SECONDARY MARKETING AND HEDGING REVIEW

You don't need a trading background to oversee secondary marketing. You need the right answers.

> *"We implemented your recommendations on hedging and our pick-up is averaging 48 bps, and that's on $3.5 billion last year!"*
>
> MARK YOUNG, MORTGAGE SERVICES III

We review the policies, reporting, people, and systems behind your hedge results and gain on sale and tell you plainly what is working and what is costing you money. We build on your **most recent internal audit** rather than repeat it and draw on **dozens of secondary reviews** to compare your practices to the most profitable mortgage banks.

About $780,000 **a year in avoidable trade costs.** A $2.5 billion lender wasn't using assignment of trade (AOT) and was giving up 1/32 on every trade. That is the kind of finding we built this review to catch.

WHAT WE EXAMINE

1. **Performance against expectations.** Hedge results, gain on sale, pull-through, and fallout against senior management's goals.
2. **Best execution.** Loan sale options, including whether to retain or sell servicing.
3. **Pricing margins and leakage.** Target margins, budget-to-actual variances, concessions, extensions, and cure costs.
4. **Lock desk and policy enforcement.** IRR and lock policies, extensions, relocks, pull-through tracking, and data integrity.
5. **Hedge advisor, systems, and shipping.** Advisor oversight, daily reports, pricing platforms, and dwell times.

AUDIENCE ONE
Ownership and the CEO
Clear visibility into the numbers, risks, and controls that drive secondary results.

AUDIENCE TWO
Your secondary marketing team
Specific, prioritized changes with clear owners, not generic findings.

AUDIENCE THREE
Your CFO
Margins, leakage, and hedge results reconciled to gain on sale, with reporting you can trust.

WHAT LANDS ON YOUR DESK

- **Written assessment** of every area reviewed
- **10 Ways to Improve** Secondary Marketing Performance
- **Sample reporting and tools** you can put to work
- **Strengths and weaknesses** in each area
- **An owner and expected benefit** for each action
- **Review of your hedge advisor's** reporting

A focused review.
A written assessment within 15 business days.

And then we stay reachable. Questions, second opinions, a call before a pricing committee: just pick up the phone. **Once a client, always a client.**

One day on site or remote.
ONE FIXED FEE
PLUS TRAVEL

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Led by Steve Stone, co-presenter of Optimal Blue's "Trust, but Verify: 10 Questions Every Mortgage CEO Should Ask Their Secondary Manager." Watch the replay at engage.optimalblue.com