



October 17th, 2023

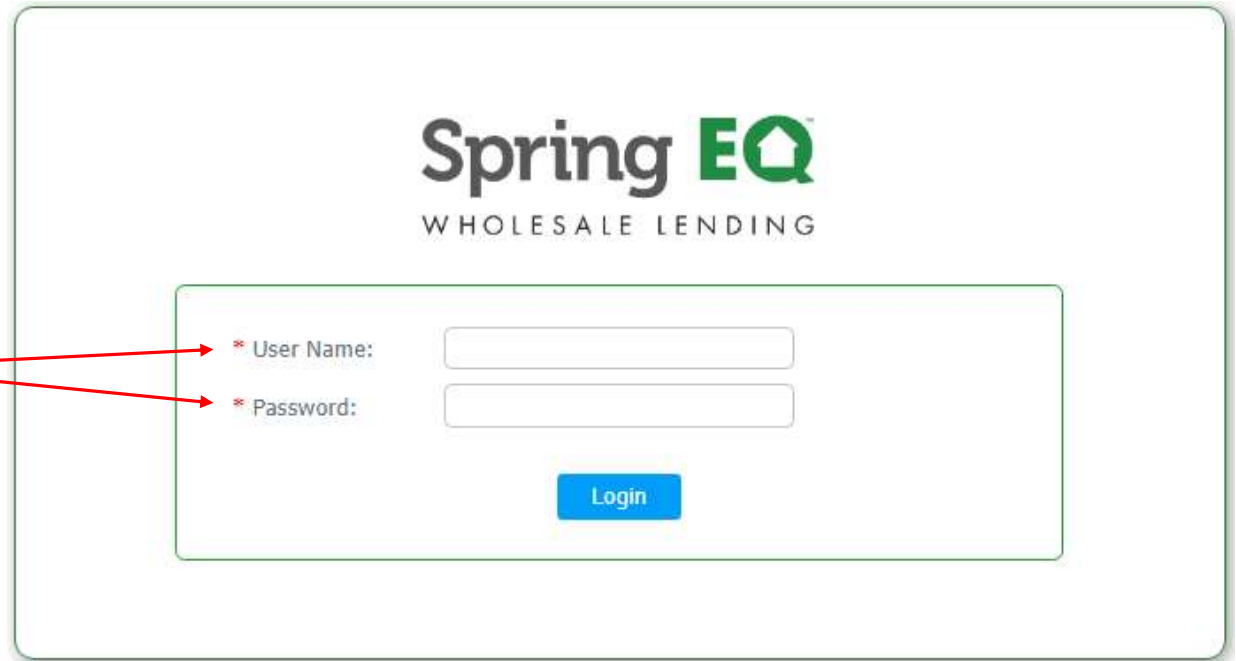
Improved Quick Pricing Tool Instructions

What's New and Improved?

1. You can now select either Borrower/Lender Paid Comp option with % and \$
2. The draw amount can now be customized, with added Line/Loan amount and Draw amount to display
3. Added APR/Points/Fees to show on all loan types
4. Details – Shows breakdown of HELOAN Base Rate/Index/Margin/LLPA's
5. Details- Shows breakdown of all fees, categorized into Origination charges, Services you cannot shop for, services you can shop for.
6. Piggyback transactions now showing in advanced options as a choice
7. Under Advanced Options, you can now sort by lowest rate, payment, max points, and no points
8. You can compare multiple products/rate options at once – up to 5 at a time!
9. Sort by amortization type on main screen.
10. Horizontal view has been added
11. Customized view on mobile to show product details

Step #1 – Logging In

To gain access into Quick Pricer, you will use your same login credentials from BlueSage



The image shows a login form for Spring EQ Wholesale Lending. The form is centered on a white background with a light green border. At the top, the logo "Spring EQ" is displayed in a dark green font, with "WHOLESALE LENDING" in a smaller, dark green font below it. The logo features a stylized house icon within the letter 'Q'. Below the logo, there is a white rectangular box containing the login fields. The first field is labeled "* User Name:" and the second is labeled "* Password:". Both fields are empty text input boxes. Below these fields is a blue button with the text "Login" in white. Two red arrows originate from the text box on the left and point to the asterisks in the "User Name:" and "Password:" labels.

