

Fast Facts

- Headquartered in Dallas, TX
- Formed 1997
- 70 branches / \$180M monthly fundings
- Correspondent banker / broker model
- Licensed in AL AR AZ CA CO CT DE DC FL GA HI IA ID IL IN KS LA MD MA MI MN MO MS NE NH NM NC ND OH OK OR SC SD TN TX UT VA WA WI WY

Fees

- 100% revenue split
- Per File Fee In-House
 - \$695 underwriting fee
 - \$200 doc fee
- Per File Fee Brokered
 - \$300 + 25 basis points
- Monthly Fees
 - \$350 accounting fee
 - \$10 LOS fee per employee
- Rate Sheet Padding
 - approx. 25—50 basis points
- Employer Taxes
 - passed to branch
- State Branch Fee
 - passed to branch
- FHA Branch Fee
 - \$300 yearly

Start Up Costs

- FHA Branch Fee advanced on P&L
- State Branch license advanced on P&L
- Reserves funded from \$200 per closed loan

Reserve Requirements

- 2 months fixed overhead + 15 days salaried payroll

Warehouse

- 5 warehouse banks totaling \$190M
- Currently operating at 40% capacity

Correspondent Lenders

- Bank of America
- Chase
- Wells Fargo
- GMAC

Wholesale Lenders

- 70+ active lenders
- No Right of First Refusal

Top 14 Reasons to Join Supreme Lending

1. In-house underwriting, closing, funding, post-funding.
2. In-house conventional, FHA, VA, USDA products.
3. No Right of First Refusal—it is always your choice to go in-house or broker the loan out.
4. Licensed in 40 states and counting.
5. 100% revenue generated **including Service Release Premium (SRP)** goes to branch.
6. No minimum wage or draw against minimum wage required for Loan Officers.
7. Company owned Appraisal Management Company (AMC) to ensure well paid, local appraisers.
8. Ability to open multiple satellite branches anywhere Supreme Lending is licensed.
9. In-house national branch can process loans where Loan Officers are not licensed, or loans that are out of the branch's HUD Ownership Center for a \$250—\$1000 fee.
10. Comprehensive benefits—medical, dental, vision, 401k, life insurance.
11. Self-funded major medical plan available to all employees at half the cost of a traditional medical plan.
12. IT Department supports all branch equipment and software.
13. VoIP telephone equipment and service provided by corporate at heavily discounted rates.
14. Supreme University provides comprehensive training on all aspects of branch operation and management.