

WG.

WESTGEN LENDING

Product & Pricing, Locking
& Lock Extensions



Working with the TPO Portal

Product & Pricing

This section allows for existing loan scenario pricing, locking the loan, or requesting changes made to a locked loan.

1. From the navigation tool on the left side of the screen, select Product Pricing & Lock.
2. Then, click [Search Product & Pricing] to begin.

The screenshot displays the TPO Portal interface. At the top, the logo for 'WG. WESTGEN LENDING' is visible, along with 'CONTACT US' and 'Chris Test' in the top right corner. Below this is a navigation bar with links for 'WELCOME', 'PIPELINE', 'ADD NEW LOAN', 'SCENARIOS', 'BROKER SUPPORT', 'RESOURCE CENTER', and 'DOCUMENTS'. The main header area shows loan details for 'Travis Banks' at '12345 Whateva Street, Hartford, WA, 98258', with a '01 - Test Company' address. Loan information includes 'Loan #: TEST1906000013', 'Total Loan Am... \$217,280.00', 'Loan Type: Conventional', 'Loan Purpose: Purchase', 'Interest Rate: 4.625%', and 'Loan To Value... 97.00% / 97.00%'. A 'Started' section shows 'Wh 1st' with icons for a lock, envelope, and user profile.

On the left side, a navigation menu is shown with the following items: 'LOAN SUMMARY', '1003', 'PRODUCT PRICING & LOCK' (highlighted with a blue bar and a yellow circle containing the number '1'), 'LOAN ESTIMATE FEE MANAGEMENT', 'DOCUMENTS', 'CONDITIONS', and 'FEES'. The main content area is titled 'Product, Pricing & Lock' and contains a 'Product Details' section with the message: 'This loan does not have a loan program selected. Simply select the "Search Product & Pricing" button to continue'. A blue button labeled 'Search Product & Pricing' is highlighted with a yellow circle containing the number '2'.

Product & Pricing

Required fields are indicated with a red asterisk [*]. Many of which will be filled with data from the loan file. Enter the remaining required information.

Commonly missed fields are:

- County
- FICO
- Target Rate / Price

Click [Search Product & Pricing] button

The screenshot shows the 'Search Product and Pricing' form with several fields highlighted by red boxes and numbered callouts:

- 1**: Borrower First Name (Trevis) and Representative Credit Score (720).
- 2**: Subject Property State (Was) and County (SNOHOMISH).
- 3**: Target Rate / Price (Rate selected).
- 4**: Search Product & Pricing button.

Other visible fields include: Borrower Last Name (Banks), Borrower SSN (***-**-8801), Borrower Citizenship Status (U.S. Citizen), Loan Type (Conventional), Loan Documentation Type ((F) Full Documentation), Loan Purpose (Purchase), Purchase Price (\$224,000.00), Appraised Value (\$224,000.00), Term Months (360), Amortization Type (Fixed Rate), Lock Period (30), Subordinate Financing Balance (\$), Base Loan Amount (\$217,280.00), MI, MIP, FF Financed (\$), Total Loan Amount (\$217,280.00), LTV (97.00), CLTV (97.00), Address (12345 Whateve Street), City (Hartford), Postal Code (98258), Number of Units (1), Property Type (Detached), Occupancy Type (Primary), Total Monthly Income (\$4,016.13), Impound Waiver (No), Prepayment Penalty (No), Self-Employed (No), Interest Only (No), LO Compensation Paid By (Lender), and Channel (Wholesale).



Working with the TPO Portal

Product & Pricing

Required fields are indicated with a red asterisk [*]. Many of which will be filled with data from the loan file. Enter the remaining required information.

Click [Submit] to continue

Search Product and Pricing

Pipeline Product Search New Search Consumer RateSheet

Selected Loan: Loan ID: 1019 Status: Registered Borrower: Banks

Submit

Lien Information

Search for First Lien Search for Second Lien Search for HELOC Second Lien

* 1st Mtg Loan Amt (Base) 217280

* 2nd Mtg Loan Amt 0

* HELOC Line Amt 0

* HELOC Drawn Amt 0

Loan Information

* Price/Estimated Value 224000

* Appraisal Amount 224000

Loan Purpose Purchase

* Cash-Out Amount 0

LTV 97.00

CLTV New

HCLTV

* Months of Reserves 36

Waive Escrows No

Lender Fee Buyout No (Fees Out)

Lender Paid Compensation? Yes (Lender Paid)

Borrower Paid Comp Amount

Properties Financed

Borrower Information

Borrower First Name Travis

Borrower Last Name Banks

* FICO 720

Self Employed No

Income Documentation Verified

Asset Documentation Verified

Employment Documentation Verified

DTI Ratio 18.532

Citizenship U.S. Citizen

First Time Home Buyer Yes

Non-Occupant Coborrower No

Property Information



Working with the TPO Portal

Product & Pricing

The Search Results page will list both eligible and ineligible products.

