NMDB
National Mortgage Database

TECHNICAL REPORT 2

Appendix D

National Survey of Mortgage Originations
Public Use File
Select Weighted Tabulations, 2013 - 2020

2023
March 3

Select Weighted Tabulations, 2013 – 2020

The following tables provide survey data for mortgage originations from 2013 to 2020. Most of the tables provided use analysis weights developed to represent the population of new mortgages in the NMDB. In some tables, the percentages may not sum to 100 percent due to rounding or the presence of multiple response options.

In many tables, purchase mortgages are separated from other mortgages. Purchase mortgages may include first-time homeowners or repeat purchasers of a home and generally involve a move to a new address. The other mortgages are labeled "refinance", but include loans taken out to replace a previous loan or loans, loans taken out on a previously mortgage-free property, loans to add or remove co-borrowers, and construction loans. The driving variable to determine our classification of purchase and refinance mortgages is X33.

The following tables are listed in the order that the questions appear in the survey instrument. Some detailed follow-up questions were skipped to keep this section brief. Not all questions were asked in all years, so some tables cannot cover older originations. The results of these tables closely correlate to analogous results from the Home Mortgage Disclosure Act (HMDA) data released by the Consumer Financial Protection Bureau (CFPB) for closed-end, first lien residential mortgages during each year.

Table 1: When you began the process of getting this mortgage, how familiar were you with each of the following?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
The mortgage interest rates available at that time																
Very	59%	53%	51%	52%	50%	47%	46%	55%	74%	63%	68%	69%	63%	62%	66%	77%
Somewhat	34%	38%	40%	38%	40%	43%	42%	37%	24%	34%	29%	29%	33%	34%	30%	22%
Not at all	7%	9%	9%	10%	11%	10%	12%	8%	1%	3%	3%	2%	4%	4%	3%	2%
The different types of mortgages available																
Very	43%	44%	43%	42%	43%	45%	41%	41%	53%	49%	53%	55%	52%	51%	54%	58%
Somewhat	44%	42%	42%	43%	43%	43%	45%	46%	41%	41%	38%	38%	40%	41%	39%	35%
Not at all	13%	14%	16%	15%	14%	12%	14%	13%	6%	10%	9%	7%	8%	8%	7%	6%
The mortgage process																
Very	48%	48%	40%	41%	41%	44%	41%	41%	68%	62%	60%	62%	61%	63%	62%	65%
Somewhat	36%	35%	41%	41%	41%	39%	41%	39%	29%	32%	36%	33%	35%	32%	33%	32%
Not at all	16%	17%	19%	18%	18%	17%	19%	20%	3%	6%	5%	4%	5%	5%	5%	4%
The down payment needed to qualify for a mortgage																
Very	57%	59%	56%	56%	57%	58%	56%	58%	63%	58%	62%	63%	60%	59%	64%	67%
Somewhat	34%	32%	35%	36%	33%	34%	34%	35%	30%	31%	29%	28%	29%	31%	28%	26%
Not at all	10%	9%	9%	8%	10%	8%	10%	7%	7%	11%	8%	9%	11%	10%	8%	7%
The income needed to qualify for a mortgage																
Very	52%	54%	51%	52%	54%	57%	53%	54%	63%	59%	62%	64%	63%	63%	65%	68%
Somewhat	38%	35%	39%	38%	36%	35%	37%	37%	31%	33%	31%	30%	30%	31%	29%	26%
Not at all	10%	11%	10%	10%	10%	9%	10%	9%	6%	8%	6%	6%	7%	6%	6%	6%
Your credit history or credit score																
Very	74%	74%	75%	76%	76%	79%	77%	78%	78%	77%	79%	82%	80%	81%	82%	85%
Somewhat	22%	22%	22%	21%	22%	19%	20%	20%	20%	21%	19%	16%	18%	17%	16%	13%
Not at all	4%	3%	3%	3%	2%	2%	3%	3%	2%	3%	2%	2%	2%	2%	2%	2%
The money needed at closing																
Very	47%	48%	45%	46%	47%	49%	45%	46%	59%	54%	57%	58%	58%	57%	61%	63%
Somewhat	39%	37%	39%	39%	37%	37%	39%	39%	33%	35%	35%	34%	32%	34%	31%	30%
Not at all	14%	15%	17%	15%	16%	14%	16%	15%	7%	11%	9%	8%	10%	8%	8%	7%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x05

Table 2: When you began the process of getting this mortgage, how concerned were you about qualifying for a mortgage?*

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Very	20%	19%	20%	18%	19%	17%	17%	15%	11%	15%	12%	11%	11%	12%	9%	6%
Somewhat	32%	33%	35%	33%	34%	35%	33%	35%	28%	29%	26%	25%	28%	32%	25%	18%
Not at all	49%	47%	45%	49%	47%	48%	50%	50%	60%	56%	62%	64%	61%	56%	66%	76%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x06

Table 3: How firm an idea did you have about the mortgage you wanted?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Firm idea	55%	53%	51%	51%	51%	50%	50%	49%	72%	64%	67%	71%	68%	66%	69%	74%
Some idea	38%	39%	40%	39%	40%	41%	40%	41%	25%	33%	29%	27%	28%	30%	28%	24%
Little idea	7%	8%	9%	10%	9%	9%	11%	10%	3%	3%	3%	2%	4%	4%	3%	2%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x07

Table 4: How much did you use each of the following sources to get information about mortgages or mortgage lenders?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Your mortgage lender/broker																
A lot	70%	74%	73%	74%	72%	74%	74%	73%	69%	68%	67%	67%	70%	68%	70%	70%
A little	22%	19%	20%	20%	21%	20%	20%	22%	20%	20%	21%	22%	19%	22%	20%	21%
Not at all	8%	7%	7%	6%	6%	7%	6%	5%	10%	12%	11%	11%	11%	11%	10%	9%
Other mortgage lenders/brokers																
A lot	9%	9%	8%	9%	9%	9%	9%	8%	10%	9%	9%	10%	12%	10%	10%	11%
A little	34%	34%	33%	34%	34%	35%	35%	38%	32%	30%	31%	31%	30%	32%	31%	30%
Not at all	57%	57%	58%	57%	57%	55%	56%	54%	59%	61%	60%	59%	59%	58%	59%	59%
Real estate agents or builders																
A lot	33%	33%	33%	36%	33%	34%	36%	41%	5%	5%	6%	5%	6%	7%	8%	6%
A little	36%	34%	36%	34%	36%	35%	35%	34%	9%	11%	12%	12%	9%	11%	12%	11%
Not at all	30%	33%	31%	30%	30%	30%	29%	25%	86%	83%	82%	83%	85%	82%	79%	82%
Material in the mail																
A lot	2%	2%	1%	2%	2%	2%	2%	2%	5%	6%	5%	5%	6%	4%	3%	3%
A little	9%	9%	9%	9%	8%	8%	8%	8%	17%	18%	16%	15%	13%	14%	12%	11%
Not at all	89%	89%	89%	89%	91%	90%	90%	90%	78%	76%	79%	80%	81%	82%	84%	86%
Websites																
A lot	20%	21%	21%	20%	21%	20%	20%	20%	20%	18%	20%	21%	20%	19%	18%	20%
A little	33%	32%	32%	31%	33%	35%	35%	35%	31%	33%	30%	30%	28%	30%	29%	29%
Not at all	47%	47%	47%	48%	46%	45%	45%	45%	50%	49%	50%	49%	52%	51%	53%	51%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x08

Table 5: How much did you use each of the following sources to get information about mortgages or mortgage lenders?*

Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Newspaper/TV/Radio																
A lot	NA	1%	2%	1%	1%	1%	1%	1%	NA	3%	3%	3%	3%	2%	2%	2%
A little	NA	9%	8%	8%	7%	6%	7%	7%	NA	13%	12%	11%	10%	9%	9%	10%
Not at all	NA	90%	91%	91%	92%	93%	93%	92%	NA	84%	84%	87%	87%	89%	89%	88%
Friends/relatives/co-workers																
A lot	18%	19%	18%	19%	19%	18%	17%	21%	11%	10%	10%	10%	8%	10%	11%	13%
A little	36%	36%	36%	36%	37%	35%	40%	37%	27%	26%	27%	24%	23%	23%	26%	30%
Not at all	45%	45%	46%	45%	44%	46%	43%	43%	62%	64%	63%	66%	68%	67%	63%	57%
Bankers or financial planners																
A lot	14%	14%	12%	12%	12%	16%	15%	15%	15%	15%	13%	12%	11%	17%	15%	13%
A little	26%	24%	25%	25%	22%	31%	32%	30%	19%	21%	19%	18%	18%	24%	23%	22%
Not at all	60%	62%	63%	63%	66%	53%	53%	56%	66%	65%	68%	70%	71%	59%	62%	65%
Housing counselors																
A lot	2%	2%	2%	2%	3%	2%	2%	2%	0%	1%	1%	1%	1%	1%	1%	1%
A little	5%	4%	5%	5%	4%	5%	6%	6%	2%	3%	3%	3%	3%	4%	3%	2%
Not at all	93%	94%	92%	93%	92%	93%	92%	92%	97%	96%	96%	96%	96%	95%	96%	97%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x08 continued

Table 6: Which one of the following best describes your shopping process?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
I picked the loan type first, and then I picked the mortgage lender/broker	29%	27%	27%	28%	28%	29%	28%	28%	34%	31%	34%	35%	32%	30%	31%	33%
I picked the mortgage lender/broker first, and then I picked the loan type	71%	73%	73%	72%	72%	71%	72%	72%	66%	69%	66%	65%	68%	70%	69%	67%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x09

