



THE MONEY SOURCE

CORRESPONDENT LENDER SCORECARD GUIDE

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Definitions

- **Current Month** – The selected month chosen to view. If the Scorecard selected was May 2016, the current month would be May 2016.

Month: ▼

- **Current Quarter** – The calendar quarter that contains the “current month.” If the Scorecard selected was May 2016, the current quarter would be April 1, 2016 – June 30, 2016.
- **Rolling # Months** – Last number of months ending with and including the “current month.”

Header

The CAREspondent Name and current month will be displayed in the header of each page.

Client Information, Your Account Executive, and Underwriting Approval

The Client Profile, Account Executive contact information, and Underwriting Approval from the Lender Detail in DataTrac are displayed here.

Purchased Volume Summary

PURCHASED VOLUME SUMMARY

	Conv		FHA		VA		USDA		Total		By Purpose	
	#	\$	#	\$	#	\$	#	\$	#	\$	Purchase	Refi
Dec 2017	289	\$55,845,575	1678	\$401,492,153	689	\$176,364,396	178	\$25,525,755	2834	\$659,227,879	54%	46%
Nov 2017	294	\$59,366,348	1708	\$398,955,669	790	\$199,374,057	133	\$20,612,167	2925	\$678,308,241	56%	44%
Oct 2017	296	\$63,406,531	2111	\$498,080,665	1023	\$263,949,283	195	\$29,914,326	3625	\$855,350,805	57%	43%
Sep 2017	227	\$52,935,839	1685	\$391,303,112	831	\$212,364,698	172	\$25,697,591	2915	\$682,301,240	55%	45%
Aug 2017	207	\$46,021,044	2046	\$461,451,515	770	\$196,837,108	258	\$38,361,877	3281	\$742,671,544	58%	42%
Current Quarter	879	\$178,618,454	5497	\$1,298,528,487	2502	\$639,687,736	506	\$76,052,248	9384	\$2,192,886,925	56%	44%
Rolling 3 Mos	879	\$178,618,454	5497	\$1,298,528,487	2502	\$639,687,736	506	\$76,052,248	9384	\$2,192,886,925	56%	44%
Rolling 6 Mos	1767	\$369,084,863	10850	\$2,514,459,322	4903	\$1,255,188,472	1133	\$169,424,295	18653	\$4,308,156,952	57%	43%
Rolling 9 Mos	2574	\$546,638,295	16064	\$3,616,117,315	7031	\$1,762,088,830	1772	\$261,703,227	27441	\$6,186,547,667	59%	41%
Rolling 12 Mos	3302	\$730,190,010	20032	\$4,534,016,994	8470	\$2,121,203,395	2178	\$321,479,515	33982	\$7,706,889,914	59%	41%
Prior Yr End	6230	\$1,579,889,724	14630	\$3,116,379,506	8466	\$2,140,789,558	1016	\$146,544,651	30343	\$6,985,020,639	47%	53%

This section shows the Product Volume Comparison with different report periods for the rows.

- 1) **Conv** – The number of loans and the sum of the Note amounts of the Purchased loans for the report period where the Program Loan Type is Conventional.
- 2) **FHA** – The number of loans and the sum of the Note amounts of the Purchased loans for the report period where the Program Loan Type is FHA.
- 3) **VA** – The number of loans and the sum of the Note amounts of the Purchased loans for the report period where the Program Loan Type is VA.
- 4) **USDA** – The number of loans and the sum of the Note amounts of the Purchased loans for the report period where the Program Loan Type is USDA.
- 5) **Total** – The total number of loans and the sum of the Note Amounts for all Conv, FHA, VA and USDA loans for the report period.
- 6) **By Purpose** – The percentage of the total Note amounts in the report period where the Purpose was Purchase or Refinance.

7) Report Period

- a. Last five months starting with the and including the current month (last full month).
- b. Rolling # Months is the last number of months ending with and including the current month.
- c. Prior Yr End is the total of the whole previous year, January to December.

Performance by Lock Type

	Best Effort		Mandatory	
	#	\$	#	\$
Current Month	2	\$275,300	14	\$2,561,327
Current Quarter	4	\$787,307	93	\$16,568,914
Current Year	5	\$933,507	562	\$95,212,728

This section will display the number and volume of purchased loans in the report period for both Best Effort and Mandatory lock types.

