

Credit Union Report 2

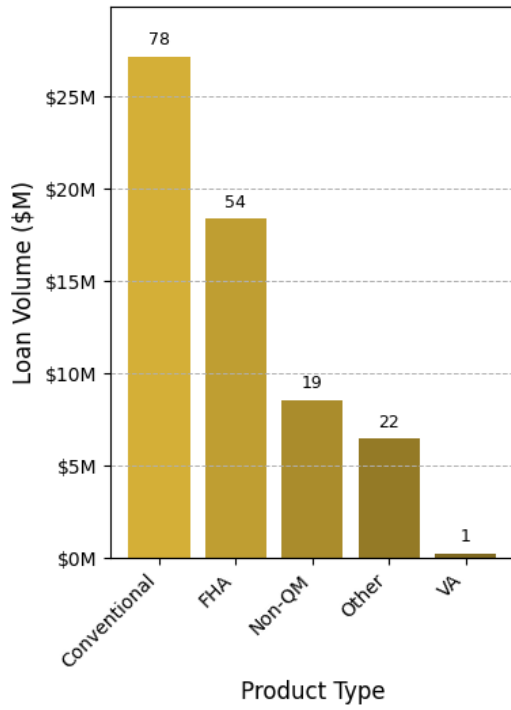
Active Loans Visual Overview

Version 0.1 – Data as of June 1, 2025

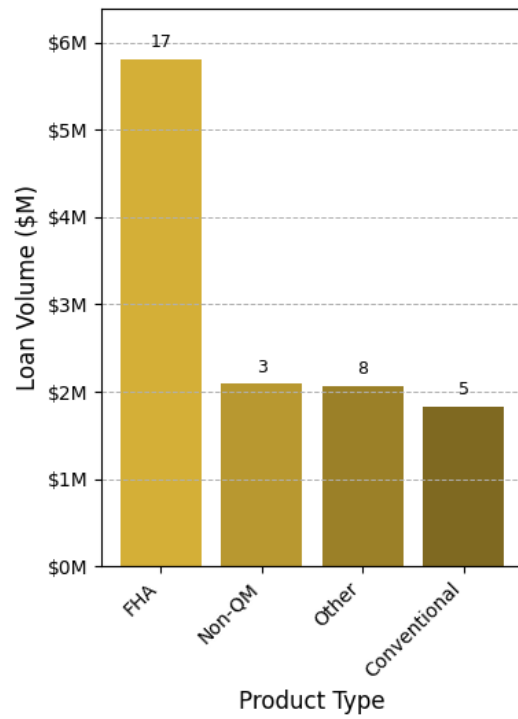
Executive Summary

Category	Insight
Loan Count	225 total active loans

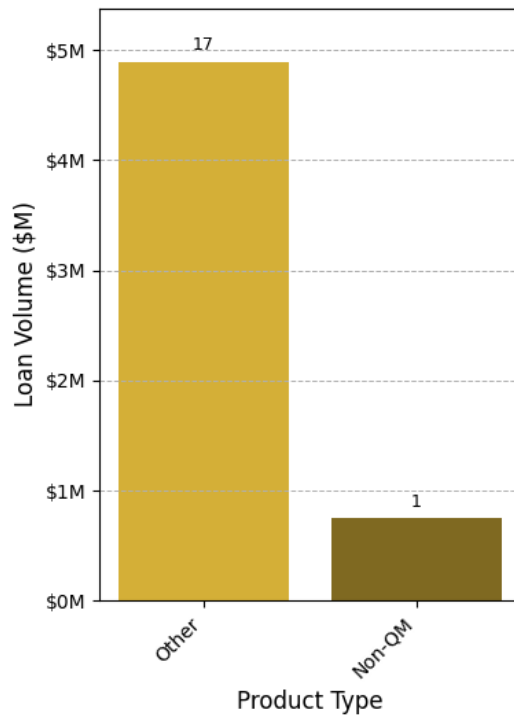
Active Loan Volume by Product Type
Channel: BANKED - RETAIL



