



Del Mar  
Database

World-Class Mortgage Lending Software

**FISERV** | Lending  
Solutions

# MBA 2006 Residential Loan Production Conference

*Wholesale Production: Technology and the  
Mortgage Broker.*

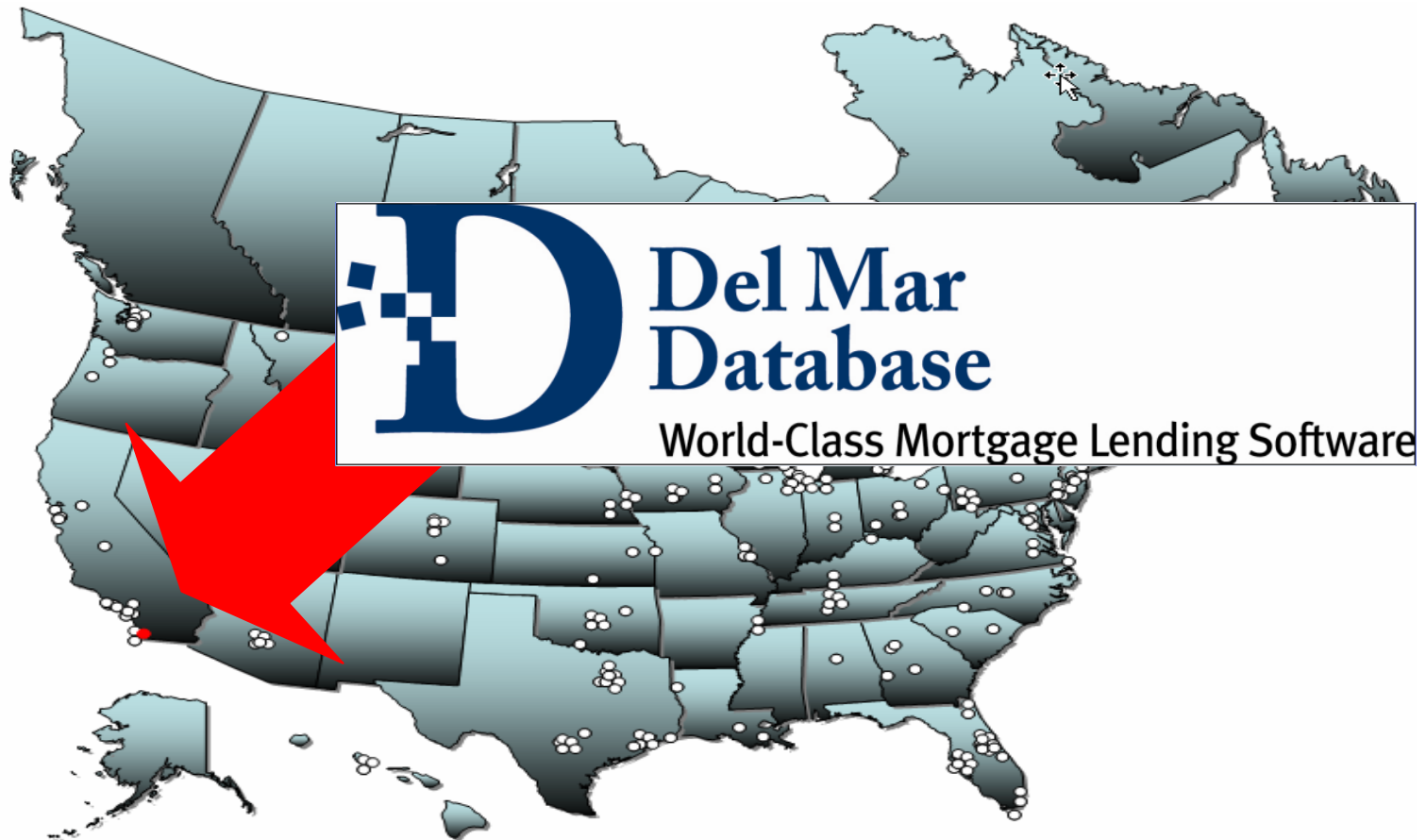
# Fiserv

- Leading information services provider to the financial industry
- 22,000 Professional
- 20 International Locations



