



Mortgage Lending Development & Services

Presented by:

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Who Is CU Lending & What Do We Do?

CU Lending provides mortgage processing for Credit Unions who use their money to fund mortgage loans as well as provide an option for mortgage loans that fall outside of the Credit Union's Lending policy..

- We process, coordinate and facilitate mortgage loans that credit unions fund with their own money. We ensure that all NCUA and CFPB regulations are followed in accordance with TRID Mortgage Lending Laws.
- We provide a resource for all the mortgage loans that fall outside credit union's lending policy. Some of these loans include FHA, VA, Reserve Mortgages, loan amount over 80% LTV and Down Payment Assistance loans.

With both services we can remove the entire mortgage loan processing task from the credit unions overhead and responsibility.

We will keep you involved and informed without the credit union needing to facilitate the details pertaining to the file or providing file status updates to your members.



Our Goal

is to create a stress-free, smooth mortgage loan experience for credit union members that mirrors the level of service that members receive from the credit union staff.

CU Lending processes ALL types of mortgage loans.

Purchases

Rate and Term Refinances

Cash out Refinances

HELOCs

Fixed Rate Seconds

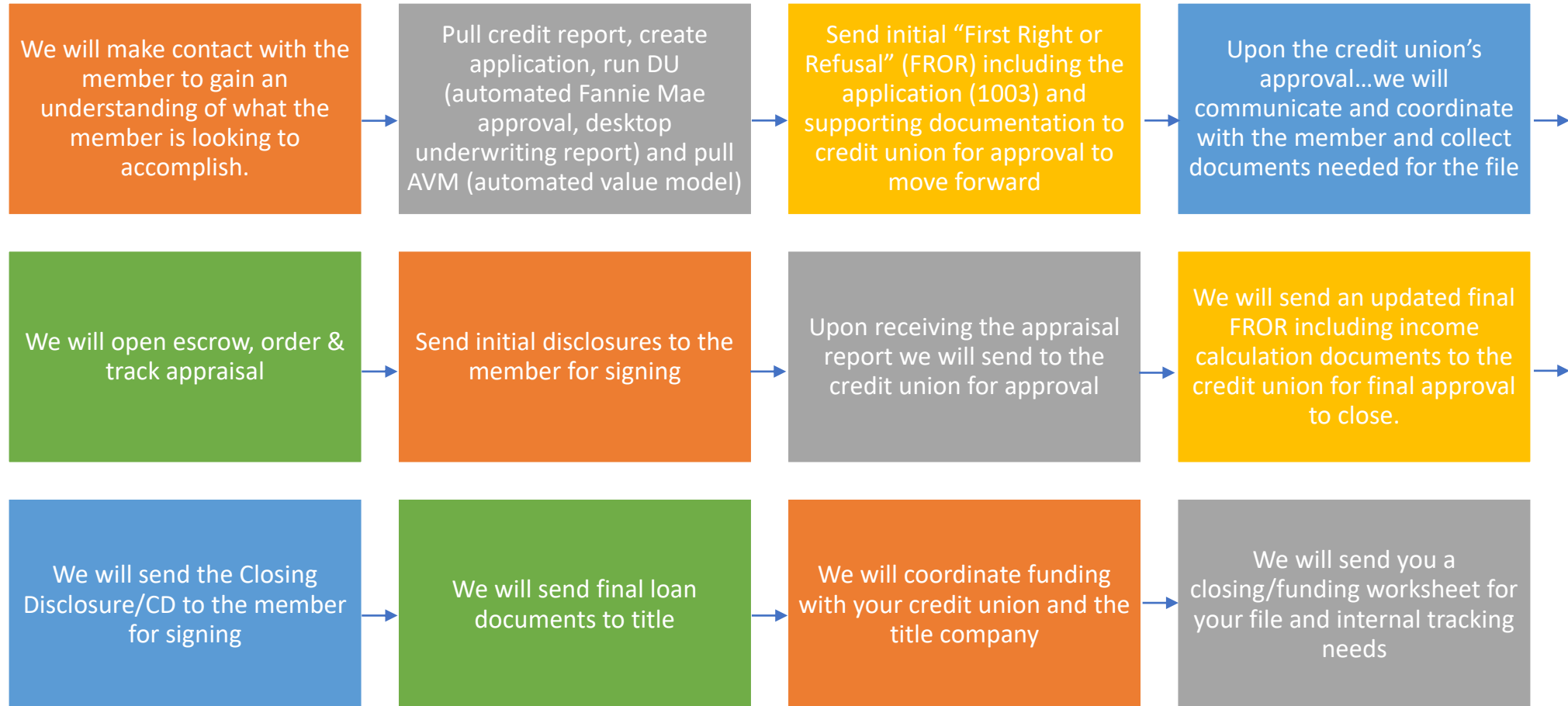
JUMBO Loans

FHA & VA loans

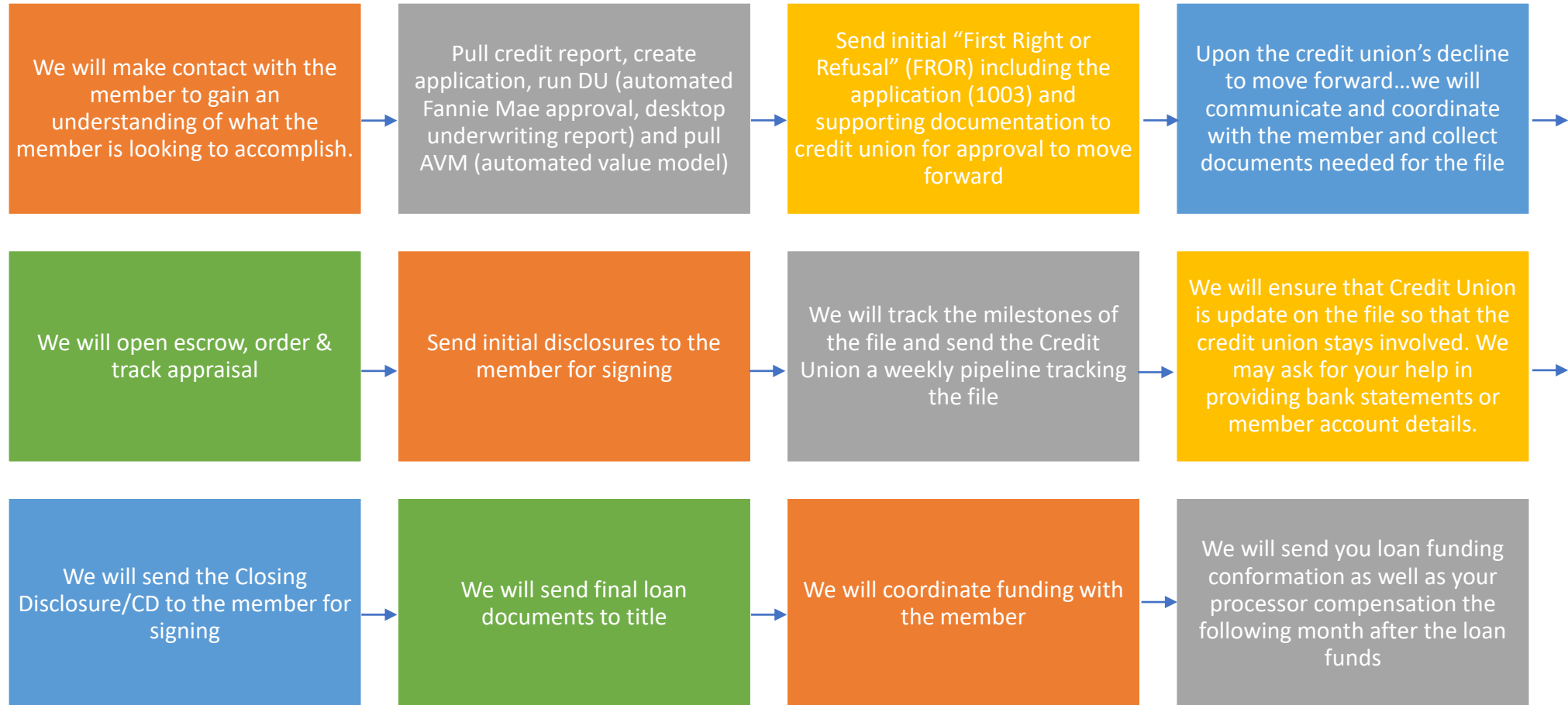
ARMs (10, 7, & 5 Year)

