# **Market Snapshot**





### **Contents**

Crisis Comparison: 2008 vs 2020

Macro-Economic Indicators

Rate History

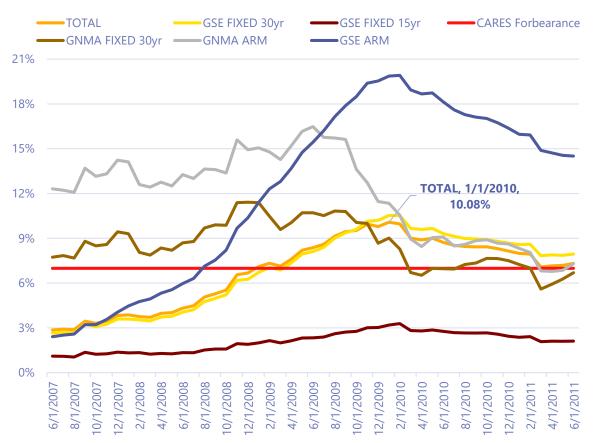
Prepayment Speed Trends

**Delinquency Trends** 



## Crisis Comparison: 2008 vs 2020

#### Total Delinquency & Foreclosure Rates, June '07 - June '11



Although the American mortgage crisis began in 2007, the benchmark date for the era is September 15, 2008. On that day, the Lehman Brothers investment bank collapsed, indicating a truly global crisis. That date also fits the timeline of peak delinquency and foreclosure rates in the US mortgage market: November 2008 marked the peak GNMA delinquency rate of 11.41%. In February 2010, 14 months later, Conventional loans reached their peak at 10.31% delinquent. The overall peak occurred one month earlier, with 10.08% of US mortgages in delinquency or foreclosure.

As tallied by the MBA<sup>1</sup>, total COVID-19 forbearance levels were 6.99% through April 19<sup>th</sup>, with 9.73% of Government and 5.46% of Conventional loans affected. In our Snapshot reports for 2020, the current delinquency and foreclosure rate has been holding steady around 3%. With 3% of loans delinquent and 7% in forbearance, mortgage servicers currently face a burden of cash advances not dissimilar to the peak of the Financial Crisis.





# Crisis Comparison: 2008 vs 2020

Beyond the comparison of 2008 delinquency and 2020 forbearance trends, certain counterparty differences characterize today's mortgage market.

• In September 2008, Fannie Mae and Freddie Mac accounted for nearly 90% of all agency-held residential mortgage debt. In today's market, the GSEs still hold a majority of American home mortgages, but Ginnie Mae's market share increased 17%, representing a 62% increase in UPB. Beyond the discussion about GNMA borrower characteristics or pre-crisis mortgage fraud, this shift represents a change in servicer's exposure to various remittance types. A shift from FNMA and FHLMC to GNMA generally means a shift from Actual/Actual and Schedule/Actual to full Schedule/Schedule remittance requirements. This shift may impact mortgage servicer's advance requirements for loans in forbearance

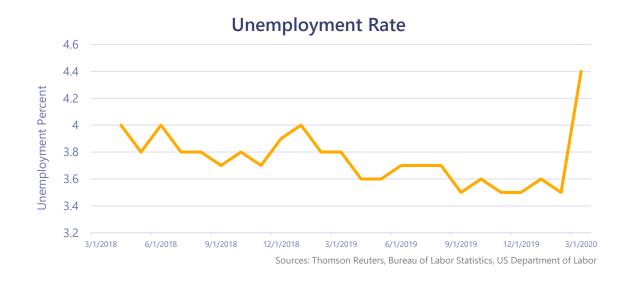
|             | September 200     | )8    | March 2020        |       | Difference        |      |  |  |
|-------------|-------------------|-------|-------------------|-------|-------------------|------|--|--|
|             | UPB               | Share | UPB               | Share | UPB               | %    |  |  |
| GSE         | 3,674,817,519,662 |       | 3,118,984,765,568 | 72%   | (555,832,754,094) | -18% |  |  |
| <b>GNMA</b> | 450,987,452,353   | 11%   | 1,195,696,572,788 | 28%   | 744,709,120,435   | 62%  |  |  |
| Total       | 4,125,804,972,015 |       | 4,314,681,338,356 |       | 188,876,366,341   |      |  |  |

• In addition to the change in GSE and GNMA market shares, the mortgage industry also experienced a shift from bank to nonbank investment in mortgage servicing assets. According to the Urban Institute<sup>2</sup>, "From 2013 to 2016, the share of nonbanks servicing FHA loans increased from 35% to more than 70%. The share of nonbanks servicing GSE loans increased from 30% to 50%." This change is significant in the current environment, where nonbank servicers must find sources of capital to make payment advances to the agency investors. If banks still held the majority of servicing assets, they could more easily fund these advances from their cheap source of capital: deposits

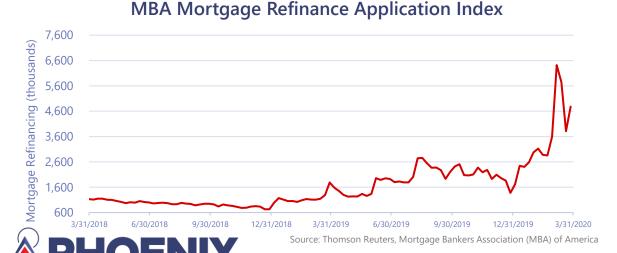
<sup>2</sup> Urban Institute, "The Mortgage Servicing Collaborative"



### **Macro-Economic Indicators**



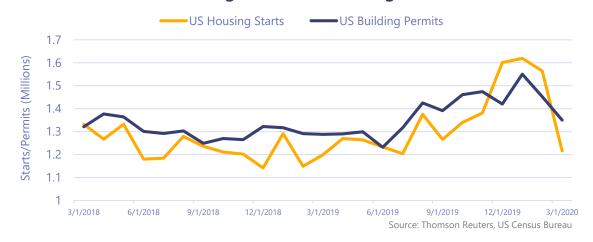
US unemployment figures saw a drastic change from recent months
with unemployment claims of 3,507,000 and 6,648,000 the last two
weeks of March respectively. These numbers both far surpassed the
former record for one week unemployment claims, which was 695,000
in October of 1982



 The MBA Mortgage Refinance Application Index spiked to levels not seen since 2009 this month, reflecting depressed mortgage rates as a result of COVID-19. While the numbers fell after the early weekly readings in the month, the end of March figure of 4,781 still represented a 33.03% increase over the final reading in February

