



October 17<sup>th</sup>, 2023

# Improved Quick Pricing Tool Instructions

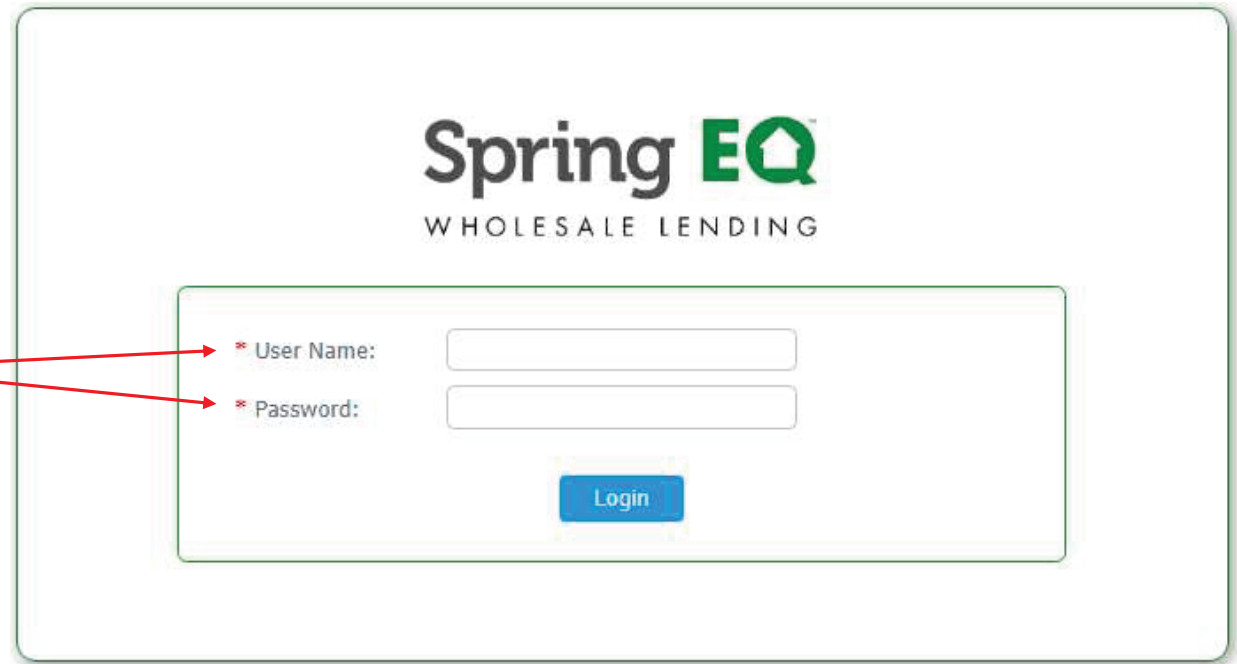
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# What's New and Improved?

1. You can now select either Borrower/Lender Paid Comp option with % and \$
2. The draw amount can now be customized, with added Line/Loan amount and Draw amount to display
3. Added APR/Points/Fees to show on all loan types
4. Details – Shows breakdown of HELOAN Base Rate/Index/Margin/LLPA's
5. Details- Shows breakdown of all fees, categorized into Origination charges, Services you cannot shop for, services you can shop for.
6. Piggyback transactions now showing in advanced options as a choice
7. Under Advanced Options, you can now sort by lowest rate, payment, max points, and no points
8. You can compare multiple products/rate options at once – up to 5 at a time!
9. Sort by amortization type on main screen.
10. Horizontal view has been added
11. Customized view on mobile to show product details

## Step #1 – Logging In

To gain access into Quick Pricer, you will use your same login credentials from BlueSage



The image shows a login interface for Spring EQ Wholesale Lending. At the top, the logo "Spring EQ" is displayed in a large, bold font, with "WHOLESALE LENDING" in a smaller font below it. The "EQ" part of the logo is green and features a house icon. Below the logo is a login form with two input fields: "User Name:" and "Password:". Each field has a red asterisk icon to its left. Below the input fields is a blue "Login" button. Two red arrows originate from the text box on the left and point to the "User Name:" and "Password:" labels.

