

# 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.

### Why should this KPI be measured?

Mortgage Loan Production per Loan Officer measures the average dollar amount of new mortgages originated by a single Loan Officer over a given period of time. This KPI, along with the total number of mortgages

### How is this KPI calculated?

Two numbers are used to calculate this KPI: (1) the total dollar amount of new mortgages originated (and funded) by mortgage loan officers, and (2) the average number of

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