Registering a New Stand-alone Loan

4.15.24

Portal Address: https://broker.springeq.com/portal/#/login

Quick jump to these sections:

1.	<u>Upload 3.4</u>	pg.	2
2.	Pull Credit	pg.	9
3.	Associate 1st Mortgage with Subject Property	pg.	15
4.	Mark Liabilities to be Paid Off	pg.	20
5.	Price and Lock	pg.	27
6.	Submit Registration	pg.	37

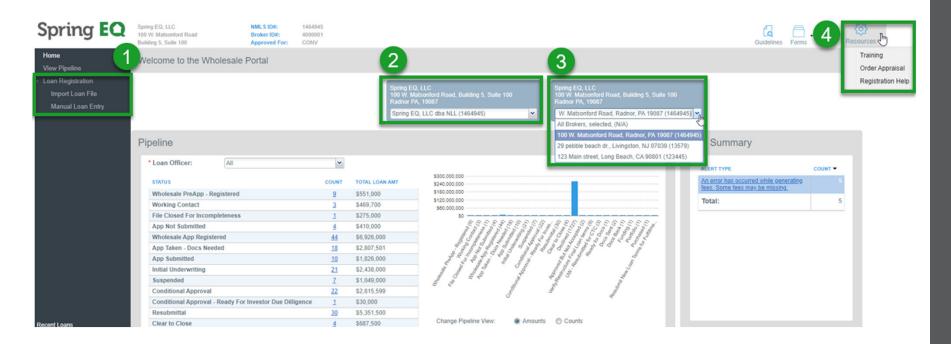


Uploading URLA 3.4

- 1. Under "Loan Registration" on the left, click "Import Loan File" (URLA 3.4)

 (If you do not have a 3.4, you can create a loan application with our "Manual Loan Entry" option)
- 2. Confirm the correct <u>Company</u> is selected (Relevant if you register for multiple LO's or companies)
- 3. Confirm the correct <u>Branch</u> is selected (If associated with multiple branches, select ALL)
- 4. Registration Help link in Resource Tab. Direct link to our website for our live registration team to help with your registration.

Registration Help Number is 888-605-2588, option 1



Uploading URLA 3.4 (cont.)

- 1. Select Import Loan File
- 2. Check MISMO 3.4 Submission
- 3. Click "Browse"

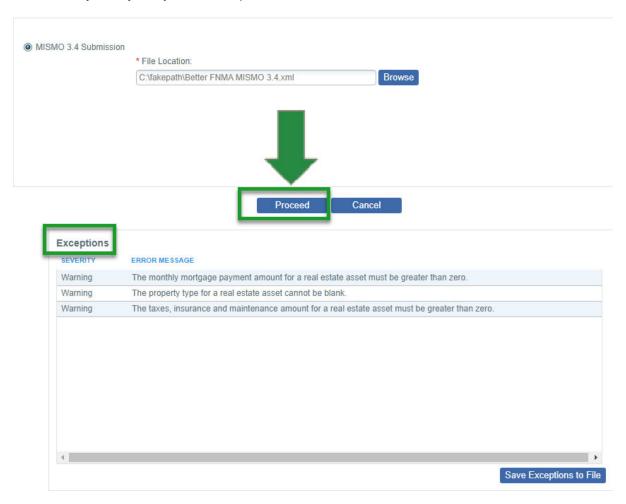
Find the 3.4 file on your computer to attach and upload



Uploading URLA 3.4 (cont.)

• If exceptions appear, please just click the blue "Proceed" box.

(If there are too many exceptions, your 3.4 file may need to be completed and re-imported, but the system will usually let you proceed.)

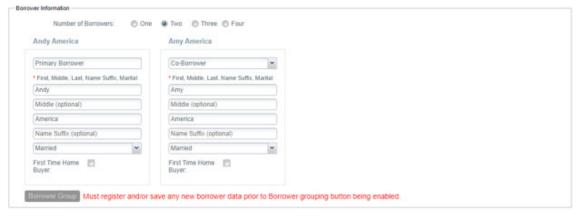


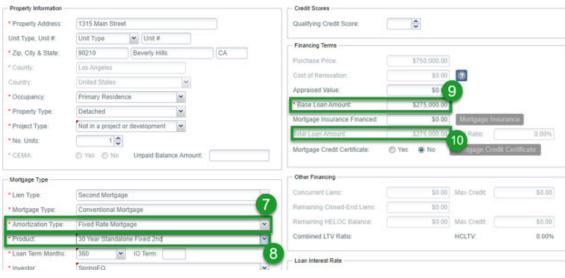
Complete Registration Fields





Must register and/or save before 3rd Party Processing Information Concurrent Mortgage Details buttons are enabled.





Complete all fields with Red *

- 1. MLO name Start typing the first name and pick the name when it appears, as this will populate directly from the NMLS, and will pull in the MLO's NMLS number
- Loan Application date = Today's Date
- 3. Settlement Date = At least 14 plus days, but not more than 30 days from App. Date
- 4. Credit Order Consent Date = Today's Date
- 5. Type of Loan: Stand-alone.
- 6. Contingency Date= Date final approval is needed
- 7. Amortization Type: Fixed or ARM (HELOC)
- 8. Product: Up to a 30 Year Fixed or 30 Year HELOC Term (should auto fill)
- 9. Base Loan Amount= Loan amount for fixed or <u>Initial draw amount for</u> <u>HELOC</u> (min. \$50k or 50% of line amt.)
- 10. Total Loan Amount=<u>High Credit</u> <u>Line Amount</u> (Leave blank for fixed or total HELOC line requested on HELOC)

Complete Registration Fields (cont.)

