

Credit Union Report 1

Closed Loans Visual Overview

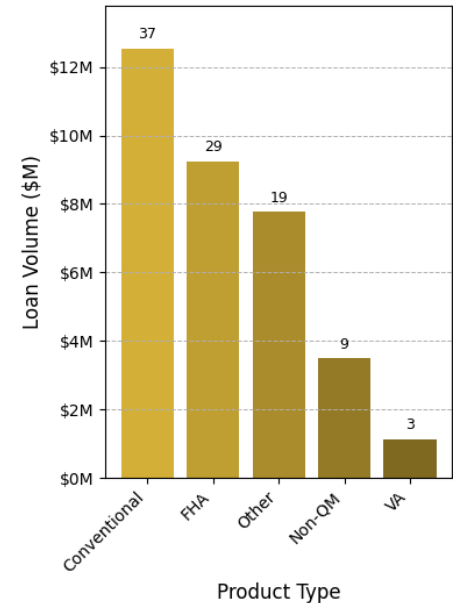
Version 0.1 – Data as of June 1, 2025

Executive Summary

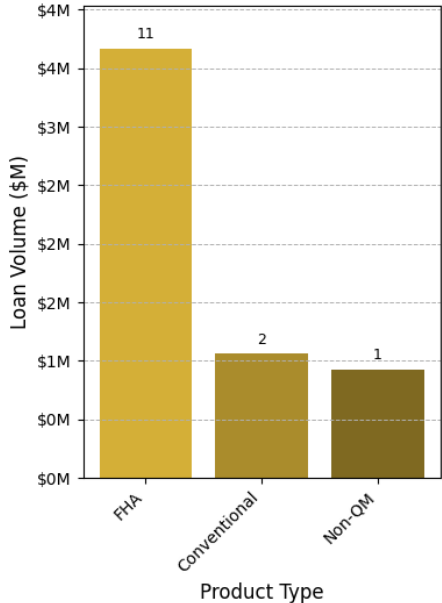
The Closed 2025 folder includes **120 loans**, all of which were **funded in May 2025**, in line with this month’s reporting criteria.

Category	Insight
Loan Count	120 loans funded in May 2025

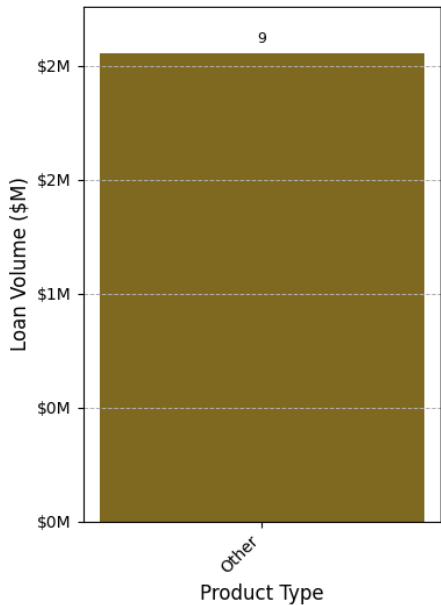
May 2025 Closed Loan Volume by Product Type
Channel: BANKED - RETAIL



