



## CORRESPONDENT LENDING CHANNEL

**Correspondent Non-Delegated:** AFR will underwrite the submitted transaction from the Correspondent Non-Delegated lender. Once the transaction is fully underwritten and approved by AFR, the lender will close and fund the transaction. AFR will purchase the transaction from the lender once AFR receives all closing and supporting documentation needed. If requested, AFR will send the closing documents to the closing table in the name of the Correspondent non-delegated lender.

### **Requirements:**

- Acceptable Standing with the State
- Minimum 2 Years Origination Experience
- Pass Government and Agency Exclusionary List Search
- Need Minimum Net Worth of \$50,000
- Acceptable Investor References
- Acceptable Financial Performance
- Acceptable Quality Control Procedures
- Proof of Fidelity and E&O Coverage
- Acceptable and Current Credit Reporting
- Resumes for all principal officers managing the underwriting and originating process.
- Resumes for all Owners/Principal Officers



**Correspondent Delegated:** The Correspondent Delegated lender will underwrite, close, and fund the transaction. AFR will purchase the closed transaction from the Correspondent Delegated lender once AFR receives all the closing and supporting documentation needed, and confirms the transaction meets agency and AFR guidelines.

**Requirements:**

- Acceptable Standing with the State
- Minimum 2 Years Origination Experience
- Pass Government and Agency Exclusionary List Search
- Need Minimum Net Worth of \$ 1,000,000
- Acceptable Investor References
- Acceptable Financial Performance/Audited Financials
- Acceptable Quality Control Procedures
- Proof of Fidelity and E&O Coverage
- Acceptable and Current Credit Reporting
- Minimum Underwriting Experience (2+years)
- DE Approval from HUD for FHA
- Resumes for all principal officers managing the underwriting and originating process.
- Resumes for all Owners/Principal Officers



**Correspondent Delegated w/ TPO:** a broker approved by the Correspondent Delegated lender originates the transaction; the Correspondent Delegated lender underwrites, closes, and funds the transaction with the Correspondent Delegated lender's warehouse provider, in the Correspondent Delegated lender's name. AFR will purchase the closed transaction from the Correspondent Delegated lender once AFR receives all the closing and supporting documentation needed, and confirms the transaction meets agency and AFR guidelines.

**Requirements:**

- Acceptable Standing with the State
- Minimum 2 Years Origination Experience
- Pass Government and Agency Exclusionary List Search
- Need Minimum Net Worth of \$4,000,000
- Acceptable Investor References
- Acceptable Financial Performance/Audited Financials
- Acceptable Quality Control Procedures
- Proof of Fidelity and E&O Coverage
- Acceptable and Current Credit Reporting
- Minimum Underwriting Experience (2+years)
- DE Approval from HUD for FHA
- Acceptable TPO Policy and Procedures
- Most Recent QC reports with Corrective Actions
- Minimum 2 years TPO Management Experience
- Investor Score Cards
- Production Reports for TPO Business last 2 years
- Resumes for all principal officers managing the underwriting and originating process.
- Resumes for all Owners/Principal Officers