

CORRESPONDENT BANK STATEMENT



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- Loan Programs to help you stand out from the competition
- Competitive Rates and Programs, Exclusive Proprietary Programs
- The strength of a lender that's been around for over 30 years!

AGENDA

- **Bank Statement Types**
 - Personal
 - Business
 - Co-Mingled/Blended
- **EZQual Qualifying Income Tool**
- **General Eligibility Requirements**
- **Bank Statement Income Calculation Methods per Program Type**
- **12-Month Program**
 - Income Calculation
 - Expense Factor
 - Expense Statement Letter
 - P&L
 - One Year Self-Employment Option
- **3-Month Program**
 - Income Calculation
 - P&L
- **Large Deposits and NSF Rules**
- **Submission Requirements and Overview**

Bank Statement

Bank Statement Types


Personal bank statements are statements that primarily contain a borrower's income deposits and **only** show payments for expenses directly related to the borrower's personal finance and other non-business-related activity.

Business bank statements will contain credit and debit activity directly related to the business which they are associated with. This may include deposits for the business and business-related expenses like payroll or other capital expenses in order to run and maintain the business.

Co-mingled bank statements contains both personal and business activity. A personal bank statement may contain business related expenses. When they are used to qualify income and business-related transactions are identified it is considered 'comingling'. The personal bank statement method of income calculation can NO longer be used, and the business-related method must be used to qualify.

Bank Statement

EZ Qual Request Form*: Send to EZQUAL@LSMortgage.com



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EZ QUAL REQUEST

Please complete all applicable fields and email this form and supporting documentation to EZQUAL@LSMORTGAGE.COM.
Please allow 24 hours for a response.

I. CORRESPONDENT CONTACT INFORMATION

Company Name _____ Requester Name _____
Requester Email _____ Requester Phone _____
LoanStream Sales Executive _____

II. APPLICANT INFORMATION

APPLICANT 1 FULL NAME _____ Last 4 Digits of SSN _____
Business Name _____ Business Type _____
Percent Ownership _____ Minimum 2 Years Self-employed ☐ Yes ☐ No

III. INCOME ANALYSIS

Submit the following documentation for income analysis (self-employed only).
☐ 12 or ☐ 3 Months Bank Statements, which are ☐ Personal or ☐ Business or ☐ Co-mingled
☐ Product or ☐ Service business Number of Employees/Contractors _____

IV. LOAN STRUCTURE DESK

Submit the following additional information if you need assistance with credit grade and loan structuring.
☐ 2 Years Tax Returns ☐ Credit Report(s)
☐ Assets ☐ Lease Agreements (DSCR/No-ratio Loans)
☐ Business Narrative ☐

V. EXCEPTION REQUEST

If applicable, let us know if you are requesting a guideline exception and explain those details here.

VI. CORRESPONDENT COMMENTS

Please share any information you believe will help us structure your loan, including any compensating factors, credit LOE, etc., so we may better serve you.

VII. LOANSTREAM MORTGAGE RESPONSE

LSM-CORR-EZQUALRQST | Rev. 12/15/2021

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*Located on LSM Client Portal in the Documents tab



Bank Statement

General Eligibility Details: 3- and 12- Month Programs*

- At least 1 borrower must be self-employed
- 2 years self-employment required (unless following 1-year guidelines)
- Borrower must own at least 25% of the business
- Pricing Program: **Alt Doc**
- Purchase, Rate/Term, and Cash-out Refi available
- Non-occupant co-borrowers are allowed
- Couple with **Asset Utilization** for extra income (**SG 8.7**)
- Transfers from Business to Personal is allowed
- **Multiple accounts** for the same business are acceptable
- **Business license and most recent company formation documents for LLC, Corp, or S-Corp is required for ALL PROGRAMS.**

Restrictions*

- Min **FICO 600** (Primary wage earner)
- **Max DTI up to 50%** (Restrictions apply)
- Non-profit businesses are **ineligible**
- Other names on bank statements used to qualify:
 - 100% access letter required
 - LOE required from individuals on account. Relationship, employment, association with business?, do they contribute to the bank account?
 - Any deposits in the name of the other parties are to be excluded

*Refer to **LSM NanQ Matrix** to determine FICO, credit grades, Max LTV and Max DTI along with **NanQ SG section 8.6** for full guidelines.