## Step #2 – Quick Pricing & Advanced Options

### 7 required entries:

1. Loan Amount
2. Property Value
3. 1st Mortgage Balance
4. Property State
5. Draw Amount
6. Credit Score

All scenarios will be priced at  $\leq 43$  DTI, we do offer programs up 50% DTI. Please see matrices/rate sheet.

Resets to default values

The screenshot shows a 'Quick Pricing' form with the following fields and callouts:

- 1. Loan/Line Amount \*
- 2. Property Value \*
- 3. First Mortgage Balance \* (with HCLTV % dropdown)
- 4. Property State \* (dropdown menu)
- 5. Draw Amount \*
- 6. Credit Score \* (dropdown menu showing '780 or Above')
- DTI \* (dropdown menu showing ' $\leq 43$ ')
- 7. Comp. Paid By (dropdown menu showing 'Borrower')
- 8. SUBMIT button

At the bottom left of the form is a circular arrow icon labeled 'Resets to default values'.

7<sup>th</sup> Entry

7. Select the Compensation Type. If **Lender Paid** is selected, it will default to what is on your broker compensation agreement. If **Borrower Paid** is selected, input the dollar (\$) amount or percentage (%). Remember it is capped at 3% of the draw on HELOCS/loan amount on HELOANS.

8. After all fields are entered, press the blue submit button.

## Step #1 – Advanced Options

### Property Details

Property Use \*

Primary Residence

Property Type \*

Single Family

Flood Zone \*

No

### 1st Mortgage Details

1st Mortgage assumed or in process \*

No

1st Mortgage is Interest Only \*

No

Piggyback \*

No

### Other

Mortgage Late Payments in last 24 Mo's \*

No

Rejected by a Credit Union Previously \*

No

Pricing Sort Options \*

Lowest Rate – No Points

### Other

Mortgage Late Payments in last 24 Mo's \*

No

Rejected by a Credit Union Previously \*

No

Pricing Sort Options \*

Lowest Rate – No Points

Lowest Payment - Points

Lowest Rate – Points

Lowest Payment - No Points

Lowest Rate – No Points

Closest to Par

- Advanced details are defaulted to always display answers shown in example above.
- Changing options could affect the products & pricing for the results.

- You have several pricing sorting options. The system always defaults to “Lowest Rate – No Points”.

## Step #2 – Display Options – Changing the view from Right to Left

Preference Options: You can switch from right to left which side you prefer the quick pricing entries on

The screenshot displays the Spring EQ interface with two main sections: 'Quick Pricing' and 'Advanced Options'. The 'Quick Pricing' section is highlighted with a blue border and contains the following fields:

- Loan/Line Amount \*  
\$
- Property Value \*  
\$
- First Mortgage Balance \*  
\$
- HCLTV \*  
%
- Property State \*  
Select
- Draw Amount \*  
\$
- Credit Score \*  
780 or Above
- DTI \*  
≤ 43
- Comp. Paid By  
Borrower
- Value  
0 %

The 'Advanced Options' section is also highlighted with a blue border and contains the following fields:

- Property Details
  - Property Use \*  
Primary Residence
  - Property Type \*  
Single Family
  - Flood Zone \*  
No
- 1st Mortgage Details
  - 1st Mortgage assumed or in process \*  
No
  - 1st Mortgage is Interest Only \*  
No
  - Piggyback \*  
No
- Other
  - Mortgage Late Payments in last 24 Mo's \*  
No
  - Rejected by a Credit Union Previously \*  
No
  - Pricing Sort Options \*  
Lowest Rate – No Points

At the bottom of the 'Quick Pricing' section, there is a 'SUBMIT' button. At the bottom of the 'Advanced Options' section, there is a 'SUBMIT' button. The 'Switch to Right' toggle is circled in red, and the 'Switch to Left' toggle is also circled in red.

