

# Broker IQ Reference Guide

# March 2023

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# **Loan Process Pre-Registration**

### Start a Loan

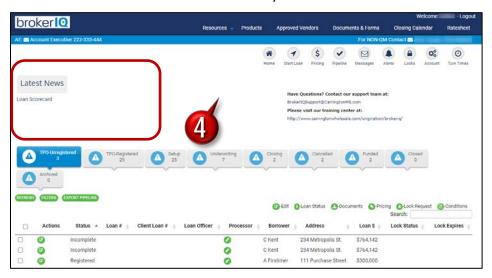
- 1. Navigate to: <a href="https://brokeriq.carringtonwholesale.com/">https://brokeriq.carringtonwholesale.com/</a>
- 2. Enter your BrokerIQ Login ID and Password (supplied via email)
- 3. Click Login





Decide to Opt In/Out

- 4. Click Start Loan from the Quick Action buttons
  - Notice the News items with a link to the story

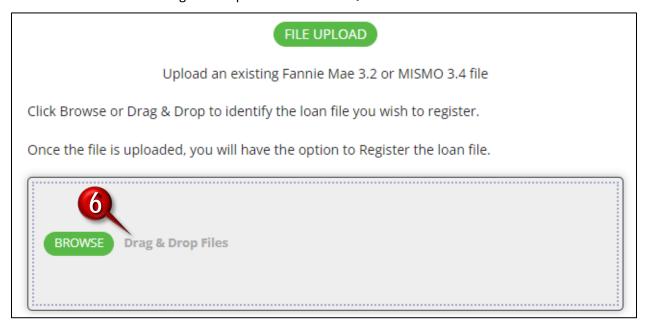




- 5. Click File Upload to start the process of importing a Fannie Mae 3.2 or MISMO 3.4 file
  - Click 1003 Form to use Broker IQ's online form.



- 6. Click **Browse** to locate the file from your Desktop
  - You can also drag and drop files into Broker IQ



**Note:** Users can only upload documents one at a time or users can compile documents into one document to upload.

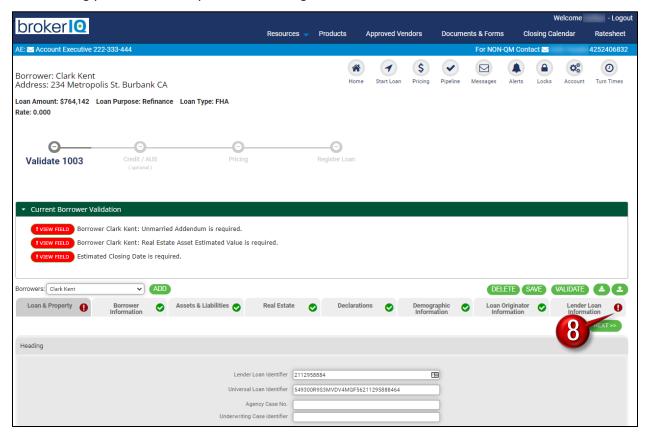


- 7. Select the appropriate file by double clicking
  - This is the file that you exported from your current Loan Origination System (LOS). It will be an XML Document.



Loan is now imported into Broker IQ

8. Click **Next** to validate the required fields in the 1003 Loan Application. Clicking "View Field" will bring your screen to any errors or missing information.



**Note:** When uploading the application file, the information will carry over to the 1003. If there is <u>missing</u> information, you will see a Red Exclamation Point(s) in the designated Tabs which indicate you will have to re-input information to validate the 1003 page.





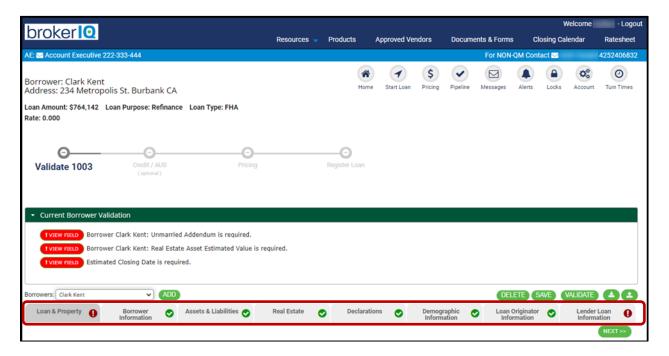
### Validate 1003

### **Overview**

The Validate 1003 Function consists of the following Tabs:

- Loan & Property
- **Borrower Information**
- **Assets & Liabilities**
- Real Estate

- **Declarations**
- **Demographic Information**
- Loan Originator Information
- **Lender Loan Information**



Edit the Loan Information in each of the Tabs prior to Validation:

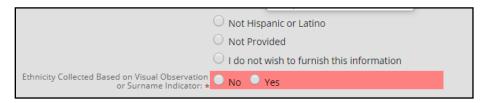
- Use the Borrower drop-down to review the information for each Borrower
- Fields with red asterisk (\*) are Required
- Green check mark means there are No Errors 🕢



Red exclamation point means there are Errors



All Errors must be corrected prior to Validation (reflected in red)





# **Steps**

- 1. Use the Borrower drop-down to review the information for each Borrower
- 2. Navigate between the Tabs by clicking each tab or using the Next and/or Previous buttons
- 3. Review the information within each of the Tabs
  - Fields with red asterisk (\*) are Required
- 4. Make changes as necessary
- 5. Click Save if changes are made SAVE
- 6. Ensure the Tab has a green check mark 😽





### Buttons available at the top of each Tab

7. Verify that all eight Tabs contain green checkmarks and 8. Click Validate.



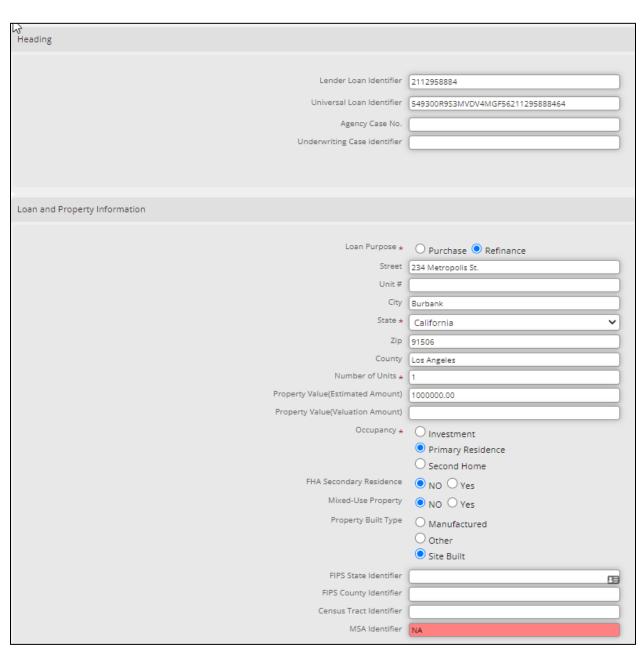


### **Tabs**

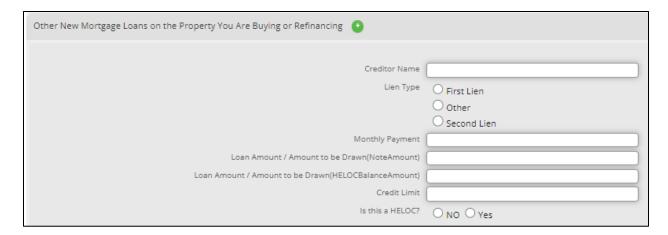
# Loan & Property Tab

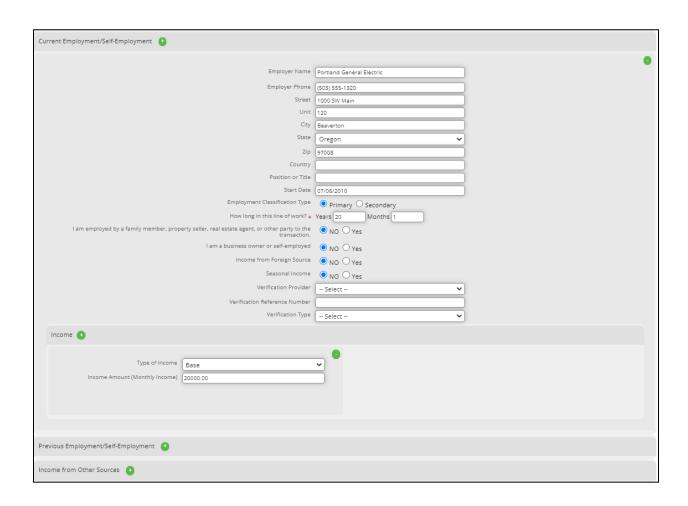
The Loan & Property tab contains Loan, Property, as well as Gift information.













# **Borrower Information Tab**

The Borrower Information Tab contains Applicant, Residence, Employment, and Income information.

