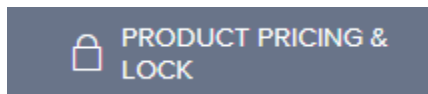


## Selecting a Product in TPO Connect-Conventional Agency Product

The Loan Program field in TPO Connect cannot be manually selected. The following steps must be followed to select a loan product prior to submitting the file through TPO Connect.

**Step 1:** From the TPO Connect menu, click on the Product Pricing and Lock:

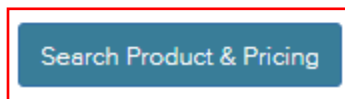


**Step 2:** From the Product Details section click on the *Search Product & Pricing* button:

### Product Details

**This loan does not have a loan program selected.**

Simply select the "Search Product & Pricing" button to continue



**Step 3:** A summary screen will pop up with MOST of the data completed. Any fields that have a red asterisks next to them (\*) are required. The following fields must be input on this screen:

- Representative Credit Score must be entered (middle of the three scores off the credit report)
- Loan Documentation Type=Full Documentation
- Engine= DU
- Recommendation (DU)= Approve Eligible
- Target Rate or Price (the Target Rate will import into this section if it is in the interest rate field on the Loan Information section of the 1003)

**1** \* Borrower First Name  
Ken

\* Borrower Last Name  
Customer

\* Borrower SSN  
\*\*\*--7000

\* Borrower Citizenship Status  
U.S. Citizen

**2** \* Representative Credit Score  
800

\* Loan Type  
Conventional

\* Loan Documentation Type  
(F) Full Documentation

\* Loan Purpose  
Purchase

**3** \* Purchase Price  
\$500,000.00

\* Appraised Value  
\$500,000.00

\* Term Months  
360

\* Due In  
360

\* Amortization Type  
Fixed Rate

\* Lock Period  
30

Subordinate Financing Balance  
\$

**4** \* Base Loan Amount    MI, MIP, FF Financed    \* Total Loan Amount    LTV    CLTV  
\$250,000.00    +    \$0.00    =    \$250,000.00    50.00    /    50.00

\* Address  
1234 Orange Steeet

\* City  
San Ramon

\* Subject Property State    \* County    \* Postal Code    \* Number of Units  
California    Contra Costa    94583    1

\* Property Type    \* Occupancy Type  
Detached    Primary

Front End DTI    Back End DTI    Total Monthly Income  
11.60    14.73    \$15,000.00

AUS Findings

Engine    Recommendation (DU)  
DU    Approve Eligible

FHA Total Scorecard  
Select One

**5** Impound Waiver  
No

Prepayment Penalty  
No

Self-Employed  
No

Interest Only  
No

\* LO Compensation Paid By  
Borrower

\* Target  
Rate    Price    3.500 %

Channel  
Wholesale

Cancel    Search Product & Pricing

**Step 4:** When all required fields have been input, the Search Product & Pricing button will activate for selection:



**Step 5:** When the next set of screens pop up data input is critical to trigger the Conventional Agency product:

- **Income Documentation= Verified**
- **Asset Documentation=Verified**

- Employment Documentation=Verified
- Loan Type= Conforming
- Automated Underwriting System= DU
- Product Type= Standard

### Lien Information

<b>• Base Loan Amount</b> 250000	<b>• Second Lien Amt.</b> 0	<b>• HELOC Line Amt.</b> 0	<b>• HELOC Drawn Amt.</b> 0
<input checked="" type="checkbox"/> Search for First	<input type="checkbox"/> Search for Second	<input type="checkbox"/> Search for HELOC	

### Loan Information

<b>• Price/Estimated Value</b> 500000	<b>• Appraisal Amount</b> 500000	<b>Loan Purpose</b> Purchase	<b>• Cash-Out Amount</b> 0
<b>• LTV</b> 50.00	<b>CLTV</b> 0	<b>HCLTV (Line Amt)</b> 0	<b>HCLTV (Drawn Amt)</b> 0
<b>Waive Escrows</b> No	<b>• Months of Reserves</b> 36	<b>Prepayment Penalty</b> 0	
<b>Community Mortgage</b> No			

### Borrower Information

<b>Borrower First Name</b> Ken	<b>Borrower Last Name</b> Customer	<b>• FICO</b> 800	<b>Self Employed</b> No
<b>Income Documentation</b> Verified	<b>Asset Documentation</b> Verified	<b>Employment Documentation</b> Verified	<b>DTI Ratio</b> 14.73
<b>Citizenship</b> U.S. Citizen	<b>First Time Home Buyer</b> No	<b>Non-Occupant Coborrower</b> No	

