

# LENDINGSPACE PRICING & LOCKING

Correspondent Lending Training Materials  
7/30/2018

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# LendingSpace Pricing & Locking

From the Home screen select Create Loan.

The screenshot displays the SunTrust LendingSpace user interface. At the top left is the SunTrust logo. The top right corner shows a 'Sign Out' button and 'Time Zone : EST'. The main header area contains a welcome message: 'Welcome, KIMBERLY SHIFFLETT (SECONDARY MARKETING) - SUNTRUST Loan - TUESDAY, OCTOBER 13, 2015'. Below this is a navigation menu on the left with the following items: 'Loan Search', 'Commitment Management', 'Registration Links', 'My Profile', 'Change Password', 'Change Roles', 'Reports', 'Seller Guide', 'Rate Sheet', and 'View Reports'. The 'Registration Links' section is expanded, and a red arrow points to the 'Create Loan' link. The main content area is titled 'Loan Pipeline Search Criteria' and includes a 'Correspondent' dropdown menu, a 'Search By Field' dropdown menu (currently set to '-NONE-'), and a 'Search By Date' section with 'From' and 'To' date pickers. There is also an 'Exclude Test Correspondents' checkbox and a 'Value' input field. Search and Clear buttons are located at the bottom right of the search criteria section. Below the search criteria is a section titled 'My Loans in Pipeline' which lists various loan statuses: NOT REGISTERED, FLOATED, ALLOCATED NOT DELIVERED, LOCKED, CLOSED FILE RECEIVED, FINAL DENIAL, UNACCEPTABLE FILE DELIVERY, and UNACCEPTABLE ND FILE DELIVERY. A yellow banner with the text 'UNACCEPTABLE DELIVERY' is visible at the bottom right of the pipeline section.



# LendingSpace Pricing & Locking

Select 1003 Upload to import the 3.2 FNM file

Select Manual Input to manually input the loan

SUNTRUST

Home | Sign Out  
Time Zone : EST

Create Loan

1003 Upload Manual Input

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# LendingSpace Pricing & Locking

Select “Add New” and then select “Continue”

**SUNTRUST** Home | Sign Out  
Time Zone : EST

Loan Input

**Loan Information**

Lender Loan #  Correspondent [Select](#)

**Borrower List**

Borr Type	Borrower Name	Suffix	Borrower Address	SSN	Phone	Email
<a href="#">+ Add New</a>						
<a href="#">Continue</a> <a href="#">Save</a> <a href="#">Back</a>						

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# LendingSpace Pricing & Locking

If the 1003 was uploaded, most of the information will auto populate.  
The borrower's first and last name may need to be input.  
Select Continue.

**Loan Information**

Lender Loan #  Correspondent [Select](#) CVR51 AMERICAN MTG AND EQUITY CONS II

**Borrower List**

Borr Type	Borrower Name	Suffix	Borrower Address	SSN	Phone	Email
<a href="#">Add New</a>						
Borr Type	PRIMARY BORROWER		Home Phone Number	<input type="text"/>		
First Name	HOME		Home Address 1	123 MAIN ST		
Middle Name	<input type="text"/>		Home Address 2	<input type="text"/>		
Last Name	OWNER		Zip	55435 - <input type="text"/>		
Suffix	-NONE-		City & State	MINNEAPOLIS MN		
SSN	<input type="text"/>		Email	<input type="text"/>		

[Save](#) [Back](#)

[Continue](#) [Save](#) [Back](#)

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Note: Selecting Save will not register the loan or lock the loan. The loan will show in the pipeline as “Not Registered”.



# LendingSpace Pricing & Locking

Enter all required information on the lock request screen.

Loan Information	
Mortgage Type	CONVENTIONAL
Purpose	PURCHASE
Loan Category	Select ESCROW REQUIRED
Amort Type	FIXED
Amort Term	180
Lien Position	1
Override Product Setup	<input type="checkbox"/>
Product Name	AGENCY FIXED 15 YEAR
Qualifying FICO	750
Documentation Level	FULL DOCS
Loan Amount	190,000.00
Original Sales Price	240,000.00
Property Appraised Value	235,000.00
Effective Property Value	235,000.00
Subordinate Financing	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Subordinate Financing Amount	
Subordinate Amortization Type	-SELECT ONE-
Subordinate Financing Max Line Amount	0.00
Escrow Waived	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
LTV	80.85
CLTV	80.85
HCLTV	80.85
Debt Ratio	43.0000
Rule Type	-SELECT ONE-
No. of Months' Reserves	
AUS Type	DU
Recommendation	APPROVE - ELIGIBLE
Prepayment Penalty	-NONE-

Tip: If the “Product Name” is left blank, all products the loan qualifies for will populate when pricing the loan.



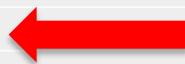


# LendingSpace Pricing & Locking

Continue entering the required information on the lock request screen.

