Appraisal desk: Automated compliance benefits

> Powered by Mercury Network

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Mercury Network's SaaS solution
Appraiser independence requirements (AIR) and the Dodd-Frank Act
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Consistent platform updates

"Since implementing Mercury we've doubled our capacity with the same level of staff. The system is inherently user friendly with very little training necessary. It automates the majority of follow up tasks and communication with both our appraisers and internal staff, previously handled manually, and provides a clear concise record of events on each order so issues are easily researched as they arise. The automatic report delivery to the borrowers upon completion allows us to stay ECOA compliant with no additional effort or expense.

While we have a few suggestions that could further enhance it, your system is nearly perfect and quite simply the most robust and efficient software we use in our business today.

While that by itself is quite impressive, it's backed up by a team of consummate professionals who are knowledgeable, friendly and lightning fast to respond to calls for assistance. When we have an issue or concern, all it takes is an email and the problem gets solved.

In my humble opinion, Mercury sets the bar so high that it's virtually impossible for competitors to measure up. We are raving fans of the product, the team and the company overall."

Susan Howard Vice President, Risk Management South Pacific Financial Corporation

# **Mercury** Network

The SaaS platform that connects lenders to their valuation vendors.

AMC

**Mercury** Network

Appraiser

Lender

AMC

## Proven experience for compliance peace of mind

More than 700 lenders, AMCs, and mortgage technology providers rely on Mercury Network.



The first platform in the industry with true double-blind appraisal ordering options, concealing the identity of the appraiser while still maintaining open communications channel for efficient, high quality results.



If the appraiser has a question not addressed in restricted text, they can send it directly to your compliance team, automatically.

Production staff is barred from placing appraisal orders according to AIR, so Mercury's technology protects appraiser independence, but still allows production staff to place orders and check status.

The lender must review its systems to ensure that the selection-of-appraiser process

Q21. Who should be considered the "loan production staff" for purposes of achieving appraiser independence?

The term "loan production staff" is not defined in AIR. However, the FAQs prepared by agencies on the agencies' appraisal regulations specify as follows:

"The loan production staff consists of those responsible for generating loan volume or approving loans, as well as their subordinates. This would include an employee whose compensation is based on loan volume or the closing of a loan transaction. Employees responsible for the credit administration function or credit risk management are not considered loan production staff."

Q22. Are processors, closers, secondary marketing employees, underwriters, etc., per to order appraisals if they do not receive commission or incentives to close loan they ultimately report up to a senior-level employee who is responsible for loan production?

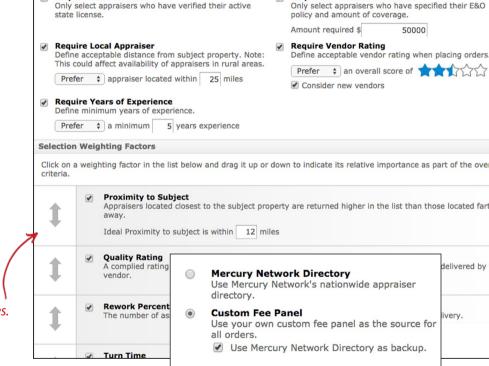
AIR states that members of the lender's loan production staff who are compensated on commission basis or who report to any officer of the lender not independent of the loan production staff and process are not permitted to order appraisals or influence the select appraisers. Ideally, a seller should establish complete separation of appraisal activities loan production activities. At an absolute minimum, the degree of separation should be than one level up in the reporting structure. To mitigate any potential conflict of interest

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11.17.2010

Maintain total quality control with strict independence firewalls. Mercury's intelligent non-predictive algorithms determine appraiser assignment, governed by your customizable requirements and preferences.

Drag and drop to rank your priorities.



Use your own panel or build one from appraisers already on the platform.

Intelligent Appraiser Selection System

Require Valid License

#### **Mercury** Network

**Require Errors and Omissions** 

AIR and DFA

Attach your custom compliance certificate to all orders if you wish.

