



Welcome to Reunion Mortgage!

- Residential wholesale lender specializing in “A” paper
- Full line of Conforming, Jumbo, HomePath® Mortgage, FHA and VA products
- Paperless loan process
- 24/7 pipeline access

Mission Statement

- Our charter is to cultivate valuable partnerships within the mortgage industry by consistently exceeding the expectations of our clients, our affiliates and our employees. Our superior service and our success are a direct result of our commitment to the principles of honesty, integrity, fairness and teamwork. Our name reflects these values...a reunion of mortgage professionals on whom you can rely.

Need Assistance?

- Contact your Account Executive or branch:

Reunion Mortgage
860 Hillview Court
Suite 300
Milpitas, CA 95035
408.941.8333 or 800.941.8321
Fax: 866.941.8322

HomePath is a registered trademark of Fannie Mae.



Submitting a Loan

- All loans are uploaded and submitted as FNMA files online through Reunion Direct
- Supporting documentation is also uploaded as individual PDFs through Reunion Direct
- A *Submission Checklist* and *Fee Sheet/GFE Calculator* are required with each complete package (located on the *Forms* page of our website)
- Contact your Account Executive or local branch for your login name and password

Requesting an Appraisal

- Appraisals must be requested through Reunion's Request Appraisal process, located on the *Online Services Login* page of our website
- The borrower or broker must pay for the appraisal prior to Reunion ordering the appraisal
- Brokers can monitor the appraisal status online and receive their own copy
- Reunion will provide a copy of the appraisal to the borrower
- Reunion will handle all appraisal conditions with the Appraisal Management Company



Using the Website: www.reunionwholesale.com

No Password Required

- View *Today's Rates* any time without having to log in (or we'll email daily rates to you!)
- Review our complete *Product Guidelines*
- Access forms, the *Fee Sheet/GFE Calculator*, and other important information
- Register for free training webinars, and access marketing tools under *Broker Resources*

Online Access (Reunion Direct)

- Upload files, documents and conditions quickly and easily
- Run free DU
- Check your loan against Reunion's guidelines
- Order and reissue credit
- View the status of loans 24/7 with real-time pipeline access
- Lock loans online (lock desk hours are 8:30 am to 4:00 pm Pacific Time)
- Print Pre-Approval Certificates for TBD properties
- Review outstanding conditions



Lock Policy (updated June 29, 2011)

Locks

- All locks must be processed online through Reunion Direct
- Locks and requests are accepted between **8:30 am to 4:00 pm Pacific Time (10:30 am to 6:00 pm Central Time, or 11:30 am to 7:00 pm Eastern Time)**
- The broker's account status must be Approved or Pending
- Locks will be confirmed by email to the email address provided at the time of lock
- Weekend or holiday expiration dates are rolled to the next business day
- Locks must have an associated property address and social security number
- Locks are not transferable
- Locks will be reviewed for correct pricing and program guideline adherence
 - Any correction to locks will be posted to Notes in Reunion Direct
 - Locks for loans not meeting guidelines will be declined
- Locks for files requiring an exception are permitted after the exception is granted

Lock Terms

- Available Lock Terms
 - Purchases: 20, 25, 30, 35, 40 and 45 days
 - Refinances: 20, 25 and 30 days
- Refinances locked for 35, 40 or 45 days will be automatically converted and priced to a 30-day lock term
- Advance locks
 - Complete files must be submitted within 10 calendar days of locking (or lock date +9)
 - Complete files not submitted prior to the delivery expiration will be cancelled for non-delivery
 - Locks cancelled for non-delivery are subject to the Relock Policy

(continued)

Lock Policy *(continued)*

Jumbo Loans

- Loans under the Jumbo programs J30 and J51L, must have investor approval prior to lock
- Locks for Jumbo loans without investor approval will be declined

“No-Cost” Loans

- In accordance with RESPA, “no-cost” loans where the borrower credit exceeds all origination fees and settlement fees, the loan originator must choose to (1) apply a principal reduction to the principal balance, (2) reduce the interest rate and the credit accordingly, or (3) have the credit remain the same for cash-out transactions.

