

Program Overview For MRED

How searching for a new home has changed:

- Over 90% of homebuyers begin their search and view property listings online
- Over 72% of these homebuyers then EXIT the listing to search for mortgage information on other sites with no link back to that property listing

RatePlug lets them view financing information WHILE they are viewing properties by displaying your lending partner's mortgage information within the MLS property listings.

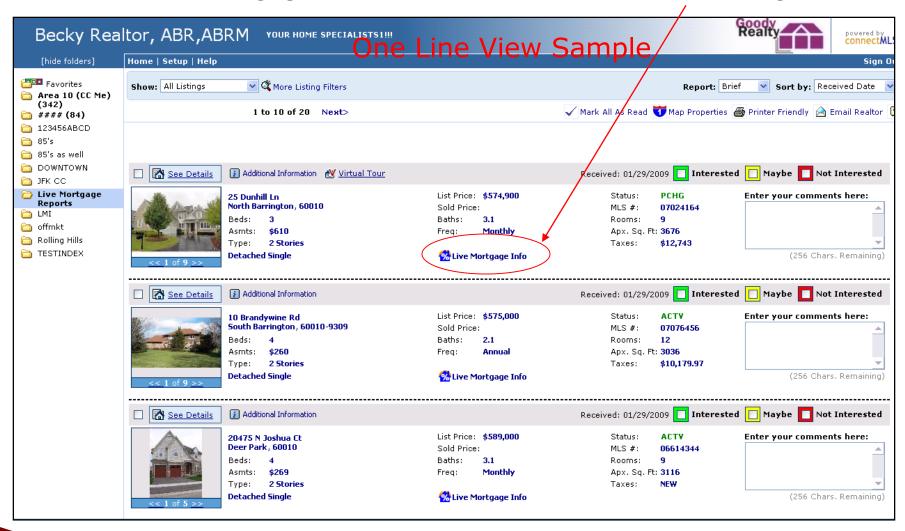
How RatePlug benefits you:

- Included as part of the suite of services available to every Agent who belongs to MRED. No Additional Cost to participate.
- Studies show that Agents using RatePlug have experienced shorter time frames in listings going from "list date" to "contract date"* SELL HOMES FASTER!
- You tell us the lender or lenders you want to work with.
- Agents have access to professional, co-branded marketing flyers for their listings
- New FHA eligibility feature for your condos and townhomes
- RatePlug protects you from the new FTC MAP record keeping requirements that impact ALL real estate professionals



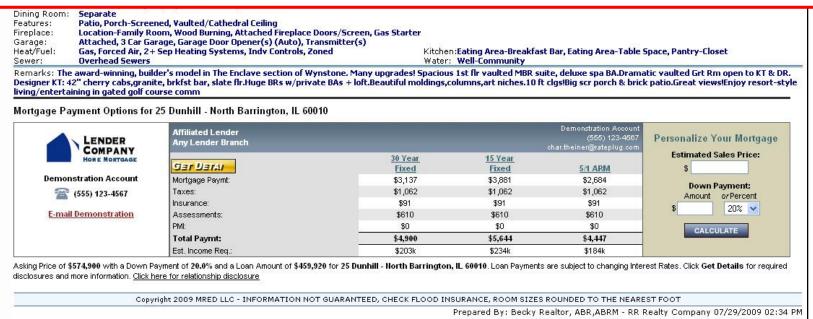
How RatePlug works within the MLS System

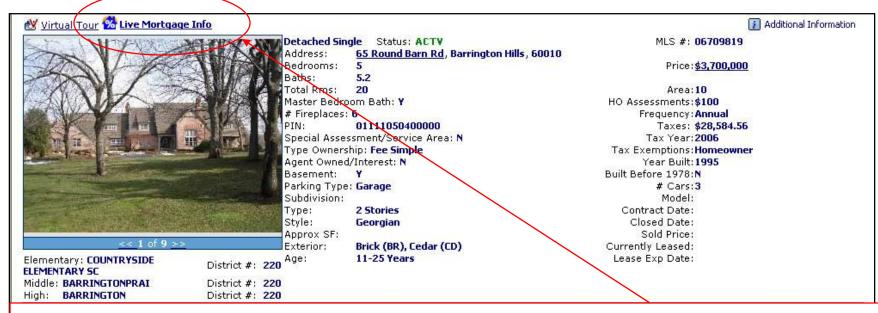
When participating Agents send property listings to their customers, real time mortgage information is available for each listing.





When a customer clicks on a specific property, a special Customer Report has been created that will display payment examples directly on the property detail view.

