

9. Provide the name and address of all finders with which this office does business?

No regular finders, however, we do get referrals from other professionals.

10. List the name and address of all originators who make loans for this office:

Scott Farah	Richard Hogan	John Mabin
Suzanne Robinson	Paul MacDonald	

11. Does licensee broker VA and/or FHA loans?

We are being trained to do these on 9/11/90.

12. Does licensee broker second mortgage loans?

Yes

13. Does licensee have a copy of RSA 397-A, First Mortgage Banker or Broker law?

Yes

14. Does licensee have any independent contractors work at its place of business?

Richard Hogan	John Mabin	Paul MacDonald
---------------	------------	----------------

Name of person who handles consumer complaints, Scott Farah

Date 9/6/90 Signatures 

Name of Licensee Scott Farah Title President

If more space is required to list the requested information, use a separate sheet.

FIRST MORTGAGE BROKERS
REPORT OF EXAMINATION
AND
EXAMINER'S QUESTIONNAIRE

Date of Examination: September 6, 1990 License Number 0719

Name of Licensee: Financial Resources & Assistance, Inc. of the
Lakes Region

Address: 14 Country Club Rd. Decamp Financial Center, Laconia,
New Hampshire 03246

COMMENTS, RECOMMENDATIONS AND CONCLUSIONS

I recommend that the physical license be moved from its present location on the conference room wall to the wall on the left as one approaches the reception desk area for higher visibility. Other than this, things looked all right.

In my opinion, this licensee is operating its Brokerage Home loan business in conformity with RSA 397-A.


Examiner

GENERAL

Type of Examination:

First Mortgage Banker _____ Broker X Both _____

Exact location of office: Off route 11-a at 14 Country Club Rd. Laconia, N.H.
03854 (opposite the Village Bank)

Office hours: 9:A.M. to 5:P.M. officially
People are usually there between 8:A.M. and 6:P.M.

Describe briefly the general plan of operation: Business is to place mortgage for clients by taking applications and other information forms to help a lender determine the credit worthiness of this borrower. Broker collects a \$300 fee to cover \$50 for a credit check and \$250 for appraisal.

Loans brokered by licensee in last calendar year from the Annual Report
No. 22 \$ 1,946,200

Does licensee appear to be operating its business in a lawful, honest and fair manner? YES

Does the licensee operate through an agent or other representative? NO

Are there any suits pending against the licensee with regard to its New Hampshire brokerage activity? NO

Does the broker negotiate VA and FHA loans? NO, not yet *
If so, estimate percentage, based on number of loans of its business in such loans.

VA N/A FHA N/A Other 100%

Loan originators and owner are going to get schooling and training for these types of loans on 9-11-90.

LICENSE

Principal office license X or branch office license _____?

Is license conspicuously posted in office? ^{Yes} Where In the conference room
where clients are interviewed. (See open comment.

Is this person or company required to hold a broker license? YES

Is licensee a subsidiary of a bank or bank holding company? NO
List name and address of bank of holding company? N/A

Does licensee operate from other locations in this state? NO
If so, list locations: N/A

Is this license for an agent location? NO, however, [REDACTED] of
[REDACTED] uses this licensee as its only source Broker
in this area of this state.

Is the address on the license the current address of the licensee? YES
If not, has a location amendment been made by the Banking Department? N/A

Has there been a change in the trade name? YES, Scott Farah-D.E.Dodge and
Associates in 1989. Scott Farah - Financial Resources &
Assistance, Inc. in 1990.

Has there been a change in ownership of the business? NO, owner incorporated.
Owner went from a partnership to a corporation.
See above question.

Does the broker claim to be exempt under RSA 397-A:4? NO

Does the licensee broker commercial loans? YES, but very few-One in the last
six months, a land development project.

RECORDS

Are records and files of the licensee adequate to permit an examination that will determine if the licensee is complying with the provisions of RSA 397-A? YES, Copies of applications and credit reports and other financial information documents -tax returns copies and verification forms for deposit balances and mortgage payment histories.

Where are records and files maintained? YES, In metal file cabinets behind the receptionists.

Are records kept at least 18 months? YES

Are original or duplicate records kept? Duplicate

Are computer records maintained? NO, manual posting sheets. A copy of these are with the work papers.

Are copies of paid vendor invoices available for expenses incurred on the behalf of applicants? YES, expenses consist of fees for appraisals for clients of this Broker. Invoices and check paid by # are shown in the expense folder of each of the three appraisers used.

MISCELLANEOUS

Has the licensee violated any law, rule or standard business practice? NONE KNOWN
List detail, if any? N/A

List the loan repayment plans in use as of the examination date:

No loans on hand. All loans are brokered out.

Was the Annual Report properly filed? YES, under D.E.DODGE & ASSOCIATES
licence # 0519 for 12-31-89.

If special arrangements need to be made for a regular examination, list instructions below: Call a day or two before to make sure the owner will be there to fill out the questionnaires.

VIOLATIONS

	# of Violations	Dollar Amount of
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
Total Violations	# _____	\$ _____

FIRST MORTGAGE BROKERS
REPORT OF EXAMINATION
AND
EXAMINER'S QUESTIONNAIRE

Date of Examination: September 6, 1990 License Number 0719

Name of Licensee: Financial Resources & Assistance, Inc. of the Lakes Region

Address: 14 Country Club Rd, Swampscott, Saconia, N.H. 03346

COMMENTS, RECOMMENDATIONS AND CONCLUSIONS

I recommend that the ^{physical} license be moved from the present location ~~on~~ the conference room wall to the wall on the left as you approach the reception desk for higher visibility. Other than this things looked all right.

In my opinion, this licensee is operating its Brokerage home loan business in conformity with RSA 397-A

September 6, 1990

GENERAL

Type of Examination:

First Mortgage Banker _____ Broker Both _____

Exact location of office: 14 Country Club Drive - De Camp Center
Lacrosse, N. H. 03246 - (opposite Helford Bank)

Office hours: 9: AM to 5 P.M

Describe briefly the general plan of operation: To place mortgage loans ^{for clients}
by taking applications and other information forms to help a
lender determine the credit worthiness of the borrower. Broker
collects a \$300 fee to cover credit check \$50 and \$250 for appraisal.

Loans brokered by licensee in last calendar year from the Annual Report
No. 52 \$ 1,946,200

Does licensee appear to be operating its business in a lawful, honest and
fair manner? yes

Does the licensee operate through an agent or other representative? No

Are there any suits pending against the licensee with regard to its
New Hampshire brokerage activity? No

Does the broker negotiate VA and FHA loans? no, not yet
If so, estimate percentage, based on number of loans of its business in
such loans.

VA N/A FHA N/A Other 100%

Loan originators and owner are going to get schooling and
training for these types of loans on 9-11-90.

LICENSE

Principal office license or branch office license _____?

Is license conspicuously posted in office? Where in conference room
where clients are interviewed, see open comment.

Is this person or company required to hold a broker license? yes

Is licensee a subsidiary of a bank or bank holding company? No.
List name and address of bank of holding company? N/A.

Does licensee operate from other locations in this state? No.

