Origination Revenue per Mortgage

Benchmarks, Definition & Measurement Details

SAMPLE CONTENT & DATA

Origination Revenue per Mortgage

Definition & Measurement Details

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What is Origination Revenue per Mortgage?

The total dollar amount of mortgage loan origination revenue earned (origination fees, broker fee income, underwriting & processing fees) by the lending institution divided by the number of mortgage loans originated by the institution over the same period of time.

Why should this KPI be measured?

Origination Revenue per Mortgage measures the total revenue earned by the lending institution for each individual loan originated over a given time. Lower than average revenue per loan may indicate several things

How is this KPI calculated?

Two numbers are used to calculate this KPI: (1) the total amount of revenue generated through mortgage loan origination activities over a given time

ABRIDGED CONTENT

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Origination Revenue per Mortgage

Total Mortgage Loan Origination Revenue / Total Number of Mortgage Loans Originated

SAMPLE CONTENT
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Avg (XX)

High Performers ▶ ▶ ▶ ▶ ▶ ▶ ▶ ▶ ▶ ▶ Low Performers
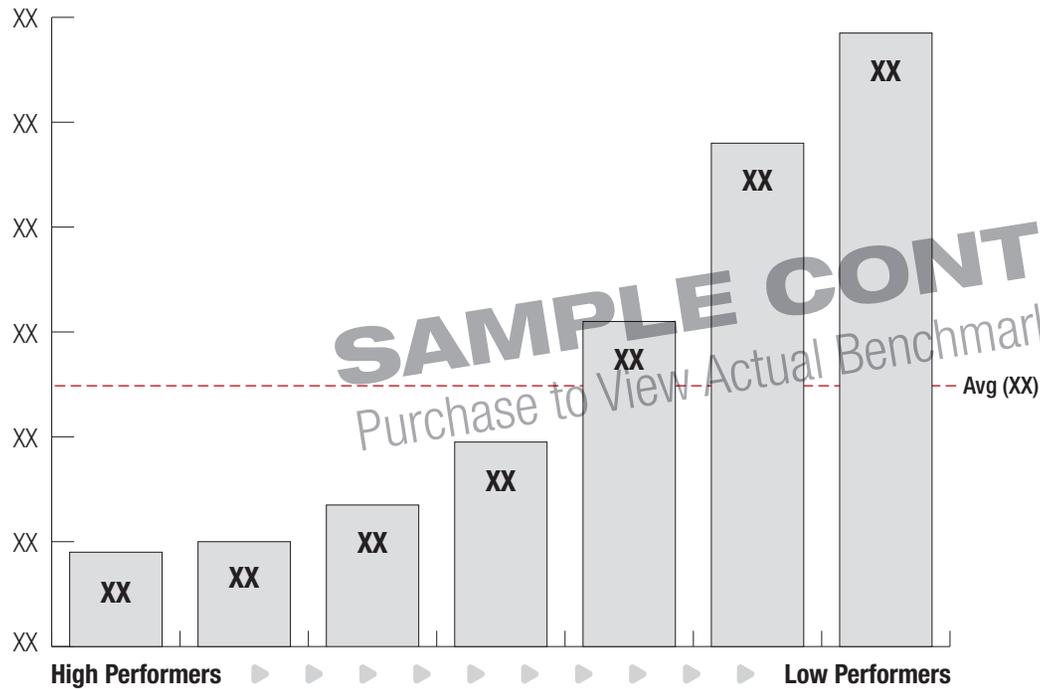
Characteristics of High Performers

- KPIs are well-defined, tracked and tied to performance reviews
- Robust self-service options for customer

Sample Size: XX

KPI Type: XX

Unit: XX

Is High or Low Best?: XX

How to read this chart: This chart summarizes the performance gaps between high (Top 5%), mid (Median) and low (Bottom 5%) performers for this Key Performance Indicator (KPI). For example, the column labeled "Top 5%" represents a company that outperformed 95% of the peer group observed for this metric.

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