

## **How to Price a Loan:**

### **Table of Contents:**

- Pricing on Everstream’s Website: Page 1-3
- Pricing through Lendingpad: Page 4-5
- Pricing Non QM
  - o Via Website: Page 5
  - o Via Lendingpad: Page 7-8
- Pricing DSCR
  - o Via Website: Page 6
  - o Via Lendingpad: Page 9-10
- FAQs and Troubleshooting: Page 11

## **Pricing on Everstream’s Website:**

Step 1: Visit <https://www.everstreammortgage.com/todays-rates>

Step 2: Select “View Today’s Rates” (DO NOT select “Broker Login”)

Step 3: Use Login Credentials

Username: Everstream

Password: Ever2023!



**OPTIMIZE YOUR ADVANTAGE**

A screenshot of a web form titled "CLIENT LOGIN". The form has a dark blue header with the title in white. Below the header, there are two input fields: "Username" with a person icon and "Password" with a star icon. Both fields contain the text "Everstream" and "Ever2023!" respectively. At the bottom left, there is a link "Forgot Password?". At the bottom right, there is a dark blue button with the text "LOG IN" in white.

## Step 4: Enter required fields (See Below) and press “Submit”



User: L. Everstream | Time Zone: EST | [Logout](#)

[New Search](#)

**Submit**

### Lien Information

Search for First Lien    
  Search for Second Lien    
  Search for HELOC Second Lien

<input type="text" value="400000"/> <small>• 1st Mtg Loan Amt (Base)</small>	<input type="text" value="0"/> <small>• 2nd Mtg Loan Amt</small>	<input type="text" value="0"/> <small>• HELOC Line Amt</small>	<input type="text" value="0"/> <small>• HELOC Drawn Amt</small>
--	--	--	---

### Loan Information

<input type="text" value="500000"/> <small>• Price/Estimated Value</small>	<input type="text" value="500000"/> <small>• Appraisal Amount</small>	<input type="text" value="Purchase"/> <small>Loan Purpose</small>	<input type="text" value="0"/> <small>• Cash-Out Amount</small>
<input type="text" value="80.00"/> <small>• LTV</small>	<input type="text" value="CLTV New"/> <small>CLTV</small>	<input type="text" value="HCLTV"/> <small>HCLTV</small>	
<input type="text" value="No"/> <small>Waive Escrows</small>			

### Borrower Information

<input type="text" value="760"/> <small>• Borrower FICO</small>	<input type="text" value="760"/> <small>• Representative FICO</small>	<input type="text" value="25"/> <small>• DTI Ratio</small>	<input type="text" value="25"/> <small>• Self Employed</small>
<input type="text" value="U.S. Citizen"/> <small>Citizenship</small>	<input type="text" value="No"/> <small>Co-Borrower FICO</small>	<input type="text" value="No"/> <small>Non-Occupant Coborrower</small>	<input type="text" value="No"/> <small>Self Employed</small>
<input type="text" value="Verified"/> <small>Income Documentation</small>	<input type="text" value="Verified"/> <small>First Time Home Buyer</small>	<input type="text" value="Verified"/> <small>Employment Documentation</small>	<input type="text" value="36"/> <small>• Months of Reserves</small>
<input type="text" value="25000"/> <small>Monthly Qualifying Income</small>	<input type="text" value="Verified"/> <small>Asset Documentation</small>		

### Property Information

<input type="text" value="Primary Residence"/> <small>Occupancy</small>	<input type="text" value="Single Family"/> <small>Property Type</small>	<input type="text" value="1 Unit"/> <small>Number of Units</small>	<input type="text" value="1"/> <small>• Number of Stories</small>
<input type="text" value="Maryland (MD)"/> <small>State</small>	<input type="text" value="Baltimore"/> <small>• County</small>	<input type="text" value="No"/> <small>Corporate Relocation</small>	<input type="text" value=""/> <small>Property Zip</small>
<input type="text" value="1"/> <small>• Properties Financed</small>			

