



## Roland Wilcox

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## Ellie Mae Points to Microscopic Sign of Credit Easing

It was only one point but the average FICO score on closed loans did decrease slightly in August to 724, the **lowest average score** since February 2014. That score was, in fact, lower by two points than the average for all of last year and was down from an average of 731 at the beginning of this year.

Ellie Mae's *Origination Insight Report* also showed that refinancing took only a **37 percent market share** in August compared to 59 percent six months earlier. Refinancing had a 48 percent share of conventional loans, three points more than in July, but a mere 18 percent of those originated for FHA. VA loans fell between the two at 26 percent.

"As we usher in fall, credit scores dropped to their lowest level since February 2014 and we saw a small rise in refinances as a percentage of closed loans," said Jonathan Corr, president and CEO of Ellie Mae. "We also continue to see modest improvements in credit availability."

The pull-through or **closing rate** for all loans was 66 percent for the second month in a row, tied for the highest since Ellie Mae began tracking that data in August 2011. Purchase loans closed at a 70.8 percent rate and refinances at 59.2 percent. FHA refis had a much lower rate - 45.4 percent.

It took an average of **47 days to close** a loan in August, 50 days for a refinance and 45 days for a purchase mortgage. Closing days were fairly consistent across loan types.

The *Origination Insight Report* mines its application data from a sampling of approximately 66 percent of all mortgage applications that were initiated on Ellie Mae's mortgage management system. The company calculates the closing rate by reviewing a sample of applications initiated 90 days earlier, i.e. the May applications.

## National Average Mortgage Rates



	Rate	Change	Points
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### Mortgage News Daily

30 Yr. Fixed	6.87%	-0.02	0.00
15 Yr. Fixed	6.32%	-0.01	0.00
30 Yr. FHA	6.33%	0.00	0.00
30 Yr. Jumbo	7.05%	0.00	0.00
5/1 ARM	6.59%	+0.01	0.00

### Freddie Mac

30 Yr. Fixed	6.77%	-0.09	0.00
15 Yr. Fixed	6.05%	-0.11	0.00

### Mortgage Bankers Assoc.

30 Yr. Fixed	7.00%	-0.03	0.60
15 Yr. Fixed	6.63%	+0.07	0.61
30 Yr. FHA	6.87%	-0.03	0.92
30 Yr. Jumbo	7.13%	+0.02	0.38
5/1 ARM	6.22%	-0.16	0.60

Rates as of: 7/23

## Recent Housing Data

		Value	Change
Mortgage Apps	Jul 10	206.1	-0.19%
Building Permits	Mar	1.46M	-3.95%
Housing Starts	Mar	1.32M	-13.15%
New Home Sales	Mar	693K	+4.68%
Pending Home Sales	Feb	75.6	+1.75%
Existing Home Sales	Feb	3.97M	-0.75%

## Expert advice, exceptional customer service

	Value	Change
Builder Confidence	Mar 51	+6.25%

I am a seasoned Mortgage Broker with over 20 years of experience and a proven track record of closing loans in a timely manner. My goal is to provide clients throughout California with the best possible financing solutions by leveraging my experience and extensive network of lending partners. My professional background includes managerial positions at EarthLink and Mattel.

Previously I was a professional musician in Los Angeles having worked on numerous studio sessions and with Doc Severinsen and The Tonight Show Band. I have an MBA from the University of Southern California and a Bachelor's Degree from the Eastman School of Music in Rochester, NY.

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