Upload documents to attach to any order on a per-product basis.

#### YOUR BRAND HERE

#### COMPLIANCE CERTIFICATE

Lender Name:	Community Bank of Edmond
Full Property Address:	1620 August Ave, North Beach, FL 52115
Borrower Name:	Jarold and Margaret Haverstreet
Appraiser Name:	Michael Gold, Gold Coast Appraisals

Company name is an independent third party appraisal management company that certifies that the appraisal for **1620 August Ave.** was completed in accordance with banking regulations.

Appraiser independence safeguards were established and maintained by Company name to prevent improper influence on the appraiser:

Attached Documents		influence.
Document Name	3	ng with Appraiser Independence Requirements, including appraiser independence including principles detailed in in place to report and discipline anyone who violates these
1004 Specifications.doc	Delete	In place to report and discipline anyone who violates these
1004 Engagement Letter.doc	Delete	the development, reporting, result, or review of the appraisal n, inducement, intimidation, bribery, or in any other manner.
ComplianceCertificate.pdf	Delete	the state in which the subject property is located.
		mined without influence by the lender or anyone involved in
	Upload	ent that they have local MLS access, they have experience etent and knowledgeable in the subject's market area.

Every order has an end-to-end audit trail identifying who, what, when, why, and where, accessible to prove compliance to examiners at any time.

> The user who updates the order is clearly visible in the audit trail, whether it's the originator, lender or AMC.

		ury Network		i 😜 😑	<b>V</b>		1		à			
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Complimentary download from Mortgage Banking Magazine:

"Dodd-Frank and Appraisals: The Compliance Strategy", written by Jennifer Miller, president of Mercury Network. It's a comprehensive look at Dodd-Frank and appraisal compliance issues. www.MercuryVMP.com/DFA



#### We wrote "the book" on appraisal compliance under Dodd-Frank

Case's proves it latter. AMCI technological capabilities the state plots cash got and

24 accordance with the DOC's requirement of being able to mitch workers such depicting your cash technology platform allows you to quickly change wendow should the used arise. because your internal appleans aren't entangled with the vendury' technology If you're manning your own technology platform, you car

site quickly add AMCs if your business expands or if your merage needs change. It's faster and much susies for the new ADE to integrate with your platform, rather than furcing you to do third party due diligence on its technologie · Dur't plut up resortiuf quality control is eacharge for compliance

The doo't have to needonly round other your appreced an approach for compliance. With the right inductings, you can early deploy your own platform to manage detailsation of ap praital orders based on your cars business requirements

Chores to datalbute based on percentages, regional appartia or products offered by your meadure, suffact these a bland as eigensent. As long to pric have a documented, consistent process of order distribution that's justified by huminess protion, you can still get the highest quality estuations from your preferred service providers.

I Note that may pender's hash are consident Midle into your as lation has automated tools for compliance. Here are a few common patholis we've seen.

1 The new Street Could Council and a Art 20204; reduction rule: Many AMCs and platforms are delivering relations to the bornnest in accordance with the new achedule, but we're seen lenders skipping the critical step of Electronic Signatures in Gohal and National Companys Art.

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INCOMPANY ADDRESS IN MARCH 2014

Mandated by OCC, CFPB, and investors like Fannie Mae and Freddie Mac, third party oversight is a critical appraisal compliance issue.

