

Secondary Marketing Policies

Hours of Operation:

The Secondary Desk will accept locks from the time daily pricing is published approximately, 9:30 AM – 10:00 AM (Central Time) until 4:30 PM central time Locks received after 4:30 PM may be subject to the next business day’s pricing.

Lock Policies:

Rate lock commitments guarantee the points, interest rate, and program for a borrower’s specific property and specific lock period. The lock commitment also includes price adjustments. Please review your lock in GMOS to confirm its accuracy. If the lock information is inaccurate for any reason the loan is subject to being re-priced to match the adjustments on the rate sheet.

Interest Rate Changes:

The program and the interest rate are tied date of the original lock. If the interest rate from the original lock date is not available please contact the Lock Desk.

Program Changes:

If the loan program changes after the loan is locked, the rate sheet from the day the loan was originally locked will be used if the new loan program is in the same category. If the category is not similar the loan will be subject to worse case pricing.

Category	Programs
Fixed Term >15 Years	Conforming and Government - Fixed > 180 months
Fixed Term <= 15 Years	Conforming and Government - Fixed <= 180 months

Property Changes:

The lock is with the property. If the property changes the new property will receive current market prices. If the property changes back to any previous address locked with this borrower the pricing will be subject to worse case.

Lock Extensions – the extension of an existing lock. Must be completed prior to expiration. A loan may be extended two times for a maximum of 30 days. After the second extension the loan is subject to worse case pricing.

Extension Term	Fee
7 Days	.125
15 Days	.250
30 Days	.500

Re-Locks – Locking a loan with an expiration date in the last 30 days.

Re-Lock	Fee	Market Worse
7 Days	0.250	Worse of Current 12 day price or 0.250 relock fee
15 Days	0.375	Worse of Current 21 day price or 0.375 relock fee
30 Days	0.625	Worse of Current 30 day price or 0.625 relock fee

Loans with an expiration date greater than 30 days are subject to current pricing.

Re-Negotiations:

All price renegotiations are subject to Secondary Marketing approval. The intent is to improve a borrower's position and keeping the loan with Gateway. The borrower's rate should be reduced by 25 basis points, the current price is based on the original lock period, the lock is still within the original lock period, and the price will be reduced by a minimum of 50 basis points. The net to the loan officer price and or origination fee will not improve. The loan officer may be required to participate in the cost of the renegotiation.

Submission of Locked Loans to Underwriting:

It is the expectation only loans likely to close are locked. Loans should be submitted to underwriting within seven days of the lock date. Loans not submitted to underwriting within seven days are subject to be cancelled by the Lock Desk.

Denied and Customer Withdrawn

The lock expiration date will be the earlier of the original lock expiration date or the following business day of the withdrawn or denied date. A denied or withdrawn loan cannot be locked or extended.

Brokering Locked or Previous Locked Loans

Brokering a locked loans or an expired locked loan with an expiration date within the last 30 days is subject to a pair-off fee.