— If so, list locations: N/A

* Is this license for an agent location? No, however, [redacted] of [redacted] uses this license as its only ^{sole} broker in this state.

Is the address on the license the current address of the licensee? yes
If not, has a location amendment been made by the Banking Department? N/A

— Has there been a change in the trade name? Scott Farah - D E. Dodge and associates in 1989. Scott Farah - Financial Resources & Assistance, Inc. in 1990

Has there been a change in ownership of the business? No - just incorporation from working in a partnership to being a corporation. See above question.

Does the broker claim to be exempt under RSA 397-A:4? No.

— Does the licensee broker commercial loans? - yes - but very few
One in last six months - land development loan.

RECORDS

Are records and files of the licensee adequate to permit an examination that will determine if the licensee is complying with the provisions of RSA 397-A? *yes, Copies of applications and credit reports*

and other financial information documents, tax returns and deposit balances and previous mortgage payment records
Where are records and files maintained? *On metal file cabinets behind the receptionist.*

Are records kept at least 18 months? *yes*

Are original or duplicate records kept? *Duplicate*

Are computer records maintained? *No - just a manual posting book*

Are copies of paid vendor invoices available for expenses incurred on the behalf of applicants? *Yes, there were two or three*

appraisers who do the appraisals for these clients of this broker. Invoices and checks show in expense book for each appraiser.

MISCELLANEOUS

Has the licensee violated any law, rule or standard business practice? *None known*
List detail, if any? *N/A*

List the loan repayment plans in use as of the examination date: *No loans on hand all loans are brokered out.*

- Was the Annual Report properly filed? *yes - under D. E. Dodge & Associates license # 0513 for 12-31-89.*

- If special arrangements need to be made for a regular examination, list instructions below: *Call a day or two before to make sure the owner will be there to fill out questionnaires.*

VIOLATIONS

	# of Violations	Dollar Amount of
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
Total Violations	# _____	\$ _____

For the Year Ended December 31, 1989
to the
Bank Commissioner of the State of New Hampshire
45 South Main Street, Concord, N.H. 03301

of Lenders engaged in the business of making or brokering
residential first mortgage loans under the provisions of RSA 397-A

Name of licensee D.E. Dodge & Associates License Number 0513

Place of business Laconia, NH 03246 Number of offices included 1

State whether proprietorship, corporation, partnership, trust, etc. Prop

Type of business conducted: Mortgage Banker _____ Mortgage Broker X

State full name and nature, if other business is conducted in the same office as
the license holder _____

Principal Officers - President _____ Secretary _____

Treasurer _____ Owner/Manager Scott David Farah

SCHEDULE A

NEW HAMPSHIRE BUSINESS ONLY
STATEMENT OF CONDITION
DECEMBER 31, 1989

Please Type
All Figures

(DO NOT CHANGE LINE TITLES)

Omit Cents

ASSETS

1. Cash on hand in banks	\$ <u>13,000</u>
2. Loans and other receivables (first mortgage home loans)	<u>121,000</u>
3. Furniture, fixtures and equipment	<u>10,000</u>
4. Deferred charges	_____
5. Other assets	<u>144,000</u>
6. Total Assets Used and Useful in Mortgage Home Loan Business	_____
7. Assets <u>not</u> used in first mortgage home loan business	<u>0</u>
8. Total Assets	\$ <u>144,000</u>

LIABILITIES AND CAPITAL

9. Notes and accounts payable	\$ <u>12,000</u>
10. Other liabilities	_____
11. Capital stock (if corporation)	_____
12. Surplus (including undivided profits)	<u>133,000</u>
13. Net worth (if individual or partnership)	_____
14. Reserve for bad debts	_____
15. Other reserves	_____
16. Deferred income or unearned interest on loans	_____
17. Total Liabilities and Capital	\$ <u>144,000</u>

SCHEDULE B

NEW HAMPSHIRE BUSINESS ONLY
STATEMENT OF INCOME AND EXPENSE
FOR THE PERIOD FROM JAN. 1, 1989 TO DEC. 31, 1989

(DO NOT CHANGE LINE TITLES)

	<u>Omit Cents</u>
Income derived from first mortgage home loan business:	
18. Interest collected	
19. Commissions received	\$ 0
20. Other income	14,589
	<u>3,988</u>
21. Total income derived from mortgage home loan business (items 18 & 20)	<u>18,577</u>
Expenses of conducting first mortgage home loan business:	
22. Salaries	
23. Rent	15,827
24. Interest	3,500
25. Advertising	509
26. Taxes	0
27. Other expenses	945
	<u>8,235</u>
28. Total expense of conducting mortgage home loan business (items 22 through 27)	<u>29,016</u>
29. Net earnings (item 21 minus item 28)	<u>(10,439)</u>
30. Other income - noncurrent	
31. Item 29 plus item 30	<u>(10,439)</u>
32. Other charges - noncurrent	
33. Net profit for the period (item 31 minus item 32)	<u>\$ (10,439)</u>

SCHEDULE C
ANALYSIS OF FIRST MORTGAGE HOME LOANS

	<u>No. of Loans</u>	<u>Omit Cents</u> <u>Amount</u>
34. Loans brokered during 1989	22	\$ 1,946,200
35. Loans made during year 1989		
36. Loan balances outstanding December 31, 1989		

Analysis of Loans by Number and Dollar Amount

	<u>Number</u>	<u>Omit Cents</u> <u>Amount</u>
\$ 1 thru \$ 50,000		\$
\$ 50,000 thru \$ 75,000		
\$ 75,001 thru \$100,000		
\$100,001 thru \$125,000		
\$125,001 thru \$150,000		
Over \$150,001		
Totals	* =====	* \$ =====

* Must agree with line 35.

AFFIDAVIT

State of New Hampshire
County of Belknap ss

I, Scott Farah, the undersigned, being the Manager of the _____ swear, that to the best of my knowledge and belief the statements contained in this report, including the accompanying schedule and statements (if any) are true and correct.

Subscribed and sworn to before me this _____ day of _____, 19____

Notary Public/Justice of the Peace

**VERIFIED APPLICATION FOR
FIRST MORTGAGE BANKER AND BROKER LICENSE**

License Year 1990

RECEIVED
DEC 04 1989
NEW HAMPSHIRE
BANK COMMISSIONER

New Application _____
Renewal Application X
Mortgage Broker X
Mortgage Banker _____

New Application Fee:
Principal \$250; Branch \$250
Renewal Application Fees:
Principal \$250; Branch \$250

To the Bank Commissioner of the State of New Hampshire:

The undersigned hereby makes application for a license under RSA 397-A allowing the applicant to make or broker first mortgage home loans in any amount at the rate agreed upon in the note between the borrower and the lender, subject to the provisions of said statute and all rules promulgated thereunder (BAN 2500).

(Name of applicant) Scott D. Farah

(Applicant's primary place of business*) 14 Country Club Road

Laconia, NH 03246 (Telephone No.) (603) 527-0400

Trade name under which licensee will be operating: Financial Resources & Assistance, Inc. of the Lakes
Region

List principal office and all branch offices to be licensed:

	Street Address	City/Town	Zip Code	Tel. No.
Principal Office (NH):	14 Country Club Road	Laconia, NH	03246	(603) 527-0400
Branch Office:				

List or attach a schedule of principal owners, officers and directors of the applicant.

