



Citi Correspondent Lending

Prospective Client Questionnaire

Date: _____ Company Name: _____

DBA Name(s): _____

Contact Name: _____ Contact E-mail: _____

Contact Phone: _____ Previous Citi ID Number (ISN), if applicable: _____

Company Address (street, city, state, zip): _____

Tax ID: _____ # Years in Business: _____ # of Branches: _____ # of Loan Officers: _____

of Operations/Processing Locations: _____

Use Hedge Firm? Yes No If yes, name of hedge firm: _____

Active Warehouse Lines: _____ Company's Liquid Net Worth (as shown on financials): _____

% Retail Originated Vol.: _____ % Wholesale/Correspondent Vol.: _____

Pricing Engine Used: _____ LOS Used: _____

Rolling 12-Month Vol. (\$): _____ Projected Current Year Vol. (\$): _____ Purchase Vol. %: _____

Product Mix

Top 3 Conforming Investors

Top 3 Originating States

% Agency Conv.: _____

% Agency Jumbo: _____

% Government: _____

% Non-Agency Jumbo: _____

What approval(s) are you interested in obtaining? (Check all that apply)

ORIGINATION/ EXECUTION: TPO Mandatory Best Efforts

DELEGATED: Agency Non-Agency Jumbo FHA VA

NON-DELEGATED: Agency Non-Agency Jumbo HomeRun

What has prompted you to seek approval with Citi Correspondent Lending?

Submit the completed questionnaire to CMICORRNATIONAL@citi.com. A member of our sales team will review reply to the designated contact above with next steps. If invited to formally apply, the standard documents typically requested for a new Correspondent application are listed below:

- ❖ Audited financial statements (2 years)
- ❖ Company formation documentation
- ❖ Compliance policies (SAFE, RESPA, TILA, etc.)
- ❖ Corporate Resolution
- ❖ Quality control policies and reports
- ❖ Appraisal Independence policies
- ❖ Wire authorization form
- ❖ Correspondent Loan Purchase Agreement
- ❖ Fraud prevention policies and procedures
- ❖ TPO approval/Monitoring process (if applicable)
- ❖ FHA/VA approval letter / policies (if applicable)