If the desired program is listed as an eligible product, select the program name or click [Show] (to the right of the screen) to advance to the pricing grid and view the product details.

If the desired programs is listed as an ineligible product, double-click the program name to determine the reasons for in eligibility.

The screenshot shows the 'Search Product and Pricing' interface. At the top, there are navigation tabs: Pipeline, Search Results (selected), New Search, Consumer, and RateSheet. Below this, a summary bar shows 'Selected Loan: Loan ID: 1019', 'Status: Registered', and 'Borrower: Banks'. The main section is titled 'Re-Submit Options' and contains several input fields and buttons. A 'Re-Submit' button is highlighted. Below the options, there are details for 'Loan Type: Conforming', 'Product Type(s): Standard', 'Loan Term(s): 30 Yr', 'Amortization Type(s): Fixed', 'ARM Fixed Term(s): 3 Yr, 5 Yr', and 'Exp. App. Level(s)'. A 'Print' button is visible. The main content is a table with columns: Links, Eligible Product, Rate, Price, Lock, Discount/Rebate(\$/%), Compensation(%), Compensation(\$), Total Credit (\$), QM, APR, and Detail. The table lists three eligible products, each with a 'Show' link. A second table below, titled 'Ineligible Product', lists 'WestGen FHLMC 30-Year Fixed Super Conforming' with a 'Hide' link. A 'Disqualifiers' section lists: 1. LTV > 95, 2. State is Continental U.S., And Number of Units is 1 Unit, And 1st Mtg Loan Amt (Total) < 510401. Yellow circles with the number '1' are placed next to the 'Show' links in the first table, and a yellow circle with the number '2' is placed next to the 'Hide' link in the second table.

Links	Eligible Product	Rate	Price	Lock	Discount/Rebate(\$/%)	Compensation(%)	Compensation(\$)	Total Credit (\$)	QM	APR	Detail
1	WestGen FHLMC Conforming 30-Year Fixed Home Possible	N/A	N/A	N/A	N/A	N/A	N/A	\$1,997	N/A	N/A	Show
	WestGen FNMA Conforming 30-Year Fixed Home Ready	N/A	N/A	N/A	N/A	N/A	N/A	\$1,997	N/A	N/A	Show
	WestGen FNMA Conforming 30-Year Fixed	N/A	N/A	N/A	N/A	N/A	N/A	\$552	N/A	N/A	Show

Links	Ineligible Product	Detail
2	WestGen FHLMC 30-Year Fixed Super Conforming	Hide

Disqualifiers:

1. LTV > 95
2. State is Continental U.S., And Number of Units is 1 Unit, And 1st Mtg Loan Amt (Total) < 510401

Product & Pricing

The rate associated with the loan will be highlighted, but is not required to select that rate

1. Select the desired lock period to reflect the corresponding rates
2. Click [Blue Lock] icon (to the far right of the screen) for the interest rate rendering the desiring premium price or discount point
3. Ensure, after selecting the desired interest rate, to either select [Update Encompass] or [Request Lock]
 - *Update Encompass* will update the system with selections made
 - *Request Lock* will place a lock request with Secondary

Rate	Price	LockPeriod	Discount/Rebate(\$/%)	Compensation(%)	Compensation(\$)	Total Credit (\$)	QM	QM Trace	APR	P&I	Select
2.500	97.406	30	2.594% (\$5636)	2.230	\$4,846	\$0	✓	333 QM	3.254	\$859	
2.625	97.855	30	2.145% (\$4661)	2.230	\$4,846	\$0	✓	333 QM	3.353	\$873	
2.750	98.580	30	1.420% (\$3085)	2.230	\$4,846	\$0	✓	333 QM	3.423	\$887	
2.875	99.200	30	0.800% (\$1738)	2.230	\$4,846	\$0	✓	333 QM	3.506	\$901	
3.000	99.753	30	0.247% (\$537)	2.230	\$4,846	\$0	✓	333 QM	3.590	\$916	
3.125	100.092	30	-0.092% (-\$200)	2.230	\$4,846	\$200	✓	333 QM	3.700	\$931	
3.375	100.271	30	-0.271% (-\$589)	2.230	\$4,846	\$589	✓	333 QM	3.966	\$961	
3.500	100.641	30	-0.641% (-\$1393)	2.230	\$4,846	\$1,393	✓	333 QM	4.101	\$976	
3.625	100.919	30	-0.919% (-\$1997)	2.230	\$4,846	\$1,997	✓	333 QM	4.232	\$991	
4.000	101.117	30	-1.117% (-\$2427)	2.230	\$4,846	\$2,427	✗	333 QM	4.633	\$1037	
4.125	101.300	30	-1.300% (-\$2825)	2.230	\$4,846	\$2,825	✗	333 QM	4.763	\$1053	