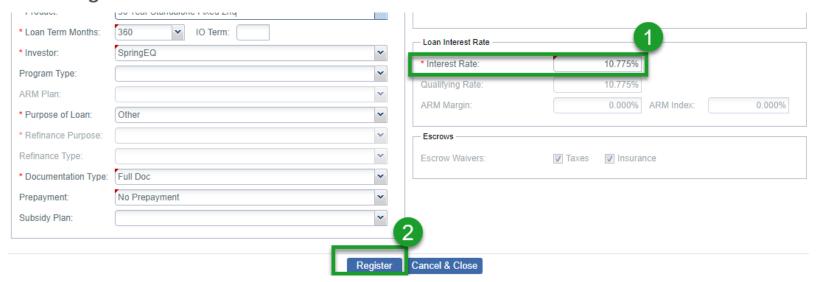
Complete all fields with Red *

- 1. Loan Interest Rate and qualifying rate (from rate sheets or Pricing Tool) =
 - Fixed (HELOAN) is the actual rate
 - Adjustable (HELOC) is the Index + Margin

(FYI: for Debt Ratio purposes on a HELOC, the qualifying rate is Index + Margin + 2%. Just input the loan interest rate, and the qualifying rate will auto populate)

(This rate must match the locked rate later in registration or your DTI could be off, and pricing may select a buydown to match this lower rate. Can come back after pricing to update this screen)

2. Click "Register"



"Short Application" Fields

Per the Pop Up:

- Next you must return to the "Short Application" to complete required information
- Click "OK" to proceed (You're not finished even after you click OK. See the note below in Green)

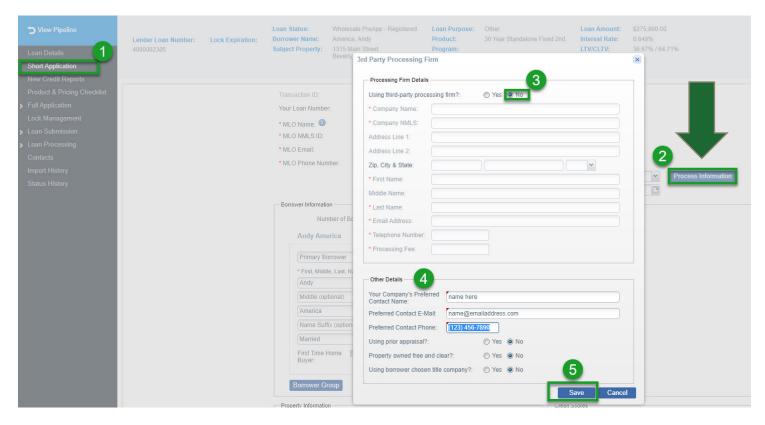


MUST READ At this point the TRID clock has started, but <u>Registration is Not Complete</u>. Follow this guide to complete registration. When registration is complete, the loan status will read: Wholesale App – Registered

Complete "Process Information" Fields

The remaining steps of the registration process will now flow from top to bottom, on the left

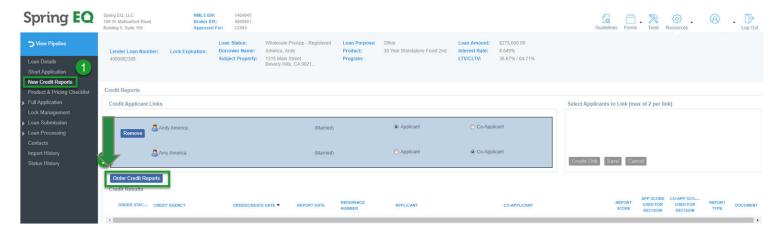
- 1. Enter "Short Application" on left
- 2. Enter Blue "Process Information" box on the right
- 3. Complete all required information: (3rd Party Processing is not allowed at this time),
- 4. Other contacts in your office, prior appraisal use, property free & clear. Say NO to using "borrower chosen title company" (we recommend using our title company for speed, tech integration, and typically lower costs) Answer "Yes" on using prior appraisal if providing appraisal (acceptable if completed within 12 months of our loans funding date on piggyback & HELOC loans and was done for a prior mortgage loan not a personal use appraisal)
- Click "Save"



Ordering Spring EQ Credit

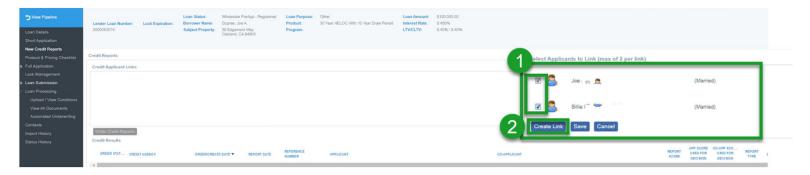
We only use a single Bureau (Experian 2)

- 1. Enter "New Credit Report" on left
- 2. Click Blue "Order Credit Report" Box



Sometimes married couples will not auto populate, so you must link them before pulling credit:

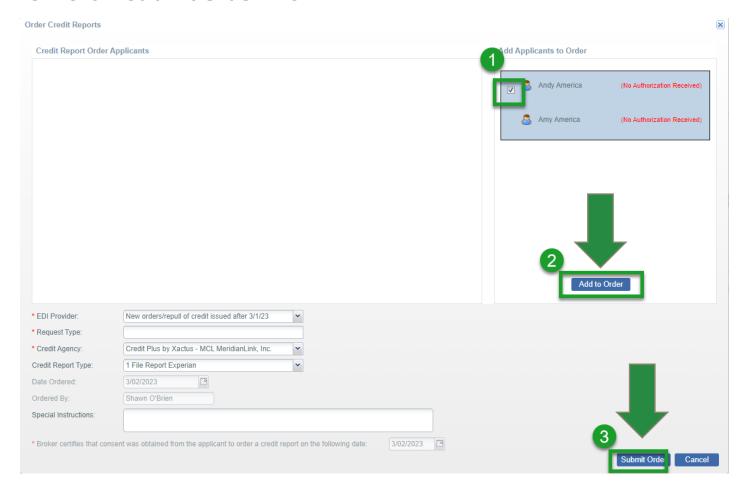
- 1. Click the box before each name
- 2. Select "Create Link"



Ordering Spring EQ Credit (cont.)

We only use a single bureau (Experian 2)

- 1. Check Box Next to Client(s) Name
- 2. Click "Add to Order" Box
- 3. Click "Submit Order" Box



*SEQ can not accommodate credit reissues, so please do not enter your credit reference number

Ordering Spring EQ Credit (cont.)