#### CFPB Bulletin 2012-03, April 13, 2012

Download the PDF: http://files.consumerfinance. gov/f/201204\_cfpb\_bulletin\_service-providers.pdf

Notable details:

- The lending institution is not absolved from responsibility of the third party's compliance
- Third parties are subject to same CFPB supervision as lending institution

#### OCC Bulletin 2013-29, October 30, 2013

Visit the website: http://www.occ.gov/news-issuances/ bulletins/2013/bulletin-2013-29.html

Notable details:

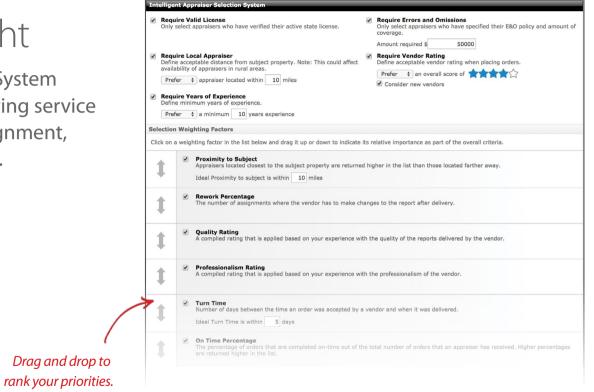
- Mandates due diligence in selecting the third party
- Requires ongoing, consistent monitoring of activities and performance throughout the life cycle of the relationships
- Specifies responsibility for compliance with regulations, including provisions of the Gramm Leach-Bliley Act for consumer privacy
- Outlines the documentation and reporting expectations

Profiles enable easy, automatic monitoring of individual appraiser's license, E&O, and documents.

Licenses are checked against the ASC daily.

Experience:     Designations:     Order Groups:     Payment Methods:       10 Years     FHA, FHA203K     1st Security Home Mort., ACBN, Advancial Federal, Affiliated     Check, C.O.D., Money Order       Insurance Types     Expires     Amount     Company	r, Net 30, Paypal
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E & O Insurance 1/22/2015 \$1,000,000.00 Navigators Insurance	Company
Licenses License # Expires Type	
CA AR036807 3/22/2015 Certified Residential A	Appraiser

Intelligent Appraiser Selection System gives you total control over vetting service providers chosen for every assignment, based on your own preferences.



Service provider due diligence is further enhanced with options to rate your appraiser's quality and professionalism after every order, combined with automated performance ratings that are calculated in future assignment algorithms.

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Easily track performance for every third party service provider and export to Excel or PDF for reporting.



Service providers, whether individual appraisers or AMCs, can be quickly added and removed by your designated staff, anytime you wish.



Any AMC can be added as a service provider at any time without any cost to you or the AMC, and more than 120 of the nation's AMCs are already integrated.

Complimentary download from Mortgage Banking Magazine:

"Under the Third-Party Magnifying Glass", written by Jennifer Miller, president of Mercury Network. It's a comprehensive look at a lender's obligation for due diligence of third party providers. www.MercuryVMP.com/TPO

We wrote "the book" on due diligence for appraisal service providers.



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It accordances with the OCC's requirement of being also to mattch workers really, depleting your new technology platters allows you to quickly change workers should the rand arise. because your internal appleme proof entangled with the vendraw' technical

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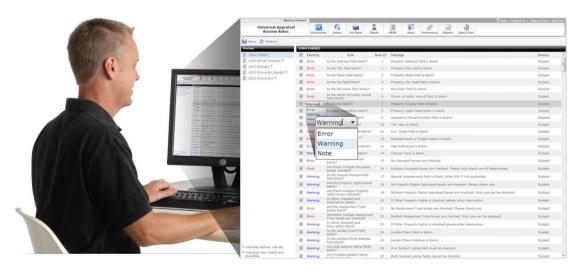
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a All completions of your platform or AMC screeping to be increased and advenuation, werity his or har PO compliance. In the sector for name's payment information secure?

a An Availing operated quality control measures Mails more your ANC is conducting its own quality-control process before

INCOMENCE ADDRESS & MARCH 2014

Several integrated tools ensure your appraisal quality. Our Universal Appraisal Review Rules (UARR) run on the appraiser's desktop before the report is delivered to you, saving you valuable time in underwriting.



You control the severity of each rule. An "error" requires the appraiser to correct before delivery, or send an override request.