### Property Information

<b>Occupancy</b> Primary Residence	<b>Property Type</b> Single Family	<b>Number of Units</b> 1 Unit
<b>State</b> California (CA)	<b>• County</b> Contra Costa	<b>Property Zip</b> 94583

### First Lien Search Criteria

Loan Type:  Conforming  NonConforming  FHA  VA  Alt-A/Exp. Crit.  USDA

Loan Term(s):  30 Yr  25 Yr  20 Yr  15 Yr  10 Yr Max: 3

Amortization Type(s):  Fixed  ARM

ARM Fixed Term(s):  3 Yr  5 Yr  7 Yr  10 Yr Max: 3

Exp. App. Level(s):  N/A  Level 1  Level 2  Level 3  Level 4  Level 5 Max: 3

Product Type(s):  All  Standard  Affordable  Expanded Guidelines

Desired Price:   
Buydown:  None  FHA Case = Assigned  On or after 1/1/2020

Desired Rate:  3.5  
Borrower Pays MI (if required):  Yes  Lender Paid Compensation?:  No (Buyer Paid)

Desired Lock Period:  30  
Automated U/W System:  DU

Interest Only:  No

### Total Loan Amount

VA Veteran Type/History:  Active Duty - 1st use  Exempt from Funding Fee:  No  PMI/MIP/FF/G Fee %:  0.00  PMI/MIP/FF/G Fee Amount:  0.00

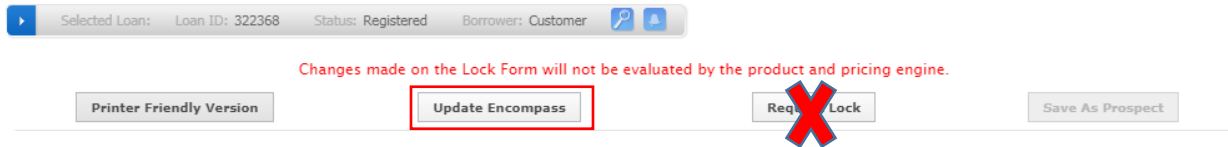
PMI/MIP/FF/G Fee Paid in Cash:  0.00  PMI/MIP/FF/G Fee Financed:  0  Base Loan Amount:  250000  Total Loan Amount:  250000

Finance Entire Amount

**Step 6:** From the Eligible Products options, click on *Select* next to the pricing option you wish to either lock or push into TPO connect.

Links	Eligible Product	Rate	Price	Margin	Lock	APR	P&I	Closing Cost (\$)	Discount/Rebate(\$)	Detail	Compare
	<a href="#">FannieMae 30 Yr Fixed DU Direct (FN30DW)</a>	3.500	102.830	0.000	30	3.500	\$1,123	\$0	-\$7,075	<a href="#">Hide</a>	<input type="checkbox"/>
View Pricing for lock period: 15 30 45 60   Expiration: 04/23/20 <span style="float: right;">Pricing Last Updated: 03/24/20 12:42 PM Search Timestamp: 03/24/20 2:29 PM</span>											
Rate	Price	P&I	LockPeriod	Discount/Rebate(\$)	Select						
2.750	98.804	\$1021	30	\$2,990	<input type="button" value="Select"/>						
2.875	99.515	\$1037	30	\$1,212	<input type="button" value="Select"/>						
3.000	100.725	\$1054	30	-\$1,812	<input type="button" value="Select"/>						
3.125	101.487	\$1071	30	-\$3,718	<input type="button" value="Select"/>						
3.250	102.090	\$1088	30	-\$5,225	<input type="button" value="Select"/>						
3.375	102.506	\$1105	30	-\$6,265	<input type="button" value="Select"/>						
3.500	102.830	\$1123	30	-\$7,075	<input type="button" value="Select"/>						
3.625	103.174	\$1140	30	-\$7,935	<input type="button" value="Select"/>						
3.875	103.603	\$1176	30	-\$9,008	<input type="button" value="Select"/>						

**Step 7:** You will push the program name into TPO Connect, by selecting the *Update Encompass* button. Loans may not be locked at this point in the process so you will not select the *Request Lock* button.



**Step 8:** TPO Connect will display a message showing the product:

