

# Correspondent Lending Matrix

## Requirements:

Input your company's requirements of an applicant for a correspondent-lending relationship. Enter the value in numerals for columns 1-6. Enter 2-6 amounts in thousands.

The system will convert to \$K or \$M figure in the lender search/print pages. \$500,000 should be entered as "500" and will appear as "500K." \$1,500,000 should be entered as "1500" and will appear as "\$1.5M." Enter a "Y" in columns 8 or 9 if your company requires the item. If not, then leave it blank.

## Listing Feature:

**Bold** vs. Standard (For a bold listing, contact your sales rep.)

## Contact Info:

Company Name  
Telephone number  
Website  
Contact Person  
Contact Person's e-mail

## Programs Offered:

Enter a "Y" to tell the broker/banker that you offer the service or program described in that column.

## Products Offered:

Enter a "Y" to tell the broker/banker that your company offers correspondent lending for the loan product described in that column. For column 24, enter the minimum FICO score accepted by your company. Enter numbers only, 0-850.

**« matrix: correspondent lending »**

» [website: scotsmanguide.com/correspondent](http://scotsmanguide.com/correspondent)

COMPANY NAME	REQUIREMENTS									PROGRAMS OFFERED						PRODUCTS OFFERED								
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
<p>This matrix should be used by mortgage brokers or bankers looking to develop a correspondent-lending relationship with a larger lender (aka sponsor). Correspondent lenders originate and fund loans in their own name and then sell the loan to a larger lender that will service or sell the loan. Use this matrix to find the sponsor whose minimum requirements, programs and products fit your company's needs.</p> <p><b>American Financial Resources Inc.</b> 866-656-9728 www.afrwholesale.com CONTACT: Corey Dubnoff corey@afrmortgage.com</p>	2	500K	0	250K	500K	1M	25	Y			Y		Y	Y	Y	Y				Y				600
<p><b>Bofi Federal Bank</b> 888-883-9672 www.bofifederalbank.com CONTACT: Darin Judis djudis@bofi.com</p>	2	2.5M	10M	500K	0	0	25	Y				Y			Y				Y				Y	660
<p><b>First Guaranty Mortgage Corp.</b> 888-295-7899 www.FGMCcorrespondent.com CONTACT: Jeffrey Gibson jgibson@fgmc.com</p>	2	500K	300K	300K	500K	500K	0	Y	Y	Y			Y	Y	Y	Y	Y		Y	Y	Y			530

**Lending Territory:** Choose from Nationwide; Nationwide except states listed; States listed; or International.

**General Notes:** Additional information about lending parameters, advantages of your company's correspondent-lending program, best method of contact, referral to your company website, etc. There is a 175 character limit, including spaces, in this field.