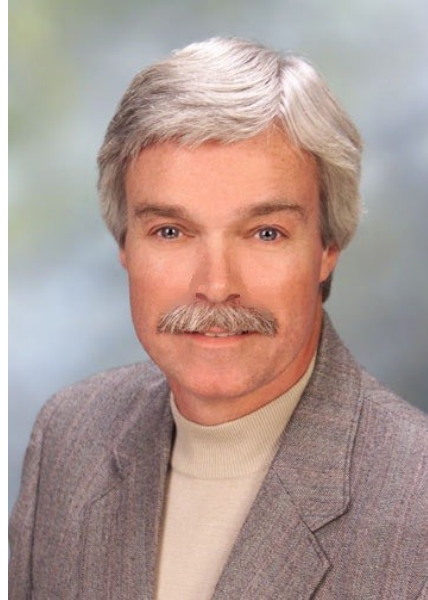


## TERRY DONOVAN



### PROFESSIONAL BIO

Terry Donovan is a self-employed, licensed mortgage broker and has been in the mortgage business since 1984. He began his mortgage career in San Francisco as a loan officer, and later in Arizona as a mortgage company owner. After too many years in the desert heat, he relocated to the cool weather of Washington State in 2002. He owns San Juan Mortgage – *America's Wholesale Mortgage Broker™*.

During the 1980's Terry was a branch manager for both a retail mortgage company and a national mortgage securities conduit, where through his experience and formal education, he became an expert in the operations of the secondary mortgage market GSEs, i.e. Fannie Mae (FNMA) and Freddie Mac (FHLMC), as well as the private conduits, with a specialization in loan pricing and underwriting.

His experience managing loan officers includes the training and supervision of dozens of loan originators as well as overseeing the lending operations of numerous branch mortgage offices in both Arizona and Washington. He always acts as the principle underwriting contact in his wholesale lender relationships and is a recognized expert in handling approval and closing issues.

During the 1990's, he operated his own successful mortgage brokerage as well as a separate real estate development company in Sedona, Arizona. His mortgage business has changed in name only while his real estate development company was sold to another developer building a Four Seasons Golf Resort - now a privately owned exclusive golf resort in Sedona named Seven Canyons, Sedona.

As the Sales Manager for U.S. Bank Home Mortgage based in Seattle, he gained insight into the lending practices of a national bank. That position was helpful in creating his own "wholesale direct" mortgage business model. His business specializes in personalized mortgage loan originations using all of the technology advantages presented by the internet in a secure environment.

Terry and his wife Agustin live on beautiful Orcas Island in the San Juans. After previously residing in King County, Whatcom County and Skagit County, he can effectively handle loan originations and closings in every city around the state.

## **PRIOR MORTGAGE INDUSTRY and RELATED EXPERIENCE**

**Graduated From The School of Mortgage Banking in 1992**

**Sales Manager - U.S. Bank Home Mortgage - Seattle, WA**

**Director - Arizona Association of Mortgage Brokers**

**Certified Real Estate Instructor – State of Arizona**

**Member - Washington Association of Mortgage Brokers**

**Approved FHA Home Inspector - Department of HUD**

**Member - Mortgage Bankers Association of America**

**Member - National Association of Mortgage Brokers**

**Licensed Insurance Agent in Illinois and California**

**University of South Florida – Finance Major**

**Licensed Realtor in Arizona for 16 years**