## Step #2 – Display Options (continued...)

**Display Option #1:** This will display all available options based on the information inputted in a chart format.

Switch to Right ☐

**Quick Pricing**

Loan/Line Amount\*

\$50,000

Property Value\*

\$500,000

First Mortgage Balance\*

\$250,000

HCLTV

60.000 %

Property State\*

California

Draw Amount\*

\$50,000

Credit Score\*

700 - 719

DTI\*

<= 43

Comp. Paid By

Borrower

%

\$

Value

2.500

%

↺

SUBMIT

**Advanced Options**

🔍 Pricing Results

[See Disclosure](#)

Minimum

\$25,000

Maximum

\$225,000

Loan/Line Amount

\$50,000

☐ Table View

SHOW ALL PRICES

☐ Comparison

Amortization

1

2

3

HELOAN ☐

Loan/Line Amount	\$50,000
Draw Amount	N/A
Term	30 yr
Rate	10.700%
Points	\$0.00
Payment	\$465.00
Fees	\$3,058.50
APR	11.315%

SHOW ALL OPTIONS

DETAILS

HELOC 3 yr Draw ☐

Loan/Line Amount	\$50,000
Draw Amount	\$50,000
Term	30 yr
Rate	11.500%
Points	\$0.00
Payment	\$479.00
Fees	\$2,312.70
APR	12.040%

SHOW ALL OPTIONS

DETAILS

HELOC 10 yr Draw ☐

Loan/Line Amount	\$50,000
Draw Amount	\$50,000
Term	30 yr
Rate	12.375%
Points	\$0.00
Payment	\$516.00
Fees	\$2,312.70
APR	12.948%

SHOW ALL OPTIONS

DETAILS

The annual percentage rate (APR) displayed is based on the loan parameters entered into the Quick Pricing Tool, and it may change based upon loan features, geography, and/or other factors. The APR shown for HELOC products includes anticipated finance charges in addition to interest, and differs from the APR disclosed to consumers under regulations governing HELOCs. Any APR and interest rate

## Step #2 – Display Options (continued...)

**Display Option #2:** This will display all available options based on the information inputted in a table format.

Quick Pricing

Switch to Right ☒

Loan/Line Amount \*  
\$50,000

Property Value \*  
\$500,000

First Mortgage Balance \*  
\$250,000

HCLTV ⓘ  
60.000 %

Property State \*  
California

Draw Amount \*  
\$50,000

Credit Score \*  
720 - 739

DTI \*  
<= 43

Comp. Paid By  
Borrower

% \$

Value 0 %

↺

SUBMIT

Advanced Options

\$

Pricing Results

See Disclosure

Minimum

\$25,000

Maximum

\$225,000

Loan/Line Amount

\$50,000

☒ Table View

☐ Show Details

SHOW ALL PRICES

Compare

Amortization

☐☐☐

☐☐☐

COLUMNS

FILTERS

DENSITY

EXPORT

	Product	Loan Amt.	Draw Amt.	Term	Rate <sup>2</sup>	Points <sup>1</sup>	Payment	Fees	APR
1	HELOAN	\$50,000		30 yr.	10.57...	\$0.00	\$460.00	\$1,803.40	10.85...
2	HELOC 3 yr Draw	\$50,000	\$50,000	30 yr.	11.00...	\$0.00	\$458.00	\$1,062.70	11.20...
3	HELOC 10 yr Draw	\$50,000	\$50,000	30 yr.	11.50...	\$0.00	\$479.00	\$1,062.70	11.71...

Spring EQ (QPT) - 10/16/23, 4:17:10 PM (EDT)

Total Rows: 3



## Step #2 – Display Options (continued...)

☐ Table View

[SHOW ALL PRICES](#) [\\*See Disclosure](#) ⓘ

### HELOAN

Draw Amount	N/A
Term	30 yr.
Interest Rate	8.825%
Points	0.000%
Monthly Payment	\$396.00

[SHOW ALL OPTIONS](#)

### HELOAN PLUS

Draw Amount	N/A
Term	30 yr.
Interest Rate	8.375%
Points	0.000%
Monthly Payment	\$380.00

[SHOW ALL OPTIONS](#)

Clicking the “See Disclosures” box will show a pop-up box with a required to read disclosure

The annual percentage rate (APR) displayed is based on the loan parameters entered into the Quick Pricing Tool, and it may change based upon loan features, geography, and/or other factors. The APR shown for HELOC products includes anticipated finance charges in addition to interest, and differs from the APR disclosed to consumers under regulations governing HELOCs. Any APR and interest rate displayed may change without notice. This does not constitute as an advertisement and cannot be considered an offer or commitment to lend. The information shown is intended for use by mortgage professionals only and is not intended for distribution.