Table 7: Which one of the following best describes how you applied for this mortgage?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Directly to a lender, such as a bank or credit union	59%	59%	56%	57%	56%	54%	49%	51%	72%	70%	66%	68%	70%	67%	61%	58%
Through a mortgage broker who works with multiple lenders to get you a loan	40%	40%	43%	42%	43%	42%	46%	45%	28%	29%	34%	32%	30%	31%	38%	42%
Through a builder who arranged financing	1%	1%	1%	1%	1%	4%	5%	4%	0%	0%	0%	0%	0%	2%	1%	1%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x10

Table 8: How many different mortgage lenders/brokers did you seriously consider before choosing where to apply for this mortgage?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
1	46%	45%	47%	48%	46%	46%	45%	46%	53%	52%	52%	49%	47%	48%	51%	50%
2	38%	40%	38%	35%	38%	38%	39%	38%	31%	34%	33%	34%	34%	34%	33%	33%
3	13%	13%	13%	14%	14%	13%	13%	13%	13%	11%	13%	14%	14%	15%	13%	14%
4	1%	2%	2%	1%	1%	2%	3%	2%	2%	2%	2%	2%	2%	2%	2%	2%
5 or more	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	2%	1%	1%	1%	1%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x11

Table 9: How many different mortgage lenders/brokers did you end up applying to?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
1	75%	75%	73%	69%	73%	70%	72%	72%	84%	82%	82%	76%	79%	77%	82%	81%
2	20%	21%	21%	24%	21%	24%	22%	22%	13%	15%	15%	20%	16%	18%	14%	15%
3	4%	4%	4%	5%	5%	5%	4%	5%	2%	3%	2%	4%	4%	4%	3%	3%
4	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	0%	0%	1%	1%	0%	0%
5 or more	0%	0%	0%	1%	0%	1%	1%	0%	0%	0%	0%	1%	1%	0%	1%	0%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x12

Table 10: Did you apply to more than one mortgage lender/broker for any of the following reasons?[*]

Universe: Respondents who answered 2 or more to question x12

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Searching for better loan terms	79%	79%	79%	80%	80%	85%	86%	85%	82%	78%	81%	83%	86%	83%	89%	90%
Concern over qualifying for a loan	34%	30%	31%	28%	34%	26%	28%	33%	25%	33%	24%	24%	30%	27%	24%	18%
Information learned from the "Loan Estimate"	27%	30%	30%	30%	34%	33%	33%	30%	30%	27%	33%	39%	39%	41%	39%	41%
Turned down on earlier application	20%	17%	18%	18%	17%	12%	13%	17%	24%	28%	25%	22%	22%	20%	18%	13%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x13

Table 11: How important were each of the following in choosing the mortgage lender/broker you used for the mortgage you took out?[*]

Universe: All Respondents

Percent of Respondents Answering Important.

	Purchase						Refinance					
	2015	**2016**	**2017**	**2018**	**2019**	**2020**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Having an established banking relationship	51%	50%	52%	52%	49%	48%	60%	60%	62%	60%	61%	58%
Having a local office or branch nearby	56%	55%	53%	50%	49%	46%	45%	43%	43%	40%	40%	38%
Used previously to get a mortgage	24%	25%	25%	26%	27%	24%	51%	51%	50%	48%	53%	56%
Mortgage lender/broker is a personal friend or relative	14%	17%	16%	17%	17%	16%	13%	15%	13%	15%	18%	19%
Paperless online mortgage process	NA	NA	NA	40%	40%	47%	NA	NA	NA	44%	44%	49%
Recommendation from a friend/relative/co-worker	48%	48%	48%	50%	47%	50%	30%	32%	28%	30%	33%	37%
Recommendation from a real estate agent/home builder	54%	55%	55%	53%	54%	59%	17%	16%	15%	17%	21%	19%
Reputation of the lender/mortgage broker	71%	73%	75%	76%	73%	76%	70%	69%	71%	73%	72%	71%
Spoke my primary language, which is not English	11%	11%	10%	11%	11%	11%	11%	10%	12%	13%	12%	10%
Could provide documents in my primary language, which is not English	NA	8%	7%	8%	7%	NA	NA	5%	8%	8%	8%	NA

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x14

Table 12: Who initiated the first contact between you and the mortgage lender/broker you used for the mortgage you took out?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
I (or one of my co-signers) did	65%	65%	62%	65%	65%	64%	61%	60%	73%	70%	74%	76%	76%	78%	75%	80%
The mortgage lender/broker did	5%	6%	6%	6%	6%	6%	7%	6%	22%	25%	21%	19%	19%	16%	18%	15%
We were put in contact by a third party (such as a real estate agent or home builder)	30%	29%	32%	29%	29%	30%	32%	34%	4%	5%	5%	5%	5%	6%	7%	5%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x15

Table 13: How open were you to suggestions from your mortgage lender/broker about mortgages with different features or terms?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Very	51%	53%	51%	52%	52%	56%	54%	53%	44%	49%	48%	46%	49%	53%	49%	46%
Somewhat	39%	39%	41%	39%	41%	37%	39%	39%	44%	42%	42%	42%	41%	41%	41%	43%
Not at all	10%	8%	8%	9%	7%	8%	7%	7%	12%	9%	10%	12%	9%	7%	9%	10%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x16

Table 14: How important were each of the following in determining the mortgage you took out?[*]

Universe: All Respondents

Percent of Respondents Answering Important.

	Purchase						Refinance					
	2015	**2016**	**2017**	**2018**	**2019**	**2020**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Lower interest rate	97%	97%	97%	96%	96%	98%	98%	99%	96%	95%	97%	99%
Lower APR	87%	87%	86%	87%	86%	86%	88%	88%	87%	87%	87%	89%
Lower closing fees	83%	83%	83%	83%	83%	81%	85%	84%	84%	83%	83%	83%
Lower down payment	65%	62%	66%	65%	66%	64%	57%	56%	58%	62%	57%	52%
Lower monthly payment	81%	80%	81%	81%	81%	80%	79%	79%	79%	81%	78%	78%
An interest rate fixed for the life of the loan	89%	90%	87%	87%	87%	90%	90%	90%	89%	89%	88%	91%
A term of 30 years	69%	68%	68%	68%	68%	69%	51%	50%	52%	55%	54%	51%
No mortgage insurance	53%	51%	52%	52%	51%	50%	61%	60%	60%	56%	60%	60%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x17

Table 15: Your lender may have given you a booklet "Your home loan toolkit: A step-by-step guide," do you remember receiving a copy?[*]

Universe: All Respondents

	Purchase						Refinance					
	2015	**2016**	**2017**	**2018**	**2019**	**2020**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Don't know	38%	28%	27%	27%	28%	30%	37%	28%	30%	28%	28%	31%
Yes	24%	41%	48%	46%	44%	42%	18%	30%	34%	36%	33%	28%
No	38%	31%	25%	27%	28%	29%	45%	43%	37%	36%	39%	40%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x18

Table 16: In the process of getting this mortgage from your mortgage lender/broker, did you...[*]

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Have to add another co-signer to qualify	NA	NA	7%	6%	9%	9%	10%	9%	NA	NA	5%	5%	8%	9%	8%	7%
Resolve credit report errors or problems	23%	24%	20%	20%	20%	18%	18%	17%	14%	19%	14%	12%	14%	16%	11%	7%
Answer follow-up requests for more information about income or assets	69%	71%	68%	67%	68%	66%	65%	67%	54%	57%	50%	48%	53%	55%	48%	49%
Have more than one appraisal	9%	9%	8%	7%	7%	8%	8%	7%	5%	7%	6%	5%	6%	7%	5%	3%
Redo/refile paperwork due to processing delays	22%	21%	22%	20%	16%	14%	13%	18%	19%	17%	18%	15%	15%	14%	12%	14%
Delay or postpone closing date	26%	26%	30%	29%	25%	23%	23%	31%	17%	18%	19%	18%	18%	16%	15%	18%
Have your "Loan Estimate" revised to reflect changes in your loan terms	NA	26%	24%	26%	26%	27%	27%	29%	NA	23%	23%	24%	28%	27%	27%	26%
Check other sources to confirm that the terms of this mortgage were reasonable	NA	NA	38%	30%	31%	32%	31%	31%	NA	NA	34%	28%	28%	26%	27%	29%
Get documents in your primary language, which is not English	NA	NA	NA	3%	6%	4%	5%	NA	NA	NA	NA	4%	6%	6%	6%	NA
Have the lender/broker translate in your primary language, which is not English	NA	NA	NA	2%	2%	2%	3%	NA	NA	NA	NA	2%	2%	2%	2%	NA

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x20

Table 17: Was the "Loan Estimate" you received from your mortgage lender/broker...[*]

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Easy to understand	88%	89%	88%	89%	91%	91%	90%	91%	90%	90%	90%	91%	92%	94%	93%	92%
Valuable information	86%	86%	86%	91%	92%	93%	93%	94%	84%	84%	83%	88%	90%	89%	91%	92%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x21

Table 18: Did the "Loan Estimate" lead you to...[*]

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Ask questions of your mortgage lender/broker	66%	68%	70%	76%	69%	70%	69%	68%	61%	64%	63%	71%	66%	60%	62%	65%
Seek a change in your loan or closing	16%	16%	16%	22%	16%	17%	18%	18%	14%	17%	16%	24%	20%	17%	18%	19%
Apply to a different mortgage lender/broker	NA	NA	NA	8%	5%	7%	6%	5%	NA	NA	NA	7%	5%	5%	4%	6%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x22

Table 19: During the application process were you told about mortgages with any of the following?[*]