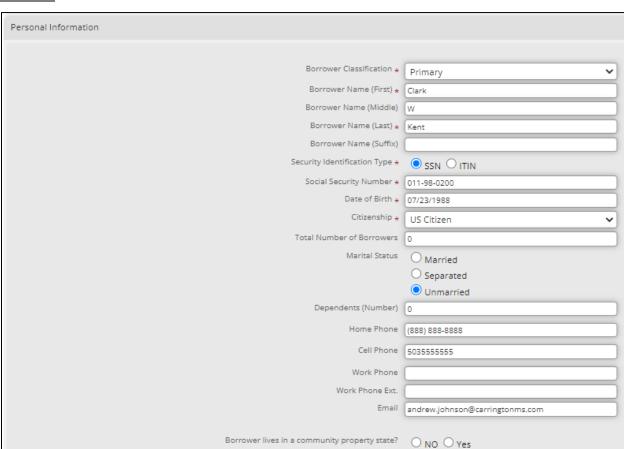


### Tips:

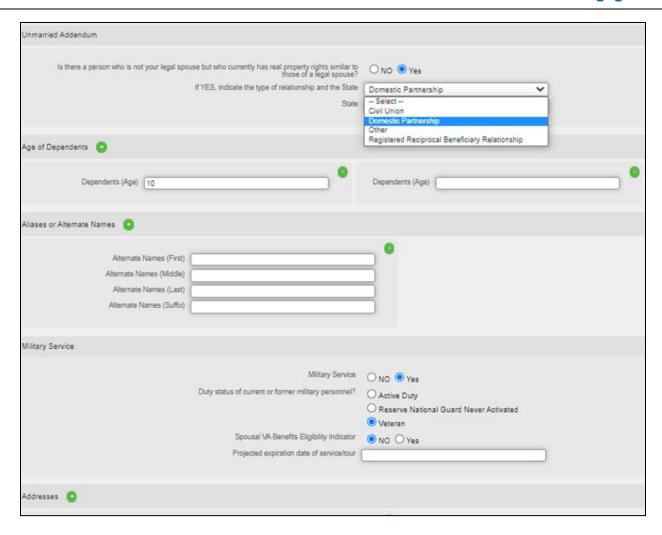
- Use the Borrower drop-down to review the information for each Borrower
- Click the green plus icon next to a section in order to add additional entries
- Click the green minus icon next to a section to remove entries



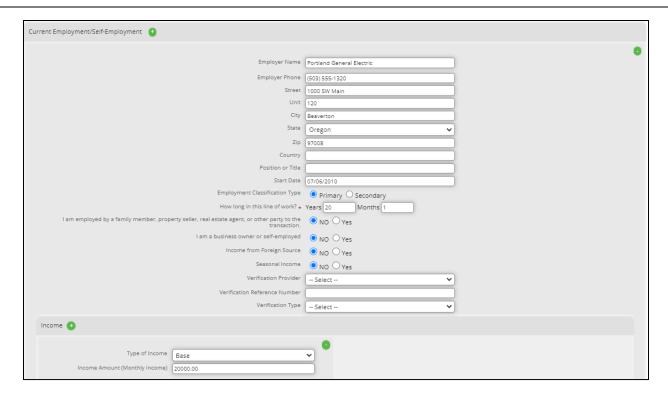
### **Sections:**

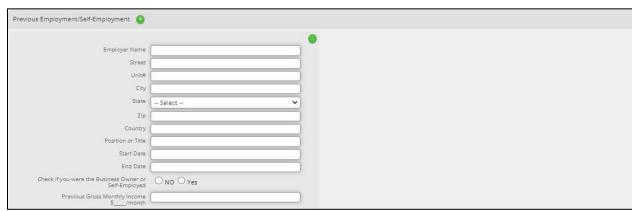














### **Assets & Liabilities Tab**

The Assets section documents any deposit accounts, earnest money deposits, or any other assets. The Liabilities section contains information on any mortgage, installment, revolving credit lines, or other liabilities.





### Tips:

- FHA Streamline Assets & Liabilities fields are left blank
- Full Doc Assets & Liabilities fields are required
- Click the green plus icon next to a section in order to add additional entries
- Click the green minus icon next to a section to remove entries







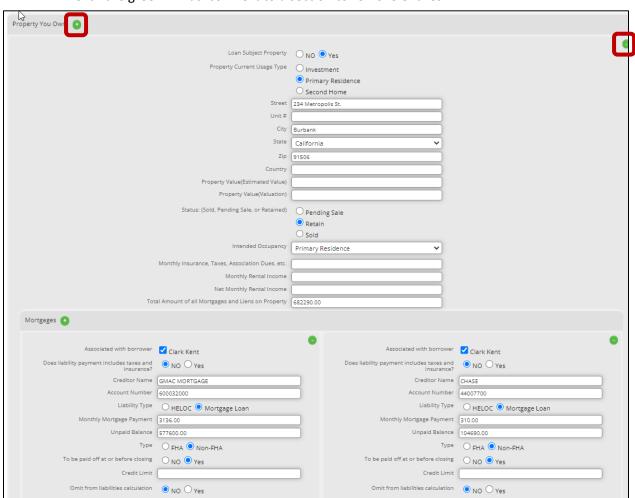
### **Real Estate Tab**

The Real Estate tab documents Property information as well as any mortgages associated with the property.



### Tips:

- Use the Borrower drop-down to review the information for each Borrower
- Click the green plus icon next to a section in order to add additional entries
- Click the green minus icon next to a section to remove entries



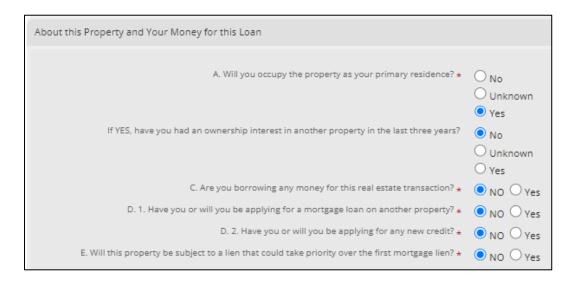


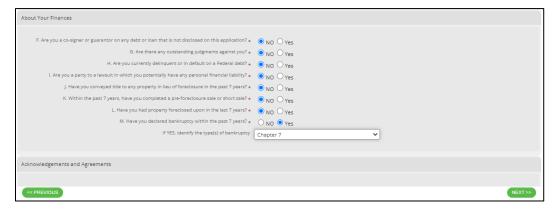
### **Declarations Tab**

The Declarations tab must be completed in its entirety for each borrower.

• Use the Borrower drop-down to review the information for each Borrower







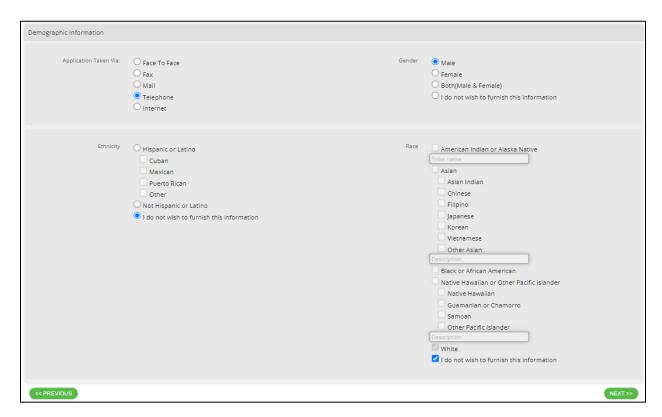


# **Demographic Information Tab**

The Demographic Information must be completed for each borrower.

• Use the Borrower drop-down to review the information for each Borrower



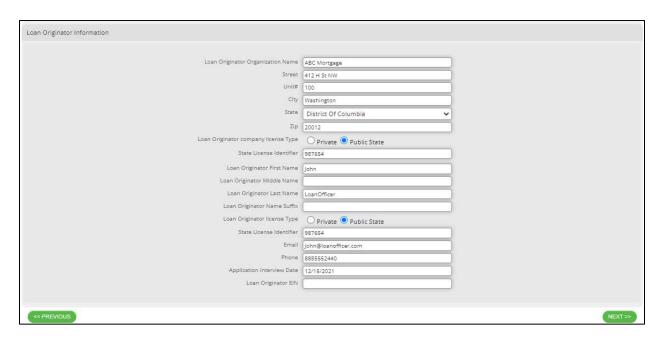




# **Loan Originator Information Tab**

The Loan Originator Information tab contains License as well as Contact information for the Originator.