OK

## Step #3– Display Options – Deeper Details

1

Table View

Show Details

SHOW ALL PRICES

Compare

Amortization

COLUMNS FILTERS DENSITY EXPORT

<input type="checkbox"/>	Product	Loan Amt.	Draw Amt.	Term	Rate	Points	Payment	Fees	APR
<input type="checkbox"/>	HELOAN	\$50,000		10 yr.	9.825%	\$0.00	\$656.00	\$1,772.20	10.36...
<input type="checkbox"/>	HELOAN	\$50,000		15 yr.	9.825%	\$0.00	\$532.00	\$1,772.20	10.22...
<input type="checkbox"/>	HELOAN	\$50,000		20 yr.	9.825%	\$0.00	\$477.00	\$1,772.20	10.15...
<input type="checkbox"/>	HELOAN	\$50,000		5 yr.	9.825%	\$0.00	\$1,058.00	\$1,772.20	10.79...
<input type="checkbox"/>	HELOAN	\$50,000		25 yr.	10.57...	\$0.00	\$475.00	\$1,803.40	10.88...
<input type="checkbox"/>	HELOAN	\$50,000		30 yr.	10.57...	\$0.00	\$460.00	\$1,803.40	10.85...
<input type="checkbox"/>	HELOC 3 yr Draw	\$50,000	\$50,000	30 yr.	11.00...	\$0.00	\$458.00	\$1,062.70	11.20...
<input type="checkbox"/>	HELOC 10 yr Draw	\$50,000	\$50,000	30 yr.	11.50...	\$0.00	\$479.00	\$1,062.70	11.71...

Spring EQ (QPT) - 10/16/23, 4:17:10 PM (EDT) Total Rows: 8

1. Click “Show Details” to expand the results and see all the different terms & point options available.

2

Table View

Show Details

SHOW ALL PRICES

Compare

COLUMNS FILTERS DENSITY EXPORT

<input type="checkbox"/>	Product	Loan Amt.	Draw Amt.	Term	Rate	Points	Payment	Fees	APR
<input type="checkbox"/>	HELOAN	\$50,000		10 yr.	9.825%	\$0.00	\$656.00	\$1,772.20	10.36...
<input type="checkbox"/>	HELOAN	\$50,000		15 yr.	9.825%	\$0.00	\$532.00	\$1,772.20	10.22...
<input type="checkbox"/>	HELOAN	\$50,000		20 yr.	9.825%	\$0.00	\$477.00	\$1,772.20	10.15...
<input type="checkbox"/>	HELOAN	\$50,000		5 yr.	9.825%	\$0.00	\$1,058.00	\$1,772.20	10.79...
<input type="checkbox"/>	HELOAN	\$50,000		25 yr.	10.57...	\$0.00	\$475.00	\$1,803.40	10.88...
<input type="checkbox"/>	HELOAN	\$50,000		30 yr.	10.57...	\$0.00	\$460.00	\$1,803.40	10.85...
<input type="checkbox"/>	HELOC 3 yr Draw	\$50,000	\$50,000	30 yr.	11.00...	\$0.00	\$458.00	\$1,062.70	11.20...
<input type="checkbox"/>	HELOC 10 yr Draw	\$50,000	\$50,000	30 yr.	11.50...	\$0.00	\$479.00	\$1,062.70	11.71...

3. A pop-up window will appear, after clicking “Show All Prices”.

Scroll to see all options of terms, products, & points available on each

2. Click “Show All Prices” for an additional expanded view of each term with discount point options available.

Spring EQ

## Step #4 – Compare

1. Select loans you would like to compare by clicking on the box to the left. You can select up to 5 at a time.
2. Once you select the ones to compare, click on “Compare”.