Active Loan Volume by Product Type
Channel: BANKED - WHOLESALE



Active Loan Volume by Product Type
Channel: BROKERED



Active Loan Volume and Count by Product Type
Channel: BANKED - RETAIL

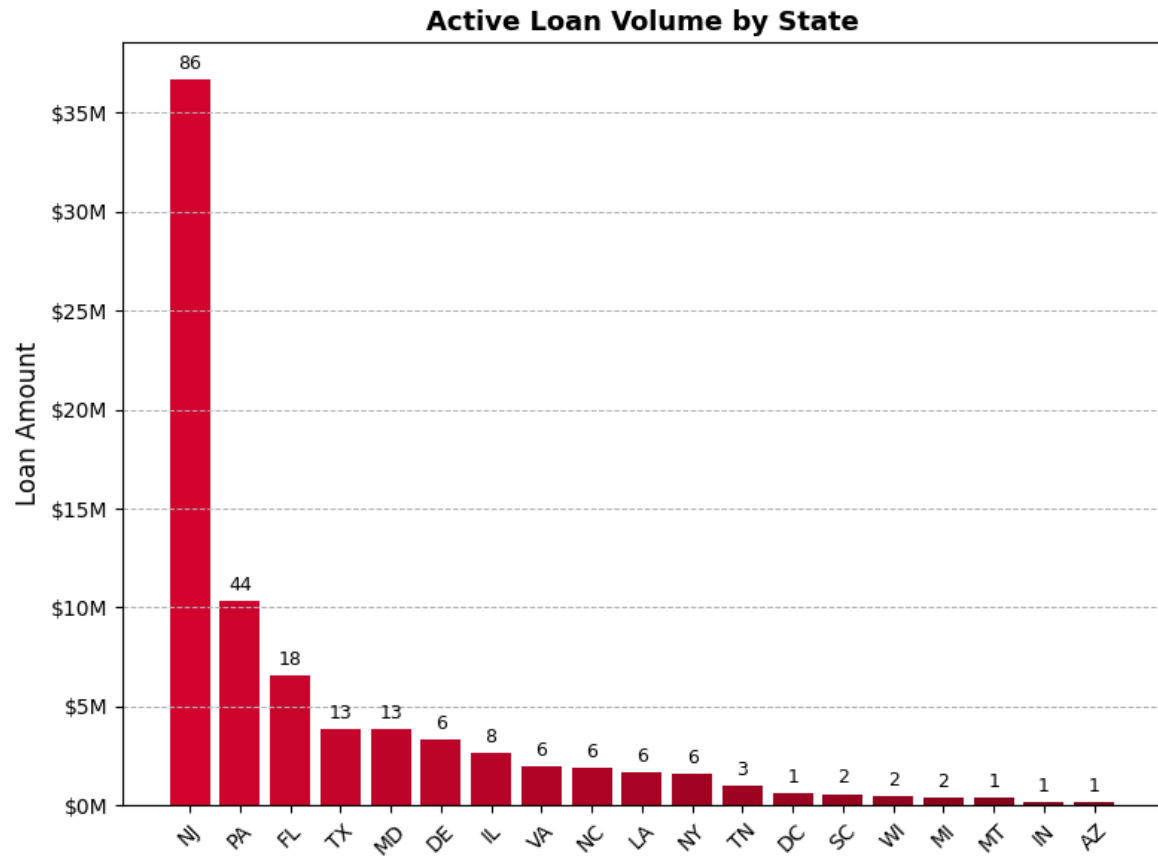
Product Type	Loan Volume	Loan Count
Conventional	\$27,166,389	78
FHA	\$18,353,306	54
Non-QM	\$8,554,700	19
Other	\$6,454,488	22
VA	\$242,000	1

Active Loan Volume and Count by Product Type
Channel: BANKED - WHOLESALE

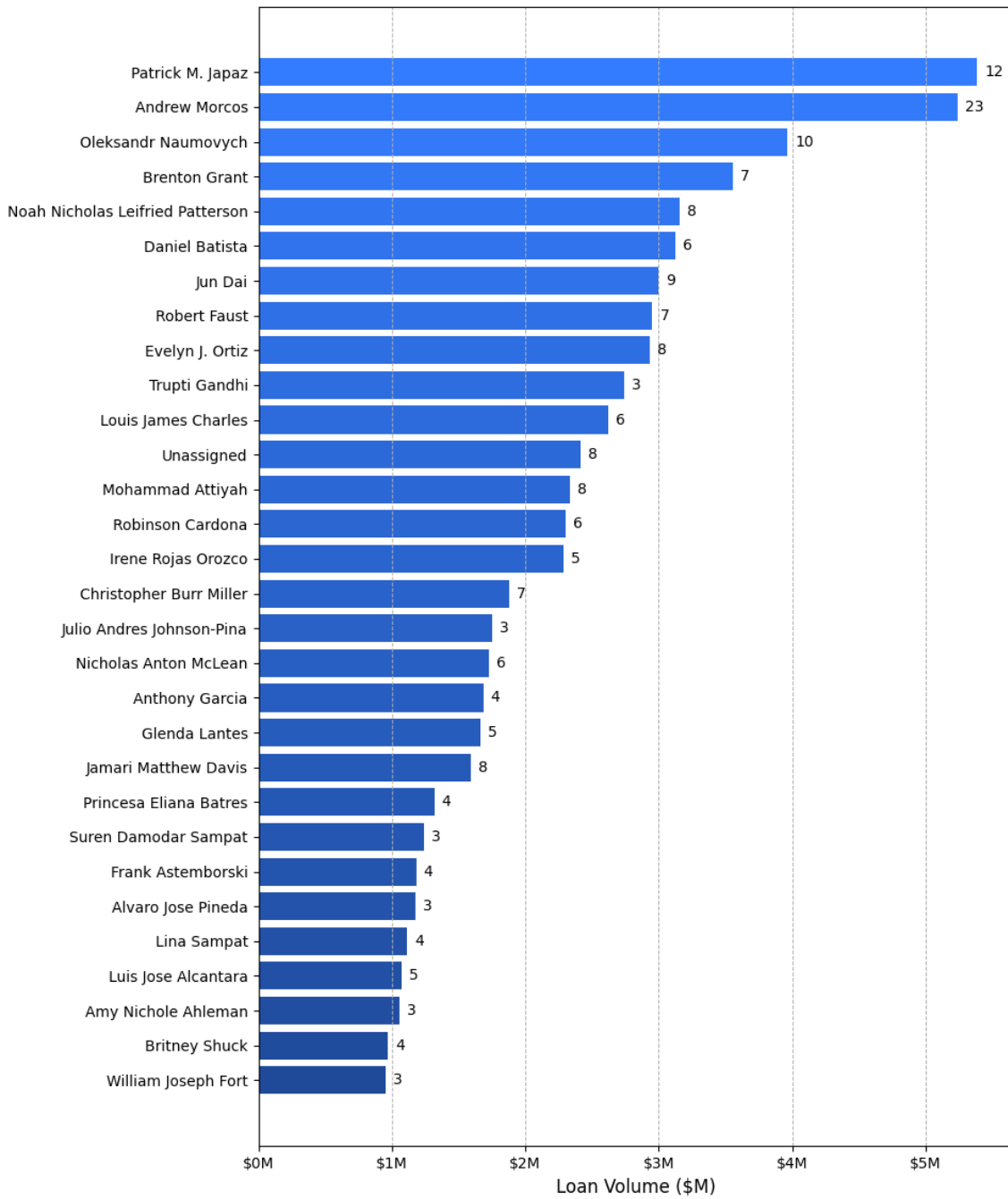
Product Type	Loan Volume	Loan Count
Conventional	\$1,829,545	5
FHA	\$5,817,072	17
Non-QM	\$2,089,300	3
Other	\$2,067,008	8

