



Job Aid: Creating a New Loan

INITIAL DATE: 9-30-2024

REVISION DATE: 10-16-2024

- Start a new loan

The screenshot shows the top navigation bar with the logo and 'My AE:'. Below are icons for 'My Pipeline', 'Quick Pricer', 'Guidelines', and 'Forms'. A green banner reads 'New Site Enhancements LIVE now!'. Below this are links for 'Best EX MI Calculator', 'Reggora Appraisal portal', and a note to contact the Account Executive for training. A row of buttons includes 'Start a New Loan' (circled in green), 'All Loans', 'New', 'Loan Open', 'Submitted', 'Underwriting', 'Clear to Close', 'Funded', and 'Withdrawn/Denied'. A 'Refresh' button is next to the text 'You have no loans in your pipeline..'

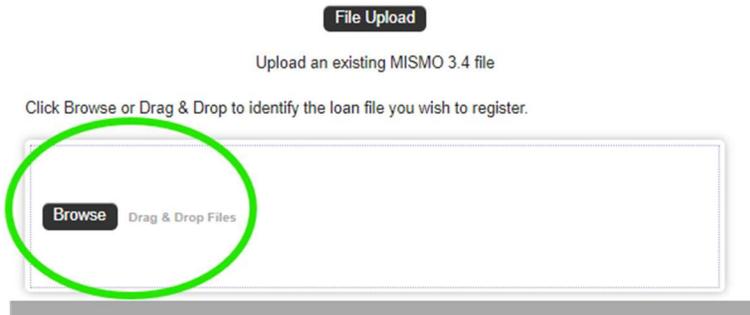
- File Upload is recommended vs 1003 form to ensure your data comes over complete

The screenshot shows the 'Start a Loan' section. It includes the logo, 'Welcome K', 'My AE: Test Test', and contact info. Navigation icons include 'My Pipeline', 'Quick Pricer', 'Guidelines', 'Forms', 'Job Aids', 'Appraisal Dashboard', and 'Support'. The text 'There are two ways to start a new loan registration:' is followed by two buttons: 'File Upload' (circled in green) and '1003 Form'. Below the 'File Upload' button is the text 'Upload an existing MISMO 3.4 file'. Below the '1003 Form' button is the text 'Use our online 1003 form to create a new file'.

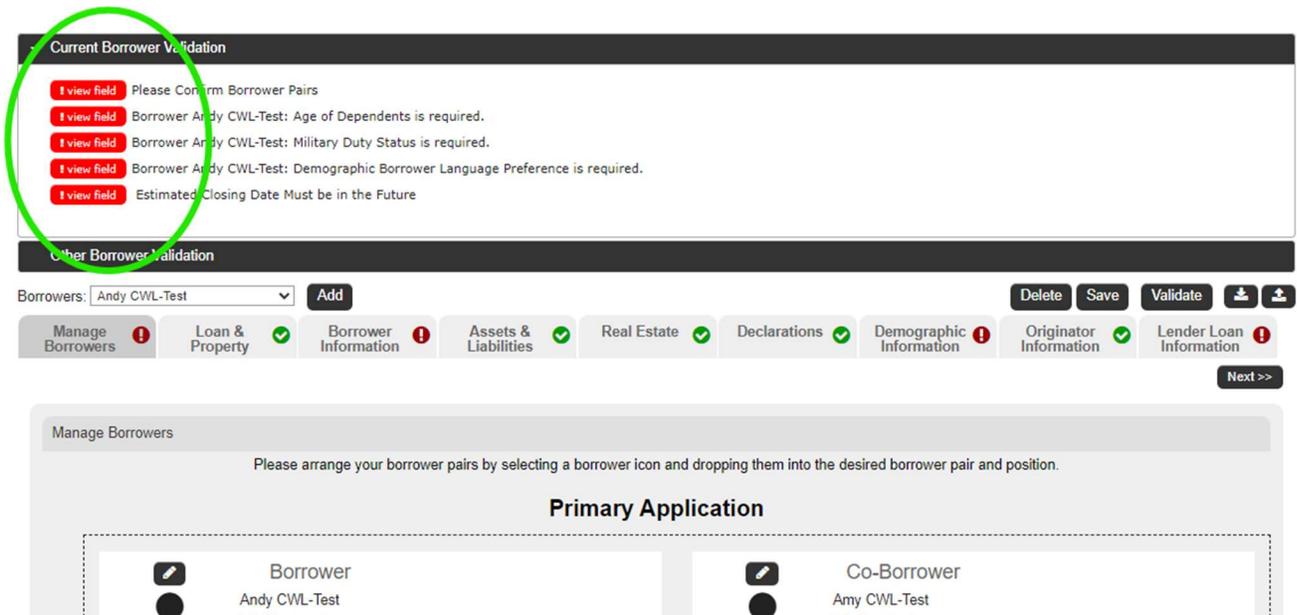
- Browse for your file or drag to the box to upload