# Fiserv

- 230 North American Locations

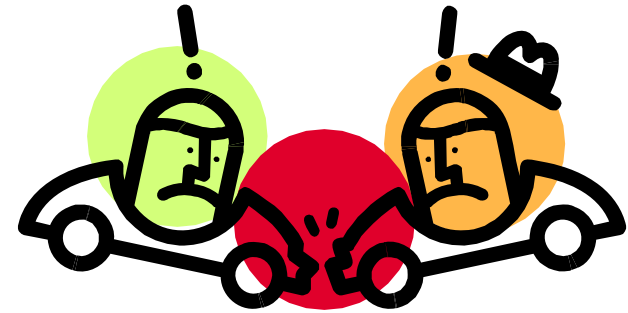


# Del Mar Database

- » Leading technology provider to small to medium mortgage bankers
- » 450+ clients
- » Widest menu of technology products provided by any LOS vendor
- » “Best of Breed” vs. “end-to-end”

# Lever

- » *(noun)*
- » *a device, tactic, or situation that can be used to advantage*





# Your “Road Block”

- » Mortgage production will drop
  - 2005: \$3.17-\$3.27T<sup>1</sup>
  - 2006: \$2.3 - \$2.5T<sup>2</sup>
  
- » Mortgage profitability has already dropped
  - *Inside Mortgage Profitability* survey: 18 of 28 lenders reported lower profits in Q405
  - Countrywide<sup>3</sup>:
    - Prime margins down 11 basis points to 65 basis points
    - Sub-prime down 249 to 114 bp’s

1 National Mortgage News

2 MBA, FNMA

3 National Mortgage News

# Your “Levers”

- » Price more competitively
- » Expand sales force
- » Add more products
- » Reduce FTE

# Your “Trunk Monkey”

- » Technology that helps you:
  - Increase production
  - Reduce your costs
  - Understand your business

# ~~“Cost to the Borrower to offset the asset production”~~

**Mortgage Co.** Date: 02/17/2006

Home **Product Library** Product Finder Change Summary Reverse Matrix Logout GuideTrac

**Product Finder** [? Help](#)

16 records returned  
Page 1 of 1 [View Search Criteria](#)

**Tip: Click on column headings to sort results. Select on the Term to view the Product Summary. Select on Lien to return to original sort order.**

Term	Prod Type	Loan Size	Index	Investor	Doc Type	Program	Loan Type	Lien	Code
10/30 Year	FIXED	CONF/JUMBO			FULL INCOME/NO ASSET		CONV	1st	<a href="#">i</a>
10/30 Year	FIXED	CONF/JUMBO			LITE DOC		CONV	1st	<a href="#">i</a>
10/30 Year	FIXED	CONF/JUMBO			STATED INCOME		CONV	1st	<a href="#">i</a>
10/30 Year	FIXED	CONF/JUMBO			NO DOC		CONV	1st	<a href="#">i</a>
10/30 Year	FIXED	CONF/JUMBO			STATED INCOME		CONV	1st	<a href="#">i</a>
10/30 Year	FIXED	CONF/JUMBO			STATED INCOME/STATED ASSET		CONV	1st	<a href="#">i</a>
10/30 Year	FIXED	CONF/JUMBO			NO RATIO		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			STATED INCOME		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			NO RATIO		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			NO DOC		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			NO INCOME		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			NO INCOME		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			NO RATIO		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			STATED INCOME/STATED ASSET		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			NO DOC		CONV	1st	<a href="#">i</a>
15/30 Year	FIXED	CONF/JUMBO			FULL INCOME/STATED ASSETS		CONV	1st	<a href="#">i</a>

# “Get the Borrower off the Street!”

**Mortgage Co.** Your S. CA Local Lending Source

Welcome Lenny Lofficer Logout

Home Pipeline Reporting Find Loan Admin

**Lock Loan** AutoPrice: ON

Loan Number:	<a href="#">10081</a>	Program: *	CF30
Borrower:	<a href="#">AVERY, DYLAN</a>	Base Loan Amt:	\$280,000.00
Prop Street:	10468 LINDBROOK DRIVE	Loan Amount: *	\$280,000.00
City:	LOS ANGELES	Sales Price:	\$350,000.00
State:	CA	Appraised Value:	\$362,000.00
Self Insured:	No	Subordinate Amt:	0.00
Self Employed:	No	Purpose:	PURCHASE
Debt Ratio %:	14.64	Property Type:	SFR
MCC/First Time Buyer:	No	O/O?:	YES
Bankruptcy:	No	Doc Type:	
30 Days Late:	0	MI %:	0.00
60 Days Late:	0	Cash Out?:	No
90 Days Late:	0	Cash Out Amt:	0.00
120 Days Late:	0	Impounds?:	No
Credit Grade (Submitted)		Est. Closing:	
		Mandatory:	<input type="radio"/> Yes <input checked="" type="radio"/> No

