NMLS Mortgage Call Report - Request for Public Comments

March 15, 2010

On behalf of the state regulatory agencies participating in the Nationwide Mortgage Licensing System and Registry (NMLS, or "the System")¹, the State Regulatory Registry LLC² invites public comments on the proposed implementation of the NMLS Mortgage Call Report. The NMLS Mortgage Call Report is intended to fulfill SAFE Act³ requirements as well as build on state regulator efforts to create uniform financial and activity reporting requirements across state lines⁴.

The proposed NMLS Mortgage Call Report is comprised of two parts: financial information about the licensee and information about the licensee's mortgage loan activity. The development of the NMLS Mortgage Call Report draws from the Call Reports required of depository institutions and seeks to replace and standardize individual financial and activity reports currently required by state regulators.

Purpose of the NMLS Mortgage Call Report

The purpose of the NMLS Mortgage Call Report is to provide timely, comprehensive and uniform information concerning the financial condition of licensed mortgage companies, their mortgage loan activities and the production information of their mortgage loan originators. The objectives of the NMLS Call Reports are as follows:

- Provide state regulators with the information necessary to replace the unique annual reports currently required by approximately 38 states and to standardize the financial statement information required in over 42 states.
- 2. Provide state regulators with sufficient information to effectively supervise licensees, such as determining examination schedules, monitoring compliance with state law and requirements of the SAFE Act (such as holding a surety bond that is reflective of total production volume), and accurately calculate assessments, where applicable.
- 3. Provide state regulators with the ability to develop statewide reports on mortgage activity with the ability to compare across state lines.
- 4. Provide licensees with the ability to automate the provision and retention of financial condition and activity data to one or more state regulators in a single, uniform manner.

¹ Information about NMLS can be found at: http://mortgage.nationwidelicensingsystem.org.

² Information about the State Regulatory Registry LLC can be found at: http://www.stateregulatoryregistry.org.

³ The SAFE Act is Public Law 110-289 (PL 110-289) and information can be found at: http://mortgage.nationwidelicensingsystem.org/safe.

⁴ State regulators began the process of creating uniform reporting requirements in 2008 when they issued for public comment the "Proposed questions and definitions to be used in Uniform Annual Report functionality." See: NMLS Proposals for Comment.

Background

State Regulatory Reporting

Approximately 38 states require licensed mortgage companies to submit "Annual Reports" providing application, loan production, and servicing details, often including information on warehouse lines of credit, loans brokered, funded, serviced, and delinquent and the identification of a company's mortgage loan originators. These annual reports are used by state regulators for a variety of reasons, including calculating assessments, scheduling exams, determining compliance, and generating reports on mortgage activity within a state.

In the Summer of 2008 the NMLS Residential Mortgage Regulatory Taskforce (RMRT) developed uniform questions and supporting definitions to be used across NMLS participating states. The goal of these uniform questions was to provide consistent and useful data for NMLS participating state agencies while at the same time accommodating different state requirements and different license authorities. This proposal was put out for comment on July 18, 2008 with approximately eight comments received. With the passage of the SAFE Act on July 30, 2008 and its requirement for a "Mortgage Call Report," further development on a unified annual report was put on hold.

In addition to annual reporting requirements, more than 42 state mortgage regulators require financial statements to be provided at the time of application and/or on an ongoing basis. In March of 2009, NMLS implemented functionality in NMLS that allowed licensees to file a single financial statement with one or more regulators through the system. While not standardizing financial statement reporting requirements across states, this functionality represented a step toward uniformity as it provided licensees with the ability to provide a single financial statement that would be acceptable to all relevant jurisdictions.

The SAFE Act

Title V of the Housing and Economic Recovery Act of 2008 (H.E.R.A.), the "SAFE Act," which became effective July 30, 2008, requires NMLS to develop a mortgage call report that mortgage licensees must submit to the system:

"MORTGAGE CALL REPORTS.-Each mortgage licensee shall submit to the Nationwide Mortgage Licensing System and Registry reports of condition, which shall be in such form and shall contain such information as the Nationwide Mortgage Licensing System and Registry may require [12 USCA §5104(e)]."

The SAFE Act does not provide further detail on the requirement. Shortly after the passage of the SAFE Act, the SRR Board of Managers created a working group of state mortgage regulators to develop a plan for implementing the SAFE Act requirements, the CSBS/AARMR SAFE Act Implementation Working Group (SAFE IWG)⁵.

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⁵ The CSBS/AARMR Safe IWG was comprised of state mortgage regulators from 18 jurisdictions and was co-chaired by Tom Gronstal, Superintendent, Iowa Division of Banking and David Cotney, Chief Operating Officer, Massachusetts Division of Banks.

NATIONWIDE MORTGAGE LICENSING SYSTEM

In reviewing the mortgage call report language in the SAFE Act, the SAFE IWG noted that the term "mortgage licensee" is used only in this section of the Act, is undefined, and appears to be distinct from the term "loan originator," which is clearly defined in 12 USCA §5102. Additionally, the phrase "reports of condition" is a term drawn from banking supervision wherein federally-insured depositories (not individuals) are required to submit Call Reports quarterly.

In developing guidelines to implement the Mortgage Call Report requirement of the SAFE Act, the SAFE Act IWG made the following general recommendations:

- The NMLS Mortgage Call Report is intended to be a statement of condition on the company that employs licensed mortgage loan originators and its operations, including financial statements and production activity volumes reported per state. The NMLS Mortgage Call Report should not be a requirement of the individual mortgage loan originator.
- All companies state-licensed or state-registered through NMLS, that employ statelicensed mortgage loan originators, will be required to complete the NMLS Mortgage Call Report.
- Companies exempt from licensure in a state, but employing state-licensed mortgage loan originators, should be provided the opportunity by the state regulator to create a record in NMLS and complete the mortgage call report on behalf of their mortgage loan originators.

State regulators held conference calls with state and national trade associations in December 2008 to brief the associations on the proposed SAFE Act Implementation Plan, including the NMLS Mortgage Call Report provisions.