Bank Statement

Bank Statement Program Types/Income Calculation Methods

12-Month Bank Statement Program

Fixed Expense Factor Calculation
Expense Statement from a 3rd party tax preparer/CPA
P&L from a 3rd party tax preparer/CPA

3-Month Bank Statement Program

P&L from a 3rd party tax preparer/CPA





12-Month Bank Statement Program

NanQ Corr SG 8.6.2

Please Note: Tax returns and 4506-C are **NOT** required for this program. If tax returns and/or transcripts are provided for the self-employed income, the loan will be ineligible for the Self-Employed Bank Statement Program.

Bank Statement

Personal Bank Statements: 12-Month SG 8.6.4

When using personal bank statements, up to **100%** of qualified deposits can be used. **Borrower's Qualifying Income** will be calculated from the **qualified deposits** on most recent **12 months** personal bank statements.

To support the personal bank statements, we need the following:

- Two months of business bank statements:
 - Must evidence activity to support business operations
 - May reflect transfers to the personal account
- Business license and most recent company formation documents for LLC, Corp, or S-Corp.
- If the statements include additional names other than the borrower(s), the following is required:
 - 100% access letter from individual(s) included on statements
 - LOE from individual(s) included on statements explaining their relationship with the borrower(s), if they are employed or not, if they are associated with the business, and if they contribute income to the bank account.

Bank Statement

Business Narrative Letter

**SELF-EMPLOYMENT BUSINESS NARRATIVE,
QUESTIONNAIRE, AND CERTIFICATION**

1. Describe the business. Please provide as much detail as possible

2. Does the business have a physical location? ☐ Yes ☐ No
a. If Yes, does the business have more than one physical location? ☐ Yes ☐ No
b. What is the address of your physical location?

3. How many people work for you?
a. Full-time:
b. Contractors:

4. Does the business manufacture a product that has a cost of goods? ☐ Yes ☐ No
5. Does the business resell a product? ☐ Yes ☐ No
6. If the business address is different than the home address, please explain the use of the business address.

7. What percentage of the business do you own?
8. Is there anything else about the business that is important to know to analyze the bank statements?

I/We hereby certify that this information is true, accurate, and complete. I/We understand that any misrepresentation made in this questionnaire may result in declination of our loan application.

Borrower Printed Name Co-Borrower Printed Name

Signature Date Signature Date

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*Located on LSM Client Portal in the Documents tab



Bank Statement

Fixed Expense Ratio - Business/Co-Mingled: 12-Month SG 8.6.5

Underwriter will evaluate the qualifying income of borrower/business using the **Fixed Expense Ratio Table** shown below for business related deposits. The expense factor used will be determined through the review of the **completed business narrative form**. If the expense factor allows the borrower to qualify then no further expense analysis is required.

FIXED EXPENSE FACTOR TABLE			
Number of Full-Time Employees/Contractors	0-1	2-10	10+
Service Business	20%	40%	60%
Product Business	30%	50%	70%
Real Estate Business*	70%	75%	80%

Service Business Examples: Consulting, Accounting, Legal, Therapy, Counseling, Financial Planning, Insurance, IT, etc.

Product Business Examples: Retail, Food Service/Restaurants, Manufacturing, Contracting/Construction, etc.

Real Estate Business Examples: Real Estate Investors(Without a schedule of current real estate**), Developers, Flippers, etc.

*CPA letter will not be accepted to provide a lower expense ratio when business is real estate.

**See SG 8.6.3 for additional details.

Bank Statement

Borrower's Monthly Qualifying Income Calculation - Business/Co-Mingled: 12-Month SG 8.6.5

1. First, determine the **Business Gross Monthly Qualifying Income** :

A. Average Allowable Monthly Deposits – Total Expenses from Bank Statements divided by 12:

$$\frac{\text{Total Allowable Deposits} - \text{Total Expenses}}{12}$$

2. Next, determine the **Business Net Income**

Business Gross Monthly Qualifying Income **X** Fixed Expense Ratio (table previous page) = **Business Fixed Expense**

Business Gross Monthly Qualifying Income – Business Fixed Expense = **Business Net Income**.

