



Membership Application

Legal Name of Company: _____
 Company NMLS #: _____

All other names company is doing business as: _____

Corporate Address: _____

Year Company Formed: _____ Net Worth: _____

Company Type (circle one): Bank Credit Union IMB Other - _____

Are you a member of another mortgage cooperative? _____

| | | |
|---------------------------|----------|----|
| Total origination volume: | 2018 YTD | \$ |
| | 2017 | \$ |
| | 2016 | \$ |
| | 2015 | \$ |

| | | |
|---------------------------|--------------------------|---|
| YTD source of production: | Retail | % |
| | Correspondent | % |
| | Wholesale | % |
| | Consumer Direct/Internet | % |

| | | |
|------------------------|--------------|---|
| YTD mix of production: | Purchase | % |
| | Refinance | % |
| | Conventional | % |
| | Government | % |
| | Jumbo | % |
| | Portfolio | % |

Average Loan Amount (1st liens): _____

Is your company approved to sell direct to Fannie Mae? If yes, S/S # _____
 Is your company approved to sell direct to Freddie Mac? If yes, S/S # _____

Is your company an approved Ginnie Mae issuer? _____

Is your company an approved FHA lender through HUD? _____

Do you sell loans mandatory, best efforts, or both? _____

Is your company a member of the Mortgage Bankers Association? _____

Is your company a member of any state MBA organizations? _____

Top three non-agency secondary market investors:

1 _____

2 _____

3 _____

Key Contacts

| | | | | |
|--------------------------------|-------|-------|-------|-------|
| Primary TMC Contact | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| CEO/Owner | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Secondary Marketing | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Head of Production | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Head of Operations | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Underwriting | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Compliance/QC | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Vendor Management | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| IT/Web | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Training/System Admin | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Marketing | name | _____ | phone | _____ |
| | email | _____ | | _____ |
| Accounting/Financial Reporting | name | _____ | phone | _____ |
| | email | _____ | | _____ |

What loan origination system do you use? _____

Do you participate in any data benchmarking surveys/services? Which one(s)? _____

Do you use a customer facing point-of-sale solution to process apps? Which one? _____

What company do you use for initial compliance disclosures? _____

What company do you order credit reports through? _____

Do you use contract underwriting? If so, through which companies? _____

What companies do you use for document services? _____

Do you outsource fulfillment services? If so, to what company? _____

Do you outsource pre and post-closing QC? If so, to what company? _____

Do you use an appraisal mgmt company? If yes, which one? _____

What company do you use for hedging/pipeline management? _____

What product and pricing engine do you use? _____

Do you use warehouse lines? If so, which providers? _____

How do you handle vendor management? _____

What CRM do you use to market to past/potential borrowers? _____

What company do you use for dashboards/metrics? _____

Who are your primary mortgage insurance partners? _____

Do you service loans? If so, what is your servicing volume? _____

Do you use a subservicer? If so, what company? _____

Who is your primary accounting firm or software? _____

Do you outsource payroll or human resources services? If so, to who? _____

Is your marketing outsourced? If so, to what company? _____

Have there been any legal actions against your company, officers, or directors in the past 5 years?
If yes, please explain.

Have any of your approvals with the agencies or any secondary market investors been cancelled?
If yes, please explain.

Has any material action been taken by any investors, agencies, or regulators as a result of an audit?
If yes, please explain.

Signature _____

Name _____

Title _____

Date _____

Submit completed application to TheMortgageCollaborative@mtgcoop.com

The following documentation will be needed to complete the processing of your membership:

1. Most recent financial statement(s)
2. Completed W9 form