Dear Retailer,

Thank you for your interest in 21st Mortgage Corporation. We have supported retailers in the manufactured home industry since 1995. Today, we are the largest lender in the industry for both consumer and inventory financing. We look forward to contributing to your success through our industry leading programs and superior customer service.

To begin, we need to establish you as an authorized 21st Mortgage retailer. To do so, we will need to collect some information about your business.

Before you return the enclosed application package, please review the checklist to make sure that you have included all necessary items. Once your package is complete, please send it via email to **retailerapp@21stmortgage.com**.

We look forward to working with you! If you have any questions, please feel free to call our Marketing Department at the number below.

Sincerely,

21st Mortgage Marketing Team
(800) 955-0021 x1157

MORTGAGE CORPORATION

Financing Application Checklist

This is an editable PDF for your convenience. Please type in your information.

Based on your business needs, please complete the appropriate checklist(s) below. Email your application package to **retailerapp@21stmortgage.com**. Once we receive your application package, we will audit it for all documentation. Make sure all fields are completed, signed and dated. Once we have all items, our Commercial Credit team will review and then we will notify you of a decision.

The items below are needed for all applications:

- ☐ Financing Application *(attached)*
- ☐ Lot Location List *(attached)*
- ☐ Notice of Investigation for Business *(attached)*
- ☐ Notice of Investigation for Owner(s) *(attached)*
- ☐ Retailer's License
- ☐ Two Years' Business Balance Sheets and Profit/Loss Statements ***or*** Two Years' Business Tax Returns
- ☐ Proof of Ownership
- ☐ Organizational Documents:
  - If LLC, Articles of Organization ***and*** Operating Agreement
  - If Corporation, Articles of Incorporation ***and*** Corporate By-Laws and Stock Certificates
  - If Sole Proprietor, Copy of Driver's License
  - If Partnership, Partnership Agreement

If your business is less than two years old or a start-up business, please submit the following:

- ☐ Detailed Business Plan
- ☐ Resume for all Owners and Guarantors
- ☐ Business Financial Statements:
  - If start-up business, complete Start-Up Balance Sheet ***and*** complete 12 month Proforma P&L Statement
  - If less than two years in business, provide Business Balance Sheets ***and*** Profit/Loss Statements to date ***and*** projections for the remaining months

If you are applying for Inventory Finance, please also include the documents below:

- ☐ Business Tax Returns for the last two years with all schedules
- ☐ Interim Business Balance Sheets ***and*** Profit/Loss Statements within 90 days of application date
- ☐ Business cash verification if $50,000 or greater (2 consecutive months bank statements)
- ☐ Most recent Personal Tax Returns on all Owners and Guarantors
- ☐ Personal Financial Statement on all Owners and Guarantors *(template attached)*
- ☐ Personal cash verification if $50,000 or greater (account summary page showing ending balance)

Financing Application

Please email your application package to retailerapp@21stmortgage.com.
This is an editable PDF for your convenience. Please type in your information.

I. Retailer Information:

Please select all that apply: ☐ Retail Financing ☐ Inventory Financing - Credit Line Requested: $___________

Legal Name of Business: ____________________

DBA Used: ____________________

Business Website: ____________________

Former Names of Business: ____________________

Form of Business (check one): ☐ Corporation ☐ Sub Chapter "S" Corp. ☐ Limited Liability Corp. ☐ Partnership ☐ Proprietorship (Individual)

Date Business Started: ___________ Date Business Acquired: ___________ Fed. Tax ID Number: ___________

Phone Number: ____________________ Email Address: ____________________

Principal Contact: ____________________ Position: ____________________

Chief Executive Office Address: ____________________

Mailing Address: ____________________

Main Lot Address: ____________________

Is the property: ☐ Leased ☐ Mortgaged ☐ Owned Free & Clear

Landlord or Mortgage Holder Information: ____________________

Number of Other Locations: ___________ *(see attached Additional Lot Locations List)*

Does the business have a centralized F & I (Finance and Insurance Operation)? ☐ Yes ☐ No

If you answer "yes" to any of the following questions, please attach an explanation.

1. Have you ever applied with 21st Mortgage before? ☐ Yes ☐ No
2. Is this business or any of its principals a current Clayton Homes retailer? ☐ Yes ☐ No
3. Were you previously a Clayton Homes retailer? ☐ Yes ☐ No
4. Have you ever filed bankruptcy or had one filed against you? ☐ Yes ☐ No
5. Have you or a manufactured home retailer with whom you are or have ever been affiliated with been a party (plaintiff or defendant) to a suit involving a lender or other financial institution? ☐ Yes ☐ No
6. Have you or a manufactured home retailer with whom you are or have ever been affiliated voluntarily surrendered units of manufactured home inventory to a lender or other financial institution? ☐ Yes ☐ No

II. Owner(s) / Principal(s) / Guarantors(s) Information: *Please include any General Managers*

	Name	Social Security Number	Title	% Ownership	Years with Business	Years in Industry	On-Site?
1							☐ Yes ☐ No
2							☐ Yes ☐ No
3							☐ Yes ☐ No
4							☐ Yes ☐ No
5							☐ Yes ☐ No

