

Interest Rates

Interest Rates will be emailed to your account as soon as they are posted. Pricing changes may occur during the day, and new rates may be issued, or a blanket adjustment to price may be issued. Pricing is subject to change without notice due to market fluctuation and loan scenario changes.

Lock Hours

The lock desk will accept lock requests from the time pricing is made available until 3:00PM PT Monday thru Friday, except Holidays, and other announced closures.

Lock Terms

UniTrust Mortgage will offer the following lock-in protection periods to its customers. Lock Requests are only honored when the file has been manually underwritten and approved by a UniTrust Mortgage Underwriter:

- 10 Days (Only on loans with complete 2nd signature approval. Must be approved and ready for loan docs, no exceptions.)
- 25 Days
- 40 Days
- 55 Days

Lock Procedures

A completed lock submission form may be submitted to the lock desk, or a lock request may be submitted to your loan processor. The broker must complete the lock request form with the information from that day's **U-Price**. For all loans that are to be locked in please verify that the loan is approved under the guidelines corresponding to the lock request. Pricing procedures for program changes are outlined below in the program change section of this policy.

UniTrust Mortgage reserves the right to refuse a loan lock request if it is determined the conditions pending for final loan approval are decisively critical to meeting investor guidelines. A conversation with the assigned underwriter after receipt of initial loan approval would be prudent to clarify any concerns.

The Broker must have a Best Efforts pull through and delivery rate that is acceptable to UniTrust Mortgage, in its sole discretion. If UniTrust Mortgage determines the Broker's delivery rate is unsatisfactory then locking the loan can be refused until the loan file has been approved and signed off for loan documents.

Lock requests received from newly approved Brokers must also have a complete signed off approval and be ready for loan documents.

Loan Delivery

Original loan application package (complete 1003 and signed credit authorization) must be received and underwritten at UniTrust Mortgage prior to requesting a lock commitment. There are no exceptions to this rule.

Lock Expirations

If a customer has a rate lock that has passed its lock expiration date, or the lock was cancelled due to late delivery, the pricing will be determined by the following: Price will be set by comparing the price on the day the loan was originally locked to the current day's price, and taking the worse price. If the lock has been expired for at least 90 days, the loan may be re-locked at current market pricing. Loans will not be granted better pricing because the lock expired, regardless of current market conditions.

Lock Extensions

It is UniTrust Mortgage's policy to close loans prior to their lock expiration dates, with an understanding that for a variety of reasons, loans will not always close within the original lock period. Lock-in extensions, or re-locks on loans that have expired are granted to curb the cost of fallout. **Extensions and re-locks cost UniTrust Mortgage money**, and every step should be taken to limit their use. When requesting an extension or re-lock, you may either fax in an updated lock request form stating the length of extension you are requesting, or you may contact the Secondary Marketing Department via email at ascherer@unitrustmortgage.com or by phone at 858-404-7300 x129.

Extension requests must be received two (2) days **prior** to the expiration date, unless the loan has Documents Out, in which case the request must be in one (1) day **prior** to the expiration date to extend a lock. Extension requests made after the lock has expired may incur a greater extension cost, and may have to be re-priced on a worst-case basis.

Lock extension requests will be considered on a case by case basis, taking into account the lock in price, current market price, and the term of the extension. Lock extensions may incur a fee, to be determined by Secondary Marketing.

Lock Renegotiations

In an improving market a broker may be able to renegotiate the interest rate to keep a borrower from seeking better financing elsewhere. The minimum market movement is 0.75% in price for the same product and lock term.

Home Equity, Expanded Approval, LPMI, and ALT-A products are not eligible for renegotiation at this time. Other products may be added from time to time. The Lock Desk will be able to assist you with products that are negotiable.

The Broker must have a Best Efforts pull through and delivery rate that is acceptable to UniTrust Mortgage, in its sole discretion. Only one rate negotiation per commitment can be granted. The loan must not have expired, been cancelled, or withdrawn at any time.

The following conditions and restrictions apply for loans being considered for renegotiation

- Request must be borrower initiated.
- Request must benefit the borrower.
- Total broker price cannot improve.
- Loan cannot have more than one rate renegotiation.
- Loan cannot have received worse case pricing at any time for any reason.

Lock Renegotiations (Cont.)

- Locks will be subject to an expiration date of the lesser of the existing expiration date or 30 days from the date of renegotiation.
- Loan may be extended one time (10 days) at normal extension fees.
- Loan is not eligible for free extension.
- Expiration date (including any extension granted) may not exceed 30 days past renegotiation acceptance.

Agency and Government Products:

The eligible rate will be determined by comparing the original all-in price versus the current market all-in price for the same lock period. The new negotiated rate is the rate equal to or greater than current rate + .125. The loan will become a mandatory delivery subject to a pair-off fee if not purchased by UniTrust Mortgage. The cost for the renegotiation is (.250) in price, which will be netted at time of the rate adjustment.

Example: The borrower has a rate of 6.5% at 101.0. Borrower notices that rates have decreased significantly since loan was locked and requests the rate be lowered to more reflect current market. Current market 101.0 is at a rate of 6.0%. The new rate offered would be 6.125% and all in price would be 100.75.

Price Change

Volatility in the MBS (mortgage backed securities) market may require Secondary Marketing to issue a mid-day price change. There will be no grandfathering of rates. It is incumbent upon LO's and Brokers to remain current on market conditions and current rates issued by UniTrust Mortgage. Written notice may not be given in the event of a price change, however every effort will be made to keep our customers apprised of current pricing.

Program Changes

When a customer wishes to change loan programs after the loan has been approved and/or locked, the following applies:

1. All loans must be re-locked by the LO with Secondary Marketing, or the lock desk, by following the standard lock procedures (filling out a new lock request form).
2. If the request for program change is received prior to ten (10) days before the expiration date, the loan will be priced on the new program as of the date the loan was originally locked. This will be at the discretion of the Secondary Marketing Department. If rates and prices have moved disproportionately on the desired loan program, it will be the Secondary Marketing's decision to adjust accordingly.
3. If the requested change is from Fixed to ARM or vice-versa, or the fixed period is changing, i.e.: a 3/1 to a 5/1, the rate and points will be determined on a worse case basis.
4. If loan parameters change (e.g., a loan locked at 64% LTV that is later adjusted to 71% LTV because of a lower appraised value) pricing on your locked loan will be updated to reflect the new pricing adjustments.