



Increase Profitability.
Improve Performance.
Manage Risk.

Key Performance Reporting

Timely and accurate information is critical to successfully managing a mortgage company. Proper reporting provides ongoing feedback on the status of the mortgage division. The following reports should be prepared for management review:

- Loan level profitability by product
- Gain on Sale of Loans
- Monthly Closed Loans
- Monthly Applications
- Fees Collected by type
- Cost to Originate and Close a loan
- Fallout Report
- Required Delivery Documents Outstanding
- Aged Loan Report - loans closed 30 plus days and not delivered
- QC Significant Findings Report
- Broker Scorecard
- Net Profitability Report
- Cycle Times (processing, underwriting, closing, total)