

Blend ROI Study Q4 2023

Maximizing productivity and a best-in-class experience

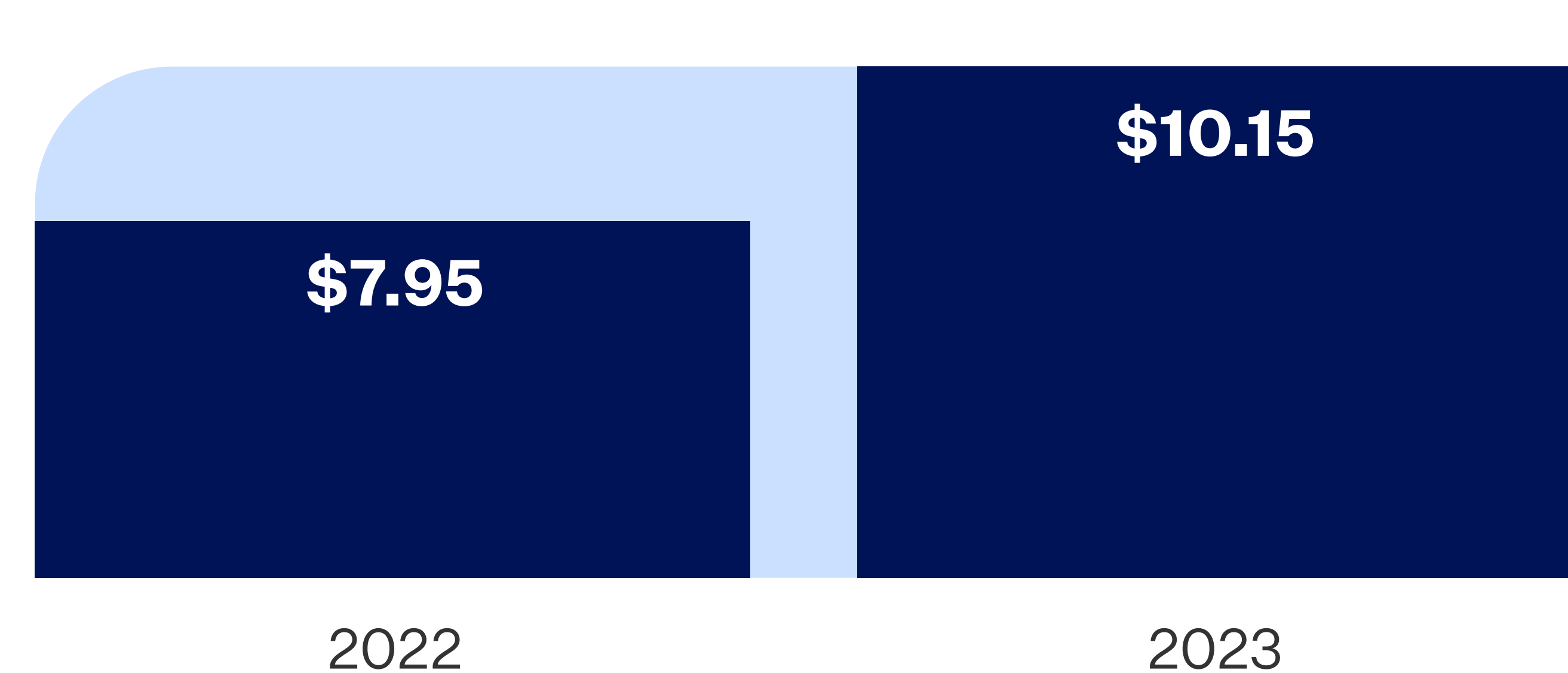
According to a MarketWise Advisors LLC. survey of 213 responses across 106 Blend customers, results show a strong return on investment for customers who have continued to use the Blend Mortgage Suite over the years.

*All numbers are averages.