Down Payment Assistant Programs

Step by Step: How CU Lending Processes loans that the Credit Union Funds

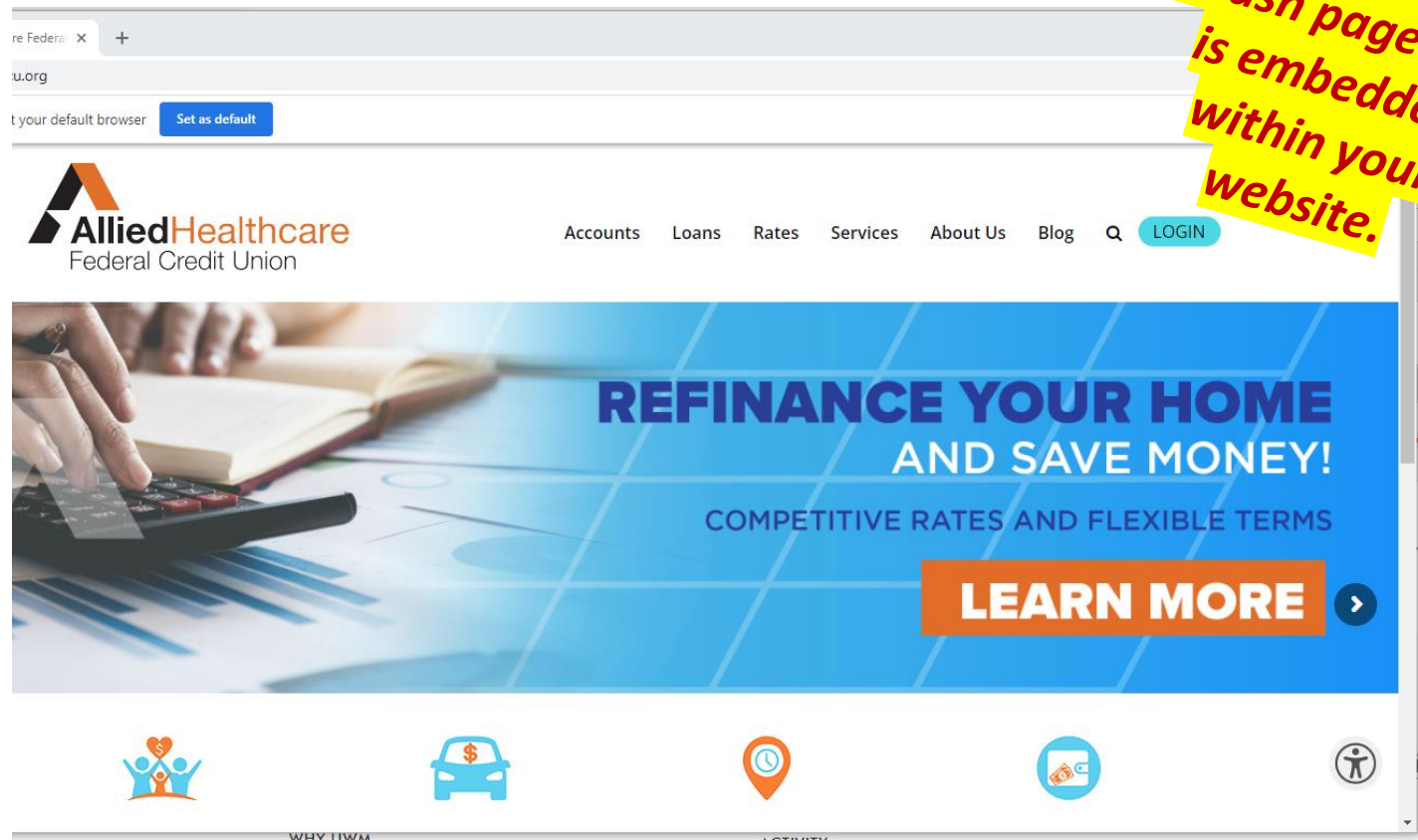


Step by Step: How CU Lending Facilitates Loans that the Credit Union cannot fund



How To Access CU Lending

We will create a "splash page" that is embedded within your website.



Go to loans and click on Home Loans

The way to access this splash page will be under your existing "loans" tab

Home Loans - Allied Healthcare x +
ahfcu.org/home-loans/

AlliedHealthcare
Federal Credit Union

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HOME LOANS

**FIRST HOMES?
DREAM HOMES?
GREAT RATES?
YEAH, WE DO THAT!**

[Learn More...](#)

All loans are subject to credit approval. [Click here for current rates.](#)

AHFCU's Home Loans Come With Competitive Rates and Flexible Terms to Save You Money!*