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
An interest rate that is fixed for the life of the loan	94%	94%	94%	93%	93%	92%	92%	92%	96%	94%	94%	94%	93%	92%	94%	93%
An interest rate that could change over the life of the loan	53%	58%	56%	56%	55%	55%	53%	48%	45%	47%	46%	44%	48%	48%	45%	38%
A term of less than 30 years	68%	69%	68%	67%	66%	64%	64%	66%	78%	77%	75%	76%	75%	74%	72%	75%
A higher interest rate in return for lower closing costs	39%	43%	44%	43%	43%	44%	44%	39%	36%	34%	38%	38%	38%	36%	37%	38%
A lower interest rate in return for paying higher closing costs	51%	52%	52%	51%	52%	54%	56%	54%	45%	41%	45%	46%	46%	42%	47%	52%
Interest-only monthly payments	23%	23%	24%	24%	24%	25%	26%	24%	20%	22%	20%	21%	22%	24%	21%	18%
An escrow account for taxes and/or homeowner insurance	88%	88%	89%	88%	88%	88%	88%	88%	80%	81%	82%	82%	83%	83%	85%	83%
A prepayment penalty	39%	38%	38%	36%	35%	35%	37%	34%	35%	35%	35%	33%	35%	36%	33%	31%
Reduced documentation or "easy" approval	21%	22%	23%	22%	25%	27%	28%	29%	31%	31%	30%	29%	30%	34%	32%	32%
An FHA, VA, USDA or Rural Housing loan	54%	56%	56%	54%	56%	55%	53%	52%	34%	37%	39%	36%	37%	43%	40%	31%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x23

Table 20: In selecting your settlement/closing agent did you use someone...[*]
Universe: All Respondents
Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Selected/recommended by the mortgage lender/broker, or real estate agent	66%	64%	65%	66%	79%	79%	77%	79%	66%	63%	63%	67%	67%	66%	69%	67%
You used previously	18%	20%	17%	18%	14%	14%	15%	14%	23%	24%	27%	22%	23%	24%	27%	29%
Found shopping around	14%	16%	17%	11%	7%	6%	8%	7%	10%	12%	12%	8%	7%	7%	6%	6%
Did not have a settlement/closing agent	NA	NA	NA	8%	7%	6%	8%	7%	NA	NA	NA	12%	11%	10%	10%	11%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x24

Table 21: Do you have title insurance on this mortgage?*

Universe: All Respondents

	Purchase					Refinance				
	2016	**2017**	**2018**	**2019**	**2020**	**2016**	**2017**	**2018**	**2019**	**2020**
Don't know	21%	23%	22%	26%	26%	23%	28%	29%	28%	31%
Yes	67%	65%	68%	64%	66%	55%	52%	54%	55%	51%
No	11%	12%	10%	10%	8%	22%	20%	17%	17%	18%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x25

Table 22: Which one best describes how you picked the title insurance?[*]

Universe: Respondents who answered 'Yes' to question x25

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Reissued previous title insurance	6%	5%	5%	6%	5%	5%	5%	6%	33%	35%	29%	30%	31%	32%	28%	31%
Used title insurance recommended by mortgage lender/broker or settlement agent	88%	87%	87%	88%	90%	88%	89%	87%	64%	63%	67%	67%	65%	64%	67%	66%
Shopped around	6%	8%	8%	6%	4%	6%	6%	7%	3%	2%	4%	3%	4%	4%	5%	3%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x26

Table 23: Overall, how satisfied are you that the mortgage you got was the one with the...[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Best terms to fit your needs																
Very	77%	78%	75%	78%	77%	73%	74%	77%	82%	78%	80%	80%	80%	76%	78%	82%
Somewhat	21%	20%	22%	21%	21%	25%	24%	21%	17%	20%	19%	18%	18%	21%	20%	16%
Not at all	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	1%	2%	2%	3%	2%	2%
Lowest interest rate for which you could qualify																
Very	73%	70%	69%	71%	68%	61%	64%	73%	78%	71%	72%	75%	71%	67%	71%	76%
Somewhat	22%	25%	25%	25%	27%	32%	30%	23%	18%	24%	23%	20%	24%	27%	24%	20%
Not at all	5%	5%	5%	4%	5%	7%	6%	4%	4%	5%	5%	5%	5%	6%	5%	4%
Lowest closing costs																
Very	53%	56%	56%	54%	57%	54%	54%	54%	61%	62%	60%	59%	58%	56%	57%	59%
Somewhat	39%	37%	36%	38%	35%	37%	38%	37%	30%	31%	32%	32%	33%	35%	35%	33%
Not at all	9%	8%	8%	8%	8%	9%	9%	9%	8%	7%	8%	9%	9%	9%	8%	8%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x27

Table 24: Overall, how satisfied are you with the...[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Mortgage lender/broker you used																
Very	74%	76%	73%	76%	78%	78%	78%	76%	75%	77%	78%	78%	80%	80%	81%	79%
Somewhat	21%	19%	21%	18%	18%	18%	19%	20%	21%	20%	19%	19%	17%	17%	16%	18%
Not at all	5%	4%	6%	6%	4%	4%	3%	4%	4%	3%	4%	3%	4%	3%	3%	3%
Application process																
Very	60%	61%	58%	65%	67%	68%	69%	69%	64%	64%	67%	68%	70%	73%	74%	73%
Somewhat	31%	31%	33%	28%	26%	25%	26%	26%	28%	30%	26%	27%	24%	21%	21%	23%
Not at all	8%	8%	9%	8%	7%	6%	5%	5%	8%	6%	7%	6%	6%	5%	4%	4%
Documentation process required for the loan																
Very	NA	NA	51%	57%	59%	61%	61%	62%	NA	NA	62%	62%	65%	67%	69%	68%
Somewhat	NA	NA	36%	31%	32%	29%	31%	29%	NA	NA	29%	30%	27%	26%	24%	26%
Not at all	NA	NA	13%	12%	9%	9%	8%	9%	NA	NA	9%	8%	8%	7%	6%	6%
Loan closing process																
Very	62%	64%	63%	65%	69%	69%	69%	68%	68%	69%	70%	71%	72%	74%	74%	73%
Somewhat	29%	28%	27%	27%	24%	24%	26%	25%	25%	25%	24%	23%	21%	21%	22%	22%
Not at all	9%	8%	9%	9%	7%	7%	5%	7%	7%	6%	7%	6%	6%	5%	5%	6%
Information in mortgage disclosure documents																
Very	61%	63%	63%	67%	69%	67%	70%	69%	65%	67%	68%	70%	71%	73%	74%	72%
Somewhat	34%	32%	32%	29%	26%	28%	27%	27%	30%	29%	27%	26%	24%	22%	23%	24%
Not at all	5%	5%	5%	5%	5%	5%	4%	4%	5%	4%	5%	4%	5%	5%	3%	4%
Timeliness of mortgage disclosure documents																
Very	61%	63%	61%	66%	70%	69%	70%	69%	64%	66%	68%	69%	71%	73%	74%	71%
Somewhat	31%	30%	30%	27%	23%	24%	25%	24%	28%	28%	25%	24%	22%	20%	21%	22%
Not at all	7%	7%	9%	8%	6%	6%	5%	7%	8%	6%	7%	6%	7%	6%	5%	6%
Settlement agent																
Very	68%	70%	70%	67%	72%	70%	72%	71%	69%	71%	73%	70%	72%	73%	75%	73%
Somewhat	26%	25%	26%	25%	22%	23%	22%	24%	26%	24%	22%	22%	20%	20%	19%	20%
Not at all	5%	5%	5%	8%	6%	7%	5%	5%	5%	5%	5%	7%	8%	7%	6%	7%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x28

Table 25: Did you take a course about home-buying or talk to a professional housing counselor?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	7%	8%	10%	11%	15%	15%	16%	14%	2%	2%	2%	4%	5%	5%	5%	4%
No	93%	92%	90%	89%	85%	85%	84%	86%	98%	98%	98%	96%	95%	95%	95%	96%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x29

Table 26: Did you do the following before or after you made an offer on this house or property?[*]

Universe: Respondents with purchase loans

	Purchase					
	2015	**2016**	**2017**	**2018**	**2019**	**2020**
Contacted a lender to explore mortgage options						
Before offer	72%	71%	72%	71%	71%	71%
After offer	17%	14%	13%	14%	15%	14%
Did not do	11%	15%	15%	15%	14%	15%
Got a pre-approval or pre-qualification from a lender						
Before offer	83%	84%	84%	83%	83%	84%
After offer	9%	8%	8%	8%	9%	8%
Did not do	8%	8%	8%	9%	8%	8%
Decided on the type of loan						
Before offer	65%	67%	66%	65%	66%	66%
After offer	28%	27%	27%	27%	26%	28%
Did not do	7%	6%	7%	8%	8%	7%
Made a decision on which lender to use						
Before offer	65%	68%	70%	66%	67%	67%
After offer	27%	24%	23%	25%	24%	25%
Did not do	7%	8%	8%	10%	9%	8%
Submitted an official loan application						
Before offer	48%	50%	52%	52%	51%	53%
After offer	47%	45%	42%	41%	42%	42%
Did not do	5%	5%	6%	7%	7%	5%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x34

Table 27: Did you use any of the following sources of funds to purchase this property?[*]

Universe: Respondents with purchase loans

Percent of Respondents Answering Yes.

	Purchase							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Proceeds from the sale of another property	19%	22%	24%	26%	26%	29%	28%	27%
Savings, retirement account, inheritance, or other assets	70%	68%	66%	64%	64%	63%	62%	68%
Assistance or loan from a nonprofit or government agency	5%	6%	6%	7%	7%	7%	7%	6%
A second lien, home equity loan, or home equity line of credit	NA	NA	3%	3%	3%	3%	3%	3%
Gift or loan from family or friend	19%	21%	20%	20%	21%	20%	20%	20%
Seller contribution	14%	14%	16%	15%	17%	16%	18%	15%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x36

Table 28: How important were the following in your decision to refinance, modify, or obtain a new mortgage?[*]

Universe: Respondents with refinance loans

Percent of Respondents Answering Important.

