



## Soft Stops Rules Setup Guide

# LoanNEX – Soft Stops Rules Setup Guide

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# Soft Stops – Summary & Common Use Cases

## Summary

- Soft Stops are **configurable eligibility rules** that display messages in the pricing table to Users, but do NOT prevent them from performing actions on the pricing table.
- Soft Stop messages **can be configured to ONLY display messages based on specific loan attributes**.
- Soft Stops should be implemented when an investor would like to notify LoanNEX Users of information, but the info is neither configurable as an overlay, nor is the info deemed suitable for Q&A.

## Common Use Cases

**Property Type eligibility rules** that are NOT configurable as an overlay, such as the following:

- Investor Guideline: Acreage must meet 50(a)(6) & 50(f)(2) requirements for urban and rural properties
- Soft Stop Opportunity: LoanNEX can write an eligibility rule for urban properties, but not acreage

**Citizenship eligibility rules** that are NOT configurable as an overlay, such as the following:

- Investor Guideline: Permanent Resident Aliens must be employed in the US for the past twenty-four (24) months
- Soft Stop Opportunity: LoanNEX can write an eligibility rule off Permanent Resident Aliens, but not employment

# Creating Soft Stops

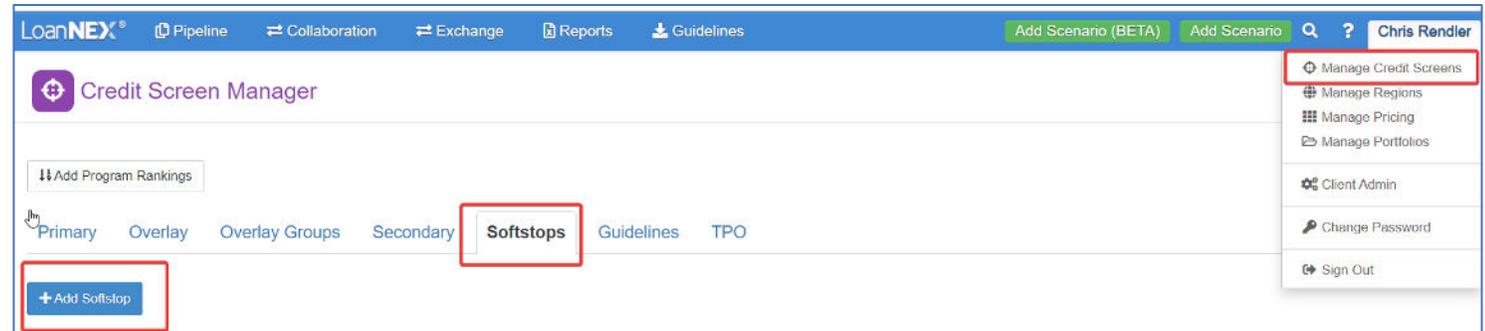
## Steps:

1. Navigate to LoanNEX **Manage Credit Screens**
  - Select the **Soft Stops** tab and **Add Soft Stop** button
2. Add details (Min LTV, State, etc.) for when soft stop should fire
3. Add Message that will display
4. Configure **Warning message displayed when screen outcome is**

### IMPORTANT NOTE:

- Selecting the **Match/Pass** radio button means the message will display when rule is MET
- Selecting the **Fail** radio button means the message will display when the rule is NOT met

### Step 1



### Step 4

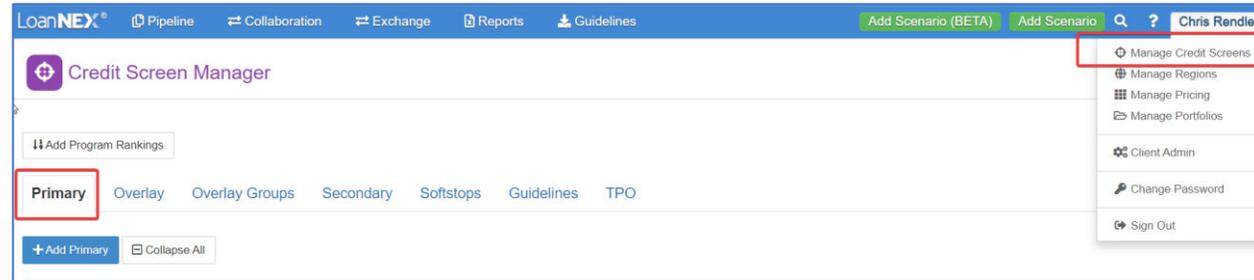
The screenshot shows the 'Softstop' configuration form. The title is 'Softstop'. Below the title, there is a section labeled 'Warning message displayed when screen outcome is' with two radio buttons: 'Match/Pass' and 'Fail'. The 'Fail' radio button is selected. Below the radio buttons is a large text input field for entering the warning message.