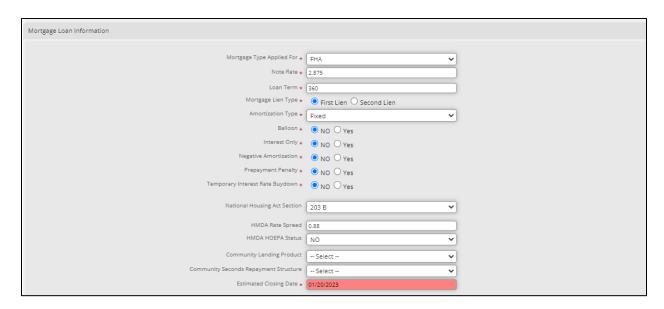




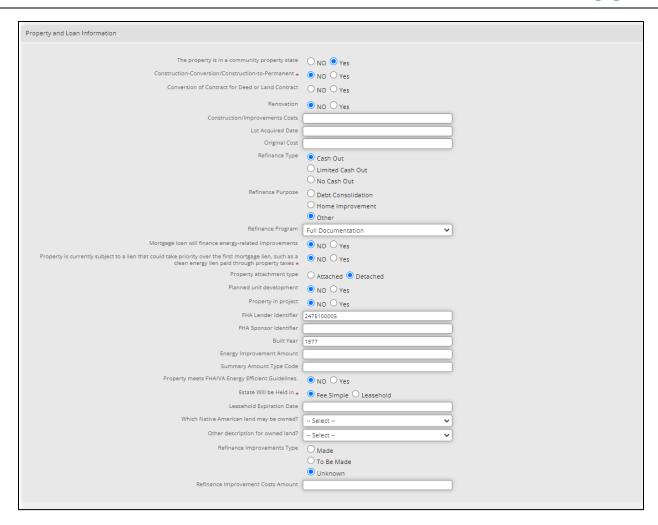
# **Lender Loan Information Tab**

Ensure all information has been documented correctly on the Lender Loan Information tab.







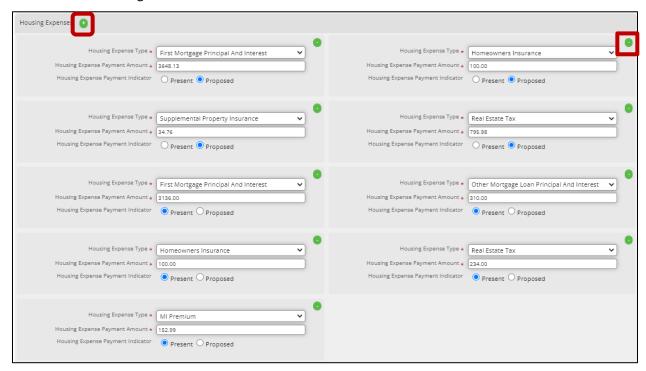


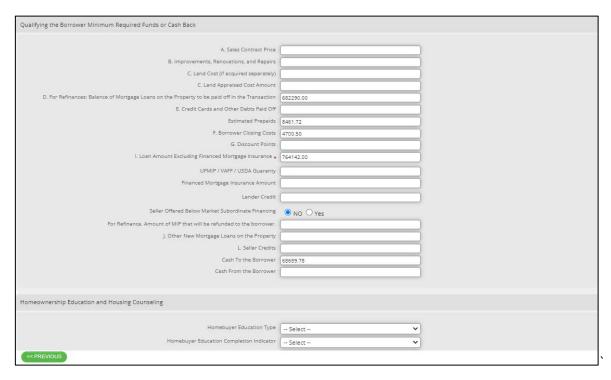




### Tips:

- Click the green plus icon next to a section in order to add additional entries
- Click the green minus icon next to a section to remove entries





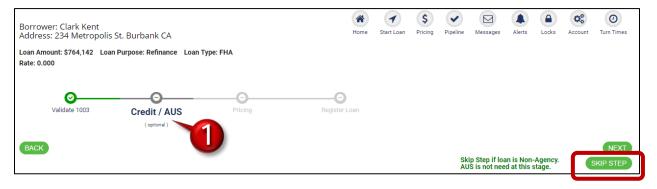


# Credit / AUS (Optional)

This step is optional and can be skipped within Broker IQ.

To run Credit / AUS:

- 1. From the Home Screen, click Credit / AUS
  - Click **Skip Step** to skip



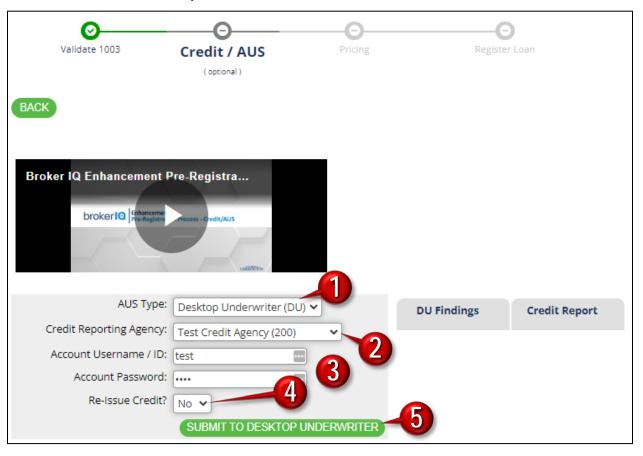
The process and functionality available within Broker IQ will differ depending on running Desktop Underwriter (DU) or Loan Prospector (LP).

- **DU** is fully integrated within Broker IQ. DU can be run directly within Broker IQ and the results can be viewed within Broker IQ
- **LP** is not fully integrated within Broker IQ. When selecting LP, you will be directed to the Freddie Mac website to run LP.



# **Run Desktop Underwriter (DU)**

- 1. Select the **AUS Type** as Desktop Underwriter (DU)
- 2. Select the Credit Reporting Agency
- 3. Enter the Credit User Credentials
  - Credit User Credentials can be added to the User Profile which will carry over to this screen
- 4. Select **Re-Issue Credit** as applicable
  - Re-Issue Credit No will pull new credit
- 5. Click Submit to Desktop Underwriter





- a. **DU Findings Tab** will contain a copy of the DU Underwriting Findings which is also automatically placed into the Encompass eFolder
- b. Credit Report Tab will contain a copy of the Credit Report in Text Format
- c. Click View AUS PDF to view full AUS
- d. Click the drop-down to view historical AUS approvals

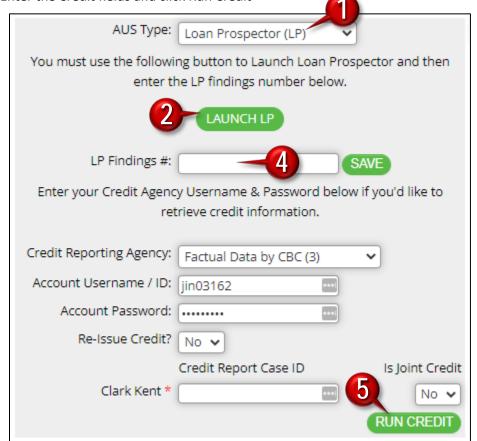
**Note:** The AUS Findings and Credit Report PDFs will automatically get added to the Package Upload.

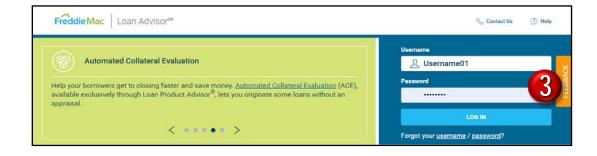




# Run Loan Prospector (LP)

- 1. Select the AUS Type as Loan Prospector (LP)
- 2. Click Launch LP
  - You will transferred to the Freddie Mac LPA Website.
- 3. Enter Freddie Mac credentials to log in and run LP within the Freddie Mac website
- 4. Optional: Map the LP Findings into Encompass
  - Return to Broker IQ to enter the LP Findings # and click Save
- 5. Optional: Run New Credit or Pull Over Existing Credit Report
  - Enter the Credit fields and click Run Credit

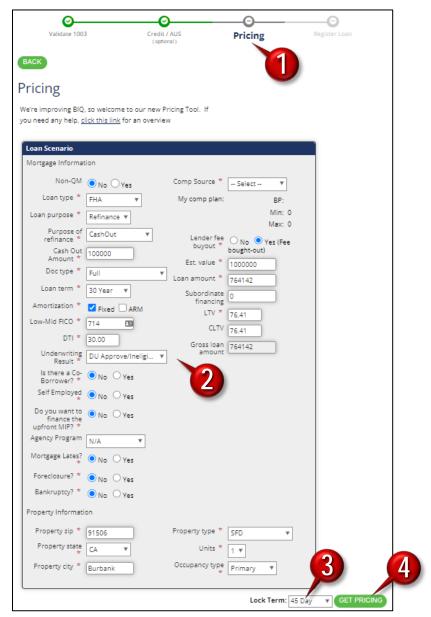






# **Pricing**

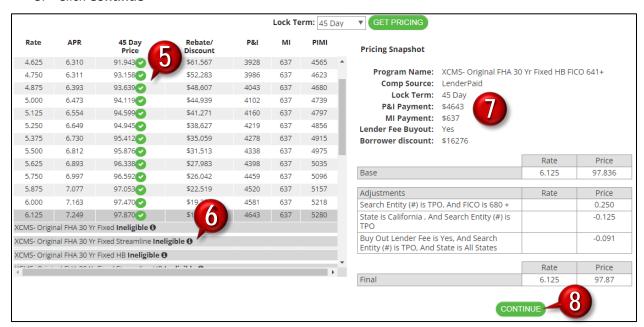
- 1. Click Pricing
  - Pricing is run before Registration
- Enter / Verify all Loan Scenario information
  - Fields with red asterisk (\*) are Required
  - Required fields will vary based on Loan Type
- 3. Select Lock Term
- 4. Click Get Pricing





The Pricing Results will populate at the bottom of the screen.