	Refinance					
	2015	**2016**	**2017**	**2018**	**2019**	**2020**
Change to a fixed-rate loan	48%	47%	46%	54%	40%	39%
Get a lower interest rate	91%	91%	80%	74%	84%	97%
Get a lower monthly payment	74%	71%	66%	63%	65%	71%
Consolidate or pay down other debt	32%	30%	40%	51%	41%	25%
Repay the loan more quickly	42%	42%	37%	40%	33%	39%
Take out cash	22%	23%	34%	39%	31%	19%
Remove private mortgage insurance	NA	NA	NA	NA	77%	77%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x37

Table 29: Did you use the money you got from this new mortgage for any of the following?[*]

Universe: Respondents with refinance loans

Percent of Respondents Answering Yes.

	Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
College expenses	6%	5%	7%	7%	8%	6%	3%	2%
Auto or other major purchase	6%	9%	8%	11%	13%	14%	7%	4%
Buy out co-borrower e.g. ex-spouse	NA	NA	NA	3%	3%	5%	3%	1%
Pay off other bills or debts	29%	38%	44%	44%	54%	55%	39%	20%
Home repairs or new construction	21%	27%	35%	39%	46%	45%	29%	16%
Savings	10%	13%	15%	16%	18%	17%	13%	12%
Closing costs of new mortgage	48%	33%	32%	35%	28%	27%	21%	18%
Business or investment	5%	7%	6%	6%	6%	5%	4%	3%
Did not get money from refinancing	NA	NA	NA	NA	NA	23%	26%	37%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x40

Table 30: Is this an adjustable-rate mortgage?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Don't know	3%	4%	4%	5%	7%	8%	9%	8%	1%	1%	2%	2%	3%	4%	3%	3%
Yes	7%	9%	7%	6%	7%	7%	5%	5%	6%	10%	7%	6%	7%	7%	5%	2%
No	90%	87%	88%	90%	86%	86%	86%	87%	93%	88%	91%	92%	90%	88%	92%	95%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x44

Table 31: Which one of the following best describes how you decided on the interest rate of your mortgage?*

Universe: All Respondents

	Purchase			Refinance		
	2018	**2019**	**2020**	**2018**	**2019**	**2020**
Paid higher closing costs to get lower interest rate	19%	22%	24%	16%	20%	22%
Paid lower closing costs with a higher interest rate	10%	9%	5%	7%	5%	5%
Got a balance between closing costs and interest rate	71%	69%	72%	77%	75%	73%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x45

Table 32: Does this mortgage have...[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
A prepayment penalty																
Don't know	15%	14%	17%	21%	22%	21%	22%	27%	12%	12%	11%	12%	13%	15%	13%	15%
Yes	3%	2%	3%	3%	3%	3%	2%	3%	2%	3%	2%	2%	2%	3%	2%	2%
No	82%	84%	80%	76%	75%	76%	76%	71%	86%	85%	86%	85%	85%	82%	84%	83%
An escrow account for taxes and/or homeowner insurance																
Don't know	4%	3%	5%	6%	4%	5%	5%	6%	2%	3%	4%	3%	3%	3%	3%	3%
Yes	83%	84%	84%	83%	86%	86%	84%	83%	74%	75%	74%	75%	76%	77%	79%	77%
No	13%	13%	12%	12%	11%	10%	10%	11%	24%	23%	22%	22%	21%	19%	18%	21%
A balloon payment																
Don't know	15%	15%	18%	20%	21%	20%	23%	26%	8%	10%	10%	10%	11%	10%	12%	12%
Yes	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	1%	1%	1%	2%	1%	1%
No	82%	83%	80%	78%	77%	78%	75%	72%	91%	88%	89%	89%	87%	88%	87%	87%
Interest-only payments																
Don't know	15%	15%	20%	20%	22%	19%	22%	26%	9%	10%	11%	11%	12%	13%	11%	13%
Yes	4%	4%	4%	5%	4%	5%	5%	5%	3%	5%	3%	4%	4%	6%	4%	3%
No	81%	81%	76%	75%	74%	76%	73%	69%	88%	86%	85%	85%	84%	82%	84%	84%
Private mortgage insurance																
Don't know	NA	NA	NA	16%	17%	16%	19%	18%	NA	NA	NA	11%	14%	15%	11%	11%
Yes	NA	NA	NA	33%	32%	36%	34%	33%	NA	NA	NA	15%	16%	16%	17%	14%
No	NA	NA	NA	51%	50%	48%	48%	48%	NA	NA	NA	73%	69%	69%	72%	76%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x46

Table 33: How were the total closing costs for this loan paid?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
By me or a co-signer with a check or wire transfer																
Don't know	3%	3%	4%	3%	3%	4%	4%	4%	4%	5%	7%	5%	7%	6%	6%	5%
Yes	79%	78%	79%	82%	79%	81%	82%	83%	44%	43%	42%	43%	33%	32%	35%	36%
No	17%	19%	17%	15%	18%	15%	14%	13%	52%	53%	51%	52%	60%	61%	59%	59%
Added to the mortgage amount																
Don't know	9%	8%	8%	8%	7%	7%	7%	7%	7%	8%	8%	6%	5%	5%	5%	4%
Yes	14%	16%	17%	19%	20%	20%	18%	19%	49%	51%	56%	61%	69%	69%	66%	67%
No	78%	76%	75%	73%	73%	73%	76%	74%	45%	41%	36%	33%	25%	25%	29%	29%
By mortgage lender/broker																
Don't know	7%	7%	8%	7%	7%	8%	7%	7%	7%	8%	8%	7%	8%	9%	7%	7%
Yes	8%	12%	9%	11%	7%	7%	6%	7%	20%	24%	25%	23%	16%	12%	14%	12%
No	85%	81%	83%	81%	86%	85%	87%	86%	73%	68%	68%	69%	75%	79%	79%	81%
By seller/builder																
Don't know	6%	5%	5%	6%	5%	6%	6%	5%	0%	0%	0%	0%	0%	0%	0%	0%
Yes	31%	35%	33%	30%	29%	26%	26%	23%	0%	0%	0%	0%	0%	0%	0%	0%
No	63%	59%	61%	64%	66%	68%	68%	72%	100%	100%	100%	100%	100%	100%	100%	100%
Other																
Don't know	4%	3%	4%	4%	4%	4%	5%	4%	3%	4%	4%	4%	4%	3%	4%	4%
Yes	1%	2%	2%	2%	1%	1%	2%	2%	1%	1%	1%	1%	0%	1%	1%	1%
No	95%	95%	94%	94%	94%	94%	92%	94%	96%	96%	95%	96%	96%	96%	95%	95%
Loan had no closing costs																
Yes	NA	NA	NA	1%	1%	2%	1%	1%	NA	NA	NA	5%	5%	6%	6%	5%
No	NA	NA	NA	99%	99%	98%	99%	99%	NA	NA	NA	95%	95%	94%	94%	95%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x48

Table 34: Were the loan costs you paid similar to what you had expected to pay based on the Loan Estimates or Closing Disclosures you received?*

Universe: All Respondents

	Purchase					Refinance				
	2016	**2017**	**2018**	**2019**	**2020**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	91%	91%	90%	90%	92%	90%	89%	90%	91%	92%
No	9%	9%	10%	10%	8%	10%	11%	10%	9%	8%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x49

Table 35: Did you seek input about your closing documents from any of the following people?*

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Mortgage lender/broker	65%	64%	69%	79%	78%	78%	76%	75%	53%	53%	54%	63%	64%	62%	62%	61%
Settlement/closing agent	19%	21%	32%	26%	39%	40%	38%	38%	14%	14%	24%	18%	27%	26%	27%	25%
Real estate agent	51%	51%	51%	53%	53%	53%	53%	57%	5%	5%	5%	4%	4%	4%	6%	5%
Personal attorney	19%	17%	12%	11%	10%	11%	12%	12%	7%	8%	4%	4%	3%	4%	4%	3%
Title insurance agent	16%	17%	19%	18%	13%	14%	13%	14%	8%	9%	8%	8%	6%	7%	7%	6%
Trusted friend or relative who is not a co-signer on the mortgage	24%	25%	27%	28%	27%	28%	29%	30%	12%	13%	13%	12%	11%	11%	14%	17%
Housing counselor	1%	1%	2%	2%	2%	2%	1%	2%	0%	0%	1%	0%	1%	1%	1%	1%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x50

Table 36: At any time after you made your final loan application did any of the following change?[*]

Universe: All Respondents

	Purchase					Refinance				
	2016	**2017**	**2018**	**2019**	**2020**	**2016**	**2017**	**2018**	**2019**	**2020**
Monthly payment										
Higher	8%	9%	11%	8%	9%	12%	18%	23%	17%	11%
Same	84%	84%	83%	82%	81%	69%	66%	63%	59%	58%
Lower	8%	7%	6%	9%	11%	20%	16%	14%	24%	31%
Interest rate										
Higher	4%	6%	9%	4%	3%	4%	7%	14%	7%	2%
Same	91%	90%	88%	89%	87%	72%	73%	69%	63%	60%
Lower	5%	4%	3%	8%	10%	24%	20%	17%	30%	38%
Other fees										
Higher	9%	8%	10%	8%	8%	7%	8%	8%	6%	6%
Same	85%	86%	84%	85%	85%	83%	82%	83%	81%	78%
Lower	7%	6%	5%	7%	7%	10%	10%	9%	12%	16%
Amount of money needed to close loan										
Higher	14%	13%	15%	14%	14%	10%	10%	9%	10%	10%
Same	73%	74%	73%	72%	71%	76%	77%	78%	73%	70%
Lower	14%	13%	11%	14%	15%	15%	14%	13%	16%	20%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x51

