

# Cost per Commercial Loan Origination

*Benchmarks, Definition & Measurement Details*

**SAMPLE  
CONTENT & DATA**



# Cost per Commercial Loan Origination

## Definition & Measurement Details



### What is Cost per Commercial Loan Origination?

The total commercial loan origination and fulfillment-related expense incurred by the lending institution divided by the number of commercial loans closed and funded over the same period of time. Total commercial loan origination and fulfillment expense should include fully-loaded labor costs (salary, benefits, bonuses, etc.), as well as other overhead costs such as occupancy, technology and vendor fees.

### Why should this KPI be measured?

Cost per Commercial Loan Origination measures the total commercial loan origination and fulfillment-related expense incurred by the lending institution divided by the number of commercial loans closed and funded

### How is this KPI calculated?

Two numbers are used to calculate this KPI: (1) the total commercial loan origination and fulfillment-related expense incurred by the lending institution and (2) the number of commercial loans closed and funded

**ABRIDGED CONTENT**  
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# Cost per Commercial Loan Origination

Benchmarks & Characteristics of High Performers



## Cost per Commercial Loan Origination

Total Commercial Loan Origination Expense Incurred / Number of Commercial Loans Closed and Funded



### 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.

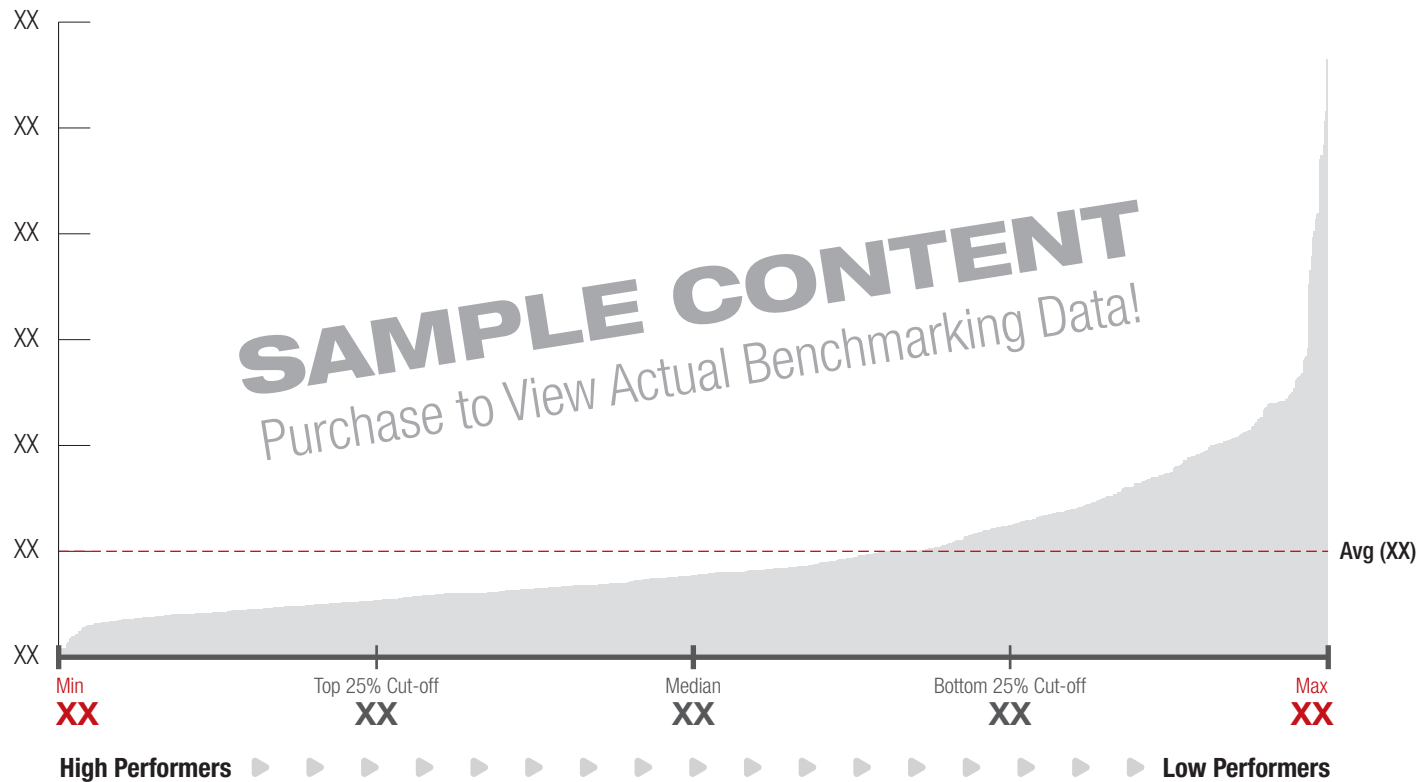
# Cost per Commercial Loan Origination

Benchmarks & "Long Tail" Analysis



## Cost per Commercial Loan Origination

Total Commercial Loan Origination Expense Incurred / Number of Commercial Loans Closed and Funded



**How to read this chart:** This chart plots all values within the observed population for this KPI. This chart can be useful in analyzing the upper and lower boundaries (i.e., minimum/maximum values) and the amount of the population that falls above/below the average for the KPI, among other things.

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