

WHAT IT TOOK TO GET A MORTGAGE IN 2012

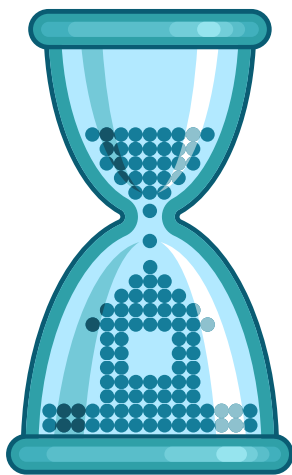
AVERAGE Interest Rate
3.90%

BASED ON 30-YEAR NOTE



AVERAGE TIME TO CLOSE

48 DAYS



PURPOSE

REFINANCE **69%**

PURCHASE **31%**



21%

AVERAGE DOWN PAYMENT

DEBT TO INCOME

HOUSE PAYMENT **23%**

TOTAL DEBT **34%**



APPROVED!



CREDIT SCORE



ROUGHLY 37% OF 200 MILLION AMERICANS HAVE CREDIT SCORES TO MEET OR EXCEED A CREDIT SCORE OF 748.

(SOURCE: FICO)

In 2012, the total volume of mortgages that ran through Ellie Mae's Encompass360 mortgage management software was approximately three million loan applications, or 20% of all U.S. mortgage originations. The *Origination Insight Report* mines its application data from a robust sampling of approximately 33% of all mortgage applications that were initiated on the Encompass origination platform.