
SECOND LIENS

USER GUIDE

SEPTEMBER 14, 2023

LoanNEX

16 North Central Avenue, Saint Louis, MO 63105



Contents

Tips for pricing Second Liens in today’s market	1
Steps to Price Second Liens in LoanNEX	2
Notes: Scenario Quick Peek	5

Tips for pricing Second Liens in today’s market

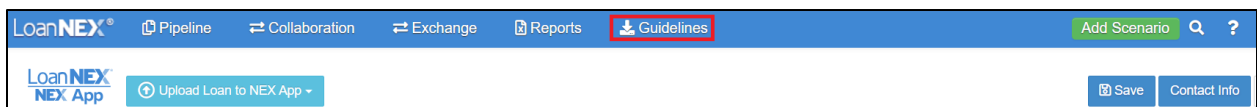
Use Cases

1. Add-on Second Lien (behind an existing first)
 - o Closed-End Second: Second lien term loan
 - o HELOC: revolving second lien loan; currently not available on LoanNEX
2. “Piggyback” First and Second -or- First and HELOC, closed simultaneously
 - o Purchase
 - o Refi
3. Standalone HELOC: currently not available on LoanNEX

	Add-on CES	Piggyback - CES	Standalone – HELOC (n/a)
Purpose	C/O Refi, R/T Refi	Purchase, C/O, or R/T Refi	Purchase, C/O Refi
Product	Fixed Rate 10, 15, 20, 30	Fixed Rate 10, 15, 20, 30	ARM (typically short term)
Inc Doc	Full; Bank Stmt. (Personal)	Full; Bank Stmt. (Personal)	Full; Bank Stmt. (Personal)

Notes

- **Product:** second liens will usually show under fixed rate mortgage products.
- **Income doc:** Full Doc and Bank Stmt. (Personal) are the Income Doc Types currently available.
- **Purpose:** the loan purpose will be reflective of the transaction, but can be dependent on Investor / Lender.



- Investor / Lender **Guidelines** available in LoanNEX for more information regarding second liens



Steps to Price Second Liens in LoanNEX

1. Login to LoanNEX
2. Select the **Add Scenario** button
3. Enter the loan details in the NEX App
 - a. Purchase scenario - **Second Lien** field should represent the full amount of the Closed-End Second
 - b. C/O scenario - **C/O Amount** and **Second Lien** fields should represent the full amount of the Closed-End Second

Scenario Example 1: Purchase

Citizenship *	Income Doc *	Self-Employed <input type="checkbox"/>	Purpose *	First Time Homebuyer <input type="checkbox"/>	Occupancy *	Property Type *	State *	County *	Rural Property <input type="checkbox"/>
US Citizen	Full Doc		Purchase		Primary	SFR	CA	Calaveras County (9)	
Appraised Value *	Purchase Price *	Loan Amount *	Loan-to-Value	Second Lien	FICO *	No FICO <input type="checkbox"/>			
\$1,000,000	\$1,000,000	\$800,000	80	\$100,000	750				
Bankruptcy *	Foreclosure *	Deed-in-Lieu *	Short Sale *	Mortgage Lates *	DTI *	Months Reserves			
None	None	None	None	0X30X12	30	12			
Get Quick Price									

Scenario Example 2: Cash-out Refi


Citizenship *	Income Doc *	Self-Employed <input type="checkbox"/>	Purpose *	Occupancy *	Property Type *	State *	County *	Rural Property <input type="checkbox"/>	
US Citizen	Full Doc		C/O Refi	Primary	SFR	CA	Calaveras County (9)		
Appraised Value *	Loan Amount *	Loan-to-Value	C/O Amount *	Cash-in-Hand *	Second Lien	FICO *	No FICO <input type="checkbox"/>		
\$1,000,000	\$800,000	80	\$100,000	\$100,000	\$100,000	750			
Bankruptcy *	Foreclosure *	Deed-in-Lieu *	Short Sale *	Mortgage Lates *	DTI *	Months Reserves			
None	None	None	None	0X30X12	30	12			
Get Quick Price									

4. Select the **Get Quick Price** button

Target Price	Investor/Lender	Program	Show Best per Investor/Lender <input type="checkbox"/>	Escrows / Impounds					
100	Vista Point Mortgage	All		Yes					
Sort By	Price Display	Lock Period	Admin Fee						
Rate	Price	30	Exclude From Price						
NEX App information is modified. Please select "Get Price" to return updated pricing.									
Rate	Lock Period	Price	Payment	DTI	Investor/Lender: Program	Admin Fee	Eligibility	Scenario	Next Steps
8.375	30 Days	100,000	\$6,081	30.00%	Vista Point Mortgage: Owner Occupied	Admin Fee: N/A	?	D	Share Scenario
11.875	30 Days	100,000	\$8,152	30.00%	Vista Point Mortgage: Second OO	Admin Fee: N/A	?	D	Share Scenario
12.000	30 Days	100,000	\$8,229	30.00%	Vista Point Mortgage: Second OO - 15 Yr. Balloon	Admin Fee: N/A	?	D	Share Scenario

5. Pricing Results include any Second lien Programs and Products available
 - a. Prior to completing the Eligibility Q&A, payment calculations shown in the Results are based off the first lien loan amount



- To retrieve pricing for second lien, select the **Eligibility Q&A** icon  and answer the Q&A for all relevant Programs

Eligibility Q&A

The Second Lien Loan Amount is less than \$200k or the Combined Loan Amount is greater than \$2.5M?
 Yes No

Please choose one:

The Second Lien Loan Amount is between 000,000-075k <input type="radio"/>
The Second Lien Loan Amount is between 075,001-100k <input checked="" type="radio"/>
The Second Lien Loan Amount is between 100,001-125k <input type="radio"/>
The Second Lien Loan Amount is between 125,001-150k <input type="radio"/>
The Second Lien Loan Amount is between 150,001-175k <input type="radio"/>
The Second Lien Loan Amount is between 175,001-200k <input type="radio"/>
The Second Lien Loan Amount is between 200,001-300k <input type="radio"/>
The Second Lien Loan Amount is between 300,001-350k <input type="radio"/>
The Second Lien Loan Amount is between 350,001-400k (LTV Reduction) <input type="radio"/>
The Second Lien Loan Amount is between 400,001-450k (LTV Reduction) <input type="radio"/>
The Second Lien Loan Amount is greater than 550,000 <input type="radio"/>

The transaction is a Full Doc >=150k, >=700 and <=80% CLTV (Pricing special valid until 9/30/2023)?
 Yes No

- Answer the **Eligibility Q&A** regarding Second lien loan amount
 - Loan amount LLPAs triggered for the 2nd lien loan amount range according to the scenario input
- Select the **Save** button



Rate	Lock Period	Price	Payment DTI	Investor/Lender: Program Admin Fee	Eligibility Q&A	Scenario Details	Next Steps
12.000	30 Days	100.000 \$0.00	\$8,229 30.00%	Vista Point Mortgage: Second OO - 15 Yr. Balloon Admin Fee: N/A			
12.125	30 Days	100.000 \$0.00	\$8,306 30.00%	Vista Point Mortgage: Second OO Admin Fee: N/A			

9. After the Eligibility Q&A is completed and saved, the icon will update to a green checkmark
- Payment amount is updated based on selection in the Eligibility Q&A
 - Repeat Eligibility Q&A steps for all relevant Programs to compare Pricing

Loan Level Price/Rate Adjustor(s) Evidence Quick Price			
Vista Point Mortgage: Second OO - 15 Yr. Balloon - 40 Yr. Fixed			
Rate: 9.625 Original: 9.625	Price/Pts: 100.125 Original: 102.625		
<i>Adjustments</i>			
Name	Description	Rate	Price
Level 1	FICO : 760 - 779, CLTV : 60.01% - 65.00%		-1.250
40/15 Yr. Balloon	CLTV : 60.01% - 65.00%		-0.750
Loan Amount: 075,001-100k	CLTV : 60.01% - 65.00%		-0.500
DTI	Back-End DTI : <= 43.00%, CLTV : 60.01% - 65.00%		+0.000
Purpose	CLTV : 60.01% - 65.00%		+0.000
Occupancy	CLTV : 60.01% - 65.00%		+0.000
CA	CLTV : 60.01% - 65.00%		+0.000
Property Type	CLTV : 60.01% - 65.00%		+0.000
US Citizen	CLTV : 60.01% - 65.00%		+0.000
Eligibility Q&A		+0.000	+0.000
Total		+0.000	-2.500
* Price Rounding Multiple : (down)			
* Quick Price does not account for DTI, Reserves, or Residual Income LLPAs			
<i>Floors & Ceilings</i>			
	Floor	Ceiling	
Price	N/A	102.500	
Price Adjustment	N/A	N/A	
Rate	N/A	N/A	
Rate Adjustment	N/A	N/A	


10. Select the **Evidence** icon to view the adjusted loan amount and appropriate adjustments
- Loan Amount adjustment reflected in the Evidence is based on the selection made during the Eligibility Q&A



Notes: Scenario Quick Peek

When selecting the **Quick Peek** icon  for the second lien loan scenario:

- Loan Amount will continue to reflect the first lien loan amount
- Answers to the Eligibility Q&A are shown
 - You can reset the Eligibility Q&A on the Results page

9.625 30 Days	100.125 \$2,250.00	\$14,756 40.00%	Vista Point Mortgage: Second OO - 15 Yr: Balloon Admin Fee: N/A	✓		Share Scenario
------------------	-----------------------	--------------------	--	---	---	--------------------------------

		Eligibility Results	
		Second OO - Balloon: Full Doc	
		Last Screened: 9/11/2023 8:38 AM CDT	
Program Attributes			
State, County, Purpose, Occupancy, Property Type		✓	
Credit Attributes			
Amount	\$1,800,000	✓	
Front-End DTI	TBD	⚠	
DTI	40.00%	<= 50.00%	✓
CLTV	63.33%	<= 90.00%	✓
LTV	60.00%	✓	
FICO	765	>= 720	✓
Household Size / # Financed Properties	TBD	⚠	
Actual Months Reserves	TBD	⚠	
Qualifying Months Reserves	TBD	⚠	
Actual Residual Income	TBD	⚠	
Qualifying Residual Income	TBD	⚠	
Cash Out	\$100,000	✓	
Cash-in-Hand	\$100,000	✓	

The Second Lien Loan Amount is less than \$200k or the Combined Loan Amount is greater than \$2.5M?	
<input type="radio"/> Yes <input checked="" type="radio"/> No	
The Second Lien Loan Amount is between 000,000-075k <input type="radio"/>	
The Second Lien Loan Amount is between 075,001-100k <input checked="" type="radio"/>	
The Second Lien Loan Amount is between 100,001-125k <input type="radio"/>	
The Second Lien Loan Amount is between 125,001-150k <input type="radio"/>	
The Second Lien Loan Amount is between 150,001-175k <input type="radio"/>	