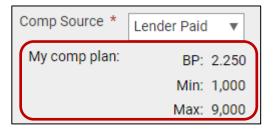
- 5. Review **Eligible Products** at the top of the section and click the **green checkmark** next to the desired one
- 6. Review **Ineligible Products** at the bottom of the section and click the **Information icon** for additional information
- 7. Review the Pricing Snapshot for Pricing Details including any Adjustments
- 8. Click Continue



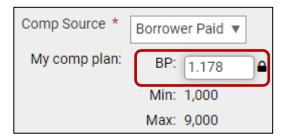


# **Lender Paid vs Borrower Paid Comp**

• Lender Paid – Reflects Broker's Comp Plan



• **Borrower Paid** – Can be lowered (but not raised) the percentage OR enter a Flat Dollar Amount (but not both)

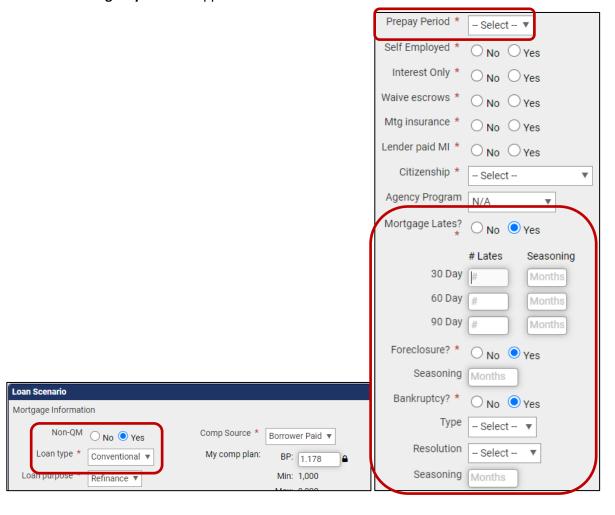




# **Non-Agency Pricing**

When working with Non-Agency loans:

- Select Yes from the Non-QM field
  - Loan Type will automatically default to Conventional
- Enter Non-Agency fields as applicable



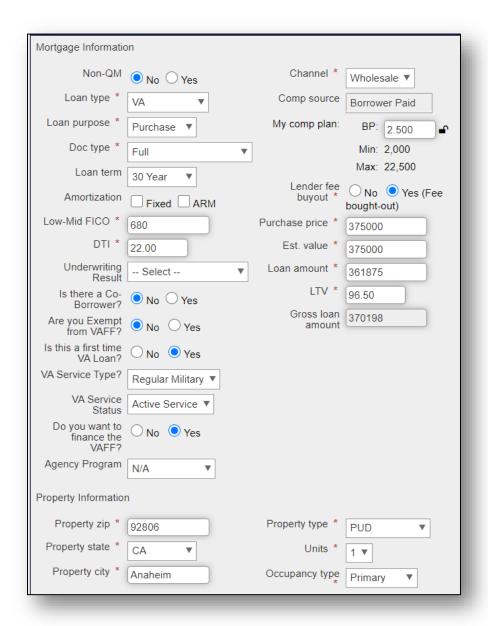


# **VA Pricing**

When working with VA loans, complete the following:

Note: These fields will not display if you do not have a VA loan

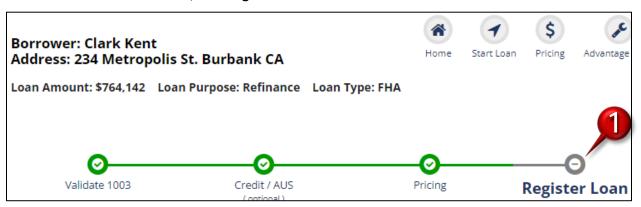
- Exempt from VAFF
- First time VA Loan
- VA Service Type
- Finance the VAFF



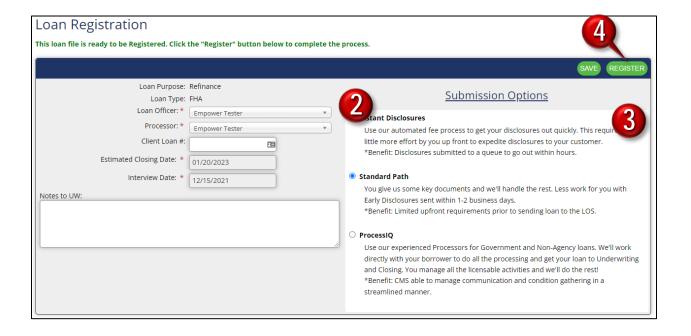


# **Register Loan**

1. From the Home Screen, click Register Loan

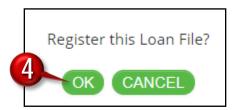


- 2. Enter the information as follows:
  - Select the Loan Officer
  - Select the Processor
  - Enter any Notes to UW as appropriate
- 3. Select your Submission Options
- 4. Click Register



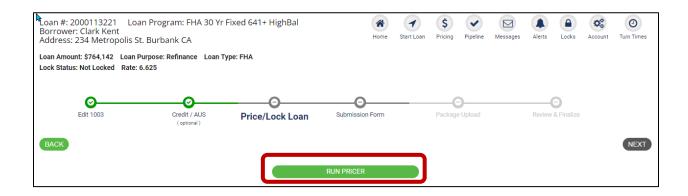


- 4. Click **Ok** to the pop-up message
  - A message will appear indicating "Registering Loan"





Loan will move into Price / Lock Loan of the Post-Registration process





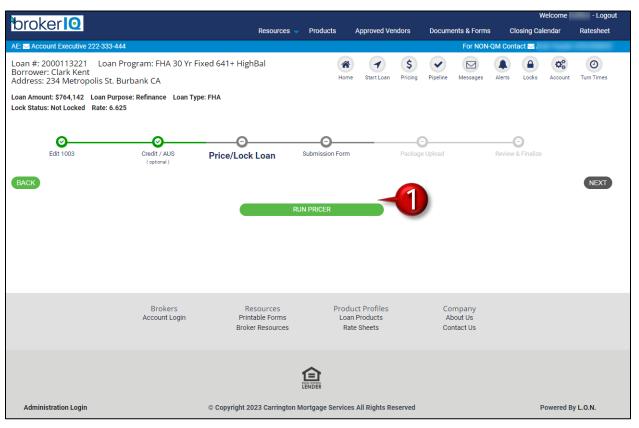
# **Loan Process Post-Registration**

# Price/Lock Loan

The BrokerIQ pricing engine is called Compass Product, Pricing & Eligibility or CPPE.

BrokerIQ allows pricing for various loan scenarios. Once pricing displays, select either the **Save to LOS** (to float) or **AutoLock** option. This updates fields such as the interest rate, UFMIP and MIP for FHA loans, and the funding fee for VA loans. After registering the loan, follow these steps for pricing in CCPE.

1. Click the Run Pricer button under Price/Lock Loan





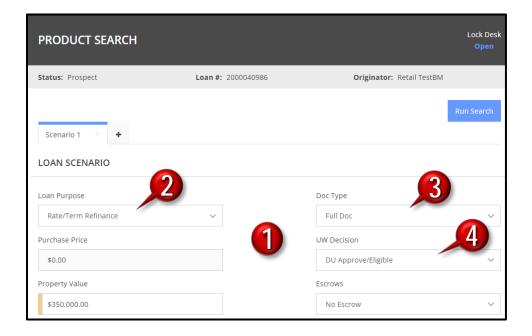
### **Loan Scenario Section**

- 1. From the initial Product Search screen, confirm all information for the Loan Scenario
- 2. Confirm or update the Loan Purpose
- 3. Confirm or update the **Doc Type** drop-down