Table 37: Did you face any of the following at your loan closing?[*]

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase			Refinance		
	2018	**2019**	**2020**	**2018**	**2019**	**2020**
Loan documents not ready at closing	8%	10%	12%	6%	6%	7%
Closing did not occur as originally scheduled	19%	20%	27%	15%	14%	18%
Three day rule required re-disclosure	7%	7%	8%	15%	13%	12%
Mortgage terms different at closing than expected e.g. interest rate, monthly payment	4%	4%	4%	5%	5%	4%
More cash needed at closing e.g. escrow, unexpected fees	9%	9%	10%	6%	6%	6%
Asked to sign blank documents at closing	5%	4%	5%	4%	4%	4%
Felt rushed at closing or not given time to read documents	6%	7%	10%	4%	5%	5%
Asked to sign pre-dated or post-dated documents at closing	3%	4%	4%	3%	4%	3%
Less cash needed at closing than expected	13%	14%	15%	7%	9%	9%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x53

Table 38: At the time you took out this mortgage, did you also take out another loan on the property you financed with this mortgage?*

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	3%	3%	2%	2%	3%	3%	2%	3%	4%	4%	4%	3%	4%	5%	3%	2%
No	97%	97%	98%	98%	97%	97%	98%	97%	96%	96%	96%	97%	96%	95%	97%	98%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x54

Table 39: How well could you explain to someone the...[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Process of taking out a mortgage																
Very	48%	48%	47%	48%	45%	46%	41%	44%	47%	48%	49%	49%	47%	43%	46%	50%
Somewhat	49%	49%	50%	48%	50%	50%	54%	52%	49%	48%	47%	47%	48%	53%	50%	46%
Not at all	3%	3%	3%	4%	4%	4%	5%	4%	4%	4%	4%	4%	6%	4%	4%	3%
Difference between a fixed- and an adjustable-rate mortgage																
Very	67%	67%	64%	62%	61%	58%	57%	56%	73%	71%	72%	71%	67%	65%	66%	66%
Somewhat	27%	27%	29%	31%	32%	32%	32%	35%	23%	24%	24%	24%	26%	30%	28%	28%
Not at all	5%	6%	7%	7%	8%	10%	11%	9%	4%	5%	4%	5%	7%	5%	5%	6%
Difference between a prime and subprime loan																
Very	21%	20%	18%	19%	19%	19%	17%	16%	25%	23%	23%	25%	22%	21%	23%	22%
Somewhat	34%	34%	35%	30%	35%	34%	33%	31%	37%	36%	37%	35%	35%	39%	34%	35%
Not at all	45%	46%	47%	50%	47%	47%	50%	53%	38%	40%	40%	40%	42%	41%	42%	43%
Difference between a mortgage's interest rate and its APR																
Very	26%	26%	25%	26%	24%	24%	23%	22%	30%	30%	29%	31%	28%	29%	30%	30%
Somewhat	48%	47%	46%	46%	46%	46%	45%	48%	46%	46%	46%	46%	46%	46%	44%	46%
Not at all	26%	27%	29%	29%	30%	30%	32%	30%	24%	24%	25%	23%	27%	25%	26%	24%
Amortization of a loan																
Very	37%	36%	34%	34%	33%	33%	31%	30%	42%	40%	41%	42%	37%	36%	41%	43%
Somewhat	32%	33%	34%	34%	34%	35%	35%	37%	34%	34%	32%	33%	34%	38%	34%	33%
Not at all	32%	31%	32%	32%	33%	32%	34%	33%	24%	26%	27%	25%	29%	26%	25%	24%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x56

Table 40: How well could you explain to someone the...[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Consequences of not making required mortgage payments																
Very	65%	66%	63%	65%	62%	64%	59%	58%	68%	67%	69%	68%	66%	65%	67%	66%
Somewhat	28%	27%	30%	28%	31%	28%	31%	34%	26%	26%	24%	26%	26%	27%	27%	28%
Not at all	7%	7%	7%	7%	7%	8%	9%	8%	6%	7%	6%	6%	8%	7%	6%	6%
Difference between lender's and owner's title insurance																
Very	NA	NA	21%	22%	22%	25%	21%	20%	NA	NA	22%	24%	22%	23%	23%	22%
Somewhat	NA	NA	38%	38%	36%	37%	38%	39%	NA	NA	38%	37%	36%	38%	37%	38%
Not at all	NA	NA	41%	39%	42%	39%	41%	41%	NA	NA	40%	40%	41%	38%	40%	40%
Relationship between discount points and interest rate																
Very	NA	NA	NA	25%	24%	26%	25%	24%	NA	NA	NA	30%	26%	26%	29%	32%
Somewhat	NA	NA	NA	35%	36%	36%	37%	38%	NA	NA	NA	38%	36%	38%	38%	39%
Not at all	NA	NA	NA	40%	40%	37%	38%	37%	NA	NA	NA	32%	37%	36%	33%	29%
Reason payments into an escrow account can change																
Very	NA	NA	NA	46%	45%	48%	44%	43%	NA	NA	NA	57%	52%	49%	53%	55%
Somewhat	NA	NA	NA	32%	35%	33%	35%	36%	NA	NA	NA	28%	30%	33%	32%	30%
Not at all	NA	NA	NA	23%	20%	20%	21%	21%	NA	NA	NA	15%	18%	18%	15%	15%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x56 continued

Table 41: Which one of the following best describes how you acquired this property?*
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Purchased an existing home	83%	85%	87%	87%	86%	85%	86%	85%	69%	69%	75%	74%	75%	76%	75%	75%
Purchased a newly-built home from a builder	15%	13%	11%	11%	12%	13%	13%	13%	18%	15%	15%	15%	13%	13%	15%	16%
Had or purchased land and built a house	2%	1%	1%	1%	1%	2%	1%	2%	11%	12%	8%	9%	9%	8%	8%	7%
Received as a gift or inheritance	0%	0%	0%	0%	0%	0%	1%	0%	2%	3%	2%	2%	2%	3%	3%	2%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x59

Table 42: Which one of the following best describes this property?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Single-family detached house	82%	82%	82%	82%	81%	82%	79%	81%	85%	84%	87%	87%	86%	85%	87%	88%
Mobile home or manufactured home	2%	1%	2%	2%	1%	3%	3%	3%	1%	2%	2%	2%	2%	3%	1%	1%
Townhouse, row house, or villa	7%	7%	6%	8%	9%	8%	8%	8%	5%	6%	5%	5%	5%	6%	5%	6%
2-unit, 3-unit, or 4-unit dwelling	2%	2%	2%	3%	3%	3%	3%	3%	2%	3%	2%	2%	4%	3%	2%	2%
Apartment (or condo/co-op) in apartment building	7%	7%	8%	5%	5%	5%	6%	5%	5%	5%	4%	4%	3%	4%	3%	3%
Unit in a partly commercial structure	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Land only	0%	1%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x60

Table 43: Does this mortgage cover more than one unit?[*]

Universe: Respondents who answered 3, 4, 5, or 7 to question x60

	Purchase						Refinance					
	2015	**2016**	**2017**	**2018**	**2019**	**2020**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	16%	10%	10%	13%	14%	11%	22%	18%	18%	17%	17%	10%
No	84%	90%	90%	87%	86%	89%	78%	82%	82%	83%	83%	90%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x61

Table 44: Do you rent out all or any portion of this property?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	9%	7%	7%	7%	7%	7%	7%	7%	10%	10%	8%	7%	8%	7%	6%	5%
No	91%	93%	93%	93%	93%	93%	93%	93%	90%	90%	92%	93%	92%	93%	94%	95%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x63

Table 45: Besides you, the mortgage co-signers, and renters, does anyone else help pay the expenses for this property?[*]

Universe: All Respondents

	Purchase						Refinance					
	2015	**2016**	**2017**	**2018**	**2019**	**2020**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	5%	5%	6%	5%	6%	7%	4%	4%	4%	4%	4%	3%
No	95%	95%	94%	95%	94%	93%	96%	96%	96%	96%	96%	97%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x65

Table 46: Which of the following best describes how you use this property?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Primary residence (where you spend the majority of your time)	86%	87%	89%	89%	89%	89%	89%	90%	88%	89%	91%	92%	91%	93%	94%	95%
It will be my primary residence soon	2%	2%	2%	2%	2%	3%	3%	2%	1%	1%	1%	1%	1%	1%	1%	0%
Seasonal or second home	4%	4%	4%	3%	3%	3%	3%	3%	2%	2%	2%	2%	2%	1%	1%	1%
Home for other relatives	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	0%
Rental or investor property	6%	5%	4%	4%	5%	4%	5%	4%	8%	7%	6%	4%	6%	5%	3%	3%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x66

Table 47: In the last couple years, how have the following changed in the neighborhood where this property is located?*

