

# PowerLender® Pricing Engine



## Overview

PowerLender's Pricing Engine helps integrate with your point-of-sale system by providing eligibility and pricing information via web services. 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.

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.

The screenshot shows a web application window titled "PRICING Product, Pricing, and Rate Lock". The main interface has a sidebar with "Loan Terms" and various checkboxes like "Correspondent / Wholesale?", "Originator Type", "Occupancy", "Prop Type", "Units", "Property State", "Lien Position", "Purpose", "Government Ref T", "Interest Only", "Waive Escrow", "First Time", "Counseling", "Preapproval", "Bi-Weekly", "Type", and "USDA Loan". A "Product Details" dialog box is open in the foreground, displaying "Product Name: 30VA", "Effective Dates:" with a "To" field, and "Failure Reason: Loan term must be 30 years". It also shows "Success Reason: Loan Type is VA or Wholesale" and "Occupancy Code ('28) is Owner Occupied or Second Home". A "Close" button is at the bottom right of the dialog.

## 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.

ASC has been helping lenders grow for more than 30 years by providing quality software and outstanding customer service. If you'd like to know more about PowerLender, please call us at 800-628-4687 or visit us online at [www.powerlender.com](http://www.powerlender.com).