### Macro-Economic Indicators

#### **US Housing Starts/US Building Permits**



 The domestic residential housing market continued to show signs of weakness in the face of COVID-19 uncertainty. Housing starts for March came in at 1,216,000; 22.25% lower than February's number. Building permits were also down substantially with March figures declining 7.02% below February's numbers at 1,350,000

#### **New/Existing Home Sales**



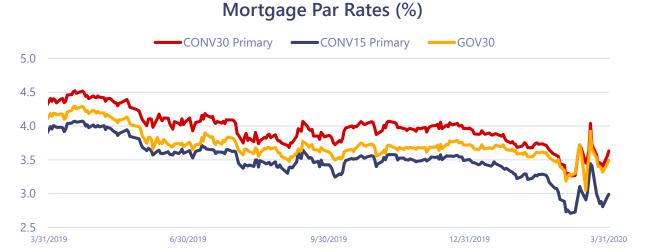
• Similarly, new home sales faltered in March, with new figures coming in at 627,000 which was 15.38% below the number reported in February, and existing home sales reported as 5,270,000 for March reflecting a drop of 8.51% from last month

# Rate History

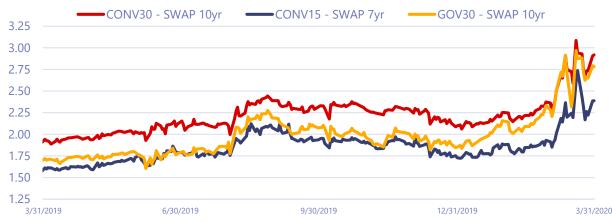
### Summary

- Mortgage rates continued to free fall throughout March as the COVID-19 pandemic reached unprecedented levels and brought the world as we know it to a screeching halt. Conventional government current coupons plummeted, while primary rates ("Par Rates") leveled off due to capacity constraints. The spreads on actual published borrower rates widened in upwards of 50 bps to 75 bps
- Talks of negative rates began to swirl in March as Treasuries and SWAPS reach historical levels. The 10yr SWAP dropped down to .713%, nearly a 33% decrease month over month
- 1-month LIBOR fell 52 bps in March, capping one of the most chaotic and volatile months in history

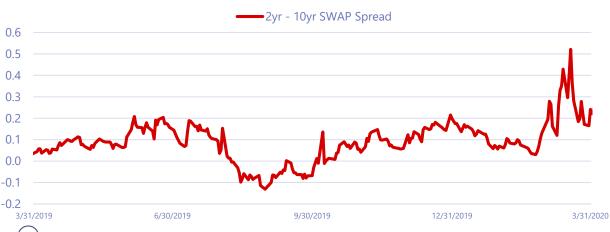
### **Rate History**



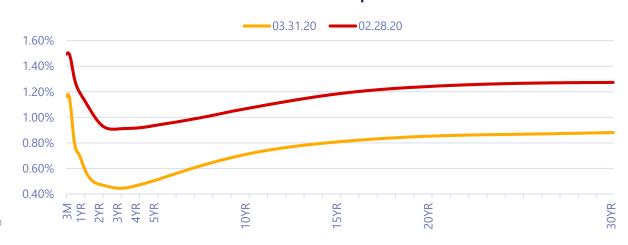
#### Mortgage Par Spread over SWAP Rates (%)



### 2yr and 10yr SWAP Spread



#### **Yield Curve Comparison**





Confidential. PHOENIX use only.

## Rate History (cont.)

#### Primary Rates as of 03/31/2020

| Rate    | 3/31/2020 | 2/28/2020 | 12/31/2019 | 3/29/2019 |
|---------|-----------|-----------|------------|-----------|
| CONV30  | 3.631     | 3.443     | 3.970      | 4.275     |
| CONV15  | 2.990     | 2.916     | 3.504      | 3.858     |
| GOV30   | 3.494     | 3.402     | 3.725      | 4.072     |
| ARM 5/1 | 2.875     | 3.250     | 3.500      | 3.875     |

#### Secondary Rates as of 03/31/2020

| Rate       | 3/31/2020 | 2/28/2020 | 12/31/2019 | 3/29/2019 |
|------------|-----------|-----------|------------|-----------|
| FNMA 30    | 1.581     | 2.143     | 2.720      | 3.125     |
| FNMA 15    | 1.390     | 1.716     | 2.304      | 2.708     |
| GNMA II 30 | 1.444     | 2.002     | 2.425      | 2.922     |
| GNMA II 15 | 1.396     | 1.721     | 2.304      | 2.708     |
| ARM 5/1    | 3.360     | 3.450     | 3.490      | 3.970     |

### Earnings Rates as of 03/31/2020

| Rate       | 3/31/2020 | 2/28/2020 | 12/31/2019 | 3/29/2019 |
|------------|-----------|-----------|------------|-----------|
| 3 MO ED    | 1.159     | 1.494     | 1.846      | 2.617     |
| 6 MO ED    | 0.819     | 1.317     | 1.807      | 2.604     |
| 12 MO ED   | 0.624     | 1.149     | 1.764      | 2.540     |
| 2 YR SWAP  | 0.472     | 0.940     | 1.674      | 2.357     |
| 3 YR SWAP  | 0.445     | 0.910     | 1.663      | 2.282     |
| 5 YR SWAP  | 0.510     | 0.938     | 1.707      | 2.262     |
| 10 YR SWAP | 0.713     | 1.070     | 1.872      | 2.387     |
| 15 YR SWAP | 0.809     | 1.185     | 1.985      | 2.495     |
| 20 YR SWAP | 0.853     | 1.242     | 2.043      | 2.541     |
| 30 YR SWAP | 0.881     | 1.273     | 2.067      | 2.558     |

Source: Thomson Reuters and PHOENIX



# Prepayment Speed Trends

### Summary

- Par rates reversed their recent downward trend and rose slightly over the latter weeks of March, however, total CPRs saw an increase of 35.61% month-over-month
- All products saw an increase in prepayment speeds month-over-month, with conventional fixed 30-year product experiencing the largest monthly increase of 43.42% and VA product experiencing the smallest monthly increase of 20.70%
- All products' prepayment speeds are still at least 50% above their levels compared to March 2019. The conventional 30-year par rate is down ~64 bps and the government 30-year par rate is down ~58 bps yearover-year

## **CPR Summary**

#### SUMMARY TABLES - March 2020

|      | - |    |    |    |    |   |     |   |
|------|---|----|----|----|----|---|-----|---|
| loan | ( | ha | ra | rt | PI | 1 | ςtι | C |