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Number of homes for sale																
Significant increase	26%	25%	22%	24%	21%	23%	21%	25%	27%	29%	24%	25%	27%	25%	26%	27%
Little/no change	69%	71%	73%	72%	74%	72%	76%	68%	67%	67%	71%	70%	68%	71%	71%	66%
Significant decrease	5%	4%	4%	4%	4%	5%	4%	7%	6%	4%	5%	4%	5%	4%	3%	7%
Number of vacant homes																
Significant increase	11%	8%	5%	4%	4%	4%	3%	4%	14%	14%	6%	4%	5%	5%	3%	2%
Little/no change	81%	84%	86%	86%	86%	87%	88%	82%	79%	79%	85%	84%	83%	85%	86%	84%
Significant decrease	9%	9%	10%	10%	10%	9%	8%	15%	7%	8%	10%	11%	12%	11%	11%	14%
Number of homes for rent																
Significant increase	11%	8%	6%	6%	5%	5%	6%	5%	13%	12%	8%	8%	9%	7%	6%	5%
Little/no change	84%	86%	88%	86%	87%	88%	89%	86%	82%	82%	85%	85%	84%	85%	88%	86%
Significant decrease	6%	6%	6%	7%	8%	7%	6%	9%	5%	5%	6%	7%	7%	8%	6%	9%
Number of foreclosures or short sales																
Significant increase	12%	10%	5%	4%	2%	2%	2%	2%	17%	13%	7%	5%	4%	3%	2%	2%
Little/no change	78%	80%	84%	84%	86%	89%	90%	88%	74%	76%	79%	78%	81%	82%	85%	85%
Significant decrease	10%	11%	11%	12%	11%	9%	8%	10%	9%	11%	14%	17%	15%	15%	13%	13%
House prices																
Significant increase	28%	30%	34%	38%	42%	39%	36%	52%	25%	34%	47%	54%	62%	65%	59%	71%
Little/no change	63%	64%	62%	59%	57%	58%	62%	47%	54%	53%	45%	42%	35%	33%	39%	28%
Significant decrease	8%	6%	3%	2%	2%	2%	2%	1%	20%	13%	8%	4%	3%	2%	2%	1%
Overall desirability of living there																
Significant increase	23%	26%	35%	38%	38%	37%	35%	45%	19%	24%	36%	41%	44%	47%	46%	51%
Little/no change	73%	71%	63%	61%	61%	61%	64%	54%	75%	71%	61%	56%	53%	52%	52%	48%
Significant decrease	4%	3%	2%	2%	1%	2%	1%	1%	5%	5%	3%	2%	2%	2%	2%	1%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x68

Table 48: What do you think will happen to the prices of homes in this neighborhood over the next couple of years?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Increase a lot	18%	18%	20%	21%	24%	23%	24%	33%	13%	17%	19%	22%	25%	27%	25%	32%
Increase a little	63%	63%	60%	62%	58%	56%	56%	52%	62%	60%	60%	60%	57%	55%	57%	54%
Remain about the same	17%	18%	18%	16%	15%	18%	17%	13%	20%	19%	18%	16%	15%	15%	14%	11%
Decrease a little	2%	1%	2%	1%	2%	2%	3%	2%	3%	3%	2%	2%	2%	2%	3%	3%
Decrease a lot	1%	0%	1%	0%	0%	0%	0%	0%	1%	1%	0%	0%	1%	1%	1%	1%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x69

Table 49: In the next couple of years, how do you expect the overall desirability of living in this neighborhood to change?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Become more desirable	28%	44%	46%	51%	48%	50%	50%	54%	20%	33%	39%	43%	42%	44%	48%	49%
Stay about the same	71%	55%	53%	48%	51%	49%	49%	46%	77%	63%	58%	54%	55%	53%	50%	49%
Become less desirable	1%	2%	1%	1%	1%	1%	1%	1%	3%	4%	3%	2%	2%	3%	2%	2%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x70

Table 50: How likely is it that in the next couple of years you will...[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Sell this property																
Very	7%	5%	6%	5%	5%	6%	6%	5%	10%	10%	10%	9%	9%	11%	10%	9%
Somewhat	27%	24%	23%	25%	25%	26%	25%	26%	32%	29%	29%	29%	30%	29%	27%	29%
Not at all	65%	71%	71%	70%	70%	69%	69%	69%	58%	61%	60%	62%	61%	61%	63%	63%
Move but keep this property																
Very	5%	4%	4%	5%	5%	4%	4%	6%	4%	4%	4%	4%	5%	5%	5%	4%
Somewhat	20%	18%	19%	20%	20%	20%	22%	20%	20%	18%	19%	19%	19%	17%	18%	21%
Not at all	75%	78%	77%	75%	76%	77%	73%	73%	76%	78%	77%	77%	76%	78%	77%	75%
Refinance the mortgage on this property																
Very	5%	8%	8%	7%	8%	10%	13%	9%	3%	5%	4%	4%	4%	6%	8%	5%
Somewhat	19%	25%	25%	21%	25%	27%	30%	29%	17%	22%	19%	19%	19%	16%	25%	23%
Not at all	76%	66%	68%	72%	67%	62%	57%	63%	81%	74%	77%	77%	77%	79%	67%	73%
Pay off this mortgage and own the property mortgage-free																
Very	7%	7%	8%	8%	9%	9%	10%	10%	6%	7%	10%	9%	10%	12%	10%	8%
Somewhat	15%	14%	15%	17%	18%	17%	19%	18%	15%	17%	19%	20%	21%	20%	18%	18%
Not at all	79%	79%	77%	75%	74%	75%	71%	72%	80%	77%	71%	71%	70%	68%	72%	74%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x71

Table 51: What is your current marital status?[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Married	67%	66%	65%	64%	62%	62%	60%	61%	74%	71%	71%	72%	67%	64%	73%	74%
Separated	1%	1%	1%	1%	2%	2%	2%	1%	1%	1%	1%	1%	1%	2%	1%	1%
Never married	19%	19%	19%	19%	22%	22%	24%	26%	9%	10%	10%	9%	9%	9%	8%	10%
Divorced	11%	13%	13%	13%	13%	12%	13%	11%	13%	14%	14%	14%	17%	20%	14%	12%
Widowed	2%	2%	2%	2%	2%	2%	2%	2%	3%	4%	4%	4%	5%	5%	3%	3%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x72

Table 52: Do you have a partner who shares the decision-making and responsibilities of running your household but is not your legal spouse?[*]

Universe: Respondents who answered 2, 3, 4, or 5 to question x72

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	33%	30%	27%	29%	29%	31%	32%	31%	17%	15%	17%	16%	11%	15%	19%	21%
No	67%	70%	73%	71%	71%	69%	68%	69%	83%	85%	83%	84%	89%	85%	81%	79%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x73

Table 53: Age at last birthday – Respondent[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
18-34 years old	37%	37%	37%	36%	36%	36%	35%	37%	9%	11%	13%	12%	7%	9%	12%	15%
35-44 years old	22%	25%	25%	23%	26%	25%	26%	28%	23%	23%	24%	26%	22%	20%	26%	28%
45-54 years old	17%	18%	17%	19%	18%	18%	18%	16%	29%	27%	26%	26%	29%	26%	25%	24%
55-64 years old	14%	13%	13%	13%	13%	12%	12%	12%	24%	23%	22%	22%	23%	24%	21%	18%
65-74 years old	8%	7%	6%	8%	6%	7%	7%	6%	12%	12%	13%	12%	14%	16%	13%	11%
75-99 years old	1%	1%	1%	1%	2%	1%	1%	1%	3%	3%	3%	3%	4%	5%	3%	4%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x74r

Table 54: Sex – Respondent[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Male	60%	56%	55%	54%	57%	54%	55%	52%	56%	59%	57%	57%	56%	53%	58%	58%
Female	40%	44%	45%	46%	43%	46%	45%	48%	44%	41%	43%	43%	44%	47%	42%	42%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x75r

Table 55: Highest level of education achieved – Respondent[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Some schooling	2%	1%	1%	1%	1%	1%	1%	1%	1%	2%	1%	1%	2%	1%	1%	0%
High school graduate	10%	9%	10%	8%	9%	10%	9%	11%	11%	13%	12%	10%	13%	13%	10%	7%
Technical school	4%	5%	4%	6%	6%	6%	5%	4%	5%	5%	5%	5%	5%	7%	5%	5%
Some college	18%	19%	18%	17%	17%	18%	18%	17%	19%	22%	20%	21%	21%	23%	21%	17%
College graduate	37%	37%	39%	38%	37%	39%	40%	39%	34%	33%	35%	35%	33%	31%	35%	39%
Postgraduate studies	29%	28%	28%	28%	30%	27%	27%	29%	30%	24%	27%	28%	26%	24%	28%	33%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x76r

Table 56: Highest level of education achieved – Spouse/Partner[*]
Universe: Respondents with spouse/partner

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Some schooling	3%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	4%	2%	1%
High school graduate	14%	14%	15%	14%	14%	14%	15%	12%	16%	17%	17%	14%	17%	20%	16%	11%
Technical school	4%	6%	5%	6%	6%	7%	6%	6%	5%	6%	6%	7%	7%	7%	7%	5%
Some college	19%	22%	21%	20%	21%	21%	21%	21%	20%	23%	22%	21%	23%	23%	20%	19%
College graduate	37%	35%	35%	34%	36%	35%	33%	38%	34%	32%	33%	34%	32%	33%	33%	39%
Postgraduate studies	23%	22%	22%	24%	21%	21%	22%	22%	22%	19%	21%	22%	18%	14%	23%	24%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x76s

Table 57: Hispanic or Latino – Respondent[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	10%	9%	10%	11%	11%	13%	13%	11%	7%	8%	8%	9%	11%	10%	9%	10%
No	90%	91%	90%	89%	89%	87%	87%	89%	93%	92%	92%	91%	89%	90%	91%	90%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x77r