Table View ☒ Show Details   Amortization ▾

**1** **1** **1**

Product	Loan Amt.	Draw Amt.	Term	Rate	Points	Payment	Fees	APR
<input type="checkbox"/> HELOAN	\$50,000		10 yr.	9.825%	\$0.00	\$656.00	\$1,772.20	10.36...
<input type="checkbox"/> HELOAN	\$50,000		15 yr.	9.825%	\$0.00	\$532.00	\$1,772.20	10.22...
<input checked="" type="checkbox"/> HELOAN	\$50,000		20 yr.	9.825%	\$0.00	\$477.00	\$1,772.20	10.15...
<input type="checkbox"/> HELOAN	\$50,000		5 yr.	9.825%	\$0.00	\$1,058.00	\$1,772.20	10.79...
<input checked="" type="checkbox"/> HELOAN	\$50,000		25 yr.	10.57...	\$0.00	\$475.00	\$1,803.40	10.88...
<input checked="" type="checkbox"/> HELOAN	\$50,000		30 yr.	10.57...	\$0.00	\$460.00	\$1,803.40	10.85...
<input checked="" type="checkbox"/> HELOC 3 yr Draw	\$50,000	\$50,000	30 yr.	11.00...	\$0.00	\$458.00	\$1,062.70	11.20...
<input checked="" type="checkbox"/> HELOC 10 yr Draw	\$50,000	\$50,000	30 yr.	11.50...	\$0.00	\$479.00	\$1,062.70	11.71...

Spring EQ (QPT) - 10/16/23, 4:17:10 PM (EDT) Total Rows: 8

**OR**

**HELOAN** ☒ **1**

Loan/Line Amount \$50,000

Draw Amount N/A

Term 30 yr ▾

Rate 10.575%

Points \$0.00

Payment \$460.00

Fees \$1,803.40

APR 10.859%

**HELOC 3 yr Draw** ☒ **1**

Loan/Line Amount \$50,000

Draw Amount \$50,000

Term 30 yr.

Rate 11.000%

Points \$0.00

Payment \$458.00

Fees \$1,062.70

APR 11.204%

**HELOC 10 yr Draw** ☒ **1**

Loan/Line Amount \$50,000

Draw Amount \$50,000

Term 30 yr.

Rate 11.500%

Points \$0.00

Payment \$479.00

Fees \$1,062.70

APR 11.711%

This will pull up all of the loans you selected so they can be viewed side by side.

### Compare Scenarios

	HELOAN	HELOC 3 yr Draw	HELOC 10 yr Draw
Loan/Line Amount	\$50,000	\$50,000	\$50,000
Draw Amount	N/A	\$50,000.00	\$50,000.00
Term	30 yr.	30 yr.	30 yr.
Interest Rate	10.575%	11.000%	11.500%
Monthly Payment	\$460.00	\$458.00	\$479.00
Margin	0.000%	2.500%	3.000%
Base Rate	4.999%	8.500%	8.500%
APR	10.859%	11.204%	11.711%
Points	\$0.00	\$0.00	\$0.00

Total Rows: 9

At this time, you cannot print the pricing to a PDF. You will need to snip it to save it for your records.

## Other Features

By selecting “Amortization, you can view All, only Fixed Rate, or only Adjustable Rate.

By selecting the blue “Reset Form” button, you can wipe all of your entries out with one click, even the advanced options.

The image shows a button labeled 'SHOW ALL PRICES' with a red arrow pointing to a dropdown menu. The dropdown menu is titled 'Amortization' and has three options: 'All', 'Fixed Rate', and 'Adjustable Rate'. The 'All' option is currently selected.

### Original Entries

### All Entries are reset

Click the  
Reset  
Form  
Button

## Other Features

1. By selecting Details, you can see what fees make up the APR rate.

HELOAN ✓

Loan/Line Amount \$50,000

Draw Amount N/A

Term 30 yr

Rate 10.575%

Points \$0.00

Payment \$460.00

Fees \$1,803.40

APR 10.859%

SHOW ALL OPTIONS

DETAILS

1

30 Year Standalone Fixed 2nd

COLUMNS FILTERS DENSITY EXPORT

Product	Loan Amt.	Draw Amt.	Term	Points	Payment	APR
HELOAN	\$50,000		30 yr.	\$0.00	\$460.00	10.85...

Rate 10.575%

Category	Rate
Base Rate	10.250%
Total LLPAs	0.325%

Total Rows: 2

Fees \$1,803.40

Type	Description	Amount
Borrower	Origination Charges	\$799.00
Borrower	Services You Cannot Shop For	\$214.70
Borrower	Prepays	\$440.70
Borrower	Services You Can Shop For	\$349.00

Total Rows: 4

2

3

Rate 10.575%

Category	Rate
Base Rate	10.250%
Total LLPAs	0.325%

Total Rows: 2

Fees \$1,803.40

Type	Description	Amount
Borrower	Origination Charges	\$799.00
Borrower	Services You Cannot Shop For	\$214.70
Borrower	Prepays	\$440.70
Borrower	Services You Can Shop For	\$349.00