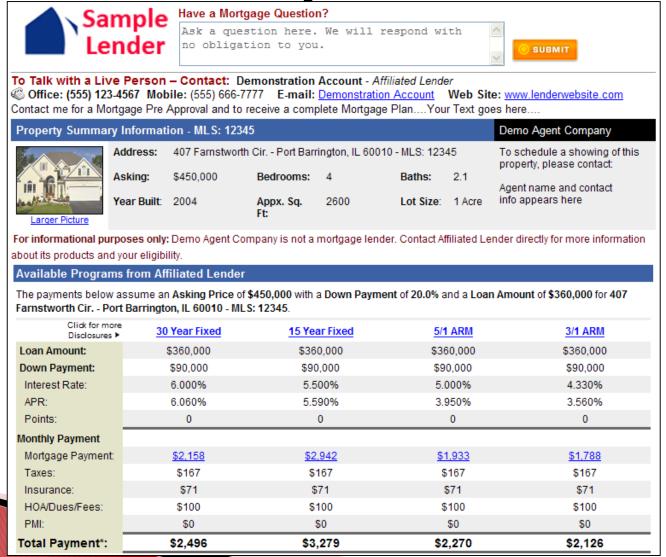




In the other available consumer reports, a small icon will allow homebuyers to access the payment information via a link.

16X13 2nd Level 2nd Bedroom: Carpet 3rd Bedroom: 17X13 2nd Level Carpet 2nd Level 4th Bedroom: 15X12 Carpet 5th Bdrm: 14X13 2nd Level Carpet Central Air, Zoned Air: Appliances: Assessments Include: None Full, Walkout, Finished Basement: Bath Amenities: MBR - Full, Whirlpool, Separate Shower, Double Sink Dining Room: Separate (SEP) Features: Patio, Porch-Screened, Vaulted/Cathedral Ceiling, Skylight/s, Balcony, Porch, Horse Barn/Pole Barn, Bar-Wet Location-Family Room, Location-Living Room, Location-Master Bedroom, Location-Basement, Location-Other, Wood Burning, Attached Fireplace Fireplace: Doors/Screen, Gas Logs, Gas Starter 3 Car Garage, Garage Door Opener(s) (Auto), Transmitter(s), Heated Garage: Heat/Fuel: Gas, Forced Air, 2+ Sep Heating Systems, Zoned Kitchen: Island, Pantry-Butler, Pantry-Closet

If the home buyer clicks on the link they will view the Lender's expanded product menu and they can also email a question about financing to the lender or request services such as pre-approval to avoid financing issues later.





Property Flyer System

Allows listing Agents to receive co-branded open house flyers containing property and mortgage payment information from their participating lender

Property Flyer Sample (multiple templates available)

Flyers are easily generated by your lending partners and can be emailed for your open house events and general marketing purposes.

The recommended disclaimer language from NAR is included to protect the Agent and Broker from new FTC standards.

RatePlug archives every flyer or MLS display for up to 10 years to meet the record keeping guidelines established under the same FTC-MAP ruling for *ALL* real estate professionals



123 Any Street, Any Town, USA 12345 4 Bedrooms, 4 Baths MLS: 01245367

Listing Description:

Largest Summit model on the best street in prestigious Gated Neighborhood. What a floor plan with office/music room, formal living room w/ fireplace, formal dining room, downstairs bedroom suite w/ bath, spacious family room with open kitchen area, plus a huge backyard with covered porch.

Purchase Price: \$799,900
Annual Taxes (est.): \$13,819
Annual Insurance (est): \$1,400
Association Fee (monthly): \$25

AGENT'S

Heather Smith

AnyTown Realty, Inc. (555) 657-1234 heather@realty.com











Additional Details:

MLS #: 07091280 Bedrooms: 4 Bathrooms: 2 1/2 County: DuPage Year Built: 1996 Lot Dimensions: 75X220 Living Room Size: 13X13 Dinning Room Size: 14X13 Kitchen Size: 14X12 Family Room Size: 20X18 Master Bedroom Size: 16X15 2nd Bedroom Size: 13X13 3rd Bedroom Size: 13X12 4th Bedroom Size: 13X13 Basement: Full Garage: Attached, 2 Car Garage, Garage Door Opener/s (Auto) Features: Deck, Patio, Vaulted/Cathedral Ceiling, Skylight/s, Porch

For Informational purposes only: Anytown Realty is not a mortgage lender. Contact YourCo Lending Inc. directly for more information about its products and your eligibility.