Step #2 – Quick Pricing & Advanced Options

7 required entries:

1. Loan Amount
2. Property Value
3. 1st Mortgage Balance
4. Property State
5. Draw Amount
6. Credit Score

All scenarios will be priced at <=43 DTI, we do offer programs up 50% DTI. Please see matrices/rate sheet.

Resets to default values

Switch to Right

Quick Pricing

1

2

3

%

4

5

6

7

%

\$

Value

0

%

8

7th Entry

7. Select the Compensation Type. If **Lender Paid** is selected, it will default to what is on your broker compensation agreement. If **Borrower Paid** is selected, input the dollar (\$) amount or percentage (%). Remember it is capped at 3% of the draw on HELOCS/loan amount on HELOANS.

8. After all fields are entered, press the blue submit button.

Step #1 – Advanced Options

Property Details

- Property Use *
Primary Residence
- Property Type *
Single Family
- Flood Zone *
No

1st Mortgage Details

- 1st Mortgage assumed or in process *
No
- 1st Mortgage is Interest Only *
No
- Piggyback *
No

Other

- Mortgage Late Payments in last 24 Mo's *
No
- Rejected by a Credit Union Previously *
No
- Pricing Sort Options *
Lowest Rate – No Points

Other (Dropdown Menu)

- Lowest Payment - Points
- Lowest Rate – Points
- Lowest Payment - No Points
- Lowest Rate – No Points**
- Closest to Par

- Advanced details are defaulted to always display answers shown in example above.
- Changing options could affect the products & pricing for the results.

- You have several pricing sorting options. The system always defaults to “Lowest Rate – No Points”.

Step #2 – Display Options – Changing the view from Right to Left

Preference Options: You can switch from right to left which side you prefer the quick pricing entries on

The image shows a software interface with two main panels. The top panel, titled 'Advanced Options', is divided into three columns: 'Property Details', '1st Mortgage Details', and 'Other'. The bottom panel, titled 'Quick Pricing', contains various input fields for loan details. A 'Switch to Left' toggle is located at the top right of the 'Quick Pricing' panel, circled in red. An arrow points from the text box above to this toggle. Another arrow points from the 'Switch to Right' toggle in the bottom-left panel to the 'Switch to Left' toggle in the top-right panel.

Property Details	1st Mortgage Details	Other
Property Use * Primary Residence	1st Mortgage assumed or in process * No	Mortgage Late Payments in last 24 Mo's * No
Property Type * Single Family	1st Mortgage is Interest Only * No	Rejected by a Credit Union Previously * No
Flood Zone * No	Piggyback * No	Pricing Sort Options * Lowest Rate – No Points

Quick Pricing

Loan/Line Amount *
\$

Property Value *
\$

First Mortgage Balance *
\$

HCLTV
%

Property State *
Select

Draw Amount *
\$

Credit Score *
780 or Above

DTI *
<= 43

Comp. Paid By
Borrower

% \$ 0 %

Switch to Left

Switch to Right

RECYCLE SUBMIT

Step #2 – Display Options (continued...)

Display Option #1: This will display all available options based on the information inputted in a chart format.