**Lock Information**

Rate	15 Days	30 Days	45 Days
5.000			

# “Get the Borrower off the Street!”

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### Price Quote

**Quote Details**

Requested By:	Lenny Lofficer	<b>Adjustment</b>	<b>Value</b>
Program:	CF30 - 30 YR FIX	Credit Score:590.1-600 and LTV:75.01-80	-0.250000
Interest Rate:	6.000	Interest Only?=No and LTV:75.01-80	0.125000
Lock Term:	15	Property State=CALIFORNIA and LTV:75.01-80	-0.250000
Mandatory:	No	Property Type=SFR and LTV:75.01-80	-0.250000
<b>Net Buy Price:</b>	<b>-1.125000</b>		

This quote is valid for 60 seconds. If you attempt to lock the loan after 60 seconds you will have to re-price the loan.

**Not available for Cash Out Refinance in Texas**

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Powered by **DataTrac**

~~“Demom pricing, Not States of 40!”~~

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**Loan Details** Print Fax Cover | Upload a Document | View Documents

General Loan Information		Borrower Details	
Loan Number:	10081	Name:	<b>Borrower</b> DYLAN AVERY <b>Spouse</b> SALLY AVERY
Current Stage:	UWV-APPROVED	SSN:	111-00-2222 222-00-3333
Borrower:	AVERY, DYLAN	Credit Score: 1	600
Primary SSN:	111-00-2222	Credit Score: 2	600
Property:	10468 LINDBROOK DRIVE, LOS ANGELES, CA 90024	Credit Score: 3	600
Property Type:	SFR	Home Phone:	555 123-1234 555 123-1234
Broker:	JW QUALITY BROKER	Work Phone:	555 321-3214 555 987-9874
LO/Rep:	ADAM EXECUTIVE	Email:	
Office:	ABC MORTGAGE		
Underwriter:			
Processor:	THEL, JOYCE		

Loan Program Information		Key Dates	
Program:	CF30	Submitted:	2/17/2006
Description:	30 YR FX	Locked:	<input checked="" type="checkbox"/> <input type="checkbox"/>
Lien Position:	1ST	Lock Expiration:	
Base Loan Amt:	\$280,000.00	Clear To Close:	2/17/2006 <input type="checkbox"/>
Loan Amount:	\$280,000.00	Est. Closing:	
Sales Price:	\$350,000.00	UWV Received:	2/17/2006
Appraised Value:	\$362,000.00	Approved:	2/17/2006
LTV:	80.000	Suspended:	
CLTV:	0	Cancelled:	
Subordinate Amt:	0	Denied:	
Impounds?:	NO	Docs Ordered:	
Interest Rate:	7.000	Docs Drawn:	
Rate Sheet Price:	0	Docs Sent:	
Net Buy Price:	0	Docs Back:	
Q/D?:	YES	Funded:	
Purpose:	PURCHASE		

# “Be One of 4, Not One of 40!”

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### Fees Review

General Loan Information		Loan Program Information	
Loan Number	10081	Program	CF30
Current Stage	UAV-APPROVED	Description	30 YR FIX
Borrower	AVERY, DYLAN	Lien Position	1ST
Primary SSN	111-00-2222	Base Loan Amt	\$280,000.00
Property	10468 LINDBROOK DRIVE, LOS ANGELES, CA 90024	Loan Amount	\$280,000.00
Property Type	SFR	Sales Price	\$350,000.00
Broker	ANY QUALITY BROKER	Appraised Value	\$362,000.00
LO/Rep	ADAM EXECUTIVE	LTV	80.000
Office	ABC MORTGAGE	CLTV	0
Underwriter		Subordinate Amt	0
Processor	THEIL, JOYCE	Impounds?	NO
		Interest Rate	7.000
		Rate Sheet Price	0
		Net Buy Price	0
		O/O?	YES
		Purpose	PURCHASE

**Fee Information**

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**Loan Details** Print Fax Cover | Upload a Document | View Documents