### First Lien Search Criteria

**Loan Type:**  Conforming   
  NonConforming   
  FHA   
  VA   
  USDA

**Loan Term(s):**  30 Yr   
  25 Yr   
  20 Yr   
  15 Yr   
  10 Yr   
  40 Yr   
 Max: 3

Non-Standard Term  Months

**Amortization Type(s):**  Fixed   
  ARM   
  Balloon

**ARM Fixed Term(s):**  3 Yr   
  5 Yr   
  7 Yr   
  10 Yr   
  15 Yr   
 Max: 3

**Product Type(s):**
 All   
  Standard   
  Affordable   
  HARP   
  Hero/Champion  
 HFA/Bond   
 HUD Specialty   
 Reno/Rehab   
 Student Ln CO Refi   
 USDA Streamline  
 Expanded Guidelines

<input type="text" value="No (Fees Out)"/> <small>Fees In</small>	<input type="text" value="Desired Price"/> <small>Desired Price</small>	<input type="text" value="Desired Rate"/> <small>Desired Rate</small>	<input type="text" value="Desired Lock Period"/> <small>Desired Lock Period</small>
<input type="text" value="Buydown"/> <small>Buydown</small>	<input type="text" value="Borrower Pays MI (if required)"/> <small>Borrower Pays MI (if required)</small>	<input type="text" value="Automated U/W System"/> <small>Automated U/W System</small>	<input type="text" value="Prepayment Penalty"/> <small>Prepayment Penalty</small>
<input type="text" value="None"/> <small>FHA Case # Assigned</small>	<input type="text" value="Yes"/> <small>Reduced MI</small>	<input type="text" value="Not Specified"/> <small>Interest Only</small>	<input type="text" value="None"/> <small>Interest Only</small>
<input type="text" value="On or after 1/1/2025"/> <small>On or after 1/1/2025</small>	<input type="text" value="No"/> <small>Reduced MI</small>	<input type="text" value="No"/> <small>Interest Only</small>	<input type="text" value="No"/> <small>Interest Only</small>

### Total Loan Amount

<input type="text" value="Active Duty - 1st use"/> <small>VA Veteran Type/History</small>	<input type="text" value="No"/> <small>Exempt from Funding Fee</small>	<input type="text" value="0.00"/> <small>PMI/MIP/FF/G Fee %</small>	<input type="text" value="0.00"/> <small>PMI/MIP/FF/G Fee Amount</small>
<input type="text" value="0.00"/> <small>PMI/MIP/FF/G Fee Paid in Cash</small>	<input type="text" value="0"/> <small>PMI/MIP/FF/G Fee Financed</small>	<input type="text" value="400000"/> <small>1st Mtg Loan Amt (Base)</small>	<input type="text" value="400000"/> <small>1st Mtg Loan Amt (Total)</small>
<input checked="" type="checkbox"/> Finance Entire Amount			

**Submit**

**Clear Form**

## Step 5: Viewing the Rates – The Following Actions are Available

- **View The Rate Stack:** Press “Show” on the corresponding product
  - o (NOTE: All prices shown are BPC – Borrower Paid)
- **Change the Inputs/Scenario:** Select the Blue Magnifying Glass Icon
- **Compare Specific Rates:** Input “Desired Rate” and select “Re-Submit”
- **Compare Specific Prices:** Input “Desired Price” and select “Re-Submit”

The screenshot displays the Everstream Mortgage interface. At the top, the logo 'everstream MORTGAGE' is on the left, and user information 'User: L. Everstream' and 'Time Zone: EST' with a 'Logout' button is on the right. Below this is a navigation bar with 'Search Results' and 'New Search' buttons. A status bar shows 'Selected Loan: Loan ID: 16370', 'Status: PreProspect', and 'Borrower: N/A'. The main section is titled 'Re-Submit Options' and contains several input fields: '1st Mtg Loan Amt (Base)' (400000), 'DTI Ratio' (25), 'Property Zip', '1st Mtg Loan Amt (Total)' (400000), 'LTV' (80), 'Interest Only' (No), 'CLTV New' (No), 'Waive Escrows' (No), 'Desired Rate' (AUS, Not Specified), 'Desired Price' (None), and 'Desired Lock' (None). Below these fields, it shows 'Loan Type: Conforming', 'Loan Term(s): 30 Yr', 'Amortization Type(s): Fixed', and 'ARM Fixed Term(s): 3 Yr, 5 Yr'. A 'Print' button is visible. At the bottom, a table titled 'Eligible Product' shows two rows of data.