Financial Metrics

10x

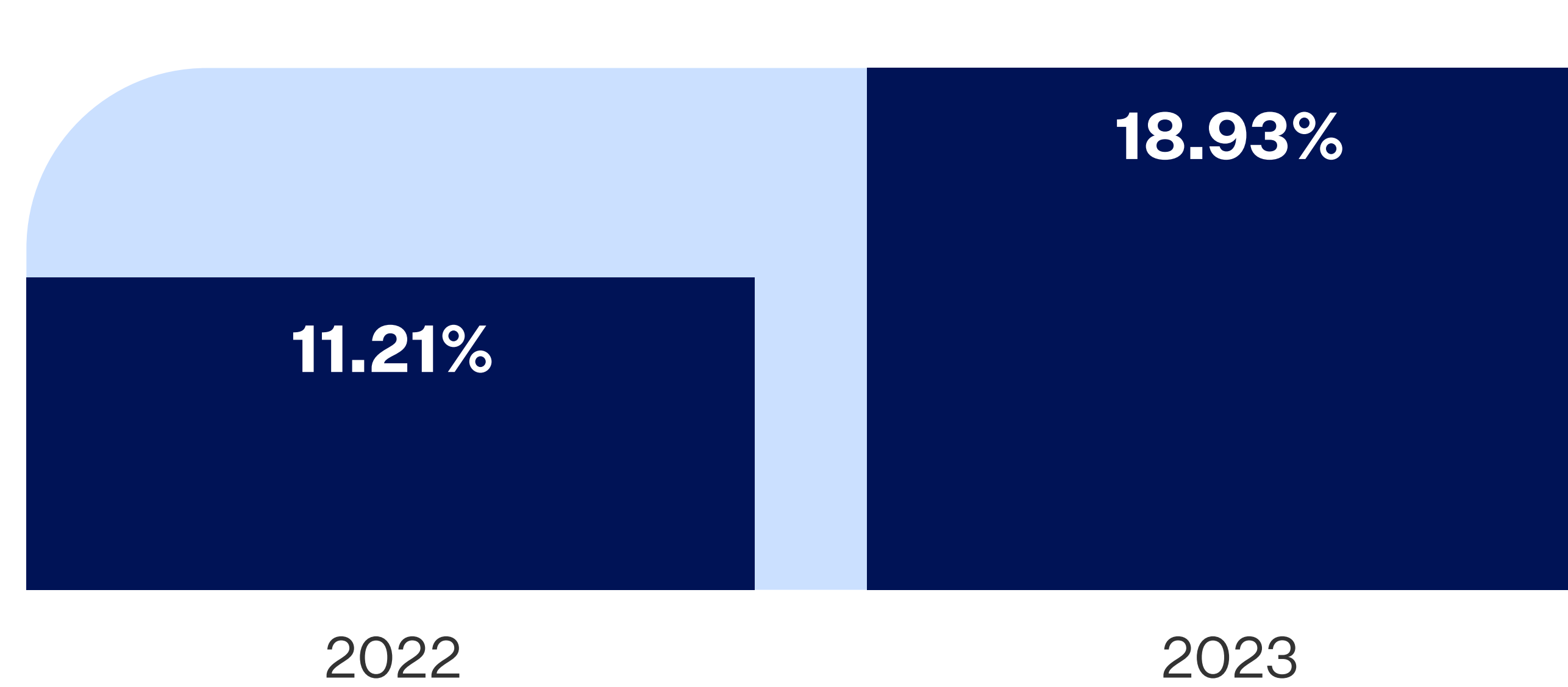
Average ROI



Customers reported \$10.15 of return for every dollar invested in Blend technology