We only use a single bureau (Experian 2)

 Click "Yes" and the order will be complete. All tradelines from our Experian pull will then populate in the liabilities section



• It will take 15-30 seconds to pull in the credit and the screen will look as follows:



* In order to have credit populate, you must refresh/reload the page (right click and hit reload)

Refresh/Reload page to pull in the Credit

* In order to have credit populate, you must refresh/reload the page (right click and hit reload)

You will see the "Completed" status and the credit score once credit pulls in.



Viewing Our Credit Report

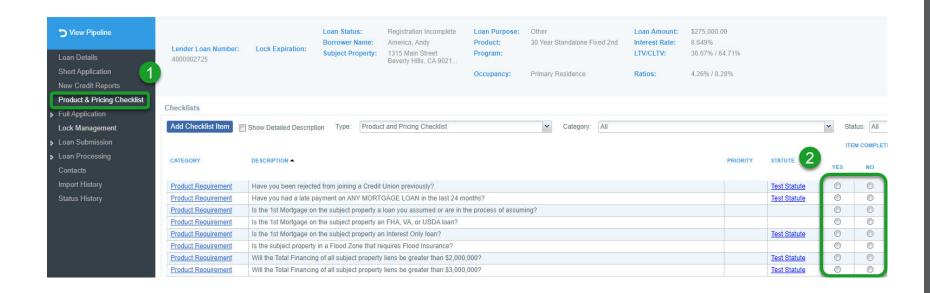
• To view the full credit report, click on "Order" and it will download as a PDF at the bottom of your browser



Product & Pricing Checklist

- 1. The Pricing and Product Checklist will populate as the only option, so no action is needed.
- 2. Answer the 8 questions as either "Yes" or "No"

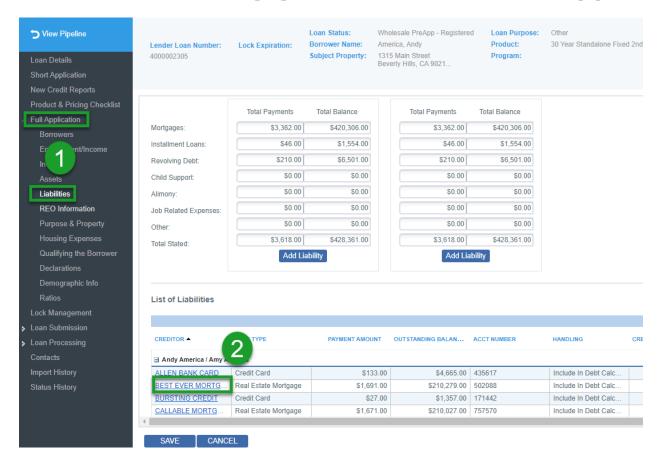
NOTE: Answers to these questions will determine which <u>Program</u> is available to the borrower (Spring EQ Plus or Spring EQ)



Associate 1st Mortgage w/Spring EQ Credit

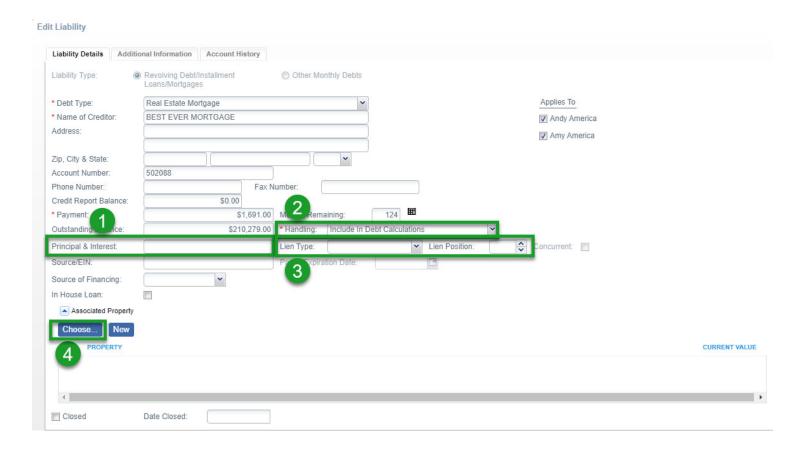
- 1. Enter "Full Application" and "Liabilities" on the left
- 2. Click on name of the existing first mortgage to start associating to property

This must be done for all mortgages on credit, even if already paid off



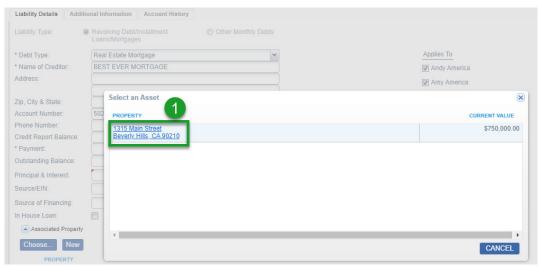
Associate 1st Mortgage w/Spring EQ Credit (cont.)

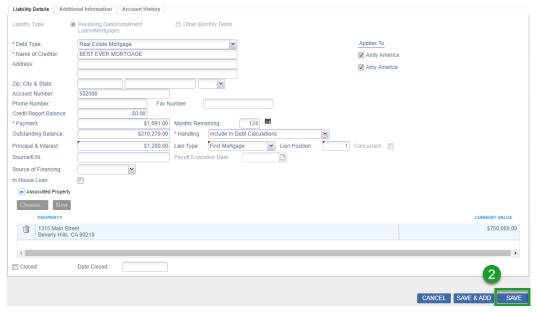
- 1. Complete "Principle & Interest" payment
- 2. Select the appropriate "Handling" definition
- 3. Select "Lien Type"
- 4. Click "Choose"



Associate 1st Mortgage w/Spring EQ Credit (cont.)

