

FLCUREN

7/17/2018-7/20/2018

◆◆ Highest Loan Production Costs Ever

- **MBA: Cost To Originate A Mortgage Hit New Peak In Q1 At \$8,887 Per Loan**
- Mortgage lenders made a little less profit per loan during the first quarter, due mainly to higher operating expenses.
- According to the [Mortgage Bankers Association's \(MBA\) quarterly performance report](#), lenders saw a net gain of \$224 on each loan they originated in the first quarter – down from \$575 in the fourth quarter.
- The drop was due mainly to higher per-loan production expenses.

- You most likely do not have a pricing of services issue, you have a cost of production issue!

■ Operational Efficiencies

Operational Efficiency

- Where do you find operational efficiencies?
 - » Reducing Key Strokes
 - Ability to stay in your LOS
 - Ability to order multiple updates at one time within LOS
 - Ability to order additional reports within LOS ex. soft inquiry reports
 - Ability to review charges within LOS
 - Ability to have all reports populate into eFolders
 - Ability to Order Verifications
 - » Using Automated Data Sources
 - Eliminate Web Searches of related parties and watch lists
 - Have data at point of origination, such as Liens and Judgements and OFAC searches

Using a Fully Automated Platform

Ellie Mae Integration

