

Optimal Blue® BESTX™ Mortgage Insurance Originator User Guide

Revised March 12, 2021

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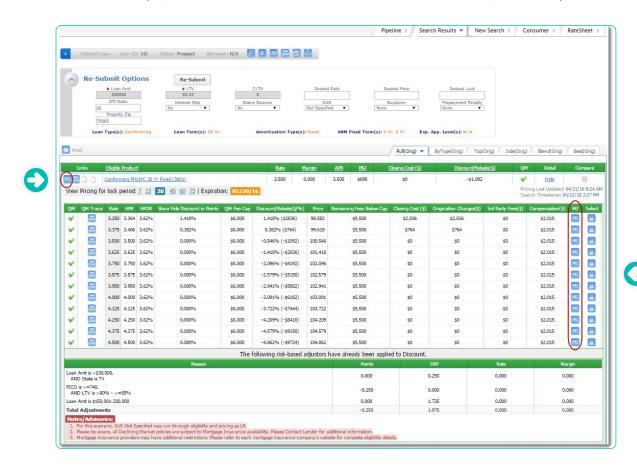
BESTX™ Mortgage Insurance Quotes in Optimal Blue

Optimal Blue has partnered with all six mortgage insurance (MI) companies to create an easy way to compare MI provider premium quotes for the most common MI types in one step. Optimal Blue's BESTX™ MI is the most efficient way for loan officers to find the mortgage insurance option that best meets their borrowers' needs. We recommend that all loan officers obtain MI quotes within Optimal Blue and use the provided Quote ID for the option they select to order mortgage insurance coverage in the loan origination system.

If the Mortgage Insurance or "MI" MI icon is not in the search results, contact your internal Admin/Secondary representative to have the MI feature turned on.

Mortgage Insurance Icon in Search Results

The Mortgage Insurance (MI) icon appears on the Search Results page when an eligible conforming product returns and the loan-to-value ratio (LTV) is greater than or equal to 80%, except where the LTV is greater than 97% since MI will not be available at that level. In addition, the MI icon will not display when a credit score is entered as "0" or for interest only or balloon products.

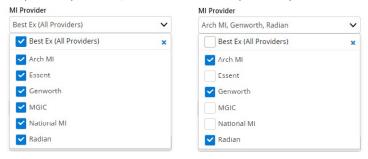


The MI icon appears both at the product summary level and at the product detail level. The detail level allows a user to order an MI quote at each available rate for the product.

Requesting a Mortgage Insurance Quote

When the MI icon is selected at either the product summary or detail level, Optimal Blue displays the screen shown below. The fields displayed here are fields that may not have been entered for the product search but are required to obtain an MI Quote. Required fields are indicated by a red bar.

To begin an MI quote search, select an option from the MI provider drop-down list. The default value for the list is Best Ex, which will return a comparison of all configured MI companies. The MI Provider menu also allows you to request a quote only from one or more specified providers.



You can limit your selection to one or multiple specified providers to return all premium type quotes for only the selected providers.

The **Property Zip Code** field is required; however, it will only display if the ZIP Code was not entered on the product search form or provided via the LOS integration.

r's housing expense to Income ratio ance. For Encompass integrated as. However, the value coming from

Mortgage Insurance Quote

☐ First Time Home Buyer(s)

■ Multiple borrowers

Required fields are indicated by a red bar.

DTI without MI

П

Best Ex (All Providers)

Property Zip Code

HTI without MI

Attributes

Self-Employed

Foreclosure (7 Yrs)

Bankruptcy (7 Yrs)

AU Result

Coverage Amount

FICO

None

MI Provider

The HTI without MI field should be filled with the borrower's housing expense to Income ratio excluding any associated cost of monthly mortgage insurance. For Encompass integrated clients, the HTI is mapped to Optimal Blue from Encompass. However, the value coming from Encompass may include a value for monthly mortgage insurance expense. Since the new field is HTI without MI, the user may need to update the value before submitting the quote.