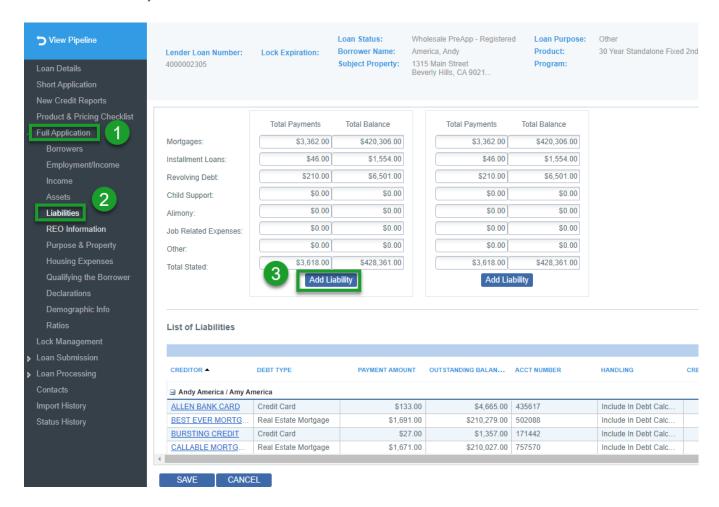
- 1. Click on the property address you want to associate the mortgage with
- 2. Then, "Save"





Adding a New Liability (Only if Mortgage Not Showing on Credit)

- 1. Enter "Full Application" on the left
- 2. Select "Liabilities"
- 3. Select "Add Liability"

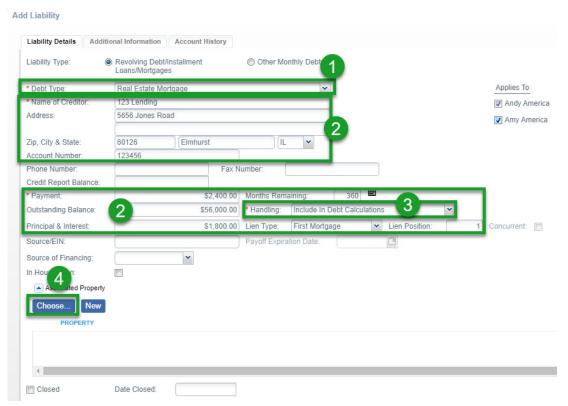


Adding a New Liability (cont.)

(Only if Mortgage Not Showing on Credit)

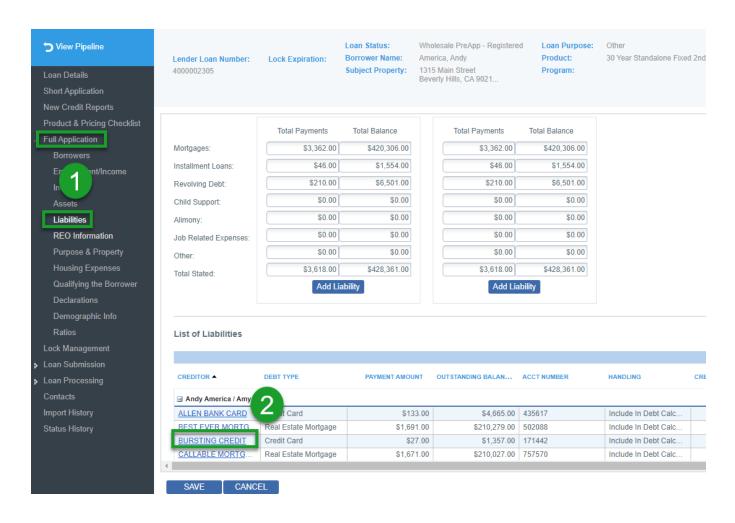
- Debt Type From pulldown, Select "Real Estate Mortgage"
- Complete all the information on the mortgage,
- 3. Including "handling"
- 4. Associate property to address, by clicking on "**Choose**" click on address, then "**save**"

***If property is not showing, proceed to REO section, page 22, and add property



Marking Liabilities to be Paid Off or Excluded

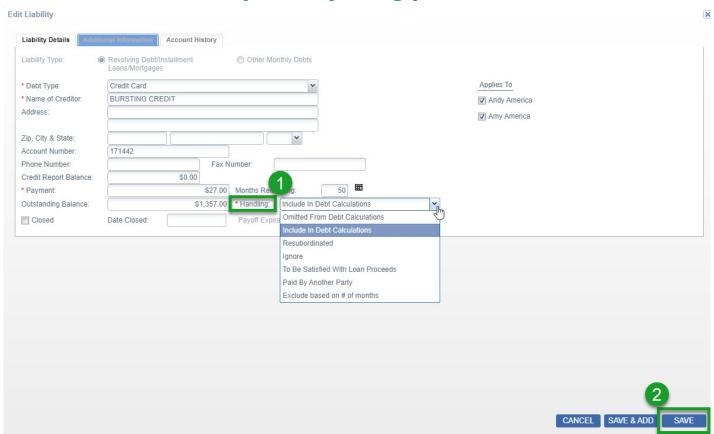
- 1. Enter the "Liabilities" section on left
- 2. Click on each Creditor name



Marking Liabilities to be Paid Off or Excluded (cont.)

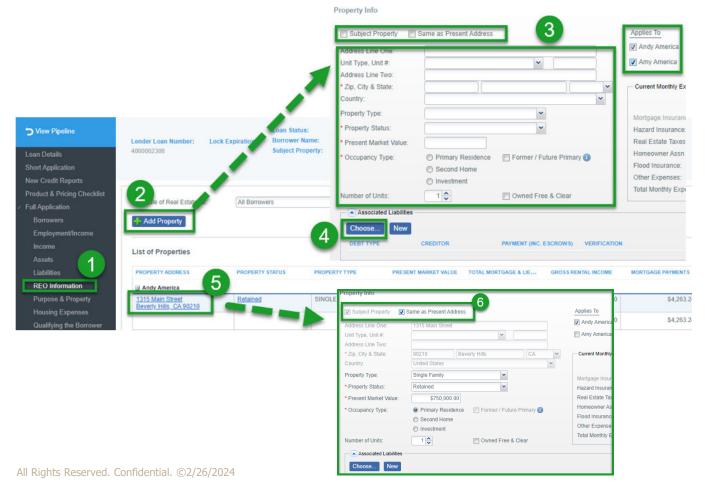
- 1. Change "Handling" to detail (satisfy with proceeds, include in DTI, etc.)
- 2. Then, "Save"

