B.O.L.T. TRAINING

Lesson 07 - QuickPricer

01-JAN-19



- Running A Scenario Before The Loan Is Created in B.O.L.T.
- Generating A Loan Comparison

Running A Scenario Before The Loan Is Created in B.O.L.T.

Portal: Broker	•	ß	
Dashboard Broker Pipelines	>	Guidelines	Turn Times
uickPricer reate New Loan	>	 Affordable Housing Combo Conventional 	Southwest Regional Operation CenterNorCal Regional Operation Center
Profile		Non-QM View More »	
sources	>		
	<	Reference	How Tos
		 Lock Policies and Procedures Fees General Forms 	Importing a LoanRegister a LoanOrdering DU
		View More »	View More »

1. Click "QuickPricer".

Portal: Broker	-	ß	Y Morati West Florida, No.
Dashboard Broker Pipelines	>	Guidelines	Turn Times
QuickPricer Launch Quick Pricer Create New Loan My Profile	~ ~	 Affordable Housing Combo Conventional Non-QM View More » 	 Southwest Regional Operation Center NorCal Regional Operation Center
sources	<u> </u>	Reference	How Tos
		Lock Policies and Procedures Fees General Forms View More »	 Importing a Loan Register a Loan Ordering DU View More »

2. Click "Launch Quick Pricer".

Portal: Broker Dashboard	•	Quick Pricer					
Broker Pipelines	>	No Pinned Results to Compare	Results Filter				
QuickPricer Launch Quick Pricer	~		Term 10 Year 15 Year	☐ 25 Year ✓ 30 Year	Amortization Type ✓ Fixed 3 Year ARM	☐ 7 Year ARM ☐ 10 Year ARM	Product Type Conventional HomeReady
Create New Loan My Profile	>	Horizon of borrower interest: 60 months (<u>explain</u>) Property & Loan Info 🔇	☐ 20 Year Payment Type ✔ P&I Advanced Filter Op	Other I/O tions	5 Year ARM	Other	✓ Home Possible
Resources	>	Property Information Zip Code State State State County State State State City State State City State State State City Structure Type SFR New Construction? Yes	Alert Messages • Pricing subject to chan • Missing required data of • Total income for this fi • Estimated credit score	on "Property & Loa le is currently \$0.0	n Info" tab. Please com 00.	plete in order to pr	

3. In the Property & Loan Info section, complete all required fields (indicated by a red "x").

Portal: Broker Dashboard	Ţ	Quick Pricer					
Broker Pipelines	>	No Pinned Results to Compare	Results Filter				
QuickPricer Launch Quick Pricer	~		Term 10 Year 15 Year	☐ 25 Year ✓ 30 Year	Amortization Type ✓ Fixed 3 Year ARM	7 Year ARM	Product Type Conventional HomeReady
Create New Loan My Profile	>	Horizon of borrower interest: 60 months (explain) Property & Loan Info 📀	20 Year Payment Type ☑ P&I Advanced Filter Op	Other I/O	🗌 5 Year ARM	Other	✓ Home Possible
Resources	>	Property Information Zip Code State State S County S City S In Rural Area? Yes <u>explain</u> Property Use Primary Residence S Has Non-Occupant Co-Borrower? Yes Property Type SFR S Structure Type Detached S New Construction? Yes	Alert Messages • Pricing subject to chan • Missing required data • Total income for this fi • Estimated credit score	on "Property & Loa le is currently \$0.0	n Info" tab. Please con 00.	nplete in order to pr	

4. In the Property & Loan Info section, complete any additional fields that pertain to the scenario.

Portal: Broker	•								IVE CHAT
Dashboard									5
Broker Pipelines	>	are	Results Filter						
QuickPricer Launch Quick Pricer	~		<u>Term</u> ☐ 10 Year ☐ 15 Year	 25 Year ✓ 30 Year 	Amortization Type ✓ Fixed 3 Year ARM	 7 Year ARM 10 Year ARM 	Product Type Conventional HomeReady	FHA	Price
Create New Loan	>	hs (<u>explain</u>)	20 Year Payment Type P&I	Other	5 Year ARM	Other	Home Possible		Number of Programs: 80
My Profile			Advanced Filter Opti						
Resources	<u>`</u> <		Alert Messages • Pricing subject to change		n of applicant/credit dat	a.			

