

Curriculum Vitae

Dennis H. Doss

DOSS LAW, LLP¹
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Education

J.D., *magna cum laude*, California Western School of Law, 1978
B.A., California State University at Northridge, 1974

Areas of Practice

Legal Practice: Mortgage Lending, including business and consumer loan origination, licensing, compliance with California and federal lending laws, mortgage backed securities, and administrative defense

Mortgage Broker Practice: Active mortgage broker since 2016, brokering tens of millions of dollars of mortgage loans per year, including conducting the application process, underwriting, loan disclosure, legal compliance, documentation, investment compliance and regulatory reporting.

Admitted to Practice

California Bar 1978 #81839
Department of Real Estate Broker 2016, Broker #02003304, NMLS #1600274

Professional Affiliations

State Bar of California
California Mortgage Association
AV rated by Martindale.com

Biography

For the past 40+ years Dennis Doss has represented mortgaged lenders of all kinds as well as mortgage brokers who sell, fractionalize and market trust-deed secured investments to the public. Mr. Doss has have been invited as a speaker

¹ *Without payment to Google, ranked #1 in Google Search for private money mortgage lawyers.*

on the average of twice per year for over 25 years on mortgage-related topics at industry meetings, summarized in Exhibit B. He has published dozens of articles on www.dosslaw.com about mortgage brokering topics, also summarized in Exhibit B. The firm's website, www.dosslaw.com, is the 1st most widely accessed website in the United States on private money mortgage law, according to Google (growing to an average of about 115,000 hits per year per a WordPress report dated August 4, 2020). Mr. Doss has drafted many securities offering circulars and written many custom addenda to Lender/Purchaser Disclosure Statements (the Department of Real Estate prescribed form of investor disclosure) for disclosure in specific transactions. A major part of my law practice for decades has been drafting documents for commercial loans intended to be sold to the public by mortgage brokers, including investor disclosures required by the standard of care. Among those disclosures are Lender/Purchaser Disclosure Statements and addenda thereto, subscription agreements with risk factors and private placement memoranda. He also regularly drafts core loan documents such as loan agreements, promissory notes, security instruments, guaranties, environmental indemnities, inter-creditor agreements, subordination agreements, corporate authorizations, business purpose certificates, declarations of non-owner occupancy and many others.

Under Mr. Doss' supervision the firm employs one full time mortgage licensing attorney assisting clients with obtaining and maintaining licenses from the Department of Real Estate and the Department of Financial Protection and Innovation. He is conversant in all regulations of the DRE and DFPI.

Mr. Doss has reviewed and analyzed hundreds of private money loan documents and disclosures during his career, into the billions of dollars of loan volume. In addition, he served on a Department of Real Estate Advisory Panel under Commissioner Clark Wallace who tasked him to write a primary DRE disclosure, the Mortgage Loan Disclosure Statement, RE 883.

The California Mortgage Association has invited him to speak on issues involving private investors (July 2016), mortgage-backed securities (July 2015), lawsuits in private money (October 2013), and Corporations Code 25102(f) securities exemption (January 2020). As a result of his decades of industry education, Mr. Doss was the first recipient in 2019 of the CMA Phil Adelson Education Award. This award is only presented to educators who have shown an excellence in education for decades.

In 2016, Mr. Doss became licensed as a California real estate broker and obtained a National Mortgage Licensing Endorsement that year. Since that time, he has served as the mortgage broker on 6-9 loans per year, mostly commercial, averaging \$15-20 Million per year. As part of those transactions, he has prepared disclosures to both borrowers and investors.

Through his experience as an educator, consultant, broker and expert witness, and as a lawyer representing mortgage brokers and their clients and investors/lenders, he has developed considerable experience in the underwriting of mortgage loans (including the review of appraisals, financial statements, credit reports, title reports, environmental reports) and well as the investor disclosure requirements of California law.