May 2025 Closed Loan Volume by Product Type
Channel: BANKED - WHOLESALE



May 2025 Closed Loan Volume by Product Type
Channel: BROKERED



**May 2025 Closed Loan Volume and Count by Product Type
Channel: BANKED - RETAIL**

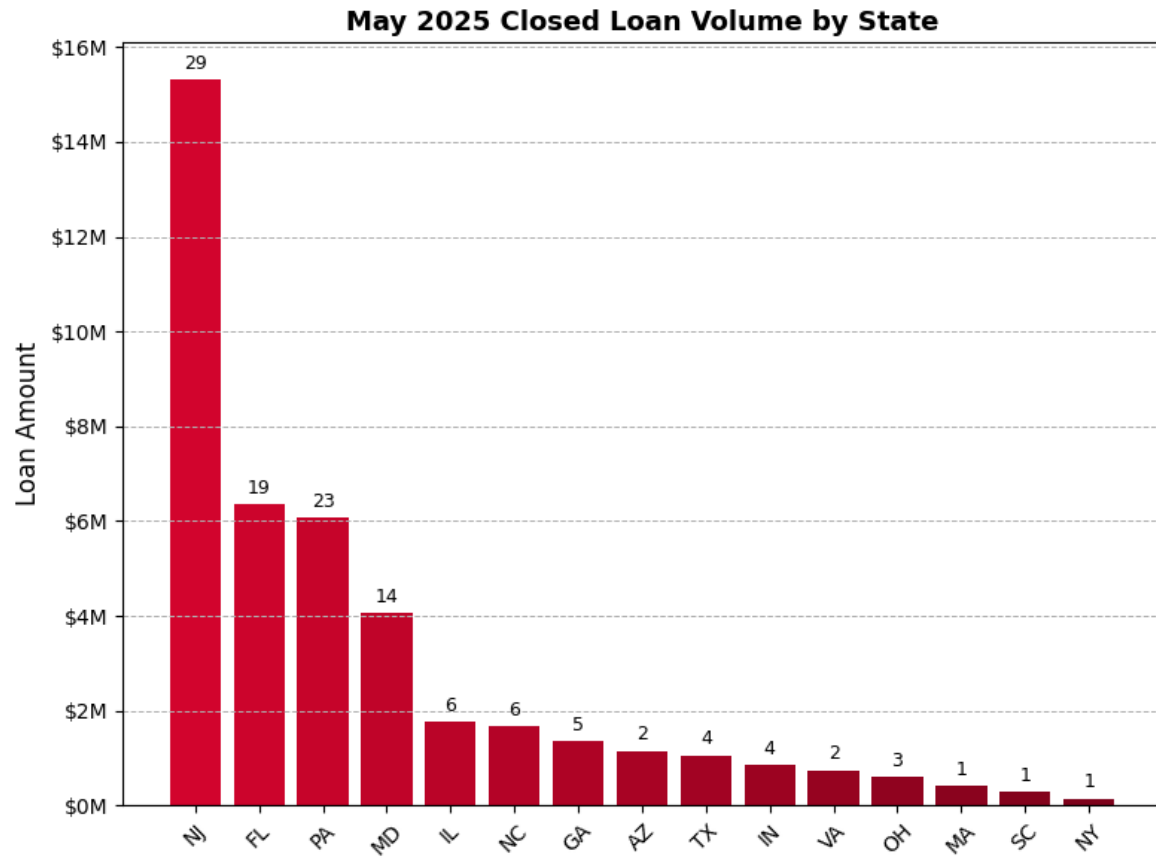
Product Type	Loan Volume	Loan Count
Conventional	\$12,547,464	37
FHA	\$9,240,188	29
Non-QM	\$3,495,000	9
Other	\$7,775,043	19
VA	\$1,133,000	3

**May 2025 Closed Loan Volume and Count by Product Type
Channel: BANKED - WHOLESALE**

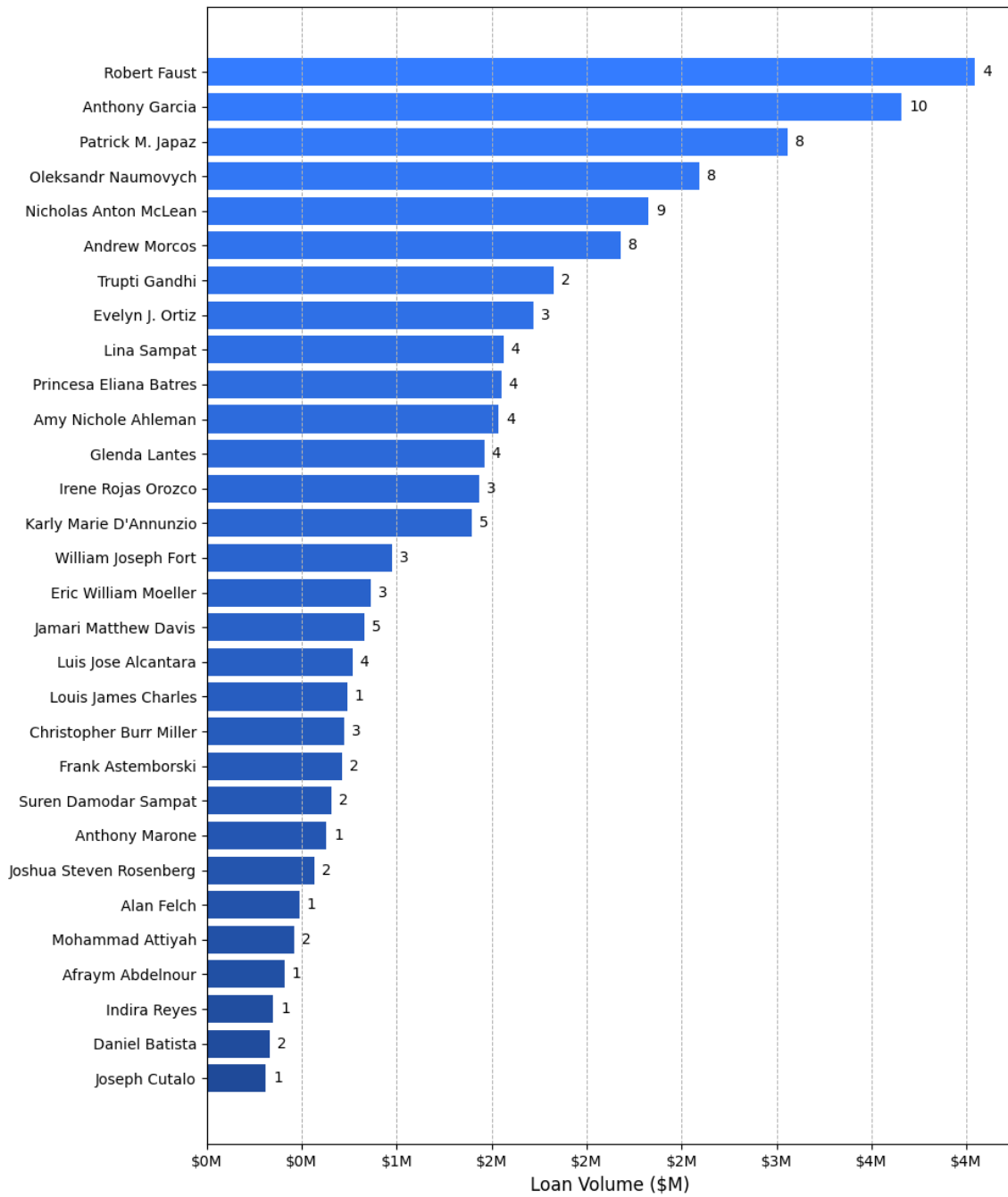
Product Type	Loan Volume	Loan Count
Conventional	\$1,060,000	2
FHA	\$3,670,404	11
Non-QM	\$927,500	1