Quick Pricing Switch to Right

Loan/Line Amount*
\$ 50,000

Property Value*
\$ 500,000

First Mortgage Balance* HCLTV
\$ 250,000 60.000 %

Property State*
California

Draw Amount*
\$ 50,000

Credit Score*
700 - 719

DTI*
<= 43

Comp. Paid By
Borrower

Value
2.500 %

Advanced Options

Pricing Results [See Disclosure](#)

Minimum \$25,000 **Maximum** \$225,000

Loan/Line Amount \$50,000

Table View Amortization

1

HELOAN <input type="checkbox"/>	
Loan/Line Amount	\$50,000
Draw Amount	N/A
Term	30 yr
Rate	10.700%
Points	\$0.00
Payment	\$465.00
Fees	\$3,058.50
APR	11.315%

2

HELOC 3 yr Draw <input type="checkbox"/>	
Loan/Line Amount	\$50,000
Draw Amount	\$50,000
Term	30 yr.
Rate	11.500%
Points	\$0.00
Payment	\$479.00
Fees	\$2,312.70
APR	12.040%

3

HELOC 10 yr Draw <input type="checkbox"/>	
Loan/Line Amount	\$50,000
Draw Amount	\$50,000
Term	30 yr.
Rate	12.375%
Points	\$0.00
Payment	\$516.00
Fees	\$2,312.70
APR	12.948%

The annual percentage rate (APR) displayed is based on the loan parameters entered into the Quick Pricing Tool, and it may change based upon loan features, geography, and/or other factors. The APR shown for HELOC products includes anticipated finance charges in addition to interest, and differs from the APR disclosed to consumers under regulations governing HELOCs. Any APR and interest rate

Step #2 – Display Options (continued...)

Display Option #2: This will display all available options based on the information inputted in a table format.

Switch to Right

Quick Pricing

Loan/Line Amount*
\$50,000

Property Value*
\$500,000

First Mortgage Balance* HCLTV ⓘ
\$250,000 60.000 %

Property State*
California

Draw Amount*
\$50,000

Credit Score*
720 - 739

DTI*
≤ 43

Comp. Paid By
Borrower

Value
0 %

Advanced Options

📄 Pricing Results [See Disclosure](#)

Minimum \$25,000 **Maximum** \$225,000

Table View Show Details Amortization ▾

☰ COLUMNS ▾ FILTERS ▾ DENSITY ▾ EXPORT ▾

<input type="checkbox"/>	Product	Loan Amt.	Draw Amt.	Term	Rate ↑ ²	Points ↑ ¹	Payment	Fees	APR
①	HELOAN	\$50,000		30 yr.	10.57...	\$0.00	\$460.00	\$1,803.40	10.85...
②	HELOC 3 yr Draw	\$50,000	\$50,000	30 yr.	11.00...	\$0.00	\$458.00	\$1,062.70	11.20...
③	HELOC 10 yr Draw	\$50,000	\$50,000	30 yr.	11.50...	\$0.00	\$479.00	\$1,062.70	11.71...

Spring EQ (QPT) - 10/16/23, 4:17:10 PM (EDT) Total Rows: 3

Step #2 – Display Options (continued...)

Table View

[SHOW ALL PRICES](#) [*See Disclosure !\[\]\(dcb330b70b49113d97f8c981cc94317d_img.jpg\)](#)

HELOAN	
Draw Amount	N/A
Term	30 yr.
Interest Rate	8.825%
Points	0.000%
Monthly Payment	\$396.00
SHOW ALL OPTIONS	

HELOAN PLUS	
Draw Amount	N/A
Term	30 yr.
Interest Rate	8.375%
Points	0.000%
Monthly Payment	\$380.00
SHOW ALL OPTIONS	

Clicking the “See Disclosures” box will show a pop-up box with a required to read disclosure

The annual percentage rate (APR) displayed is based on the loan parameters entered into the Quick Pricing Tool, and it may change based upon loan features, geography, and/or other factors. The APR shown for HELOC products includes anticipated finance charges in addition to interest, and differs from the APR disclosed to consumers under regulations governing HELOCs. Any APR and interest rate displayed may change without notice. This does not constitute as an advertisement and cannot be considered an offer or commitment to lend. The information shown is intended for use by mortgage professionals only and is not intended for distribution.

