

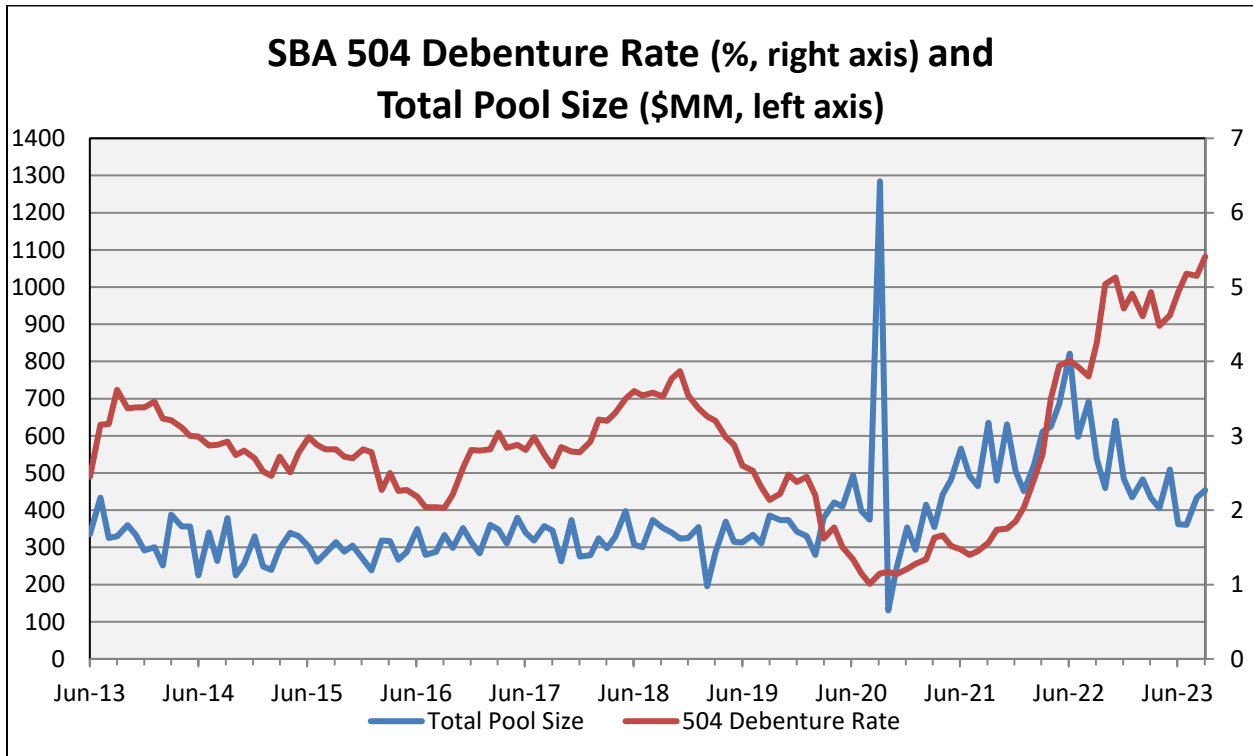
FY2023 Issuance Summary

FY2023 shows the effect of a 525 bps increase in the cost of money as the Federal Reserve Bank raised rates eleven times to drive down inflation. It is natural for denture rates to increase and issuance to decrease, but a comparative match to FY2022 is skewed by that year's record activity. FY2020 data has been added to illustrate that FY2023 activity closely matched the pre-pandemic fiscal year of 2020.

Also, of interest is how this year's volume was the result of 843 fewer loans from that earlier period because average loan size has increased to \$1,083,626.

Category	FY2023	FY2022	FY2020
25 year %	4.90%	3.0%	1.68%
25 year Spread	116 bps	64 bps	65 bps
Total Loans	5,819	8,310	6,662
Total Issuance	\$5.459B	\$7.157B	\$5.461B
Approved Loans	\$6.419B	\$9.208B	\$5,826B

This chart shows how issuance bottomed out at \$361MM in June 2023 at a rate of 4.93% as the Fed continued its rate increases that pushed the September 2023 debenture rate to 5.41%, the highest rate of its five-year history.



Debt Refinance

Though Debt Refinance amounts declined in FY2023 its percentage of sales volume is up sharply from the pre-pandemic period and represents a greater percentage of monthly sale volume. Like all comparisons to FY2022 we are at lower levels but continue to show growth historically.

Period	\$ Amount of Loans	% of Sales
FY2023	\$381,584,000	7.0%
FY2022	\$882,714,000	12.3%
FY2020	\$258,588,000	4.6%