**May 2025 Closed Loan Volume and Count by Product Type
Channel: BROKERED**

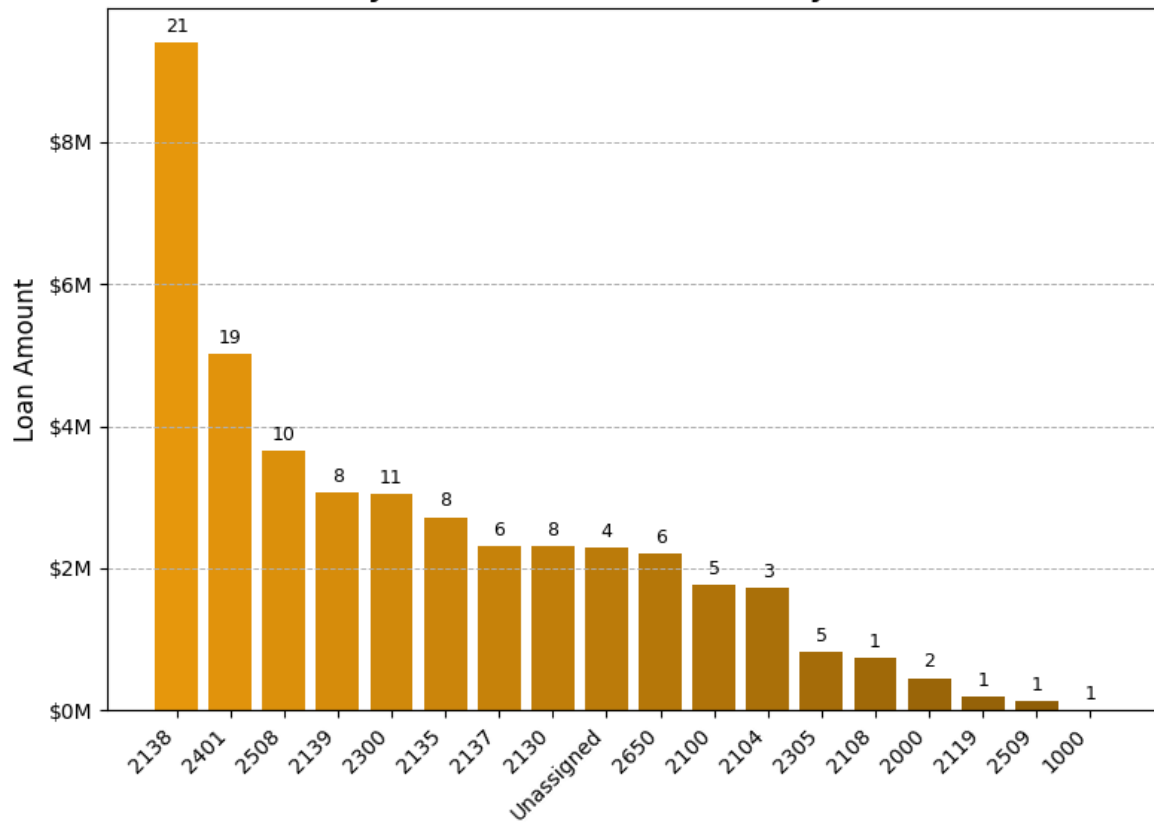
Product Type	Loan Volume	Loan Count
Other	\$2,056,434	9



May 2025 Closed Loan Volume by Loan Officer - Top 30



May 2025 Closed Loan Volume by Branch



Appendix A — Product Type Mapping Logic

To standardize reporting, raw product descriptions from Encompass were grouped into broader product categories based on keyword detection. This mapping ensures consistent reporting across charts and tables.

Mapping Rules

Raw Value Contains	Mapped Category
FHA	FHA
VA	VA
NON QM or NON-QM	Non-QM
CONV or CONVENTIONAL	Conventional
<i>(Other cases)</i>	Other

Example Mappings

- "FHA 30 YR FIXED" → **FHA**
- "VA IRRRL" → **VA**
- "Conv 30 Yr Fixed" → **Conventional**
- "Non-QM Bank Statement" → **Non-QM**
- "2nd Lien" → **Other**
- "Jumbo" → **Other**
- "Portfolio ARM" → **Other**
- "USDA" → **Other**

Note: Mapping is case-insensitive and applied using substring matching.