5. In the Results Filter section, select the filters that will be applied to the scenario.

Portal: Broker	Ţ								
Dashboard									E
Broker Pipelines	>	are	Results Filter						
QuickPricer	~		Term 10 Year	25 Year	Amortization Type	7 Year ARM	Product Type Conventional	FHA	Price
Launch Quick Pricer Create New Loan	>	hs (<u>explain</u>)	15 Year 20 Year Payment Type	✓ 30 Year Other	 3 Year ARM 5 Year ARM 	10 Year ARM Other	 ✔ HomeReady ✔ Home Possible 	USDA	Number of Programs: 80
My Profile			P&I <u>Advanced Filter Opt</u>	I/O					
Resources	> (Alert Messages • Pricing subject to change	ge with the addition	n of applicant/credit dat	a.			

6. Click "Price".

Datak Dreker				sible Lean Dre										
Portal: Broker	•		Eliĝ	gible Loan Progran	ns									
Dashboard									* _ `	The c	osts displayed a		er's non-fin	s shown in red are expir nanced settlement charge the MAX DTI / No Incor
Broker Pipelines	>				RATE	POINTS	PAYMENT	DTI	APR	QМ	CLOSING COSTS	CASH TO CLOSE	RESERVE MONTHS	
QuickPricer	~		- 3	0 YR FIXED NON	CONF	ORMIN	G							
Launch Quick Pricer		late		pin register request lock	5.750	1.000	1,150.00	<u>41.350</u>	5.897	0	<u>\$7,401.50</u>	<u>\$66,876.50</u>	<u>-8.2</u>	NF30GIO - NON-QM FIXE.
			+	pin register request lock	5.625	1.000	1,381.58	35.282	5.789	0	<u>\$7,389.00</u>	<u>\$66,864.00</u>	<u>-9.6</u>	NF30G - NON-QM FIXED
Create New Loan	>	cost.	+	pin register request lock	5.500	1.105	1,362.69	<u>34.904</u>	5.672	0	<u>\$7,628.50</u>	<u>\$67,103.50</u>	<u>-9.9</u>	NF30G - NON-QM FIXED
My Profile			+	pin register request lock	5.375	1.497	1,343.93	<u>34.529</u>	5.582	0	<u>\$8,556.80</u>	<u>\$68,031.80</u>	<u>-10.5</u>	NF30G - NON-QM FIXED
my r rome			+	pin register request lock	5.250	1.935	1,325.29	<u>34.156</u>	5.496	0	<u>\$9,595.50</u>	<u>\$69,070.50</u>	<u>-11.2</u>	NF30G - NON-QM FIXED
Resources	>		+	pin register request lock	5.125	2.372	1,306.77	<u>33.785</u>	5.410	0	<u>\$10,631.80</u>	<u>\$70,106.80</u>	<u>-12.0</u>	NF30G - NON-QM FIXED
		< lance		pin register request lock	5.000	2.819	1,288.37	<u>33.417</u>	5.324	0	<u>\$11,692.10</u>	<u>\$71,167.10</u>	<u>-12.7</u>	NF30G - NON-QM FIXED
			- 3	BO YR FIXED FHA										
			+	pin register request lock	6.375	-4.144	1,523.49	<u>41.303</u>	7.235	0	<u>(\$3,988.38)</u>	<u>\$55,436.62</u>	<u>-2.7</u>	FF30 - FHA FIXED 30YR
		~	+	pin register request lock	6.250	-3.899	1,503.58	<u>40.905</u>	7.107	0	<u>(\$3,402.63)</u>	<u>\$56,022.37</u>	<u>-3.0</u>	FF30 - FHA FIXED 30YR
			+	pin register request lock	6.125	-3.660	1,483.78	<u>40.508</u>	6.978	•	<u>(\$2,831.54)</u>	<u>\$56,593.46</u>	<u>-3.3</u>	FF30 - FHA FIXED 30YR
		60.000.00	+	pin register request lock	6.000	-3.362	1,464.10	<u>40.114</u>	6.849	0	<u>(\$2,116.36)</u>	<u>\$57,308.64</u>	<u>-3.7</u>	FF30 - FHA FIXED 30YR
		40.000.00	+	pin register request lock	5.875	-3.031	1,444.54	<u>39.723</u>	6.720	0	(\$1,320.61)	\$58,104.39	-4.1	FF30 - FHA FIXED 30YR

If Desired Results Are Displayed

7-A. Look under "Eligible Loan Programs" for available Programs and Rates.

· · · · · · · · · · · · · · · · · · ·		
Portal: Broker	¥	pin register request lock 4.625 2.549 1,233.93 32.329 4.964 S \$12,776.60 \$72,151.60 -13.8 CF30DHSEI - CONF FIXE pin register request lock 4.500 2.858 1,216.04 31.971 4.865 S \$13,505.70 \$72,880.70 -14.4 CF30DHSEI - CONF FIXE
ashboard		Ineligible Loan Programs
Broker Pipelines	>	RATE POINTS PAYMENT DTI APR QM CLOSING CASH TO CLOSE MONTHS
QuickPricer	~	+ 3) YR FIXED FHA BOND
Launch Quick Pricer		+ 30 YR FIXED NONCONFORMING
Create New Loan	>	+ 30 YR FIXED FHA
My Profile		+ 30 YR FIXED CONFORMING
Resources		+ 30 YR FIXED HOMEREADY
		+ 30 YR FIXED FHA 2-1 BUYDOWN
	Solution 1 (1)	+ 30 YR FIXED FHA EEM
		+ 30 YR FIXED CONVENTIONAL BOND
		+ 30 YR FIXED CONFORMING 2-1 BUYDOWN
		+ 30 YR FIXED HOME POSSIBLE
		+ 30 YR FIXED FHA203H

If Desired Results Are Not Displayed

7-B. Look under "Ineligible Loan Programs" to display reasons why Programs are Ineligible. Expand each section by clicking the "+" sign.

Generating A Loan Comparison

Portal: Broker No Pinned	d Results to Compare	Results Filter							CHA.
Dashboard		Term 10 Year	25 Year	Amortizatio		7 Year	r ARM	Product Typ	
Broker Pipelines >		 15 Year 20 Year Payment Type 	✓ 30 Year Other	🗌 3 Year A 🗌 5 Year A	-	10 Yes		HomeRe	
Property & Loan Info	erest: 60 months (<u>explain</u>)	▼ P&I	✓ I/O						
Launch Quick Pricer Property Informatio Create New Loan Zip Code 9237		Advanced Filter Option	<u>s</u>						
County San	n Bernardino	Pricing subject to change		tion of applicant/	credit data.				
In Rural Area?	Yes <u>explain</u> mary Residence	Eligible Loan Progra	ns			* _ `	The co	sts displayed a	re the
	Yes								CAS
	R V tached V	- 30 YR FIXED NON			DTI	APR	QM	COSTS	CL
New Construction?	\$382.50 calculate	 pin eqister request lock pin eqister request lock 	5.750 1	1.000 1,150.00 1.000 1,381.58	<u>41.350</u> 35.282		-	<u>\$7,401.50</u> \$7,389.00	<u>\$6(</u> \$6(
	Use estimated title cost. Use cost quoted by borrower/realtor.	+ pin eqister request lock + pin eqister request lock	5.500 1	1.105 1,362.69 1.497 1,343.93	<u>34.904</u> 34.529	5.672	0	\$7,628.50 \$8,556.80	<u>\$6:</u> \$6!