Which of the individuals above are active in the day-to-day management of the business? ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

III. Vendors: *Must include at least 2 suppliers (i.e. set-up, A/C, parts, etc.)*

	Business Name	Type of Business	Address	Phone Number	Start Date of Relationship
1					
2					
3					

IV. Business Bank and Floorplan Relationships: *Please list all banks with which you are currently doing business as well as all firms currently providing floorplan financing*

Name: ______________________ Address: ______________________

Phone Number: ______________ Type of Business: ______________ Account #: ______________

Start Date of Relationship: __________ Credit Line: ______________ Current Balance: ______________

Name: ______________________ Address: ______________________

Phone Number: ______________ Type of Business: ______________ Account #: ______________

Start Date of Relationship: __________ Credit Line: ______________ Current Balance: ______________

Name: ______________________ Address: ______________________

Phone Number: ______________ Type of Business: ______________ Account #: ______________

Start Date of Relationship: __________ Credit Line: ______________ Current Balance: ______________

Name: ______________________ Address: ______________________

Phone Number: ______________ Type of Business: ______________ Account #: ______________

Start Date of Relationship: __________ Credit Line: ______________ Current Balance: ______________

V. Business Products / Services

Manufactured Home Brands Carried: ______________________

Present Inventory Oustanding: $ __________ (new) $ __________ (used)

Previous Year Units Sold: ______________ Previous Year Volume Sold: $ ______________

Do you display homes at your retail center? ☐ Yes ☐ No

Is set-up and delivery owned or contracted? ☐ Owned ☐ Contracted

Is service business owned or contracted? ☐ Owned ☐ Contracted

Are you, or one of your employees, licensed to sell insurance products? ☐ Yes ☐ No

Do you own a manufactured home park? ☐ Yes ☐ No

If applying for Inventory Financing, please attach copies of resumes on all management principals, and personal financial statements on all guarantors. Marital assets for community property state residents and jointly owned assets will not be considered in evaluating a guarantor's individual credit. If such credit is insufficient, a co-guarantor or other credit support may be required.

Any information provided by the undersigned to 21st Mortgage Corporation is correct, complete, and true to the best of my / our knowledge.

Officer Name: ______________________ Officer Title: ______________________

Signature: ______________________ Date: __________

Additional Lot Location List

(only needed if more than one lot)

Lot 2 Location: ______________________________
Address

____
City *State* *ZIP*

Phone #: ______________ Email: ______________

Is the property Leased / Mortgaged / Owned Free & Clear? ______________

Landlord or Mortgage Holder Information: ______________

Lot 3 Location: ______________________________
Address

____
City *State* *ZIP*

Phone #: ______________ Email: ______________

Is the property Leased / Mortgaged / Owned Free & Clear? ______________

Landlord or Mortgage Holder Information: ______________

Lot 4 Location: ______________________________
Address

____
City *State* *ZIP*

Phone #: ______________ Email: ______________

Is the property Leased / Mortgaged / Owned Free & Clear? ______________

Landlord or Mortgage Holder Information: ______________

Lot 5 Location: ______________________________
Address

____
City *State* *ZIP*

Phone #: ______________ Email: ______________

Is the property Leased / Mortgaged / Owned Free & Clear? ______________

Landlord or Mortgage Holder Information: ______________

Lot 6 Location: ______________________________
Address

____
City *State* *ZIP*

Phone #: ______________ Email: ______________

Is the property Leased / Mortgaged / Owned Free & Clear? ______________

Landlord or Mortgage Holder Information: ______________

Notice of Investigation for Business

The Business Applicant hereby warrants that all of the information provided in this financing application is true and correct in every respect. The Business Applicant further warrants that the attached financial statements accurately represent in every respect, the true and correct financial condition of the Business Applicant. The Business Applicant hereby authorizes 21st Mortgage Corporation to gather and use, from time to time, any and all financial, credit, and other information relating to the Business Applicant that can be obtained from any source whatsoever including, but not limited to, banks, trade associates, MARI, and creditors.

Business Applicant authorizes 21st Mortgage Corporation to submit the name of Business Applicant and any of its employees for screening through various background databases, including, but not limited to, those operated by the Mortgage Asset Research Institute, Inc. (“MARI”). Business Applicant further authorizes 21st Mortgage Corporation to release to MARI and any similar services any and all information concerning Business Applicant and/or its employees in relation to any loan application or business practice that is believed to constitute misrepresentation, irregularity, and/or fraud. Business Applicant acknowledges that it and its employees may be named as the originating entity, dealer, or salesperson on such loans, regardless of whether Business Applicant or its employees are implicated in the misrepresentation, irregularity, and/or fraud. Business Applicant hereby releases and agrees to hold harmless 21st Mortgage Corporation and MARI from any and all liability for damages, losses, costs, and expenses that may arise from the reporting or use of any information submitted or used by 21st Mortgage Corporation. A photographic or carbon copy of the authorized signatures may be deemed to be the equivalent of the original signatures. The term “21st Mortgage Corporation” shall include any and all employees, parent companies, subsidiaries, and assigns.