Eligible Product	Rate	Price	Lock	APR	P&I	Closing Cost (\$)	Discount/Rebate(\$/%)	Detail
FHLMC Conforming 30 Yr Fixed (FHLMC30)	6.375	100.264	30	6.375	\$2,495	\$0	-0.264% (-\$1056)	Show
FNMA Conforming 30 Yr Fixed (FNMA30)	6.375	100.246	30	6.375	\$2,495	\$0	-0.246% (-\$984)	Show

## Pricing Through Lendingpad:

Step 1: You must have a loan set up or a test file to price in Lendingpad. Open the loan or test file that needs pricing.

Step 2: Select “Get Price” at the top right. (May also be a [\$] on small screens)

The screenshot shows the Lendingpad interface for a loan application. The top navigation bar includes 'Dashboard', 'Pipeline', 'Reports', 'Settings', 'Support', and 'Training'. The main header displays loan details: '#R000001 / Andy America', 'Purchase Primary Residence', 'Loan Amount: \$487,500', 'LTV: 75.00%', 'Credit Score: 738', 'Rate: 6.500%', and 'DTI: 13.38% / 18.57%'. A yellow circle highlights the 'Get Price' button in the top right corner. The main content area is divided into several sections: 'Borrowers' (listing Andy America and Amy America), 'Subject Property' (123 Main Street, Annapolis, MD 21401), 'Terms and Mortgage' (Purchase, DU, \$650,000.00 Appraisal Value, \$487,500.00 Loan Amount), 'Proposed Housing Expense' (Total Amount: \$3,318.33), 'Assignments' (listing roles like Loan Assistant, Loan Processor, Underwriter, etc.), and 'Dates' (Estimate Closing: 07/01/2023, LE Issuance Due: 05/30/2023, etc.).

Step 3: Select the Desired Price, Rate, Lock Period, and Compensation Type. You can also toggle “Fees In” which will roll the \$999 Lender Fee into the pricing. DO NOT select any “Lead Sources.”

Step 4: Select “Get Products” to display pricing options. If a product appears, it should be eligible based on file inputs.

The screenshot shows the pricing configuration form with the following fields and values:

- Desired Price: 100
- Desired Rate: 6.5%
- Desired Lock Period (days): 30
- Compensation Type: Yes (Lender Paid)
- Fees In:  No
- Lead Sources: [Dropdown menu]
- Get Products button

## Pricing NON-QM on Everstream's Website:

(See Page 1 for accessing website pricing)

Step 1: Check the "All" box under "First Lien Search Criteria" to display Expanded Guideline Eligibility and Pricing

**First Lien Search Criteria**

Loan Type:  Conforming  NonConforming  FHA  VA  USDA

Loan Term(s):  30 Yr  25 Yr  20 Yr  15 Yr  10 Yr  40 Yr Max: 3  
 Non-Standard Term  Months

Amortization Type(s):  Fixed  ARM  Balloon

ARM Fixed Term(s):  3 Yr  5 Yr  7 Yr  10 Yr  15 Yr Max: 3

Product Type(s):  All  Standard  Affordable  HARP  Hero/Champion  
 HFA/Bond  HUD Specialty  Reno/Rehab  Student Ln CO Refi  USDA Streamline  
 Expanded Guidelines

Fees In:  No (Fees Out)  Buydown  None  FHA Case # Assigned  On or after 1/1/2025

Desired Price:  Borrower Pays MI (if required)  Yes  No  Reduced MI  No

Desired Rate:  Automated U/W System  Not Specified  Interest Only  No

Desired Lock Period:  Prepayment Penalty  None

Step 2: Select an option under "Income Verification Type" in the new section titled "Expanded Guideline Eligibility and Pricing". The Example Below shows a 12-month Business Bank Statement Loan.