IMPORTANT: Do this for every liability being paid off or excluded



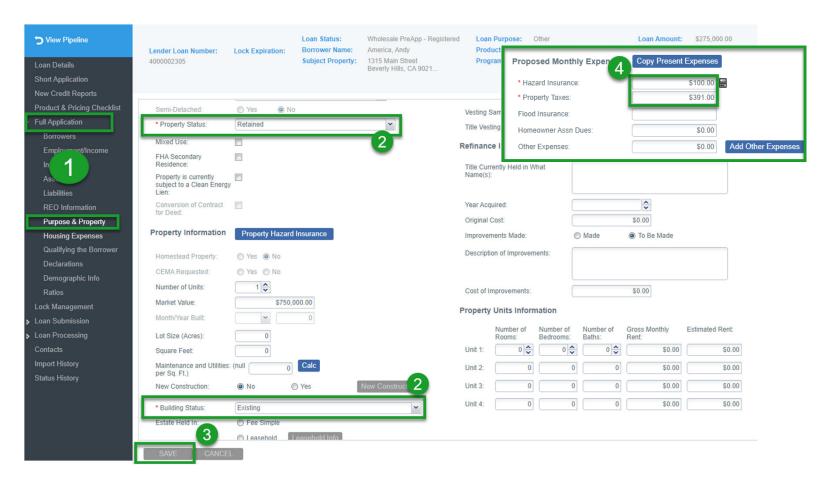
REO Information

- Select REO Information on the left
- 2. If adding a property, click "Add Property"
- 3. Fill out the property detail, select borrower it applies to and
- 4. Select Choose
- 5. For subject properties, click on the property and
- 6. Ensure it is marked as "subject" and "same as present address" if applicable.



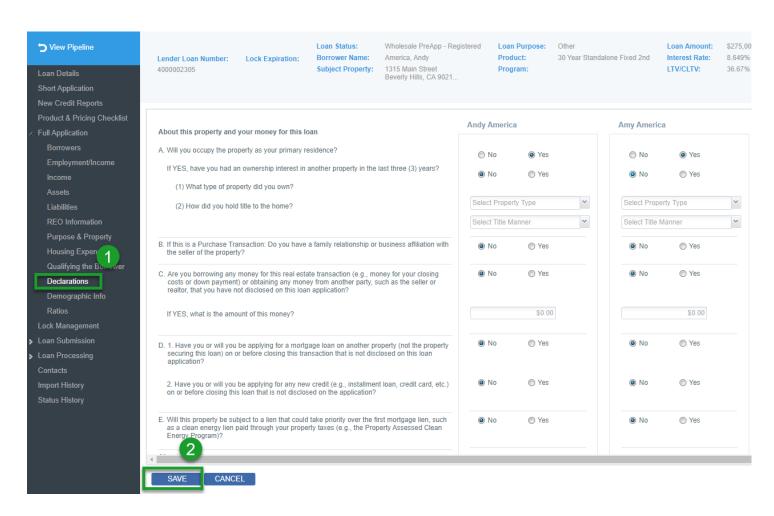
Confirm Purpose & Property

- Go into "Full Application", "Purpose & Property"
- 2. Double check that the highlighted "Property Status" & "Building Status" fields are filled in
- 3. If not, pick the status and then "Save"
- 4. Need to add the amount of taxes and insurance in this section or DTI will be wrong.



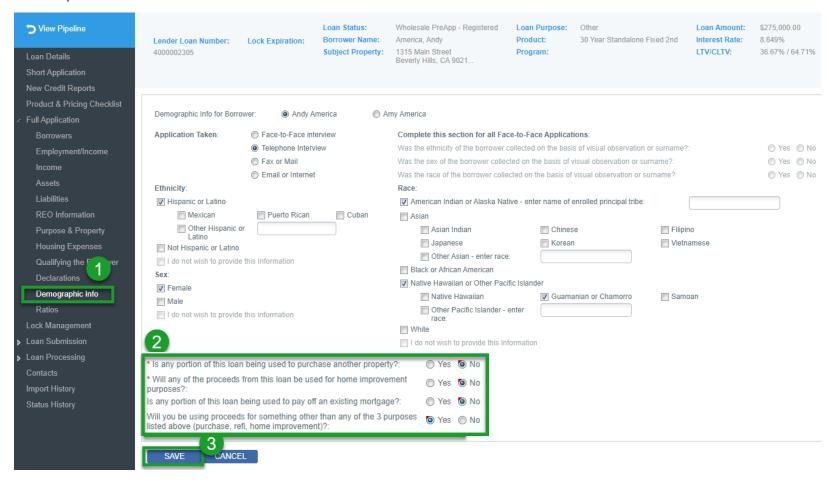
Confirm Declarations

- 1. Enter "Declarations" on left
- 2. Make sure all questions are answered
- Then, "Save" (you must save even if already completed)



Home Equity Specific Demographic Questions

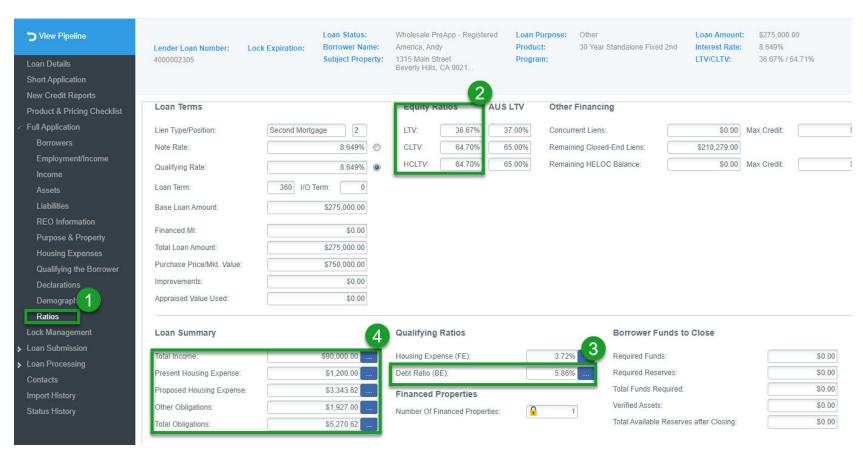
- 1. Enter "Demographic Info" on left
- 2. Answer these 4-home equity related questions not included in your 3.4 (at least 1 of these questions needs to be answered "YES")
- 3. Then, "Save"