Whether you're looking to purchase a new home or refinance an existing loan, AHFCU can help make your dreams a reality! [Click here](#) to get started today!

- Fixed-rate mortgages
- First Time Homebuyer Specials
- VA loans also available!

Home Loans - Allied Healthcare x +
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HOME LOANS

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<https://ahfcu.culending.org/>

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All loans are subject to credit approval. [Click here for current rates.](#)

AHFCU's Home Loans Come With Competitive Rates and Flexible Terms to Save You Money!*

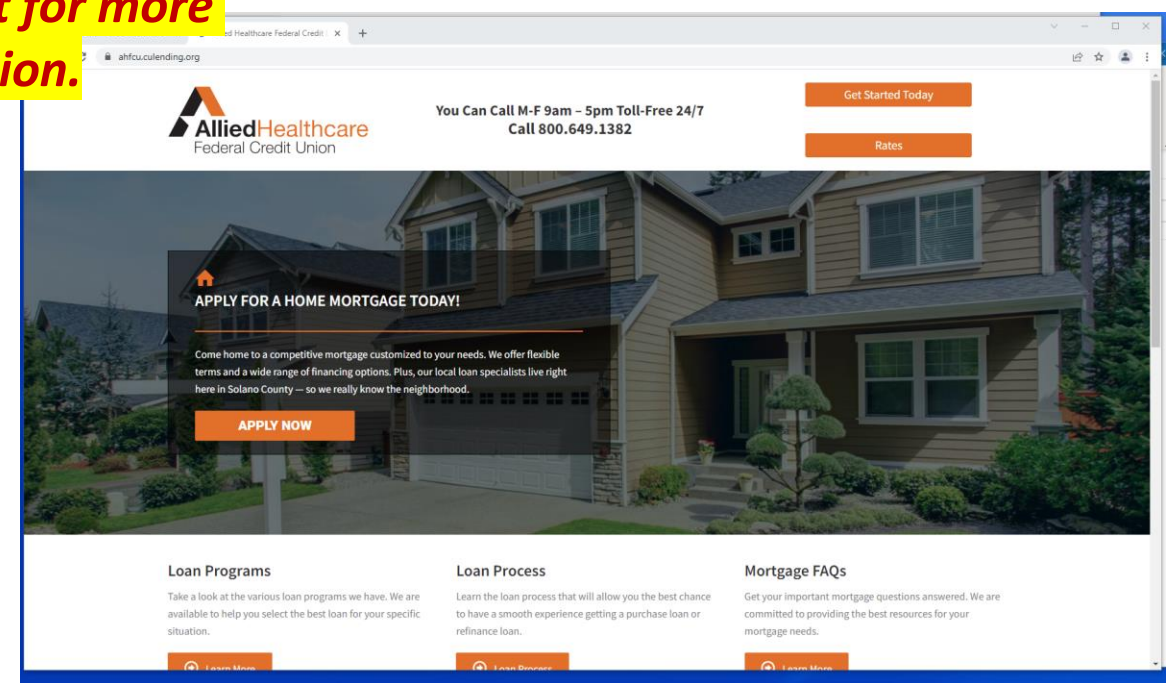
Whether you're looking to purchase a new home or refinance an existing loan, AHFCU can help make your dreams a reality! [Click here](#) to get started today!

