Clarifying Questions

- **Data scope & timing:** What period do the dashboards cover (exact start/end dates)? How is **MTD** defined (calendar month to date vs. business days)?
- **Cash definition:** Does **"Amount Received"** include principal + interest only, or also fees, recoveries, and late charges? Are recoveries netted against charge-offs or shown separately?
- **Status mapping:** How do **"Good/Bad"** labels map to final statuses (Fully Paid / Charged Off / Current)? Are restructures, settlements, or re-ages included and where?
- **APR methodology:** Is **12.05%** a book-weighted APR by balance or by count? Origination APR or effective yield/EIR?
- **DTI methodology:** Is **13.33%** front-end or back-end DTI? Gross or net income? Verified or stated income?
- **Ticket size:** Are application counts equal to funded loan counts, or are there approvals without funding/duplicates?
- **Cohorts:** Can we access **static-pool** views by funding month (cumulative loss, prepay, net yield)?
- **Mix details:** Do we have **grade/score bands**, **purpose definitions**, and **channel** (direct/partner) tags? Any policy changes during the period (pricing, limits, cutoffs)?
- **Geography:** Can we see per-state **CO rates**, **early-DPD**, and average ticket, not just volume shading?
- **Collections:** What are **roll rates (30→60→90)**, **cure rates**, and **autopay penetration** by segment?

Assumptions

- All figures are **USD** and accurately transcribed from the dashboards; rounding may introduce small deltas.
- **Amount Received** represents life-to-date cash collections on booked loans (principal + interest), with fee/recovery treatment **unspecified**; I treat cash-through (Received/Funded) as a **liquidity** signal, **not** profit.
- **Good/Bad** labels approximate long-run outcomes and align broadly with **Fully Paid** vs **Charged Off**.

- **APR 12.05%** is the **nominal origination APR**, not an effective yield; **DTI 13.33%** is consistent across borrowers and calculated on a comparable basis.
- Term mix is dominated by **36M** and **60M** amortizing personal loans with prepayment allowed; revolving lines are **out of scope**.
- Ticket sizes for good/bad loans are computed from displayed totals and counts; slight error possible due to rounding and any hidden exclusions.
- Geographic and purpose insights are **directional** where charts lack numeric labels.

Caveats

- **Cash-through ≠ economic profit.** Without cohort-level fees, loss timing, prepayment, and servicing costs, we cannot assert net yield.
- **Mix shifts confound rates.** Higher APR among "current" loans may reflect survivorship and risk pricing, not worse performance.
- **MTD/MoM sensitivity.** Results depend on cut-off dates, calendar effects, and seasonality; small timing changes can swing the tiles.
- **Qualitative geography.** Heat-map intensity suggests concentration but lacks per-state risk metrics; conclusions there are provisional.
- **Purpose coding & channels.** Misclassification or multi-purpose loans can skew purpose-level read; channel effects may underlie some risk pockets.
- **Bad-ticket asymmetry.** Larger tickets in the bad cohort may partly reflect grade/term/vintage composition; needs multivariate controls before hard caps.
- **Data snapshot.** Static images limit drill-down; no loan-level validation of duplicates, restructures, or recoveries.
- **Policy drift.** Any mid-period pricing/limit/cutoff changes could drive the MoM step-ups; without change logs, causality is tentative.