

# Mortgages Closed per Closer

*Benchmarks, Definition & Measurement Details*

**SAMPLE  
CONTENT & DATA**



# Mortgages Closed per Closer

Definition & Measurement Details



## What is Mortgages Closed per Closer?

The total number of mortgage loans closed (i.e., funded) by the company over a certain period of time divided by the average number of mortgage loan closers working for the company over the same time period.

## Why should this KPI be measured?

Mortgages Closed per Closer measures the average productivity (i.e., volume per employee) of, and workload placed upon, each individual loan closing employee. Loan closing employees are typically responsible

## How is this KPI calculated?

Two numbers are used to calculate this KPI: (1) the total number of mortgage loans closed by the lending institution over a given time period, and (2) the average number of loan closing employees

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