If a DTI ratio was provided on the Product Search form or via an LOS Integration, that ratio will be displayed for edit in the **DTI without MI** field. It is important to note that the DTI provided for the product search is, and should be, the DTI that includes an estimated MI premium in order to ensure accurate eligibility checks. We are displaying that DTI here as a starting point, but it is important for you to update the ratio so that it does not include any MI Premium to obtain the most accurate MI quote possible.

The **First Time Home Buyer** field should be used to indicate if any borrower on the loan is a first time homebuyer using the standard GSE guidelines.

The Foreclosure (7 Yrs) and Bankruptcy (7 Yrs) fields are available for both the borrower and co-borrower and should be used to identify borrowers who have had a foreclosure or bankruptcy in the last 7 years.

The **FICO 1** one field is automatically populated with the Representative FICO from the Product Search form. When the Borrower FICO and the Co-Borrower FICO is entered on the Product Search form, the lower of the two is used as the Representative FICO. The higher score is displayed in the FICO 2 field and the **Multiple Borrowers** field will be checked.

The FICO 2 field will also be available for input when Multiple Borrowers is manually checked on the Mortgage Insurance Quote form. If there is more than one borrower on the loan application, the FICO 2 should be completed with the credit score for the borrower whose score was not used as the Representative credit score. Note that FICO 2 is only used for quoting mortgage insurance and does not impact Optimal Blue's pricing and eligibility results. The existence of multiple borrowers on an application does reduce the MI premium cost in many cases.

If the **Self-Employed** checkbox is selected on the search form it will be automatically selected, or you can select the field before ordering the quote.

AUS Recommendation – This field will default to None but should be updated if an automated underwriting decision has been obtained. It is important to note that some MI vendors will only insure loans that have an acceptable finding. Others will require additional documentation in that scenario. Please contact your MI provider(s) for details.

Best Ex (All Providers) Property Zip Code HTI without MI DTI without MI 22 First Time Home Buyer(s) Multiple Borrowers Attributes Borrower 1 Borrower 2 FICO 720 Self-Employed Foreclosure (7 Yrs) Bankruptcy (7 Yrs) **AU Result** None Coverage Type Standard GSE **Order Quotes**

Mortgage Insurance Quote

MI Provider

Coverage Type

One of the items that impacts the cost of mortgage insurance is the level of coverage requested.

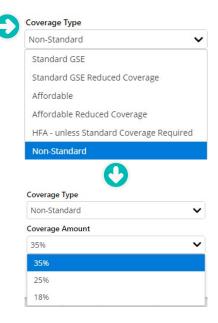
These coverage requirements can vary depending on whether the product type is Standard GSE, Affordable or HFA. The system will automatically set the coverage type based on these characteristics.

In rare instances, non-conforming or portfolio products may have different coverage requirements. In those cases, selecting **Non-Standard** will open another field where the coverage amount can be selected from a list of coverage amounts available at the LTV of the quote request.

There are some HFA products that require standard coverage to be obtained if the borrower's income exceeds 80% of the county's AMI. To assist users in remembering to change the coverage type for these requests, the HFA option is labeled **HFA - unless Standard Coverage Required.**

In product searches with the **Reduced MI** field set to Yes on the Search form, the coverage type will default to the applicable option based on the product selected when the MI quote icon is selected.

- Affordable products will default to Affordable Reduced Coverage
- Standard products will default to Standard GSE Reduced Coverage





The tables below provide the coverage percentage amount based on the product characteristics.

Standard GSE

LTV Range	Amortization Term	Coverage Percentage
95.01 – 97%	> 20 years	35%
90.01 – 95%	> 20 years	30%
85.01 – 90%	> 20 years	25%
80.01 – 85%	> 20 years	12%
95.01 – 97%	≤ 20 years	35%
90.01 – 95%	≤ 20 years	25%
85.01 – 90%	≤ 20 years	12%
80.01 – 85%	≤ 20 years	6%
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Affordable

LTV Range	Amortization Term	Coverage Percentage
95.01 – 97%	> 20 years	25%
90.01 – 95%	> 20 years	25%
85.01 – 90%	> 20 years	25%
80.01 – 85%	> 20 years	12%
95.01 – 97%	≤ 20 years	25%
90.01 – 95%	≤ 20 years	25%
85.01 – 90%	≤ 20 years	12%
80.01 – 85%	≤ 20 years	6%