NMLS Mortgage Call Report Working Group

A working group of state regulators commenced in June 2009 to develop the NMLS Mortgage Call Report and accompanying policies. These policies and a discussion draft of the proposed NMLS Mortgage Call Report are the subject of this Request for Comments.

The NMLS Mortgage Call Report Working Group has presented the proposed NMLS Mortgage Call Report at two state regulator meetings for input. Changes were made to the initial proposal and other changes are still under consideration by state regulators. In the interest of garnering as much input as possible in a timely manner, SRR is issuing the proposed NMLS Mortgage Call Report as a discussion draft, recognizing that this product is still under development.

The Roster of the NMLS Mortgage Call Report Working Group can be found as Addendum A to this Request for Comments.

NMLS Mortgage Call Report

The NMLS Mortgage Call Report is a quarterly report of condition submitted through NMLS by an entity with at least one licensed mortgage loan originator. These quarterly reports would be comprised of two parts:

- Part I: Residential Mortgage Loan Activity Report, by state.
- Part II: Financial Condition Report for the entity

The discussion draft of the proposed NMLS Mortgage Call Report with both of these parts is attached to this Request for Comments.

NMLS Mortgage Call Report Policies

NMLS proposes to implement the NMLS Mortgage Call Report according to the following policies:

- 1. The filing of the NMLS Mortgage Call Report through NMLS to the relevant state regulator(s) will be executed by the company. A company holding more than one license type in a jurisdiction is only required to submit one NMLS Mortgage Call Report for that jurisdiction. A company licensed in multiple states will complete a separate Residential Mortgage Loan Activity Report (Part I) of the NMLS Mortgage Call Report for each state in which they are licensed.
- Companies not required to be licensed in a state but employing state-licensed mortgage loan originators can be afforded the opportunity by the state regulator to create a record in NMLS and submit the record to the state through NMLS in order to complete the mortgage call report on behalf of their mortgage loan originators.
- 3. Companies with one or more licenses in any "Approved" status will be required to file the NMLS Mortgage Call Report on a quarterly basis.
- 4. Failure to submit the report within 45 days of the end of the quarter will result in a deficiency placed on licenses or registrations held by the company and may result in a state regulatory action. Such deficiencies will prevent license or registration renewal.
- 5. The financial information provided in the NMLS Mortgage Call Report should be reflective of the licensee's mortgage activities. Consolidated financial information will not be accepted for the NMLS Mortgage Call Report. Financial information should be reported on a Year-To-Date (YTD) basis.
- 6. Companies that, under state laws or regulations, are required to submit a self-prepared financial statement on an annual basis as part of maintaining a license or registration may use the NMLS Mortgage Call Report to meet this requirement. Companies that are required to submit a Compiled, Reviewed or Audited financial statement must complete and submit such financial statements through NMLS in addition to the NMLS Mortgage Call Report.

NATIONWIDE MORTGAGE LICENSING SYSTEM

- 7. Companies must submit quarterly residential mortgage loan activity data that reflects the company's operations within a state for each state in which they are licensed or registered through NMLS. Companies must include all mortgage origination activity of their licensed mortgage loan originators on the NMLS Mortgage Call Report. Activity is to be reported on a Year-To-Date (YTD) basis.
- 8. All company filings are confidential and will not be made public by NMLS, but will be available to state mortgage regulators under the system's information sharing architecture.
- 9. State, regional and national aggregated data is considered public information and may be made available by NMLS or state regulators.
- 10. The NMLS Mortgage Call Report is a uniform form that will be used by all companies, regardless of a company's organizational structure and activities. Companies will only be required to complete sections and questions that are relevant to the company's activities and/or authorities. Those areas of the form that are not applicable to the company are not required to be completed.

Request for Public Comments

The State Regulatory Registry LLC is seeking comments from the public on the proposed NMLS Mortgage Call Report policies and processes outlined in this document. SRR seeks input on the following specific areas:

- 1. Will the proposed NMLS Mortgage Call Report provide sufficient information to state mortgage regulators regarding the mortgage loan origination activity of mortgage loan originators and mortgage companies? If not, what additional information should be requested?
- 2. In order to improve regulatory supervision, the NMLS Mortgage Call Report is intended to be collected on a quarterly basis. SRR invites comments on the frequency of data collection that best meets the goals of state mortgage regulators.
- 3. SRR recognizes that multiple technological methods (from manual data input to automated data upload) exist that would enable companies to supply this information through NMLS. We invite specific comments if your company has an opinion on the manner in which this information is provided to NMLS.

Comments are requested to be limited to the content of this document as it relates to NMLS Mortgage Call Reports.

Comments received, as well as the submitter's name and company or organization (if applicable) will be posted on the NMLS Resource Center for public view.

NATIONWIDE MORTGAGE LICENSING SYSTEM

SRR's Mortgage Licensing Policy Committee (MLPC) will review comments received and publish a final document outlining a summary of the comments received, the MLPC's responses to these comments and the final approved NMLS Mortgage Call Report on the NMLS Resource Center. It is not expected that the NMLS Mortgage Call Report will be a requirement in NMLS until 2011.

Comments can be submitted by email to: comments@stateregulatoryregistry.org.

Comments may also be submitted in physical form to:

Conference of State Bank Supervisors Attn: NMLS Mortgage Call Report Public Comments 1155 Connecticut Avenue, NW Fifth Floor Washington, DC 20036-4306

Comment submission deadline: May 14, 2010

SRR will provide 60 days for public comments on the NMLS Mortgage Call Report. Persons submitting comments are requested to include their contact information. Comments submitted without contact information will not be considered.