Start a Loan

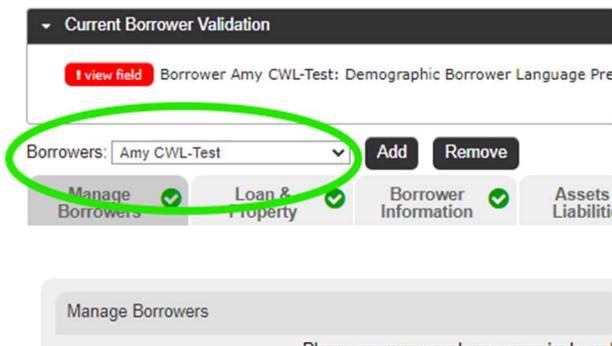
There are two ways to start a new loan registration:



- Once you upload your file, you will be directed to the borrower validation section. Be sure to clear any warning that come up in this section. These items can be cleared by selecting the “view field”



- If your loan has multiple borrowers, you can select on the dropdown to view additional borrowers



- Initial Pricing/Selecting a loan program

Loan #: - Andy CWL-Test

Loan Amount: \$320,000 Loan Purpose: Purchase

Property Address: 123 Broadway Blvd. San Diego CA



- The initial pricing screen will be the same for floating your lock, or when you are ready to lock in your loan. Complete any field that has a red asterisk (*) and select “get pricing”



Initial Pricing

Loan Scenario

Mortgage Information

Non-QM No Yes

Channel: -- Select --

Loan type: Conventional

Loan Purpose: Purchase

Lien position: First Second

Doc type: Full

Loan term: 30 Year

Amortization: Fixed ARM

Is there a Co-Borrower? No Yes

Waive Escrows: No Yes

Mtg insurance: None

First Time Homebuyer? No Yes

Agency Program: N/A

Property Information

Property zip: 92108

Property state: CA

Property city: San Diego

Pricing Details

| | Paid By Seller | Remaining |
|--|----------------|-----------|
| Seller contribution: | 0 | 0 |
| 100% of your compensation will be paid by the borrower: | 0 | 0 |
| 3rd party closing costs: | 0 | 0 |
| Add lender fee: | 0 | 0 |
| Total 3rd party costs: | 0 | 0 |
| Total 3rd party and compensation costs: | 0 | 0 |
| Amount to be applied: | 0 | 0 |
| Remaining cash from borrower for fees after lender credit: | 0 | 0 |
| Amount to be built into pricing: | 0 | 0 |

Lock Term: 30 Day **Get Pricing**

Today's pricing has expired and is no longer available. Pricing will be available from 8:30am PST to 8:00pm PST the following business day. Please come back during that time to request the lock.