# Tie Soft Stops to Primary Screens

## Steps:

1. Navigate to LoanNEX **Manage Credit Screens**
  - Select the **Primary** tab
2. Select the **Soft Stops** button for the appropriate Primary Screen
3. Find the appropriate Soft Stop under **Assign Soft Stops** and select the checkbox
4. Select the **Change Assignments** button

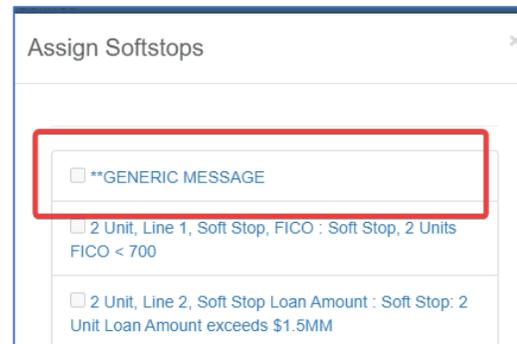
### Step 1



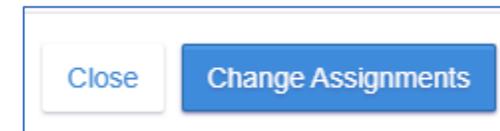
### Step 2

Screen Name	History	Products	Overlay Groups	Softstops	Last Updated	Updated By
Testing - Full Doc	<a href="#">View</a>	2 Product(s)	1 Overlay (Group(s))	1 Softstop(s)	1/30/2024 2:29 PM CST	ChrisRendlerDemo

### Step 3



### Step 4



# Examples

## Example 1: Notify users when a FICO is too low for a given LTV range

### Message Logic

**Softstop**

Warning message displayed when screen outcome is  Match/Pass  Fail

FICO min is 700 when LTV > 50%

### Rule Logic

Purpose		Occupancy		Property Type		Amount		DSCR (Actual)		DSCR Q.		Front-End DTI		Back-End DTI		FICO		CLTV		LTV		LTL		Cash Out		Cash-in-Hand		Months Res (Actual)		Months Res Q.		Residual Income (Actual)		Residual Income			
min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	699	min	max	50	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	
min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max

# Examples

## Example 2: Notify users when a DTI is too high

### Message Logic

*Note: See this message  
Displayed to User  
Example on next page*

**Softstop**

Warning message displayed when screen outcome is  Match/Pass  Fail

DTI above 45% requires compensating factors

### Rule Logic

Purpose		Occupancy		Property Type		Amount		DSCR (Actual)		DSCR Q.		Front-End DTI		Back-End DTI		FICO		CLTV		LTV		LTL		Cash Out		Cash-in-Hand		Months Res (Actual)		Months Res Q.		Residual Income (Actual)		Residual Income	
min	max	min	max	min	max	min	max	min	max	min	max	min	max	45	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max
min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max	min	max

# Soft Soft Display to a User Example

## Pricing Table Warning

**Eligible Products**

Select all Fixed    15 Yr. Fixed    **30 Yr. Fixed**

Select all Arm    5 Yr. ARM    7 Yr. ARM

Amortizing Type: Fully Am & IO    Admin Fee: Exclude From...    [View Ineligible Products](#)

Search Rate:    Target Price:    Lock Period:    Show Best program(s)     Select Program:    [Price](#)    [Points](#)

Rate	Price	P&I PMT	Investor/Lender Program	Product	Eligibility Q&A	Scenario Details	Next Steps
7.000% 60 Days	95.600 -\$39,600.00	\$5,987.72	RMoss Investor Company1	30 Yr. Fixed			<a href="#">Request &amp; Submit</a>
7.000%	95.450		RMoss Investor				

## Evidence Expansion

**Note:** This is how Example 2 (previous page) will display to the User

**Eligibility & Pricing Evidence**

[Pricing Evidence](#)    **[Eligibility Evidence](#)**

**Eligibility Results**

Simple Test  
Last Screened: 02/02/2024 12:58 PM

State, County, Purpose, Occupancy, Property Type ✓

Credit Attributes	Inputs	Limits	
Loan Amount	\$900,000.00	>= \$100,000	✓

Soft Stop messages:

- DTI above 45% requires compensating factors

Payment Information

Rate	Term	Payment
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# Submit a Case to LoanNEX Support

1. Select the appropriate email address below:
  - Client Support / Configuration Settings: [support@loannex.com](mailto:support@loannex.com)
  - Eligibility & Pricing Inquiries: [investorsupport@loannex.com](mailto:investorsupport@loannex.com)
  - Sales: [sales@loannex.com](mailto:sales@loannex.com)
  - General Inquiries: [info@loannex.com](mailto:info@loannex.com)
  - Billing Inquiries: [support@loannex.com](mailto:support@loannex.com)
2. Include Contact Information: Name, Company Name, Email, Telephone
3. Include a detailed description of your Case
4. A Case will be created, and the appropriate LoanNEX Team member notified
5. LoanNEX will respond within one business day to address your Case