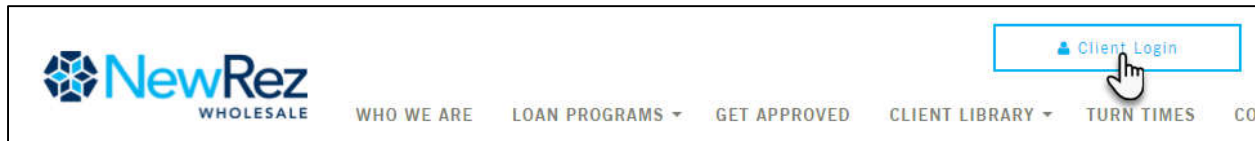


Pre-Locking a Loan in LION

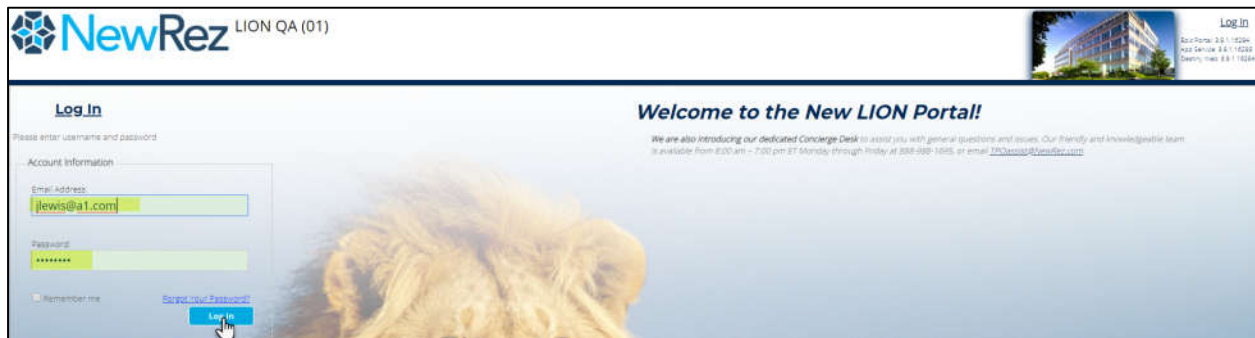
Job Aid

Purpose of this Reference Material: To walk users through the steps of Pre-Locking a loan through LION (Loan Input Origination Network) using Google Chrome.

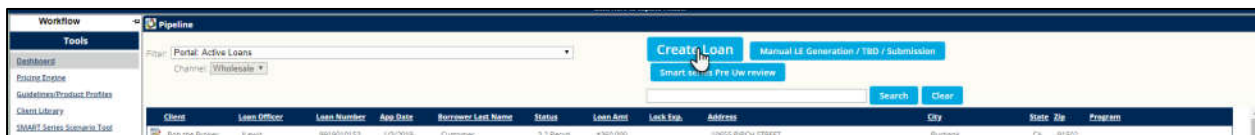
1. To access the Login screen of LION, first click on the blue “Client Login” button, located at the top right-hand side of www.newrezwholesale.com.