#### **Prepayments**

| Investor      | Avg Orig Bal | WAC  | WAvg Orig FICO | WAvg Orig LTV | WAvg Age | CPR    | 1mo CPR<br>Change% |
|---------------|--------------|------|----------------|---------------|----------|--------|--------------------|
| CONV Fixed 30 | \$222,732    | 4.30 | 749            | 77            | 54       | 22.82% | 43.42%             |
| CONV Fixed 15 | \$176,101    | 3.60 | 757            | 66            | 55       | 14.55% | 24.20%             |
| GNMA Fixed 30 | \$190,230    | 4.07 | 694            | 94            | 53       | 20.86% | 22.61%             |
| GNMA Fixed 15 | \$142,240    | 3.64 | 710            | 83            | 63       | 15.78% | 23.92%             |

| Vintage | Avg Orig Bal | WAC  | WAvg Orig FICO | WAvg Orig LTV | WAvg Age | CPR    | 1mo CPR<br>Change% |
|---------|--------------|------|----------------|---------------|----------|--------|--------------------|
| 2005    | \$138,790    | 5.37 | 693            | 77            | 150      | 11.54% | 18.12%             |
| 2006    | \$144,807    | 5.41 | 685            | 78            | 134      | 10.41% | 12.40%             |
| 2007    | \$153,158    | 5.31 | 681            | 80            | 123      | 10.26% | 10.30%             |
| 2008    | \$146,741    | 5.30 | 684            | 82            | 120      | 11.34% | 15.52%             |
| 2009    | \$165,041    | 4.91 | 726            | 79            | 121      | 14.98% | 17.51%             |
| 2010    | \$173,426    | 4.65 | 737            | 79            | 111      | 15.71% | 24.54%             |
| 2011    | \$172,720    | 4.41 | 742            | 77            | 101      | 15.07% | 21.28%             |
| 2012    | \$201,288    | 3.77 | 749            | 80            | 91       | 13.90% | 32.43%             |
| 2013    | \$191,311    | 3.81 | 743            | 78            | 81       | 13.77% | 29.13%             |
| 2014    | \$181,965    | 4.25 | 733            | 80            | 66       | 19.39% | 32.10%             |
| 2015    | \$211,567    | 3.94 | 736            | 79            | 56       | 20.06% | 39.67%             |
| 2016    | \$232,270    | 3.70 | 737            | 78            | 43       | 19.50% | 46.24%             |
| 2017    | \$225,949    | 4.12 | 732            | 80            | 32       | 26.66% | 42.30%             |
| 2018    | \$221,919    | 4.70 | 730            | 81            | 21       | 37.30% | 29.07%             |
| 2019    | \$261,321    | 4.07 | 736            | 81            | 8        | 26.05% | 47.32%             |

| Tranche         | Avg Orig Bal | WAC  | WAvg Orig FICO | WAvg Orig LTV | WAvg Age | CPR    | 1mo CPR<br>Change% |
|-----------------|--------------|------|----------------|---------------|----------|--------|--------------------|
| 0.0000 - 4.4999 | \$223,191    | 3.81 | 742            | 79            | 49       | 19.29% | 42.70%             |
| 4.5000 - 4.9999 | \$195,084    | 4.67 | 726            | 81            | 51       | 28.67% | 30.33%             |
| 5.0000 - 5.4999 | \$169,614    | 5.16 | 709            | 83            | 68       | 25.36% | 16.84%             |
| 5.5000 - 5.9999 | \$144,720    | 5.66 | 699            | 81            | 100      | 20.84% | 11.98%             |
| 6.0000 - 6.4999 | \$121,563    | 6.16 | 694            | 78            | 145      | 14.10% | 11.66%             |
| 6.5000 - 6.9999 | \$105,970    | 6.65 | 687            | 79            | 164      | 11.74% | 12.30%             |
| 7.0000 - 7.4999 | \$87,317     | 7.14 | 675            | 81            | 186      | 10.70% | 11.97%             |
| 7.5000 - 7.9999 | \$77,949     | 7.63 | 659            | 82            | 203      | 9.50%  | 3.97%              |
| 8.0000 - 8.4999 | \$70,928     | 8.14 | 647            | 82            | 222      | 9.31%  | -0.16%             |
| 8.5000 or more  | \$64,698     | 8.89 | 638            | 82            | 228      | 9.43%  | -15.08%            |