HFA

LTV Range	Amortization Term	Coverage Percentage
95.01 – 97%	> 20 years	18%
90.01 – 95%	> 20 years	16%
85.01 – 90%	> 20 years	12%
80.01 – 85%	> 20 years	6%
95.01 – 97%	≤ 20 years	18%
90.01 – 95%	≤ 20 years	16%
85.01 – 90%	≤ 20 years	12%
80.01 – 85%	≤ 20 years	6%

Standard GSE Reduced Coverage

LTV Range	Amortization Term	Coverage Percentage
95.01 – 97%	> 20 years	18%
90.01 – 95%	> 20 years	16%
85.01 – 90%	> 20 years	12%
80.01 - 85%	> 20 years	6%
95.01 – 97%	≤ 20 years	18%
90.01 – 95%	≤ 20 years	16%
85.01 – 90%	≤ 20 years	12%
80.01 – 85%	≤ 20 years	6%

Affordable Reduced Coverage

LTV Range	Amortization Term	Coverage Percentage
95.01 – 97%	> 20 years	18%
90.01 – 95%	> 20 years	16%
85.01 – 90%	> 20 years	12%
80.01 – 85%	> 20 years	6%
95.01 – 97%	≤ 20 years	18%
90.01 – 95%	≤ 20 years	16%
85.01 – 90%	≤ 20 years	12%
80.01 – 85%	≤ 20 years	6%

Non-Standard

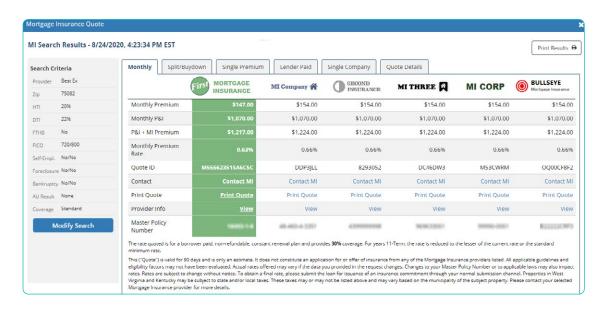
LTV Range	Coverage Percentage
95.01 – 97%	35%
	25%
	18%
90.01 – 95%	30%
	25%
	16%
85.01 – 90%	25%
	12%
80.01 – 85%	12%
	6%

Data provided on the MI order screen does not transfer back to the loan in Optimal Blue. Information to be considered in the product and pricing search must be entered on the Search form.

When you have completed the form, select the **Order Quotes** button. An MI quote search is conducted, and the results displayed as explained in the following sections.

Best Ex Search Results

The Mortgage Insurance Quote page provides information that allows you and the borrower to review and compare MI options to make informed decisions. (In Optimal Blue the actual MI company logos will appear.)



The Mortgage Insurance Quote page displays a best execution result within multiple tabs. The results vary depending on available mortgage insurance products for a given scenario and system configuration. Each tab represents a different premium type and the last tab captures the quote details used:

- Monthly
- Split/Buydown
- · Single Premium

- Lender Paid
- Single Company
- · Quote Details

The quotes within each tab are displayed with the best price among all applicable providers in the first column and highlighted in green. Any matching best quotes will also be highlighted in green. The other providers are displayed in the order of the premium amount. Quotes that have the same premium amounts will be displayed in the order that they were received. The timestamp included at the top of the page is based on your configured time zone. From this view, you can modify certain MI search criteria and update the quotes. You can also contact MI providers and print the different quote views.

The system will automatically calculate and display the MI company estimated tax amount for properties in West Virginia and Kentucky, since these locations may be subject to state and/or local taxes. Since the tax amounts may be based on each MI company's assumption of the municipality based on the ZIP Code, and the actual value will vary between MI companies, estimated tax amounts are not included in the best execution calculation.

It is also important to become familiar with the disclosure text at the bottom of each of the results tab. It provides information about the detail of the quote itself, assumptions that may have been made when providing the quote, and information about the expiration of the quote.