Our integrated Appraisal Quality Management (AQM) system gives you a customizable workflow for consistent, compliant quality assurance. AQM solves several compliance challenges:

#### Challenges:

- Rule automation for QC consistency
- Integrated QC checklists with audit trails to prove due diligence
- Integrated, structured revision requests to appraiser
- Incurable items documented for streamlined underwriting review
- Collateral scores pushed to lender for intelligent routing

Hundreds of rules:

- Completeness
- Compliance
- Comparables
- Reconciliation
- Site
- Market and neighborhood
- Appraiser eligibility
- Accuracy
- Valuation

#### Rule examples:

- The property address in the appraisal does not match USPS, or was not verifiable through USPS.
- The Lender/Client's name and/or address do not match the order form.
- Verify site dimensions were provided. "See plat map" is not acceptable.
- Sales Comp 3 The appraiser made a large single View line item adjustment of over 10% of the subject's opinion of value.
- Comparables with a different design style from the subject were used.

OC

The AQM System produces a final report, the AQI, that highlights incurable items identified in the appraisal, and is your documented proof the appraisal was QC'd.



Vendor ratings and performance statistics provide a solid framework for compliant appraisal quality control strategy.

Statistics - Mike Ha

All Products

Rework 3-2-

1 -

0-Muq

Product Name 1004 Full

control	General Products	Coverage Statisti	ics Ratings Notes
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Complimentary download: "Appraisal Quality Control", an industry guide to best practices, including an in depth overview of current regulatory and investor requirements, as well as a framework for efficient compliance through technology. www.MercuryVMP.com/QC



## The ECOA Valuation Rule

Automated compliance while delivering the appraisal to the borrower, including E-Sign Act requirements for electronic acknowledgements.

Borrower rights and options are explained, with consent to download the electronic file.

#### Mercury Network by a la mode

#### Receipt of Completed Order

Follow the steps to download a copy of the appraisal report provided by your lender. These steps are necessary to ensure all involved parties remain compliant with current regulations while sending or receiving an appraisal report in electronic format.

#### 1. Acknowledge the information below

The text below contains relevant information about receiving an appraisal report in electronic format. Read the provided information and check the option to acknowledge your understanding and consent to receive the appraisal electronical. After acknowledging this information, choose continue and follow the instructions to obtain the required authorization code.

In a few moments you'll be able to download an electronic (Adobe Portable Document Format, or PDF) copy of the appraisal report associated with your loan. First, you'll need an authorization code. But even before that, we're required by law to make sure that you understand the following.

By completing the steps below, you're consenting to receive the appraisal report in electronic (PDF) format, instead of a paper copy. And, you're acknowledging the following:

- You can still also receive a paper copy of the report by contacting your loan officer. Note that in some cases, there may be a fee involved in sending a paper copy of the appraisal report after you've already received an electronic (PDF) copy.
- · You can withdraw this consent at any time. Contact your loan officer to do so.
- Your consent applies only to this appraisal report, and doesn't apply to other files related to your loan in the future.

Now, we need to make sure your computer or device is able to open the electronic (PDF) copy of the appraisal report. To do this, we're going to give you an authorization code to enter before you can access the

I understand the provided information and consent to receive the appraisal report in electronic format.

OI decline to provide my consent and do not wish to receive the appraisal report electronically.

Continue

### The ECOA Valuation Rule

Complimentary download: "The NEW ECOA Valuations Rule", an industry guide to best practices, including an overview of current regulatory requirements, as well as a framework for efficient compliance through technology. www.MercuryVMP.com/ECOA

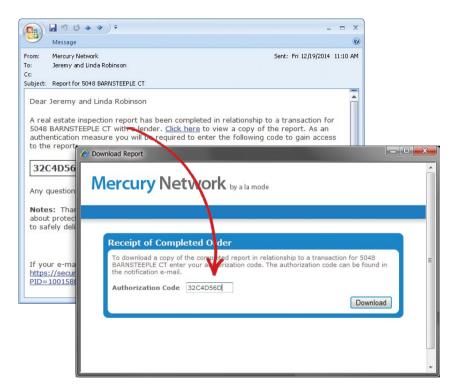


#### GLBA

It's a violation of the GLBA to attach appraisals to unencrypted e-mails, so Mercury Network has a secure delivery service for your compliance.