3. Then, determine the **Borrower's Monthly Qualifying Income**

Business Net Income **X** Borrowers Percentage of Ownership of the Business = **Borrower's Monthly Qualifying Income**

Bank Statement

Fixed Expense Income Calculation - Business/Co-Mingled: 12-Month Program

Borrower's Monthly Qualifying Income:

The average allowable monthly deposits multiplied by expense ratio for type of business and number of employees found on the business narrative. Subtract that number from the business qualifying income and multiply by the borrower's percentage of business owned also found on the business narrative.

Example:

Average Allowable Monthly Deposits = \$10,000

Borrower has 9 employees and is in a Service Business = 40% Expense Factor

Borrower owns 80% of the business

Borrower's Qualifying Income = \$4,800

\$10,000 (Average Allowable monthly deposits) x 40% (expense factor for a service business with 9 employees) = \$4,000 (Expense Factor)

\$10,000 (Business Qualifying Income - \$4,000 (Expense Factor) = \$6,000 (Business Net Income)

\$6,000 x 80% (percent of business owned) = \$4,800

Refer to LSM NanQ Matrix and Seller Guide for additional details.

FIXED EXPENSE FACTOR TABLE			
Number of FTE*/Contractors	0-1	2-10	10+
Service Business	20%	40%	60%
Product Business	30%	50%	70%
Real Estate Business**	70%	75%	80%

Service Business Examples: Consulting, Accounting, Legal, Therapy, Counseling, Financial Planning, Insurance, IT, etc.

Product Business Examples: Retail, Food Service/Restaurants, Manufacturing, Contracting/Construction, etc.

Real Estate Business Examples: Real Estate Investors (without a schedule of current real estate), Developers, Flippers, etc.

***FTE=Full-Time Employees**

****CPA letter will not be accepted to provide a lower expense ratio when business is real estate.**

Bank Statement

Rebuttals: Business/Co-Mingled SG 8.6.5

Table not enough?

If the type of business has a materially different expense factor, two rebuttal options are listed below. Should the underwriter uncover any red flags which require further review, the underwriter may request additional documentation.

- **Rebuttal Option 1: Business Expense Statement Letter** from tax professional or a Properly Licensed Accounting/Bookkeeping Firm supervised by a certified accountant with 12 Months Bank Statements
(24 Months Bank Statements if required by underwriter)
Note: This option is not allowed to lower expense ratio when business is real estate.
- **Rebuttal Option 2:** Tax Professional/CPA's/Properly Licensed Accounting/Bookkeeping Firm supervised by a certified accountant **12 Month profit and loss (P&L) statement**
(24 months if required by underwriter)



Bank Statement

Rebuttal 1 - Business Expense Statement: Business/Co-Mingled

Provide a Business Expense Statement Letter from a Tax Professional or a Properly Licensed Accounting/Bookkeeping Firm supervised by a Certified Accountant along with 12 Months Bank Statements.

- Provide on company letterhead showing company name
- Include individual's license number
- Ensure it includes the borrower's percentage of business owned and the expense factor ratio
 - Expense factor lower than 15%?
 - Understanding of the business by a tax professional
 - Borrower business narrative
- Signed by certified professional
- Not allowed to lower expense ratio if business is real estate

BANK STATEMENT

Bank Statement

Business Expense Statement from Tax Preparer - Sample

Cyndi Jensen, CPA, CrFA
Jensen Tax & Accounting
29887 Thornton Drive
Kingston IL 60145

Phone/Fax [REDACTED]

June 16, 2021

To whom it concerns,

[REDACTED] has been 100% owner of Phoenix Capital

Consulting Group LLC since the business was established on March 15, 2017.

The use of business funds to pay for down payment, closing costs and all other expenses on this property will have no negative effect on his business.

Taylor's expense factor ratio is 34% which includes all expenses and debts related to his business.

Cyndi Jensen, CPA, CrFA
Cyndi Jensen, CPA, CrFA
PTIN P00350626



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Business Expense Letter From Tax Preparer – Calculation Example

To Find Borrower's Monthly Qualifying Income:

Take the average allowable monthly deposits multiplied by the expense ratio provided by CPA. Subtract that number from the business qualifying income and multiply by the borrower's percentage of business owned found on the expense letter.