General Loan Information	Borrower Details
Loan Number: 10081	<b>Borrower</b> <b>Spouse</b>
Current Stage: UAW-APPROVED	Name: DYLAN AVERY SALLY AVERY
Borrower: AVERY, DYLAN	SSN: 111-00-2222 222-00-3333
Primary SSN: 111-00-2222	Credit Score: 1 600 600
Property: 10468 LINDBROOK DRIVE, LOS ANGELES, CA 90024	Credit Score: 2 600 600
Property Type: SFR	Credit Score: 3 600 600
Broker: JW QUALITY BROKER	Home Phone: 555 123-1234 555 123-1234
LO/Rep: ADAM EXECUTIVE	Work Phone: 555 321-3214 555 987-9874
Office: ABC MORTGAGE	Email:
Underwriter:	
Processor: THEL, JOYCE	

Loan Program Information	Key Dates
Program: CF30	Submitted: 2/17/2006
Description: 30 YR FX	Locked: <a href="#">locked</a>
Lien Position: 1ST	Lock Expiration:
Base Loan Amt: \$280,000.00	Clear To Close: 2/17/2006
Loan Amount: \$280,000.00	Est. Closing:
Sales Price: \$350,000.00	UAW Received: 2/17/2006
Appraised Value: \$362,000.00	Approved: 2/17/2006
LTV: 80.000	Suspended:
CLTV: 0	Cancelled:
Subordinate Amt: 0	Denied:
Impounds?: NO	Docs Ordered:
Interest Rate: 7.000	Docs Drawn:
Rate Sheet Price: 0	Docs Sent:
Net Buy Price: 0	Docs Back:
Q/D?: YES	Funded:
Purpose: PURCHASE	

# “Be One of 4, Not One of 40!”

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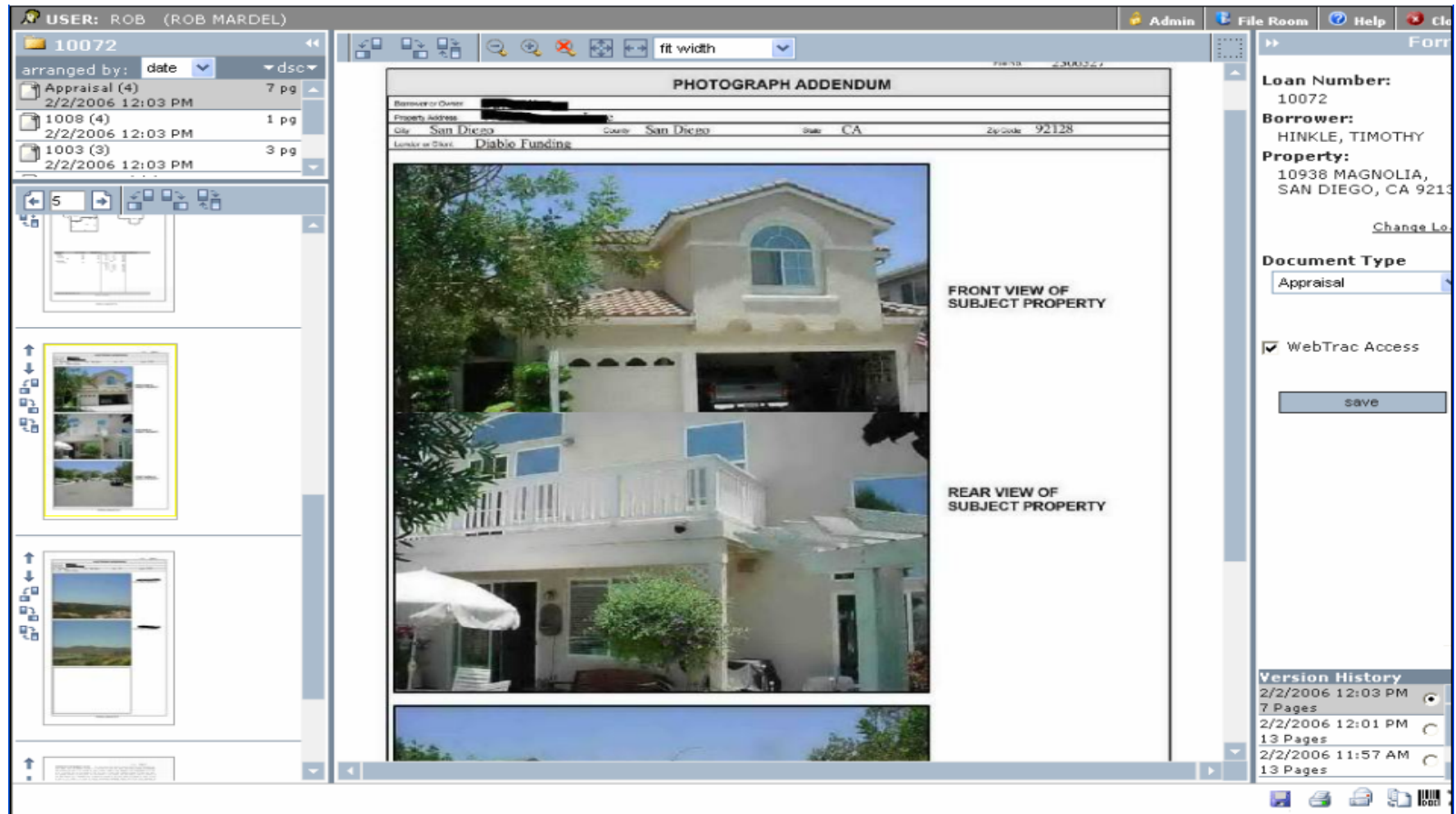
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Impounds?: NO	Docs Ordered:
Interest Rate: 7.000	Docs Drawn:
Rate Sheet Price: 0	Docs Sent:
Net Buy Price: 0	Docs Back:
Q/D?: YES	Funded:
Purpose: PURCHASE	