Third Party Origination Loan (TPO Loan)	<input type="checkbox"/> Yes <input type="checkbox"/> No
Was borrower charged discount points?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Auto Payment Withdrawal	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>Lock Details</b>	
Commitment Type	BEST EFFORT <input type="button" value="v"/>
Lock Type	LOCK <input type="button" value="v"/>
Rate	<input type="text"/>
PAR Rate	<input type="text"/>
Lock Days	30 <input type="button" value="v"/> <input type="button" value="Get Price"/>
Lock Extension Days	<input type="text"/>
Price	<input type="text"/> Priced as of
Final Price	<input type="text"/> <a href="#">Add-ons</a>
Rate Sheet ID	
Credit Guidelines	<a href="#">Details</a>
Result after Mandatory Evaluation	-NA-
Customer Lock Date	<input type="text"/> <input type="button" value="Calendar"/>
Application Date	<input type="text"/> <input type="button" value="Calendar"/>
<input type="button" value="Save"/> <input type="button" value="Request Lock"/> <input type="button" value="Back"/>	

Select "Get Price" to price the loan.



Any change to a field will require the selection of "Get Price" to proceed with re-pricing or locking the loan.



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# LendingSpace Pricing & Locking

After selecting “Get Price” the system will populate alerts if any required fields need to be completed prior to pricing the loan.

The screenshot shows the SunTrust LendingSpace interface. At the top, there is a SunTrust logo and a navigation bar with fields for 'SUNTRUST Loan Num', 'Borrower' (HOME OWNER), and 'Property'. Below this is a 'Lock Request' section with a 'Lock Desk' and 'Pricing Desk' both showing 'Open' status. To the right, 'Operational Hours - 09:45AM to 08:00PM EST' is displayed. A red circle with an exclamation mark indicates an error. The error messages are:

- 100 : Entry is required in: Property Type.
- 100 : Entry is required in: Occupancy Type.
- 100 : Entry is required in: Number of Units.
- 100 : Entry is required in: Mortgage Type.
- 100 : Entry is required in: Purpose.
- 100 : Entry is required in: Amort Term.
- 100 : Entry is required in: Qualifying FICO.
- 100 : Entry is required in: Documentation Level.
- 100 : Entry is required in: Loan Amount.
- 100 : Entry is required in: Original Sales Price.
- 100 : Entry is required in: Property Appraised Value.
- 100 : Entry is required in: Debit Ratio.
- 100 : Entry is required in: Recommendation.

Below the error messages is a table with the following structure:

Loan Information		Lock History
Lender Loan #		
Borrower Name	Suffix	SSN Number
HOME OWNER		

Below the table are sections for 'Lock Request Information' and 'Property Information'.

Tip: click on the error to go directly to the required field.





# LendingSpace Pricing & Locking

Once “Get Price” is selected and all of the required fields have been completed, the eligibility screen with pricing will populate. Select the desired rate and click Ok.

Products List ALL PRODUCTS

	Product Name	Description	Type
<input checked="" type="checkbox"/>	<a href="#">AGENCY FIXED 15 YEAR</a>	AGENCY LOAN PROGRAM - FIXED - 15 YEAR	VALID
<input type="checkbox"/>	<a href="#">AGENCYPLUS FIXED 15 YEAR</a>	AGENCY PLUS LOAN PROGRAM - FIXED - 15 YEAR	INVALID
<input type="checkbox"/>	<a href="#">AGENCY FXD TX 50(A)(6) 15</a>	AGENCY FXD TX 50(A)(6) 15	INVALID

Product Information

Product Name: AGENCY FIXED 15 YEAR      Description: AGENCY LOAN PROGRAM - FIXED - 15 YEAR

Pricing      Limits (0/6)      Messages (0)

	Base Rate	Lock Days	Base Price	Adjustments	Final Price
<input type="radio"/>	2.2500	30	96.9210	.9060	97.8270
<input type="radio"/>	2.3750	30	97.6900	.9060	98.5960
<input type="radio"/>	2.4900	30	98.3930	.9060	99.2990
<input type="radio"/>	2.5000	30	98.4540	.9060	99.3600
<input type="radio"/>	2.6250	30	99.1000	.9060	100.0060
<input type="radio"/>	2.7500	30	100.0000	.9060	100.9060
<input type="radio"/>	2.8750	30	100.7450	.9060	101.6510
<input checked="" type="radio"/>	2.9900	30	101.4130	.9060	102.3190
<input type="radio"/>	3.0000	30	101.4740	.9060	102.3800
<input type="radio"/>	3.1250	30	102.0650	.9060	102.9710

Ok Close

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# LendingSpace Pricing & Locking

After clicking Ok

Select “Save” to Register the loan without locking the loan.

Select “Request Lock” to lock the loan and receive a lock confirmation.

Selecting “Back” will not save or lock the loan.

Third Party Origination Loan (TPO Loan)	<input type="checkbox"/> Yes <input type="checkbox"/> No
Was borrower charged discount points?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Auto Payment Withdrawal	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>Lock Details</b>	
Commitment Type	BEST EFFORT
Lock Type	LOCK
Rate	
PAR Rate	
Lock Days	30 <a href="#">Get Price</a>
Lock Extension Days	
Price	<input type="text"/> Priced as of
Final Price	<input type="text"/> <a href="#">Add-ons</a>
Rate Sheet ID	
Credit Guidelines	<a href="#">Details</a>
Result after Mandatory Evaluation	-NA-
Customer Lock Date	<input type="text"/>
Application Date	<input type="text"/>
<a href="#">Save</a> <a href="#">Request Lock</a> <a href="#">Back</a>	



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