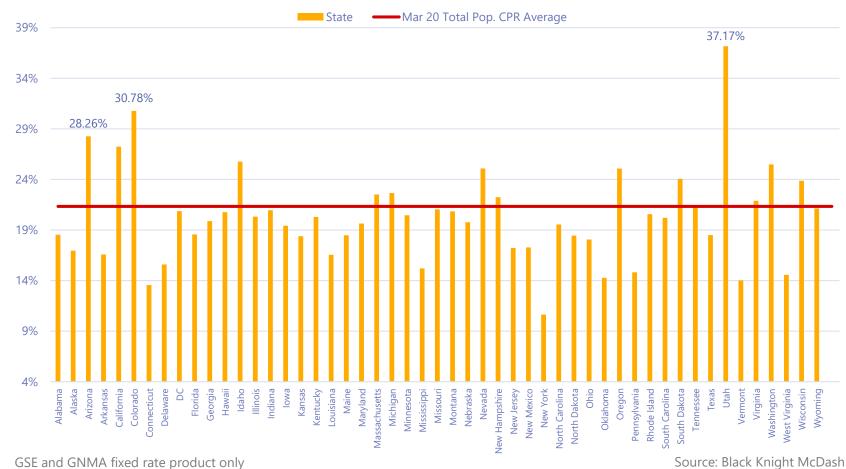
GSE and GNMA fixed rate product only

Source: Black Knight McDash



### **Prepayment Speed Trends**

#### Average CPR by State - March 2020

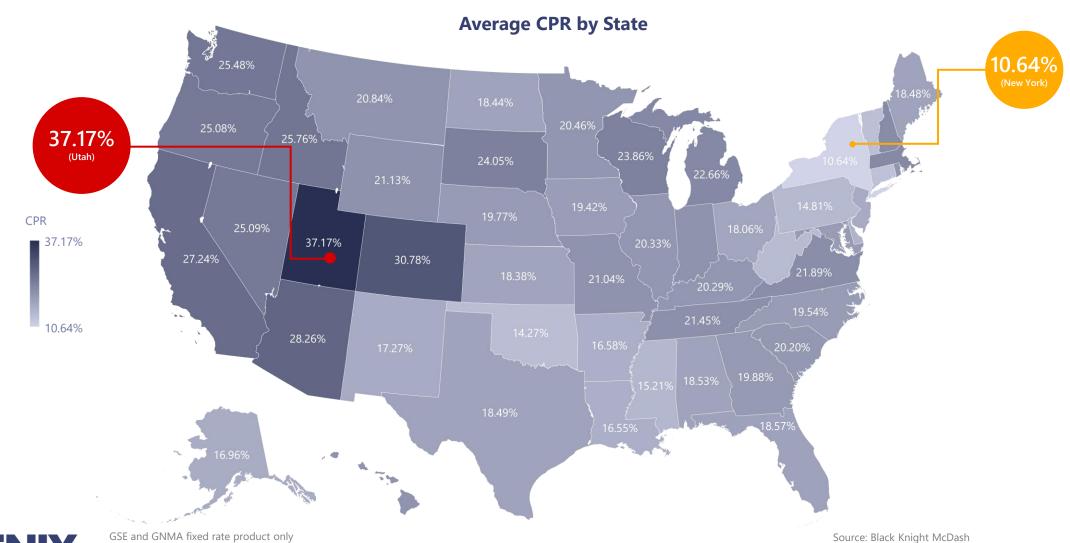




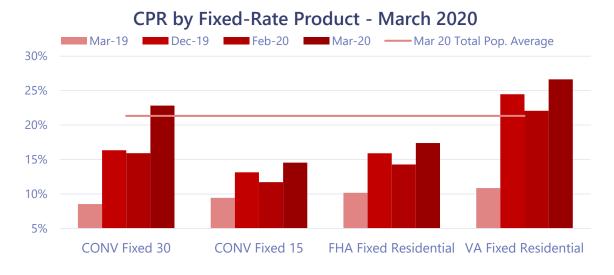
### Analysis

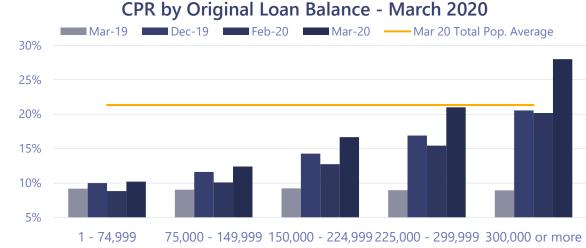
- Utah continues to lead the country in prepayment speeds (37.17% CPR), with New York experiencing the slowest prepayment speeds (10.64% CPR) for March
- Western states (AZ, CO, ID, MT, NM, NV, UT, WY) continue to lead the country in prepayment speeds, while mid-Atlantic states (NJ, NY, PA) experienced the slowest regional prepayment speeds
- All states experienced increased prepayment speeds in March, with half (25) experiencing monthly increases of at least 40%

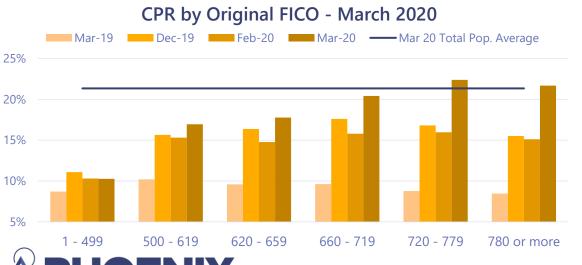
## **Prepayment Speed Trends (cont.)**

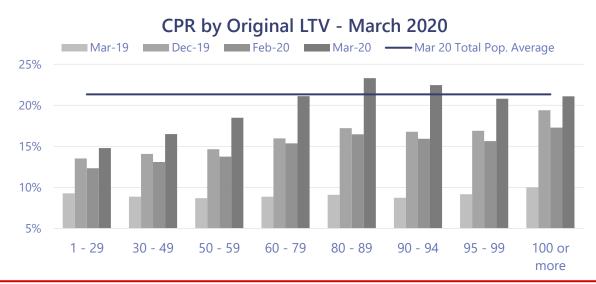


### **Prepayment Speed Trends (cont.)**









# Delinquency Trends

### Summary

- The national delinquency and foreclosure rate increased by 5.87% over last month's level
- Conventional 30-year loans' delinquency and foreclosure rates increased
   13 bps since February 2020, while Conventional 15-year loans'
   delinquency and foreclosure rates increased 5 bps
- Over the month, delinquency rates for FHA and VA fixed-rate loans increased by 33 bps and 31 bps, respectively

Total delinquencies up 5.87%



## **Delinquency Summary**

#### SUMMARY TABLES - March 2020

**Loan Characteristics** 

**Delinquencies** 

| Investor      | Avg Orig Bal | WAC  | WAvg Orig<br>FICO | WAvg Orig LTV | WAvg Age | 30d DQ | 60d DQ | +90d DQ | Total FC | Total DQ &<br>FC | 1mo DQ & FC<br>Change% |
|---------------|--------------|------|-------------------|---------------|----------|--------|--------|---------|----------|------------------|------------------------|
| CONV Fixed 30 | \$222,732    | 4.30 | 749               | 77            | 54       | 1.30%  | 0.29%  | 0.38%   | 0.21%    | 2.18%            | 6.60%                  |
| CONV Fixed 15 | \$176,101    | 3.60 | 757               | 66            | 55       | 0.57%  | 0.09%  | 0.10%   | 0.04%    | 0.80%            | 6.26%                  |
| GNMA Fixed 30 | \$190,230    | 4.07 | 694               | 94            | 53       | 4.35%  | 1.05%  | 0.82%   | 0.42%    | 6.64%            | 5.75%                  |
| GNMA Fixed 15 | \$142,240    | 3.64 | 710               | 83            | 63       | 1.56%  | 0.32%  | 0.23%   | 0.11%    | 2.22%            | 8.71%                  |