# “Be One of 4, Not One of 40!”



# Using Technology to reduce costs

## **Del Mar Database**

### **DataTrac Product Analysis**

**Prepared by: MORTECH LLC**

# Using Technology to Reduce Costs

## IV. Bottom-line Results

### Average DataTrac Customer Interviewed Productivity Statistics

**Productivity Gain**

Loan apps per Employee (annualized no. of loans)	134	(1)
Productivity Gain Overall - Post Data Trac	63%	(2)
Decrease in errors	30%	(3)
Decrease in Fines and Penalties	\$ 600,000	

Notes:

- (1) Companies were asked to estimate the number of average full time employees.
- (2) Productivity gains are calculated as closed loans per employee.
- (3) Several companies were able to estimate a decrease in overall errors as a result of implementing DataTrac.

# Using Technology to Reduce Costs

## III. Overall customer impact

- Overall DataTrac customers interviewed are satisfied or extremely satisfied with the product. All customers interviewed rated the product a 4 or 5 on a scale of 1-5.
- It was noted by most companies interviewed that the single database structure allowed them to achieve excellent operational and financial controls.
- Virtually all customers interviewed reported that DataTrac enabled them to increase loan production while adding minimal staff.
- Greater than 85% of customers interviewed reported DataTrac has helped them reduce the average time to fund a loan.

# Using Technology to Manage your Business

**BusinessTrac™** HOME PRINT CHANGE PASSWORD LOG OUT

Prepared For: Rob Mandel Last Updated Date: 2006-01-13 08:28 PM

Date: Current Month Product: All Pull-through: Pull-through By Locked

Company > Channel > Office > Branch > Originator Performance

**Originator Performance** Display For Originator

Originator: Broker 26

**Key Indicators**

Key Indicator +	Units +	\$ Amount +
Loans Submitted	4	470,834
Loans Locked	5	708,834
Loans Funded	9	1,128,250

**Top 5 Funded Products By Units**

Product Name +	Units +	\$ Amount +
IMPAC PRO SERIES 2ND TD 30/15	2	106,900
IMPAC PRO SERIES I - III 2/28 6 MO. LIBO	2	261,450
COUNTRYWIDE HELOC 2ND	1	25,000
LONG BEACH FIXED 2ND TD 30/30	1	61,000
COUNTRYWIDE PAY OPTION 1 MO. MTA ARM	1	191,900

**Top 5 Funded Products By Units**

**Performance For Jun-05**

	Originator	AE/Branch	Office	Channel	Company
Pull-through By Locked (% Units / % \$ Amount)	100.00 / 100.00	85.71 / 88.93	80.00 / 82.27	80.00 / 82.27	88.74 / 89.41

**Fallout Loans For Jun-05**

# Using Technology to Manage your Business

**BusinessTrac™** | HOME | PRINT | CHANGE PASSWORD | LOG OUT  
 Prepared For: Rob Mardel | Last Updated Date: 2006-01-13 08:28 PM  
 Date: Current Month | Product: All  
 Company > Channel

