



CASE STUDY

Client: **Houston Police Federal Credit Union**, Houston, TX, \$350 Million Assets

Product: Mortgage Origination

Background: Houston Police FCU partnered with LSI for origination and processing support in August 2007 in order to provide 24/7 services to their members and start a new mortgage program. With low rates and government programs spurring demand, the credit union needed LSI more than ever in 2009. Check out the stats below from the first three quarters.

Applications	181
Average Applications/Month	20
Approvals	69
Closes	52
Pull Through	75%
Average Annualized Closes	69
# Months	9
Volume Loans	\$7,449,665
Average Loan	\$143,263
Average Interest Rate	4.913%
Average Net Yield/Year*	\$4,584
Average Annualized Net Income	\$317,852
Average Annualized Loan Volume	\$9,932,887

**Based on Callahan's 3.2% net yield*

Bottom Line: With an average application cost of \$435 and an average net yield of \$4,584, the credit union's ROI for 2009 will be over 1000%, with the credit union scheduled to net \$317,852.

Benefit Summary:

- Experienced mortgage professionals available 24/7 to serve members
- No need to worry about volume swings and market fluctuations
- Move your expenses from a fixed to a variable model – pay us only for the work we perform
- Expanded hours and accessibility = more closed loans and satisfied members

Contact:

Information and statistics validated by **Lisa Garza, Loan Officer**