2. Log in by entering your email address and password, then click “Log In”



3. To pre-lock the loan, follow the path of Create Loan. (Click the BIG BLUE Create Loan BUTTON)



Pre-Locking a Loan in LION

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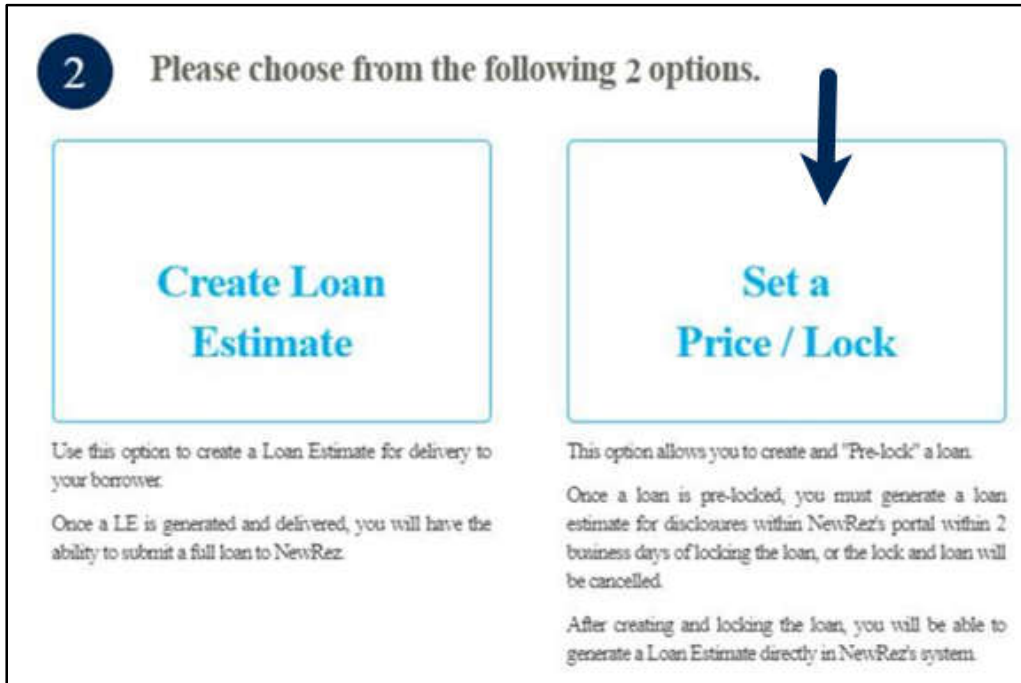
4. Choose the appropriate business channel, then CLICK big blue Set a Price / Lock.

The screenshot displays the 'CREATE LOAN' interface. At the top, there is a dark blue header with the title 'CREATE LOAN' on the left, a 'Help Center' button, and navigation links for 'Wholesale Channel' and 'Price Lock'. On the far right of the header is an 'EXIT' button. Below the header is a breadcrumb trail: 'DU File Upload' > 'Update Contacts' > 'Compensation Method' > 'Marksman' > 'Rate Lock' > 'Guide Me'. The main content area features a step indicator '1' followed by the instruction 'Select an FNMA DU 3.2 export file to import.' Below this instruction is a blue 'Select File' button with a mouse cursor hovering over it, and the text 'Please select file(s) to upload.' To the right of the button is a yellow dashed-bordered box containing a hand icon and the text 'Alternatively drag and drop files here within this dotted border'. At the bottom left of the interface, there are several horizontal bars in blue and green.

Pre-Locking a Loan in LION

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5. Import FNMA DU 3.2 file either by clicking "Select File" and searching for your file, or by using the drag and drop method. ****NOTE:** Drag & Drop feature only available in Google Chrome browser. When dragging and dropping, make sure the file is completely inside the box. ******



2 Please choose from the following 2 options.

Create Loan Estimate

Use this option to create a Loan Estimate for delivery to your borrower.

Once a LE is generated and delivered, you will have the ability to submit a full loan to NewRez.

Set a Price / Lock

This option allows you to create and "Pre-lock" a loan.

Once a loan is pre-locked, you must generate a loan estimate for disclosures within NewRez's portal within 2 business days of locking the loan, or the lock and loan will be cancelled.

After creating and locking the loan, you will be able to generate a Loan Estimate directly in NewRez's system.

6. Once the file is selected, click the Import File button.

Pre-Locking a Loan in LION

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The screenshot shows the 'CREATE LOAN' interface with a breadcrumb trail: DU File Upload > Update Contacts > Compensation Method > Marksmen > Rate Lock > Guide Me. The 'Update Contacts' step is active. Step 1: 'Select an FNMA DU 3.2 export file to import.' A 'Select File' button is present. A file 'Ken_Customer_NO_HMDA_info.fnm - 4.41 kb (pending)' is listed. A dotted border contains the text: 'Alternatively drag and drop files here within this dotted border'. Step 2: 'Begin the import process.' An 'Import File' button is highlighted with a mouse cursor. A 'Continue' button is visible at the bottom right.

