

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

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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.

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