19%

Annual ROI Growth



Growth year over year in ROI delivered to Blend clients

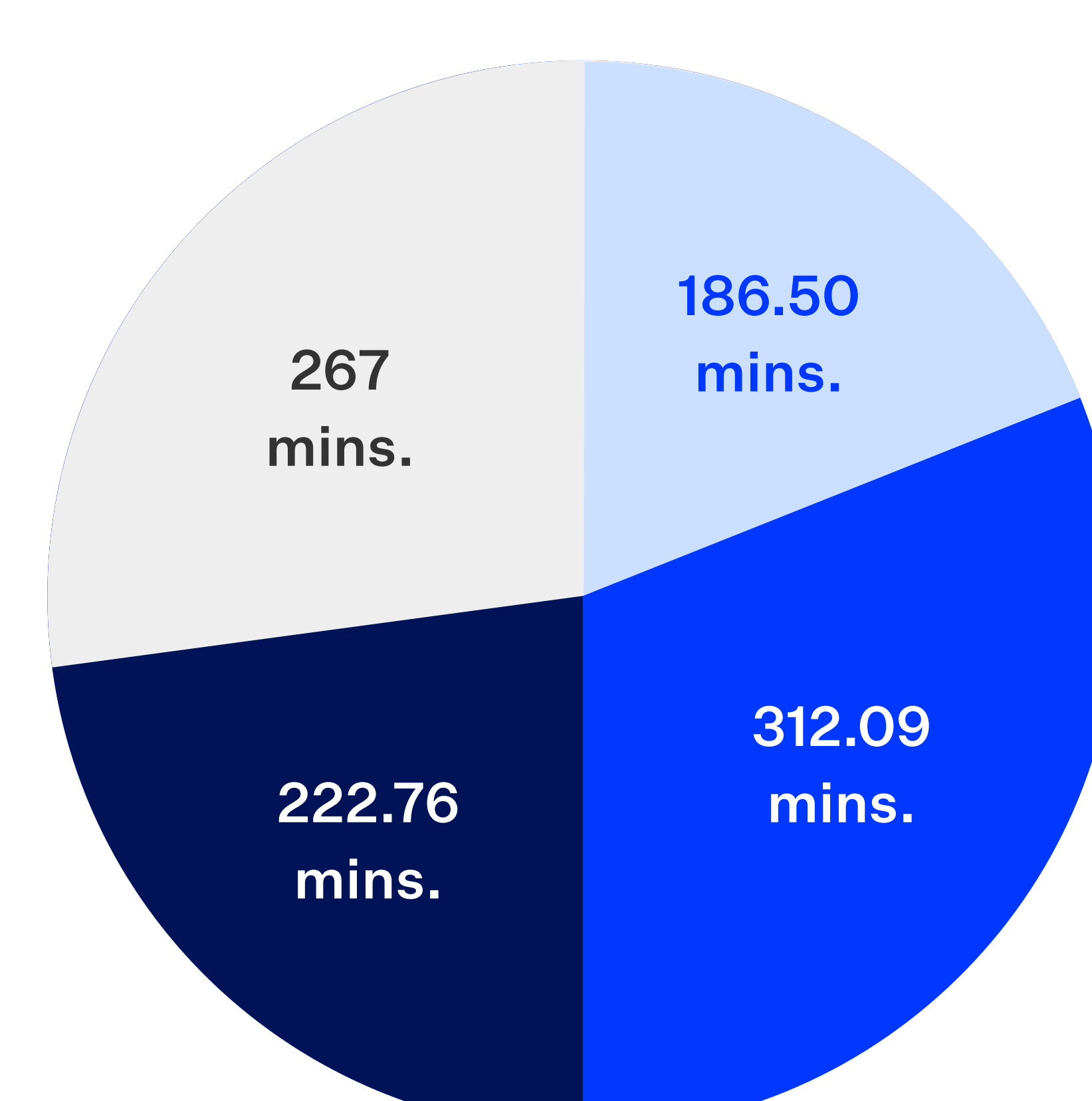
Product Automation

Blend’s Mortgage Suite capabilities saves valuable time across multiple stages of the origination process, empowering lenders to redirect their efforts towards assisting members and serving as trusted advisors.

16 hours 47 minutes

Time eliminated through product automation

Or a total of ~988 minutes saved, up from ~545 minutes last year



- Application (186.50 mins.)
- Automation of qualification, verification(312.09 mins.)
- Loan structuring (222.76 mins.)
- Conditions, disclosures, and documents (267 mins.)