| Vintage | Avg Orig Bal | WAC  | WAvg Orig<br>FICO | WAvg Orig LTV | WAvg Age | 30d DQ | 60d DQ | +90d DQ | Total FC | Total DQ &<br>FC | 1mo DQ & FC<br>Change% |
|---------|--------------|------|-------------------|---------------|----------|--------|--------|---------|----------|------------------|------------------------|
| 2005    | \$138,790    | 5.37 | 693               | 77            | 150      | 5.73%  | 1.65%  | 1.79%   | 1.39%    | 10.56%           | 2.57%                  |
| 2006    | \$144,807    | 5.41 | 685               | 78            | 134      | 6.87%  | 2.18%  | 2.55%   | 2.09%    | 13.69%           | 2.91%                  |
| 2007    | \$153,158    | 5.31 | 681               | 80            | 123      | 7.27%  | 2.36%  | 2.87%   | 2.42%    | 14.91%           | 3.41%                  |
| 2008    | \$146,741    | 5.30 | 684               | 82            | 120      | 7.26%  | 2.04%  | 1.96%   | 1.68%    | 12.94%           | 4.30%                  |
| 2009    | \$165,041    | 4.91 | 726               | 79            | 121      | 3.51%  | 0.88%  | 0.72%   | 0.42%    | 5.53%            | 4.03%                  |
| 2010    | \$173,426    | 4.65 | 737               | 79            | 111      | 2.50%  | 0.58%  | 0.47%   | 0.26%    | 3.81%            | 4.70%                  |
| 2011    | \$172,720    | 4.41 | 742               | 77            | 101      | 2.07%  | 0.49%  | 0.40%   | 0.20%    | 3.15%            | 4.96%                  |
| 2012    | \$201,288    | 3.77 | 749               | 80            | 91       | 1.30%  | 0.28%  | 0.24%   | 0.12%    | 1.93%            | 5.57%                  |
| 2013    | \$191,311    | 3.81 | 743               | 78            | 81       | 1.54%  | 0.33%  | 0.32%   | 0.16%    | 2.35%            | 4.67%                  |
| 2014    | \$181,965    | 4.25 | 733               | 80            | 66       | 2.35%  | 0.57%  | 0.57%   | 0.27%    | 3.75%            | 5.19%                  |
| 2015    | \$211,567    | 3.94 | 736               | 79            | 56       | 2.07%  | 0.48%  | 0.51%   | 0.21%    | 3.27%            | 5.80%                  |
| 2016    | \$232,270    | 3.70 | 737               | 78            | 43       | 1.89%  | 0.43%  | 0.47%   | 0.21%    | 3.00%            | 6.91%                  |
| 2017    | \$225,949    | 4.12 | 732               | 80            | 32       | 2.19%  | 0.49%  | 0.54%   | 0.23%    | 3.45%            | 7.92%                  |
| 2018    | \$221,919    | 4.70 | 730               | 81            | 21       | 2.38%  | 0.56%  | 0.60%   | 0.25%    | 3.79%            | 11.04%                 |
| 2019    | \$261,321    | 4.07 | 736               | 81            | 8        | 1.31%  | 0.21%  | 0.13%   | 0.05%    | 1.70%            | 21.43%                 |

| Tranche         | Avg Orig Bal | WAC  | WAvg Orig<br>FICO | WAvg Orig LTV | WAvg Age | 30d DQ | 60d DQ | +90d DQ | Total FC | Total DQ &<br>FC | 1mo DQ & FC<br>Change% |
|-----------------|--------------|------|-------------------|---------------|----------|--------|--------|---------|----------|------------------|------------------------|
| 0.0000 - 4.4999 | \$223,191    | 3.81 | 742               | 79            | 49       | 1.61%  | 0.35%  | 0.35%   | 0.18%    | 2.49%            | 6.36%                  |
| 4.5000 - 4.9999 | \$195,084    | 4.67 | 726               | 81            | 51       | 2.58%  | 0.61%  | 0.60%   | 0.28%    | 4.07%            | 7.44%                  |
| 5.0000 - 5.4999 | \$169,614    | 5.16 | 709               | 83            | 68       | 3.72%  | 0.91%  | 0.88%   | 0.43%    | 5.93%            | 6.59%                  |
| 5.5000 - 5.9999 | \$144,720    | 5.66 | 699               | 81            | 100      | 4.43%  | 1.11%  | 1.08%   | 0.61%    | 7.23%            | 4.90%                  |
| 6.0000 - 6.4999 | \$121,563    | 6.16 | 694               | 78            | 145      | 4.98%  | 1.25%  | 1.24%   | 0.95%    | 8.42%            | 3.14%                  |
| 6.5000 - 6.9999 | \$105,970    | 6.65 | 687               | 79            | 164      | 5.58%  | 1.42%  | 1.36%   | 1.34%    | 9.70%            | 2.64%                  |
| 7.0000 - 7.4999 | \$87,317     | 7.14 | 675               | 81            | 186      | 6.33%  | 1.59%  | 1.68%   | 1.86%    | 11.45%           | 4.25%                  |
| 7.5000 - 7.9999 | \$77,949     | 7.63 | 659               | 82            | 203      | 6.30%  | 1.78%  | 1.96%   | 2.05%    | 12.09%           | 2.96%                  |
| 8.0000 - 8.4999 | \$70,928     | 8.14 | 647               | 82            | 222      | 6.54%  | 1.95%  | 2.13%   | 2.23%    | 12.85%           | 2.99%                  |
| 8.5000 or more  | \$64,698     | 8.89 | 638               | 82            | 228      | 7.23%  | 2.10%  | 2.47%   | 2.49%    | 14.28%           | 1.82%                  |

