

PowerLender Pricing Engine



Overview

PowerLender's Pricing Engine provides complete control over these functions:

- Real-time selection of interest rate and discount points, by all-in rate, including adjustments.
- Selection of margin (ARMs only).
- Automatic loan feature-based rate adjustment.
- Lock extension privileges for preferred users.
- Secondary Marketing subsidy.
- Supervisory Override for all rates, adjustments and all other pricing components.
- Deployment of new rates and adjustments to branch offices and loan officer laptop computers.

Feature-Based Price Adjustments

Rather than forcing you to comb through complex lists of feature-based pricing adjustments, PowerLender examines the loan and applies any relevant adjustments automatically. The system provides for independent control of rate, points, price, and margin.

Using PowerLender's business rule technology, the software can act upon LTV, credit score, occupancy type, or any other series of factors, no matter how complex. Price adjustment rules are lender-controlled, independently verifiable and totally reusable. There's no limit on how many adjustment rules can be applied in the pricing process.

The screenshot shows the PowerLender application window with the following details:

- Process:** 00025700 / KOHNEN, COLLEN Z / CONV
- Product Selection and Pricing:** Borrower: KOHNEN, Key: 00025700, Loan Type: CONV, Stage: A
- LOCK STATUS:** N
- Product:** Rate, Points, Locked for days, Expires in days, Confirmed by
- LOAN:** Term, Occupancy: 3, Investment, Property Type: 01, Detached, Lien, Purpose: 03, Finance improvement to existing property, Government Refi Type, # IO Payments, Purchase Price, (Refinance) Owner's Value, Loan Amount: 64,115.00
- PROPERTY:** Address (Street, City, State & Zip): 5281 GAMBLE, SANTA BARBARA, CA, SULLY, 95618, No. of Units: 1
- BORROWER:** COLLEN Z, KOHNEN
- COBORROWER:** TORY M, KOHNEN
- Footer:** Number of months in loan term (i.e. 360 for 30 yr)

Each adjustment rule includes effective date and expiration date. This allows you to create, for example, an adjustment rule today that takes effect next week and then deactivates itself at the end of the year.

Adjustments can be specific to individual loan programs, or by lender-defined groupings of loan programs. Grouped pricing adjustments are a significant factor in reducing administrative overhead.

Fast Updates

Updating base rates is simple and quick. PowerLender accepts current price feeds from any other system in text format.

Rate deployment is controlled at your home office site; no action is required at remote sites. Deployment of rates is streamlined. Once fresh rates are in place, PowerLender updates all branch offices in moments.

Security

Price Locking authority can be granted to your personnel at three separate levels:

- **Rate lock-in:** Basic selection of rate and points.
- **Lock extension:** Postpone the lock expiration any number of days.
- **Supervisor:** Apply subsidy and adjust all pricing components.

Lock History Tracking

As loans are modified, extended and re-locked, PowerLender captures all of the lock details at each step of the process. You can always find out *what* changed, *when* it changed, and *who* changed it.