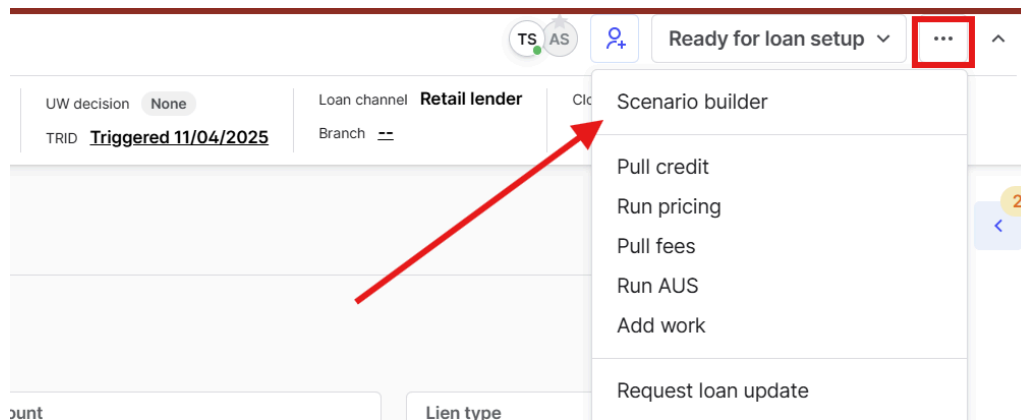


Scenario Builder User Guide

The scenario builder (“sandboxing”) feature within Vesta will allow you to make adjustments to the loan within a testing environment. By making these changes through the scenario builder, you will be able to visualize the changes to the loan you want to make, and receive instant feedback on how those changes will affect the ability for the loan to be approved, or show you the changes that would be made to pricing. Another benefit of the scenario builder is that any changes you make will not trigger any of our systems automated emails or requests to the borrower until you’ve made all the changes you want and use the Apply Scenario to Loan button at the bottom.

There are a couple of requirements that need to be met before you will be able to access the scenario builder tool on your loan files. First, there must be a subject property address entered into the file. This tool does not work with files that do not have a subject property address. The loan cannot be a construction loan, renovation loan, or piggyback loan.

If the above parameters are met, you’ll be able to access the sandboxing tool by clicking the three dots in the top right corner of the file in Vesta, and selecting the top option, titled Scenario Builder. If you do not see Scenario Builder as an option, you’ll need to make sure you have the subject property address entered into the file first.



Once you’ve entered the scenario builder, you’ll see the loan details on the left hand side of the screen, and on the right side you’ll see the impact section. Any field that you change on the left side of the screen will show the impact of that change on the right side. As you can see below, the way that I have my loan set up currently has the clients debt-to-income ratio at 49.92%, and I haven’t added in my taxes and insurance yet. We’ll need to make some changes here.

Scenario builder | Loan details

Borrowers: John Homeowner | Reset scenario

Loan details

Loan purpose

Purchase

Loan type

Mortgage

Loan amount

\$ 1,600,000

Lien type

First Lien

Purchase price

\$ 2,000,000

Down payment

\$400,000 (20%)

Property value

\$ 2,000,000

Selected AUS

Escrow waivers

Waive for all property taxes?

Yes

No

Waive for property insurances excluding flood?

Yes

No

Subject property

Intended usage

Primary Residence

Loan product

Not locked

Run pricing

These fields are for experimental purposes only and will never be applied to the live loan.

Terms

Impact

HETI RATIO

46.05%

Initial ratio: 0% 46.05% ↑

DEBT-TO-INCOME RATIO

49.92%

Initial ratio: 3.87% 46.05% ↑

LOAN-TO-VALUE RATIO

80%

Initial ratio: 80% 0% —

HOME EQUITY CLTV RATIO

80%

Initial ratio: 80% 0% —

CASH TO CLOSE

\$404,266.72

Initial amount: \$160,000.00 \$244,266.72 ↑

ESTIMATED MONTHLY PAYMENT

\$ 2,000.00

I went ahead and reduced the purchase price to \$1,500,000, left the down payment at 20%, and you'll see the impact of these changes reflected on the right side.

Loan details

Loan purpose

Purchase

Loan type

Mortgage

Loan amount

\$ 1,200,000

Lien type

First Lien

Purchase price

\$ 1,500,000

Down payment

\$300,000 (20%)

Property value

\$ 2,000,000

Selected AUS

Escrow waivers

Waive for all property taxes?

Yes

No

Waive for property insurances excluding flood?

Yes

No

Subject property

Intended usage

Primary Residence

Loan product

Not locked

Run pricing

These fields are for experimental purposes only and will never be applied to the live loan.