Time Compression

~8 days

Total time saved

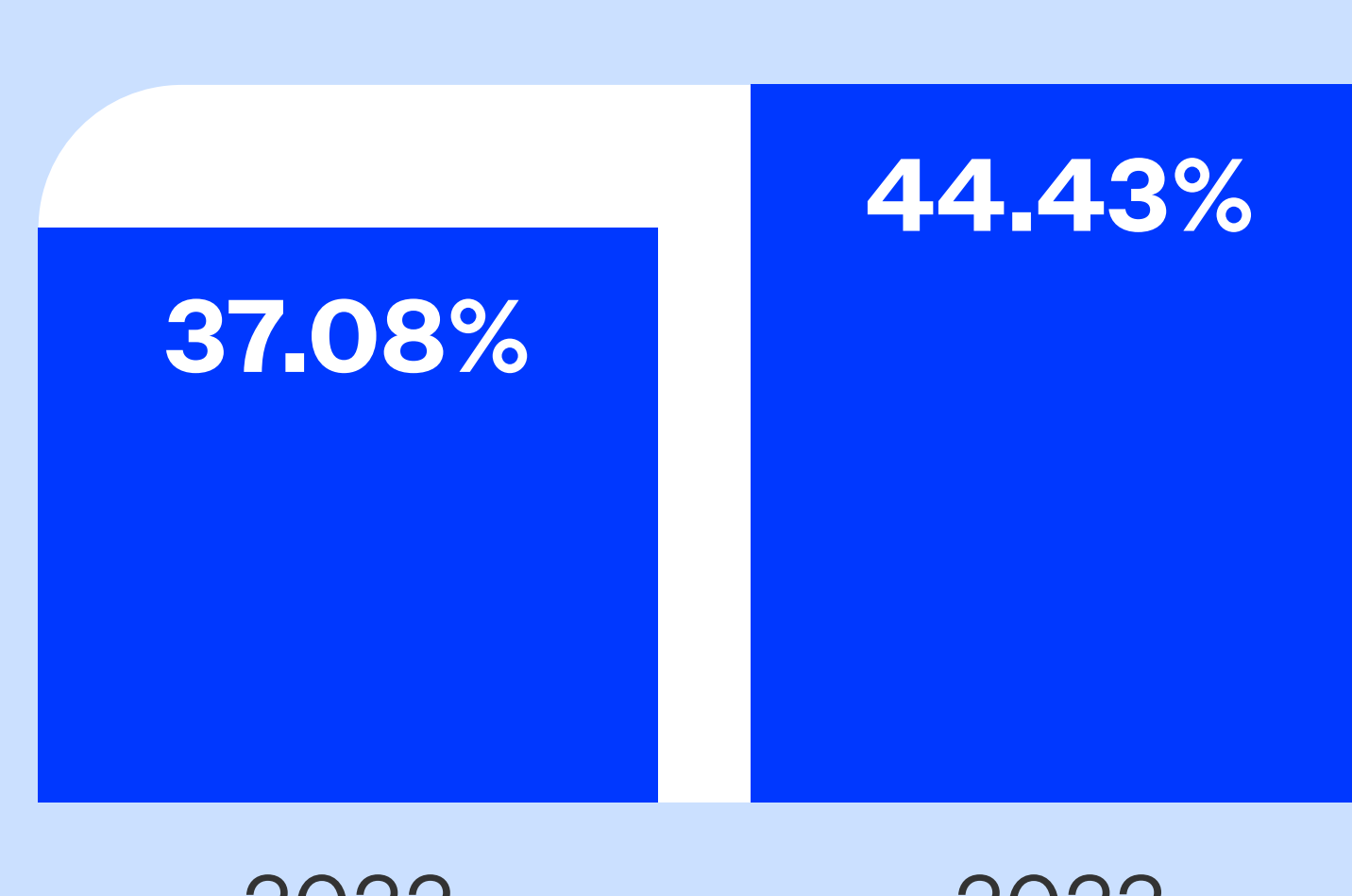
Blend eliminated ~ 8 days on average out of the processing cycle time, up from 7 days last year

Submission to processing	2.93 days
Processing to underwriting	2.82 days
Underwriting to close	2.66 days
Total time saved	~8 days