If a search was requested for a single MI company only, the Single Company page will include all premium results for that company. The Premium Type specific tabs will not be available. Additionally, there is a Quote Details tab that includes all relevant loan data that was used to obtain the MI quote.

Results Specific Data

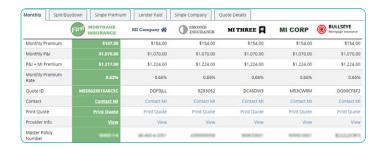
The following data is available within the quote result tabs where applicable:

- Upfront Premium: The upfront premium dollar amount returned by the MI company.
- Upfront Tax: The upfront tax dollar amount returned by the MI company. (Fields containing tax values are for Kentucky and West Virginia only. See additional information above.)
- **Total Upfront**: The calculated total upfront returned by the MI company. This calculation includes upfront premium dollar amount plus the upfront tax dollar amount.
- Upfront Premium Rate: The upfront premium rate returned by the MI company.
- Monthly Premium: The monthly premium dollar amount returned by the MI company.
- Monthly P&I: The calculated monthly principal and interest payment amount.
- Tax: When applicable, the mortgage insurance tax dollar amount returned by the MI company.
- P&I, MI + Tax: The calculated principal and interest payment, monthly premium dollar amount and monthly mortgage insurance tax amount, if applicable.
- Monthly Premium Rate: The monthly premium rate returned by the MI company.
- Quote ID: The Quote ID for each scenario returned from the MI company.
- **Print Quote**: This link will display a print view for a specific MI company and premium type, see the print view section below for more details.
- **Provider Info**: Link to data provided by MI companies that they feel is important for users to have access to when making their mortgage insurance decisions.
- Master Policy Number: Your master policy number for each MI company as configured in Optimal Blue.

Best Ex Search Results Screen Tabs

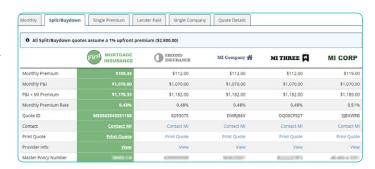
Monthly

The monthly tab provides all relevant details for a borrower -paid monthly premium quote.



Split/Buydown

This tab provides details for a borrower-paid split quote. The calculations assume a one percent upfront premium. Please note: each provider may support different split premium plans.



Single Premium

This tab provides all relevant details for a borrower-paid single premium quote.



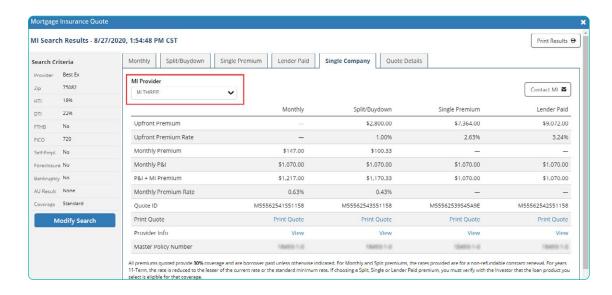
Lender Paid

This tab provides all relevant details for a lender paid single premium quote.



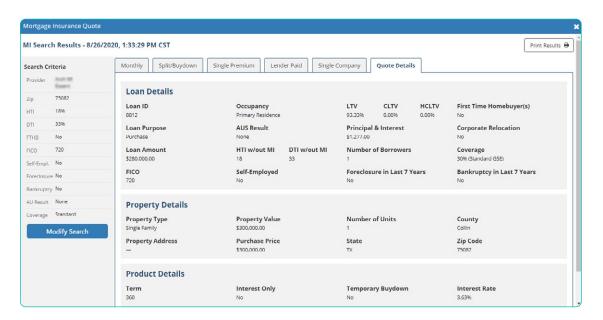
Single Company

The Single Company tab will display all applicable premium types returned for a single MI company when that provider is selected from the MI Provider drop down menu on this screen. The MI providers listed represent configured providers that were used in the MI quote search. You do not need to resubmit the search to view results in this tab.