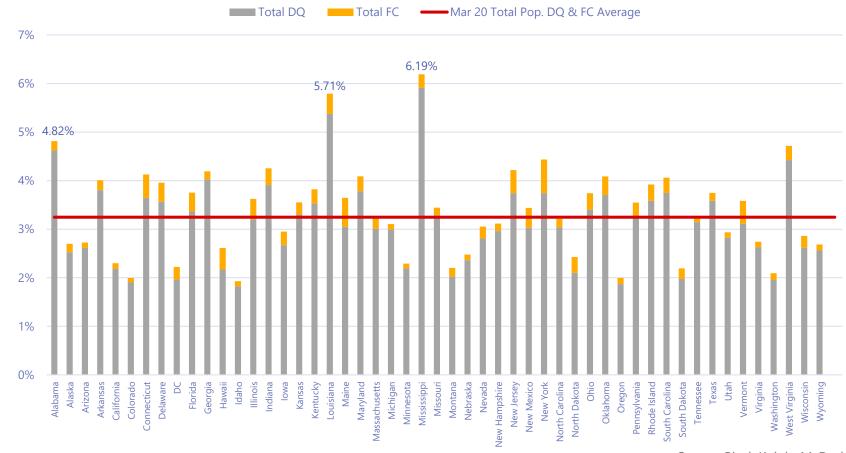
GSE and GNMA fixed rate product only

Source: Black Knight McDash



### **Delinquency Trends**

#### Average Delinquency and Foreclosure by State - March 2020



GSE and GNMA fixed rate product only

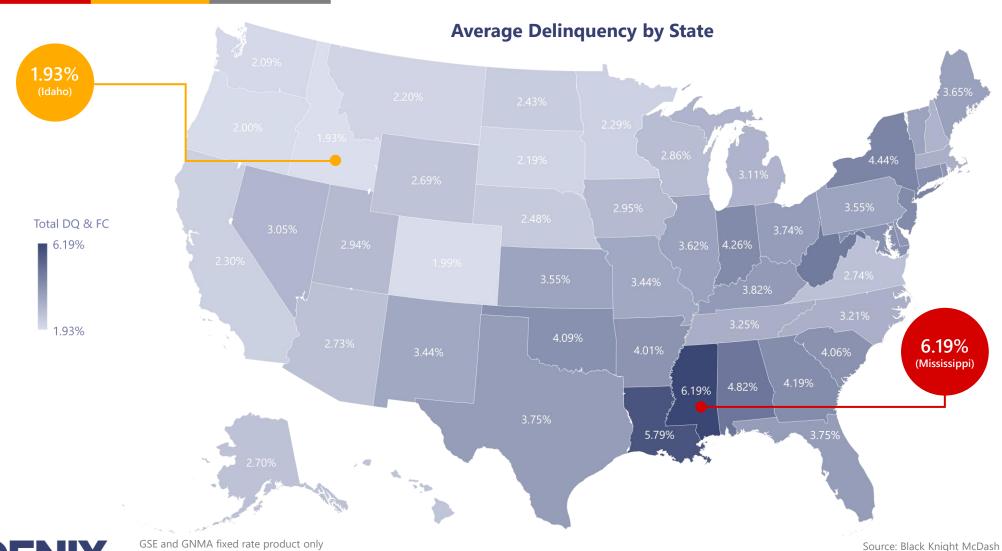
Source: Black Knight McDash

### Analysis

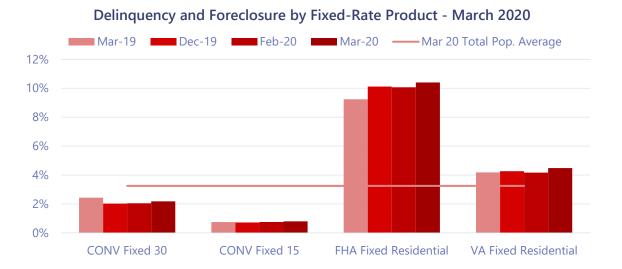
- Delinquency and foreclosure rates in last month's best-performing state, Idaho, continued the nation's upward trend and moved up 11 bps from last month to 1.93%
- With 6.19% delinquency and foreclosure rates, Mississippi is the nation's most-delinquent state. This level is an increase from last month's result of 5.84%
- Average delinquency and foreclosure have increased on a national level from 3.07% in February up to 3.25% in March



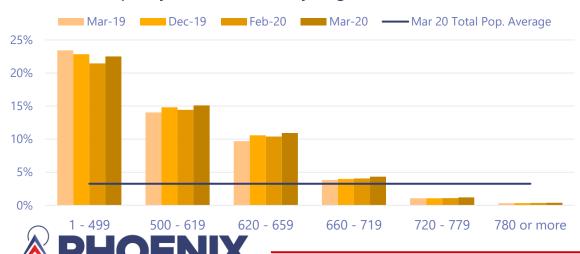
## **Delinquency Trends (cont.)**



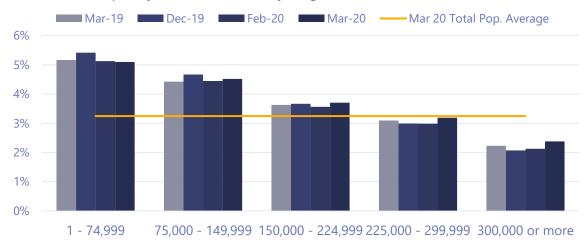
### **Delinquency Trends (cont.)**



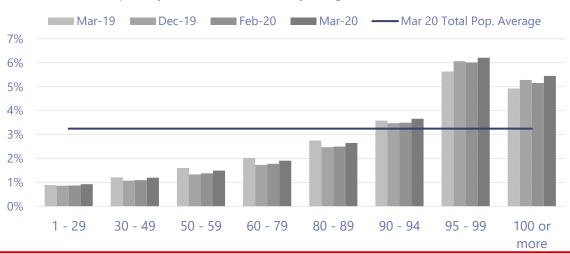
#### Delinquency and Foreclosure by Original FICO - March 2020