7. Confirm/update loan contacts, then click Continue.

The screenshot shows the 'CREATE LOAN' interface with the breadcrumb trail: DU File Upload > Update Contacts > Compensation Method > Marksmen > Rate Lock > Guide Me. The 'Compensation Method' step is active. The heading is 'Select the loan contacts:'. There are two dropdown menus: 'Loan Originator' with 'Rich Flounders' selected, and 'Processor' with 'Kaleen Broker' selected. A 'Continue' button is highlighted with a mouse cursor at the bottom right.

8. Select Compensation Method (Lender Paid or Borrower Paid). Broker Compensation Details are reflected in the sidebar. For No Fee Pricing, select the checkbox. (Once selected and disclosed, this choice cannot be reversed).

Pre-Locking a Loan in LION

CREATE LOAN [Help Center](#) Wholesale Channel ▶ Price Lock [EXIT](#)

[DU File Upload](#) [Update Contacts](#) [Compensation Method](#) [Marksmen](#) [Rate Lock](#) [Go to Me](#)

Select the originator compensation method: ⓘ

Lender paid

Borrower paid

Check the following box to add a Third Party Processing Fee. Third party processing companies must be NMLS approved and fees are subjected to QM testing. The max fee allowed by NextRez is \$800. For Va BPC loans this fee is considered part of the 1% allowable charges.

Broker Compensation Detail

Entry Date	08/14/2016
Effective Date	08/14/2016
% of Loan Amount	1.500%
Flat Amount	\$0.00
Maximum Amount	\$0.00
Minimum Amount	\$0.00

Check this box to disclose as "No Fee Pricing". Once disclosed, you will not be able to lock the loan as "Full Fee Pricing".

[Continue](#)

9. When filling out the Loan Criteria, the majority of the fields will be pulled in from your 3.2 FNMA file. You will need to choose the product, FICO, and lock term. Once that information is in there, you can click Get Rates. *****The shortest term you can lock for is 30 days on a Pre-Lock*****

Pre-Locking a Loan in LION

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Bob the Broker
Check Investor Status
Import Zillow Info

Rate Results

Rate	Price	Fees	APR	Investor	Updated (CST)
------	-------	------	-----	----------	---------------

Loan Criteria

Product Category Fannie Fixed 30 Yr

Purchase Price/Value (\$) 450000

Loan Purpose Purchase

Property Type 1 Unit

State, ZIP California,

County Los Angeles

Max Base Loan Amount (\$) 726525 >= 01/01/2019

Loan Amount (\$) 360000

Down Payment (\$) 90000

LTV (%) 80

CLTV (%) 80

Secondary Financing None

MI Coverage / Company N/A / Best Ex.

Coverage Type Monthly Premium

Number of Borrowers One Two or More

Finance PMI

First Time Home Buyer

No Closing Cost

Investor All

Original Investor Other

FICO Score 700 NTC

Occupancy Owner Occupied

Target Price 101.500%

Min/Max Rate 2.000% to 12.000%

View Single Best Investor

DTI *Required 30

Area Median Income N/A

Lock-In Days 30 days

Delivery Type Best Effort

Declining Market ?

Waive Escrow

Get Rates

10. Once you select the rate and price you want to lock your loan with, click export.

Pre-Locking a Loan in LION

Job Aid

Bob the Broker

[Export](#)

[Check Investor Status](#)

[Import Zillow Info](#)

