	(0)	(6)
<b>Total Adjustments</b>	<b>(2,598)</b>	<b>(275)</b>	<b>(55)</b>	<b>(366)</b>	<b>(121)</b>
<b>Net Income After Adjustments</b>	<b>4,625</b>	<b>568</b>	<b>428</b>	<b>1,931</b>	<b>630</b>
Number of Companies Reporting	1	44	256	42	342

(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

## Quarterly Mortgage Bankers Performance Report

## Balance Sheet, Performance Ratios and Net Income Summary - by Net MSR Assets (\$)

## Q1 - Balance Sheet, Simple Averages

IN THOUSANDS (\$000s)	Your Firm	<20M	>20M	Total
<b>TOTAL ASSETS</b>				
<b>Current Assets</b>				
Cash and Cash Equivalents, Unrestricted	3,256	5,810	24,728	10,370
Cash and Cash Equivalents, Restricted	-	3,341	4,927	3,723
Marketable Securities, Held to Maturity	-	2,525	-	1,916
Marketable Securities, Avail. for Sale	-	271	391	300
Trading Account Securities	-	57	146	78
Reverse Repurchase Agreements	-	0	-	0
Receivables - Unrelated Parties	52,689	2,187	12,116	4,580
Mortgage Loans HFS	287,456	61,523	457,390	156,937
<b>Total Current Assets</b>	<b>287,564</b>	<b>75,714</b>	<b>499,697</b>	<b>177,905</b>
<b>Noncurrent Assets</b>				
Mortgage Loans HFI	5,624	17,899	9,610	15,901
Receivables - Related Parties	-	982	16,458	4,712
Net Mortgage Servicing Rights	-	4,534	82,961	23,437
Real Estate Owned	152	217	540	295
Reserve for Other Losses (Contra)	(68)	(85)	(1,763)	(489)
Goodwill and Other Intangible Assets	-	495	3,452	1,208
Investments in Joint Ventures, Partnerships, Non Mtg.	-	507	2,527	994
Deferred Tax Assets	-	126	205	145
P&I, T&I, FC and Other Advances	(25)	341	6,546	1,837
Foreclosure Claims Receivable	-	22	1,622	407
Property, Equipment, Leasehold	9,523	1,201	7,183	2,643
Other Assets	12,587	3,096	42,009	12,475
<b>Total Noncurrent Assets</b>	<b>28,745</b>	<b>29,334</b>	<b>171,347</b>	<b>63,563</b>
<b>TOTAL ASSETS</b>	<b>325,698</b>	<b>105,048</b>	<b>671,044</b>	<b>241,467</b>
<b>LIABILITIES</b>				
Lines of Credit	117,564	56,031	439,397	148,432
Repurchase Reserves	8,425	776	5,397	1,890
Accrued Expenses	7,465	2,931	18,536	6,692
Other Short-Term Debt	8,452	6,991	25,130	11,363
Long-Term Debt	625	14,911	38,635	20,629
Other Liabilities	3,254	1,652	12,323	4,224
<b>TOTAL LIABILITIES</b>	<b>146,585</b>	<b>83,293</b>	<b>539,418</b>	<b>193,230</b>
<b>EQUITY</b>				
Common & Preferred Stock	1	1,351	5,252	2,291
Paid-In Capital	65,262	2,326	34,266	10,024
Retained Earnings	15,254	13,449	51,255	22,561
Treasury Stock	-	(188)	(354)	(228)
Gnrl, Ltd Partners', & Members' Capital	-	4,817	41,207	13,588
<b>TOTAL EQUITY (GAAP Net Worth)</b>	<b>181,253</b>	<b>21,755</b>	<b>131,626</b>	<b>48,237</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>325,698</b>	<b>105,048</b>	<b>671,044</b>	<b>241,467</b>
<b>MEMORANDUM ITEMS</b>				
Adjusted Net Worth	175,428	17,679	110,201	39,979
(Equity less goodwill and other intangibles, less affiliated receivables, less total restricted retained earnings, less pledged assets net of associated liabilities)				
Number of Companies Reporting	1	148	47	195

