

Timeline diagram showing a sequence of events: Y, Q, M, W, D. The event M is highlighted with a red box. The timeline is labeled "Month".

Below the timeline, a calendar for 2020 is shown, divided into quarters (Q1, Q2, Q3) and months (Jan, Feb, Mar, Apr, May, Jun, Jul). The calendar shows the first three months of each quarter.

Timeline for 2020:

- Q1: Jan, Feb, Mar
- Q2: Apr, May, Jun
- Q3: Jul

Estimated Revenue MTD

- [REDACTED] %
% Change MoM Estimated Reven...

Lowest Conversion Clients

[REDACTED]	
[REDACTED]	2,259
Borrower Conver...	Closed Loan Volume
[REDACTED] Bank	
[REDACTED]	146
Borrower Conver...	Closed Loan Volume
[REDACTED] State Bank	
[REDACTED]	19
Borrower Conver...	Closed Loan Volume
[REDACTED] Mortgage Group LLC.	
[REDACTED]	20
Borrower Conver...	Closed Loan Volume

Verifications Started, Verifications Completed, and Borrower Conversion by Month

Legend: Verifications Started (light purple), Verifications Completed (dark purple), Borrower Conversion (yellow line)

Month	Verifications Started	Verifications Completed	Borrower Conversion (%)
2021 April	100	32	53.5
2021 May	88	31	55.5
2021 June	88	30	54.0
2021 July	90	30	53.5
2021 August	85	29	54.5
2021 September	78	26	52.5
2021 October	78	26	52.0
2021 November	75	24	50.5
2021 December	68	22	50.5
2022 January	75	24	49.5
2022 February	82	27	51.5
2022 March	85	28	51.8

This chart displays the performance of the verification process over a 12-month period. 'Verifications Started' (light purple bars) shows a general downward trend from approximately 5900 in April 2021 to 5100 in December 2021, followed by a slight increase to 5600 in March 2022. 'Verifications Completed' (dark purple bars) shows a steady decline from about 5300 in April 2021 to 5100 in December 2021, then a slight increase to 5200 in March 2022. 'Borrower Conversion' (yellow line) starts at 53.5% in April 2021, peaks at 55.5% in May 2021, and then fluctuates, ending at 51.5% in March 2022.

Month	Verifications Started	Verifications Completed	Borrower Conversion
2021 April	5900	5300	53.5%
2021 May	5800	5250	55.5%
2021 June	5800	5200	54.0%
2021 July	5850	5200	53.5%
2021 August	5750	5200	54.5%
2021 September	5650	5150	52.5%
2021 October	5650	5150	52.0%
2021 November	5550	5100	50.5%
2021 December	5400	5050	50.5%
2022 January	5550	5150	49.5%
2022 February	5650	5200	51.0%
2022 March	5650	5200	51.5%

Parent Company	Closed Loan Volume	Verifications Started	Verifications Completed	Borrower Conversion	Estimated Revenue MTD	% Change MoM
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Total	780,712	5,052,403	2,601,629	51.49%	\$504,069.50	-15.03%

Parent Company	Closed Loan Volume	Verifications Started	Verifications Completed	Borrower Conversion	Estimated Revenue MTD	% Change MoM
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Total	780,712	5,052,403	2,601,629	51.49%	\$504,069.50	-15.03%

Parent Company	Closed Loan Volume	Verifications Started	Verifications Completed	Borrower Conversion	Estimated Revenue MTD	% Change MoM
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Total	780,712	5,052,403	2,601,629	51.49%	\$504,069.50	-15.03%

The Ups, Difference in Revenue and % Change MoM

[REDACTED] Mortgage	\$[REDACTED]%
[REDACTED] Mortgage Corporation	\$[REDACTED]8%
[REDACTED]	\$[REDACTED]%
[REDACTED] Equity, LLC	\$[REDACTED]8%
[REDACTED]	

The Ups, Difference in Revenue and % Change MoM

[REDACTED] Mortgage	\$[REDACTED]%
[REDACTED] Mortgage Corporation	\$[REDACTED]8%
[REDACTED]	\$[REDACTED]%
[REDACTED] Equity, LLC	\$[REDACTED]8%
[REDACTED]	

The Downs, Difference in Revenue and % Change MoM		
██████████ Mortgage		
(\$22,302....	-21.30%	
████████████████████		
(\$12,840....	-31.27%	
██████████ Home Loans		
(\$4,198.00)	-16.13%	
██████████ Mortgage		
(\$4,140.50)	-93.68%	
██████████ Home Loans		

The Downs, Difference in Revenue and % Change MoM		
██████████ Mortgage		
(\$22,302....	-21.30%	
████████████████████		
(\$12,840....	-31.27%	
██████████ Home Loans		
(\$4,198.00)	-16.13%	
██████████ Mortgage		
(\$4,140.50)	-93.68%	
██████████ Home Loans		