### Channel Overview

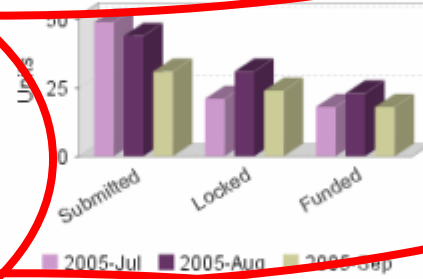
09/01/2005 - 09/07/2005: Channel: Wholesale

Summary | Loan Pipeline | Performance | Product | Alerts

#### Key Indicators

Key Indicator	MTD		YTD	
	Units	\$ Amount	Units	\$ Amount
Submitted	31	7,822,049	384	87,481,093
Locked	24	5,165,599	242	51,614,006
Funded	18	2,779,230	191	38,973,232

#### Rolling 3 Months



Category	2005-Jul	2005-Aug	2005-Sep
Submitted	31	28	25
Locked	24	22	20
Funded	18	16	14

#### Product Key Indicators

Product Credit Grade	Submitted Loans		Locked Loans		Funded Loans		Committed Loans		Expected Gain	
	Units	\$ Amount	Units	\$ Amount	Units	\$ Amount	Units	\$ Amount	\$ Amount	bps
Conforming	9	709,622	6	653,822	9	767,480	9	767,480	11,505	115.61
Non Conforming Prime	21	6,572,427	18	4,511,777	9	2,011,750	9	2,011,750	46,581	119.80
Sub Prime	1	540,000	-	-	-	-	-	-	-	-
<b>Overall</b>	<b>31</b>	<b>7,822,049</b>	<b>24</b>	<b>5,165,599</b>	<b>18</b>	<b>2,779,230</b>	<b>18</b>	<b>2,779,230</b>	<b>58,086</b>	<b>118.94</b>

#### Office Key Indicators

Submitted Loans	Locked Loans	Funded Loans	Committed Loans	Expected Gain
31	24	18	18	58,086

# Using Technology to Manage your Business

**BusinessTrac™** HOME PRINT CHANGE PASSWORD LOG OUT

Prepared For: Rob Mardel Last Updated Date: 2006-01-13 06:26 PM

Date: Current Month Product: All Pull-through: Pull-through By Locked

Company > Channel

### Channel Overview

09/01/2005 - 09/07/2005: Channel: Wholesale

Summary Loan Pipeline **Pull-through** Product Alerts

### Pull-through by Locked For Jun-05

#### Product Pull-through

Product Credit Grade	Locked Loans		Funded Loans		Pull-through	
	Units	\$ Amount	Units	\$ Amount	% Units	% \$ Amount
Conforming	13	1,652,962	10	1,236,962	76.9	74.83
Non Conforming Prime	17	4,643,005	14	3,942,505	82.35	84.91
Sub Prime	-	-	-	-	-	-
<b>Overall</b>	<b>30</b>	<b>6,295,967</b>	<b>24</b>	<b>5,179,467</b>	<b>80.0</b>	<b>82.27</b>

#### Office Pull-through

Office	Locked Loans		Funded Loans		Pull-through	
	Units	\$ Amount	Units	\$ Amount	% Units	% \$ Amount
Boston	30	6,295,967	24	5,179,467	80.00	82.27
New York	-	-	-	-	-	-
<b>Overall</b>	<b>30</b>	<b>6,295,967</b>	<b>24</b>	<b>5,179,467</b>	<b>80.00</b>	<b>82.27</b>

# Using the Trunk Monkey

You must be willing to:

- » Accept change
- » Identify and work with experts to minimize risk



# What's the Good News?

- » 90%
  - of your competitors haven't adopted, or even started to adopt document imaging and management
- » 80%
  - of your competitors don't have a PPE solution
- » 50%
  - of your competitors don't have a broker portal
- » 25%
  - of your competitors use a POS instead of an LOS
- » 400 – 600
  - of your competitors are stuck on a legacy LOS
- » 100 – 200
  - of your competitors are stuck in an LOS implementation
- » 100
  - of your competitors bought an LOS from a vendor who won't be in business at the end of the year



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World-Class Mortgage Lending Software

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# Thank You

*Date*

*February 22, 2006*

*Presenter Name:*

*John Walsh*

*Company:*

*Del Mar Database*

*Contact Information:*

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