**Expanded Guideline Eligibility and Pricing (Not Evaluated for other Product Types)**

Mtg Lates x30 (12 Mos)  0

Mtg Lates x30 (13-24 Mos)  0

Mtg Lates x90 (12 Mos)  0

Mtg Lates x90 (13-24 Mos)  0

Mtg Lates x120 (12 Mos)  0

Mtg Lates x120 (13-24 Mos)  0

Income Verification Type:  Business Bank Stmt: 12 Mos

Bankruptcy Type:  None

Housing Event Type:  None

DSCR:  0.00

Bankruptcy Outcome:  Not Applicable

Bankruptcy Seasoning:  Not Applicable

Unique Property:  No

Step 3: Double-Check any inputs in the previous section(s) for accuracy. For example, "Self Employed" must be marked as "yes" for a Business Bank Statement, 1099, or P&L Loan. You can also enter any prepayment penalties to improve pricing under the "First Lien Search Criteria".

Step 4: Press "Submit". If a product is displayed, it will be eligible based upon the inputs. Common ones to check if nothing displays are: Self Employed, Reserves, Property Type, Prepayment Penalty, etc. You can also try lowering the LTV or increasing credit score.

## Pricing DSCR on Everstream's Website:

(See Page 1 for accessing website pricing)

Step 1: Check the “All” box under “First Lien Search Criteria” to display Expanded Guideline Eligibility and Pricing

**First Lien Search Criteria**

Loan Type:  Conforming  NonConforming  FHA  VA  USDA

Loan Term(s):  30 Yr  25 Yr  20 Yr  15 Yr  10 Yr  40 Yr Max: 3  
 Non-Standard Term  Months

Amortization Type(s):  Fixed  ARM  Balloon

ARM Fixed Term(s):  3 Yr  5 Yr  7 Yr  10 Yr  15 Yr Max: 3

Product Type(s):  All  Standard  Affordable  HARP  Hero/Champion  
 HFA/Bond  HUD Specialty  Reno/Rehab  Student Ln CO Refi  USDA Streamline  
 Expanded Guidelines

Fees In:  Buydown  FHA Case # Assigned

Desired Price:  Borrower Pays MI (if required)  Reduced MI

Desired Rate:  Automated U/W System  Interest Only

Desired Lock Period:  Prepayment Penalty

Step 2: Select the option “Investor – DSCR” under “Income Verification Type” in the new section titled “Expanded Guideline Eligibility and Pricing”. Enter the DSCR ratio in “DSCR”. (NOTE: For a No-Ratio DSCR loan, choose “Investor – No Ratio” under “Income Verification Type”)

**Expanded Guideline Eligibility and Pricing (Not Evaluated for other Product Types)**

Mtg Lates x30 (12 Mos)  Mtg Lates x30 (13-24 Mos)

Mtg Lates x60 (12 Mos)  Mtg Lates x60 (13-24 Mos)

Mtg Lates x90 (12 Mos)  Mtg Lates x90 (13-24 Mos)

Mtg Lates x120 (12 Mos)  Mtg Lates x120 (13-24 Mos)

Income Verification Type:  **DSCR**

Bankruptcy Type:  Bankruptcy Outcome:  Bankruptcy Seasoning:

Housing Event Type:  Unique Property:

**Submit** **Clear Form**

Step 3: Double-Check any inputs in the previous section(s) for accuracy. For example, “Occupancy” must be “Investment Property” under the “Property Information” section. You can also select a prepayment penalty under “First Lien Search Criteria”.

Step 4: Press “Submit”.

## Pricing Non-QM on Lendingpad:

Step 1: You must have a loan set up or a test file to price in Lendingpad. Open the loan or test file that needs pricing.

Step 2: In the “**Overview**” tab on the left, select “Terms and Mortgage”. Press “Edit” and change the Loan Type to “Conventional” and Program to “Conv 30 Year Fixed.” (NOTE: This seems counter-intuitive, but is required to see pricing)

■ Terms and Mortgage

Purpose: Purchase | AUS Type: [ ]

Occupancy: Primary Residence

Appraisal Value: \$650,000 | Purchase Price: \$650,000

Down Payment Amount: 35.00% | \$227,500 | Loan Amount: \$422,500

Down Payment Source: Checking Account | Edit down payments

Credit Score: 739 | Loan Type: Conventional

Program: Conv 30 Year Fixed | Note Rate: 6.5% | Get Price

Escrow Waiver: No

Step 3: In the “**Loan Additional**” tab on the left, select “Underwriting”. Press “Edit” and clear the AUS Type and/or AUS Recommendation. Make a selection under “Income Verification Type”. The example shown is for a 12-month Business Bank Statement Loan. Press “Save” when done.