Total Rows: 4

Services You Cannot Shop For \$214.70

Description	Amount
Appraisal Fee	\$149.00
Credit Report	\$5.75
Flood Certification Fee	\$6.00
Document Prep Fee	\$26.50
MERS Registration Fee	\$24.95
Electronic Document Delivery Fee	\$2.50

Total Rows: 6

4

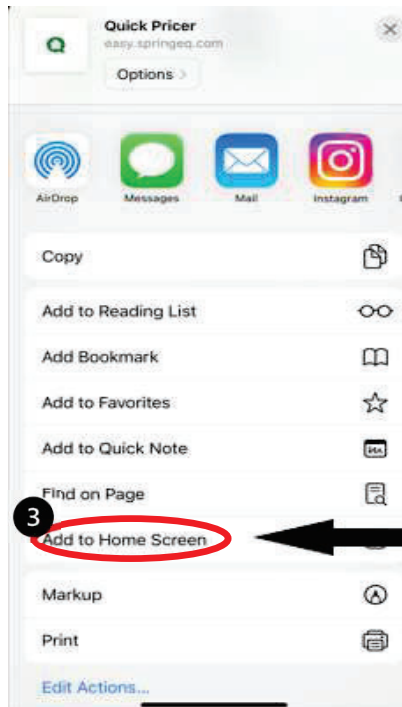
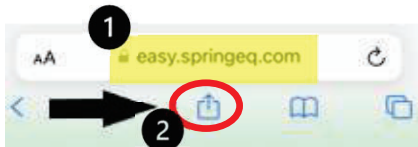
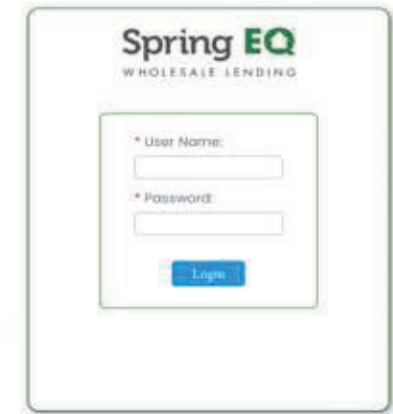
- The first screen shows you an overview of all of the loan level pricing adjustments (if applicable).
- This screen also shows you all of the fees broken down.

4. To go even further into details, you can select the caret next to the type of fee and see the breakdown of that fee as well.

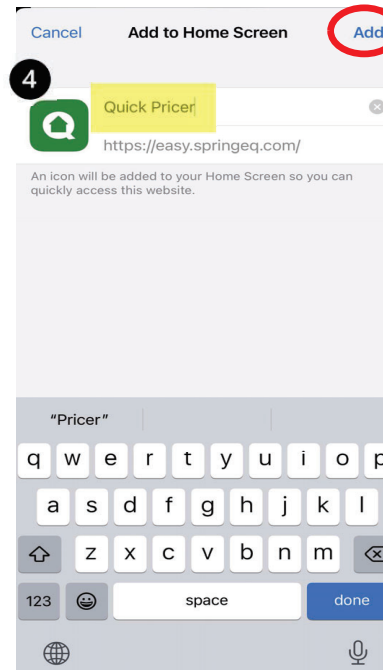
Mobile Home Screen Link   **Spring EQ**

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## Steps to adding Mobile Home Screen Link to APPLE Products



