

How Correspondent Lenders Work With Their Investors

Table of Contents

Introduction	
Executive Summary of Statistics and Facts	
Principal Findings	
Respondent Acquisition and Sample Size	
Respondent Demographics	
General Questions	
Channel Preferences and Reasons	
Compensation	
Impediments	
Underwriting	
Buyback Requests	
Investor Rankings by Product Categories	
Flow Correspondent	
Bulk Correspondent	
Investor Rankings by Share Ratios	
Flow Correspondent	
Bulk Correspondent	
Importance of Investor Rating Factors	
Flow Correspondent	
Bulk Correspondent	
Satisfaction with Investors	
Flow Correspondent	
Bulk Correspondent	
Satisfaction Rating Gaps	
Flow Correspondent	
Bulk Correspondent	
Investor Report Cards	
Flow Investor Report Cards	
Bulk Investor Report Cards	
Survey Instrument	