☰ Menu | ★ Shortcuts <

> Overview  
> Loan Application  
▼ Loan Additional  
  Appraisal Information and Project Detail  
  Compliance Information  
  Custom Fields  
  Flood Certificate Detail  
  General Tracking  
  Government Data  
  Hazard Insurance Detail  
  HMDA  
  Sellers  
  Trusts  
  Underwriting  
  Actions  
  > Disclosure  
  ■ UW / Conditions  
  ■ Documents +  
  ■ Tasks 0 / 0 +  
  ■ Notes +  
  ■ Audit

☰ Underwriting

☆ Save Cancel

AUS Type: AUS Type | AMI LLPA Waiver: No | Sales Concessions: \$0.00

AUS Recommendation: [ ] | Income Documentation Type: Income Documentation Type | Loan Modification: No

Energy Related Improvements: No | Income Verification Type: Business Bank Stmt 12 Mos | Manual Underwriting: No

Employment Contract: No | Case State Type: Underwriting | DSCR: 0.000

Fannie Mae UCD Case Id: [ ] | Energy Improvement Amount: \$0.00 | Conversion of Contract For Deed: No

Relocation Loan: No | Bridge Loan: No | Origination Election Type: Origination Election Type

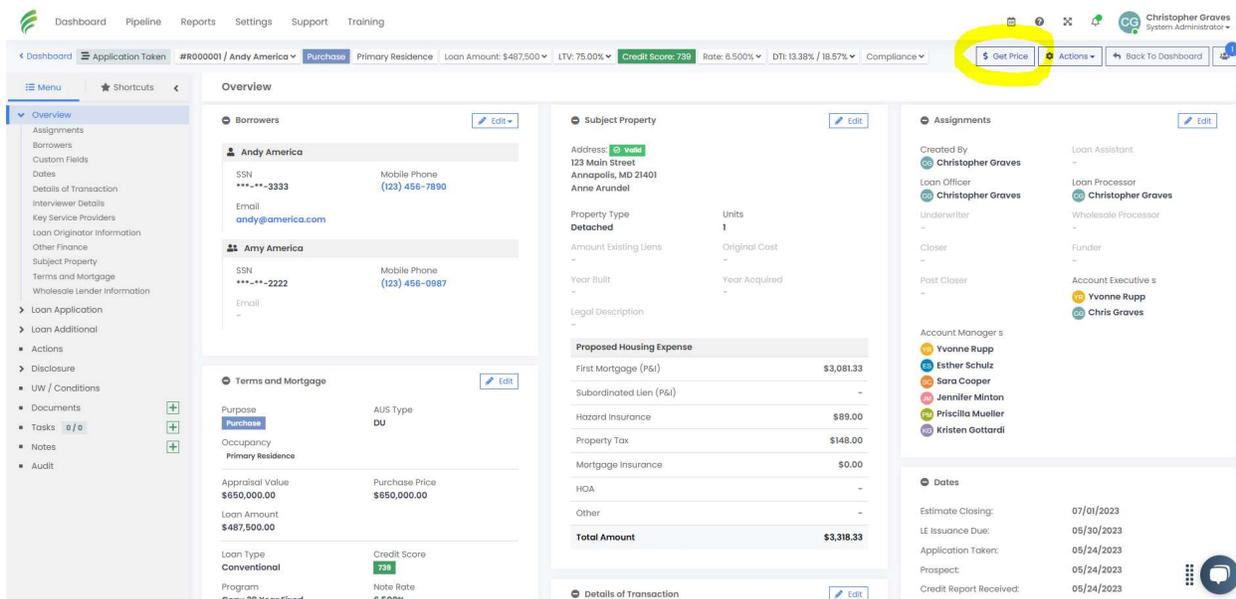
Doc Type: Doc Type | Reserve Amount: \$0.00 | Reserve Months: 0

AUS Case Id: [ ] | Asset Documentation Type: Asset Documentation Type | Employment Documentation Type: Employment Documentation ...