OK

Step #3– Display Options – Deeper Details

1

Table View Show Details SHOW ALL PRICES Compare Amortization

COLUMNS FILTERS DENSITY EXPORT

<input type="checkbox"/>	Product	Loan Amt.	Draw Amt.	Term	Rate ↑	Points ↑	Payment	Fees	APR
<input type="checkbox"/>	HELOAN	\$50,000		10 yr.	9.825%	\$0.00	\$656.00	\$1,772.20	10.36...
<input type="checkbox"/>	HELOAN	\$50,000		15 yr.	9.825%	\$0.00	\$532.00	\$1,772.20	10.22...
<input type="checkbox"/>	HELOAN	\$50,000		20 yr.	9.825%	\$0.00	\$477.00	\$1,772.20	10.15...
<input type="checkbox"/>	HELOAN	\$50,000		5 yr.	9.825%	\$0.00	\$1,058.00	\$1,772.20	10.79...
<input type="checkbox"/>	HELOAN	\$50,000		25 yr.	10.57...	\$0.00	\$475.00	\$1,803.40	10.88...
<input type="checkbox"/>	HELOAN	\$50,000		30 yr.	10.57...	\$0.00	\$460.00	\$1,803.40	10.85...
<input type="checkbox"/>	HELOC 3 yr Draw	\$50,000	\$50,000	30 yr.	11.00...	\$0.00	\$458.00	\$1,062.70	11.20...
<input type="checkbox"/>	HELOC 10 yr Draw	\$50,000	\$50,000	30 yr.	11.50...	\$0.00	\$479.00	\$1,062.70	11.71...

Spring EQ (QPT) - 10/16/23, 4:17:10 PM (EDT) Total Rows: 8

1. Click "Show Details" to expand the results and see all the different terms & point options available.

2

Table View Show Details SHOW ALL PRICES Compare

COLUMNS FILTERS DENSITY EXPORT

<input type="checkbox"/>	Product	Loan Amt.	Draw Amt.	Term	Rate ↑	Points ↑	Payment	Fees	APR
<input type="checkbox"/>	HELOAN	\$50,000		10 yr.	9.825%	\$0.00	\$656.00	\$1,772.20	10.36...
<input type="checkbox"/>	HELOAN	\$50,000		15 yr.	9.825%	\$0.00	\$532.00	\$1,772.20	10.22...
<input type="checkbox"/>	HELOAN	\$50,000		20 yr.	9.825%	\$0.00	\$477.00	\$1,772.20	10.15...
<input type="checkbox"/>	HELOAN	\$50,000		5 yr.	9.825%	\$0.00	\$1,058.00	\$1,772.20	10.79...
<input type="checkbox"/>	HELOAN	\$50,000		25 yr.	10.57...	\$0.00	\$475.00	\$1,803.40	10.88...
<input type="checkbox"/>	HELOAN	\$50,000		30 yr.	10.57...	\$0.00	\$460.00	\$1,803.40	10.85...
<input type="checkbox"/>	HELOC 3 yr Draw	\$50,000	\$50,000	30 yr.	11.00...	\$0.00	\$458.00	\$1,062.70	11.20...
<input type="checkbox"/>	HELOC 10 yr Draw	\$50,000	\$50,000	30 yr.	11.50...	\$0.00	\$479.00	\$1,062.70	11.71...

