

Private Lender Tech Audit

A 13-Point Checklist
to Identify Workflow
Bottlenecks





Private Lender Tech Audit

Most private lenders know their internal processes are a bit messy, but they don't know exactly where the biggest leaks are happening. As deal volume ramps up, the cracks in manual workflows start to show.

Run through this checklist to identify hidden inefficiencies in your back-office. Give yourself 1 point every time you answer "yes".

The Speed Test

Delays in origination cost you deals

Part 1: Origination & Underwriting

1. The 15-Minute Rule

Can your team generate and send a fully customized term sheet or commitment letter in under 15 minutes?

2. The Copy/Paste Risk (Document Generation)

Does your system automatically populate borrower details into document templates without requiring manual copy-pasting?

3. Document Centralization

Are all borrower documents tracked and centralized within a single, secure digital file?

4. Double Data Entry

Once a loan is approved, does borrower information seamlessly carry over to your servicing system without any double data entry?

The Error Test

Spreadsheets are prone to human error

Part 2: Loan Servicing & Administration

5. Automated Math

Are complex calculations—like per diems, prorated interest, and compounding penalties—handled automatically by your system?

6. Audit-Ready Reporting (Reconciliation)

Can your system instantly generate clean, compliance-ready historical reports for your accountants at month-end?

7. Risk Tracking

Do you have an automated alert system that notifies your team before a borrower's property insurance or taxes expire?

8. Payment Workflows

If a borrower makes a partial or late payment, does your system automatically recalculate the remaining balance without manual intervention?

The Scale Test

You can't scale capital with a poor investor experience

Part 3: Investor Relations

9. The "Check-In" Metric

Can your investors log into a portal to check their yield and loan statuses on their own 24/7?

10. Payout Processing

Does your system automatically calculate and match individual investor payouts for your back office?

11. Monthly Reporting

Can you generate, format, and distribute your monthly investor portfolio reports with a single click?

The Friction Test

Software should eliminate friction, not create more of it

Part 4: System Architecture

12. The Franken-Stack (Tech Stacking)

Can your team process a deal from start to finish within a single, integrated platform without logging into multiple disconnected systems?

13. The Single Source of Truth

Can every member of your team (origination, servicing, accounting) look at the exact same loan record and see real-time updates without asking another department?

Your Total Score

/13

Scored less than a 10/13?

You are leaving revenue on the table.

Book a tech audit with Mortgage Automator today to see how to fix it.

