

City 1st

Mortgage Services

Fast Facts

- Headquartered in Bountiful, UT
- Formed 1993
- 43 branches / \$50M monthly fundings
- Correspondent banker / broker model
- Licensed in AZ CA CO FL HI ID IL MN NV NM TN TX UT WA WI WY

Fees

• Revenue Split	100%
• Per File Fee In-House	\$1,205 aggregate
• Per File Fee Brokered	50 basis points
• Rate Sheet Padding	10—20 basis points
• Payroll	none
• Accounting	none
• Loan Origination Software	\$130 per user per year
• Employer Taxes	passed to branch
• State Branch Fee	passed to branch
• FHA Branch Fee	paid by corporate

Start Up Costs

- Cost to cover corporate trainer travel expenses to branch
- Reserves funded from loan revenues

Reserve Requirements

- 1 month branch overhead costs

Warehouse

- 3 warehouse banks totaling \$50M
- Currently operating at 33% capacity

Correspondent Lenders

- Bank of America
- Wells Fargo
- BB&T
- US Bank

Wholesale Lenders

- Reverse mortgage lenders— JB Nutter, Financial Freedom

Top 15 Reasons to Join City 1st Mortgage

1. 100% revenue generated **including Service Release Premium (SRP)** goes to branch.
2. Strong correspondent pricing with minimal padding.
2. In-house conventional, FHA, VA, USDA, Jumbo programs.
4. No fixed monthly fees.
5. No junk fees for Accounting, Payroll, HR, compliance, imaging, technology, etc.
6. Company owned Appraisal Management Company to ensure the use of local, well paid appraisers.
7. Marksman pricing engine.
8. Adjustable margin on pricing over branch production.
9. 5 basis point Loan Loss Reserve account included in pricing to cover EPD, EPO issues.
10. Ability to open multiple sub branches anywhere City 1st Mortgage is licensed.
11. Paperless loan submission process.
12. Jumbo loans up to \$1.5M funded in-house
13. Revenue released to branch after loan closing.
14. Weekly paydays.
15. Exclusive in-branch underwriter for larger branches.