If the applicant's primary place of business* is out-of-state, list the name and address of the New Hampshire Agent:

Name _____

Address _____

Person responsible for actions of the licensee Scott D. Farah

Applicant shall complete the balance sheet below and submit supporting schedules where indicated on the form.

BALANCE SHEET

Statement Date 11/1/89

ASSETS		LIABILITIES	
1) Cash on hand and in banks	<u>6,000</u>	9) Accounts Payable	<u>500</u>
2) Notes, loans, and other accounts receivable	<u>121,000</u>	10) Notes payable to banks	<u>1,500</u>
3) Merchandise and inventory at lower of cost or market value	_____	11) Notes payable to others	<u>10,000</u>
4) Real Estate	_____	12) Real estate mortgages	_____
5) Machinery and equipment at cost less depreciation	<u>5,000</u>	13) Interest and taxes due and unpaid	_____
6) Marketable securities	_____	14) Other debts and liabilities	_____
7) Life insurance (face amount \$ _____) cash surrender value	_____	TOTAL LIABILITIES	<u>12,000</u>
8) Other assets	_____	15) NET WORTH	<u>120,000</u>
TOTAL ASSETS	<u>132,000</u>	TOTAL LIABILITIES AND NET WORTH	<u>132,000</u>

Handwritten notes:
Paid \$5,800 11/1/89
54-183/11

Assets and liabilities are true to the best of my knowledge and belief.

Signature of applicant _____

Date 11/28/89

RSA 397-A:5, III (b) requires the Bank Commissioner to make an investigation of interest rates. Provide a sample of interest rates which you did or expect to charge on December 1, or the rate you are currently charging, based on your cost of funds and operating expenses. The annual percentage rate should be as described in Regulation Z of the Federal Reserve Board. Assume a \$70,000 first mortgage with a loan to value ratio of 80%.

1st Mortgage 30 Year Term \$70,000	Interest Rate	Points Charged	Annual Percentage Rate	Other Charges
Variable Rate	9.125	2	9.35	None except standard closing costs, appraisal, title search, etc. Same as above
Fixed Rate	9.5	2	9.73	

List Standard used on variable rate determinations.

Attach a copy of a printed rate sheet, if available.

SIGNATURE

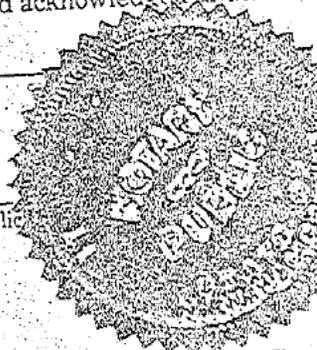
State of New Hampshire
County of Belknap
ss.

[Redacted Signature] (Applicant)
By Scott D. Farah
Title President

Personally appeared the above named applicant Scott Farah

by _____ hereunto duly authorized and acknowledged under
penalty of perjury the foregoing statements by Him (Him/Her)
subscribed to be true.

Dated at Laconia NH Before me, [Redacted] Justice of the Peace/Notary Public
This Thirtieth day of November, 19 89
[Redacted] Rita E. W. Britton
Notary Public
My Commission Expires September 11, 1990



Bank Commissioner may take up to 45 days to approve or deny any application.

Make non-refundable license fee payable to: "State of New Hampshire", and mail to Banking Department, 45 South Main Street, Concord, NH 03301

— OFFICE USE ONLY —

Date Received 12/4/89 Check No. 237 Amount \$ 250.00
Comparison with other lenders _____ Date 12/6/89
Approval _____ Denial _____
Date of Issue 12/8/89 License No. 0719
Reason for Denial _____

RESIDENTIAL LOANS CLOSED

<u>CLIENT</u>	<u>COMPANY</u>	<u>DATE CLOSED</u>	<u>LOAN AMOUNT</u>	<u>GROSS COMM</u>
		1989		
		7/25	111,000	693.76
		8/15	67,500	759.67
		8/3	90,000	380.00
		9/3	✓ 65,000	350.00
		9/3	58,000	652.50
		9/2	35,000	243.75
		9/2	40,000	500.00
		10/13	✓ 46,000 92,500	345.00
		10/15	102,000	1,147.50
		10/31	152,000	951.57
		10/27	116,000	580
		11/2	✓ 129,000	645
		11/2	85,000	850
		11/7	75,400	659.75
		11/17	88,800	888.00
		11/15	✓ 30,000	400
		12/7	187,500	1,817.50
		12/7	63,000	315
		12/6	63,000	630
		12/19	100,000	625
		12/18	✓ 81,000	405
		12/18	120,000	750
			1,954,700	14,589.00

RESIDENTIAL LOANS CLOSED

<u>CLIENT</u>	<u>COMPANY</u>	<u>DATE CLOSED</u>	<u>LOAN AMOUNT</u>	<u>GROSS COMM</u>
		1990		
		1/9	✓ 50,000	783.66
		1/5	120,000	900.00
		1/24	✓ 106,500	532.50
		1/24	170,000	3,429.50
		1/27	16,500	350.00
		1/27	142,500	2,100.39
		2/6	123,750	928.13
		3/8	93,400	934.00
		3/9	137,900	2,214.27
		3/13	✓ 48,000	480.00
		3/26	✓ 45,580	568.75
		3/27	100,000	500.00
		4/9	187,450	2,343.12
		4/10	130,000	1,300.00
		3/9	21,484	214.84
		5/11	180,000	900.00
		5/10	130,000	703.12
		5/25	100,000	0
		6/9	✓ 132,750	1,327.50
		6/8	✓ 121,500	1,518.75
		6/15	157,000	1,962.50
		6/22	74,400	372.00
		6/21	187,450	1,640.18
		7/20	✓ 34,000	852.36
		7/28	137,450	1,405.88
			2,797,534	28,261.45

Brokered Loans

<u>Name</u>	<u>Application</u>	<u>Fee</u>	<u>Credit Report</u>	<u>Records Income Tax</u>	<u>Amount</u>	<u>Date of Under of Loan</u>
[REDACTED]	✓	.54	350 ✓	✓	65M	[REDACTED]
[REDACTED]	✓	.75pts	✓	✓	46M 75M	[REDACTED]
[REDACTED]	✓	.50	✓	✓	81M.	[REDACTED]
[REDACTED]	✓	.25	✓	✓	35M	[REDACTED]
[REDACTED]	✓	1.50	✓	✓	50M	[REDACTED]
[REDACTED]	✓	.62	✓	✓	111M	[REDACTED]
[REDACTED]	✓	.50	✓	✓	106,5M	[REDACTED]
[REDACTED]	✓	1.25	✓	✓	45,500	[REDACTED]
[REDACTED]	✓	1.0	✓	✓	58M	[REDACTED]
[REDACTED]	✓	.75	✓	✓	123,750	[REDACTED]
[REDACTED]	✓	1.0	✓	✓	132,750	[REDACTED]
[REDACTED]	✓	1.33	✓	✓	30,000	[REDACTED]
[REDACTED]	✓	1.0	✓	✓	48,000	[REDACTED]
[REDACTED]	✓	.5	✓	✓	129,000	[REDACTED]
[REDACTED]	✓	2.50	✓	✓	37,000	[REDACTED]

9-6-90

Uncompleted Applications

Name

Reason

3-23-90

Decided to wait - withdrew

7-5-90

Decided to go directly to a bank.

