

# COMPLIANCE OPINION LONG TERM LOCK POLICY

Eustis Mortgage values our builder relationships and understands a **Long-Term Lock policy** will better serve our clients working with builders. With that in mind, Eustis Mortgage provides the following long term lock options:

**Eligible products:** Conventional Fixed, VA, USDA, and FHA (Jumbo, ARM's, and Non-QM are not eligible)  
**Upfront Fee:** On locks greater than 90 days, an upfront fee will be charged to the customer based on the below lock periods

☐ **90-day lock** - \_additional 50bps from the current 60-day price in PML (Ex. 60-day price, if charging no points, should reflect 100.5, which is 50 bps over par price and the cost for a 90 day lock) To execute, submit the rate lock within LQB and note you are requesting a 90 day lock and price will be adjusted. No upfront fee required.

☐ **120-day lock** - \_add .25 to RATE from the current 60-day price in PML and collect .375% non-refundable fee within 7 days of lock. To execute, submit the rate lock within LQB and note you are requesting a 120-day lock.

☐ **180-day lock** - \_add .375 to RATE from the current 60-day price in PML and collect .50% non-refundable fee within 7 days of lock. To execute, submit the rate lock within LQB and note you are requesting a 120-day lock.

☐ **360-day lock** - \_add .75 to RATE from the current 60-day price in PML and collect 1% non-refundable fee within 7 days of lock.

To execute, submit the rate lock within LQB and note you are requesting a 120-day lock.

**Refundable Fee:** The upfront fee is refundable if the borrower funds their loan with Eustis Mortgage. This will be credited to the borrower at consummation on the CD. The refundable fee is due within 7 days of the lock.

**How does it work:** The lock will be based off the rate closest to par in PML. Do not include any discount or lender credit at time of lock. This can be adjusted 30 days prior to closing if the customer would like to buy down the rate or take a higher rate to pay closing costs, however it is not allowed at the time of lock. In addition, concessions are not allowed at time of lock. Long term locks will be manually processed by the lock desk

**Important:** Long term locks are not allowed to be extended and subject to reprice at time of expiration. If a lock is canceled, the upfront fee collected for the lock becomes non-refundable.