Mr. Doss is also the author and instructor in a 10 part video series called Hard Money Bootcamp, for sale to persons wanting to learn the fundamentals of private money mortgage lending.

Mr. Doss is also the founder, manager and chief technology officer of DossDocs.com, a 50 state online mortgage document service started in 2021.

List of Publications

Dennis H. Doss

Publications (all on Dosslaw.com)

- Private Reverse Mortgages
- Attention CFL Licensee! NMLS Transition Update
- Definitive Guide to Usury in California
- Trust Borrower Shelters under Consumer Protection Laws
- DRE Withdraws its Attack on Owner Occupied Business Purpose Loans
- Challenge to DRE's Attack on Owner Occupied Business Purpose Loans
- SEC Expands Accredited Investor Definition
- Distressed Asset Funds
- Quiz to test your knowledge of exempt loan transactions
- Newest Doss Guide Covers Borrower Disclosures for Private Money
- Exodus Away From Direct Sales of Hard Money Loans to Private Investors
- We are Seeing an Exodus Away From Direct Sales of Hard Money Loans to Private Investors
- California Federal Court Confirms Tender Requirement to Foreclosure Challenge
- Unconscionability: New Weapon for Commercial Borrowers?
- Loan to Business Entity Homeowner Struck Down
- Mortgage Debt is Now Regulated Under California's Consumer Debt Collection Law
- DRE Withdraws its Attack on Owner-Occupied Business Purpose Loans
- Mortgage Loans to Foreign Nationals
- Default Interest: New Challenges Expected
- California Passes Small Business Truth-in-Lending Law
- Finder's Fees for Raising Capital
- Advantages of Converting your Private Money Mortgage Pool to a REIT
- Often Overlooked Consumer Loans for Private Money
- Owner-Occupied Construction Loans by Private Money Lenders
- Cannabis Mortgage Lending
- Business Purpose Lenders: Get Ready for HMDA
- Attention CFL Licensees: NMLS Transition Update
- Is Your Personal Guaranty Up to Snuff?
- Trust Borrower Shelters under Consumer Protection Laws
- California Federal Court Confirms Tender Requirement to Foreclosure Challenge
- Can I Charge Default Interest on My Hard Money Loan
- Thinking of Extending Your Reach Beyond California?

- Ten Most Common DRE Violations
- Alternatives to the Multi-Lender Rule
- What are Advance Fees and Who Can Charge Them?
- CFL vs. DRE: Which is Right for You?
- Challenge Begins to DRE's Attack on Owner-Occupied Business Purpose Loans
- Don't Leave Money on the Table--Hire a Subservicer
- 4.5% Senior Debt in a Mortgage Pool: Insanity or Brilliance?
- CFPB Must Say Why Before Investigating You
- Borrower Payment Dependent Notes: New Lipstick, Old Pig
- TRID Applicability and Timeline
- Bridge Loans on Owner-Occupied Real Property
- Business Purpose Exemption Simplified

Recent Speaking Engagements

Date	Title	Forum
July 2022	Private Reverse Mortgages	California Mortgage Association (CMA)
September 2021	Cross Collateralization	CMA
March 2021	Ability to Repay	CMA
March 2021	Consumer Bridge Loans	CMA
January 2020	Corp Code 25102(f)	CMA
July 2019	Servicing Fees	CMA
July 2019	Guarantees	CMA
July 2019	Cannabis Disclosures	CMA
April 2019	Mortgage Funds	CMA
April 2019	Agency	CMA
February 2019	Federal Disclosures in Business Purpose Loans	CMA
January 2018	HMDA	CMA
July 2017	Loans to Foreign Nationals	CMA
January 2017	Common DRE Violations	CMA
July 2016	Private Investors	CMA
July 2016	Cannabis Lending	CMA
July 2015	Mortgage Securities	CMA
June 2014	ARM Loans	CMA
April 2014	Ability to Repay	CMA
April 2014	License Choices	CMA
January 2014	Dodd Frank	CMA
October 2013	Lawsuits in Private Money	CMA
January 2013	Ability to Repay	Online
January 2013	Mortgage Pool Update	Online
December 2012	Section 32, Step by Step	Online
July 2012	Consumer Loan Origination	CMA
April 2011	Regulation Z Update	Online
January 2011	Mini Pools	Online
April 2010	Servicing Agreements	Online
September 2010	Flipper Loans	CMA
January 2010	NMLS	Online
January 2010	RESPA Update	Online
September 2009	Section 32 and Timing	Online
April 2008	High Cost Loans	CMA
January 2008	Non-Traditional Mortgages	CMA
April 2006	Regulation Z	CMA
April 2007	Holden Act	CMA