Terms

Impact

HETI RATIO

34.53%

Initial ratio: 0% 34.53% ↑

DEBT-TO-INCOME RATIO

38.41%

Initial ratio: 3.87% 34.54% ↑

LOAN-TO-VALUE RATIO

80%

Initial ratio: 80% 0% —

HOME EQUITY CLTV RATIO

80%

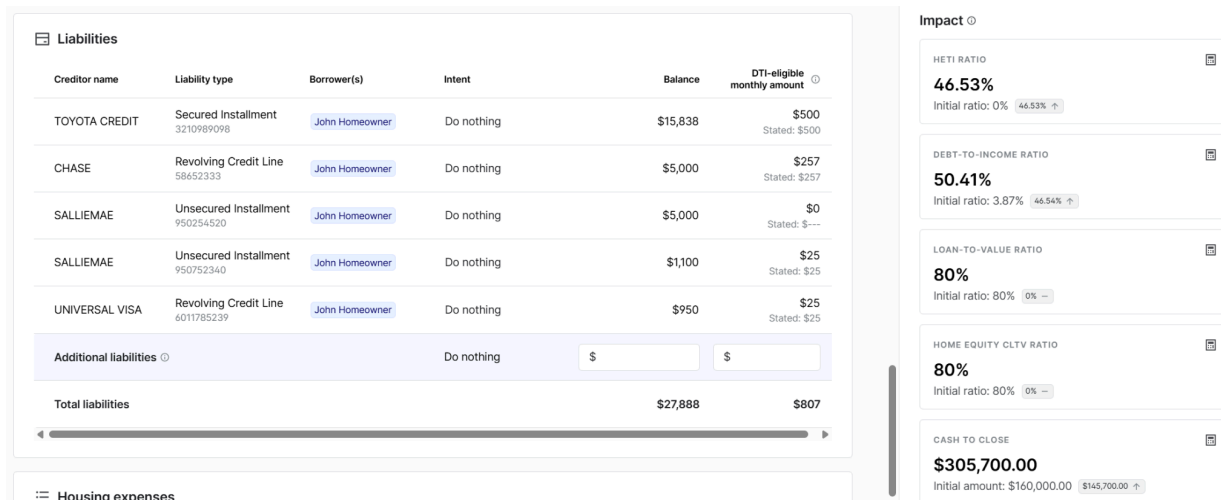
Initial ratio: 80% 0% —

CASH TO CLOSE

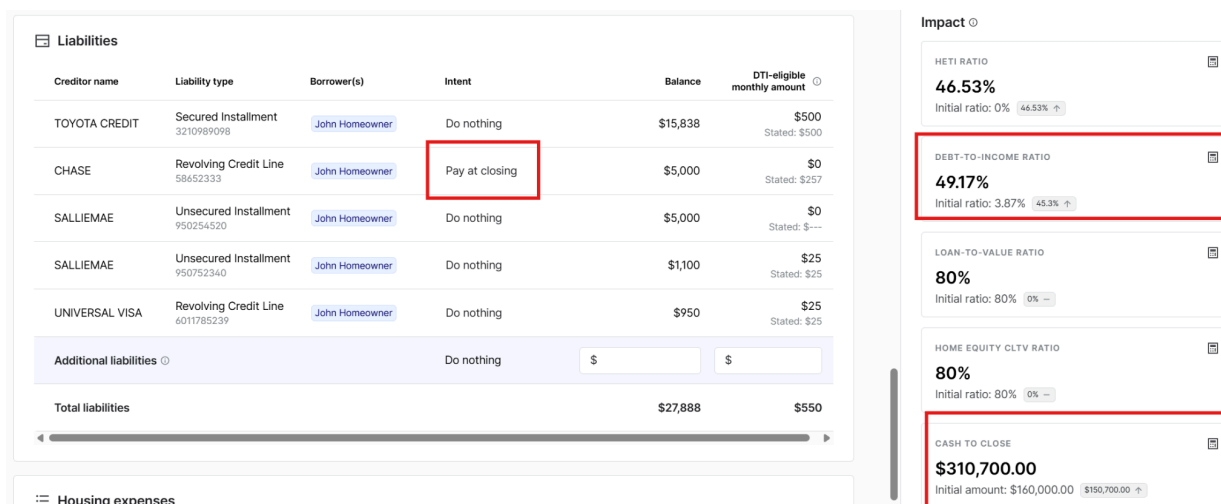
\$303,200.00

Initial amount: \$160,000.00 \$143,200.00 ↑

Now let's take a look at adjusting the liabilities. Debt-to-income ratio is a little bit tight on this file, and you want to see the impact of excluding or paying off certain liabilities? You can do that easily within the scenario builder tool.



As you can see from this image above, our DTI is at 50.41%, and I want to make sure to get this back below 50%. I'm going to mark the \$5,000 Chase credit card to be paid off at closing. When I make this change, you'll see in the next screenshot the DTI reduce, and the cash to close estimate increase.



If you're happy with the changes you've made in the scenario builder and want to apply them to the loan file itself, you'll just need to click the blue "Apply Scenario to Loan" button in the bottom right corner of the file. If you do not want to apply your changes, you can go ahead and click the back button in the top left corner of the page.