Selected Loan: Loan ID: 1019 Status: Registered Borrower: Banks

Printer Friendly Version **3** Update Encompass **3** Request Lock

Borrower Information

Borrower First Name: Travis
 Borrower Last Name: Banks
 FICO: 720
 DTI Ratio: 18.532
 Encompass Loan Number: [blank]
 Self Employed: No
 Application Date: [blank]

Note: The lock is used to both price and/or lock a loan

Selecting the lock icon does NOT automatically lock the loan, it simply allows for a selection of the desired rate/pricing.

Product & Pricing

To further elaborate on the two (2) selections...

1. If the *Update Encompass* button is selected, you will be prompted with a “Your loan has been registered and data was pushed to your LOS” popup window
2. If the *Request Lock* is selected, you will be prompted with a “Your lock request was submitted and data was pushed to your LOS” popup window

By clicking [Close], the system will complete the update/lock process

3. Back in the portal, the lock indicator will change to Lock Requested

The screenshot displays the 'Search Product and Pricing' interface. At the top, there are navigation tabs for 'Pipeline', 'Lock Form New', and 'New'. Below this, a summary bar shows 'Selected Loan: Loan ID: 1019', 'Status: Registered', and 'Borrower: Banks'. A red warning message states: 'Changes made on the Lock Form will not be evaluated by the product and pricing engine'. Two main buttons are highlighted: 'Update Encompass' (labeled with a yellow circle '1') and 'Request Lock' (labeled with a yellow circle '2').

Two confirmation popups are shown below the buttons:

- Update Encompass Popup:** 'Your loan has been registered and data was pushed to your LOS. Please continue your work on this loan within your LOS.' A 'Close' button is visible in the top right corner.
- Request Lock Popup:** 'Your lock request was submitted and data was pushed to your LOS. Please continue your work on this loan within your LOS.' A 'Close' button is visible in the top right corner.

At the bottom of the interface, there are buttons for 'View Lock History' and 'Change Request'. The 'Product, Pricing & Lock' section is visible, and the 'Product & Lock Details' area shows the 'Current Lock Status' as 'Lock Requested' (labeled with a yellow circle '3').

Lock History

From the navigation tool on the left side of the screen, select Product Pricing & Lock.

Click [View Lock History] to view the lock history of the loan

Select [Close] to close the lock history window

The screenshot shows the TPO Portal interface. On the left is a navigation menu with the following items: LOAN SUMMARY, 1003, **PRODUCT PRICING & LOCK** (highlighted with a yellow circle '1'), LOAN ESTIMATE FEE MANAGEMENT, DOCUMENTS, and CONDITIONS. The main content area is titled 'Product, Pricing & Lock' and displays 'Product & Lock Details' for 'FNMA Conforming 30-Year Fixed Home Ready'. A table below shows columns for Lock Requested Date, Delivery Type, Lock Effective Date, Lock Expiration Date, and Lock Period. In the top right corner, there are buttons for 'View Lock History' (highlighted with a yellow circle '2') and 'Change Request'. Below the main content, a 'Lock History' window is open, showing 'Current Lock Status: Lock Requested', 'Current Lock Date:', and 'Current Lock Expiration Date:'. To the right of this window are icons for Excel and Print. At the bottom right of the window is a 'Close' button.

Note: There is an Excel and Printer icon allowing for additional options for maintain the lock history.