#### Delinquency and Foreclosure by Original Loan Balance - March 2020



#### Delinquency and Foreclosure by Original LTV - March 2020



# **Tables**

### **State Summary**

Loan Characteristics

### **Prepayment and Delinquency**

SUMMARY TABLES - March 2020

Delinquencies

Prepayments

|                        | Loan          | Characte | eristics       |               |          |        | Prepayments     |            |        |        |         | Delinquei | ncies         |                     |              |
|------------------------|---------------|----------|----------------|---------------|----------|--------|-----------------|------------|--------|--------|---------|-----------|---------------|---------------------|--------------|
| State                  | WAvg Orig Bal | WAC      | WAvg Orig FICO | WAvg Orig LTV | WAvg Age | CPR    | 1mo CPR Change% | CPR Factor | 30d DQ | 60d DQ | +90d DQ | Total FC  | Total DQ & FC | 1mo DQ & FC Change% | DQ Factor    |
| National               | \$204,635     | 4.15     | 735            | 80            | 54       | 21.33% | 35.61%          | 100.00%    | 2.06%  | 0.47%  | 0.47%   | 0.25%     | 3.25%         | 5.87%               | 100.00%      |
| Alabama                | \$158,053     | 4.19     | 726            | 85            | 59       | 18.53% | 41.89%          | 86.86%     | 3.07%  | 0.73%  | 0.83%   | 0.20%     | 4.82%         | 3.97%               | 148.25%      |
| Alaska                 | \$250,033     | 3.96     | 732            | 85            | 59       | 16.96% | 39.23%          | 79.51%     | 1.70%  | 0.46%  | 0.36%   | 0.17%     | 2.70%         | 11.99%              | 83.13%       |
| Arizona                | \$191,887     | 4.22     | 734            | 83            | 45       | 28.26% | 28.76%          | 132.47%    | 1.86%  | 0.41%  | 0.34%   | 0.11%     | 2.73%         | 3.34%               | 83.90%       |
| Arkansas               | \$141,533     | 4.15     | 728            | 84            | 60       | 16.58% | 42.72%          | 77.71%     | 2.45%  | 0.64%  | 0.71%   | 0.20%     | 4.01%         | -3.49%              | 123.40%      |
| California             | \$291,335     | 4.08     | 743            | 72            | 50       | 27.24% | 30.42%          | 127.68%    | 1.57%  | 0.32%  | 0.29%   | 0.12%     | 2.30%         | 8.70%               | 70.78%       |
| Colorado               | \$244,899     | 4.06     | 744            | 77            | 45       | 30.78% | 32.15%          | 144.27%    | 1.33%  | 0.29%  | 0.28%   | 0.09%     | 1.99%         | 5.17%               | 61.39%       |
| Connecticut            | \$216,600     | 4.18     | 735            | 80            | 63       | 13.56% | 47.56%          | 63.55%     | 2.48%  | 0.57%  | 0.59%   | 0.48%     | 4.13%         | 5.15%               | 127.06%      |
| Delaware               | \$204,754     | 4.19     | 733            | 82            | 59       | 15.59% | 28.48%          | 73.06%     | 2.38%  | 0.59%  | 0.60%   | 0.39%     | 3.96%         | 1.96%               | 121.86%      |
| DC                     | \$327,199     | 4.09     | 751            | 72            | 55       | 20.87% | 36.57%          | 97.83%     | 1.34%  | 0.31%  | 0.31%   | 0.26%     | 2.22%         | 6.16%               | 68.41%       |
| Florida                | \$186,008     | 4.28     | 728            | 83            | 51       | 18.57% | 27.31%          | 87.04%     | 2.34%  | 0.52%  | 0.51%   | 0.39%     | 3.75%         | 8.87%               | 115.58%      |
| Georgia                | \$177,119     | 4.19     | 726            | 84            | 56       | 19.88% | 34.07%          | 93.18%     | 2.72%  | 0.67%  | 0.64%   | 0.17%     | 4.19%         | 7.40%               | 129.06%      |
| Hawaii                 | \$362,634     | 4.03     | 746            | 75            | 56       | 20.77% | 27.04%          | 97.35%     | 1.43%  | 0.33%  | 0.41%   | 0.44%     | 2.61%         | 6.74%               | 80.42%       |
| Idaho                  | \$186,157     | 4.14     | 740            | 80            | 49       | 25.76% | 34.55%          | 120.73%    | 1.34%  | 0.25%  | 0.23%   | 0.11%     | 1.93%         | 6.05%               | 59.36%       |
| Illinois               | \$182,961     | 4.16     | 735            | 82            | 58       | 20.33% | 56.08%          | 95.27%     | 2.09%  | 0.54%  | 0.58%   | 0.42%     | 3.62%         | 2.93%               | 111.58%      |
| Indiana                | \$136,523     | 4.26     | 720            | 85            | 56       | 20.95% | 38.89%          | 98.22%     | 2.60%  | 0.66%  | 0.65%   | 0.35%     | 4.26%         | -2.79%              | 131.00%      |
| Iowa                   | \$147,536     | 4.03     | 739            | 82            | 56       | 19.42% | 70.74%          | 91.04%     | 1.80%  | 0.44%  | 0.43%   | 0.28%     | 2.95%         | -3.91%              | 90.86%       |
| Kansas                 | \$151,406     | 4.13     | 732            | 84            | 56       | 18.38% | 41.40%          | 86.16%     | 2.26%  | 0.53%  | 0.52%   | 0.25%     | 3.55%         | 3.95%               | 109.39%      |
| Kentucky               | \$149,000     | 4.16     | 727            | 83            | 56       | 20.29% | 43.83%          | 95.12%     | 2.41%  | 0.55%  | 0.57%   | 0.30%     | 3.82%         | 2.17%               | 117.67%      |
| Louisiana              | \$169,052     | 4.22     | 721            | 83            | 57       | 16.55% | 44.76%          | 77.57%     | 3.63%  | 0.86%  | 0.89%   | 0.41%     | 5.79%         | 8.63%               | 178.33%      |
| Maine                  | \$182,412     | 4.17     | 732            | 81            | 56       | 18.48% | 42.19%          | 86.61%     | 2.21%  | 0.43%  | 0.41%   | 0.60%     | 3.65%         | 5.53%               | 112.25%      |
| Maryland               | \$249,039     | 4.10     | 731            | 82            | 59       | 19.64% | 42.71%          | 92.06%     | 2.54%  | 0.61%  | 0.63%   | 0.31%     | 4.09%         | 4.79%               | 125.89%      |
| Massachusetts          | \$262,713     | 4.05     | 740            | 75            | 54       | 22.51% | 54.10%          | 105.51%    | 2.05%  | 0.47%  | 0.49%   | 0.22%     | 3.23%         | 2.31%               | 99.38%       |
| Michigan               | \$147,262     | 4.22     | 733            | 83            | 57       | 22.66% | 39.28%          | 106.20%    | 2.04%  | 0.48%  | 0.47%   | 0.11%     | 3.11%         | 2.07%               | 95.60%       |
| Minnesota              | \$194,148     | 4.08     | 745            | 82            | 54       | 20.46% | 59.69%          | 95.88%     | 1.49%  | 0.36%  | 0.34%   | 0.10%     | 2.29%         | -0.39%              | 70.54%       |
| Mississippi            | \$151,165     | 4.21     | 717            | 85            | 57       | 15.21% | 32.99%          | 71.27%     | 3.91%  | 0.98%  | 1.02%   | 0.28%     | 6.19%         | 5.96%               | 190.61%      |
| Missouri               | \$150,666     | 4.15     | 733            | 83            | 54       | 21.04% | 49.94%          | 98.63%     | 2.24%  | 0.54%  | 0.51%   | 0.16%     | 3.44%         | 4.14%               | 106.03%      |