Rate Results		Restricted Pricing				
Rate	Price	Fees	APR	Investor	Updated (CST)	
4.330%	100.993	\$995.00	4.353%	New Penn Financial	09:08:53 AM	
4.375%	101.133	\$995.00	4.399%	New Penn Financial	09:08:53 AM	
4.450%	101.441	\$995.00	4.474%	New Penn Financial	09:08:53 AM	
4.500%	101.532	\$995.00	4.524%	New Penn Financial	09:08:53 AM	
4.580%	101.737	\$995.00	4.604%	New Penn Financial	09:08:53 AM	
4.625%	101.875	\$995.00	4.649%	New Penn Financial	09:08:53 AM	
4.700%	102.249	\$995.00	4.724%	New Penn Financial	09:08:53 AM	
4.750%	102.441	\$995.00	4.774%	New Penn Financial	09:08:53 AM	

Only Eligible Results Shown

Loan Criteria	Base Info	Closing Fee Detail	Profit Detail	Product & Investor	Adjustments	Compliance ✔
Product Category	Fannie Fixed 30 Yr					
Purchase Price/Value (\$)	450000					
Loan Purpose	Purchase					
Property Type	1 Unit					
State, ZIP	California, <input type="text"/>					
County	Los Angeles					
Max Base Loan Amount (\$)	726525 <input type="text"/> >= 01/01/2019					
Loan Amount (\$)	360000					
Down Payment (\$)	90000					
LTV (%)	80					
CLTV (%)	80					
Secondary Financing	None <input type="checkbox"/> %					
MI Coverage / Company	N/A / Best Ex.					
Coverage Type	Monthly Premium					
Number of Borrowers	<input checked="" type="radio"/> One <input type="radio"/> Two or More					
Finance PMI	<input type="checkbox"/>					
First Time Home Buyer	<input type="checkbox"/>					
No Closing Cost	<input type="checkbox"/>					

Investor	All
Original Investor	Other
FICO Score	700 <input type="checkbox"/> NTC
Occupancy	Owner Occupied
Target Price	101.500%
Min/Max Rate	2.000% to 12.000%
View	Single Best Investor
DTI ^{*Required}	30
Area Median Income	N/A
Lock-In Days	30 days
Delivery Type	Best Effort
Declining Market ?	<input type="checkbox"/>
Waive Escrow	<input type="checkbox"/>

[Get Rates](#)

11. You will be able to review your lock information before selecting Request Lock.

Pre-Locking a Loan in LION

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CREATE LOAN

DU File Upload Update Contacts Compensation Method Marksmen **Rate Lock**

NewRez Lock Summary Lock Loan

Loan Terms

Loan Amount:	\$360,000.00	Total Loan Amount:	\$360,000.00
Loan Term:	360	Amortization Term:	360
Product Code:	CONF Fixed 30 Yr	Qualifying FICO:	700
Loan Purpose:	Purchase Home	Escrows Waived:	No
Occupancy:	Owner Occupied Property	LTV:	80.000%
Document Type:	Full	CLTV:	80.000%
Property Type:	Single Family Residence	HCLTV:	80.000%

Pricing Terms

Rate:	4.500%	Current Compensation:	\$5,400.00	Discount Points:	0.000%	\$0.00	
Margin:	0.000%	Lender Credit:	0.032%	\$115.20	Lender Paid Compensation (Variable):	1.500%	\$5,400.00
Commitment Type:	BE 30 Days						

Exit

12. Once locked, you can print out your lock confirmation and then click continue to allow you to disclose the

RATE LOCK

NewRez Lock Summary Lock Confirmation

Loan Terms

Loan Amount:	\$360,000.00	Total Loan Amount:	\$360,000.00
Loan Term:	360	Amortization Term:	360
Product Code:	CONF Fixed 30 Yr	Qualifying FICO:	700
Loan Purpose:	Purchase Home	Escrows Waived:	No
Occupancy:	Owner Occupied Property	LTV:	80.000%
Document Type:	Full	CLTV:	80.000%
Property Type:	Single Family Residence		

Pricing Terms

Rate:	4.500%	Current Compensation:	\$5,400.00	Discount Points:	0.000%	\$0.00	
Margin:	0.000%	Lender Credit:	0.032%	\$115.20	Lender Paid Compensation (Variable):	1.500%	\$5,400.00
Commitment Type:	BE 30 Days						

Exit