Table 58: Race – Respondent[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
White only	86%	86%	85%	86%	85%	85%	84%	80%	87%	86%	86%	85%	86%	85%	84%	84%
Black or African American only	5%	5%	5%	5%	7%	6%	6%	9%	5%	5%	6%	5%	6%	8%	7%	5%
Asian only	6%	6%	6%	6%	6%	5%	5%	7%	6%	5%	6%	7%	4%	3%	6%	8%
All other races	3%	3%	3%	3%	3%	4%	4%	4%	2%	3%	3%	3%	4%	4%	4%	3%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x78r

Table 59: Current work status – Primary – Respondent[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Self-employed full time	9%	8%	8%	9%	9%	9%	9%	9%	11%	11%	10%	11%	11%	11%	9%	10%
Self-employed part time	1%	1%	1%	1%	2%	2%	1%	1%	2%	2%	1%	2%	3%	3%	2%	1%
Employed full time	72%	75%	76%	72%	72%	74%	73%	73%	63%	64%	65%	63%	61%	56%	66%	67%
Employed part time	5%	4%	3%	4%	4%	3%	4%	4%	5%	5%	5%	5%	4%	6%	5%	4%
Retired	9%	9%	8%	9%	9%	9%	8%	9%	14%	15%	15%	15%	18%	20%	15%	13%
Unemployed, temporarily laid-off or on leave	1%	1%	1%	1%	1%	1%	1%	2%	1%	1%	1%	1%	1%	1%	1%	2%
Not working for pay (student, homemaker, disabled)	4%	3%	3%	4%	3%	3%	3%	3%	4%	4%	4%	3%	4%	3%	3%	2%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x79ra

Table 60: Current work status – Primary – Spouse/Partner[*]

Universe: Respondents with spouse/partner

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Self-employed full time	8%	7%	8%	8%	9%	10%	10%	10%	9%	10%	9%	9%	11%	12%	9%	10%
Self-employed part time	2%	2%	3%	3%	3%	3%	3%	3%	2%	3%	3%	4%	4%	4%	4%	3%
Employed full time	55%	57%	58%	57%	57%	57%	54%	57%	52%	51%	54%	53%	50%	48%	49%	53%
Employed part time	8%	8%	7%	8%	7%	8%	8%	6%	10%	9%	8%	7%	8%	7%	9%	8%
Retired	9%	9%	8%	8%	8%	8%	9%	8%	14%	13%	13%	13%	15%	16%	14%	12%
Unemployed, temporarily laid-off or on leave	2%	1%	1%	2%	2%	2%	3%	5%	1%	2%	1%	2%	2%	2%	3%	3%
Not working for pay (student, homemaker, disabled)	17%	16%	15%	14%	14%	12%	12%	10%	11%	13%	13%	13%	10%	11%	11%	11%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x79sa

Table 61: Ever served on active duty in the U.S. Armed Forces, Reserves or National Guard? – Respondent[*]
Universe: All Respondents

	Purchase				Refinance			
	2017	**2018**	**2019**	**2020**	**2017**	**2018**	**2019**	**2020**
Never served in the military	87%	88%	87%	87%	85%	83%	84%	88%
Only on active duty for training in the Reserves or National Guard	2%	1%	2%	2%	1%	1%	2%	2%
Now on active duty	1%	2%	2%	2%	0%	0%	1%	1%
On active duty in the past, but not now	11%	9%	9%	9%	14%	15%	14%	10%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x80r

Table 62: Ever served on active duty in the U.S. Armed Forces, Reserves or National Guard? – Spouse/Partner[*]

Universe: Respondents with spouse/partner

	Purchase				Refinance			
	2017	**2018**	**2019**	**2020**	**2017**	**2018**	**2019**	**2020**
Never served in the military	92%	92%	92%	91%	91%	90%	92%	92%
Only on active duty for training in the Reserves or National Guard	1%	1%	1%	1%	1%	1%	1%	1%
Now on active duty	1%	1%	1%	2%	1%	0%	0%	0%
On active duty in the past, but not now	6%	6%	6%	6%	8%	8%	7%	6%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x80s

Table 63: Besides you, who else lives in your household? Mark all that apply.*

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase						Refinance					
	2015	**2016**	**2017**	**2018**	**2019**	**2020**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Children/grandchildren under age 18	49%	41%	42%	41%	40%	41%	47%	44%	38%	38%	43%	44%
Children/grandchildren age 18-22	7%	6%	7%	6%	7%	8%	12%	11%	13%	12%	12%	12%
Children/grandchildren age 23 or older	5%	4%	4%	4%	4%	4%	10%	8%	10%	10%	8%	8%
Parents of you or your spouse or partner	4%	3%	4%	4%	4%	5%	4%	4%	4%	4%	5%	4%
Other relatives like siblings or cousins	3%	2%	2%	3%	2%	2%	3%	2%	2%	2%	2%	2%
Non-relative	4%	2%	2%	2%	2%	3%	6%	2%	2%	2%	2%	2%
No one else	37%	47%	47%	47%	49%	46%	32%	41%	44%	44%	40%	41%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x81

Table 64: Do you speak a language other than English at home?[*]
Universe: All Respondents

	Purchase					Refinance				
	2016	**2017**	**2018**	**2019**	**2020**	**2016**	**2017**	**2018**	**2019**	**2020**
Yes	21%	21%	18%	20%	18%	20%	18%	16%	18%	19%
No	79%	79%	82%	80%	82%	80%	82%	84%	82%	81%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x82

Table 65: Approximately how much is your total annual household income from all sources?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Less than $35,000	6%	6%	6%	5%	6%	4%	4%	4%	6%	7%	5%	4%	6%	7%	3%	2%
$35,000 to $49,999	13%	11%	11%	11%	11%	10%	9%	11%	9%	10%	9%	9%	9%	11%	8%	5%
$50,000 to $74,999	20%	20%	21%	19%	20%	20%	20%	18%	17%	17%	18%	16%	19%	19%	16%	13%
$75,000 to $99,999	17%	18%	19%	20%	19%	19%	21%	16%	19%	20%	19%	17%	17%	19%	18%	15%
$100,000 to $174,999	28%	28%	28%	27%	28%	29%	27%	29%	31%	30%	31%	34%	31%	28%	34%	35%
$175,000 or more	16%	16%	15%	17%	16%	18%	18%	22%	18%	16%	18%	20%	17%	16%	20%	29%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x83

Table 66: How does this total annual household income compare to what it is in a "normal" year?*

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Higher than normal	7%	7%	8%	8%	8%	7%	7%	9%	6%	5%	6%	6%	6%	7%	7%	7%
Normal	85%	87%	85%	86%	86%	87%	86%	81%	84%	85%	85%	86%	85%	85%	85%	84%
Lower than normal	8%	6%	6%	6%	6%	6%	7%	10%	10%	9%	9%	7%	8%	8%	8%	9%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x84

Table 67: Does your total annual household income include any of the following sources?*

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Wages or salary	90%	90%	90%	90%	89%	89%	89%	89%	84%	84%	84%	84%	81%	76%	84%	85%
Business or self-employment	22%	20%	20%	21%	20%	22%	20%	21%	27%	25%	23%	24%	25%	24%	22%	23%
Interest or dividends	26%	21%	19%	21%	18%	19%	18%	20%	28%	23%	22%	23%	21%	19%	21%	25%
Alimony or child support	3%	4%	4%	4%	4%	3%	3%	4%	2%	2%	3%	3%	4%	3%	3%	2%
Social Security, pension or other retirement benefits	13%	12%	11%	16%	17%	17%	17%	15%	19%	21%	20%	25%	30%	33%	27%	22%

Source: National Survey of Mortgage Originations (NSMO)

* Public Use File Data Field Name: x85

Table 68: Does anyone in your household have any of the following?[*]

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
401, IRA, or pension plan	85%	82%	83%	83%	82%	85%	83%	85%	86%	84%	85%	85%	83%	80%	86%	89%
Stocks, bonds, or mutual funds	44%	39%	40%	42%	41%	40%	40%	48%	46%	40%	42%	44%	40%	38%	42%	53%
Certificates of deposit	13%	11%	10%	10%	9%	9%	9%	10%	14%	11%	12%	12%	9%	9%	10%	12%
Investment real estate	22%	19%	16%	18%	17%	14%	15%	15%	25%	21%	20%	20%	18%	16%	16%	18%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x86

Table 69: Which one of the following statements best describes the amount of financial risk you are willing to take when you save or make investments?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Take substantial financial risks expecting to earn substantial returns	4%	4%	5%	4%	6%	5%	5%	6%	4%	5%	4%	4%	4%	4%	5%	5%
Take above-average financial risks expecting to earn above average returns	21%	21%	20%	21%	21%	20%	20%	22%	20%	20%	21%	22%	22%	18%	23%	24%
Take average financial risks expecting to earn average returns	52%	51%	51%	49%	49%	49%	47%	48%	52%	48%	49%	48%	45%	45%	47%	49%
Not willing to take any financial risks	23%	24%	24%	26%	24%	26%	27%	24%	24%	27%	26%	27%	29%	33%	26%	21%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x87

Table 70: Do you agree or disagree with the following statements?[*]
Universe: All Respondents
Percent of Respondents Answering Agree.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Owning a home is a good financial investment	95%	95%	96%	97%	97%	96%	96%	97%	94%	95%	96%	96%	97%	97%	97%	97%
Most mortgage lenders generally treat borrowers well	79%	80%	81%	84%	83%	82%	84%	83%	75%	78%	78%	82%	80%	83%	83%	85%
Most mortgage lenders would offer me roughly the same rates and fees	NA	NA	71%	69%	73%	71%	67%	71%	NA	NA	68%	64%	66%	70%	67%	66%
Late payments will lower my credit rating	93%	94%	94%	93%	94%	93%	94%	95%	92%	92%	92%	93%	93%	92%	93%	93%
Lenders shouldn't care about any late payments, only whether loans are fully repaid	13%	11%	13%	12%	13%	12%	14%	14%	13%	16%	13%	13%	14%	15%	14%	14%
It is okay to default or stop making mortgage payments if it is in the borrower's financial interest	7%	6%	6%	7%	7%	6%	6%	7%	7%	6%	7%	6%	6%	6%	6%	7%
I would consider counseling or taking a course about managing my finances if I faced financial difficulties	NA	NA	NA	74%	76%	76%	75%	73%	NA	NA	NA	71%	72%	71%	68%	67%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x88