Freddie Mac UCD Case Id: [ ]

Step 4: Enter Assets and check for Self Employed. Reserves are required for most Non-QM loans, but the system will not read them unless entered in the assets section. To do this, select the “**Loan Application**” tab on the left. Select “Assets” and then “Edit”. Add any asset accounts that will be used to calculate reserves. For loans such as Bank Statement, P&L, and 1099 – select “Employment” and change the “Self Employed” toggle to “Yes”.

Step 5: Select “Get Price” at the top right. (May also be a [\$] on small screens)



Step 6: Select the Desired Price, Rate, Lock Period, and Compensation Type. You can also toggle “Fees In” which will roll the \$999 Lender Fee into the pricing. DO NOT select any “Lead Sources.”

Step 7: Select “Get Products” to display pricing options. If a product appears, it should be eligible based on file inputs. **Non-QM Products will be at the bottom of the list.**

Desired Price:

Desired Rate:

Desired Lock Period (days):

Compensation Type:

Fees In:  
 No

Lead Sources

## Pricing DSCR Lendingpad:

Step 1: You must have a loan set up or a test file to price in Lendingpad. Open the loan or test file that needs pricing.

Step 2: In the “**Overview**” tab on the left, select “Terms and Mortgage”. Press “Edit” and change the Loan Type to “Conventional” and Program to “Conv 30 Year Fixed.” (NOTE: This seems counter-intuitive, but is required to see pricing)

■ Terms and Mortgage

Purpose: Purchase | AUS Type: [ ]

Occupancy: Primary Residence

Appraisal Value: \$650,000 | Purchase Price: \$650,000

Down Payment Amount: 35.00% (\$227,500) | Loan Amount: \$422,500

Down Payment Source: Checking Account | Edit down payments

Credit Score: 739 | Loan Type: Conventional

Program: Conv 30 Year Fixed | Note Rate: 6.5% | Get Price

Escrow Waiver: No

Step 3: In the “**Loan Additional**” tab on the left, select “Underwriting”. Press “Edit” and clear the AUS Type and/or AUS Recommendation. Under “Income Verification Type,” select “Investor DSCR”. (For a No-Ratio DSCR loan, select “Investor No Ratio”). Enter the DSCR Ratio under “DSCR”. Press “Save” when done.

☰ Menu | ★ Shortcuts | <

Underwriting

AUS Type: AUS Type | AMI LLPA Waiver: No | Sales Concessions: \$0.00

AUS Recommendation: [ ] | Income Documentation Type: Income Documentation Type | Loan Modification: No

Energy Related Improvements: No | Income Verification Type: Investor DSCR | Manual Underwriting: No

Employment Contract: No | Case State Type: Underwriting | DSCR: 1

Fannie Mae UCD Case Id: [ ] | Energy Improvement Amount: \$0.00 | Conversion of Contract For Deed: No

Relocation Loan: No | Bridge Loan: No | Origination Election Type: Origination Election Type