3. A pop-up window will appear, after clicking "Show All Prices".

Scroll to see all options of terms, products, & points available on each

2. Click "Show All Prices" for an additional expanded view of each term with discount point options available.

COLUMNS FILTERS DENSITY COMPARE EXPORT

<input type="checkbox"/>	Product	Loan Amt.	Draw Amt.	Term	Rate ↑	Points ↑	Payment	Fees	APR
<input type="checkbox"/>	HELOAN	\$50,000		10 yr.	9.825%	\$0.00	\$656.00	\$1,772.20	10.36...
<input type="checkbox"/>	HELOAN	\$50,000		15 yr.	9.825%	\$0.00	\$532.00	\$1,772.20	10.22...
<input type="checkbox"/>	HELOAN	\$50,000		20 yr.	9.825%	\$0.00	\$477.00	\$1,772.20	10.15...
<input type="checkbox"/>	HELOAN	\$50,000		5 yr.	9.825%	\$0.00	\$1,058.00	\$1,772.20	10.79...
<input type="checkbox"/>	HELOAN	\$50,000		25 yr.	10.57...	\$0.00	\$475.00	\$1,803.40	10.88...
<input type="checkbox"/>	HELOAN	\$50,000		30 yr.	10.57...	\$0.00	\$460.00	\$1,803.40	10.85...
<input type="checkbox"/>	HELOC 3 yr Draw	\$50,000	\$50,000	30 yr.	11.00...	\$0.00	\$458.00	\$1,062.70	11.20...
<input type="checkbox"/>	HELOC 10 yr Draw	\$50,000	\$50,000	30 yr.	11.50...	\$0.00	\$479.00	\$1,062.70	11.71...
<input type="checkbox"/>	HELOAN	\$50,000		10 yr.	9.775%	\$62.50	\$655.00	\$1,832.60	10.34...
<input type="checkbox"/>	HELOAN	\$50,000		15 yr.	9.775%	\$62.50	\$530.00	\$1,832.60	10.19...
<input type="checkbox"/>	HELOAN	\$50,000		20 yr.	9.775%	\$62.50	\$475.00	\$1,832.60	10.12...

Spring EQ (QPT) - 10/16/23, 4:17:10 PM (EDT) Total Rows: 120



Step #4 – Compare

1. Select loans you would like to compare by clicking on the box to the left. You can select up to 5 at a time.
2. Once you select the ones to compare, click on “Compare”.

The screenshot shows the Spring EQ interface. At the top, there are buttons for 'Table View', 'Show Details', 'SHOW ALL PRICES', and a 'Compare' button highlighted with a red box and a circled '2'. Below this is a table of loan options. The first five rows are selected, indicated by green checkmarks and circled '1's. To the right of the table is a red box with the word 'OR'. Further right, there are three panels for comparing specific loans: 'HELOAN', 'HELOC 3 yr Draw', and 'HELOC 10 yr Draw'. Each panel has a 'Compare' button highlighted with a red box and a circled '2', and a 'Details' button. The panels show loan details such as Loan/Line Amount, Draw Amount, Term, Rate, Points, Payment, Fees, and APR.

This will pull up all of the loans you selected so they can be viewed side by side.

Compare Scenarios

	HELOAN	HELOC 3 yr Draw	HELOC 10 yr Draw
Loan/Line Amount	\$50,000	\$50,000	\$50,000
Draw Amount	N/A	\$50,000.00	\$50,000.00
Term	30 yr.	30 yr.	30 yr.
Interest Rate	10.575%	11.000%	11.500%
Monthly Payment	\$460.00	\$458.00	\$479.00
Margin	0.000%	2.500%	3.000%
Base Rate	4.999%	8.500%	8.500%
APR	10.859%	11.204%	11.711%
Points	\$0.00	\$0.00	\$0.00

Total Rows: 9

[CLOSE](#)

At this time, you cannot print the pricing to a PDF. You will need to snip it to save it for your records.

Other Features

By selecting "Amortization, you can view All, only Fixed Rate, or only Adjustable Rate.

By selecting the blue "Reset Form" button, you can wipe all of your entries out with one click, even the advanced options.

SHOW ALL PRICES

Compare

Amortization
All
All
Fixed Rate
Adjustable Rate

All Entries are reset

Original Entries

Click the Reset Form Button

Quick Pricing
Switch to Right

Loan/Line Amount*
\$50,000

Property Value*
\$500,000

First Mortgage Balance*
\$250,000

Property State*
California

Draw Amount*
\$50,000

Credit Score*
700 - 719

DTI*
<= 43

Comp. Paid By*
Borrower

Advanced Options (Assumptions Altered)