4-5-90

Poor credit history

Spoke to Scott. He says office space is used ^{almost} exclusively for brokerage business. Occasionally he may privately act as a financial planner for some individual through this office. This is what he used to do ^{while} working for P.E. Dodge & Associates.

He also said variation in amount of fee points for his services: As a rule they average between .75 & 1.25 of placed loan amount.

Income checked for bills & invoices sent for placed loans; Copy of invoice noted when funds received then ^{papers or work paper} to ledger sheet. Expenses paid for appraisals kept in folders per appraiser - copy of bills & check # to pay bill noted.

**524
3800**

Put Yourself in the Marketplace, in the

FULL SERVICE MORTGAGE CO.

1 YR ARM 8 1/4% 8.38% APR

30 YR FIXED RATE 9 7/8% 10.36% APR

Also available: ■ No Income Check ■ 60 Day Rate Lock ■ "0" Point Mortgage ■ Competitive Jumbo Rates ■ Purchase and Cash Out Financing ■ 1-4 Family Homes, Condos

FINANCIAL RESOURCES, INC.
14 Country Club Rd., Laconia, NH
603-527-0400
represents
Powder House Mortgage Co.

House For Rent

3 BDRM single family home w/garage, fully appl'd kit, 2 full baths, nice yard, good loc. 1 yr lease. \$700/mo + util. 524-6464.

COZY 2 BR lakeside home in Winnisquam. Adults only, no pets. Garage & docking privileges. \$550/mo + util. Avail 10/5. 287-8075.

4 BDRMS close to town. \$800/mo + util. Security dep. No pets. 527-1439.

A GOOD SELECTION of rentals from \$400 up a month. Call Lois Gleason of Carl Braun, RE. 528-1038.

ALMOST NEW Gilford Colonial for sale or rent. Very nice 3 bdrm, 2 bath, oil hot water heat, att 2 car on 1 acre in quiet neighborhood. Was \$184,000, now \$151,000. Seller is creative, will rent, trade, finance. 524-0100 or 366-5834.

ASHLAND, sunny, large 4 bdrm, 2 full baths, 8 yrs old. W/w, fireplace, w/d hookup, nice yard & close to town. \$850/mo + util & sec dep. 1-883-9165.

ATTRACTIVE West Alton waterfront. Furn. 2-3 bdrm home w/garage. Conv locat.

House For Rent

NEW 3 BDRM Gambrel, beach rights w/tennis court. 2 1/2 baths, microwave, full cellar, oil heat. \$715/mo. 366-2459 Fri, Sat & Sun, 10:30-4pm.

NEW GILMANTON Iron Works, country setting, beautifully landscaped, carpeted, 1 1/2 bath, w/garage \$585/mo. 267-8642.

NUMEROUS RENTALS available, both houses and condos, furnished & unfurnished. Starting at \$400/mo. Call Anada Realty 527-0077.

Numerous houses & apts avail for winter & yr rd. Steve Gray, ERA Curry Realtors, Alton Bay. 875-8600.

PAUGUS BAY, beaut new waterfront, 3br, 2ba, chalet. Priv bch. \$700/mo. 366-5004.

SANBORNTON, custom designed 8'rm Gambrel w/a working couple in mind. On 2.85 acres of beautiful country land: 1.8 mi from I93. Hardwood fls & many quality features. \$950/mo. 286-7012.

SANBORNTON, easy access Exit 22; 3 Bdrm, 1 1/2 bath, lg fam rm, on private acres. Lease \$850/mo. Call 824-3477.

Land For Sale

BELMONT: 7.8 ac in Village zone w/town water & sewer. Mostly open field w/long brook frontage. Excel soils for bldg. Suitable for single family or minor multi-family dev. \$34,900. Owner/Broker 524-1234 (d), 528-2341 (e).

GILFORD, SUPPERB views. 2+ ac. Bch rts. Exceptional area. Reduced to \$49,900 for quick sale. 524-0632, 201-870-1521.

MOBILE HOME lot, New Hampton. 5 acs, hard woods. Good buy, \$22,900. Land Broker 286-2202.

NORTHFIELD - STUNNING mtn views. House lots ranging from 1.25 to 4 ac on paved dead-end Rd, in new nghbrhd. Owner fin w/\$5000 down, \$32,500. Greatly reduced! 774-8288.

OAK CREST: 18 two+ac wooded & open choice lots, paved rd, util. Located in Gilmanton, owner fin avail. Priced \$19,500 to \$32,500. Also 10ac woodlot \$12,500. 528-5115, 287-8881.

SANBORNTON, 8 acres, beautiful view, stone drive, white fences w/septic approval. \$64,900. Financing available to qualified buyer. 528-1888 or 528-1448.

Cottages For Sale

3 SMALL WATERFRONT cottages for sale/rent, \$89,900 & up. Maher Realty 293-8002, 627-3333.

LAKEFRONT - summer cottage, Lake Pemi, New Hampton. Sandy beach, dock, slips 4. \$49,500. 673-7839, 279-1322.

Houses For Sale

\$129,900 WITH \$5,000 down \$895/mo. Belmont lge 3 br, 2 1/2 bths, 3+ acres, 2 car garage, dead end rd. Quality home 3 yrs old. 589-3757.

HOME BUILDERS

Gunstock Acres building lot 3/4 acre. Septic design in application. \$18,000. HELP-U-SELL 528-8585.

Houses For Sale

GOVERNORS ISLAND
Fine contemporary ranch on waterfront. Furnished. U-dock. 2 fireplaces. \$895,000. HELP-U-SELL 528-8585.

BELMONT, NEW Subdivision. Garrisons, Gambrels or Capes. 3 Bdrms, 1 1/2 baths, some with fireplaces & garage under \$99,900 to \$109,900. Jusczak Builders, 267-7884.

BEST BUY, \$99,900. Beautiful 9 room split, 2 1/2 ac +/-, Gilmanton. Near Rt. 140. Days 875-2600.

GILFORD: Brookside Crossing, 3 bdrm, 2 bath home w/garage. \$125,500. Leggett Realtors 524-7482.

GILFORD: unique acreage opportunity, 12 acres & 4 bdrm Cape in good condition. \$95,000. Realty World-Resource 279-7448.

GILMANTON CORNERS - 2 br, 1 1/2 bth home shares 12 country ac. Horses, pool \$75,000. Eves 267-8128.

LARGE 4 UNIT INCOME PROPERTY
Lg. Barn & parking lot, renovated. Sep. util. \$135,000. Will help finance. Owner 528-5251

GREAT STARTER HOME 3 bdrms, convenient location. \$67,000. Realty World-Resource 279-7448.

LAKEPORT: Convenient location. 3 Bdrm ranch w/breezeway & attach gar, oil heat, lg yard. Mr extras. By owner \$85,000. 524-8818.

