

EXHIBIT C

LENDER APPLICATION EVALUATION RANKING TOOL

(For Program Approved Lender Status)

Business Name: _____

Date of Application: _____

Date of Evaluation: _____

Reviewed by: _____

#	Evaluation Category	Weight (%)	Score	Weighted Points
1	Was application received by deadline? (Give 5 points for "Yes")	5	5	25
If application was not received by deadline, applicant will not be considered, stop here.				
2	Required - Is applicant registered on the Nationwide Multistate Licensing System (NMLS)? (Give 5 points for "Yes")	5	5	25
3	Required - Is applicant registered AND currently licensed to conduct business with the California Department of Real Estate? (Give 5 points for "Yes")	5	5	25
4	Required - Does applicant have current liability insurance? (Give 5 points for "Yes")	5	5	25
If any question above is "No," do not continue, applicant does not qualify as an approved lender.				
5	Has the applicant been subject to disciplinary actions by the State of California Department of Real Estate? (If "Yes," do not continue.)			
If the question above is "Yes," do not continue, applicant does not qualify as an approved lender.				
6	Did applicant have a City of Lompoc business license at time of application? (Give 5 points for "Yes")	5	5	25
7	Give applicant 1 point for each year in business. (Maximum of 11 points)	11	11	121
8	Does applicant have an established office in Lompoc that is verifiable on the internet or in person? (Give 10 points for "Yes")	10	10	100
9	Does applicant have any experience with first time homebuyer programs? (Give 15 points for "Yes")	15	15	225
10	If the applicant was previously an approved City of Lompoc Lender, overall what is their score on submitted applications and processing? Use chart below to provide score.	5	5	25
11	Does applicant offer any incentives to homebuyers other than LHAP? (Give 15 points for "Yes")	15	15	225
12	Does applicant offer 30 year fixed rate mortgage loans and is the current interest rate range comparable to current market or better? (Give 10 points for "Yes")	10	10	100
13	Rate applicant's customer service on accessibility. Give 1 point for each of the following: Business phone#, Cellular Phone#, Email, and Website. (Maximum points possible is 4)	4	4	16
14	Did applicant follow application directions by providing evidence of current liability insurance and an answer for each question? (Give 5 points for "Yes")	5	5	25
TOTAL		100	100	962

NOTES:

Scores for Question #:

- 0 - Applicant was not previously an approved lender.
- 1 - Unsatisfactory: Makes frequent errors; incomplete
- 2 - Needs Improvement: Careless; makes recurrent errors and lacks thoroughness
- 3 - Satisfactory: Usually accurate and thorough; makes only average number of errors
- 4 - Above Satisfactory: Requires little supervision; is exact, precise and thorough
- 5 - Outstanding: Requires absolute minimum supervision; is almost always accurate and thorough