Note: Select Debt Service Coverage for Non-Agency Investor Advantage

4. Confirm or update the **UW Decision** drop-down

Note: Required fields have an orange bar on the left-hand side of the field

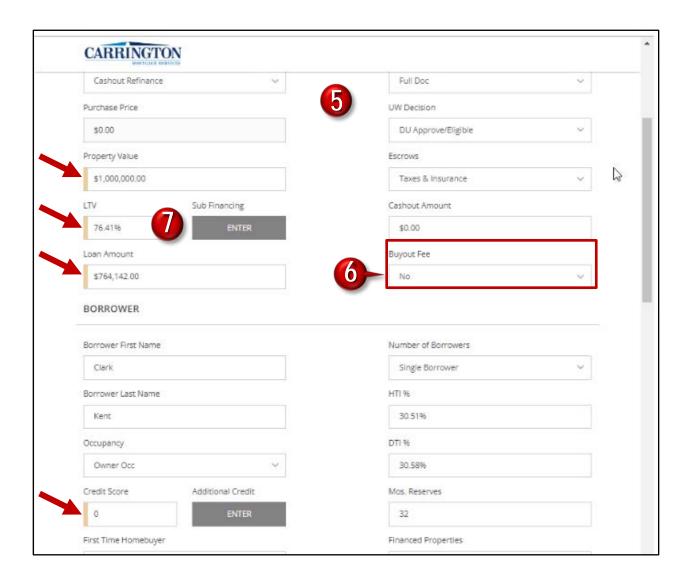




5. Scroll down to continue completing required CPPE screens

### **Important Notes:**

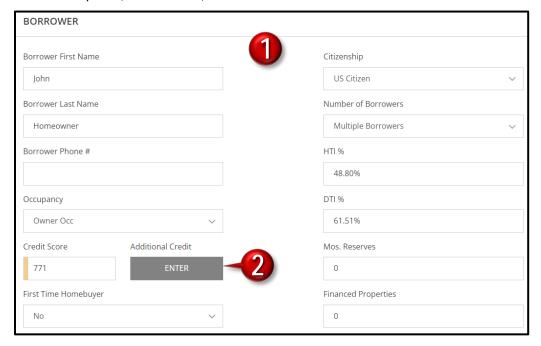
- 6. Broker can choose to buyout the CMS UW/App fee by selecting yes from dropdown
- 7. Light orange tabs indicate required fields that must be completed for pricing



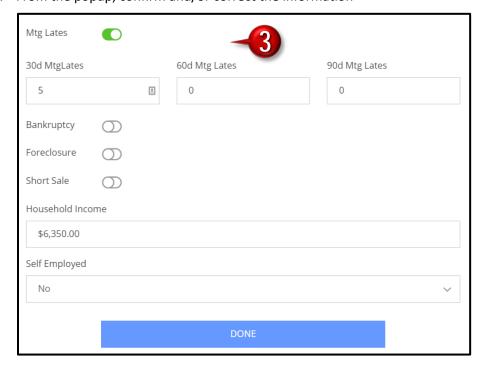


### **Borrower Section**

- 1. In the Borrower Information section: Confirm the borrower information
- 2. Click **Enter** to override additional credit information such as mortgage history, bankruptcies, foreclosures, or short sales



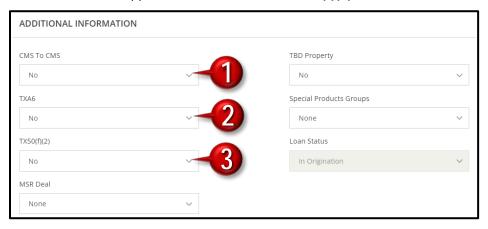
3. From the popup, confirm and/or correct the information





#### **Additional Information Section**

- 1. If the loan is a CMS to CMS refinance, select Yes from the drop-down
- 2. For Texas loans and if applicable, select Yes in the TXA6 drop-down field
- 3. For Texas loans and if applicable, select Yes in the TX50(f)(2)



#### **Product Terms Section:**

- 1. Select the Product Type
- 2. Select the Product Term

Note: Check multiple rows to search for more than one product term

- 3. Select the Amortization Type
- 4. If applicable, enter a Target Price or Target Rate

Note: The Target Price of 100 is considered Par

Note: The corresponding rate on the pricing grid will display in yellow





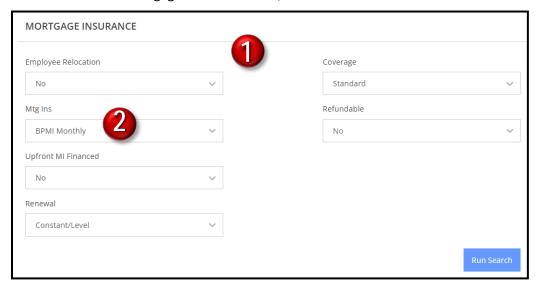
#### **Non-QM Section**

- 1. The Non-QM section will display when Non-QM is selected as a Product Type
- 2. In the Prepayment Penalty field, use the drop-down to select No, 1, 2, or 3 year



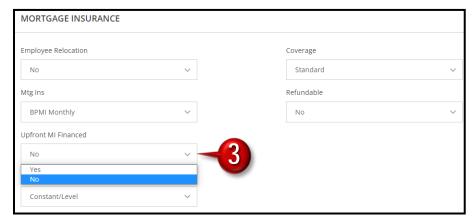
# **Mortgage Insurance Section**

- If Mortgage Insurance is required, the Mortgage Insurance section will display
   Note: Fields displayed are specific to the loan program (FHA, VA, or Conventional)
- 2. For Conventional Mortgage Insurance loans, confirm all fields





3. For FHA Full Documentation loans, select Yes or No from the Upfront MI Financed drop-down

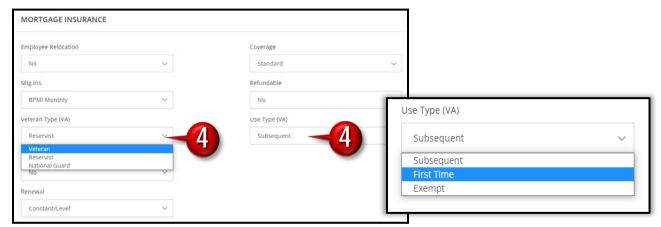


- 4. For FHA Streamline or FHA Simple loans:
  - Select Yes of No from the Upfront MI Financed drop-down
  - Select Yes or No from the Previous FHA 2009 drop-down

Note: For FHA Streamline refinance loans endorsed prior to 05/31/2009, select Yes

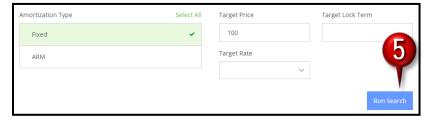


- For VA loans, select the Veteran Type (VA) from the drop-down
- For VA loans, select the Use Type (VA) from the drop down





# 5. When ready, click Run Search



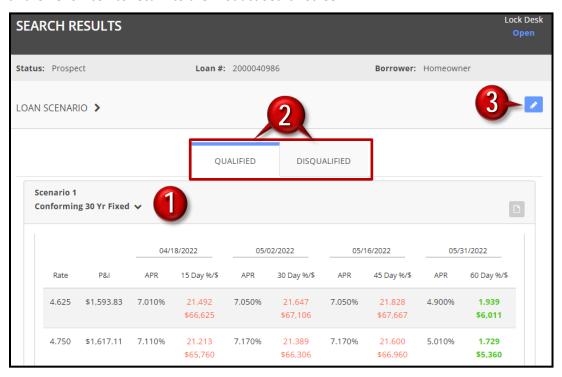


# **Pricing Search Results**

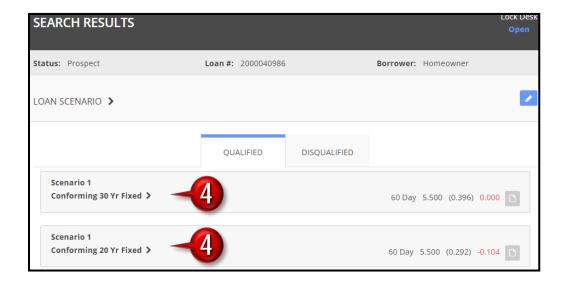
1. Review the Loan Scenario and Pricing

**Note**: The first Scenario expands automatically and the pricing grid displays. Scroll down to locate any additional scenarios.