Ratios Screen and Important Data Fields

- Enter "Ratios" on left
- 2. This section shows you the current CLTV based on loan entry details
- 3. This section shows you the current DTI based on loan entry details
- 4. This section shows you the Loan Summary based on loan entry details

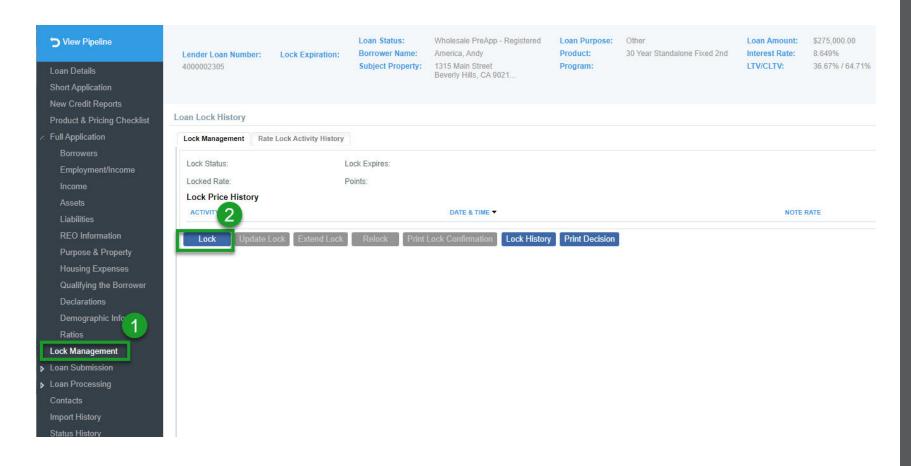
By clicking on the blue 3 dots, you can expand the detail in each section



Pricing and Locking Loans

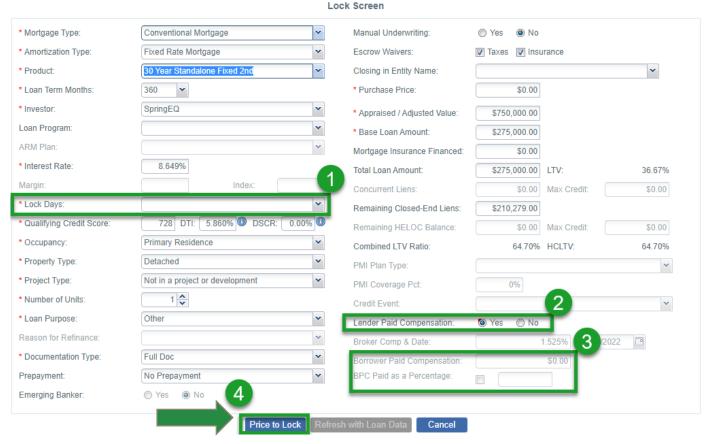
- 1. Enter "Lock Management" on the left
- 2. Click "Lock"

NOTE: All Loans are **required to be locked** at registration. There is no float option.



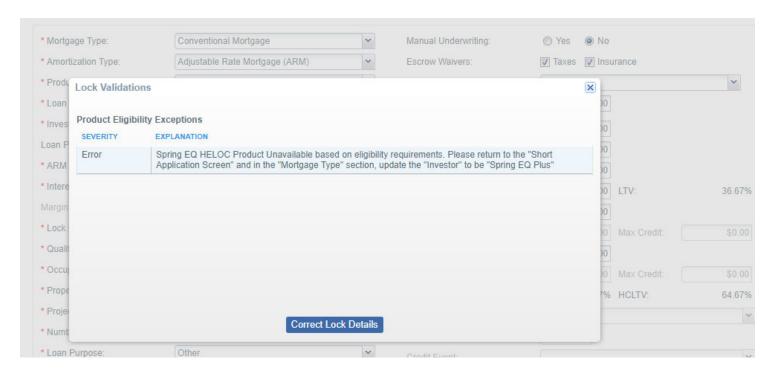
Pricing and Locking Loans (cont.)

- 1. Select your lock period. Option of 45 or 60 day locks. (45 is same price as 30, so choose at least 45 day lock)
- 2. On all fixed rate HELOAN's our system defaults to Lender Paid Compensation (LPC.) Youddnavethe optiortogoBorrowerPaid Compensation (BPC) all our products.
- 3. If you wish to go BPC, you have flexibility on your compensation. Change Lender Paid Compensation to "NO", (THIS IS REQUIRED ON ALL HELOC's as LPC is not allowed), enter your compensation % of the loan amount, which can be 0% to 3%.
- 4. Click "Price to Lock"



Pricing and Locking Loans (cont.)

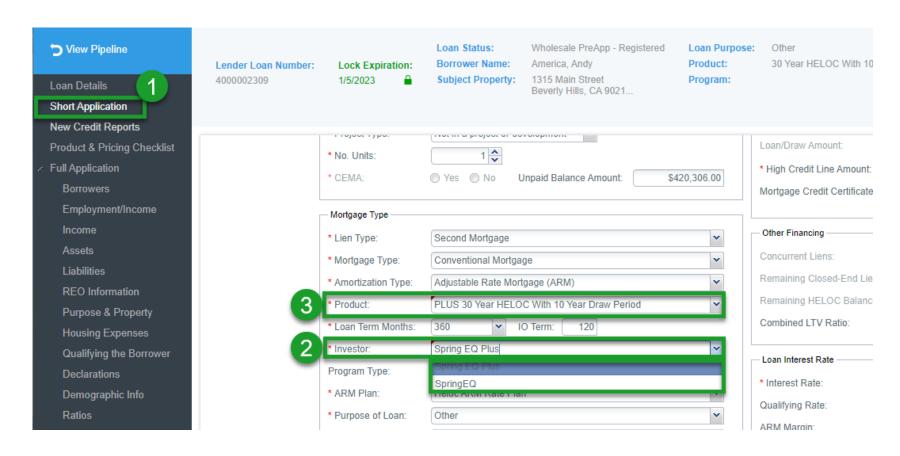
- •For HELOC Loans, you may get this error message below. **If no error message, continue to page 32 of this guide**
- •This is based on the Product and Pricing Checklist answers which means this loan qualifies for the other HELOC program.
- •To select the correct program, follow the message (see next 3 pages for screen shots)



Pricing and Locking Loans (If Error Message)

- Go to the Short Application tab
- Select the "Investor" drop down box and select the correct "program" from the error message
- 3. Confirm the Product field is filled in from the dropdown box.