| Montana                | \$193,331     | 4.07     | 745            | 78            | 53       | 20.84% | 44.81%          | 97.68%     | 1.42%  | 0.31%  | 0.30%   | 0.18%     | 2.20%         | 6.43%               | 67.80%       |
| Nebraska               | \$150,874     | 4.02     | 740            | 83            | 53       | 19.77% | 56.99%          | 92.65%     | 1.60%  | 0.39%  | 0.38%   | 0.12%     | 2.48%         | -1.63%              | 76.29%       |
| Nevada                 | \$208,636     | 4.28     | 730            | 84            | 44       | 25.09% | 25.11%          | 117.58%    | 1.91%  | 0.43%  | 0.48%   | 0.25%     | 3.05%         | 11.30%              | 94.00%       |
| New Hampshire          | \$210,634     | 4.12     | 736            | 81            | 55       | 22.25% | 55.15%          | 104.28%    | 2.08%  | 0.46%  | 0.42%   | 0.16%     | 3.12%         | 5.95%               | 95.94%       |
| New Jersey             | \$244,630     | 4.16     | 736            | 78            | 60       | 17.22% | 33.05%          | 80.72%     | 2.47%  | 0.59%  | 0.68%   | 0.48%     | 4.22%         | 7.06%               | 129.86%      |
| New Mexico             | \$167,546     | 4.27     | 731            | 82            | 64       | 17.27% | 31.03%          | 80.97%     | 2.14%  | 0.48%  | 0.41%   | 0.41%     | 3.44%         | 6.18%               | 105.85%      |
| New York               | \$236,770     | 4.26     | 738            | 74            | 65       | 10.64% | 11.70%          | 49.85%     | 2.57%  | 0.56%  | 0.62%   | 0.69%     | 4.44%         | 12.59%              | 136.58%      |
| North Carolina         | \$177,826     | 4.15     | 734            | 82            | 54       | 19.54% | 31.52%          | 91.60%     | 2.05%  | 0.50%  | 0.48%   | 0.18%     | 3.21%         | 4.38%               | 98.95%       |
| North Dakota           | \$186,413     | 3.92     | 743            | 81            | 51       | 18.44% | 48.36%          | 86.45%     | 1.43%  | 0.29%  | 0.39%   | 0.33%     | 2.43%         | 8.88%               | 74.72%       |
| Ohio                   | \$139,278     | 4.24     | 725            | 85            | 59       | 18.06% | 43.86%          | 84.66%     | 2.30%  | 0.56%  | 0.54%   | 0.34%     | 3.74%         | 0.70%               | 115.18%      |
| Oklahoma               | \$146,599     | 4.25     | 725            | 85            | 58       | 14.27% | 33.21%          | 66.90%     | 2.54%  | 0.61%  | 0.55%   | 0.38%     | 4.09%         | 2.95%               | 125.86%      |
| Oregon                 | \$223,171     | 4.16     | 745            | 78            | 51       | 25.08% | 34.74%          | 117.54%    | 1.30%  | 0.28%  | 0.29%   | 0.13%     | 2.00%         | 6.28%               | 61.48%       |
| Pennsylvania           | \$172,711     | 4.16     | 735            | 81            | 61       | 14.81% | 40.47%          | 69.43%     | 2.19%  | 0.53%  | 0.51%   | 0.32%     | 3.55%         | 2.13%               | 109.27%      |
| Rhode Island           | \$206,897     | 4.16     | 734            | 81            | 57       | 20.57% | 52.96%          | 96.41%     | 2.39%  | 0.59%  | 0.61%   | 0.34%     | 3.92%         | 0.69%               | 120.75%      |
| South Carolina         | \$172,820     | 4.19     | 728            | 83            | 54       | 20.20% | 33.99%          | 94.70%     | 2.55%  | 0.62%  | 0.58%   | 0.32%     | 4.06%         | 6.42%               | 125.03%      |
| South Dakota           | \$169,847     | 3.93     | 745            | 82            | 50       | 24.05% | 71.39%          | 112.74%    | 1.33%  | 0.34%  | 0.31%   | 0.22%     | 2.19%         | -1.92%              | 67.52%       |
| Tennessee              | \$172,802     | 4.14     | 731            | 82            | 52       | 21.45% | 37.25%          | 100.54%    | 2.15%  | 0.48%  | 0.52%   | 0.10%     | 3.25%         | 7.98%               | 100.03%      |
| Texas                  | \$182,578     | 4.22     | 726            | 82            | 51       | 18.49% | 29.62%          | 86.67%     | 2.49%  | 0.58%  | 0.52%   | 0.16%     | 3.75%         | 5.79%               | 115.39%      |
| Utah                   | \$227,689     | 4.10     | 736            | 82            | 43       | 37.17% | 51.02%          | 174.24%    | 1.95%  | 0.45%  | 0.43%   | 0.11%     | 2.94%         | 7.74%               | 90.39%       |
| Vermont                | \$184,541     | 4.18     | 740            | 78            | 60       | 14.01% | 27.94%          | 65.65%     | 2.19%  | 0.48%  | 0.44%   | 0.47%     | 3.58%         | 3.17%               | 110.31%      |
| Virginia               | \$244,126     | 4.04     | 738            | 81            | 56       | 21.89% | 42.56%          | 102.59%    | 1.78%  | 0.42%  | 0.42%   | 0.12%     | 2.74%         | 7.03%               | 84.42%       |
| Washington             | \$248,305     | 4.13     | 739            | 79            | 48       | 25.48% | 34.79%          | 119.45%    | 1.38%  | 0.27%  | 0.30%   | 0.14%     | 2.09%         | 8.33%               | 64.44%       |
| West Virginia          | \$147,536     | 4.24     | 719            | 85            | 62       | 14.56% | 33.41%          | 68.27%     | 3.16%  | 0.67%  | 0.60%   | 0.29%     | 4.72%         | -3.24%              | 145.20%      |
| Wisconsin              | \$164,188     | 4.13     | 737            | 82            | 56       | 23.86% | 45.40%          | 111.85%    | 1.76%  | 0.44%  | 0.42%   | 0.24%     | 2.86%         | 3.92%               | 88.08%       |
| Wyoming                | \$199,207     | 4.05     | 735            | 82            | 52       | 21.13% | 45.77%          | 99.03%     | 1.74%  | 0.46%  | 0.37%   | 0.12%     | 2.69%         | 4.03%               | 82.67%       |
| GSE and GNIMA fixed ra |               |          |                |               |          |        |                 |            |        |        |         |           |               | Course Plack V      | night McDach |

GSE and GNMA fixed rate product only

Source: Black Knight McDash



Important Disclaimer: The material in this document has been prepared by PHOENIX based on information available to it from third-party sources and contains general information about mortgage rates current as of the date of this document. This information was compiled from sources believed to be reliable for informational purposes only. This information should not be considered as advice or a recommendation in relation to defining mortgage rates, holding, purchasing or selling financial products or instruments and does not take into account your particular mortgage production or particular investment or financial objectives, situations or needs. We do not guarantee the accuracy of this information or any results and further assume no responsibility or liability for any loss/damage suffered or incurred by you or any other person/entity, however caused, relating in any way to reliance upon the information in this document.

For questions about this report, or to receive more information about services offered by PHOENIX, please contact <u>analytics@phoenixtma.com</u>.