LGE 3 Unit Income: In Laconia, near I car garage. \$135 293-2311 after 6.

L WINNISC: ton priv home: game der

Condom For Re

FURN 1 & 2 BDF sec & refs req. \$450+ util. 8am-5pm.

2 BR FURN twnt w/frpic, 1 1/2 baths fenced patio, pool. rental possible. RI Maher Realtor 1-283-8002.

2 BR TWNHSES, garage, \$550/mo & Refs, sec dep. Alc 524-6707.

3 BDRM, 3 BATH & South Down Shores nia. \$650/mo. 52 617-285-7585.

AVAIL 10/1: LOVEL view Laconia 2 br, nicely furn (by \$450/mo+util. 617-2 617-259-1223.

BABYSITTER for 2 furn condo, Weirs P l/front. Sept 4 thru Reduced from \$400/mo + elec 366-5886 or 617-8

CHERRY VAL Giford near C bth \$800/mo.

CHERRY V 2 Bdrm, 2 \$500/mo CONDOS Unit 10. some baths, w/w, dow upr co ar

PAUGUS BAY, beaut new waterfront, 3br, 2ba, chalet. Priv bch. \$700/mo. 366-5004.

SANBORNTON, custom designed 8'rm Gambrel w/a working couple in mind. On 2.85 acres of beautiful country land: 1.8 mi from I93. Hardwood fls & many quality features. \$950/mo. 286-7012.

SANBORNTON, easy access Exit 22; 3 Bdrm, 1 1/2 bath, lg fam rm, on private acres. Lease \$850/mo. Call 824-3477.

RESIDENTIAL LOAN APPLICATION

MORTGAGE APPLIED FOR	<input type="checkbox"/> Conventional	Amount	Interest Rate	No. of Months	Monthly Payment (Principal & Interest)	Escrow	Pounds (To be collected monthly)	
	<input type="checkbox"/> FHA <input type="checkbox"/> VA	\$	%		\$	<input type="checkbox"/> TAXES <input type="checkbox"/> Hazard Insurance <input type="checkbox"/> Mtg. Insurance		

Prepayment Option

SUBJECT PROPERTY	Property Street Address				City	County	State	Zip	
	Legal Description (Attach description if necessary)							No. of Units	Year Built
	Purpose of Loan	Purchase	Construction-Permanent	Construction	Refinance	Other (Explain)			
	Complete this line if Construction-Permanent or Construction Loan	LOT VALUE DATA	Year Acquired	Original Cost	Present Value (a)	Cost of Improvements (b)	TOTAL (a + b)		
Complete this line if a Refinance Loan	Year Acquired	Original Cost	Amount of Existing Liens	Purpose of Refinance	Describe Improvements	<input type="checkbox"/> Made <input type="checkbox"/> To be Made	Cost		
Title Will be Held in What Name(s)				Manner in Which Title Will be Held					
Source of Down Payment and Settlement Charges									

This application is designed to be completed by the borrower(s) with the lender's assistance. The Co-Borrower Section and all other Co-Borrower questions must be completed and the appropriate box(es) checked if:

another person will be jointly obligated with the Borrower on the loan, or;

the Borrower is relying on income from alimony, child support, or separate maintenance, or on the income or assets of another person as a basis for repayment of the loan, or;

the Borrower is married and resides, or the property is located, in a community property state.

BORROWER				CO-BORROWER			
Name		Age	School	Name		Age	School
			Yrs.				Yrs.
Present Address: Number of Years		Own	Rent	Present Address: Number of Years		Own	Rent
Street				Street			
City, State & Zip				City, State & Zip			
Former Address: (If less than 2 years at present address)				Former Address: (If less than 2 years at present address)			
Street				Street			
City, State & Zip				City, State & Zip			
Years at Former Address		Own	Rent	Years at Former Address		Own	Rent
Marital Status		Dependents Other Than Listed by Co-Borrower		Marital Status		Dependents Other Than Listed by Borrower	
<input type="checkbox"/> Married <input type="checkbox"/> Separated		Number	Ages	<input type="checkbox"/> Married <input type="checkbox"/> Separated		Number	Ages
<input type="checkbox"/> Unmarried (Include Single, Divorced, and Widowed)				<input type="checkbox"/> Unmarried (Include Single, Divorced, and Widowed)			
Name and Address of Employer				Name and Address of Employer			
Years Employed in This Line of Work or Profession		Years on This Job		Years Employed in This Line of Work or Profession		Years on This Job	
		<input type="checkbox"/> Self-Employed *				<input type="checkbox"/> Self-Employed *	
Position / Title		Type of Business		Position / Title		Type of Business	
Social Security Number ***		Home Phone	Business Phone	Social Security Number ***		Home Phone	Business Phone

GROSS MONTHLY INCOME			MONTHLY HOUSING EXPENSE **			DETAILS OF PURCHASE	
ITEM	BORROWER	CO-BORROWER	TOTAL	PRESENT		PROPOSED	
				Rent	\$	Do Not Complete if Refinance	
Base Empl. Income	\$	\$	\$	First Mortgage (P & I)	\$	a. Purchase Price	\$
Overtime				Other Financing (P & I)		b. Total Closing Costs (Est.)	
Bonuses				Hazard Insurance		c. Prepaid Escrows (Est.)	
Commissions				Real Estate Taxes		d. Total (a + b + c)	\$
Dividends / Interest				Mortgage Insurance		e. Amount of This Mortgage	()
Net Rental Income				Homeowner Assn. Dues		f. Other Financing	()
Other † (Before Completing, See Notice Under "Describe Other Income Below")				Other:		g. Other Equity	()
				Total Monthly Payment	\$	h. Amount of Cash Deposit	()
				Utilities		i. Closing Costs Paid by Seller	()
TOTAL ▶	\$	\$	\$	TOTAL ▶	\$	\$	\$

DESCRIBE OTHER INCOME		
B = BORROWER	NOTICE † Alimony, child support, or separate maintenance income need not be revealed if the Borrower or Co-Borrower does not choose to have it considered as a basis for repaying this loan.	MONTHLY AMOUNT
C = CO-BORROWER		

IF EMPLOYED IN CURRENT POSITION FOR LESS THAN TWO YEARS, COMPLETE THE FOLLOWING						
B/C	PREVIOUS EMPLOYER / SCHOOL	CITY / STATE	TYPE OF BUSINESS	POSITION / TITLE	DATES FROM / TO	MONTHLY INCOME

THESE QUESTIONS APPLY TO BOTH BORROWER AND CO-BORROWER			
If a "yes" answer is given to a question in this column, please explain on an attached sheet.	Borrower Yes or No	Co-Borrower Yes or No	
Are there any outstanding judgments against you?	_____	_____	
Have you been declared bankrupt within the past 7 years?	_____	_____	
Have you had property foreclosed upon or given title or deed in lieu thereof in the last 7 years?	_____	_____	
Are you a party to a law suit?	_____	_____	
Are you obligated to pay alimony, child support, or separate maintenance?	_____	_____	
Is any part of the down payment borrowed?	_____	_____	
Are you a co-maker or endorser on a note?	_____	_____	
			Are you a U.S. citizen? _____
			If "no", are you a resident alien? _____
			If "no", are you a non-resident alien? _____
			Explain Other Financing or Other Equity (if any). _____

*FHLMC/FNMA require business credit report, signed Federal Income Tax returns for last two years; and, if available, audited Profit and Loss Statement plus balance sheet for same period.

