

Digital Initiative of Idaho Housing and Finance

GREG BLAKE, CIO, IDAHO HOUSING

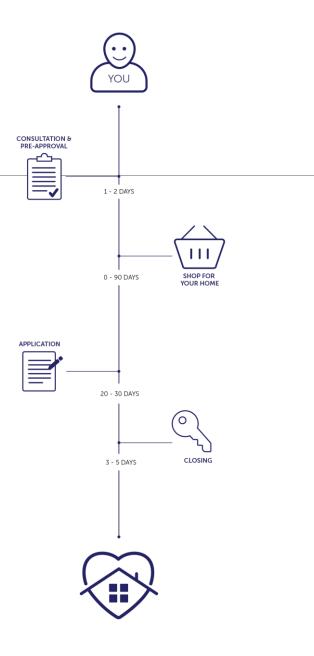
2018

The Mortgage Process

Prior to 2008, the mortgage process took up to 60 days

Now, 30-45 days

Quicken Rocket Mortgage, 14 days



What is a digital mortgage?

What millennials want

Smooth customer experience

Fully paperless

Borrowers upload financials documents electronically

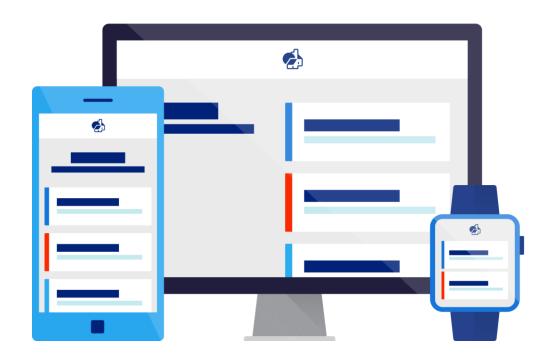
Totally online (no branch visit)

Much faster approvals

Continual feedback / On-demand

Natural extension of e-mortgages

Electronic promissory notes and e-signatures



All the tool exist for a digital mortgage experience

Internet

Encrypted email or data delivery system

Camera on phone (take photos of documents)

eSign capabilities

OCR – Optical Character Recognition

Robotic Process Automation (RPA) and Workflow

Loan Origination software



Loan Originator Process HFA Process Processing and **HFA Delivery** Origination Secondary Servicing Closing **Underwriting** and Purchase Welcome **ULDD** Credit Check **Note** and Hedging Application Form **1003** Closed Loan Packet **Appraisals** Packet Pooling **Notes** Payment Loan Estimate 1003, CD **Processing** (LE) Income Shipping Mortgage Received **ULDD** to **S Verifications** Tax and Request for Mortgage Transcript of Compliance Securitization Insurance **Documents** Insurance and Review 4506T creation and Riders **Loss Mitigation** verifications **ULDD** Borrower's Occupancy Foreclosure **Authorization Affidavit** comparison to and Cert Packet Closing Loan Purchase Disclosure (CD)

Problems to overcome

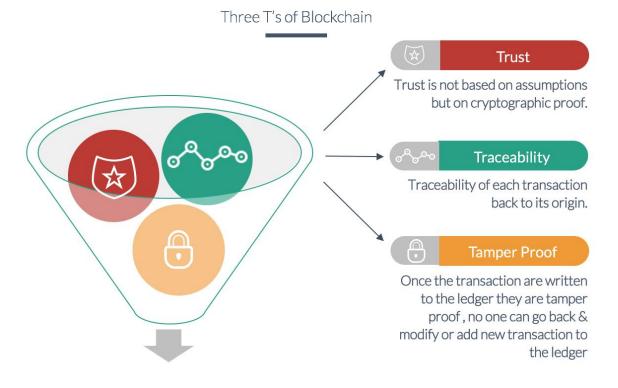
ULDD Regeneration

- ULDD Closing and document delivery need to be accurate
- Notes, Documents and Data need to be accurate

Notes need to be electronic and trusted

- Trust
- Blockchain is promising

Blockchain Funnel



Idaho Housing Strategy for Digital Mortgage

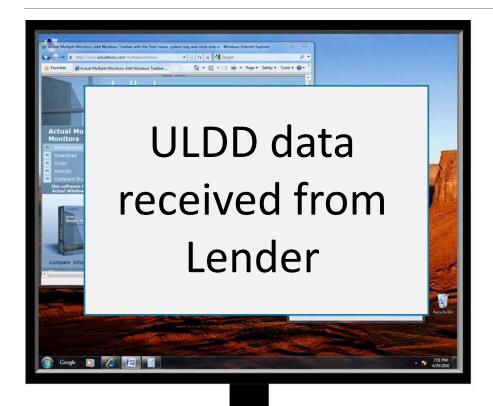


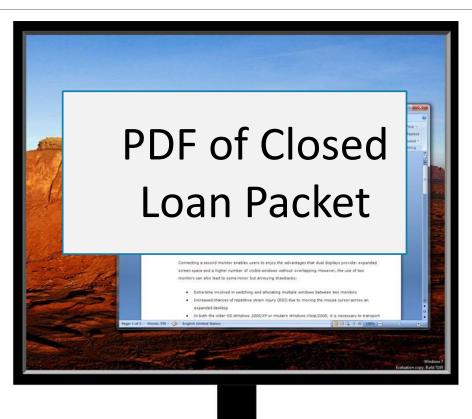
Transitioning to the millennial's mobile world

- Mobile borrower portal
- On-line origination
- Mobile pricing and selection tool for lenders
- Robotic process automation (faster operations)
- Moving to the MISMO data standards for the GSE