Appraisals are kept on a secure link, and a notification is sent to the recipient for download. All events are recorded in the audit trail to prove compliance to examiners.

The recipient gets an e-mail with the URL for the secure website, and the password for downloading their report.



#### GLBA

Complimentary download: "The GLB Act and Appraisals", an industry guide to best practices, including an overview of current regulatory requirements, as well as a framework for efficient compliance through technology. www.MercuryVMP.com/GLBA



## PCI compliance

#### PCI-compliant payments can be processed by the lender, or passed to an AMC.

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## PCI compliance

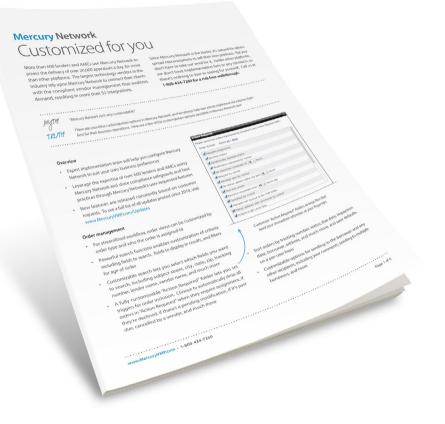
#### Request a copy of the current certificate of PCI compliance at info@MercuryVMP.com.

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Telephone:	800-252-6633 x146	•	.geddes@alamode.com	Telephone:	1-800-363-1621	E-mail:	support@trustwave.com	
Business Address:					Business Address: 70 West Madison St., Ste 1050			
City:	OKLAHOMA CITY	State/Province:	Oklahoma	City:	Chicago	State/Province:	IL	
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this scan result on	following: 1) proper scoping ly indicates whether or not m lity scan requirement of the P	y scanned systems are co	mpliant with the		the PCI DSS scan process vicess with customer boarding			

### Platform customizations

One size doesn't fit all. Customize to your compliance policies.

Download the customization index at www.MercuryVMP.com/CFY.



Platform customizations

## Consistent platform updates keep you ahead of changing regulatory requirements

#### We release compliance-driven updates frequently. Examples include:

- AMC Regulations Compliance: Displaying AMC • and Appraiser Fees on Lender Invoices
- User based permissions to manage only specific • orders or set only specific statuses
- Automatically submit orders to UCDP • based on a configurable trigger
- Automatically send reports to borrowers • based on your configurable trigger

#### a la mode - Mercury Network Release Notes

#### Mercury Network 3.0 - December 2014 Update

#### This update conta Click here to view this e-mail in your web browser New Feature: VMP XSites with **Mercury Network** eliminated the Mercury Netw Several Fanni JUST BELEASED: overridable ha the GSEs retui You're ready for UCDP changes, plus two new An XSite uppr appraisal forms added

main XSite. New Mercury We've just released new highly-Mobile Home requested tools. These are the

themes, and

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highlights, and click here for the full **Mercury Netwo** release notes

> Your integrated, direct connection to UCDP has been updated so you're ready for the new messages coming from Fannie Mae in January.

Also, we added two appraisal forms to



www.MercurvVMP.com

Each release includes detailed release notes and walkthroughs.

#### Mercury Network

Platform updates

## **Mercury** Network

#### Visit www.MercuryVMP.com or call 1-800-434-7260.

#### Additional resources:



Free resources: Industry best practice guidelines and news Get expert recommendations for compliance, efficiency, and maximizing profit. www.MercuryVMP.com/resources



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