

Broker Licensing & Referral Fee Matrix, Non-Owner Occupied Business Purpose Loans Residential 1-29, Broker would be paid AT or AFTER Closing

	CORRESPONDENT & FIX & FLIP		
	<u>Seller</u> License Required?	If Brokered to Seller, License Required?	
	RETAIL	WHOLESALE	
State	Lender/Seller License Required?	Broker / MLO License Required?	ONLY <u>Entity</u> Loans
Alabama	No	No	Allowed
Alaska	N/A	N/A	N/A
Arizona	REQUIRED		PROHIBITED
Arkansas	No	No	Allowed
California-RMLA	REQUIRED		Allowed
	License cannot be used for 5+ Multifamily		
California-FL *	REQUIRED (License NOT Required for MLO)		Allowed
California-DRE	REQUIRED		Allowed
Colorado	No	No	Allowed
Connecticut	No	No	Allowed
Delaware	No	No	Allowed
District of Columbia	No	No	Allowed
Florida	Required for 5-29 Multifamily to <u>natural person</u>		Allowed
Georgia	Required for 1-4 Residential to a <u>natural person</u>		Allowed
Hawaii	No	No	Allowed
Idaho	Required for 1-4 Residential		Allowed
Illinois	No	No	Allowed
Indiana	No	No	Allowed
Iowa	No	No	Allowed
Kansas	No	No	Allowed
Kentucky	No	No	Allowed
Louisiana	No	No	Allowed
Maine	No	No	Allowed
Maryland	No	No	Allowed
Massachusetts	No	No	Allowed
Michigan	No	REQUIRED	Allowed
Minnesota	REQUIRED		PROHIBITED
Mississippi	No	No	Allowed
Missouri	No	No	Allowed
Montana	No	Required for 1-4 Residential to a <u>natural person</u>	Allowed
Nebraska	No	No	Allowed
Nevada	REQUIRED		PROHIBITED
New Hampshire	No	No	Allowed
New Jersey	No	Required for 1-4 Residential to a <u>natural person</u>	Allowed
New Mexico	No	No	Allowed
New York	No	No	Allowed
North Carolina	REQUIRED		Allowed
North Dakota	N/A	N/A	N/A
Ohio	No	No	Allowed
Oklahoma	No	No	Allowed
Oregon	REQUIRED		PROHIBITED
Pennsylvania	No	No	Allowed
Rhode Island	No	No	Allowed
South Carolina	No	No	Allowed
South Dakota	N/A	N/A	N/A
Tennessee **	May Require		Allowed
Texas	No	No	Allowed
Utah	Required, if secured by Residential 1-4 dwelling		Allowed
Vermont	No	No	PROHIBITED
Virginia	Required for 1-4 Residential to a <u>natural person</u>		Allowed
Washington	No	No	Allowed
West Virginia	No	No	Allowed
Wisconsin	No	No	Allowed
Wyoming	No	No	Allowed

* CFL applies to all Acra licensed and unlicensed personnel.

** Loan rates in excess of TN's "Formula Rate (see link) require a TN Industrial Loan & Thrift Registration, if not otherwise licensed in TN.

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