Example:

Average Allowable Monthly Deposits = \$10,000

Expense factor provided by CPA = 34%

Borrower owns 100% of the business

Qualifying Income = \$6,600

$\$10,000 \text{ (Average Allowable monthly deposits)} \times 34\% \text{ (expense ratio provided by CPA)} = \$3,400 \text{ (expense factor)}$

$\$10,000 \text{ (business qualifying income)} - \$3,400 \text{ (expense factor)} = \$6,600$

$\$6,600 \text{ (business net income)} \times 100\% \text{ (percent of business owned)} = \$6,600$

Bank Statement

Rebuttal #2 – Profit and Loss

Documentation:

- 12 Month Profit and Loss (P&L) Statement from CPA/Licensed Accountant
 - Proof of the preparer's current state license is required
- Minimum 12 Months Bank Statements required to verify monthly income on P&L
- Business license and most recent company formation documents for LLC, Corp, or S-Corp.

Qualifying Income Requirements:

- P&L Sales/Revenue must be supported by the provided bank statements. (10% variance).
 - More statements may be requested to support the income on P&L.
 - If not able to meet 10% tolerance than must revert Expense Factor calculation for qualifying income.
- Bank statements and P&L must cover the same period



Bank Statement

Rebuttal #2: Profit and Loss

[REDACTED]	
INCOME	
COMMISSIONS:	\$316,717
TOTAL INCOME:	\$316,717
EXPENSES:	
ADVERTISING:	\$32,762
CAR AND TRUCK EXPENSES:	\$5,853
RENT:	\$3,450
DEDUCTIBLE MEALS:	\$3,773
UTILITIES:	\$819
PHONE:	\$1,489
OFFICE EXPENSE:	\$1,879
LEGAL FEE'S:	\$750
TOTAL EXPENSES:	\$50,775
NET INCOME:	<u>\$265,942</u>
[REDACTED]	[REDACTED]



Bank Statement

Rebuttal #2: Profit and Loss

Calculation allowed as a rebuttal to expense factor method for 12-month bank statement program.

1. Determine the **Business Net Monthly Qualifying Income** =

$$\frac{\text{Gross income from the P\&L minus expenses divided by 12}}{\frac{\text{P\&L Gross Income} - \text{Expenses}}{12}}$$

2. Determine the **Borrower's Monthly Qualifying Income** =

$$\text{Business Net Monthly Qualifying Income} \times \text{Borrower's Percentage of Ownership of the Business} = \text{Borrower's Monthly Qualifying Income}$$

Refer to LSM NanQ Matrix and Seller Guide for additional details.

Bank Statement

Rebuttal #2: Profit and Loss

Example:

P&L indicates \$264,000 Business Net Annual Income (\$22,000 per month)

Bank statement review results in \$21,000 monthly income

Borrower owns 60% of the business (found on business narrative)

Qualifying Monthly Income = \$13,200

\$22,000 (P&L **within** the 10% tolerance of bank statement income) multiply by 60 (percent of business owned) = \$13,200





12-Month Bank Statement Program - 1-Year SE NanQ Corr SG 8.6.7

Please Note: Tax returns and 4506-C are **NOT** required for this program. If tax returns and/or transcripts are provided for the self-employed income, the loan will be ineligible for the Self-Employed Bank Statement Program.

Bank Statement

One Year Self-Employed: 12-Month Program

Requirements:

- ONLY allowed with 12-month bank statement program.
- Proof of at least ONE Year Self-Employment required!!
- Borrower must be 100% owner
- Most recent 12 months bank statement income must be greater than previous year's W-2 earnings (10% variance)
- Previous full year W-2 employment, same profession required
- Income Calculations follow LSM Alt-Doc guidelines

Program Parameters:

- Allowed with A+ grade, Min 660 Fico, Max LTV up to 80%.
- DTI max 45%
- Up to \$4MM loan amount (Min \$125,000)
- Purchase, Rate/Term Refinance, and Cash Out available

Refer to LSM NanQ Matrix and Seller Guide for additional details.