Operational Leverage

44%

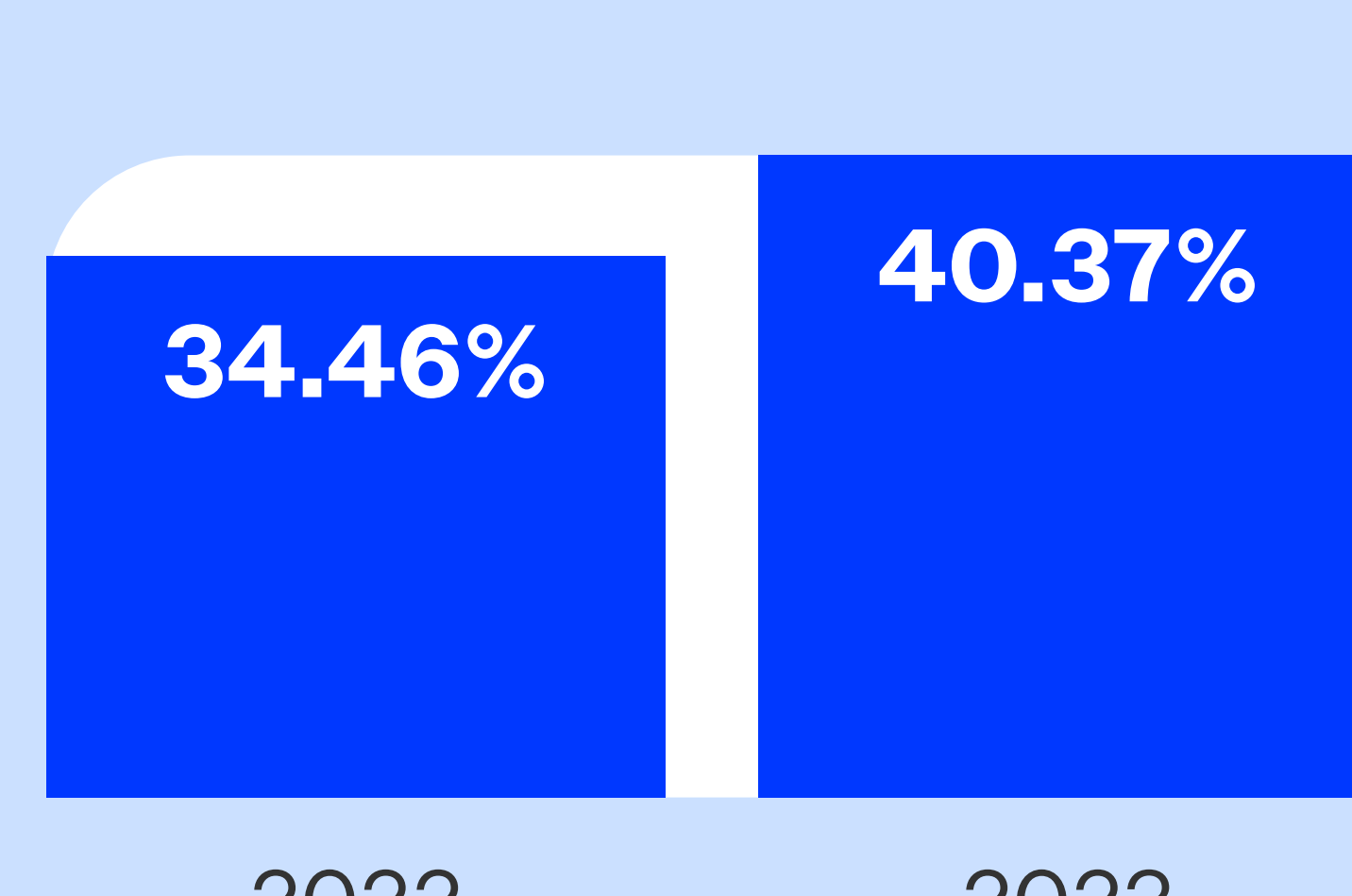
Increased transaction speed



Increase in speed initial contact to submit to processing

40%

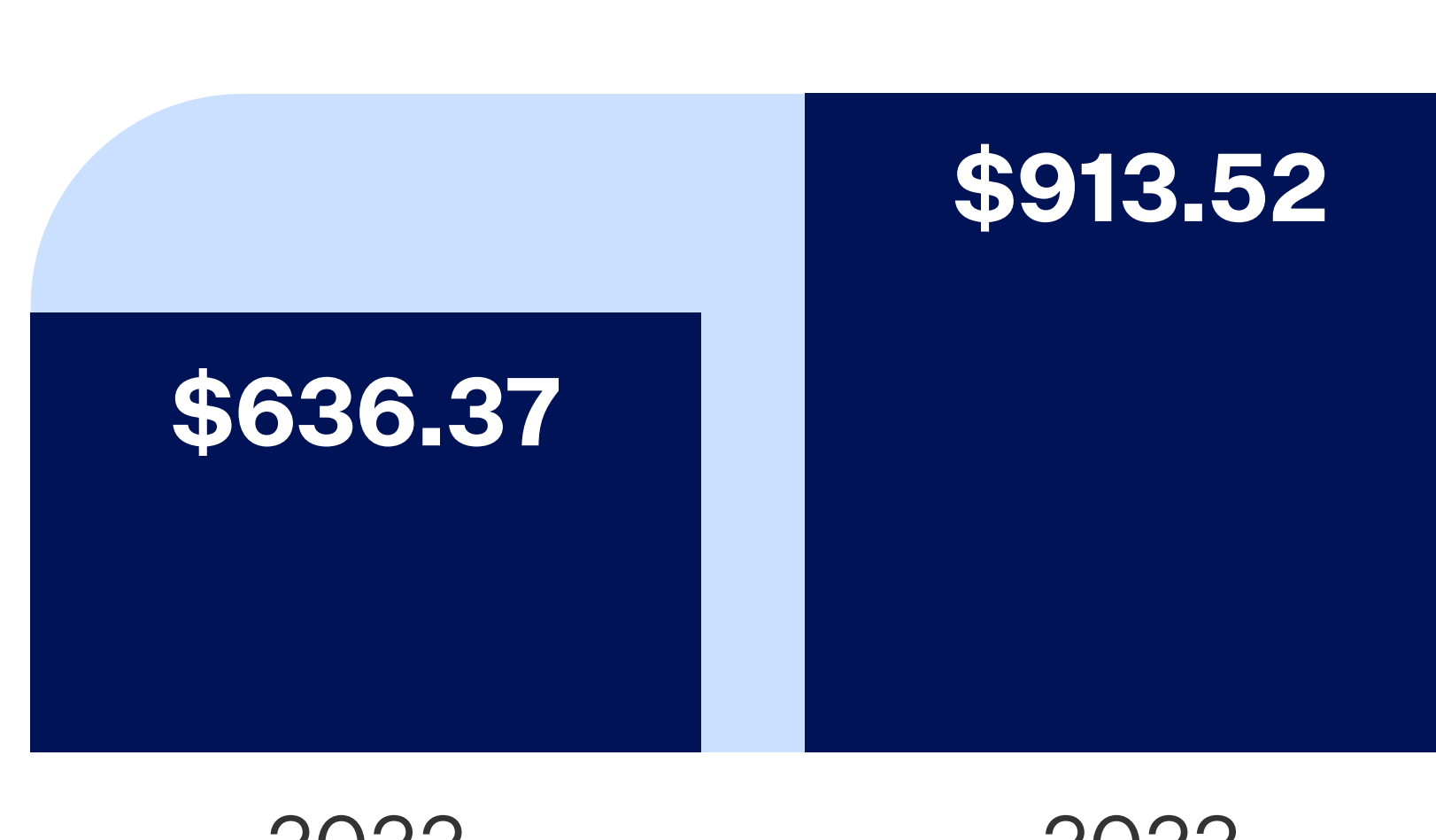
Improved borrower closing rate



Reported % increase in loan closing ratio due to Blend products

\$914

Impact per loan



Average financial impact/loan reported by Blend customers