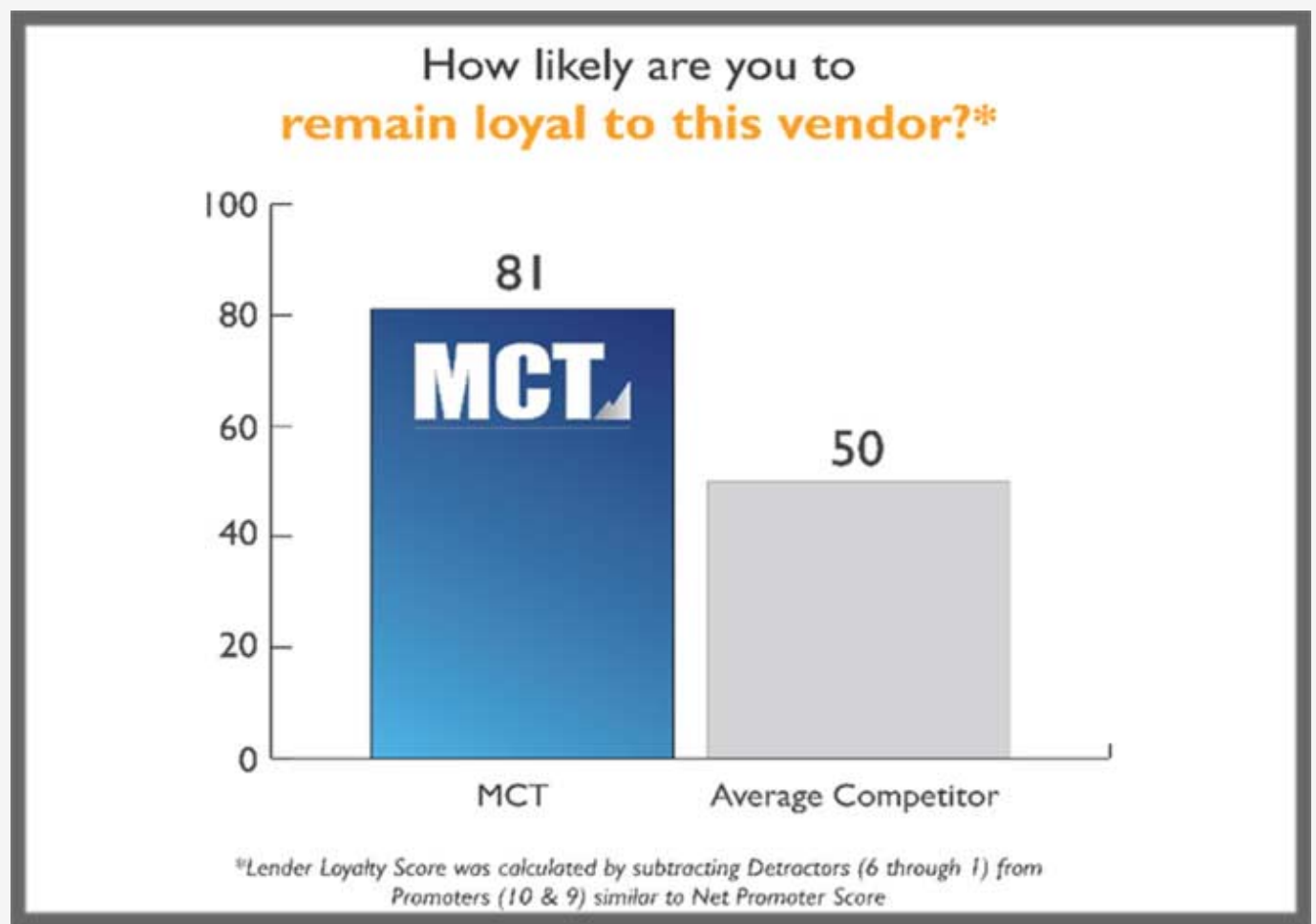


Mortgage Capital Trading Scores High Marks in Overall Satisfaction, Lender Loyalty, and Functionality Effectiveness According to Recent Study by STRATMOR Group

SAN DIEGO, Calif., Feb. 19, 2019 (SEND2PRESS NEWSWIRE) – Mortgage Capital Trading (MCT), a leading mortgage hedge advisory and secondary marketing software firm, announced that the 2018 STRATMOR Technology Insight Study rated MCT as the leader in overall satisfaction, lender loyalty, and functionality effectiveness in the production pipeline hedging industry, according to survey respondents.