1. Click "Pin" for each Program/Rate wanting to be compared.

												I	Log La
Portal: Broker	•		Cor	npare (2) Pinned Results	Results Filter								- -
					Term			Amortizati	on Type			Product Ty	pe 💾
Dashboard					10 Year	25 Y		Fixed		🗌 7 Yea	ar ARM		
Broker Pipelines					15 Year	✓ 30 Y		3 Year /		10 Ye			
Broker Pipelines	>				20 Year	Othe	er	5 Year /	ARM	Othe	r	Home Performence	ossible
QuickPricer	~		Horizon of borrowe	interest: 60 months (<u>explain</u>)	Payment Type P&I	✓ I/O							
Launch Quick Pricer			Property & Loan Info		Advanced Filter Option								
Create New Loan					Alert Messages								
Greate New Loan	>		Zip Code	92374 State CA 🗸	Pricing subject to change	with the	addition o	of applicant/	credit data				
My Profile			County	San Bernardino									
			In Rural Area?	Yes explain	Eligible Loan Progra	ms							
Resources	>		Property Use	Primary Residence									
			Has Non-Occupant							* _	The co	osts displayed a	are the
		^	Co-Borrower?	Yes									
			Property Type	SFR		RATE	POINTS	PAYMENT	DTI	APR	QМ	CLOSING COSTS	CAS
			Structure Type	Detached									
			New Construction?	Yes	- 30 YR FIXED NOM	1	I	Ē 1				17 101 50	
			Additional Monthly Housing Expenses	\$382.50 calculate	pin register request loo	-				-	-	<u>\$7,401.50</u>	<u>\$6(</u>
			Owner's Title		+ pin register request loc	5.625	1.000	1,381.58	35.28	2 5.789	0	<u>\$7,389.00</u>	<u>\$6</u> (
			Insurance	 Use estimated title cost. Use cost quoted by 	+ unpin register request loc	5.500	1.105	1,362.69	<u>34.90</u>	<u>4</u> 5.672	0	<u>\$7,628.50</u>	<u>\$61</u>
				ose cost quoted by borrower/realtor.	+ unpin register request loc	5.375	1.497	1,343.93	34.52	9 5.582	0	\$8,556.80	\$68

2. Click "Compare (X) Pinned Results".

Disclaimer: Your actual rate, payn choosing a loan.	nent, and costs could be higher. Get an	official Loan Estimate before
Originated By: Matthew Baker, NMLS# 00000 1209 Nevada Street, Redlands, CA 923 Tel: (909) 793-1500, Email: matthew.		Mountain West Financial Inc
Purchase Loan Comparison	Report - Page 1 of 2	Next Page
Report Generated: 12/17/2018 4:37:4	0 PM PST	Send Report To Borrowers
Loan Program PIN#	<u>NF30G - NON-QM FIXED 30YR</u> <u>GALTON</u> 003 <u>Discard Pin</u>	<u>NF30G - NON-QM FIXED 30YR</u> <u>GALTON</u> 004 <u>Discard Pin</u>
Property Description	SFR, Detached TBD Redlands, 92374	SFR, Detached TBD Redlands, 92374
Purchase Price	\$300,000.00	\$300,000.00
Down Payment Percent Dollars	20.000% \$60,000.00	20.000% \$60,000.00
1st Lien Percent Dollars	80.000% \$240,000.00	80.000% \$240,000.00
Rate	5.500% <u>register?</u>	5.375% <u>register?</u>
Impound Taxes & Insurance?	Yes	Yes
Monthly Payment Principal & Interest Property Taxes Hazard Insurance Mortgage Insurance HOA Fee	\$1,362.69 \$312.50 \$70.00 \$0.00 \$0.00	\$1,343.93 \$312.50 \$70.00 \$0.00 \$0.00

3. Click "Send Report to Borrowers" to send the report to the Borrower(s) and/or yourself.

THANK YOU FOR VIEWING

For further B.O.L.T. Training, please visit https://www.mwfwholesale.com