ADDENDUM A

NMLS Mortgage Call Report Working Group

REPRESENTATIVE	AGENCY
Eric Davies	California Department of Corporations
Senior Examiner	
Rich Cortes	Connecticut Department of Banking
Principal Financial Examiner	
Stuart McKee	Iowa Division of Banking
Assistant Finance Bureau Chief	
Mark Weigold	Michigan Office of Financial and Insurance
Director of Consumer Finance Section	Regulation
Mary Jurta	New Hampshire Banking Department
Director of Consumer Credit	
Jim Keiser	Pennsylvania Department of Banking
Administrator of Non-Depository Institutions	
Dwight Stephens (ret)	Virginia Bureau of Financial Institutions
Principal Financial Analyst	
Kwadwo Boateng	Washington Department of Financial
Program Manager	Institutions
Tracy Hudson	West Virginia Division of Banking
Director of Non-Depository Institutions	

RESIDENTIAL MORTGAGE LOAN ACTIVITY REPORT

ENTITY NAME	
NMLS UNIQUE IDENTIFIER	
ACTIVITY IN (STATE)	
REPORTING PERIOD (BEGIN DATE) TO (END DATE)	TO
REPORTING PERIOD END DATE	

	FORWARD			REVERSE			NON-REAL ESTATE		
	1st Mo Loa	0 0	Subor Mortgag	 FHA-Ir Revo Mortgag (HEC	erse e Loans	Non FHA Revo Mortgag		Secured	al Estate Dwelling ans
ORIGINATION Applications in process at beginning of period Number of Applications Received Number of Applications Denied Number of Applications Withdrawn Applications closed due to applicant inactivity Applications resolved in any other manner Applications in process at end of period Loans Brokered during Period	#	\$ 	#	\$ #	\$ 	#	\$ 	#	\$
FUNDING Loans Closed and Funded during Period- a. Ownership and Servicing Retained b. Ownership Retained, Servicing Assigned c. Ownership Assigned, Servicing Retained d. Ownership and Servicing Assigned						<u> </u>			
SERVICING Owned and Serviced as of End Date Serviced for Others as of End Date				 					
OTHER Reverse Mortgage Purchase Money Loans Closed and Funded									

DEFINITIONS

Closed and Funded – includes loans *funded* by the licensee which closed during the quarter, regardless of whether or not the loan closed in the name of the licensee.

Brokered – includes loans closed in the quarter which were originated by the licensee (i.e. the licensee took the application, prepared documents, etc.) but for which the licensee did not provide funding.

LOANS CLOSED AND FUNDED OR BROKERED BY PURPOSE								
	CLOSED AND FUNDED		BROKERED					
			Subor Mortgag		1st Mortgage Loans		Subordinate Mortgage Loans	
	#	\$	#	\$	#	\$	#	\$
ALL LOAN TYPES - FORWARD, REVERSE, NON-REAL Purchase Money Loan Refinance Loan (Total) a. Refinance of Loan Held by Licensee Equity Loan (Not a Refinance) Other								
FHA-Insured Loans (excluding HECMs) Veterans Administration Loans Loans Assigned to Federal National Mortgage Corp. Loans Assigned to Federal Home Loan Mortgage Corp. Loans Assigned to USDA Rural Development								
FIRST AND SUBORDINATE LIEN LOANS Adjustable Rate Amortizing Non-Amortizing (Interest Only or Negative Amortization) Fixed Rate Balloon Payments Adjustable Rate Balloon Payments HOEPA (High Rate, High Fee) No/Reduced Documentation Loans Loans fitting the description of more than one of the above excluding Adjustable Rate Amortizing								

LOANS MODIFIED FOR 3RD PARTIES DURING THE PERIOD			
Contracted For By Borrowers Loan Modification Applications in process at beginning of period Loan Modifications completed Loan Modification applications terminated by borrower Loan modification applications denied by lender/servicer Loan Modification applications terminated by other Loan Modification applications received during period Loan Modification applications in process at end of period	# \$ CALCULATED FIELDS		
Contracted for by Lienholder/Servicer Loans to be modified at beginning of period Loan Modifications completed Loan modification attempts terminated for whatever reason New loans received for modification Loans to be modified at the end of period.	CALCULATED FIELDS		
DELINQUENCY STATUS AS OF END DATE			
Less than 30 Days Delinquent 30 to 60 Days Delinquent 61 to 90 Days Delinquent More Than 90 Days Delinquent	NEVER MODIFIED # \$	MODIFIED WITHIN A YEAR # \$	MODIFIED OVER A YEAR AGO # \$

OUTSIDE SOURCES OF APPLICATIONS AND ORIGINATIONS If the licensee compensated anybody other than on a W-2 Income Tax Basis f identifier and the number and dollar amount of loans which the entity originate				
ENTITY NAME	NMLS ID	#	\$	
				
RECIPIENTS OF APPLICATIONS AND ORIGINATIONS If the licensee was compensated by a lender or a broker for brokering or co-br	okering an applic	cation, prov	ide the nam	ne of the lender or broker, their NMLS unique identifier and the number and
dollar amount of loans for which the licensee was compensated during the Per	iod. Attach an e	xplanation		•
dollar amount of loans for which the licensee was compensated during the Perentity NAME	iod. Attach an e	explanation #		•
		•	for any enti	•
	NMLS ID	#	for any enti \$	•

Financial Condition Report

BALANCE SHEET

Section I Account

Count #		
	Assets:	
	Current Assets	\$
1	Cash and Cash Equivalents	
2	Accounts Receivable (Net of Allowance for Doubtful Accounts)	
3	Prepaid Expenses	
4	Other Current Assets- See Schedule A	
5	Total Current Assets	CALCULATED FIELD
	Lang Tarry Assats	
0	Long-Term Assets Property Plant and Equipment (less degree intion) - See Schedule P	
6 7	Property, Plant, and Equipment (less depreciation) - See Schedule B Other Long-Term Assets- See Schedule C	
8	S .	CALCULATED FIELD
0	Total Long-Term Assets	CALCOLATED FIELD
	Assets Not Included in the Calculation of Net Worth - See Schedule D (For	<u>-</u>
9	Further Information see Glossary and Instructions)	
J		-
10	Total Assets Not Included in the Calculation of Net Worth	CALCULATED FIELD
11	Total Assets	CALCULATED FIELD
		-
	Liabilities:	
	Current Liabilities:	
12	Accounts Payable and Accrued Expenses	
13	Interest Payable	
14	Warehouse Lines of Credit UPB - See Schedule E	
15	Other Current Liabilities - See Schedule F	
16	Total Current Liabilities	CALCULATED FIELD
	Long Term Liabilities	
17	Other Long-Term Liabilities - See Schedule G	
18	Total Long-term Liabilities	CALCULATED FIELD
19	Total Liabilities	CALCULATED FIELD
19	Total Liabilities	CALCULATED FIELD
	Net Worth Calculations	
	Total Net Worth	
	Less: Total Assets Not Included in the Calculation of Net Worth	
20	Net Worth	CALCULATED FIELD
_0	1100 1101 111	<u> </u>