## Quarterly Mortgage Bankers Performance Report

## Balance Sheet, Performance Ratios and Net Income Summary - by Net MSR Assets (\$)

Q2 - Performance Ratios, Simple Average

PERCENTAGES (%)	Your Firm	<20M	>20M	Total
<b>PROFITABILITY(annualized where appropriate) (1)</b>				
Pre-Tax Net Income/Equity (%)	16.52	14.05	(0.76)	10.48
Pre-Tax Net Income/Assets (%)	8.35	2.83	(0.88)	1.93
Net Interest Margin (Net interest Income/Assets) (%)	1.75	0.60	0.10	0.48
Noninterest Income/Assets (%)	31.56	40.74	25.70	37.12
Noninterest Expense/Assets (%)	24.36	38.52	26.68	35.66
% Institutions with Pre-tax Net Income>0	100.00	72.30	51.06	67.18
<b>LEVERAGE/LIQUIDITY</b>				
Total Liabilities/Equity	0.79	4.00	4.37	4.09
Total Liabilities/Equity (Weighted)	0.79	3.83	4.10	4.01
Current Assets/Current Liabilities	2.08	1.83	1.21	1.68
Current Assets/Current Liabilities (Weighted)	2.02	1.13	1.02	1.06
Capital Ratio (Tangible Capital/Assets) (2)	0.45	0.31	0.25	0.30
Cash and Equivalents/Current Assets	0.02	0.20	0.11	0.18
Marketable Securities/Current Assets	0.01	0.02	0.01	0.02
Receivables/Current Assets	0.03	0.03	0.03	0.03
LHFS/Current Assets	0.96	0.75	0.86	0.78
Current Assets/Assets	0.87	0.76	0.71	0.75
Noncurrent Assets/Assets	0.12	0.24	0.29	0.25
Net Working Capital/Assets	0.58	0.13	0.04	0.11
<b>OTHER</b>				
# Company Employees	525	245	980	423
Book Value of Servicing	0.65	0.77	0.88	0.80
Number of Companies Reporting	1	148	47	195

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

(2) (Total Equity less Goodwill) / Total Assets

Quarterly Mortgage Bankers Performance Report  
 Balance Sheet, Performance Ratios and Net Income Summary - by Net MSR Assets (\$) (1)  
 Q3 - Net Income Summary, Simple Averages

IN THOUSANDS (\$000s)	Your Firm	<20M	>20M	Total
<b>NET INTEREST INCOME</b>				
Interest Income				
Warehousing Interest Income	1,815	496	3,247	1,159
Servicing-Related/Escrow Earnings	32	3	8	4
Interest Income - Loans Held for Investment and Securities	5	217	30	172
Other Interest Income and Adjustments	-	14	156	48
<b>Total Interest Income</b>	<b>1,852</b>	<b>729</b>	<b>3,442</b>	<b>1,383</b>
Interest Expense				
Warehousing Interest Expense	325	375	2,688	933
Servicing-Related Interest Expense	-	3	158	40
Other Interest Expense and Adjustments	-	131	568	237
<b>Total Interest Expense</b>	<b>325</b>	<b>509</b>	<b>3,415</b>	<b>1,210</b>
<b>Net Interest Income</b>	<b>1,527</b>	<b>220</b>	<b>27</b>	<b>174</b>
<b>NON-INTEREST INCOME</b>				
Origination Fees and Ancillary Revenue	4,658	1,660	6,032	2,713
Net Secondary Marketing Gain on Sale	19,582	6,924	37,328	14,252
Direct Servicing Revenues	1,322	566	8,167	2,398
MSR Amortization, Valuation Changes net of Hedging +/-	-	(267)	(10,055)	(2,626)
Other Non-Interest Income	760	80	778	248
<b>Non-Interest Income</b>	<b>26,325</b>	<b>8,962</b>	<b>42,250</b>	<b>16,985</b>
<b>Total Gross Income</b>	<b>26,322</b>	<b>9,182</b>	<b>42,277</b>	<b>17,159</b>
<b>NON-CORPORATE PERSONNEL EXPENSE</b>				
Originations Employees	8,528	4,541	19,301	8,098
Servicing Employees	125	75	1,246	357
Other Non-Corporate Personnel	-	117	464	201
Benefits and Other Personnel Expense	1,985	769	3,588	1,449
<b>Non-Corporate Personnel Expense</b>	<b>10,638</b>	<b>5,502</b>	<b>24,599</b>	<b>10,105</b>
<b>OTHER EXPENSE</b>				
Occupancy, Equipment, Technology	1,625	671	2,901	1,209
Unallocated Corporate/Overhead Expense	240	438	3,386	1,149
Other Non-Interest Expense	5,482	1,807	12,053	4,276
<b>Total Other Expense</b>	<b>7,347</b>	<b>2,916</b>	<b>18,339</b>	<b>6,634</b>
<b>Total Gross Non-Interest Expenses</b>	<b>20,156</b>	<b>8,418</b>	<b>42,939</b>	<b>16,738</b>
<b>PRE-TAX NET INCOME (Before Adjustments)</b>	<b>6,324</b>	<b>764</b>	<b>(662)</b>	<b>421</b>
<b>ADJUSTMENTS</b>				
Income Tax Benefit (Cost)	(2,598)	(82)	(32)	(70)
Non-Recurring Items Gain (Loss)	-	1	(6)	(1)
Minority Interest Income (Loss)	-	(5)	(18)	(8)
<b>Total Adjustments</b>	<b>(2,598)</b>	<b>(86)</b>	<b>(56)</b>	<b>(79)</b>
<b>Net Income After Adjustments</b>	<b>4,625</b>	<b>678</b>	<b>(718)</b>	<b>342</b>
Number of Companies Reporting	1	148	47	195

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