- 2. Use the Qualified and Disqualified tabs to view the eligible and ineligible loan products
- 3. Click the **Pencil** icon to return to the Product Search screen



4. If needed, click the **Arrows** to expand or condense the pricing grid



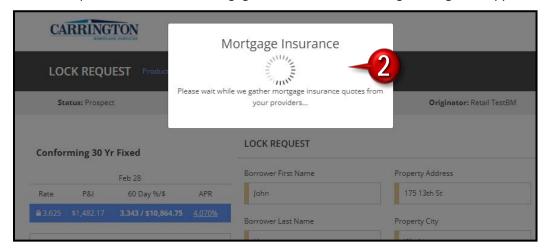


## **Qualified Loan Products - Locking or Floating a Loan**

Select the desired rate by clicking the rate / price (in green)
 Note: The desired rate will display highlighted in Yellow



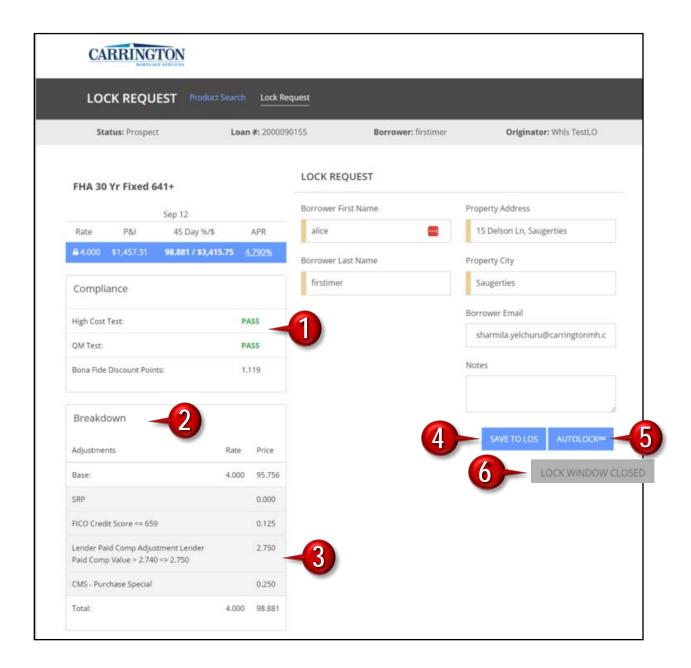
2. If the loan requires Conventional Mortgage Insurance, the following Message will appear





#### **Lock Request Screen**

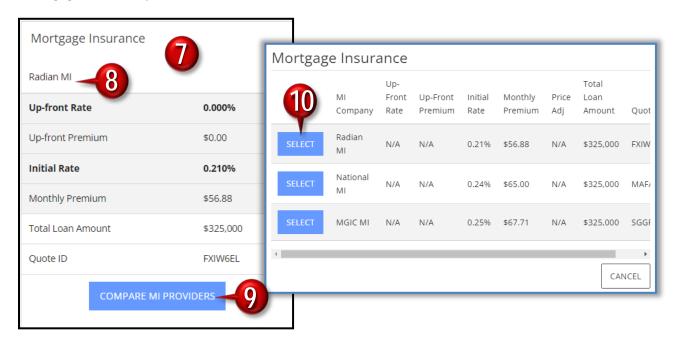
- 1. Review the Compliance section to confirm passing of the High Cost Test and the QM Test
- 2. Scroll down to view the pricing Breakdown and Alerts
- 3. Displays on all LLPAs
- 4. Save to LOS to float the loan
- 5. Autolock will show available if the loan meets the lock requirements
- 6. Lock Window Closed will display if outside of Lock Desk hours



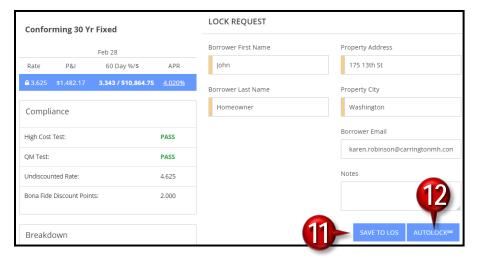


- 7. If the loan requires Conventional Mortgage Insurance, **scroll down**:
- Review the selected Mortgage Insurance Company and Rates
   Note: The Mortgage Insurance Company with the best rate is automatically chosen
- 9. Click Compare MI Providers to view all rates and companies
- 10. To select a different MI Company, click Select to the left of the Company name

**Note**: When loan parameters change, such as LTV, it is best practice to re-run pricing to determine the best mortgage insurance price



- 11. To Float the loan, click Save to LOS
- 12. To Lock the loan, click AutoLock



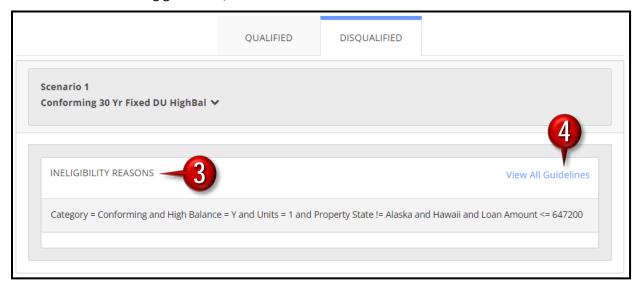


# **Disqualified Loan Programs**

- 1. Click Disqualified
- 2. To review disqualification reasons, click the Arrow next to the loan product



- 3. Review the Ineligibility Reasons
- 4. To view underwriting guidelines, click View All Guidelines



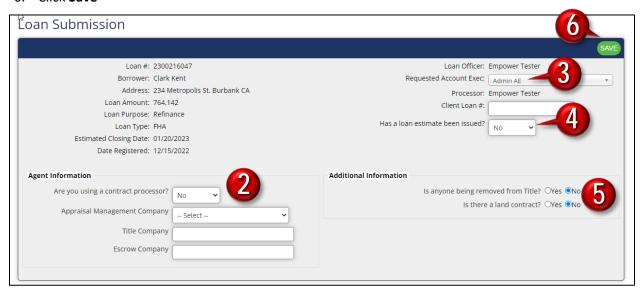


### **Submission Form**

1. Click Submission Form



- 2. Complete Agent Information section
- 3. Select your AE (Defaults to Primary AE)
- 4. Has a Loan Estimate been issued?
- 5. Complete **Additional Information** section
- 6. Click Save



• The Submission Form step will show as Completed





# **Package Upload**

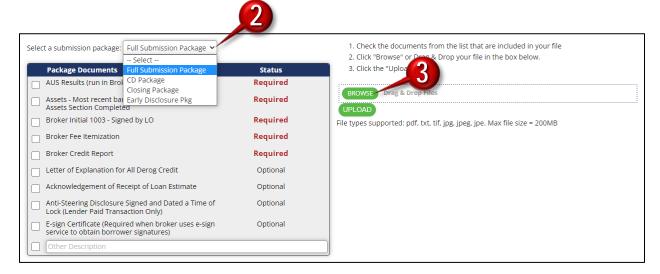
1. Click Package Upload



#### 2. Select Full Submission Package or Early Disclosure Pkg

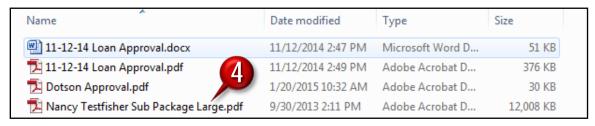
Required documents are listed first and Optional documents are listed below.

- Use the Other Documents field to upload documents with customized Titles
- 3. Click Browse or drag and drop files

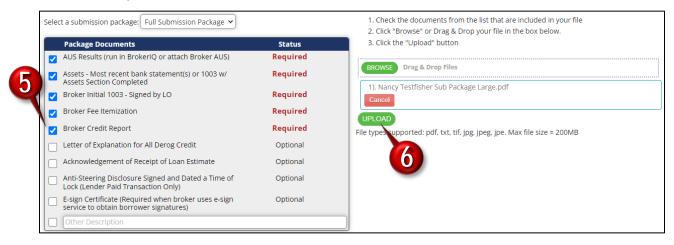




4. Select the pdf which contains all necessary borrower documents



- The pdf file with all necessary documents will be reflected
- 5. Check the **Document** boxes
- 6. Click Upload



- The Package Upload step will indicate complete
- The uploaded pdf files will be reflected





# **Review and Finalize**

1. Click Review & Finalize



- 2. Complete the **Loan Submission** information, including:
  - Ensure information is accurate
  - Enter Client Loan Number (optional)
  - Verify Closing Date
- 3. Click Submit



- 4. Click **OK** to the "Submit this Loan File" pop-up
  - A message will appear indicating "Submitting Loan"



- Check box confirming "Submitted"
- Broker can follow Loan Submission milestones to Funding
- New Tabs appear where Conditions can be uploaded





Scroll down for Loan Information, Carrington Contacts, Application Dates, TRID Dates, Closing Dates, and Document Dates





### **Conditions Management**

- 1. Click the **Open Conditions** Tab
  - Alternatively from the Pipeline, search for the Loan and click the Conditions button



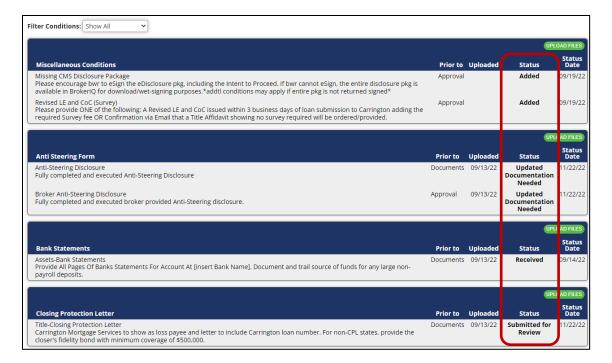
### **Underwriting Conditions**

Condition Information is shared between Broker IQ and Carrington's LOS in real time.