Business Name:____

Authorized By (signature):____________________________________

Authorized By (printed name):__________________________________

Title:__________________________ Date:__________________

Notice of Investigation for Owner/Guarantor

to be completed by <u>EACH</u> owner/guarantor

The undersigned individual hereby authorizes 21st Mortgage Corporation to investigate the personal credit history of the undersigned and obtain credit bureau reports on the undersigned from time to time at 21st Mortgage Corporation's sole discretion. The undersigned further authorizes 21st Mortgage Corporation to investigate the undersigned through MARI and/or similar databases from time to time at 21st Mortgage's sole discretion. The undersigned acknowledges that 21st Mortgage Corporation may report the undersigned to background databases, such as MARI, and agrees to indemnify and hold harmless 21st Mortgage Corporation for anyinformation reported to MARI, any similar databases, any credit bureaus, and other entities to which 21st Mortgage may report. A photographic or carbon copy of the authorized signatures may be deemed to be theequivalent of the original signatures. The term "21st Mortgage Corporation" shall include any and all employees, parent companies, subsidiaries, and assigns.

<u>Owner 1</u>

Signature: ______________________________

Printed Name: ______________________________

Home Address: ______________________________
Address *City* *State* *ZIP*

Phone: ____________ SSN: ____________ Date: ____________

<u>Owner 2</u>

Signature: ______________________________

Printed Name: ______________________________

Home Address: ______________________________
Address *City* *State* *ZIP*

Phone: ____________ SSN: ____________ Date: ____________

<u>Owner 3</u>

Signature: ______________________________

Printed Name: ______________________________

Home Address: ______________________________
Address *City* *State* *ZIP*

Phone: ____________ SSN: ____________ Date: ____________

Personal Financial Statement

(only complete if requesting a credit line)

AS OF ______________________ 20_______

Name ____
Address ______________________________________
____

☐ Individual Statement
☐ Joint Statement (if this box is checked, complete below)
Name ______________________________________
Relationship ________________________________

SECTION I

Cash: Personal Checking / Savings / CD's

Name of Bank	Type of Account	Name(s) on Account	Account Balance

Stocks and Other Marketable Securities

Company	# of Shares	Name(s) on Account	Market Value

Retirement Accounts (list all IRA's and 401K's)

Company	Type of Account	Name(s) on Account	Current Balance

Life Insurance (list only policies that you own)

Company	Face Value of Policy	Cash Surrender Value	Policy Loan from Insurance Co.	Beneficiary

Equity Held in Privately Owned Businesses

Entity Name	% Owned	Book Value	Pro Rata Value
	0%		
	0%		
	0%		
	0%		

Accounts and Notes Receivable (money payable or owed to you individually)

Maker / Debtor	Description of Receivable	Original Amount Owed To You	Current Balance Due	Monthly Payment

Accounts, Bills, and Contracts Payable (other than bank, mortgage, and insurance company loans)

Payable To	Description of Payable	Original Amount Payable	Current Balance Due	Monthly Payment

Schedule of Real Estate Owned

Full Property Address with ZIP Code	Name(s) on Title	% Owned	Property Type (Personal, Commercial, etc.)	Purchase Date	Purchase Price	Market Value	Loan Balance
		0%					
		0%					
		0%					
		0%					
		0%					
		0%					
		0%					

Personal Property (vehicles, boats, equipment, etc.)

Description (year, make, model)	Purchase Date	Cost When New	Value Today	Balance Due

SECTION II

Assets	Dollars	Liabilities	Dollars
1. Cash: Personal Checking / Savings / CD's	$ 0.00	12. Loan on Life Insurance Policies	$ 0.00
2. Stocks & Other Marketable Securities	$ 0.00	13. Amount Due to Relatives and Friends	$ 0.00
3. Retirement Accounts	$ 0.00	14. Amount Due to Others	$ 0.00
4. Cash Surrender Value Life Insurance	$ 0.00	15. Accounts and Bills Payable	$ 0.00
5. Equity Held in Privately Owned Business	$ 0.00	16. Contract Accounts Payable	$ 0.00
6. Accounts Receivable	$ 0.00	17. Real Estate Loans	$ 0.00
7. Notes Receivable - Relative, Friends, etc.	$ 0.00	18. Personal Property Debt	$ 0.00
8. Real Estate Owned	$ 0.00	19. Upaid Income Taxes Due	$ 0.00
9. Personal Property	$ 0.00	20. Other Debts - Describe	$ 0.00
10. Other Assets - Describe	$ 0.00	21.	$ 0.00
11.	$ 0.00	22.	$ 0.00
TOTAL ASSETS	$ 0.00	**TOTAL LIABILITIES**	$ 0.00
		NET WORTH	$ 0.00

The information on this financial statement is correct, complete, and true to the best of my/our knowledge.

Signature ______________________ Date __________ Signature ______________________ Date __________