Quote Details

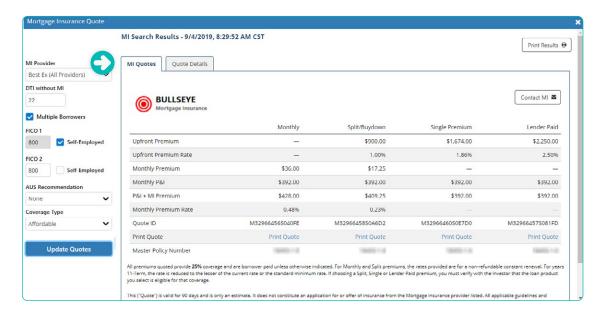
This tab provides all relevant loan, property and product details used in the MI quote search.

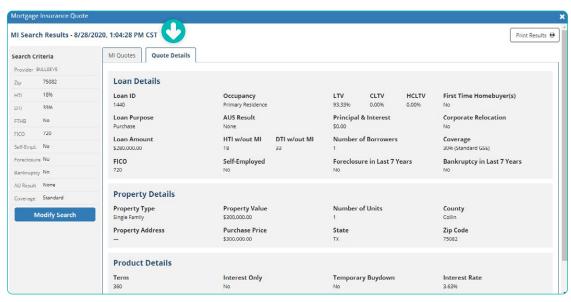


Single Company Search Results

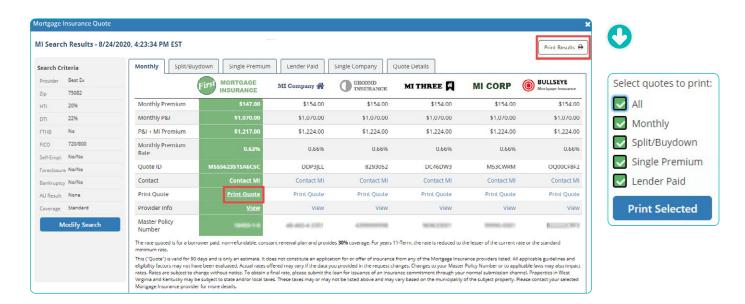
Single Company MI provider search results will display on two tabs: MI Quotes and Quote Details.

- MI Quotes: The MI Quotes tab will include all applicable quote types for a single MI provider.
- Quote Details: The Quote Details tab will include all relevant loan, property, and product details.





Mortgage Insurance Quote Print Views



There are several different print views available of the MI Search Results that can be viewed, printed or saved for later reference. You can share it with borrowers or team members or save it directly to the LOS. For Encompass integrated clients, the print results can be saved to an Encompass efolder.

Please note: If you create a print view that you do not print, choose the cancel button to close the print view instead of using the "X" at the top of the screen. Using the "X" will close your Optimal Blue session and you will have to log in again.

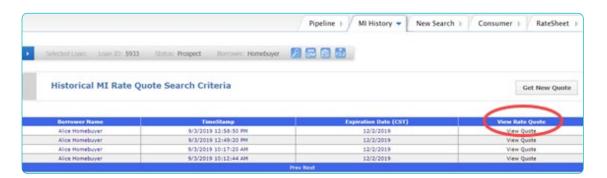
Selecting the **Print Quote** button in any result column will create a print view of that specific result alone.

Selecting the **Print Results** button at the top of MI Search Results screen allows you to create a print-friendly view of any or all of the results.

Selecting the **Print Results** button from the Single Company view will create a print view of all the premium types returned by that company.

MI History

As MI quotes are generated, they are saved in Optimal Blue and subsequently available on the MI History page. This page is accessed by selecting the MI History icon.



Select the View Quote link to see details for the corresponding quote.

Each previously generated quote will be listed and can be viewed by selecting the **View Quote** link. The details for each quote will be provided based upon the type of quote requested (best execution vs single provider). Quotes will be listed indefinitely on this screen but may expire based on the providers criteria.

Selecting the **Get New Quote** button on this pagewill open the MI Search window where you can enter the scenario details to generate a new MI quote.

The **Get New Quote** button on the MI History page can also be used to generate an MI quote search for a loan even if a quote was not initially obtained before the loan was locked.

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