#### **Condition Status:**

- Added Condition has been added
- Reviewed Carrington Account Manager has accepted your condition
- AM Re-Requested Carrington Account Manager / Underwriter has rejected your condition
- UW Re-Requested Carrington Underwriter has rejected your condition
- Cleared Carrington Account Manager / Underwriter has accepted and cleared the condition
- Waived Carrington Underwriter has waived the condition

Note: Use the Filter Conditions drop-down to review conditions in a particular status.

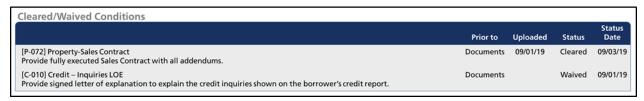




Re-requested Conditions may contain Notes pertaining to the re-request.



#### Cleared and Waived Conditions appear at the bottom and no longer allow Uploaded Files.





# **Requesting Condition Review**

Requesting a condition review is a two-step process. Be sure to complete both steps so that the Account Manager will be notified of the condition review request.

- 1. Upload Conditions uploading documents and attaching to an open condition
- 2. Request Condition Review requesting either an Interim, Final, or Suspense Condition Review

### **Upload Conditions**

1. Click Upload Files



- 2. Click the Checkmark next to the condition
- 3. Click Browse to locate files
  - Can also drag & drop files
- 4. Enter any Comments, if applicable
- 5. Click Start Upload
- Documents uploaded into BIQ are available for review within Empower (Carrington's LOS in real time

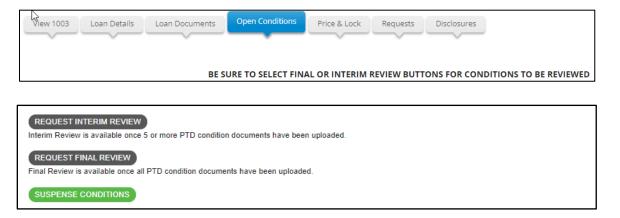




# **Request Condition Review**

- a. Click either:
  - **Request Interim Review** Use this option to submit an interim condition review request. A minimum of 5 uploaded conditions are required for this option to be available.
  - **Request Final Review** Use this option to submit a final review request. All conditions must be uploaded for this option to become available.
  - Suspense Conditions Use this option when submitting suspense conditions. Option will display and is available when a loan has been reviewed and suspended by an underwriter.

**Tip**: These options will turn **Green** when available. If no option becomes available after uploading conditions, then refresh your screen by clicking F5. A minimum of 5 conditions must be uploaded for the Interim Review button to be available and turn green.



**Important**: If a subsequent Interim Review is requested, then an informational message will display. Selecting OK will reset the resubmission date to the current date. This will push the loan back in the Account Manager's condition review queue.

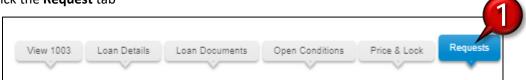




#### Requests

Use the Request tab to request a Change of Circumstance, Closing Disclosure, or Closing Documents.

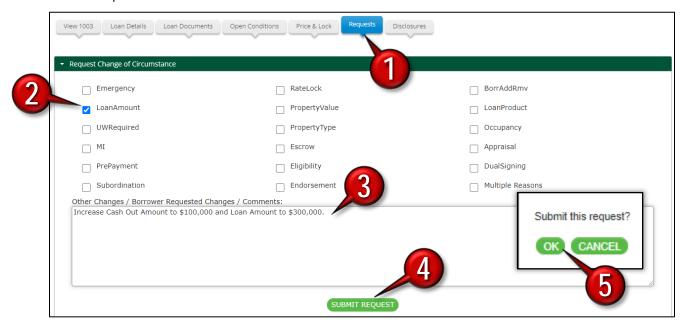
1. Click the Request tab



# **Change of Circumstance**

- 1. Click the **Request Change of Circumstance** header to expand the section
- 2. Click the Checkmark next to the item being updated
  - Multiple items can be selected
- 3. Enter any Comments to clarify specifics of the change
- 4. Click Submit request
- 5. Click **OK** to confirm request or **Cancel** to cancel request

**Note**: Upon submission, an email will be sent to the assigned Account Manager notifying them of the request.

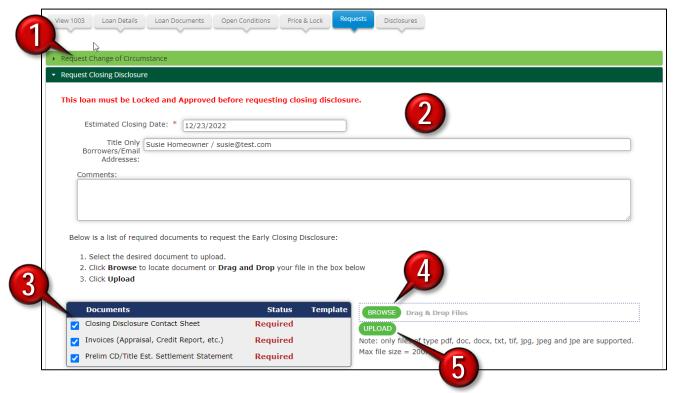




### **Request Closing Disclosure**

The Request Closing Disclosure option is available once the loan is Locked and Approved.

- 1. Click the Request Closing Disclosure header to expand the section
- 2. Enter all information
  - Fields with red asterisk (\*) are Required
- 3. Check the Document boxes
- 4. Click Browse to locate files
  - · Can also drag & drop files
- 5. Click Upload
  - Documents uploaded into BIQ are available for review within Encompass 360 in real time



- 6. Click Request CD
- 7. Click **OK** to confirm request or **Cancel** to cancel request

**Note**: Upon submission, an email will be sent to the assigned Account Manager notifying them of the request.



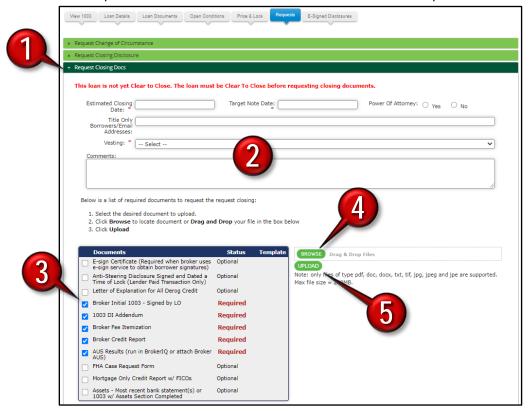


### **Request Closing Docs**

The Request Closing Docs option is available once the loan is in Closing Preparation status.

- 1. Click the Request Closing Docs header to expand the section
- 2. Enter all information
  - Fields with red asterisk (\*) are Required
- 3. Check the Document boxes
- 4. Click Browse to locate files
  - Can also drag & drop files
- 5. Click Upload

Documents uploaded into BIQ are available for review within Encompass 360 in real time





- 6. Click Request Closing Documents
- 7. Click **OK** to confirm the request or **Cancel** to cancel the request

**Note**: Upon submission, an email will be sent to the assigned Account Manager notifying them of the request.





### **Stored Loan Documents**

All documents uploaded to a loan file (including Condition Documents) can be viewed within the **Loan Documents** tab.





#### **Milestones**

- Green check mark indicates milestone has completed
  - o This loan is in Submission Acceptance milestone



Suspended will only appear if file is in a suspended status

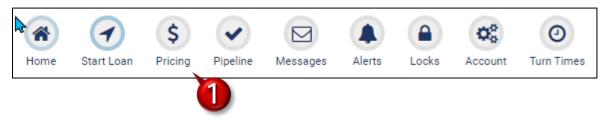




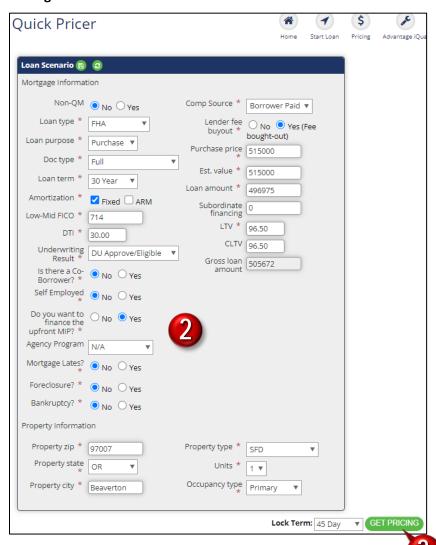
#### **Quick Pricer**

Note: All pricing is displayed as Borrower-Paid Compensation

1. Click Pricing icon

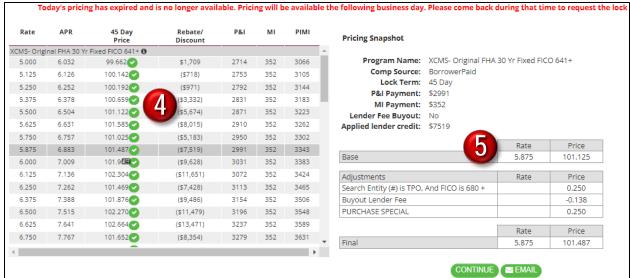


- 2. Enter short Loan Parameter fields
- 3. Click Get Pricing





- CPPE pricing screens will appear
- Update Scenario returns Broker to previous screen with entered data
- 4. Click Check mark for Rate and Pricing chosen
- 5. Pricing Adjustments populate
- 6. Click Continue or Email to have it sent electronically