July 2007	Common DBO CFL Audit Issues	CMA
July 2007	Presentation to Pool Managers	CMA
April 2006	Regulation Z Update	CMA
July 2005	Unruh Act	CMA
October 2005	CFL Lending	CMA
October 2004	Truth in Lending Explained	CMA
February 2002	New High Cost Mortgage Laws	CMA

YouTube Videos

Introduction to Private Money Mortgage Pools-Mortgage Funds Explained

Rebirth of Owner Occupied Lending Post Dodd-Frank

Mortgage Pool and Real Estate Pool Update

Previous Expert Testimony

Dennis H. Doss

Case	Gravamen of Case	Client	Date of Testimony	Type of Testimony
<i>Shoban Paul v USI Servicing et. al, AAA Case No. 01-18-001-6389</i>	Borrower claims against mortgage broker	Borrower	1/16/20	Deposition
<i>DRE v Bolourschi et. al; LA Admin. DRE Case No. H-39941 LA</i>	DRE disciplinary action	Mortgage Broker	4/6/16	Trial (Administrative Hearing)
<i>Banafsheda v. Younessi, LASC BC680152</i>	Disguised security interest	Borrower	2/14/20	Deposition
<i>Ladner v. Eugene T. Staten et al. D.C. Nev A-18-783443-C</i>	Priority of mortgage lien over undisclosed purchase agreement	Lender	1/30/20	Expert Report
<i>Abrams v. Blackburne, C.D. Cal. CV19-6947-CAS</i>	Investor claims against mortgage broker	Lenders	8/24/20 3/3/20	Federal Expert Reports; Deposition
<i>Tigre Investment Company v. Arroyo Management LLC, 18 LBCV00067</i>	Real estate partnership dispute	Partner	11/17/20	Deposition
<i>Boyd v. Freeman et al. BC588216</i>	Usury case	Borrower	2/17/21 6/17/21	Deposition Trial
<i>Graner v. Graner SB Superior 17FL0234</i>	Mortgage issues in marriage dissolution	Borrower	3/26/21	Deposition
<i>CAC Investment Ventures, LLC v. Nevada Organic Remedies DC NV A-19-802088-B</i>	Loan pricing in cannabis context	Borrower	6/3/21	Expert Report
<i>Garnet v. Thayer LASC 19CHCV00678</i>	Business purpose	Lender	7/2/21	Trial (arbitration)

<i>Drakeford v. Capital Benefit</i> ND Cal 3:29-cv-0461-WHO	Finder's fees and default interest	Broker	3/25/2022	Trial
<i>Romero v. Rush My File, Inc.</i> OCSC 30-2017-00942381	Broker Duties; Business Purpose	Borrower	3/8/23	Trial
<i>Rejaei v. Siegel</i> LASC SC126782	Usury case	Lender	10/19/23	Trial
<i>Price v. Davis</i> LASC 19STCV24054	Broker and realtor standard of care	Borrower and property purchaser	11/1/23	Deposition
<i>Lotze et al. v. Total Lender Solutions D</i> Nevada A-22-852827-C	Licensing, loan compliance	Lender and mortgage broker	11/10/23	Expert Report