**All Present Monthly Housing Expenses of Borrower and Co-Borrower should be listed on a combined basis.

***Optional for FHLMC

FHLMC 05 Rev. 10/86

Fannie Mae Form 1003 Rev. 10/86

This Statement and any applicable supporting schedules may be completed jointly by both married and unmarried co-borrowers if their assets and liabilities are sufficiently joined so that the Statement can be meaningfully and fairly presented on a combined basis; otherwise separate Statements and Schedules are required (FHLMC 65A/FNMA 1003A). If the co-borrower section was completed about a spouse, this statement and supporting schedules must be completed about that spouse also.

Completed Jointly Not Completed Jointly

Assets

Liabilities and Pledged Assets

Indicated by (*) those liabilities or pledged assets which will be satisfied upon sale of real estate owned or upon refinancing of subject property.

STATEMENT OF ASSETS AND LIABILITIES

Description	Cash or Market Value	Creditor's Name, Address and Account Number	Acct. Name If Not Borrower's	Mo. Pmt. and Mos. Left to Pay	Unpaid Balance
Cash Deposit Toward Purchase Held By	\$	Installment Debts (Include "revolving" charge accounts) Co. _____ Acct. No. _____		\$ Pmt./Mos.	\$
Checking and Savings Accounts (Show Names of Institutions Account Numbers) Bank, S & L or Credit Union		Addr. _____ City _____ Co. _____ Acct. No. _____		/	
Bank, S & L or Credit Union		Addr. _____ City _____ Co. _____ Acct. No. _____		/	
Bank, S & L or Credit Union		Addr. _____ City _____ Co. _____ Acct. No. _____		/	
Bank, S & L or Credit Union		Addr. _____ City _____ Co. _____ Acct. No. _____		/	
Bank, S & L or Credit Union		Addr. _____ City _____ Co. _____ Acct. No. _____		/	
Other Debts including Stock Pledges					
Stocks and Bonds (No./Description)					
Life Insurance Net Cash Value Face Amount \$		Real Estate Loans Co. _____ Acct. No. _____ Addr. _____ City _____			
Subtotal Liquid Assets		Co. _____ Acct. No. _____ Addr. _____ City _____			
Real Estate Owned (Enter Market Value from Schedule of Real Estate Owned)		Automobile Loans Co. _____ Acct. No. _____ Addr. _____ City _____			
Vested Interest in Retirement Fund		City _____		/	
Net worth of Business Owned (ATTACH FINANCIAL STATEMENT)		Co. _____ Acct. No. _____ Addr. _____ City _____		/	
Automobiles Owned (Make and Year)		City _____		/	
Furniture and Personal Property		Alimony/Child Support/Separate Maintenance Payments Owed To			
Other Assets (itemize)					
Total Assets	A \$	Net Worth (A minus B) \$		Total Liabilities	B \$

SCHEDULE OF REAL ESTATE OWNED (If Additional Properties Owned Attach Separate Schedule)

Address of Property (Indicate S if Sold, PS if Pending Sale or R if Rental being held for income)	Type of Property	Present Market Value	Amount of Mortgages & Liens	Gross Rental Income	Mortgage Payments	Taxes, Ins., Maintenance and Misc.	Net Rental Income
		\$	\$	\$	\$	\$	\$
TOTALS		\$	\$	\$	\$	\$	\$

List Previous Credit References

B—Borrower C—Co-Borrower	Creditor's Name and Address	Account Number	Purpose	Highest Balance	Date Paid
				\$	

List any additional names under which credit has previously been received _____

AGREEMENT: The undersigned applies for the loan indicated in this application to be secured by a first mortgage or deed of trust on the property described herein, and represents that the property will not be used for any illegal or restricted purpose, and that all statements made in this application are true and are made for the purpose of obtaining the loan. Verification may be obtained from any source named in this application. The original or a copy of this applica-

tion will be retained by the lender, even if the loan is not granted. The undersigned intend or do not intend to occupy the property as their primary residence.

I/We fully understand that it is a federal crime punishable by fine or imprisonment, or both, to knowingly make any false statements concerning any of the above facts as applicable under the provisions of Title 18, United States Code, Section 1014.

Borrower's Signature Date _____ Co-Borrower's Signature Date _____

Information for Government Monitoring Purposes

The following information is requested by the Federal Government for certain types of loans related to a dwelling, in order to monitor the lender's compliance with equal credit opportunity and fair housing laws. You are not required to furnish this information, but are encouraged to do so. The law provides that a lender may neither discriminate on the basis of this information, nor on whether you choose to furnish it. However, if you choose not to furnish it, under Federal regulations this lender is required to note race and sex on the basis of visual observation or surname. If you do not wish to furnish the above information, please check the box below. [Lender must review the above material to assure that the disclosures satisfy all requirements to which the Lender is subject under applicable state law for the particular type of loan applied for.]

Borrower: I do not wish to furnish this information

Co-Borrower: I do not wish to furnish this information

Race/National Origin:

- American Indian, Alaskan Native Asian, Pacific Islander
 Black Hispanic White
 Other (specify): _____

Race/National Origin:

- American Indian, Alaskan Native Asian, Pacific Islander
 Black Hispanic White
 Other (specify): _____

Sex: Female Male

Sex: Female Male

To Be Completed by Interviewer

This application was taken by:

- face to face interview
 by mail
 by telephone

Interviewer

Interviewer's Phone Number

Name of Interviewer's Employer

Address of Interviewer's Employer



Request for Verification of Employment

Instructions:

Lender — Complete items 1 through 7. Have applicant complete item 8. Forward directly to employer named in item 1.
Employer — Please complete either Part II or Part III as applicable. Sign and return directly to lender named in item 2.

Part I — Request

1. To (Name and address of employer)		2. From (Name and address of lender)	
3. Signature of Lender	4. Title	5. Date	6. Lender's Number (Optional)

I have applied for a mortgage loan and stated that I am now or was formerly employed by you. My signature below authorizes verification of this information.