INCOME STATEMENT

Section II Account

	Revenues		\$
	Operating Revenue:		
51	Retail Origination Fees		
52	Other Origination Income		<u> </u>
53	Correspondent and Brokers Fee Income		
54	Gross Interest Income		
55	Other Income (loss) Related to Lending Activities - See Sch	edule A	
	Other Revenue:		-
56	Other Income (loss) Not Related to Lending Activities-See S	Schedule B	
57	Gains or Losses on sale of Property, Plant, and Equipment		-
58	Other Net Gains (loss) - See Schedule C		
	,		
59		<u>Total Revenue</u>	CALCULATED FIELD
	<u>Expenses</u>		-
	Personnel Expenses:		
60	Wages - Mortgage Related Employees		
61	Wages - Other Staff Employees		
62	Payroll Taxes and Benefits		
	Interest Expense:		
63	Warehouse		
64	Other - See Schedule D		-
	Operating Expenses:		-
65	Occupancy Expense		
66	Service Charges		-
67	Depreciation Expense		
68	General and Administrative Expense - See Schedule E		
69	Other Operating Expenses - See Schedule F		
70	Retail Loan Origination Processing Expense		-
71	Correspondent and Broker Loan Acquisition Expense		-
72	Provision for Loan Losses		-
	Professional Fees:		
73	Legal Fees		
74	Other Professional Fees - See Schedule G		
75	Other Expenses - See Schedule H		-
		Total Francisco	
		Total Expense	CALCULATED FIELD
76	Net Operating Income before Extraordinary items		
77	Extraordinary Items		-
78	Net Operating Income		
79	Income Tax Expense		-
		Net Income or (Loss)	
80		Net income of (LOSS)	CALCULATED FIELD
			· · · · · · · · · · · · · · · · · · ·

CASH FLOW STATEMENT

Section III Account # Cash flow from Operating Activities 91 Net Income <u>Adjustments</u> 92 Depreciation Loss or (Gain) 93 94 Other Adjustments to Operating Activities - See Schedule A Decreases or (Increases) 95 Accounts Receivable 96 Accounts Payable Interest Payable 97 98 Income Tax Payable Prepaid Expenses 99 100 Other Decreases or (Increases) - See Schedule B **Total Cash Flow from Operating Activities** CALCULATED FIELD Cash Flow from Investing Activities Capital Expenditures 101 102 Proceeds from Sale of Equipment Purchase of Securities 103 Proceeds from Sale of Investment 104 105 Other Cash Flow from Investing Activities - See Schedule C **Total Cash Flow from Investing Activities** CALCULATED FIELD Cash Flow from Financing Activities Payment of Long-Term Debt 106 107 Other Cash Flow from Financing Activities - See Schedule D **Total Cash Flow from Financing Activities** CALCULATED FIELD

Financial Condition Report Schedules

BALANCE SHEET SCHEDULES

Schedule A

Other Current Assets Description 21 Loans held for sale at LOCM 22 **Deferred Tax Benefits** 23 Securities - Available for Sale, and Trading **Total Other Current Assets** CALCULATED FIELD Schedule B Property, Plant, and Equipment Detail List Description Total Property, Plant, and Equipment CALCULATED FIELD Schedule C Other Long-Term Assets Description Co-Insurance Loss Reserve 25 Net Mortgage Servicing Rights 26 Other Allowance for Losses Real Estate Owned, at Net Realizable Value 27 28 Loans Held for Investment Derivatives 30 Investments Loans Securities (Held to Maturity) **Total Other Long-Term Assets** CALCULATED FIELD Schedule D Assets Not Included in the Calculation of Net Worth Description 32 Pledged Assets 33 34 Personal Interest Investment Intangibles assets, net of amortization 35 36 Assets used for personal enjoyment Due from an officer. stockholder. or related party 37 Assets not readily marketable 38 Investment in Related entity, greater than equity as adjusted 39 Value of service contract not in accordance with FAS 65 or FAS 125 Loans to Principal and Related Interest 41 Goodwill Other Assets Not Included in the Calculation of Net Worth Total Assets Not Included in the Calculation of Net Worth CALCULATED FIELD Schedule E Warehouse LOC, UPB Name of Lender and LOC Amount **UPB** Amount Total Warehouse LOC, UPB CALCULATED FIELD Schedule F Other Current Liabilities Description Warehouse LOC, UPB 43 44 Estimated Future Loss Liabilities 45 Deferred Tax Liabilities Current Portion of Long-Term Debt 46 Loans on Real Estate Owned - Current Portion **Total Other Current Liabilities** CALCULATED FIELD Schedule G Other Long-Term Liabilities Description 48 Derivatives 49 Long-Term Debt 50 Loans on Real Estate Owned - Long-Term Portion **Total Other Long-Term Liabilities** CALCULATED FIELD