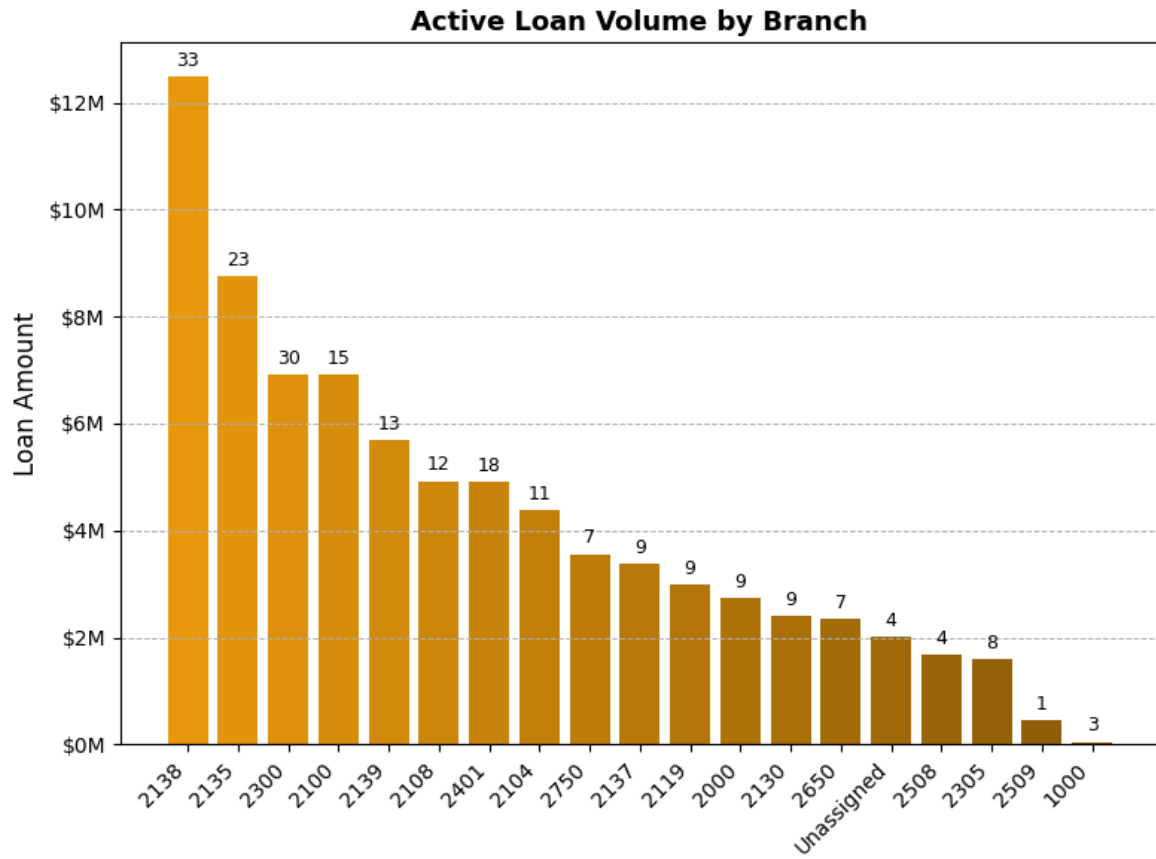
Active Loan Volume and Count by Product Type
Channel: BROKERED

Product Type	Loan Volume	Loan Count
Non-QM	\$749,900	1
Other	\$4,890,000	17



Active Loan Volume by Loan Officer - Top 30







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.