7. Name and Address of Applicant (Include employee or badge number)	8. Signature of Applicant
---	---------------------------

Part II — Verification of Present Employment

Employment Data	Pay Data				
9. Applicant's Date of Employment	12A. Current Base Pay (Enter Amount and Check Period) <input type="checkbox"/> Annual <input type="checkbox"/> Hourly <input type="checkbox"/> Monthly <input type="checkbox"/> Other (Specify) <input type="checkbox"/> Weekly			12C. For Military Personnel Only	
10. Present Position	\$ _____			Pay Grade Type Monthly Amount	
11. Probability of Continued Employment	12B. Earnings			Base Pay \$	
13. If Overtime or Bonus is Applicable, is its Continuance Likely? Overtime <input type="checkbox"/> Yes <input type="checkbox"/> No Bonus <input type="checkbox"/> Yes <input type="checkbox"/> No	Type	Year To Date	Past Year	Rations	\$
	Base Pay	\$	\$	Flight or Hazard	\$
	Overtime	\$	\$	Clothing	\$
	Commissions	\$	\$	Quarters	\$
	Bonus	\$	\$	Pro Pay	\$
14. Remarks (If paid hourly, please indicate average hours worked each week during current and past year)					

Part III — Verification of Previous Employment

15. Dates of Employment	16. Salary/Wage at Termination Per (Year) (Month) (Week) Base _____ Overtime _____ Commissions _____ Bonus _____		
17. Reason for Leaving	18. Position Held		
19. Signature of Employer	20. Title	21. Date	

The confidentiality of the information you have furnished will be preserved except where disclosure of this information is required by applicable law. The form is to be transmitted directly to the lender and is not to be transmitted through the applicant or any other party.

Request for Verification of Deposit

Instructions: Lender — Complete Items 1 through 8. Have applicant(s) complete Item 9. Forward directly to depository named in Item 1.
 Depository — Please complete Items 10 through 15 and return DIRECTLY to lender named in Item 2.

Part I—Request

1. To (Name and address of depository)	2. From (Name and address of lender)		
3. Signature of Lender	4. Title	5. Date	6. Lender's No. (Optional)

7. Information To Be Verified

Type of Account	Account in Name of	Account Number	Balance

To Depository: I/We have applied for a mortgage loan and stated in my financial statement that the balance on deposit with you is as shown above. You are authorized to verify this information and to supply the lender identified above with the information requested in items 10 through 12. Your response is solely a matter of courtesy for which no responsibility is attached to your institution or any of your officers.

8. Name and Address of Applicant(s)	9. Signature of Applicant(s)

To Be Completed by Depository

Part II—Verification of Depository

10. Deposit Accounts of Applicant(s)

Type of Account	Account Number	Current Balance	Average Balance For Previous Two Months	Date Opened
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	

11. Loans Outstanding To Applicant(s)

Loan Number	Date of Loan	Original Amount	Current Balance	Installments (Monthly/Quarterly)	Secured By	Number of Late Payments
		\$	\$	\$ per		
		\$	\$	\$ per		
		\$	\$	\$ per		

12. Please include any additional information which may be of assistance in determination of credit worthiness. (Please include information on loans paid-in-full in Item 11 above.)

13. Signature of Depository	14. Title	15. Date

The confidentiality of the information you have furnished will be preserved except where disclosure of this information is required by applicable law. The form is to be transmitted directly to the lender and is not to be transmitted through the applicant(s) or any other party.

RESIDENTIAL MORTGAGE DOCUMENT CHECKLIST

<u>NEEDED</u>	<u>IN FILE</u>	<u>ITEM(S) REQUIRED</u>
		<u>Personal Data</u>
_____	_____	a. social security number for each borrower
_____	_____	b. if less than 2 years at present address, former address for 2 years
_____	_____	c. name and address of current and all employers for past 2 years
		<u>Income Data</u>
_____	_____	a. if employed, check stubs, or copies of W-2s for past 2 years if available
_____	_____	b. if self-employed, 2 years tax returns on self and company, profit/loss statement for past 12 months prepared by an accountant.
_____	_____	c. if sales or commission compensated, copies of past 2 years tax returns
_____	_____	d. if alimony and/or child support claimed, please verify
_____	_____	e. if income from rental property claimed, copies of all leases, verification on tax returns, or tenant at will statements
_____	_____	f. verification of all other sources of income if used for qualification
_____	_____	g. if graduated in past 2 years, copy of diploma
		<u>Asset Data</u>
_____	_____	a. name, address of each bank, including type of account and account number
_____	_____	b. account statements from stock/bond security accounts
_____	_____	c. estimated value of furniture/personal property
_____	_____	d. estimated appraised market value of any real estate owned if used for collateral
_____	_____	e. net worth of business owned (if liquidated immediately and debt retired)
		<u>Liability Data</u>
_____	_____	a. lender's name, address, loan number, balance and monthly payment for all loans
_____	_____	b. all instalment debts, name of account, account number, monthly payment, months left, current balance
_____	_____	c. all outstanding auto loans, student loans, to whom owed, address, account number, balance due, monthly payment
_____	_____	d. all other debts, including stock pledged (e.g., pledged securities and bonds)
_____	_____	e. amount of monthly alimony or child support payments
		<u>Real Estate</u>
_____	_____	a. schedule of all real estate owned, type of property, estimated market value, amount of mortgage, gross rent, expenses, net rental income, mortgages
		<u>Condominium Information</u>
_____	_____	a. class I, II, or III condominium warranty, or H.O.A. certificate (as applicable)
_____	_____	b. master deed, unit deed, by-laws, declaration of trust
_____	_____	c. budget (current)
_____	_____	d. master insurance policy with declaration page, together with a unit certificate, (a) 100% replacement cost and (b) \$1,000,000 liability coverage
_____	_____	e. attorney's opinion letter, if requested
_____	_____	f. evidence of fidelity bond coverage of no less than 3 months the insured's estimated operating expenses and reserves
_____	_____	g. management company name and telephone and/or trustee contact
		<u>Other</u>
_____	_____	a. copy of any divorce decree
_____	_____	b. if sale of present home pending, copy of contract
_____	_____	c. copy of contract for new home signed by all parties (with addenda)
_____	_____	d. petition, schedule and discharge if bankrupt in past 7 years
_____	_____	e. citizenship papers or green card if not natural citizen
_____	_____	f. photocopy of deposit check or receipt from broker
_____	_____	g. if refinance, copy of current deed
_____	_____	h. gift letter with evidence of the source of the gift
_____	_____	i. copies of tax and insurance bills on properties
_____	_____	j. septic certification and/or well certification
_____	_____	k. book and page of subject property
_____	_____	l. seller's mortgage information (bank, account number, telephone number)
_____	_____	m. listing broker telephone number, selling broker telephone number
_____	_____	n. rent verification
_____	_____	o. mortgage lenders that were paid off in last 12 months
_____	_____	p. copy of cancelled deposit check and two previous months statements on account drawn from
_____	_____	q. rate lock form
_____	_____	r. instruction and condition sheet
_____	_____	s. adjustable rate disclosure form
_____	_____	t. HUD settlement sheet

Other: _____

Other: _____

I understand it is my responsibility to supply all of the above-mentioned documents and that a response to my loan application is not possible without them.

_____	_____	_____	_____
Borrower	Date	Co-Borrower	Date
_____	_____	_____	_____
L.O.	Date		

MORTGAGE LOAN PROGRAM DISCLOSURE

(Fixed Rate/Fixed Term)

This Mortgage Loan Program Disclosure explains how certain key parts of your mortgage loan from this Lender will work. This disclosure is NOT a commitment to make a loan to you. Rather, it is intended to help you further understand the type of mortgage you are applying for.