INCOME STATEMENT SCHEDULES

	Schedule A Other Income (loss) Related to I	ending Activities	
81	Description Net Loan Administration Income	\$	
01	Total Other Income (loss) Related to Lendin	g Activities C	ALCULATED FIELD
	Schedule B Other Income (loss) Not Related to Description	o Lending Activities \$	
	Total Other Income (loss) Not Related to Lendin	g Activities C	ALCULATED FIELD
	Schedule C Other Net Gains (Lo	esses)	
82 83 84 85 86 87	Description Net Marketing Gain (Loss) on Loans and MBS sold with servicing retain (Loss) on Sales of Servicing Rights Net Gain or (loss) from Servicing Valuations Net Gain or (loss) on the Sale of Securities Net Gain or (loss) on the Sale of Reo FAS 133 Gain or (loss)	· ·	
	Total Other Net Gai	ns (Losses)	ALCULATED FIELD
	Schedule D Other Interest Expe	enses \$	
	Total Ot	her Interest C	ALCULATED FIELD
	Schedule E General and Administrativ Description	ve Expenses	
	Total General and Administrati	ve Expense	ALCULATED FIELD
	Schedule F Other Operating Exp Description	penses \$	
88 89	Service Expenses for Foreclosures and REO Loan Administration Processing Expense	<u>-</u>	
	Total Other Operatin	g Expenses C	ALCULATED FIELD
	Schedule G Other Professional Description	Fees \$	
	Total Other Profes	sional Fees C	ALCULATED FIELD
	Schedule H Other Expense Description	s \$	
90	Minority Interest	-	
	Total Other	er ExpensesC	ALCULATED FIELD

CALCULATED FIELD

CASH FLOW STATEMENT SCHEDULES

Schedule A Other Adjustments to Operating Activities Description \$ 108 Undistributed Loss or (Earnings) of Affiliates 109 Provision for Losses 110 Non-Recurring Items Deferred Income Tax Provisions or (Benefits) 111 **Total Other Adjustments to Operating Activities** CALCULATED FIELD Schedule B Other Decreases or (Increases) Description \$ 112 Due from and Officer, Stockholder or related Entity 113 Loans Held for sale CALCULATED FIELD **Total Other Decreases or (Increases)** Schedule C Other Cash Flow from Investing Activities Description 114 Other Investing Activities 115 Investment in subsidiary **Total Other Net Gains (Losses)** CALCULATED FIELD Schedule D Other Cash Flow from Financing Activities Description \$ Proceeds from the issuance of debt 116 Proceeds from the issuance of new stock 117 118 Purchase of Treasury Stock 119 Dividends Paid

Total Other Cash Flow from Investing Activities

Financial Condition Report Glossary

Balance Sheet

Accour		<u>Definition</u>
1	<u>Current Assets</u> Cash and Cash	
1	Equivalents	Cash and Cash Equivalents' include currency and coins, balances in checking accounts, and items acceptable for deposit in these accounts, such as checks, money orders received from customers, certain negotiable items such as commercial paper, money market funds, and U.S. treasury bills that are highly liquid investments quickly convertible to cash.
2	Accounts Receivable net of Allowance for Doubtful Accounts	Accounts Receivable represents non-mortgage notes, interest, accounts, and advances receivable that are not due from related parties (affiliates, officers, stockholders, employees) and that are considered collectible in a normal business cycle. It includes mortgage loan interest receivable and servicing advances. Which means anything that customers bought on credit minus receivables that probably won't ever be collected.
3	Prepaid Expenses	Prepaid Expenses are any and all expenses paid in advance, creating benefits beyond the current period including insurance, rent, and other payments in advance but will be consumed within the fiscal year.
4	Other Current Assets	Other Current Assets are assets other than those already identified that are reasonably expected to be realized in cash, sold, or consumed during normal business cycle.
5	Total Current Assets	Total Current Assets is cash and other current assets reasonably expected to be realized in cash, sold or consumed in a normal business cycle.
Long-T	<u>ferm Assets</u> Property, Plant, and	
	Equipment (Less Depreciation) (PP & E)	PP & E is considered to include buildings, capital leases, computers, fixtures, furniture, land, leasehold improvements, machinery, vehiclesetc. These assets have a useful life of more than one year and are shown at their book value minus depreciation.
7	Other Long-Term Assets	Other Long-Term assets include any other Long-Term assets not identified as PP & E, or an asset not included in the calculation of net worth. Also it must not expect to be realized in cash, sold or consumed during a normal business cycle. Other Long-Term assets are resources that are not expected to be converted into cash or its equivalent during the normal business cycle, and are not depreciated. Other Long-Term assets are recorded at cost.
8	Total Long-Term Assets	Total Long-Term Assets include the total of PP, & E and all Other Long-Term assets.
9	Assets Not Included in the Calculation of Net Worth	Incorporates assets that are not acceptable to be included in calculating Net Worth, examples of these assets are listed on schedule D.
10	Total Assets Not Included in the Calculation of Net Worth	Is the total of all Assets Not Included in the Calculation of Net Worth but are reported above.
11	Total Assets	Total Assets is the total of all Current, Long-Term Assets and Assets Not Included in the Calculation of Net Worth as summarized.
Current 12	Liabilities	
12	Accounts Payable and Accrued Expenses	Accounts Payable is the obligations to suppliers of merchandise or of services purchased on an open account (i.e. the amount you owe to people).
13	Interest Payable	Interest Payable is liabilities arising from interest obligations that are expected to accrue in a normal business cycle.
14	Other Current Liabilities	Other Current Liabilities are liabilities other than those identified above, that are reasonably expected to mature during a normal business cycle, including unearned revenue, current tax liabilities, deferred non-loan fees and undisbursed principal on mortgages.
15	Total Current Liabilities	The sum of the Current Liabilities
	erm Liabilities	
16 17	Other Long-Term Liabilities Total Long-term	Other Long-Term liabilities is any Long-Term Liability not yet listed.
17	Liabilities	Total Long-Term Liabilities is the sum of all the Long-Term Liabilities.