Turn Times (days)

	Seller		Peers	
	Lock to Purchase	Deliver to Purchase	Lock to Purchase	Deliver to Purchase
Current Month	15	6	15	6
Current Quarter	16	6	16	6
Current Year	18	6	18	6

- 1) **Seller: Lock to Purchase** – Shows the average purchased date minus the lock date for all of the Seller’s purchased loans in the report period.
- 2) **Seller: Deliver to Purchase** – Shows the average purchased date minus the received date for all of the Seller’s purchased loans in the report period.
- 3) **Peers: Lock to Purchase** – Shows the average purchased date minus the lock date for all purchased loans in the report period for the entire channel.
- 4) **Peers: Deliver to Purchase** – Shows the average purchased date minus the received date for all purchased loans in the report period for the entire channel.

Early Payoff (EPO) and 90-Day Delinquencies (EPD)

EPO

	Conv		FHA		VA		USDA		Total	
	#	\$	#	\$	#	\$	#	\$	#	\$
Current Month	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
Rolling 12 Months	0	\$0	1	\$172,319	1	\$256,678	0	\$0	2	\$428,997

90-DAY DELINQUENCIES

	Conv		FHA		VA		USDA		Total	
	#	\$	#	\$	#	\$	#	\$	#	\$
Rolling 12 Months	0	\$0	1	\$172,319	0	\$0	1	\$169,665	2	\$341,984
Rolling 24 Months	0	\$0	1	\$172,319	0	\$0	1	\$169,665	2	\$341,984

This information comes from the Loan Servicing section of the Corr Contacts. If “EPO” or “EPD” is selected, and the Event Date occurred within the report period, the number of loans and total Note Amount will be displayed for the appropriate loan type.

Best Effort Pull-Thru Summary

BEST EFFORT PULL THRU SUMMARY

	Total Locks		Can / Exp Locks		Funded		Total PT
	#	\$	#	\$	#	\$	%
Aug 2019	1234	\$326,962,819	249	\$65,221,002	985	\$261,741,817	80%
Jul 2019	1295	\$330,904,974	279	\$73,640,179	1016	\$257,264,795	78%
Jun 2019	1256	\$327,340,546	298	\$73,273,176	958	\$254,067,370	78%
May 2019	1133	\$304,799,085	268	\$69,992,729	865	\$234,806,356	77%
Apr 2019	762	\$200,181,790	179	\$48,544,783	583	\$151,637,007	76%
Rolling 3 Mos	3785	\$985,208,339	826	\$212,134,357	2959	\$773,073,982	78%
Rolling 6 Mos	6185	\$1,621,815,943	1410	\$369,731,340	4775	\$1,252,084,603	77%
Rolling 9 Mos	8152	\$2,106,887,351	1966	\$509,259,166	6186	\$1,597,628,185	76%
Rolling 12 Mos	10351	\$2,654,522,237	2505	\$650,163,974	7846	\$2,004,358,263	76%
Prior Yr End	8693	\$2,043,995,582	2139	\$505,329,007	6554	\$1,538,666,575	75%

This section shows the Best Effort Lock Summary with different report periods for the rows.

- 1) **Total Locks** – The count and total volume for loans where the Lock Expiration Date is in the report period.
- 2) **Can / Expired Locks** – The count and total volume for loans where the Lock Expiration Date is in the report period and the Funded Date is null.
- 3) **Funded** – The count and total volume for loans where the Lock Expiration Date is in the report period and the Funded Date is not null.
- 4) **Total PT %** - This is the average Note amount of loans that were not Canceled/Denied and have a Lock Expiration Date during the report period that were best effort locked. To calculate:
 - a. Get the total Note amounts of loans with a Lock Expiration Date during the report period.
 - b. Get the total Note amounts of loans with a Lock Expiration Date during the report period and Funded Date is null.
 - c. Divide b / a and multiply by 100. Round to the nearest number and subtract 100. That is the Pull-Thru Percentage.
- 5) **Report Period**
 - a. Last five months starting with the and including the current month (last full month).
 - b. Rolling # Months is the last number of months ending with and including the current month.
 - c. Prior Yr End is the total of the whole previous year, January to December.

Mandatory Pull-Thru Summary

MANDATORY PULL THRU SUMMARY							
	Total Locks		Can / Exp Locks		Funded		Total PT
	#	\$	#	\$	#	\$	%
Aug 2019	1326	\$360,885,146	30	\$8,322,527	1296	\$352,562,619	98%
Jul 2019	1027	\$281,063,988	35	\$10,491,810	992	\$270,572,178	96%
Jun 2019	1543	\$408,908,039	16	\$4,848,823	1527	\$404,059,216	99%
May 2019	1914	\$500,766,004	12	\$3,039,620	1902	\$497,726,384	99%
Apr 2019	1932	\$498,464,226	28	\$7,311,864	1904	\$491,152,362	99%
Rolling 3 Mos	3896	\$1,050,857,173	81	\$23,663,160	3815	\$1,027,194,013	98%
Rolling 6 Mos	9126	\$2,405,029,135	140	\$39,493,430	8986	\$2,365,535,705	98%
Rolling 9 Mos	13389	\$3,486,912,703	223	\$61,954,089	13166	\$3,424,958,614	98%
Rolling 12 Mos	19587	\$5,036,886,649	336	\$93,122,323	19251	\$4,943,764,326	98%
Prior Yr End	25981	\$6,135,970,139	615	\$153,025,280	25366	\$5,982,944,859	98%

