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July 12, 2010

Directive 2010-9

TO: ALL PARTICIPATING LENDERS

SUBJECT: LENDER SCORE CARD

The Community Development Administration is pleased to announce the implementation of the "Lender Score Card", a new tool that will assist you in measuring your performance with CDA. Under certain parameters, you will also be able to see how you rank against your peers. At no time will someone from another company be able to access your Lender Score Card.

To access the Lender Score Card:

- Log-in to Lender On-line
- Click "Reports"
- Click "Lender Score Card"
- Enter the month/year of the activity you wish to view
- Click "Run Report"

If your company had no activity for the month selected, the screen will reflect this information.

Lenders who originated seven (7) or more loans in a given month will be scored and ranked against other Lenders with seven (7) or more loans that month. Lenders with less than seven (7) loans in a given month will be scored but not ranked.

The report is read from right to left, YTD activity is the calendar year. The Scoring Legend is located at the bottom of the report.

We hope that you find the Lender Score Card useful, and as always we appreciate your continued participation in MMP. If you have any questions concerning this Directive, please contact Barbara E. Schmitt, Lender Relations Manager directly at 410-514-7512 or 1-800-638-7781 or by e-mail at schmitt@mdhousing.org.

Sincerely,

William J. Manahan

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