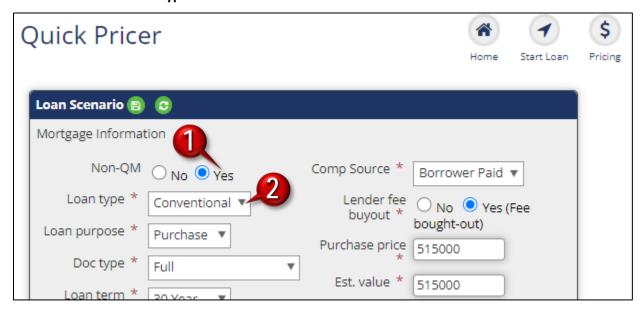




# **Non-Agency Loans - Quick Pricer**

When working with Non-Agency loans:

- 1. From the Non QM section under Loan Scenario heading, select the Yes bubble
- 2. Ensure the Loan Type is Conventional



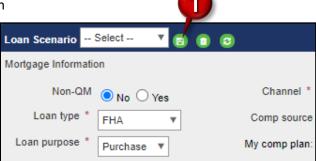
3. Complete all All Non-Agency UW information



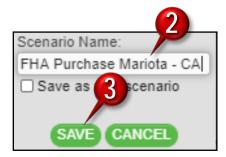


# **Save Quick Pricer Scenario**

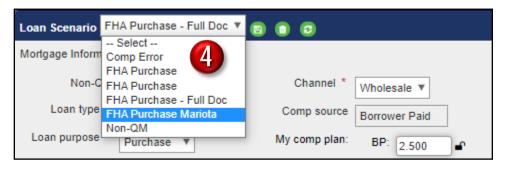
1. Click the Save icon



- 2. Enter a Scenario Name
- 3. Click Save



4. Use the Loan Scenario drop-down to locate the Scenario





### **Document Retrieval**

1. Click Request Document icon next to desired document



"Requesting Document" message will appear



2. Once document has been retrieved from Encompass, click **Download** icon





# **Lock Extension**

- 1. Click Requests tab
- 2. Select Extend Lock Timeframe
- 3. Enter Comments
- 4. Click Submit Request
- Lock Desk will process and provide confirmation

  View 1003 Loan Details Loan Documents Open Conditions Price & Lock Requests Disclosures

  Request Lock Extension

  Extend Lock: 7 DAY (0.062) Comments: Test please extend my lock for 7 more days.

  2



# **Disclosures**

- 1. Click Disclosures
- 2. Click the **Disclosure Package** you would like to open



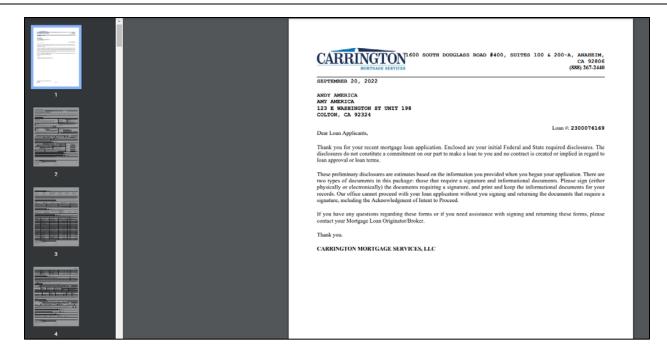
3. PDF is reflected in bottom left hand corner. Click it to open the Document



#### **NOTE: Disclosure Tab Reflects:**

- Initial Disclosure Package
- Re-Disclosure Package
- Pre-Closing Package
- Revised Pre-Closing Package







# **Important Tabs**

#### **Loan Details Tab**

#### 1. Click the Edit button



#### 2. Review Loan Status



#### 3. Review TRID Dates



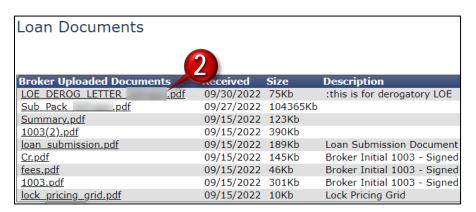


#### **Loan Documents**

1. Click the Loan Documents (third button) from the left

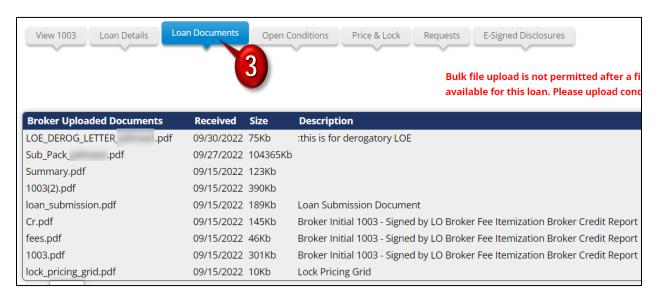


2. Review all pdf **Documents** that have been uploaded with date received. Click pdf to open document





3. Another way to get to the Documents is to click the Loan Documents tab within the loan



4. You can look for a specific document by typing in the Search box





### **Open Conditions**

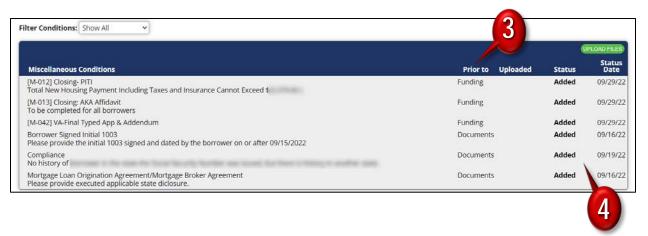
 When a Loan comes back from Underwriting with a Conditional Approval, you will have the Conditions radial button. It will be the last button on the right. It could be the 4<sup>th</sup>, 5<sup>th</sup>, or 6<sup>th</sup> button.



2. You can also access Conditions by clicking the Open Conditions tab



- 3. Prior to (Docs or Funding) is reflected
- 4. Updated Status and Status Dates are shown





# **Last Login**

1. Click Broker Accounts on the left side



2. Sixth column from Left **Last Login** reflects the last time each associate (i.e. your Loan Officers or Processors) accessed Broker IQ



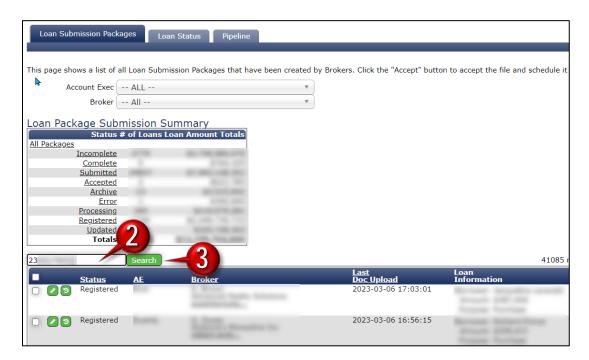


#### **Loan Number Search**

1. Click Loan Submission Packages



- 2. Type Loan Number in the Search field
- 3. Click Search



4. Loan you are searching for is now isolated

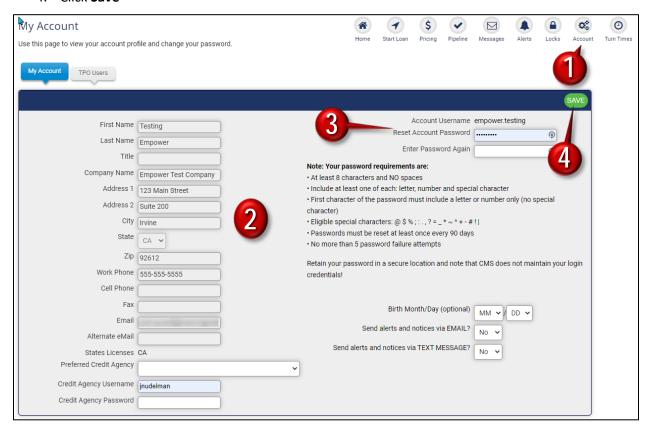




# **User Support**

# **Modify Account Profile**

- 1. Click Profile
- 2. Modify **Account Information** such as Name, Phone number, etc.
- 3. You can also reset and change your account Password
- 4. Click Save





# **Broker IQ Support**

For assistance with Broker IQ, send an Email to <a href="mailto:BrokerIQSupport@CarringtonMS.com">BrokerIQSupport@CarringtonMS.com</a>