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According to STRATMOR Group, “72 percent of respondents use third-party tools for Production Pipeline Hedging and 29.9 percent chose Mortgage Capital Trading (MCT) to conduct these analyses. Further, MCT’s Lender Loyalty Score value is an impressive 81; 20 points higher than the overall average score.”

The STRATMOR Group study results were gathered from a broad group of lender executives with the goal of providing lenders with data on the technology solutions available in the market today. Of the executives who responded to the survey, 45 percent were the head of, or part of, the technology department. Additionally, more than two-thirds of respondents were independent mortgage bankers, while 31 percent were banks or credit unions.

Visit the study web page to learn more or purchase the full report: <http://www.stratmorprograms.com/events/2018-stratmor-technology-insight-study-report/event-summary-0a72fd24156f44fa8f70fd7793b1fed9.aspx>

“There’s never been a better time to be at MCT,” said Curtis Richins, President of MCT. “We have so many new technologies and innovations rolling out that everybody is excited about the future. We’re proud clients still experience the same boutique-style customer service despite our rapid growth.”

MCT Ranked #1 for Every Functionality Effectiveness Category

Functionality Category	Industry Leader
Availability of Help Desk	MCT
Ease of Use	MCT
Integration with LOS	MCT
Margin Tracking	MCT
Overall Customer Support	MCT
Pipeline Management	MCT
Reporting Capabilities	MCT
Trade Tracking	MCT
Training Resources	MCT

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In the study, MCT was ranked the leader in overall satisfaction and functionality effectiveness ratings. Survey respondents gave MCT an overall satisfaction score of 9.1 out of 10, compared to the overall average satisfaction rating of 8.3. Additionally, MCT was the highest-rated vendor across nine areas of functionality effectiveness, including margin tracking, ease of use, reporting capabilities, and overall customer support. The majority of clients rated MCT as “highly effective / competitively

advantaged” in eight of the nine functionality effectiveness areas.

“We’re very pleased with the results of STRATMOR’s 2018 Technology Insight Survey,” says Richins. “The results reflect MCT’s relentless mission to provide clients with ground-breaking new technology, such as the recently released [bid tape AOT tri-party agreement automation](#) within the Bid Auction Manager (BAM) whole loan trading platform.”



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“Before the Tri-Party automation, I had to write in all the fields, print and attach all the confirms, sign, scan, and send for every assignment-of-trade,” said Andrew Stringer, Directory of Secondary and Capital Markets at First Bank in a [recently published case study](#). “Without the automation, I probably wouldn’t bother with AOT transactions very often, because the time cost might outweigh the pickup.”

To learn more about MCT’s unique blend of award-winning technology and best in class customer service, visit <https://mct-trading.com/>.

ABOUT MCT:

Founded in 2001, Mortgage Capital Trading, Inc. (MCT) has grown from a boutique mortgage pipeline hedging firm into the industry’s leading provider of fully-integrated capital markets services and technology. MCT offers an array of best-in-class services and software covering mortgage pipeline

hedging, best execution loan sales, outsourced lock desk solutions, MSR portfolio valuations, business intelligence analytics, mark to market services, and an award-winning comprehensive capital markets software platform called MCTlive! MCT supports independent mortgage bankers, depositories, credit unions, warehouse lenders, and correspondent investors of all sizes.

Headquartered in San Diego, California, MCT also has offices in Philadelphia, Santa Rosa, Los Angeles and Dallas. MCT is well known for its team of capital markets experts and senior traders who continue to provide the boutique-style hands-on engagement clients love. For more information, visit <https://mct-trading.com/> or call (619) 543-5111.

ABOUT STRATMOR GROUP:

STRATMOR Group is a leading mortgage industry advisory firm that provides a range of programs and services designed to counsel lender CEOs and senior executives. STRATMOR serves more than 250 companies annually, providing strategies that increase growth and improve profitability in sales, marketing, technology, operations and mergers and acquisitions using comprehensive, proprietary data and key insights gained through extensive experience in the mortgage industry. The company is well known for its financial models and its collaboration with the Mortgage Bankers Association in the PGR: MBA and STRATMOR Peer Group Roundtables program. Find out more about STRATMOR on its website at <https://www.stratmorgroup.com/>.

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