Property Details
Property Use*
Primary Residence

Property Type*
Condominium

Flood Zone*
No

1st Mortgage Details
1st Mortgage assumed or in process*
No

1st Mortgage is Interest Only*
No

Popback*
Yes

Other
Mortgage Late Payments in last 24 Mos*
No

Rejected by a Credit Union Previously*
No

Pricing Sort Options*
Lowest Rate - No Points

Reset Form

SUBMIT

Quick Pricing
Switch to Right

Loan/Line Amount*
\$

Property Value*
\$

First Mortgage Balance*
\$

Property State*
Select

Draw Amount*
\$

Credit Score*
780 or Above

DTI*
<= 43

Comp. Paid By*
Borrower

Advanced Options (Assumptions Altered)

Property Details
Property Use*
Primary Residence

Property Type*
Single Family

Flood Zone*
No

1st Mortgage Details
1st Mortgage assumed or in process*
No

1st Mortgage is Interest Only*
No

Popback*
No

Other
Mortgage Late Payments in last 24 Mos*
No

Rejected by a Credit Union Previously*
No

Pricing Sort Options*
Lowest Rate - No Points

Reset Form

SUBMIT

Other Features

1. By selecting Details, you can see what fees make up the APR rate.

HELOAN ✔

Loan/Line Amount \$50,000
 Draw Amount N/A
 Term 30 yr
 Rate 10.575%
 Points \$0.00
 Payment \$460.00
 Fees \$1,803.40
 APR 10.859%

SHOW ALL OPTIONS
DETAILS

1

30 Year Standalone Fixed 2nd

COLUMNS FILTERS DENSITY EXPORT

Product	Loan Amt.	Draw Amt.	Term	Points	Payment	APR
HELOAN	\$50,000		30 yr.	\$0.00	\$460.00	10.85...

Rate 10.575%

Category	Rate
Base Rate	10.250%
▼ Total LLPAs	0.325%

Total Rows: 2

Fees \$1,803.40

Type	Description	Amount
▼ Borrower	Origination Charges	\$799.00
▼ Borrower	Services You Cannot Shop For	\$214.70
▼ Borrower	Prepays	\$440.70
▼ Borrower	Services You Can Shop For	\$349.00

Total Rows: 4

2

3

Rate 10.575%

Category	Rate
Base Rate	10.250%
▼ Total LLPAs	0.325%

Total Rows: 2

Fees \$1,803.40

Type	Description	Amount
▼ Borrower	Origination Charges	\$799.00
> Borrower	Services You Cannot Shop For	\$214.70
▼ Borrower	Prepays	\$440.70
▼ Borrower	Services You Can Shop For	\$349.00

Total Rows: 4

Services You Cannot Shop For \$214.70

Description	Amount
Appraisal Fee	\$149.00
Credit Report	\$5.75
Flood Certification Fee	\$6.00
Document Prep Fee	\$26.50
MERS Registration Fee	\$24.95
Electronic Document Delivery Fee	\$2.50

Total Rows: 6

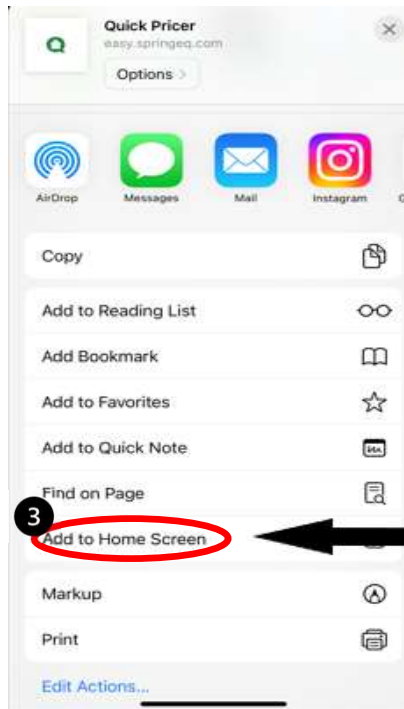
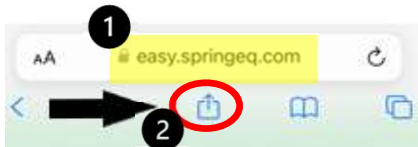
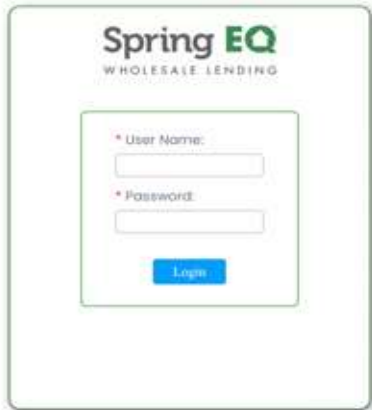
4