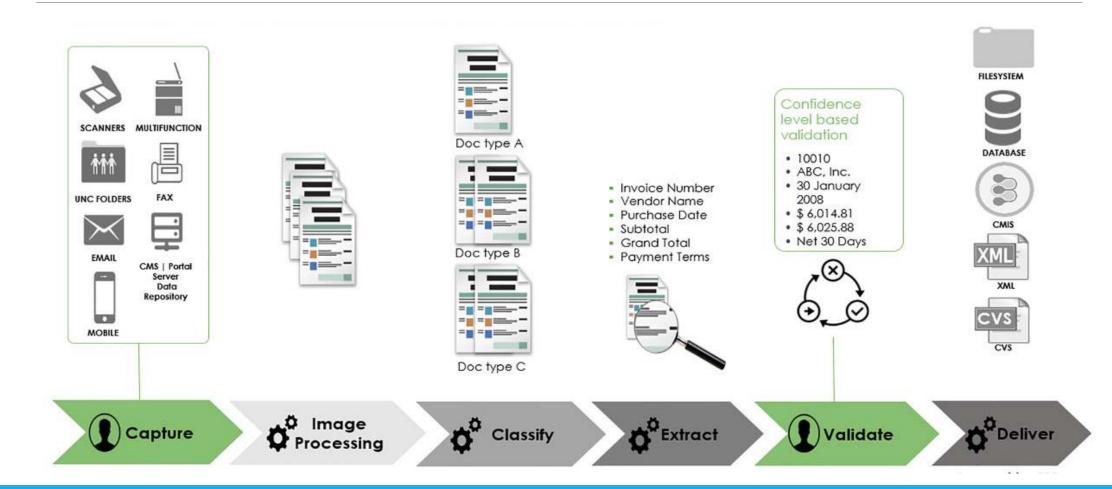


Purchase Verification – The old way



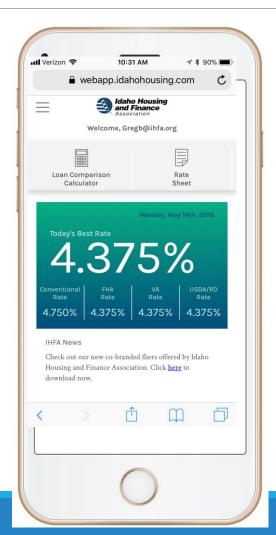


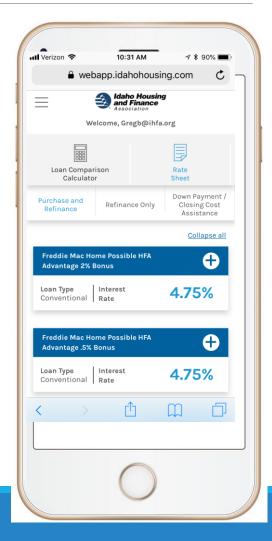
Robotic Process Automation

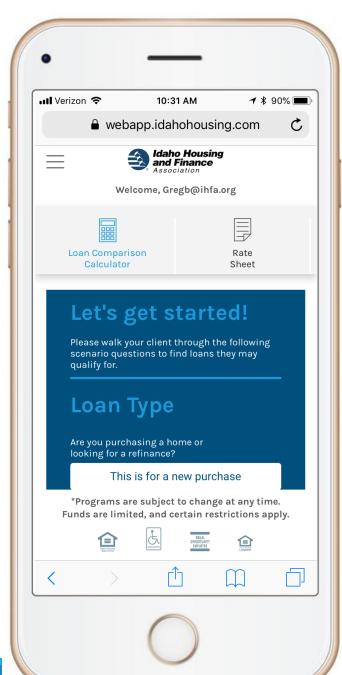


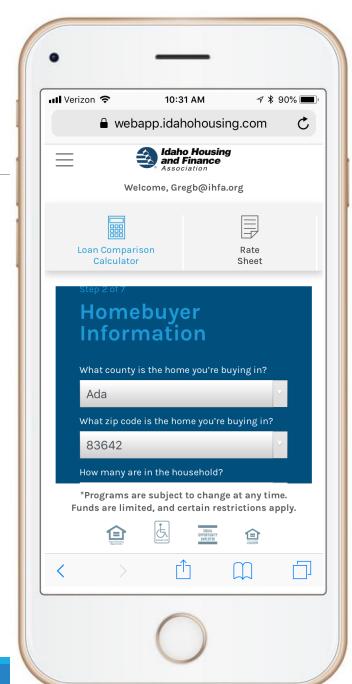
The Lender Mobile App

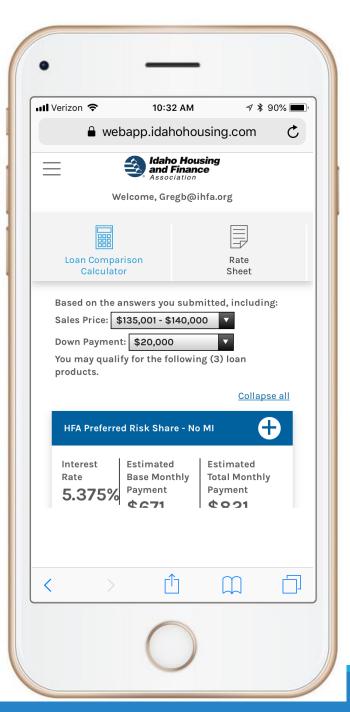












MISMO Data Standards

Underwriting

Mortgage insurance application

Credit reporting

Flood and title insurance

Property appraisal

Loan delivery

Product and pricing

Loan Servicing

Secondary mortgage market investor reporting



Thank You