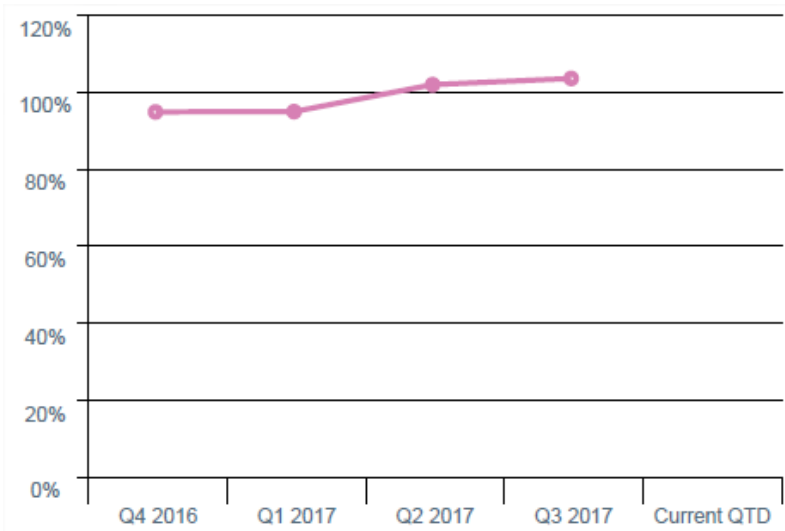
This section shows the Mandatory Lock Summary with different report periods for the rows.

- 1) **Total Locks** – The count and total volume for loans where the Lock Expiration Date is in the report period.
- 2) **Can / Exp Locks** – The count and total volume for loans where the Lock Expiration Date is in the report period and the Funded Date is null.
- 3) **Funded** – The count and total volume for loans where the Lock Expiration Date is in the report period and the Funded Date is not null.
- 4) **Total PT %** - This is the average Note amount of loans that were not Canceled/denied and have a Lock Expiration Date during the report period that were mandatory locked. To calculate:
 - a. Get the total Note amounts of loans with a Lock Expiration Date during the report period.
 - b. Get the total Note amounts of loans with a Lock Expiration Date during the report period and Funded Date is null.
 - c. Divide b / a and multiply by 100. Round to the nearest number and subtract 100. That is the Pull-Thru Percentage.
- 5) **Report Period**
 - a. Last five months starting with the and including the current month (last full month).
 - b. Rolling # Months is the last number of months ending with and including the current month.
 - c. Prior Yr End is the total of the whole previous year, January to December.

Weighted Hedge Performance

Current Quarter	Total Locks			Weighted Days	
	#	\$	%	Paid	Used
Oct - Dec 2017					
Cancelled	502	\$108,844,523	19.54%	\$3,254,458	\$3,141,661
Hedge Expired	0	0	0.00%	Performance Ratio	
Funded	1979	\$448,317,382	80.46%	103.59%	

Prior Quarter	Total Locks			Weighted Days	
	#	\$	%	Paid	Used
Jul - Sep 2017					
Cancelled	593	\$129,783,006	18.73%	\$3,714,025	\$3,641,666
Hedge Expired	0	0	0.00%	Performance Ratio	
Funded	2601	\$563,052,240	81.27%	101.99%	



This section shows the cost of hedging the loans for Best Effort Locks. Contrary to the definitions in the Introduction Current Quarter in this section is the most recent, full calendar quarter. Prior Quarter is the quarter prior to the current quarter.

