Fairway Risk Rating

FAIRWAY AMERICA

LTV %	Property Tier 1	2	3	4
< 40	1	1	16	36
41 - 45	1	1	26	46
46 - 50	1	6	26	56
51 - 55	6	11	35	X
56 - 60	8	16	45	X
61 - 65	12	26	X	X

Credit Score	Points
700+	0
650-699	5
600-649	10
550-599	15
500-549	20
Sub 500	61

Points totals

Property Tiers	Property Types
1	Multi-Family, Office, mixed use, general purpose industrial/warehouse, mini-storage
2	Light industrial, manufactured home parks, commercial condos, convenience store, retail
3	Residential condos, flagged hotels/motels, churches, RV parks, assisted living facilities, auto related, heavy industrial, SFR's
4	Non-flagged hotels/motels, B&B's, land, bowling alleys, equestrian facilities, gas stations, agricultural properties, SRO's, taverns, restaurants, any other special use

Significant (15% +) construction component to loan +20

Rural Areas (population under 10K) +20

Property Condition Below Average +20

Payment Ability	(See definition of Ability to Pay)	Points
Excellent		0
Good		10
Poor		20

Other Risks	None	High	Medium	Low	Enter score in box
Points	**0**	**5**	**2.5**	**1**	
Judgments	none	unpaid Jgmts	Paid but <= 1 year old	Paid >1 year old	
Property Tax owed	none	2 years	1 year	> 6 months	
Bankruptcy/Foreclosure	none	in BK/FC	Paid but <= 2 year old	Paid >1 year old	
Mortgage lates-last 12 mo	none	90 day	60 day	30 day	
Seller Carry	none	25%	<=24% and >=11%	10%	
Time since Inherited property	none	< 6 months	>6months but < 1 year	> 1 year	
Start-up business	none	< 6 months old	Paid but <=1 year old	> 2 years old	
Tax Liens		unpaid Taxes	Paid but <=1 year old	Paid >1 year old	
Non Recourse	none	Yes	NA	NA	
		Other Risks total (if > 30 only add 30 to final score)		***sub total***	

Total Risk Score

FAIRWAY AMERICA