18	Total Liabilities	Total Liabilities is the sum of total Current Liabilities and Total Long-Term Liabilities reported
19	Net Worth	Net Worth is the Total Assets less Total Liabilities and the Total Assets Not Included in the Calculation of Net Worth
20	Loans held for sale at lower of cost market (LOCM)	Is Unpaid Principal Balance (UPB) of loans held for sale, including undisbursed funds and net of any premiums or discounts, deferred fees and costs on loans per FAS 91 and net of unrealized losses. Does not include mortgage loans held for investment and loans on which interest is not being accrued. It does include first and second mortgages on income property and construction loans held for sale.
21	Deferred Tax Benefit	Includes the current portion of a deferred tax asset. A deferred tax asset is recognized for temporary differences that will result in deductible amounts in the future years and for carry forwards.
22	Securities - Available for Sale and Trading	Securities that qualify for this line are ones that the licensee has the positive intent to sell or trade as an investment. These securities are reported at amortized cost (per FAS 115). The Definition includes all short investments.
23	Co-Insurance Loss Reserve	Co-Insurance Loss Reserves are reserves established to satisfy co-insurance requirement or to cover coinsurance losses. (This amount must be less than or equal to zero).
24	Net Mortgage Servicing Rights	Net Mortgage Servicing Rights per FAS 125, represents the unamortized cost of both originated and purchased mortgage-servicing rights, net of unrealized losses (valuation allowance).
25	Other Allowance for Losses	Is an allowance for losses incurred that have not yet been reported.
26		Is the investment in real estate acquired through foreclosure, deed-in-lieu, or similar means, less the net unrealized loss the amount by which cost exceeds market value on the Real Estate Owned (REO).
27	Loans Held for Investment (UPB)	Is Unpaid Principal Balance (UPB) of loans held for investment.
28	Derivatives	Derivatives are investments/instruments utilized by the lender that are required to be captured on the balance sheet as assets according to the provisions of FAS 133.
29 30 31	Investment Loans Securities (Held to Maturity) Pledged Assets	Is the total amount invested in loans held for investment. Investment Securities are debt securities for which the investing entity has both the positive intent and the ability to hold until maturity. Pledged Assets are assets, or portion thereof, pledged to secure obligations of another
32	Personal Interest Investment	entity or person. Is an investment in a related entity in which any officer or stockholder has a personal interest unrelated to that person's position as an officer or stockholder of the licensee. Personal interest as used here indicated a relationship between the licensee and a person or entity in which that specified person (e.g., spouse, parent, grandparent, child, brother, sister, aunt, uncle, or in-law) has a financial interest in or is employed in a management position by the licensee.
33	Intangibles Assets, net of Amortization	Includes any intangible asset, such as goodwill, covenants not to compete, franchise fees, organization costs, value placed on insurance renewals and value placed on property management contract renewals less amortization on such assets.
34	Assets Used for Personal Enjoyment	Include any assets principally used for the personal enjoyment of an officer, director or stockholder and not for normal business purposes. This includes automobiles and personal residences.
35	Due from an officer, stockholder, or related party	Includes any asset due from an officer, stockholder of the licensee, or from a related entity,
36	Assets Not Readily Marketable	Is any asset Not Readily Marketable and for which appraised values are very subjective. Examples include, but are not limited to antiques, artwork, and gemstones.

37 Investment in Related Represents that portion of an investment in joint venture, subsidiary, affiliate and/or other Entity, greater than related entity, which is greater than equity, as adjusted. "Equity as adjusted" means the book equity as adjusted value on the books of the related entity reduced by the amount of Assets Not Used to Calculate Net Worth carried by the related entity. 38 Value of Service Contract not in Is the value of any servicing contract not determined in accordance with FAS Statement 65 Accordance with FAS or FAS Statement 125, or subsequent revisions there to. 65 or FAS 125 39 Loans to Principal and Loans to Principal are periodic payment, usually paid monthly, that includes the interest Related Interests charges for the period plus an amount applied to amortization of the principal balance; commonly used with amortizing loans. 40 Goodwill Goodwill is theoretically, the present value of future excess earnings of a company over other companies in the industry. In other words, it is the value of the company's name and reputation, its customer relations, and other factors that, although intangible, give a concern its competitive edge and produce better-than-typical future earnings. It can only be recorded in a business combination accounted for under the purchase (ACCOUNTING) method . Goodwill equals the purchase price less the book value of the acquired company's net assets less the amount by which the acquired company's depreciable assets are written up to their fair market value. The fair market value of the total going concern should be equal to the purchase price. For example, if XYZ Company paid \$3,000,000 for the net assets of ABC Company having a fair value of \$2,800,000, the excess of \$200,000 represents goodwill. Goodwill is an intangible asset subject to an annual impairment test. 41 Other Assets Not Included in the Is any other asset not included in the calculation of Net Worth that has not yet been listed. Calculation of Net Worth 42 Warehouse Line Of Warehouse LOC agreement and UPB is the outstanding balance of warehouse lines of Credit Agreement credit used primarily to fund mortgages held for sale. (UPB) 43 Estimated Future Loss Is the total allowance for losses on off-balance sheet items, such as recourse obligations, guarantees and litigation. Liabilities 44 Deferred Tax Deferred tax liability is an expense that is recognized for temporary differences that will Liabilities result in taxable amounts in the future years. 45 Current Portion of Is the part of long-term debt that is due in the next 12 months Long-Term Debt Loans on Real Estate 46 Loans REO is a loan on a property that is owned by a licensee that was taken through Owned - Current foreclosure of a mortgage or trust deed and is usually put back on the market for sale. It is Portion the liability portion of REO, at net realizable value (see line 20) and is only the current portion of the loan. If your company does not possess REO then nothing should be reported here. 47 Derivatives Derivatives are any derivative investments/instruments utilized by the licensee that are required to be captured on the balance sheet as liabilities according to the provisions of FAS 133. 48 Long-Term Debt Long-Term Debt is monies owed for a period exceeding one year. Examples are bonds

payable and long-term notes payable. The major features of the debt (i.e., interest rate, maturity date) are disclosed in the financial statements, usually in footnotes. Long-term liabilities are distinguished from long-term debt because the former include obligations

Loans REO is a loan on a property that is owned by a licensee that was taken through

foreclosure of a mortgage or trust deed and is usually put back on the market for sale. It is

the liability portion of REO, at net realizable value (see line 20) and is only the Long-Term portion of the loan. If your company does not possess REO then nothing should be reported

requiring the rendering of future services (e.g., unearned revenue).

49

Loans on Real Estate

here.