Program Change

- Program change is priced at “worse-of-market”
- The lock expiration date will remain intact
- If changes in guidelines occur, the lock will be evaluated against current guidelines
- All other adjustments applied to the lock (i.e. lock extensions) will remain intact
- All program change requests must be emailed to lockdesk@reunionmortgage.com or posted in Reunion Direct Notes during Lock Desk hours

Lock Extensions

- Requests for extensions must be received on or before the lock expiration date
- File must be in Underwriting Received status prior to requesting an extension
- If changes in guidelines or price adjusters occur, extension requests will be evaluated against current guidelines or price adjusters, and granted at the Lock Desk’s discretion
- Requests for extensions will be considered as market conditions permit
- Locks may be extended **one time** for either 2, 5, 10 or 15 days. If the loan does

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Lock Policy *(continued)*

not close and more time is needed, the lock will be subject to Reunion's Relock Policy

- Extension fees will be assumed to be paid by the broker through netting of broker origination charges, unless otherwise requested

<i>Extension</i>	<i>Price</i>
2 days	0.10
5 days	0.15
10 days	0.20
15 days	0.30

- All lock extension requests must be emailed to lockdesk@reunionmortgage.com

Relock Policy

- Relocks may be requested after the lock expiration, U/W Cancelled or U/W Denied date
- If a lock was cancelled, the loan may either be relocked after the original lock expiration date or five days after the lock cancellation date, whichever comes first
- File must be in Underwriting Received status prior to requesting a relock
- Relock term will begin on the day of request
- If changes in guidelines or loan level price adjustments occur, the lock will be evaluated against current guidelines and loan level price adjustments
- Any exception fees applied to the lock will remain intact
- A relock is priced at "worse-of-market"
 - A 0.125 relock fee may be applied to every relock after the first relock request
- Relock fees will be assumed to be paid by the broker through netting of broker origination charges, unless otherwise requested
- All relock requests must be emailed to lockdesk@reunionmortgage.com

Current Market Relock

- Expired, denied and cancelled locks are eligible for current market pricing 60 days after the lock expiration or date of cancel or date of denial



Broker Compensation Policy

Reunion has two broker compensation plans to comply with the Federal Reserve Board's *Loan Originator Compensation Rule*, effective April 1, 2011. The Broker of Record must select a plan(s) and sign a *Mortgage Broker Compensation Agreement* in order to view pricing in Reunion Direct.

Borrower-Paid Plan

Brokers will disclose their compensation upfront to the borrower, and will be paid directly by the borrower at closing.

Lender-Paid Plan

The Broker of Record must pre-select one of several compensation tiers from .125 to 3.500, in increments of .125 (e.g., 1.000, 1.125, 1.250, 1.375). Once the Broker pre-selects a compensation tier, that tier applies to all loans regardless of product type and loan amount.

Under the Lender-Paid Plan, the Broker can also pre-select a minimum dollar amount, a maximum dollar amount, and a flat fee that can be charged on top of the compensation tier. The Broker can change tiers either every two weeks with a minimum of two loans funded, or every 30 days with no minimum loans funded.

Regardless of the compensation tier that a Broker pre-selects under Reunion's Lender-Paid Plan, originators can still fund loans any time under a Borrower-Paid Plan, as long as the compensation is disclosed upfront and the Broker pre-selected both plans in the *Agreement*.

Refer to Reunion's *Broker Compensation Policy* and *Mortgage Broker Compensation Agreement* for complete information.



Underwriting Decisions and Conditions

- Reunion Mortgage provides fast underwriting to ensure that loans are funded quickly
- Underwriting Turn Times are posted on our daily rate sheets
- Approvals are emailed to the designated contact, and conditions can be viewed 24/7 on Reunion Direct
- Underwriting conditions should be uploaded all at the same time through Reunion Direct

Document Preparation and Funding

- Funding Turn Times are posted on our daily rate sheets
- Reunion Mortgage can fund into the month for up to five days
- Funding conditions should be emailed or faxed all at the same time to: closing@reunionmortgage.com or 866.941.8321
- Docs are delivered by email

Insurance

- Mortgagee Clause:
Reunion Mortgage, Inc.
Its successors and/or assigns
860 Hillview Court, Suite 300
Milpitas, CA 95035
- Purchase transactions require a full year's premium to be paid at closing
- Refinances require at least three months left on the policy from the date of close, or the annual premium must be paid at closing

Property Taxes

- Property taxes that are due within 45 days of closing must be paid at closing, regardless of impounds