

# Mortgages Closed per Loan Officer

*Benchmarks, Definition & Measurement Details*

**SAMPLE  
CONTENT & DATA**



# Mortgages Closed per Loan Officer

## Definition & Measurement Details



### What is Mortgages Closed per Loan Officer?

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 officers, or originators, working for the company over the same time period.

### Why should this KPI be measured?

Mortgages Closed per Loan Officer measures the average productivity (i.e., volume of loans closed per loan officer) of individual loan officers working for the lending institution. In all cases, a high value should be

### 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 officers, or originators, working for the

**ABRIDGED CONTENT**  
Purchase to View Full Definition & Measurement Details!

# Mortgages Closed per Loan Officer

Benchmarks & Characteristics of High Performers



## Mortgages Closed per Loan Officer

Total Number of Mortgage Loans Closed / (Average Number of Mortgage Loan Officers)



### 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.

# Benchmarking Report Terms & Conditions

*OpsDog KPI Reports*



© 2017 OpsDog, Inc.

The OpsDog KPI Reports and their contents are protected by copyright laws, contain the trademark OpsDog, Inc., and are OpsDog's proprietary information. No part of this book shall be reproduced, stored in a retrieval system, or transmitted by any means, electronic, mechanical, photocopying, recording or otherwise, without written permission from OpsDog, Inc.

OpsDog, Inc. assumes no liability with respect to the use of the information contained herein which is provided "as is" and there are no warranties of any kind provided by OpsDog with respect to this report. OpsDog assumes no responsibility for errors or omissions and will not be liable for any damages resulting from the use of the information contained herein.

## **OpsDog, Inc.**

1502 Augusta Dr., Suite 200

Houston, TX 77057

Tel: 844-650-2888