- 1) **Total Locks** – The total lock stats include the count and volume of loans that have a Lock Expiration Date in the report quarter.
 - a. **Canceled** – All loans that have a Lock Expiration Date and Cancelled Date within the report period.
 - b. **Hedge Expired** – All loans that have a Lock Expiration Date within the report period and do not have a Funded or Cancelled / Denied Date.
 - c. **Funded** – All loans that have a Lock Expiration Date and Funded Date within the report period.
 - d. **Percentage (%)** - The percentage in volume of all loans included in the Canceled, Hedge Expired and Funded within the report period.
- 2) **Weighted Days** are added by locking and funding loans.
 - a. **Paid** – Weighted Days Paid is the total of the Note amount multiplied by the (Lock Period * 1.5 Basis Points) for the individual Funded loans. Canceled and Expired are always \$0.00.
 - i. Lock Period is the number of days between the Lock Date and Lock Expiration Date.
 - b. **Used** – Weighted Days Used is the total of the Note amount multiplied by the (Days in Pipeline * 1.5 Basis Points) for the individual loans.
 - i. Days in Pipeline is the number of days between the Lock Date and the Date Funded, Cancelled or Denied.
 - c. **Performance Ratio** is the Weighted Days Paid divided by the Weighted Days Used. The higher the Performance Ratio the better.

Level	Performance Ratio
1	≥ 80.00%
2	≥ 65.00% and <80.00%
3	≥ 50.00% and <65.00%
4	<50.00%

- d. The graph shows the history of the Performance Ratio for the Current Quarter and the previous four Quarters.

Credit Quality

CREDIT QUALITY

Last 1 Month	Conv				FHA				VA				USDA			
	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers
>= 740	3	\$570	47.66%	53.96%	0	\$0	0.00%	1.73%	1	\$158	14.89%	11.02%	0	\$0	0.00%	5.41%
680 - 739	4	\$626	52.34%	39.24%	6	\$1,092	27.58%	8.99%	2	\$287	27.05%	28.32%	2	\$417	100.00%	26.24%
640 - 679	0	\$0	0.00%	5.33%	4	\$916	23.14%	40.94%	0	\$0	0.00%	46.51%	0	\$0	0.00%	57.69%
620 - 639	0	\$0	0.00%	1.39%	2	\$467	11.80%	34.48%	0	\$0	0.00%	8.08%	0	\$0	0.00%	6.91%
<= 619	0	\$0	0.00%	0.08%	7	\$1,484	37.48%	13.86%	2	\$616	58.06%	6.07%	0	\$0	0.00%	3.75%
Totals	7	\$1,196	100.00%	100.00%	19	\$3,959	100.00%	100.00%	5	\$1,061	100.00%	100.00%	2	\$417	100.00%	100.00%

Last 6 Months	Conv				FHA				VA				USDA			
	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers
>= 740	35	\$5,843	45.30%	53.96%	8	\$1,152	5.07%	1.73%	5	\$912	10.26%	11.02%	0	\$0	0.00%	5.41%
680 - 739	31	\$5,782	44.83%	39.24%	44	\$7,356	32.41%	8.99%	14	\$2,744	30.86%	28.32%	4	\$752	38.06%	26.24%
640 - 679	6	\$1,140	8.84%	5.33%	33	\$5,897	25.98%	40.94%	6	\$1,084	12.19%	46.51%	3	\$564	28.54%	57.69%
620 - 639	1	\$134	1.04%	1.39%	12	\$1,933	8.52%	34.48%	6	\$1,327	14.92%	8.08%	3	\$422	21.36%	6.91%
<= 619	0	\$0	0.00%	0.08%	36	\$6,362	28.03%	13.86%	13	\$2,825	31.77%	6.07%	2	\$238	12.04%	3.75%
Totals	73	\$12,899	100.00%	100.00%	133	\$22,700	100.00%	100.00%	44	\$8,892	100.00%	100.00%	12	\$1,976	100.00%	100.00%

Last 12 Months	Conv				FHA				VA				USDA			
	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers	#	\$ (K)	%	Peers
>= 740	82	\$12,714	52.39%	51.77%	16	\$2,733	7.26%	2.52%	15	\$2,628	15.26%	13.86%	0	\$0	0.00%	6.20%
680 - 739	59	\$10,022	41.30%	39.89%	75	\$12,873	34.18%	11.24%	25	\$5,200	30.19%	27.73%	4	\$752	32.55%	24.83%
640 - 679	7	\$1,225	5.05%	6.57%	53	\$9,203	24.44%	41.56%	16	\$2,835	16.46%	43.59%	3	\$564	24.42%	59.53%
620 - 639	2	\$307	1.27%	1.67%	19	\$3,317	8.81%	30.38%	8	\$1,762	10.23%	8.41%	4	\$574	24.85%	5.64%
<= 619	0	\$0	0.00%	0.10%	57	\$9,531	25.31%	14.30%	21	\$4,802	27.87%	6.41%	3	\$420	18.18%	3.79%
Totals	150	\$24,268	100.00%	100.00%	220	\$37,657	100.00%	100.00%	85	\$17,227	100.00%	100.00%	14	\$2,310	100.00%	100.00%

This section displays the count and volume for each loan type for the last full month, six months and 12 months (ending with and including the last current month) based on the FICO score.

