

Profile - Branch Partner C-14

| | | | |
|-------------------------|------------------------------------|---|----------------------|
| Personnel | Min credit score - Branch Manager | 620 | flexible, make sense |
| | Min credit score - Loan Officer | 620 | more flexible |
| | Criminal Background Check | judgement call | |
| | W2 / Tax Returns | 12 months personal & business tax returns | |
| | Personal Financial Statements | pipeline report | |
| Branch | dba Name | marketing name allowed | |
| | Commercial Space | if possible | |
| | Startup Branch | ok | |
| | Min Monthly Production | 8 units per month | |
| | Branch Processing | branch, contract, corporate | |
| | Licensed States | AZ CA CO FL HI ID IL MN NV NM TN TX UT WA WI WY | |
| Programs | Conventional | delegated | |
| | FHA | Full Eagle | |
| | USDA Rural Development / 203k | in house | |
| | Reverse | brokered | |
| Correspondent | Underwriting Turn Time | 4-5 days turn time | |
| | # Investors | BofA, GMAC, US Bank, Wells, BBT, Chase | |
| Broker | Right of First Refusal | no | |
| | # Lenders | | |
| Setup Fees | Application Fee | none | |
| | FHA Branch Fee | paid for by corporate, state passed on the branch | |
| | LOS System | Encompass 360 Bankers Edition | |
| | LOS Setup Fee | \$130 per seat yearly | |
| | Payroll Company | in house | |
| | Payroll Setup Fee | none | |
| | Up Front Reserves | none | |
| | Min Reserve Requirement | 1 month overhead | |
| | Other Setup Fees | none | |
| Operational Fees | Branch Fee | none | |
| | In-House Underwriting Fee | \$755 in aggregate fees + \$450 Admin Fee | |
| | Broker Fee | 50 basis points | |
| | Corporate Processing Fee | \$450 optional | |
| | Compliance Fee | none | |
| | Imaging Fee | none | |
| | LOS Branch Fee | none | |
| | LOS Per User Fee | none | |
| | Payroll Branch Fee | none | |
| | Payroll Per User Fee | none | |
| | E&O | none | |
| | Workman's Comp | pass through | |
| | Unemployment Tax | pass through | |
| | Branch Healthcare Cost | up to the branch | |
| Other Fees | none | | |
| Other | Marketing Department | none | |
| | Corporate Orientation | corporate trainers sent out branch expense | |
| | FHA / Reverse Mortgage Training | none | |
| | Pay Periods | weekly | no live P&L |
| Notes | 43 branches / \$50M monthly volume | paperless loan submission | |
| | in branch underwriting allowed | 10bps branch margin built into rates | |
| | does not require min wage | Marksman pricing engine | owns on AMC |