Owned - Long-Term

Portion

Income Statement 50 **Retail Origination** Retail Origination Fees is the income earned from retail loan production, including "points" Fees and other borrower loan charges as defined by FAS 91. For example, origination fees consist of: a) Fees that are being charged to the borrower as prepaid interest or to reduce the loans nominal interest rate, such as interest buy-downs (explicit yield adjustments). b) Fees to reimburse the mortgagee for origination activities, such as: • evaluating the prospective borrowers financial condition; • evaluating and recording guarantees, collateral, and other security arrangements; • negotiating loan terms; • preparing and processing loan documents; and • closing the transaction. c) Other fees charged to the borrower that relate directly to making the loan (for example, fees that are paid to the mortgagee as compensation for granting a complex loan or agreeing to lend quickly). d) Fees that are not conditional on a loan being granted by the lender that receives the fee but are, in substance, implicit yield adjustments because a loan is granted at rates or terms that would have otherwise been considered absent the fee (for example, certain syndication fees). 51 Other Origination Other Origination Income is retail loan origination income not yet included, such as fees Income collected from borrowers for credit reports, appraisals or special requirements such as photographs. Is the origination fee income earned on loans acquired through correspondent and broker 52 Correspondent and Brokers Fee Income networks (if any). 53 Gross Interest Income Gross Interest Income is the interest earned on loans held for sale, participation interests in loans, loans held for investment, and from other sources. The recognition of yield adjustment refers to fees collected during prior periods and recognized as income during the subject period. 54 Other Income (loss) Other Income is the total of all other lending activity related income not included above, Related to Lending including loan commitment fee income from expired and unexercised commitments. Activities Nonrecurring, extraordinary income items are included. This line DOES NOT represent any income from mortgage banking activities. Mortgage banking activities primarily consist of two separate but interrelated activities: a) the origination or acquisition of mortgage loans and the sale of the loans to permanent investors (an enterprise that invest in mortgage loans for its own account); and b) the subsequent long-term servicing of the loans. Any income derived from the above-mentioned activities, as per FAS No. 65, is income from mortgage banking activities. Hence, any income from mortgage banking activities must not be included in this Other Income (Loss) Related to Lending Activities line. Other Income (loss) 55 not Related to Lending Is the total of all other income not related to lending activities. Activities 56 Gains or Losses on sale of Property, Plant, Is the total of all other income related to the sale of PP & E. and Equipment 57 Other Net Gains (loss) Other Net Gains is the catch all line that reports any and all other gains or losses not yet reported. 58 **Total Revenue** Summation of all the Income **Expenses Personnel Expenses:** Wages - Mortgage Wages are the compensation for all personnel involved in - (1) the origination and servicing Related Employees of income property loans, (2) retail single-family loan origination, wholesale loan production, warehousing, marketing, and selling, and (3) insurance sales, property management, real estate sales, and other employees such as the CEO, President, Treasurer or Comptroller. 60 Wages - Other Staff Wages are the compensation for all personnel including janitor, bookkeeper, payroll **Employees** clerk...etc.

61 Payroll Taxes and Benefits

On a basic level payroll taxes are those taxes paid for social security and Medicare. Employees and employers share these taxes, with the employer deducting the employee share (one-half the total due) from wages/salaries, and the employer paying the other half. The employee tax rate for social security is 6.2% (amount withheld). The employer tax rate for social security is also 6.2% (12.4% total). The Social Security portion of the tax is capped each year. The employee tax rate for Medicare is 1.45% (amount withheld). The employer tax rate for Medicare tax is also 1.45% (2.9% total). There is no wage base limit for Medicare tax; all covered wages are subject to Medicare tax. This line also includes all other personnel expenses not included. For example, this includes profit-sharing plan contributions, pension program, group health and life insurance, and payroll taxes. It excludes marketing expenses.

Interest Expense

62 Warehouse The warehouse expense includes the interest expense incurred on borrowings to finance

one-to-four-unit residential mortgage loans.

Other Other interest expenses is all interest not yet included. For example, this includes the interest expense incurred on borrowings to finance income property loans.

Operating Expenses:

Occupancy Expense Occupancy Expense is the total occupancy expenses, such as rent, utilities and hazard

insurance. It does not include depreciation.

65 Service Charges are the total non-personnel expenses associated with any charge that was

a service

Depreciation Expense That portion of a tangible capital asset which is deemed to have been consumed or expired,

and has thus become an expense. This line includes all depreciation and amortization

expenses.

67 General and Administrative Expense (G & A)

General and Administrative expenses include any management, financial, and other expense, which is incurred by or allocated to a business unit and which is for the general management and administration of the business unit as a whole. G & A expense does not include those management expenses whose beneficial or causal relationship to cost objectives can be more directly measured by a base other than a cost input base representing the total activity of a business unit during a cost accounting period.

68 Other Operating Expenses

Any operating expenses not yet listed.

69 Retail Loan Origination Processing Expense

Retail Loan Origination Processing Expense includes all non-personnel expenses incurred for credit reports, appraisals, photographs, and all other outlays directly related to loan processing.

70 Correspondent and Broker Loan Acquisition Expense Is the gross fees and related expenses incurred by the mortgagee for the acquisition of loan origination through correspondent and broker networks. It includes servicing release premiums paid by the mortgagee to acquire correspondent and brokered loans. It excludes personnel costs.

71 Provision for Loan Losses

Is the provision for losses on assets, such as REO, marketable securities, loans held for sale and off-balance sheet items.

Professional Fees:

72 Legal Fees Legal Fees are the fees to the legal entity/advocate for the retainer and resolution of legal issues

73 Other Professional Fees

Other professional fees is any other fee not including any of the fees above.

74 Other Expenses75 Net Operating Incomebefore Extraordinary

Any other fee or expense not recorded yet.

before Extraordinary Item Net Operating Income is revenues minus expenses including any extraordinary Item.

76 Extraordinary Item

Extraordinary items are unusual and infrequent occurrence that must be explained to shareholders in an annual or quarterly report. Some examples: fire loss, write-off of a division, acquisition of another company, sale of a large amount of real estate, or uncovering of employee fraud that negatively affects the company's financial condition. Earnings are usually reported before and after taking into account the effects of

extraordinary items.

