

Production Labor Cost per Mortgage Originated

Benchmarks, Definition & Measurement Details

**SAMPLE
CONTENT & DATA**



Production Labor Cost per Mortgage Originated

Definition & Measurement Details



What is Production Labor Cost per Mortgage Originated?

The total mortgage loan production personnel expense (all salary, commissions and benefits related to mortgage sales and origination) incurred by the organization divided by the total number of mortgage loans originated by the organization over the same period of time.

Why should this KPI be measured?

Production Labor Cost per Mortgage Originated measures the average labor cost incurred by the organization to originate, or close, a single mortgage loan. Labor expenses typically comprise 55%-70% of

How is this KPI calculated?

Two numbers are used to calculate this KPI: (1) total labor expense incurred by the organization related to mortgage loan sales and origination, and (2) the total number of mortgage

ABRIDGED CONTENT
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Benchmarks & Characteristics of High Performers



Production Labor Cost per Mortgage Originated

Total Mortgage Loan Origination Labor Expense / Total Number of Mortgage Loans Closed



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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