Doc Type: Doc Type | Reserve Amount: \$0.00 | Reserve Months: 0

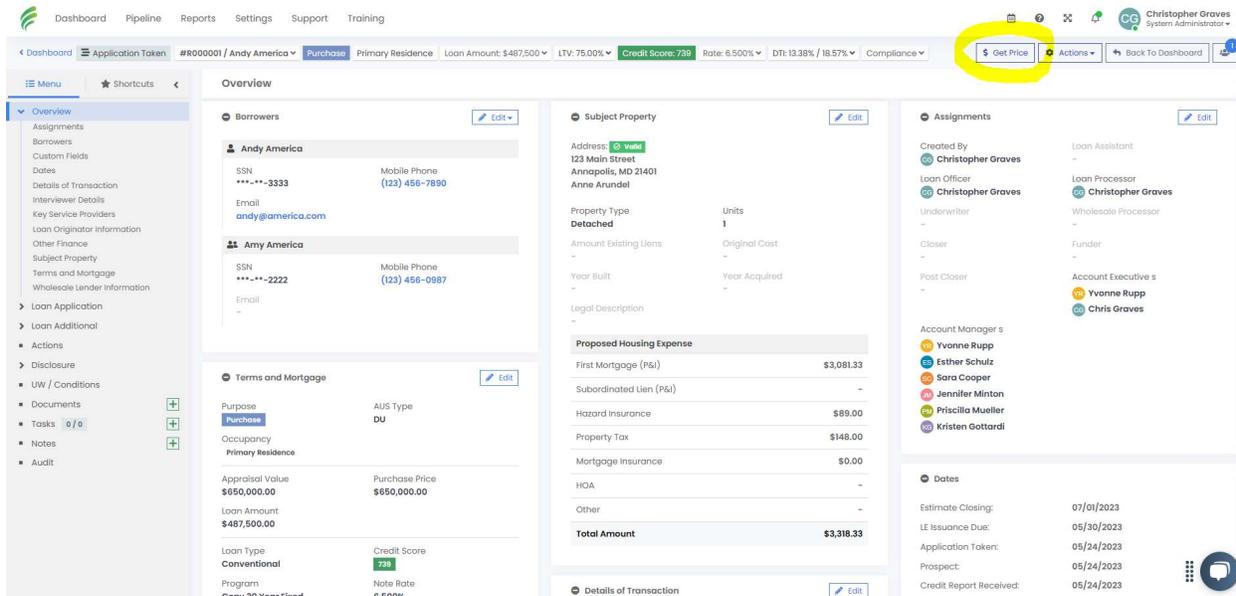
AUS Case Id: [ ] | Asset Documentation Type: Asset Documentation Type | Employment Documentation Type: Employment Documentation ...

Freddie Mac UCD Case Id: [ ]

Save | Cancel

Step 4: Enter Assets. Reserves are required for most DSCR loans, but the system will not read them unless entered in the assets section. To do this, select the “**Loan Application**” tab on the left. Select “Assets” and then “Edit”. Add any asset accounts that will be used to calculate reserves.

Step 5: Select “Get Price” at the top right. (May also be a [\$] on small screens)



Step 6: Select the Desired Price, Rate, Lock Period, and Compensation Type. You can also toggle “Fees In” which will roll the \$999 Lender Fee into the pricing. **DO NOT** select any “Lead Sources.”

Step 7: Select “Get Products” to display pricing options. If a product appears, it should be eligible based on file inputs. **DSCR products will be at the bottom of the list.**

Desired Price:

Desired Rate:

Desired Lock Period (days):

Compensation Type:

Fees In:  
 No

Lead Sources

[Get Products](#)

## **Troubleshooting and FAQs – Everstream Website:**

### **No products are displayed:**

This usually means there is an issue with one of the input selections. Common culprits are LTVs or credit scores outside of the parameters, occupancy type, months of reserves, etc. For Non-QM Products, best practice is to select “all” under “First Lien Search Criteria.”

### **I can't See HomeReady/HomePossible Products:**

Make sure First Time Homebuyer is marked as “yes” under “Borrower Information. Make sure the “Affordable” box is checked under First Lien Search Criteria. Also, the “Monthly Qualifying Income” in the Borrower Information section must be under the 80% AMI limit for the subject property location.

### **Pricing is showing Expired:**

This means pricing is not live and usually happens very early in the morning or if there is a re-price during the day.

### **How can I compare specific rates/prices?:**

You can enter a desired rate or price to compare all products in the “First Lien Search Criteria” section.

### **How do I see Lender Paid Pricing?:**

You will have to manually add your comp. If your lender paid comp is 2%, then the par pricing you will see on the website is just 102.00 instead of 100.00. You can stack-rank the products to see them with lender paid pricing built in by putting 102.00 (or whatever price gives you the par rate with your comp) into the “Desired Price” field under “First Lien Search Criteria”.

## **Troubleshooting and FAQs – Lendingpad:**

In general, Lendingpad will give you an error message if there is a pricing issue. The most common reasons are not having a loan program or some parameter of the loan selected. For Non-QM or DSCR, see pages 7-8 and 9-10 respectively for troubleshooting tips.