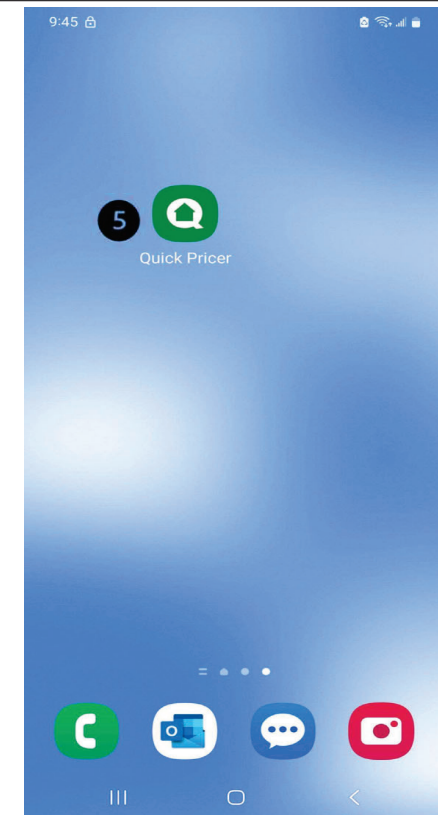
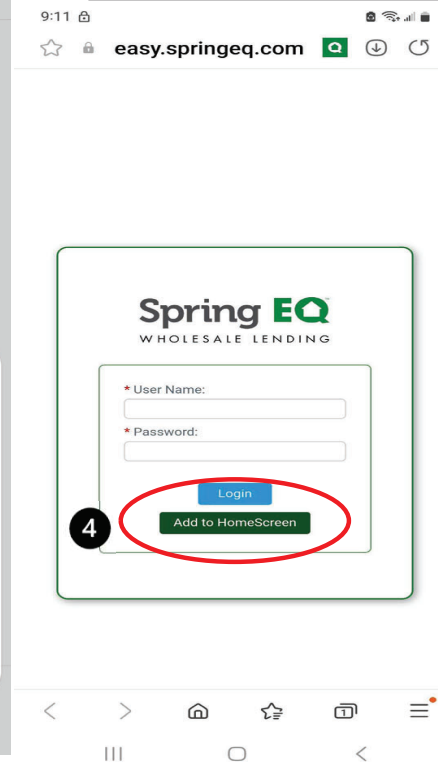
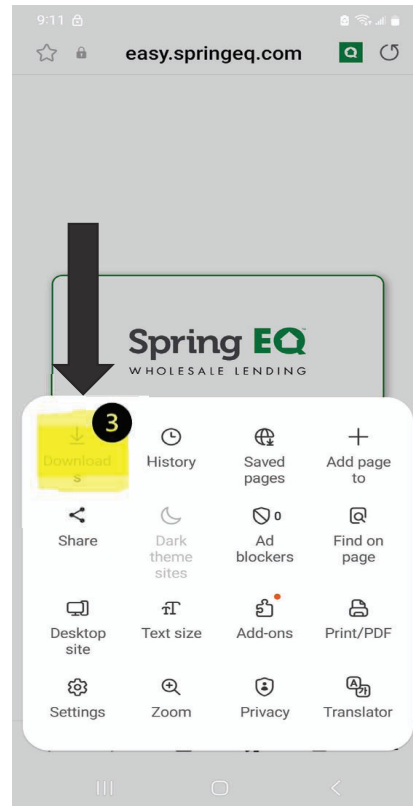
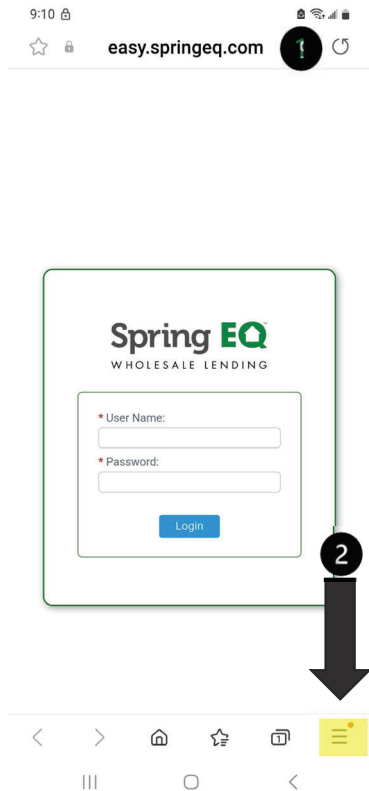
1. Search easy.springeq.com
2. Click the download icon (blue box with the arrow pointing up)
3. Select "Add to Home Screen" option
4. Name quick link (example: Quick Pricer), then click "Add"
  - Green App icon that appears, is not a true app, just quick link
5. Green Icon will appear on your phone home screen to use for quick access for website link





## Steps to adding Mobile Home Screen Link to ANDROID Products

1. Search easy.springeq.com
2. Click the three lines in the bottom right corner
3. Select "Downloads" option\
4. Select "Add to HomeScreen" below the login button
5. Green Icon will appear on your phone home screen to use for quick access for website link



Spring EQ

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# Thank You

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