



Application for Non-Bank Commercial Lenders and Mortgage Bankers/Brokers

In order for non-bank lenders and mortgage bankers/brokers to be eligible for AVANA Capital's Wholesale Loan program, the minimum requirements are as follows:

- Verifiable capitalization (i.e. capital stock, paid in capital and retained earnings) of greater than \$1.0 million from private and/or public sources (not loans from shareholders, subordinated debt, etc.). This is contingent on receiving financial statements and other pertinent information supporting the financial condition and results of the applicant.
- "Warehousing" line(s) of credit of at least \$1.0 million provided by financial institutions and/or private sources. Evidence of such warehousing capabilities must be produced showing length and nature of commitments, requirements and covenants imposed, etc.
- There must be ability and willingness, if necessary, to hold loans such as 2nd TD companion loans in portfolio. In conjunction with SBA 504 loan requests, the applicant must have the ability to interact with the local CDC, fund the interim 2nd TD loan, and then hold the loan until paid off by the debenture.
- A proven ability/expertise to service and, if necessary, to participate in the liquidation process of a loan is required. This expertise will be evaluated and approved at the sole discretion of AVANA Capital.
- Evidence of applicable state licensing and other appropriate organizational documents.
- Acceptable background and experience of the principals and key management personnel as presented in resumes and references from local CDCs, SBA district offices, etc.
- Acceptable scope and nature of the business operations including any affiliates.

Company name:

Address:

Contact name/title:

Owner names and % ownership:

Number of years in commercial loan business:

Entity type (corp., partnership, LLC, sole prop):

State and year formed:

State lenders license:

Number of employees:

Affiliates (if any):

Name of bank providing warehouse line:

Amount of warehouse line: \$

Original date:

Maturity date:

Current balance: \$

Bank contact person:

Bank phone number:

Number of commercial term real estate loans funded by the company with its own funds during the past twelve months:

Number of commercial loans currently in the company's portfolio which show on its balance sheet submitted with this application:

List the names of the employees who have experience in underwriting, documenting, closing, and servicing commercial real estate loans:

_____	_____	_____
_____	_____	_____

Please submit this application together with last two years of financial statements plus the most recent year-end and interim financial statements of the company, a copy of the state-issued license, and the resumes of the above listed employees with commercial real estate loan experience.

Once the application has been approved, an authorized officer of the subject company will be required to sign a Loan Premium Agreement which states that the subject company has abided by Regulation B and all other Federal and State regulations in connection with each loan referred to AVANA Capital.