- 1) # - The count of the loans for each Loan Type and FICO.
- 2) \$ (K) – The volume of the loans for each Loan Type and FICO. If the volume is \$1,332,000 it will be displayed as \$1,332.
- 3) % - The percentage of the loans for each Loan Type and FICO.
- 4) Peers – The percentage of the loans for each Loan Type and FICO of the entire channel.

Geographic Mix

GEOGRAPHIC MIX

Top 10 states by volume in the past 12 months

State	#	\$	%	State	#	\$	%
AZ	97	\$15,542,624	19.20%	TX	27	\$4,805,689	5.94%
OR	48	\$10,297,455	12.72%	UT	22	\$4,039,622	4.99%
WA	50	\$9,417,109	11.63%	NM	23	\$3,602,017	4.45%
CA	41	\$8,940,780	11.05%	NC	29	\$3,467,896	4.28%
CO	26	\$5,691,496	7.03%	OK	19	\$3,364,907	4.16%

This section shows the Geographic Mix of the total number and Note amounts of Purchased loans in the past 12 months (ending with and including the last current month). They are grouped by State and in descending order by Volume for the Top 10 States.

Property Mix

PROPERTY MIX

Property Type	MTD #	MTD %	YTD #	YTD %
Manufactured	22	66.67%	234	70.27%
SFR/PUD/Condo	11	33.33%	97	29.13%
Multi-Family	0	0.00%	2	0.60%

This section displays the Property Mix of the total number and of Purchased loans in the last month and year to date.

- 1) # - The count of the loans for each Property Type.
- 2) % - The percentage of the loans for each Property Type.

Top Conditions by Loan Type

TOP CONDITIONS BY LOAN TYPE

Conv	FHA	VA	USDA
1. Original Note, Allonge and Bailee Letter [289 Loans]	1. Original Note, Allonge and Bailee Letter [1681 Loans]	1. Original Note, Allonge and Bailee Letter [689 Loans]	1. Original Note, Allonge and Bailee Letter [178 Loans]
2. MERS Registration [15 Loans]	2. Compliance Review/TILA Test [133 Loans]	2. Fraudguard [70 Loans]	2. Compliance Review/TILA Test [17 Loans]
3. Hazard Insurance [14 Loans]	3. Fraudguard [119 Loans]	3. Compliance Review/TILA Test [26 Loans]	3. Fraudguard [11 Loans]
4. Compliance Review/TILA Test [14 Loans]	4. FHA Appraisal Logging [72 Loans]	4. VA Request for Determination of Reasonable Value [21 Loans]	4. Hazard Insurance [10 Loans]
5. AUS Rerun [10 Loans]	5. MERS Registration [62 Loans]	5. FEMA Disaster Declared County - Re-inspection required - County [18 Loans]	5. Verbal VOE [8 Loans]
6. Suspense - Unable to Purchase [8 Loans]	6. Verbal VOE [54 Loans]	6. MERS Registration [15 Loans]	6. MERS Registration [6 Loans]
7. Fraudguard [8 Loans]	7. AUS Rerun [43 Loans]	7. VA Termite/Pest Inspection [13 Loans]	7. FEMA Disaster Declared County - Re-inspection required - County [5 Loans]
8. FEMA Disaster Declared County - Re-inspection required - County [8 Loans]	8. Proof UFMIP Paid [43 Loans]	8. Verbal VOE [11 Loans]	8. Provide Title Commitment/Preliminary Report Title amount is not matching with DOT and Note_CK [3 Loans]
9. Tax Information Sheet [7 Loans]	9. FEMA Disaster Declared County - Re-inspection required - County [34 Loans]	9. Tax Information Sheet [11 Loans]	9. First Payment Letter [3 Loans]
10. 203k Disclosures [7 Loans]	10. Hazard Insurance [32 Loans]	10. Hazard Insurance [10 Loans]	10. LDP/GSA [2 Loans]

This section shows the top conditions, maximum of 10, by loan type of the Purchased loans for the current month. In brackets next to each condition is the number of loans the condition appeared on.

Average Conditions by Loan Type

AVERAGE CONDITIONS BY LOAN TYPE

Loan Type	Avg	%
Conv	4.00	21.43%
FHA	3.50	18.75%
VA	3.17	16.96%
USDA	8.00	42.86%

This section shows the average number of conditions and percentage by loan type of the Purchased loans for the current month.