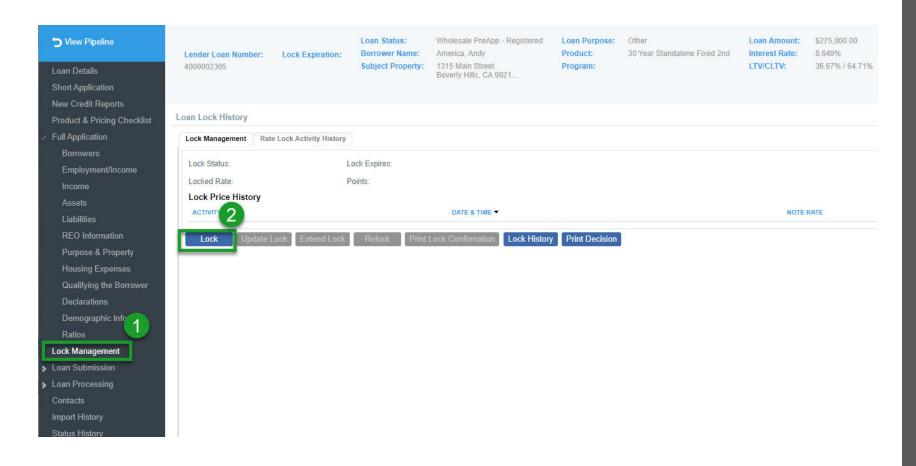
Click "Save" and then return to the "Lock Management" tab and redo do the lock request



Pricing and Locking Loans (cont.)

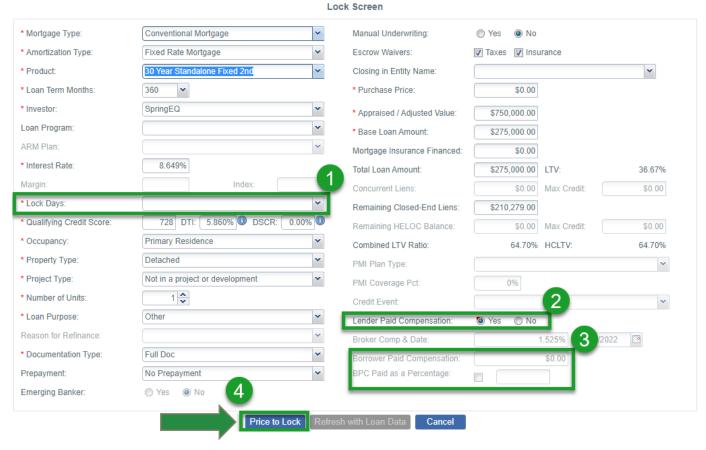
- 1. Enter "Lock Management" on the left
- 2. Click "Lock"

NOTE: All Loans are **required to be locked** at registration. There is no float option.



Pricing and Locking Loans (cont.)

- 1. Select your lock period. Option of 45 or 60 day locks. (45 is same price as 30, so choose at least 45 day lock)
- 2. On all fixed rate HELOAN's our system defaults to Lender Paid Compensation (LPC.) Youddnavethe optiontogcorrowerPaid Compensation (BPC) all our products.
- 3. If you wish to go BPC you have flexibility on your compensation. Change Lender Paid Compensation to "NO", (THIS IS REQUIRED ON ALL HELOC's as LPC is not allowed), enter your compensation % of the loan amount, which can be 0% to 3%.
- 4. Click "Price to Lock"

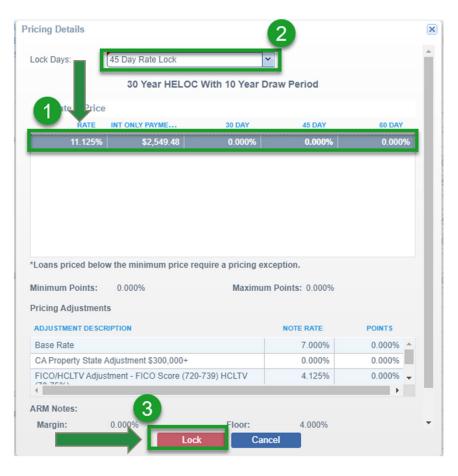


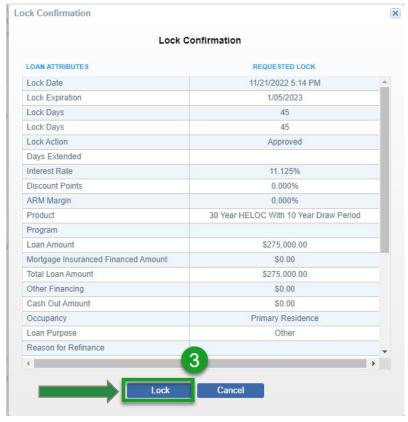
Pricing and Locking Loans (HELOC)

This screen shot shows a HELOC example of locking

- 1. Choose the rate (HELOC will only have 1 option)
- 2. Shows your lock period
- Click "Lock", "Lock" "OK".