Your mortgage loan documents will contain a "due-on-sale" clause. This "due-on-sale" clause provides specific rights for this Lender. This Lender may "accelerate"—declare immediately due and payable—your entire mortgage loan balance under certain situations. Primarily this would happen if you sold or transferred all or any part of the property, or any interest in it, without this Lender's prior written approval. This means you should contact this Lender before either selling or transferring any interest or part of the property that is securing your mortgage loan. Please read your mortgage loan documents carefully for more details on the "due-on-sale" and "acceleration" clauses.

Your mortgage loan documents will not contain a prepayment penalty clause. A prepayment penalty is a fee by this Lender for repayment of your mortgage loan before maturity. Using your loan request of \$ N/A your approximate prepayment penalty would be \$ N/A or would range between \$ N/A and \$ N/A depending on when it was repaid. This Lender's prepayment penalty is calculated in the following manner: N/A

Please read your mortgage loan documents carefully for more details on the prepayment penalty.

Your mortgage loan documents will contain a late charge clause. This Lender charges 5 % of your payment amount as a "late" fee for any payment not received fifteen calendar days after the due date. For your loan request of \$ your approximate late charge would be \$ Please read your mortgage loan documents carefully for more details on late charge fees.

Your mortgage loan documents will provide for escrow payments. An escrow account spreads out, on a monthly basis, the cost of some substantial payments that occur once or twice a year. By adding these smaller monthly payments to your mortgage payment, they are not only easier to budget, but are also paid by the Lender when they are due. You will have to pay these amounts to this Lender unless this Lender tells you, in writing, that you don't have to do so, or unless the law requires otherwise. You will make these escrow payments on the same day that you make your payments of principal and interest. Generally, the amount of your escrow payments will be one-twelfth of any of the following that apply: estimated yearly real estate taxes, assessments and ground rents on the property; estimated yearly premium for hazard insurance covering the property; and the estimated yearly premiums for mortgage insurance or credit life/disability insurances. This Lender has the right to hold a one-sixth (2 month) reserve balance for such real estate taxes, assessments and insurance premiums to help cover anticipated increases in those charges.

You will be notified at least annually of changes in the amount of your monthly escrow payment caused by deficiencies in your escrow account or increases or decreases in the annual charges for real estate taxes, assessments and insurance premiums. Generally, deficiencies will be prorated over the number of payments remaining until your escrow account is scheduled to be reanalyzed. We reserve the right, however, to require you to pay the amount of any deficiency in a lump-sum by giving you written notice. In that case, you must pay the amount of the deficiency within 30 days. Any surplus in your escrow account will be prorated over the number of payments remaining until your escrow account is scheduled to be reanalyzed unless you request payment of the surplus in writing. Failure to make your escrow payments entitles this Lender to deduct them from your mortgage payment. Moreover, if you fail to pay your monthly escrow payments or you fail to pay any lump-sum required by us to cure a deficiency in your escrow account, you will be in default. Please read your mortgage loan documents carefully for more details on escrow accounts, application of payments and protection of Lender's security.

You acknowledge receipt of a completed copy of the Mortgage Loan Program Disclosure.

Signature

Signature

Signature

Signature

GOOD FAITH ESTIMATE OF SETTLEMENT CHARGE

Listed below is the Good Faith Estimate of Settlement Charges made pursuant to the requirements of the Real Estate Settlement Procedures Act (RESPA). These figures are only estimates and the actual charges due at settlement may be different. This is not a commitment.

	Estimated Charge
801 Loan Origination Fee	\$ _____
(Includes Item No. _____)	
802 Loan Discount	\$ _____
803 Appraisal Fee	\$ _____
804 Credit Report	\$ _____
805 Lender's Inspection Fee	\$ _____
806 Mortgage Insurance Application Fee	\$ _____
807 Assumption Fee	\$ _____
808 Application Fee	\$ _____
901 Interest-Maximum 30 days @ \$ _____ / day	\$ _____
902 Mortgage Insurance Premium	\$ _____
903 Hazard Insurance Premium	\$ _____
1101 Settlement or Closing Fee	\$ _____
1102 Abstract or Title Search	\$ _____
1105 Document Preparation	\$ _____
1106 Notary Fees	\$ _____
1107 Attorney Fees	\$ _____
(Includes Item No. _____)	
1108 Title Insurance	\$ _____
(Includes Item No. _____)	
1201 Recording Fees	\$ _____
1203 State tax/stamps	\$ _____
1301 Survey	\$ _____
1302 Pest Inspection	\$ _____
_____	\$ _____
_____	\$ _____
Total	\$ _____

Estimated Escrow	
Deposits in Escrow	
1001 Hazard Insurance	
mo. @ \$ _____	/ mo. = \$ _____
1002 Mortgage Insurance	
mo. @ \$ _____	/ mo. = \$ _____
1003 City Property Taxes	
mo. @ \$ _____	/ mo. = \$ _____
Total	\$ _____

This form does not cover all items you will be required to pay in cash at settlement, for example, deposits in escrow for real estate taxes and insurance. You may wish to inquire as to the amounts of such other items, as you may be required to pay other additional amounts at settlement.

THIS SECTION TO BE COMPLETED BY LENDER ONLY IF A PARTICULAR PROVIDER OF SERVICE IS REQUIRED
 Listed below are providers of service which we require you to use. The charges or range indicated in the Good Faith Estimate above are based upon the corresponding charge of the below designated providers.

Designated Charge Item No. _____ Phone No. _____ Service Provided _____ Provider's Name _____ Address _____ _____ We <input type="checkbox"/> do, <input type="checkbox"/> do not, have a business relationship with the above named provider.	Item No. _____ Phone No. _____ _____ _____ _____ We <input type="checkbox"/> do, <input type="checkbox"/> do not, have a business relationship with the above named provider.
---	---

Name of Borrower: _____ Amount of Loan \$ _____
 Monthly Payment (P & I) \$ _____ Rate _____ % Term _____ Tax Escrow \$ _____
 PMI Escrow \$ _____ Total Monthly Payment \$ _____
 Delivery of the above Good Faith Estimate and Special Information Booklet is acknowledged.

Applicant's Signature(s) _____ Date _____
 _____ Date _____
 Property Address _____

RESIDENTIAL LOANS CLOSED

<u>CLIENT</u>	<u>COMPANY</u>	<u>DATE CLOSED</u> 1990	<u>LOAN AMOUNT</u>	<u>GROSS COMM</u>
		1/9	50,000	783.66
		1/5	120,000	900.00
		1/24	106,500	532.50
		1/24	170,000	3,429.50
		1/27	16,500	350.00
		1/27	142,500	2,100.39
		2/6	123,750	928.13
		3/8	93,400	934.00
		3/9	137,900	2,214.27
		3/13	48,000	480.00
		3/26	45,500	568.75
		3/27	100,000	500.00
		4/9	187,450	2,343.12
		4/10	130,000	1,300.00
		3/9	21,484	214.84
		5/11	180,000	900.00
		5/10	130,000	703.12
		5/25	100,000	0
		6/9	132,750	1,327.50
		6/8	121,500	1,518.75
		6/15	157,000	1,962.50
		6/22	74,400	372.00
		6/21	187,450	1,640.18
		7/20	54,000	852.36
		7/28	137,450	1,405.88
			2,797,534	28,261.45