2. The first screen shows you an overview of all of the loan level pricing adjustments (if applicable).
 3. This screen also shows you all of the fees broken down.

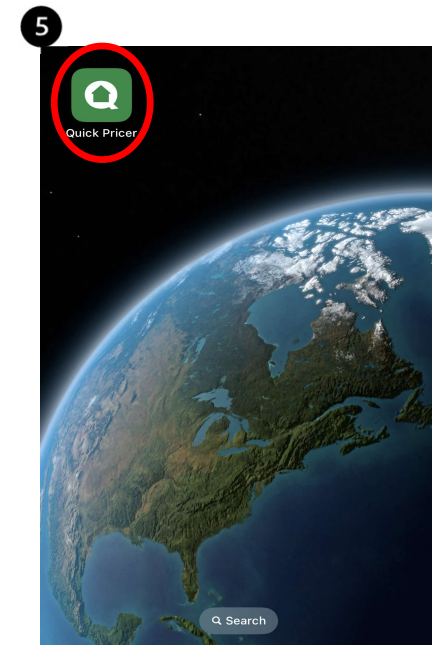
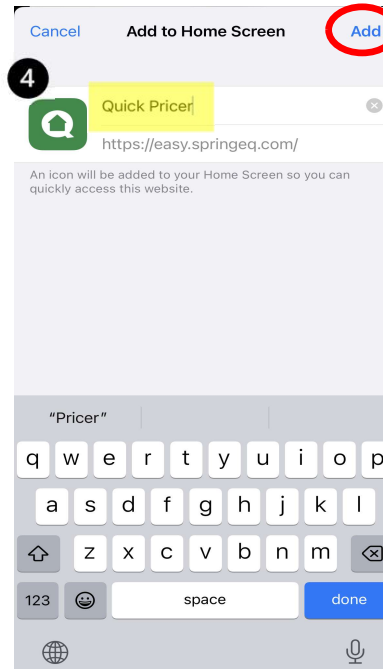
4. To go even further into details, you can select the caret next to the type of fee and see the breakdown of that fee as well.

