



## **Our Company**

Gateway Bank, F.S.B. is a Federal Savings Bank headquartered in San Francisco, California. Gateway is a top-performing bank, which continues to demonstrate an unwavering commitment to bringing strength and stability to the mortgage and deposit markets that it serves.

The Bank's steadfast commitment to its clients has made it a premier-performing Bank. It was Gateway that earned the distinction of being the Nation's "Top Performer" in terms of return on equity, among all Banks and Thrifts with assets over \$100 million, according to the ABA Banking Journal of July 2003.

Despite the stellar performance of the Bank, Gateway has maintained its driving philosophy – continuing to use banking dollars to make housing dreams a reality. In choosing to do so, the Bank continues to provide profit opportunities and unparalleled service to all its mortgage customers and business partners. In addition to being a full service Bank, Gateway has three main product lines designed to serve the mortgage lending community.

### **Wholesale**

The Wholesale Division originates loans brought to the Bank by mortgage brokers and bankers. The loans are underwritten by Gateway, then approved and funded in the name of the Bank.

### **Correspondent**

The Correspondent Division receives loans closed by mortgage bankers, underwrites them and purchases them on behalf of Gateway bank. Generally, most of Gateway's Correspondent lending clients use the Bank's Quick\$ale® product as their funding and warehousing vehicle.

### **Quick\$ale®**

Quick\$ale® is a proprietary product of Gateway Bank. The Quick\$ale® product provides a mechanism for mortgage bankers to warehouse loans prior to their purchase by secondary market investors. Unlike conventional mortgage warehouse facilities, Quick\$ale® is a "purchase and sale" facility. The bank purchases the loan at the time of origination and subsequently delivers the committed loan to the secondary market investor as arranged by you, the mortgage banker.



## Wholesale Lending

### What is Wholesale Lending?

Wholesale lending is a way for you to increase the turnover speed and efficiency with which you originate mortgage loans. Our wholesale division staff provides outstanding customer service. Unlike some of our competitors, we are not a “cookie cutter”, “assembly line” service provider. We tailor our products and our operations to meet your needs. The combination of our expert staff coupled with individually tailored wholesale lines of credit provide you with a competitive edge in the mortgage market.

### What are the Benefits from establishing a Wholesale Relationship with Gateway Bank?

**Exceptional Rates:** Gateway Bank offers extremely competitive rates. We would welcome the opportunity to prove this to you. Each day, we communicate our interest rates to our brokers. This makes it easy to see how Gateway’s interest rate structure is among the best in the business. This rate structure is part of our business strategy. It is not a temporary marketing effort to increase our market share. Rather, it is the way we do business.

**Outstanding Customer Service:** Our wholesale staff provides highly personalized service to meet your needs and exceed your expectations. Gateway’s reputable wholesale staff is extremely experienced and recognizes the importance of providing quality, professional, personal attention to all of our mortgage brokers.

**Quick Turnaround:** - Your business will be improved if you work with a bank that can provide proactive support as well as quick reaction time to your business needs. Gateway takes great pride in our ability to assess our client’s needs and help the client execute their business transactions in an efficient and effective manner. With Gateway’s wholesale line of credit and wholesale staff support, you are able to close loans faster and more efficiently.

**Stable, Focused Collaborator:** Gateway Bank is a well-established bank with a clear and straightforward strategy. The primary area of expertise at Gateway Bank is mortgages. Unlike many of our competitors, our primary focus is NOT a retail branch network, NOT business banking cash management services, and NOT investment and trust operations. Our major focus, and where we place the vast majority of our effort is directed toward improving our mortgage product line and improving our processing capabilities and efficiencies.

**A “Partner” That Can Help Your Transition From A Broker To A Mortgage Banker:** By establishing a wholesale broker relationship with Gateway Bank, the resources described above are available to you. You will experience the benefits of having the significant resources of Gateway Bank at your disposal. You will be able to fund more loans, faster and more efficiently than ever before. This increase in your business volume will grow as your reputation as a mortgage banker that “can get the deal done” is enhanced.



## **How Does the Wholesale Broker Relationship Work?**

- 1) The mortgage broker faxes the borrower's mortgage application to Gateway. The broker calls the Gateway Wholesale Division and registers the loan for a specific loan program.
- 2) The mortgage broker assembles the necessary documentation to complete the credit package. This includes the property appraisal, the income verification and employment verification of the loan applicant, etc. In addition, the loan rate may be locked in following Gateway's procedures, or the loan may be allowed to "float" until the loan documents are prepared.
- 3) The completed credit package is delivered to the Gateway Wholesale Division.
- 4) Upon receipt of the completed credit package the underwriter's within the Wholesale Division will underwrite the loan, and identify any conditions that must be met prior the closing of the loan.
- 5) After satisfying any conditions that are required prior to the preparation of documents, the closing documents are prepared and forwarded to the closing agent. The loan will be closed with Gateway Bank being the mortgagor and payee of the note.
- 6) When all conditions are met and the closing agent is in a position to close the loan, funding arrangements will be made between Gateway and the closing agent to fund the loan.
- 7) Following loan funding, the Broker will be paid those sums that are in accordance with the Gateway Bank agreement and for which they have submitted a demand to escrow.



## **How Can I Become a Gateway Bank Approved Wholesale Broker?**

The first step in the process is to obtain and complete "Broker Application Package".

The application package contains several documents:

- The Broker Application
- The "Wholesale Mortgage Broker Agreement
- Credit Authorization Release
- Fictitious Business Name Statement (if d/b/a)
- Corporate Resolution (if applicable)
- IRS Form W-9

The above forms must be completely filled out and signed by the person having the appropriate authority. In addition, to complete the application the following items must accompany the completed application package:

- Current Financial Statements (two years Federal Income Tax Returns may be submitted), including an Income Statement and Balance Sheet
- Copy of the Broker's California Department of Real Estate License
- Resumes of Key Personnel detailing their experience

Your Gateway Bank Account Executive can help you complete the application package and answer your questions regarding the application process and the loan programs and procedures.

You may obtain an application from your local Gateway Bank Account Executive, or by calling 888-881-5544, or you may write to:

Wholesale Division  
Gateway Bank, FSB  
2306 Merced Street  
San Leandro, CA 94577