# Mortgage Production per Loan Officer

Benchmarks, Definition & Measurement Details

SAMPLE CONTENT & DATA



# **Mortgage Production per Loan Officer**

Definition & Measurement Details



## **What is Mortgage Production per Loan Officer?**

The total dollar value (i.e., principal loan amount) of mortgage loans originated by the organization over a certain period of time divided by the total number of mortgage Loan Officers, or Loan Originators, working for the institution over the same time period.



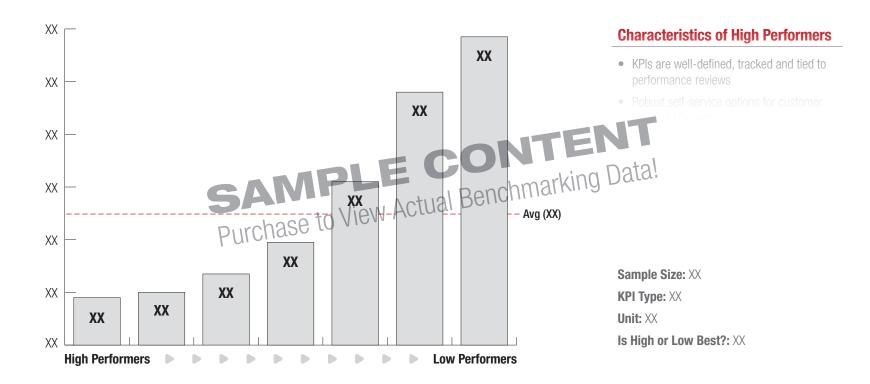
# **Mortgage Production per Loan Officer**

Benchmarks & Characteristics of High Performers



## **Mortgage Production per Loan Officer**

(Sum of Loan Amounts for New Mortgages Originated) / (Average Number of Mortgage Loan Officers)



**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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