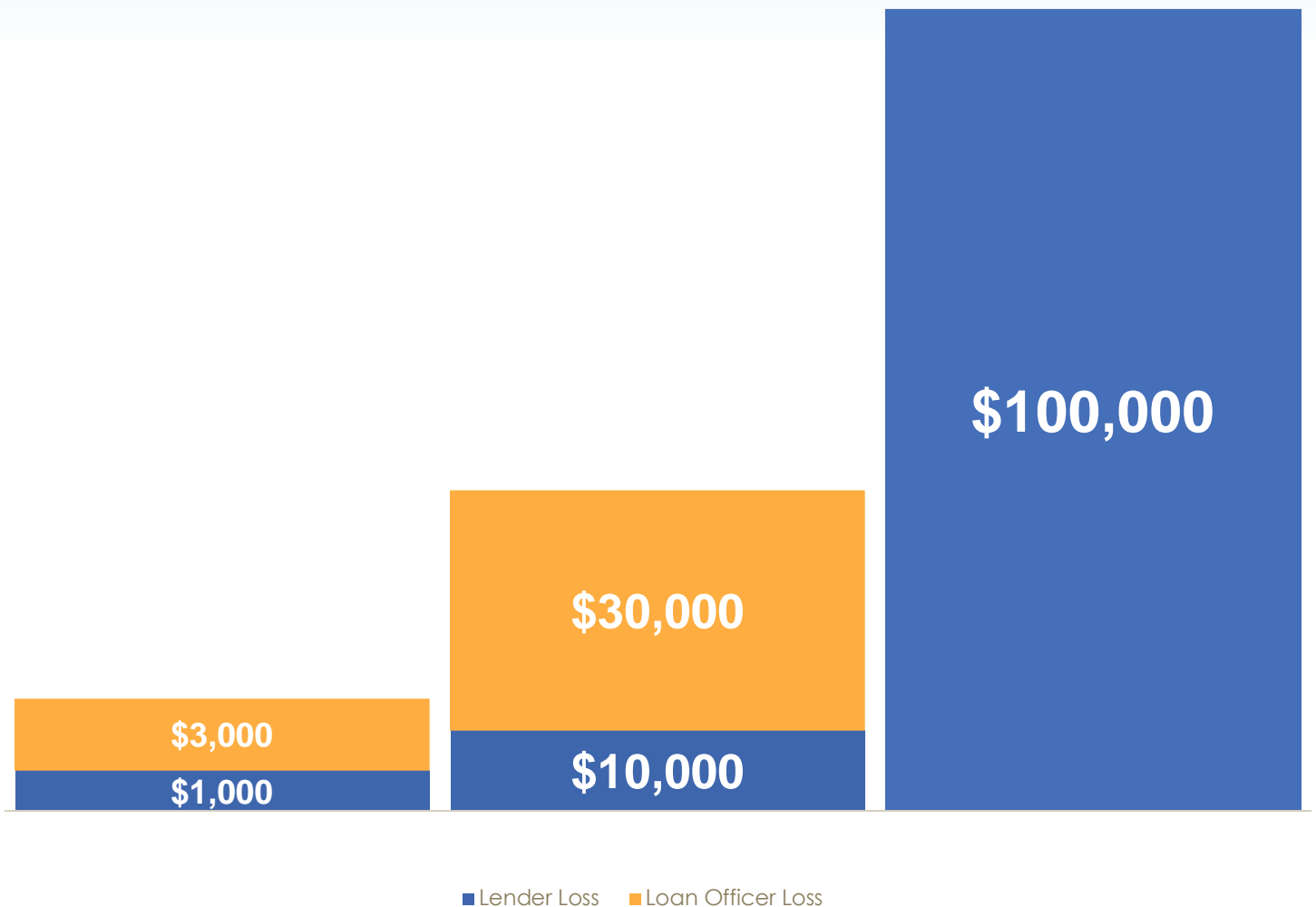


# The Real Cost of Appraisal Delays

What happens when delays cause a deal to fall through



*Assumptions based on loss of an average \$300k loan where the loan officer makes \$3000 per loan and the lender makes \$1000 per loan.*

*On average, a referral partner gives about 8-10 deals a year resulting in a \$30k loss for the loan officer and \$10k loss for the lender.*

*Losing a medium producing loan officer who closes 100 transactions a year results in a loss of \$100k for the lender.*