77 Operating Income

Operating income is revenues minus expenses and extraordinary items

78	Income Tax Expense	The tax expense or (benefit) calculated according to the companies rates and that amount
79	Net Income or (Loss)	of income.
	,	Net income (loss) is income after considering Income Taxes and Non-recurring Items.
80	Net loan Administration Income	Is income earned in connection with servicing loans, such as servicing income received by the lender for processing the monthly principal, interest and escrow payments associated with a loan.
81	Net Marketing Gain (Loss) on Loans and Mortgage Backed Securities (MBS) Sold with Servicing Retained	Is the difference between the sales price and the carrying value of sales of MBS classified as trading securities sold with servicing retained and mortgages sold with servicing retained. The definition excludes any premium to buy option ("option premium").
82	Net Gain (Loss) on Sales of Servicing Rights	Is the net gain (loss) on sale of servicing rights sold in bulk. Servicing released premiums are to be reported in the Net Market Gain
83	Net Gain or (loss) from Servicing Valuations	Is the net gain (loss) associated with adjustment in the carrying value of the servicing portfolio. The definition includes impairment adjustments per FAS 125 (FASB Statement No. 140 supersedes FASB Statement No. 125 for entities with fiscal years beginning after December 15, 2000). It also includes gains from hedging.
84	Net Gain or (loss) on the Sale of Securities	is the net realized and unrealized gain (loss) on sale of debt and equity securities, including held-to-maturity, available-for-sale, and trading securities, but excluding mortgage backed securities held in conjunction with mortgage banking activities.
85	Net Gain or (loss) on the Sale of REO	Is the net gain (loss) on the sale of Real Estate Owned (REO)
86	FAS 133 Gain or (loss)	FAS 133 is all gains and losses incurred on the valuation of any derivative instruments recognized according to the provision of FAS 133.
87	Service Expenses for Foreclosures and REO	Is non-reimbursable expenses incurred during the foreclosure process or in connection with holding REO (such as maintenance fees, taxes, insurance, etc.) that were not reported in a provision for loss account.
88	Loan Administration Processing Expense	Includes all the servicing processing expenses.
89	Minority Interest	Minority Interest is the after-tax gain (loss) on nonrecurring items such as extraordinary items or discontinued operations.
0 1		Cash Flow Statement
90	flow from Operating Act Net Income	Net income (loss) is Income after considering Income Taxes, Non-recurring Items and Minority Interest.
<u>Adjus</u> 91	<u>tments</u> Depreciation	That portion of a tangible capital asset which is deemed to have been consumed or expired, and has thus become an expense. This line includes all depreciation and amortization
92 93	Loss or (Gain) Other Adjustments to Operating Activities	expenses. Loss or (Gain) is the total loss/gain on the sale of assets, investmentsetc. Includes any other non-cash inflows or outflows from operating activities not yet included.
	, ,	g common de la communicación de la communicaci
<u>Decre</u> 94	ases or (Increases) Accounts Receivable	Accounts Receivable is money owed to the business resulting from the sale of goods or services.
95	Accounts Payable	Accounts Payable are obligations to suppliers of merchandise or of services purchased on open account (amount you owe to people).
96 97	Interest Payable Income Tax Payable	Interest Payable is interest owed and paid throughout the year. Income Tax Payable are taxes that are to be paid in the future when future taxable amounts become taxable.

98	Prepaid Expenses	Prepaid Expenses is any and all expenses paid in advance, creating benefits beyond the current period including insurance, rent, and other payments in advance.
99	Other Decreases or (Increases)	Other Decreases or (increases) includes any remaining cash inflows or outflows from operation.
Cash I	Flow from Investing Ac	<u>tivities</u>
100	Capital Expenditures	Capital Expenditures is money spent to acquire or upgrade physical assets such as buildings and machinery.
101	Proceeds from Sale of Equipment	is all money received from selling any equipment.
102	Purchase of Securities	Purchases of Securities include all the gain (loss) on sale of debt and equity securities, including held-to-maturity, available-for-sale, and trading securities, but excluding mortgage backed securities (MBS) held in conjunction with mortgage banking activities.
103	Proceeds from Sale of Investment	Is all money received from selling an investment.
104	Other Cash Flow from Investing Activities	Is any other cash inflows or outflows from investing activities.
Cash Flow from Financing Activities		
105		Payment of long term debt is the amount paid within the last period. It could be in the form of a bank loan, mortgage bonds, debenture, or other obligations.
106	Other Cash Flow from Financing Activities	Are other inflows and outflows from financing activities.
107	Undistributed Loss or (Earnings) of Affiliates	Is the total undistributed loss (earnings) from business transactions of the operating activities.
108	Provision for Losses	Provision for Losses is money set aside as provisions for losses on assets, includes such things as real estate owned (REO), marketable securities, loans held for sale, and off-balance sheet items as reported on the Income Statement and Equity.
109	Non-Recurring Items	Non-Recurring items is the after-tax gain (loss) on nonrecurring items such as extraordinary items or discontinued operations.
110	Deferred Income Tax Provisions or	This line includes the change in the Tax account from one period to the next.
	(Benefits)	
111	Due from an Officer, Stockholder or related Entity	Is the (increase) decrease in the amount due from an officer/stockholder of the mortgagee, or from a related entity.
112	Loans Held for sale	Is the (increase) decrease in loans held for sale from the previous period.
113	Other Investing Activities	Is the investing activities other than those identified above that are reasonably expected to be realized during the normal business cycle and can either decrease or increase depending on the activity.
114	Investment in subsidiary	Is money loaned or given to one or all of the companies subsidiaries.
115	Proceeds from the Issuance of Debt	Is money received in exchange for debt.
116	Proceeds from the Issuance of New Stock	s Is money received from the issuing new stock.
117	Purchase of Treasury Stock	Is money used to buyback a company's own stock .
118	Dividends Paid	Is money paid to stockholders in the form of a dividend.