Table 71: In the last couple of years, have any of the following happened to you?[*]

Universe: All Respondents

Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Separated, divorced, or partner left	7%	9%	7%	8%	10%	8%	8%	8%	6%	7%	6%	8%	9%	12%	8%	6%
Married, remarried or new partner	16%	16%	17%	17%	15%	17%	15%	15%	7%	7%	8%	8%	8%	7%	8%	9%
Death of a household member	2%	3%	3%	3%	4%	3%	3%	4%	3%	4%	4%	4%	6%	6%	4%	4%
Addition to your household	16%	18%	18%	17%	17%	17%	14%	16%	12%	11%	14%	14%	12%	11%	12%	13%
Person leaving your household	5%	6%	6%	5%	6%	5%	5%	5%	10%	9%	9%	9%	11%	10%	10%	9%
Disability or serious illness of household member	7%	6%	7%	6%	6%	7%	7%	6%	9%	11%	9%	10%	10%	12%	9%	7%
Disaster affecting a property you own	1%	1%	1%	1%	2%	2%	2%	2%	2%	3%	2%	2%	3%	2%	2%	2%
Disaster affecting your work	2%	2%	1%	1%	2%	2%	3%	7%	3%	2%	1%	2%	2%	2%	3%	6%
Moved within the area	44%	50%	49%	47%	48%	49%	47%	47%	6%	9%	11%	10%	8%	9%	13%	12%
Moved to a new area	22%	23%	23%	24%	24%	24%	25%	25%	3%	4%	5%	6%	4%	4%	7%	5%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x89

Table 72: In the last couple of years, have any of the following happened to you?[*]
Universe: All Respondents
Percent of Respondents Answering Yes.

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Layoff, unemployment, or reduced hours of work	20%	18%	17%	17%	16%	16%	18%	26%	23%	20%	16%	15%	16%	16%	17%	23%
Retirement	NA	7%	6%	7%	8%	7%	7%	7%	NA	11%	11%	11%	12%	13%	12%	9%
Promotion	33%	32%	31%	34%	32%	33%	31%	31%	21%	21%	22%	24%	19%	19%	26%	26%
Starting a new job	40%	41%	43%	42%	42%	41%	42%	41%	24%	24%	25%	27%	26%	27%	28%	27%
Starting a second job	8%	7%	7%	8%	9%	9%	8%	8%	6%	6%	5%	6%	6%	6%	6%	5%
Business failure	2%	1%	1%	1%	1%	1%	1%	2%	3%	1%	1%	1%	1%	1%	1%	1%
A personal financial crisis	5%	4%	4%	3%	4%	5%	5%	4%	8%	9%	6%	6%	7%	7%	6%	3%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x90

Table 73: In the last couple years, how have the following changed for you?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Household income																
Significant increase	25%	28%	32%	32%	33%	33%	33%	33%	14%	15%	19%	20%	19%	20%	23%	22%
Little/no change	66%	63%	61%	60%	60%	60%	60%	58%	70%	70%	67%	70%	69%	68%	66%	69%
Significant decrease	9%	9%	8%	8%	7%	7%	8%	9%	16%	15%	14%	10%	12%	13%	11%	9%
Housing expenses																
Significant increase	38%	38%	37%	36%	39%	42%	38%	36%	21%	25%	21%	19%	21%	21%	23%	16%
Little/no change	59%	58%	59%	59%	57%	55%	58%	60%	75%	72%	76%	77%	76%	75%	74%	80%
Significant decrease	3%	4%	4%	5%	4%	3%	4%	5%	3%	3%	3%	4%	4%	3%	3%	3%
Non-housing expenses																
Significant increase	22%	19%	20%	18%	18%	19%	19%	16%	26%	25%	23%	21%	21%	22%	20%	18%
Little/no change	75%	78%	77%	79%	78%	78%	78%	81%	71%	72%	75%	76%	76%	74%	76%	79%
Significant decrease	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	4%	3%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x91

Table 74: In the next couple of years, how do you expect the following to change for you?[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	2014	2015	2016	2017	2018	2019	2020	2013	2014	2015	2016	2017	2018	2019	2020
Household income																
Significant increase	27%	29%	27%	27%	27%	29%	29%	28%	15%	17%	17%	19%	18%	18%	20%	18%
Little/no change	70%	68%	70%	71%	71%	69%	68%	69%	78%	78%	78%	77%	78%	77%	76%	78%
Significant decrease	3%	3%	3%	3%	2%	3%	3%	3%	6%	5%	5%	4%	4%	5%	5%	4%
Housing expenses																
Significant increase	13%	12%	11%	10%	10%	10%	10%	13%	18%	16%	12%	10%	12%	11%	10%	12%
Little/no change	84%	85%	86%	86%	86%	85%	85%	83%	80%	81%	85%	86%	84%	86%	86%	85%
Significant decrease	3%	3%	4%	4%	4%	5%	4%	4%	2%	3%	4%	4%	4%	3%	4%	3%
Non-housing expenses																
Significant increase	18%	16%	13%	13%	12%	11%	12%	14%	25%	22%	17%	16%	16%	14%	14%	17%
Little/no change	78%	79%	82%	81%	82%	82%	82%	81%	72%	73%	78%	78%	78%	80%	80%	78%
Significant decrease	4%	5%	5%	6%	6%	7%	6%	5%	3%	5%	5%	6%	7%	6%	6%	5%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x92

Table 75: How likely is it that in the next couple of years you will face...[*]
Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Retirement																
Very	8%	6%	6%	6%	6%	6%	6%	6%	14%	11%	10%	10%	11%	12%	12%	9%
Somewhat	8%	7%	8%	8%	7%	8%	8%	9%	14%	12%	13%	11%	13%	14%	12%	12%
Not at all	84%	86%	87%	86%	87%	86%	86%	85%	72%	76%	76%	79%	76%	74%	76%	79%
Difficulties making your mortgage payments																
Very	1%	0%	0%	0%	1%	1%	1%	0%	2%	2%	1%	0%	1%	1%	1%	1%
Somewhat	10%	9%	8%	8%	7%	8%	9%	9%	15%	14%	11%	10%	9%	10%	9%	8%
Not at all	90%	91%	92%	92%	92%	92%	90%	91%	83%	84%	88%	90%	89%	89%	89%	91%
A layoff, unemployment, or forced reduction in hours																
Very	2%	1%	1%	1%	1%	1%	2%	1%	2%	2%	2%	1%	1%	1%	2%	2%
Somewhat	14%	13%	12%	11%	10%	9%	14%	14%	19%	15%	14%	11%	11%	11%	13%	15%
Not at all	84%	86%	87%	88%	89%	90%	85%	84%	79%	83%	84%	88%	88%	87%	85%	83%
Some other personal financial crisis																
Very	1%	1%	1%	0%	1%	1%	2%	1%	2%	2%	2%	1%	1%	2%	2%	1%
Somewhat	16%	15%	12%	12%	11%	11%	14%	13%	22%	21%	17%	15%	15%	16%	14%	14%
Not at all	83%	84%	87%	88%	89%	88%	84%	86%	76%	76%	81%	84%	84%	82%	84%	85%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x93

Table 76: If your household faced an unexpected personal financial crisis in the next couple of years, how likely is it you could...[*]

Universe: All Respondents

	Purchase								Refinance							
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**
Pay your bills for the next 3 months without borrowing																
Very	57%	57%	56%	58%	57%	57%	57%	64%	54%	50%	55%	57%	52%	49%	57%	65%
Somewhat	30%	30%	31%	29%	29%	30%	30%	27%	30%	32%	30%	29%	33%	34%	30%	25%
Not at all	13%	13%	13%	12%	14%	13%	13%	9%	16%	18%	15%	14%	15%	16%	14%	10%
Get significant financial help from family or friends																
Very	22%	23%	27%	26%	28%	27%	24%	27%	15%	15%	18%	20%	20%	19%	19%	23%
Somewhat	39%	39%	39%	40%	40%	39%	39%	37%	35%	36%	35%	37%	37%	34%	38%	35%
Not at all	39%	37%	35%	34%	33%	34%	36%	36%	50%	49%	47%	43%	43%	46%	43%	42%
Borrow a significant amount from a bank or credit union																
Very	23%	24%	28%	22%	23%	24%	21%	25%	22%	21%	26%	24%	22%	20%	22%	26%
Somewhat	46%	47%	45%	44%	45%	43%	45%	45%	46%	45%	45%	42%	44%	45%	43%	41%
Not at all	30%	29%	28%	34%	32%	34%	34%	30%	33%	34%	29%	34%	34%	35%	34%	32%
Significantly increase your income																
Very	9%	11%	12%	12%	12%	13%	12%	12%	7%	8%	9%	10%	9%	10%	10%	10%
Somewhat	47%	47%	48%	47%	48%	48%	47%	51%	39%	39%	42%	41%	44%	41%	43%	43%
Not at all	44%	42%	39%	41%	40%	39%	41%	37%	54%	53%	49%	50%	46%	50%	47%	47%

Source: National Survey of Mortgage Originations (NSMO)

[*] Public Use File Data Field Name: x94