Hous	ing Payment	Information	1.
Payment Details	15 YR FX	30 YR FX	5/1 ARM
Down Payment	20.00 %	10.00 %	10.00 %
Loan Amount	\$556,000	\$625,500	\$625,500
Interest Rate	6.250%	5.750%	6.000%
Points / APR	0.000/6.33%	0.000/6.12%	0.000 / 6.01%
Principal & Interest	\$4,767.27	\$3,650.25	\$3,750.19
Taxes / Ins. / Asmts.	\$994.96	\$994.96	\$994.96
Mortgage Insurance	\$	\$271.05	\$338.81
Total Payment*	\$5,762.23	\$4,916.26	\$5,083.96

LOAN OFFICER COMPANY LOGO

Bill Jones YourCo. Lending, Inc. (555) 257-7584 biones@lending.com Loan Officer Photo Here



LENDER AND STATE SPECIFIC DISCLOSURE INFORMATION PLACED HERE



New FHA Eligibility Feature



RatePlug now offers FHA approval and eligibility information for all condos and townhomes in the MRED database.

RatePlug works with a third party company that specializes in scrubbing HUD data to determine if a condo unit is approved/eligible for FHA financing.



Benefits of FHA Approval

Lower Down Payment

FHA loan guidelines require a minimum 3.5% down payment, the lowest down payment available.

Easier Credit Qualifying

Credit requirements (FICO scores) are not as strict as is the case with conventional loans.

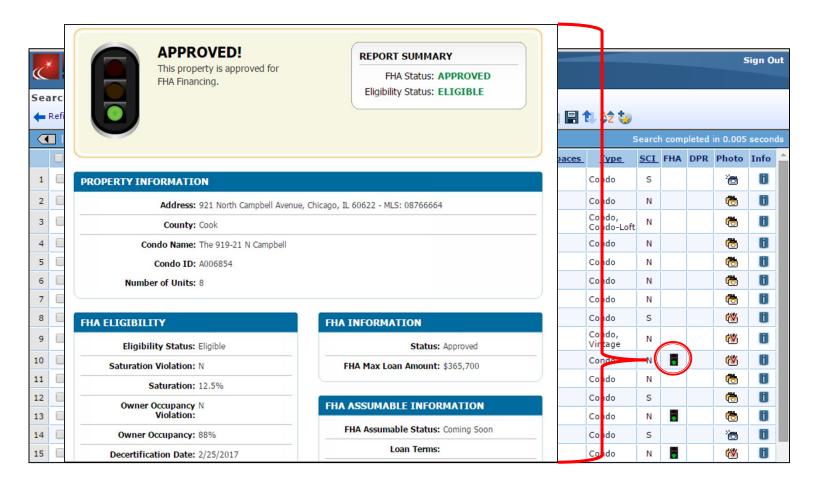
FHA Loans Are Assumable

Any FHA mortgage is fully assumable, which means that the seller of a property that currently has an FHA-insured mortgage can offer the financing and terms to the buyer. Assumability will be a huge benefit to a future seller when interest rates turn higher: not only will the sales price be higher because of the attractive financing, the pool of qualified buyers will be larger due to the lower monthly payment that comes with a lower interest rate.

Streamline Refinance

FHA-insured mortgages have a refinance option that requires no appraisal. This option has allowed many homeowners to reduce their monthly payments even when their property was worth less than what was owed, a benefit that would not be possible with any other type of mortgage.

A new icon has been created for the grid view which will indicate if a specific condo or townhome is FHA approved.



FHA Status Levels



APPROVED!

This property is approved for FHA Financing.

REPORT SUMMARY

FHA Status: **APPROVED**Eligibility Status: **ELIGIBLE**

The unit exists in an association that is approved for FHA financing. This allows a buyer to use an FHA forward or reverse mortgage to purchase this property.



APPROVED/CAUTION

This property is approved, but certain criteria may not fit FHA loan approval. If you have any Questions in regards to this information contact <u>FHA Pros</u>.

REPORT SUMMARY

FHA Status: APPROVED
Eligibility Status: CAUTION

While the unit exists in an association that is approved for FHA financing, one of the following might make it difficult for the FHA mortgage to fund.

- Owner occupancy below 50%
- More than half the mortgages in this association are FHA insured exceeding the cap of FHA mortgages for the project.
- Decertification date within two months



INELIGIBLE

This property is not approved and is not eligible for a new FHA loan. If you would like to request FHA approval for this property please contact <u>FHA Pros</u>.

REPORT SUMMARY

FHA Status: **NOT APPROVED**Eligibility Status: **INELIGIBLE**

The unit is not approved for FHA financing. Information about obtaining FHA approval for the association you can be obtained through FHA Pros via a link, email or phone number.

Red light status icon will not be displayed on the grid view, but the report is still available via a link in the "Full-Agent" report.

Program Summary

- No Additional Cost for MRED members to participate*
- Provides your homebuyers with valuable financing information and helps you sell homes faster!
- You select your lending partners to display (up to 3)
- Property Flyers for your listings and open houses
- New FHA status alert for your condos and townhomes
- RatePlug protects you from the new FTC MAP guidelines

^{*} Lenders are required to pay a license fee to be displayed

contact us with any questions (877) 710-0808

enroll on this site or at www.rateplug.com/mred