**How to read and calculate available lender credit**

1. Available lender credit:

(Locked pricing – LO comp) x loan amount = max lender credit available

1. What if locked pricing is less that LO comp
2. Charge point

You will need to let lock desk knows what the exact point charge is. We will need to disclose this on locked LE. If we did not disclose this, we cannot collect at closing.

1. Company lead

Comp lead is 50% of LO comp

for loan applications effective 9/1/2020 onward

Available lender credit under comp lead is

(Locked pricing – (LO comp x 50%)) x loan amount

If the application date is before 9/1/2020, need to check with Vivian.

1. How to calculate NRCC on doc
2. Use the latest estimated escrow statement
3. Include all costs related to the loan
4. Exclude:

Fees on payoff

Prepaids

Insurance

Property tax

HOA

1. POC items can be included
   1. Appraisal
   2. Credit report
   3. Subordination
2. Exclude recording fees (LO can add this back at funding per the final estimated provided by escrow with max $160 recording fees)

1. Notes to LO
   1. Lender credit cannot exceed NRCC.
   2. Need a $$ on the doc request, cannot put “credit all NRCC”.
   3. We CANNOT change lender credit after the loan is funded.
   4. Once the lender is disclosed on Doc CD, it cannot be reduced (increase is ok). Reducing the disclosed lender credit will make the loan non-sellable.