- Fixed-rate mortgages
- First Time Homebuyer Specials
- VA loans also available!

Allied Healthcare/CU Lending website

Your members will be directed to an “Apply for a Mortgage” inquiry menu to fill out for more information.

The screenshot shows the Allied Healthcare Federal Credit Union website with the URL ahfcu.culending.org/apply-now/. The header includes the logo, contact information (M-F 9am - 5pm Toll-Free 24/7, Call 800.649.1382), and buttons for "Get Started Today" and "Rates". The main content area features a dark banner with the text "APPLY FOR A HOME MORTGAGE TODAY!" and "Come home to a competitive mortgage customized to your needs. We offer flexible terms and a wide range of financing options." Below this is a white form titled "APPLY FOR A MORTGAGE" with the following fields: "I am interested in" (dropdown menu with "Getting a home purchase loan" selected), "My Timeframe is..." (dropdown menu with "Immediately" selected), "First Name", "Last Name", "Email", "Phone", and "Additional Information".



Mortgage Inquiry

All mortgage loan inquiries should be sent through the “Apply For A Mortgage” link.



The inquiry will be automatically emailed to CU Lending and the Credit Union



Please be aware that the CU Lending staff will follow up with each inquiry via call/text/email within 24 hours. If leads are received on Friday before 3:00 will be called that day. Inquiries received on weekends or holidays will attempt to be contact ASAP or the following business day.

Credit Union Examinations

CU Lending has over 15 years of experience in processing mortgage loans and successfully has provided the necessary checks and balances to achieve smooth examinations with NCUA examiners.



CU Lending will ensure that each file is documented and processed consistently to avoid any red flags or scrutiny by the examiners.



CU Lending will keep the credit union informed and up to date during the mortgage process to ensure transparency between your credit union staff, your members and the CU Lending team. This will ensure that during examinations your credit union does NOT feel lost or uninvolved in the details pertaining to each file.



CU Lending is an expert in Real Estate Settlement Procedures & TRID laws that are all regulated by the Consumer Financial Protection Bureau (CFPB). We are confident regardless if we assist in processing a loan that your CU funds or facilitating a loan that your CU does not fund, ALL files are processed in accordance with ALL federal lending guidelines.

Let's talk about the dollars...

Mortgage Loan Processing Services for CU funded Loan:

- 1st Mortgage Loans (purchase/R&T refinance/cash out refinance) = \$3000 per file
- HELOCs and 2nd mortgages = \$1500 per file
- Fee can be paid by the member as a processing fee that is disclosed in the initial disclosures to the member and collected through escrow
- Fee can be paid by the credit union directly to CU Lending via invoice
- Fee can be split between the credit union and the member and collected through escrow

Mortgage Origination and Processing for Loans that the CU does not fund:

- CU Lending pays a processing fee of \$750 to the Credit Union for the help in processing loans that CU Lending funds.
- This fee is the same regardless of the type of loan that is funded by CU Lending.
- The processing fee will be paid to the Credit Union the following month after the loan funds.