3-Month Bank Statement Program

NanQ Corr SG 8.6.6

Please Note: Tax returns and 4506-C are **NOT** required for this program. If tax returns and/or transcripts are provided for the self-employed income, the loan will be ineligible for the Self-Employed Bank Statement Program.

Bank Statement

Profit and Loss: 3-Month Program

Documentation:

- 12 Month Profit and Loss (P&L) Statement from CPA/Licensed Accountant
 - Proof of the preparer's current state license is required
- Minimum 3 Months Bank Statements required to verify monthly income on P&L
- Business license and most recent company formation documents for LLC, Corp, or S-Corp.

Qualifying Income Requirements:

- P&L Sales/Revenue must be supported by the provided bank statements. (10% variance).
 - More statements may be requested to support the income on P&L.
 - If not able to meet 10% tolerance than must revert to 12-month program with Expense Factor calculation for qualifying income.
- Pattern of deposits and payments should be consistent with type of business.
- ATM/PayPal/Square/Venmo deposits may be considered and analyzed for consistency.
- Income documented separately but comingled must be backed out.
- NSF/Overdrafts not allowed.



Bank Statement

Profit and Loss: 3-Month Program

[Redacted]	
INCOME	
COMMISSIONS:	\$316,717
TOTAL INCOME:	\$316,717
EXPENSES:	
ADVERTISTING:	\$32,762
CAR AND TRUCK EXPENSES:	\$5,853
RENT:	\$3,450
DEDUCTIBLE MEALS:	\$3,773
UTILITIES:	\$819
PHONE:	\$1,489
OFFICE EXPENSE:	\$1,879
LEGAL FEE'S:	\$750
TOTAL EXPENSES:	\$50,775
NET INCOME:	\$265,942
[Redacted]	[Redacted]



Bank Statement

Profit and Loss: 3-Month Program

Only calculation for income on 3-month bank statement program.

1. Determine the **Business Net Monthly Qualifying Income** =

Gross income from the P&L minus expenses divided by 12:

$$\frac{\text{P\&L Gross Income} - \text{Expenses}}{12}$$

2. Determine the **Borrower's Monthly Qualifying Income** =

Business Net Monthly Qualifying Income X Borrowers Percentage of Ownership of the Business =

Borrower's Monthly Qualifying Income

Refer to LSM NanQ Matrix and Seller Guide for additional details.

Bank Statement

Profit and Loss: 3-Month Program

Example:

P&L indicates \$264,000 Business Net Annual Income (\$22,000 per month)

Bank statement review results in \$21,000 monthly income

Borrower owns 60% of the business (found on business narrative)

Qualifying Monthly Income = \$13,200

\$22,000 (P&L **within** the 10% tolerance of bank statement income) multiply by 60 (percent of business owned) = \$13,200





Large Deposits and NSF Rules Bank Statement Program

NanQ Corr SG 7.5.1 & 8.6.8

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Bank Statement

Large Deposits

Large Deposits are defined as single deposits that represent more than 75% of the monthly average deposit balance. These deposits must be sourced & verified.

Example:

Month 1 deposits

- \$1,000
- \$1,500

Month 2 deposits

- \$2,500
- \$5,000

- Total deposits equal \$10,000 or a monthly average of \$5,000
- 75% of the monthly average is \$3,750
- The \$5,000 deposit from month 2 needs to be sourced



Bank Statement

Non/In-Sufficient Funds/Overdrafts Requirements: 12-Month Bank Statement ONLY (SG 8.6.8)

Non-Sufficient Funds (NSF):

- NSF activity within the last 12 months, or 24 months if required by uw, requires a satisfactory explanation by the borrower.
- Excessive amounts of NSFs will be highly scrutinized and may cause the loan to be deemed ineligible.
- NSF occurrences included in the analysis are subject to the following tolerances:
 - Up to six (6) occurrences in the most recent twelve (12) months time period is acceptable if there are **zero** (0) occurrences in the most recent three (3) month time period.
- Occurrences on the same day are counted as a one-time occurrence.

Overdraft Protection Occurrence:

- These may be excluded if statements for the linked account confirm that:
 - The linked account balance/limit at the time of the transfer exceeded the amount of the overdraft transfer and...
 - There were no fees charged for the overdraft.