FYI - Print Lock Confirmation (you can always reenter to view/print again)

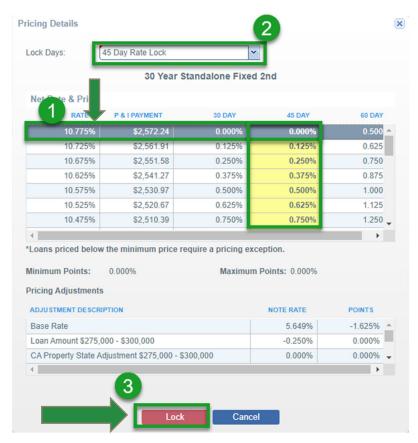




Pricing and Locking Loans (HELOAN)

This screen shot shows a HELOAN example of locking

- 1. Choose the rate and lock period. Top Rate should be selected when LPC. (LPC: 0% = par to client but includes your LPC compensation) Better pricing is shown as discount points/rate buy down to client if available in the state.
- 2. This shows you your lock period
- 3. Click "Lock", "Lock" "OK".
- 4. Print Lock Confirmation (you can always reenter to view/print again)

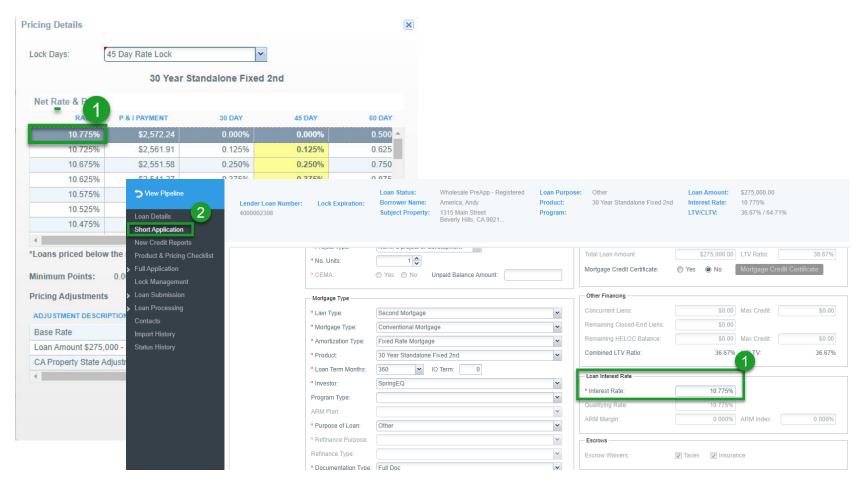




Pricing and Locking Confirmation

After selecting your lock, you must confirm the rate entered during initial registration screen is the same – if not, fix it on the "Short Application". If you do not confirm the rate matches, your Debt Ratio will be off.

- Confirm rate on lock is same as rate on "Short Application"
- 2. Click on short application and make sure the Interest Rate matches your locked interest rate.



Lock Confirmation

Spring **EQ**

Lock Confirmation

4000002589

Borrower Name: Andy America Lock Date: 02-08-2023 04:03:14 PM

 Subj Address:
 2063 Mill Rd.
 Lock Expiration:
 03-27-2023

 City, State, Zip:
 Norristown, PA 19403
 Locked Rate:
 9.375%

 Account Executive:
 Kevin Schultz
 Total Points:
 0.000%

Lock Days: 45

Spring EQ, LLC

Compensation - 1.525%

The following lock attributes were used to determine your lock contract:

Product:	20 Year Standalone Fixed 2nd	Occupancy:	Primary Residence
Program:		Property Type:	Detached
ARM Margin:	0.000%	Number of Units:	1
Purchase Price:	\$0.00	Loan Purpose:	Other
Appraised Value:	\$750,000.00	Reason for Refinance:	
Base Loan Amount:	\$275,000.00	Manual Underwriting:	No
Mortgage Ins Financed:	\$0.00	Escrows / Impounds:	N/A
Other Financing:	\$0.00	Fees Buy-Out:	No
Total Loan Amount:	\$275,000.00	PMI Plan Type:	
LTV:	36.667%	PMI Coverage Pct:	0.000%
CLTV:	64.704%	Days Extended:	0
Qualifying Credit Score:	728	Compensation Type:	

The following adjustments were made to determine the above Total Points:

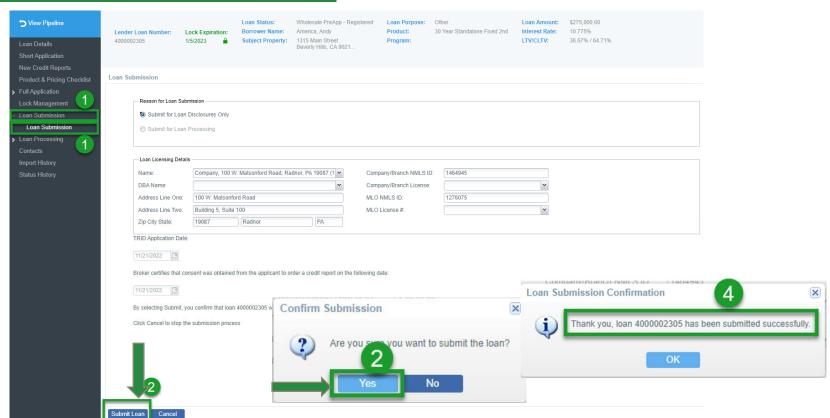
Adjustment Item Description	Rate Adjustment	Points Adjustment
Base Rate and Points	4.999%	0.000%
FICO/CLTV Adjustment - FICO Score (720-739) CLTV (60-65%)	4.626%	0.000%
Loan Amount \$275,000 - \$300,000	-0.250%	0.000%
PA Property State Adjustment \$275,000 - \$300,000	0.000%	0.000%
Total Points	9.375%	0.000%

Submit The Loan

- Enter "Loan Submission" on left
- 2. "Submit Loan for disclosures only" (will be preselected)
- 3. Click "Submit loan" a submission confirmation box will pop up. Click "Yes".
- 4. Your Loan Registration is not complete until you get this Confirmation box (example below) and <u>loan status will be Wholesale App Registered</u>.

FYI*** Spring EQ will send all disclosures to your client(s) electronically

<u>Client(s)</u> must acknowledge disclosures within 3 days of our credit pull or the loan will need to be restarted and resubmitted.



THANK YOU FOR YOUR VALUED BUSINESS!!!