Mobile Home Screen Link **Spring EQ**

Steps to adding Mobile Home Screen Link to APPLE Products

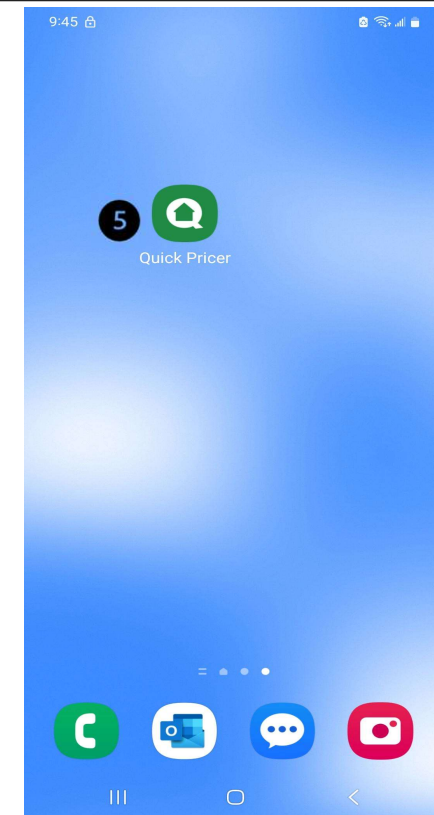
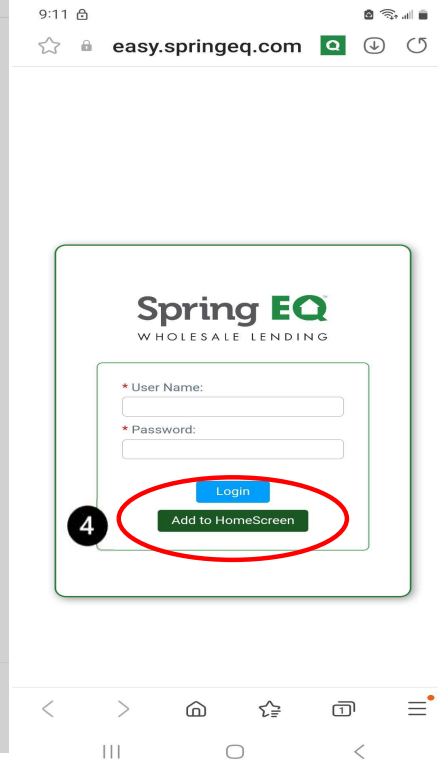
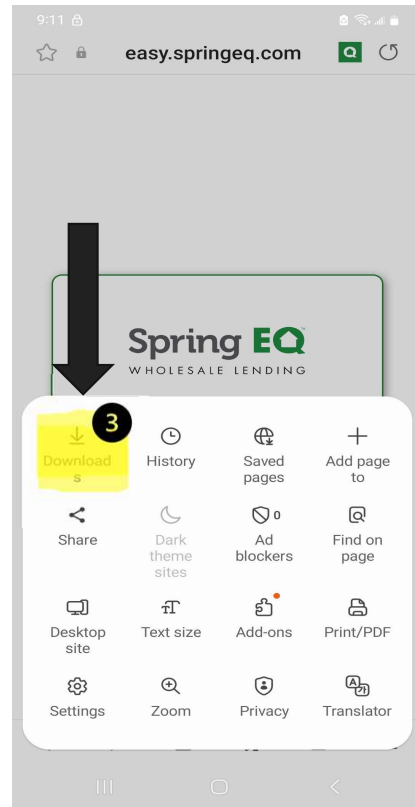
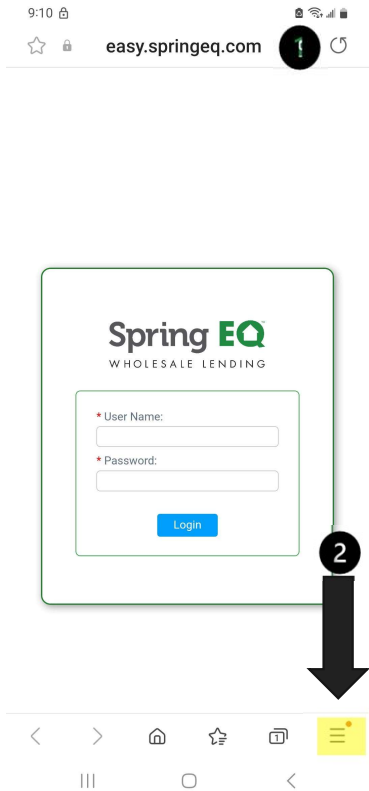


1. Search easy.springeq.com
2. Click the download icon (blue box with the arrow pointing up)
3. Select "Add to Home Screen" option
4. Name quick link (example: Quick Pricer), then click "Add"
 - Green App icon that appears, is not a true app, just quick link
5. Green Icon will appear on your phone home screen to use for quick access for website link



Steps to adding Mobile Home Screen Link to ANDROID Products

1. Search easy.springeq.com
2. Click the three lines in the bottom right corner
3. Select "Downloads" option\
4. Select "Add to HomeScreen" below the login button
5. Green Icon will appear on your phone home screen to use for quick access for website link



Thank You