Returned Checks:

- Allowed and not considered NSFs if they do not result in a negative balance on the account.



Submission Requirements

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Bank Statement

Standard Credit Documents (not complete list)

- Submit through EZQual to determine income (include results in file for review)
- LSM Correspondent UW Submission Form
- 1003
- Credit Report
- Full Exterior/Interior Appraisal
- Title
- Insurance

Business Narrative

- Include name/type of business as well as number of employees/contractors

Business license or most recent company formation documents

12-Month Program: 12 Mo. Bank Statements*

- Proof of 2 years self-employment
- Fixed Expense Ratio Table doesn't work?
 - Submit Business Expense Statement letter from CPA/Tax Professional **OR**
 - 12 Mo P&L (CPA/Tax Professional)

1-Year Self-Employment

- Most recent 12 months bank statements (Follow Alt-Doc Income Calculations)*
- Previous full year W-2 with 4506-C verification (W-2 Transcript Only)

3-Month Program: 3 Mo. Bank Statements*

- Proof of 2 years self-employment
- Submit 12 Mo. P&L (CPA/Tax Professional)

Fixed Expense Ratio Table doesn't work? Follow direction in 12-month program above.

*Additional Bank Statements may be required per uw.

Refer to LSM NanQ Matrix and Seller Guide for additional detail.



Overview

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PACKARD PLACE

Bank Statement

Important Details Overview*

- One borrower must be self-employed (Proof of 2 years SE required or 1 year with A+)
- Self-employed income combined with wage earner – NO TAX RETURNS, still complete 4506C – Check BOX 8
- Non-occupant co-borrower allowed: Purchase and Rate/Term, Grades A+, A, and B only
- Loan amounts over 1.5MM require 2nd appraisal from AIR-Compliant AMC
- Asset Utilization allowed with max LTV 80% and max loan amount of 2MM. Not allowed with Select or C Grades
- Non-warrantable condos allowed with LTV restrictions if credit grade is A+, A, and B
- Large deposits (75% of monthly income) will be scrutinized. Provide proper documentation with credit package
- Individuals on account OTHER than borrower?? Provide 100% access letter from those individuals, LOE, Business formation documentation
- NSF's/Overdrafts allowed on 12-mo BS program with restrictions: Review last 12 months of activity (SG 8.6.8) (Slide 31)
- Cash-Out – Up to 1.5M max cash in hand based on LTV and property status.
 - LTV restrictions and reductions per credit grade, Not allowed with C Grade (See Matrix)
- 30- and 40-Year Interest Only Allowed – Min Fico 640, Max LTV 80%, 10-year IO period. Not allowed with Select Grade
- Credit Events – See Matrix for details based on credit grade
- **Condotels** – A+, A, and B Grades, 75% max LTV, LSM UW, FN/ITIN ineligible
- **One Year Self-Employed** - A+ Grade only, 80% max LTV, Min Fico 660, 12-month Bank Statement Only (See slide 23 for additional information) (SG 8.6.7)

* See LSM NanQ Matrix and Seller Guide for full requirements.

Contact Us

Client Service Team

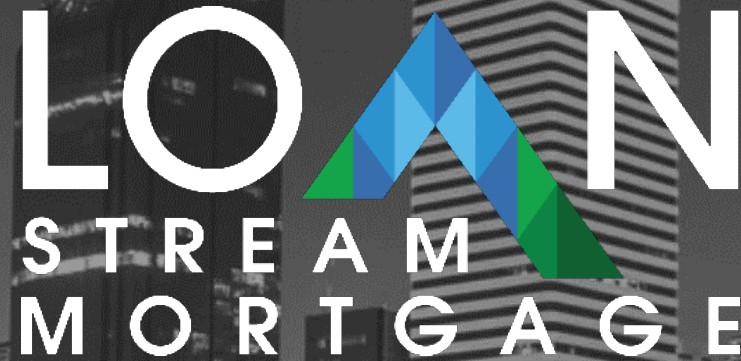
Phone: (833)-311-0126

Email: LSMCorrespondent@LSMortgage.com



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