(Mr. Tenkey's Tips # 505) --- book available @ www.mrtenkey.com

February 25, 2021



Dear Management: Before wisdom comes questions...  
  
Do you know your current average gross margin on loan sales?  
Do you know it for ALL your various loan products?  
  
I refer to the value today?... as compared to this time last year?  
6 mths ago? 3 mths ago? Last month?  
  
If any of the answers are no...  
  
THEN...  
  
Posts, more of mine... read you must.  
  
Or direction of market trends...  
  
Knowing, you will not.  
  
My pennies... of which, a couple you now have.