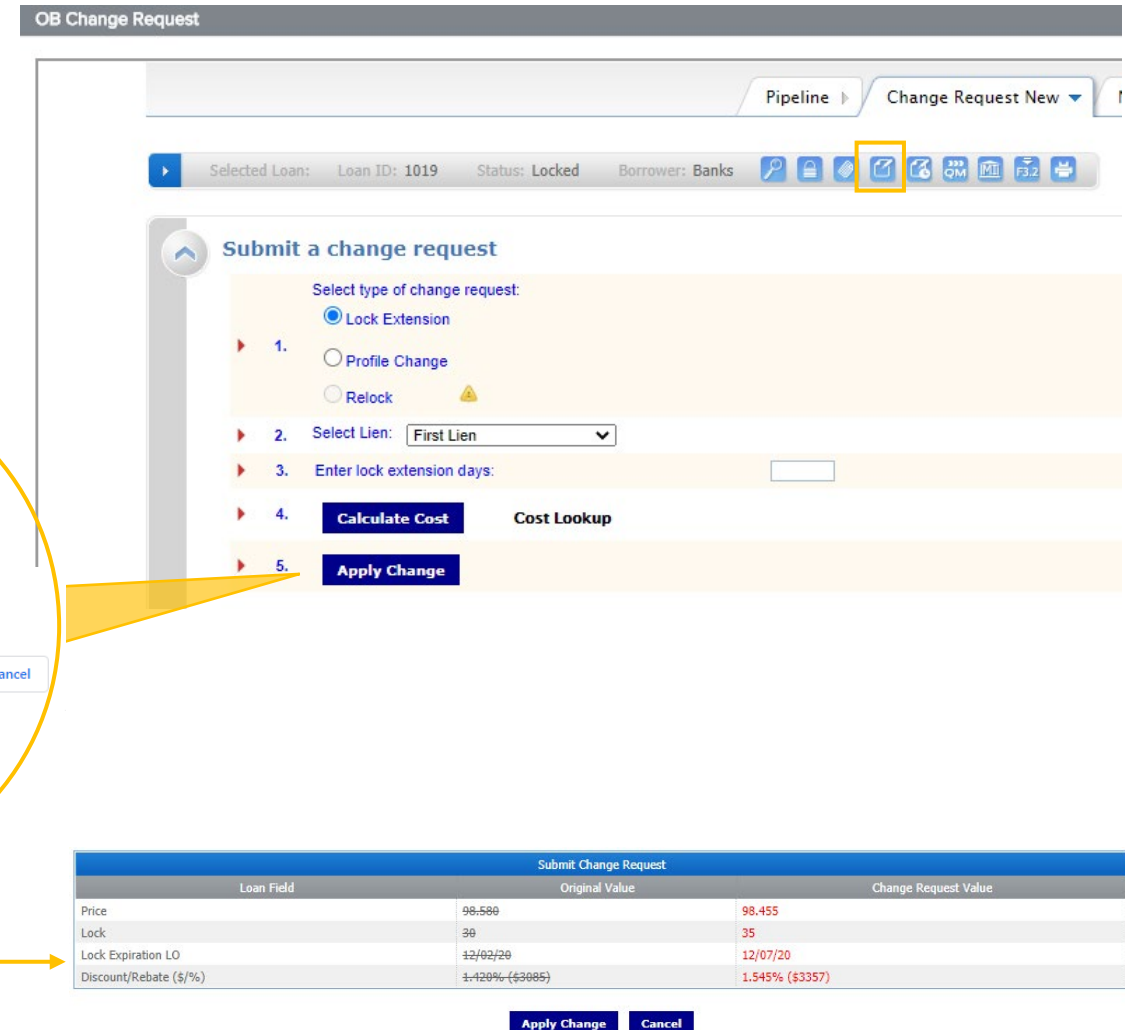
Lock Extensions

Select the [Lock Change]  request icon

Under the Submit a change request section

1. Select type of change request
2. Select Lien Position
3. Enter lock extension days
4. Calculate Cost
5. Click [Apply Change]

- A popup window appears to confirm proceeding with lock extension request
- Click [OK] to proceed though the popup window




OB Change Request

Selected Loan: Loan ID: 1019 Status: Locked Borrower: Banks

Submit a change request

Select type of change request:

- Lock Extension
- Profile Change
- Relock 

1. Select Lien:

2. Enter lock extension days:

3. **Calculate Cost** **Cost Lookup**

4. **Apply Change**

An embedded page at lender.optimalblue.com says
Are you sure you want proceed with your lock extension?

OK **Cancel**

Submit Change Request			
Loan Field	Original Value	Change Request Value	
Price	98.580	98.455	
Lock	30	35	
Lock Expiration LO	12/02/20	12/07/20	
Discount/Rebate (\$/%)	1.420% (-\$3085)	1.545% (\$3357)	

Apply Change **Cancel**

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Questions?

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