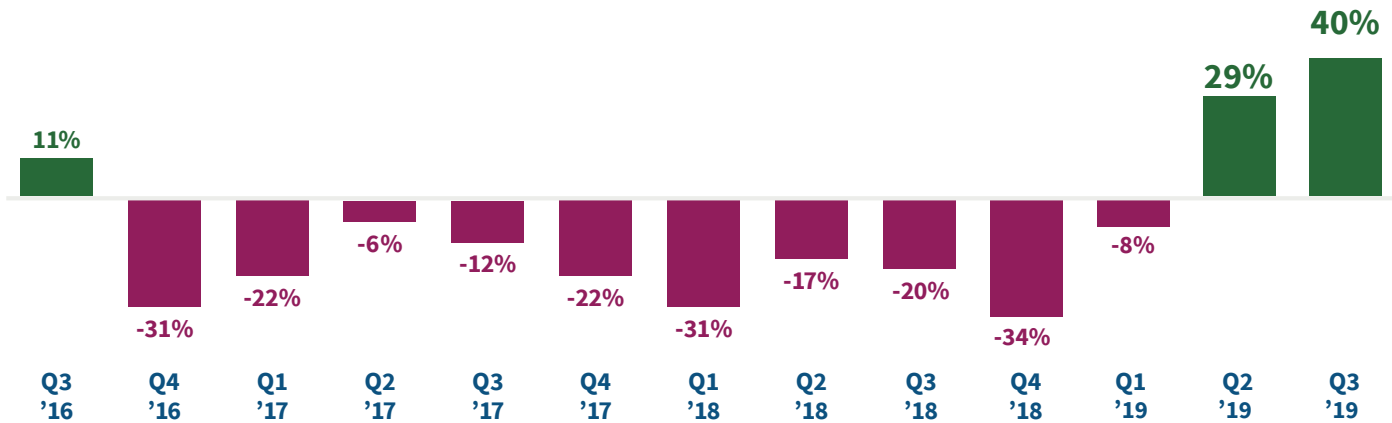




### Mortgage lenders' profit margin outlook up on surging refinance demand

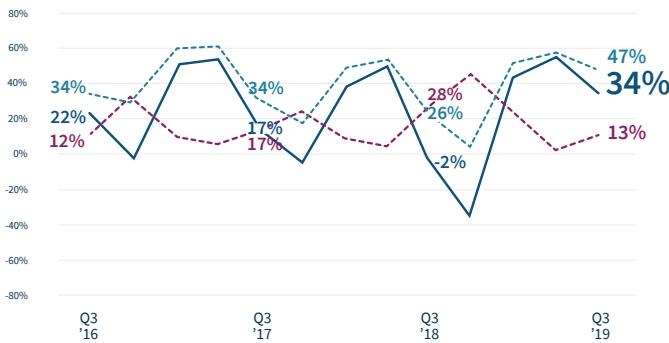
As part of our quarterly **Mortgage Lender Sentiment Survey®**, our economists surveyed senior executives of lending institutions to assess their views and outlooks across a variety of issues related to the mortgage market. Among their findings: The net profit margin outlook for lenders **hit a survey high in the third quarter** due to a combination of consumer demand — particularly among refinance mortgages — and improved operational efficiency. For refinance mortgages, the net share of lenders reporting demand growth over both the **prior** three months and the **next** three months continued its upward trend and reached new survey highs.



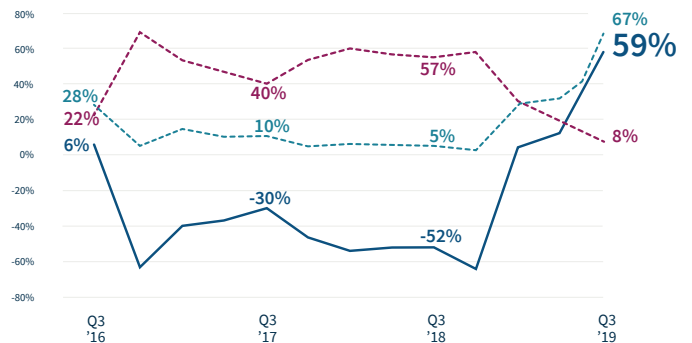
Net increase percentage = % of lenders saying increase - % of lenders saying decrease

If positive, more lenders than not are optimistic about future profit margins. If negative, more lenders than not are pessimistic about future profit margins.

#### Purchase Demand Expectations



#### Refinance Demand Expectations



Note: GSE-eligible mortgages only

--- Up    --- Down    — Net Up +

Hear more from [our research team](#), or read the [full findings of our survey](#).

Led by Senior Vice President and Chief Economist Doug Duncan, our **Economic & Strategic Research (ESR) Group** studies current data, analyzes historical and emerging trends, and conducts surveys of consumer and mortgage lender groups to provide forecasts and analyses on the economy, housing, and mortgage markets.