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CONTACT:

Alison Barksdale, Marketing Director

972-778-0661 x-290

alisonb@homeloancu.com

www.cumembers.com

CU Members Mortgage Names 2017 Elite Partners Club Winners

November 27, 2017 – Addison, TX – – [CU Members Mortgage](http://www.cumembers.com), a division of Colonial Savings F.A., has named the winners of its annual Credit Union Elite Partners Club program for the 2016/2017 fiscal year. The winning credit unions' achievements were based on CU Members Mortgage's scorecard process that evaluates its partners' mortgage department annual performances. These credit unions that met their goals include:

- **Direct Lending:** Austin Telco Federal Credit Union, Texans Credit Union, and Credit Union of Texas
- **Fulfillment Services:** Arizona Federal Credit Union, Benchmark Credit Union
- **Correspondent:** Elements Financial Federal Credit Union
- **League:** Cornerstone Credit Union League

Each award was presented based on the credit unions' scores using CU Members Mortgage's unique scorecard. This scorecard process was developed to emphasize how credit unions evaluate the progress, effectiveness, and quality of their mortgage programs.

The scorecard takes into account factors such as the ratio of purchase loans compared to refinanced home loans, average borrower FICO scores, a low percentage of early payoffs, and a miniscule default ratio. Additionally, credit unions score points for innovative marketing initiatives and attending educational training sessions.

"It's always very exciting to announce our annual scorecard winners," states Keith Kasmire, vice-president of sales for CU Members Mortgage. "It shows us that the market is brimming with loan activity and credit unions are right there in the mix helping their members become financially stable homeowners. We look forward to even more activity in 2018. Congratulations to all our winners!"

About CU Members Mortgage

Founded in 1982 as a division of Colonial Savings, a federally chartered thrift, Dallas-based CU Members Mortgage provides comprehensive mortgage services to credit unions and CUSOs nationwide. CU Members Mortgage originates more than \$1 billion in FHA, VA, and conventional loans each year. With a portfolio of \$25 billion, Colonial is one of the largest servicers of mortgage loans in the United States. The company is privately held and has offices located nationwide. For more information, visit www.cumembers.com.

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