- If the information entered into the pricing tab doesn't meet the program requirements, you will see that notification as “ineligible”. Select on the icon to see the reason the program is not eligible

| Rate | Price | Rebate/Discount | P&I |
|---|-------|-----------------|-----|
| 30 YR FIXED CONF 1-0 BUYDOWN CWL Ineligible | | | |
| 30 YR FIXED CONF 2-1 BUYDOWN CWL Ineligible | | | |
| 30 YR FIXED CONF 3-2-1 BUYDOWN CWL Ineligible | | | |
| 30 YR FIXED FHLMC CWL Ineligible | | | |
| 30 YR FIXED FHLMC HIGH BAL CWL Ineligible | | | |
| 30 YR FIXED FNMA CWL Ineligible | | | |
| 30 YR FIXED FNMA HIGH BAL CWL Ineligible | | | |
| 30 YR FIXED JUMBO EXPRESS 1 Ineligible | | | |
| 30 YR FIXED JUMBO EXPRESS 2 Ineligible | | | |
| 30 YR FIXED JUMBO EXPRESS 5 Ineligible | | | |
| 30 YR FIXED JUMBO EXPRESS 6 Ineligible | | | |
| 30 YR FIXED JUMBO EXPRESS 8 Ineligible | | | |
| 30 YR FIXED JUMBO EXPRESS 9 Ineligible | | | |

- Select on the applicable rate and "select rate"

| Rate | Price | Rebate/Discount | P&I |
|----------------------|---------|-----------------|------------|
| 30 YR FIXED FNMA CWL | | | |
| 5.000 | 98.089 | \$12,515 | \$1,717.83 |
| 5.125 | 98.628 | \$10,796 | \$1,742.38 |
| Select 5.250 | 97.353 | \$8,470 | \$1,767.05 |
| Select 5.375 | 97.943 | \$6,582 | \$1,791.91 |
| Select 5.499 | 98.177 | \$5,833 | \$1,816.72 |
| Select 5.500 | 98.488 | \$4,838 | \$1,816.92 |
| Select 5.625 | 98.943 | \$3,382 | \$1,842.10 |
| Select 5.750 | 99.005 | \$3,184 | \$1,867.43 |
| Select 5.875 | 99.489 | \$1,635 | \$1,892.92 |
| Select 5.990 | 99.720 | \$898 | \$1,918.50 |
| Select 6.000 | 99.922 | \$249 | \$1,918.56 |
| Select 6.125 | 100.285 | (\$911) | \$1,944.35 |
| Select 6.250 | 100.108 | (\$345) | \$1,970.30 |
| Select 6.375 | 100.558 | (\$1,779) | \$1,998.38 |

Pricing Snapshot

Program Name: 30 YR FIXED FNMA CWL
 Comp Source: BorrowerPaid
 Lock Term: 30 Day
 P&I Payment: 1,842.10
 Lender Fee Buyout: No
 Borrower discount: \$3382

| Base | Rate | Price |
|------|-------|---------|
| | 5.625 | 100.318 |

| Adjustments | Rate | Price |
|--|-------|--------|
| PUR. TERM > 15 YR: SCORE >= 700-719, LTV > 75, LTV <= 80 | 0.000 | -1.375 |

| Final | Rate | Price |
|-------|-------|--------|
| | 5.625 | 98.943 |

Final Price: The pricing engine compares the adjusted price after LLPAs/adjustments and caps at the Max Price allowable per program. LFC (if applicable) is then deducted to calculate the Final Price.

Select Rate

- Create your loan. This will assign your loan a new loan number

Loan #: - Andy CWL-Test
 Loan Amount: \$320,000 Loan Purpose: Purchase
 Property Address: 123 Broadway Blvd. San Diego CA

Loan Snap - Andy CWL-Test

Validate 1003 Initial Pricing Create Loan

Create Loan

Save Delete **Create Loan**

Borrower: Andy CWL-Test Credit Score: 710 Channel: Wholesale
 Co Borrower: Amy CWL-Test Product: 30 YR FIXED FNMA CWL Loan Officer: Keith Test
 Address: 123 Broadway Blvd. San Diego CA Rate: 5.625 Processor: -- N/A --
 Loan Purpose: Purchase Price: 98.943
 Purchase Price: 400,000
 Appraised Value: 400,000
 Loan Amount: 320,000

Next Step: Re-issuing credit and running AUS.