

# Wholesale Product and Pricing

## User Cheat Sheet | SPARC 2.0



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**Objective:** This cheat sheet was designed to assist Wholesale Customers in the Pricing screens of our SPARC system. For each product, you will find the corresponding data fields to enter or validate in order to price the program of interest.

**Process:**

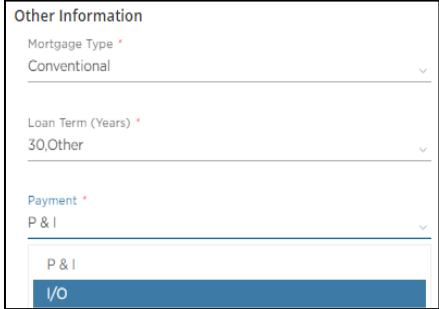
Step 1: Log into the SPARC LOS <https://sparc.archome.com>

Step 2: Click on an existing loan number or create a new loan.

Step 3: Navigate to the **Pricing** screen > **Pricing Input** within your loan

Step 4: Identify the Product from within this chart, and validate the fields have been entered properly:

Access Non-QM (NQM)	<ul style="list-style-type: none"> <li>Locks &lt;= 15 days – Loan must be submitted for Clear To Close Status</li> <li>Locks &gt;= 30 days – Loan can lock at Registration</li> </ul> <p>Ensure <b>Assets</b> entered in <b>Application Information</b> screen cover Reserve Requirement and Closing Costs (and down payment for Purchase transactions)</p>
Access Agency Plus	<p>Doc Type = Full Doc</p> <p>Expected AUS Response = None/Not Submitted</p>
Access Alt Income– Bank Statements or Asset Utilization	<p>Doc Type = (select one)</p> <ul style="list-style-type: none"> <li>12 Mo. Personal Bank Statements</li> <li>12 Mo. Business Bank Statements</li> <li>24 Mo. Personal Bank Statements</li> <li>24 Mo. Business Bank Statements</li> <li>Asset Utilization</li> </ul> <p>Expected AUS Response = None/Not Submitted</p>
Access Alt Income– 1 or 2 Yr. 1099 Income	<p>Doc Type = Other Bank Statements (must also complete additional doc types field at bottom of screen)</p> <p>Additional Doc Types = 12 Months or 24 Months</p> <p>Expected AUS Response = None/Not Submitted</p>
Access Alt Income– 1 Yr. Full Doc (1 Yr. Tax Returns & Profit and Loss/W-2)	<p>Doc Type = 1 Yr. Tax Returns (One Year Full Doc)</p> <p>Expected AUS Response = None/Not Submitted</p>
Access Alt Income – CPA P & L	<p>Doc Type = Other Bank Statements (must also complete additional doc types field at bottom of screen)</p> <p>Expected AUS Response = None/Not Submitted</p> <p>Additional Doc Types = CPA P &amp; L</p>

Access Alt Income – Asset Qualifier	Doc Type = Other Bank Statements (must also complete additional doc types field at bottom of screen) Additional Doc Types = Asset Qualifier
Access with Supplemental Asset Utilization	Additional field to complete: Supplemental Asset Utilization = Yes
Access Clean Slate	Doc Type (see Alt Income or Full Doc options above) Expected AUS Response = None/Not Submitted SPARC system reads credit report for mortgage lates, FICO score, and credit events NOTE: Clean Slate program cannot be priced within the SPARC Quick Pricer because there is no credit report to read. Please use the NQM Quick Pricer on our website <a href="#">here</a> or an Arc Access Rate Sheet.
Access DSCR	Property Use = Investment Doc Type = Debt Service Coverage Ratio (DSCR) Expected AUS Response = None/Not Submitted DSCR field = enter your DSCR
Select Interest-Only	For products that allow Interest-Only, chose I/O as the Payment type: 
Edge Non-QM (NQM)	<ul style="list-style-type: none"> <li>• Locks &lt;= 15 days – Loan must be submitted for Clear To Close Status</li> <li>• Locks &gt;= 30 days – Loan can lock at Registration</li> </ul> <p>Ensure <b>Assets</b> entered in <b>Application Information</b> screen cover Reserve Requirement and Closing Costs (and down payment for Purchase transactions)</p>
Edge Agency Plus	Doc Type = Full Doc Expected AUS Response = None/Not Submitted
Edge Alt Income- Bank Statements	Doc Type = (select one) <ul style="list-style-type: none"> <li>• 12 Mo. Personal Bank Statements</li> <li>• 12 Mo. Business Bank Statements</li> <li>• 24 Mo. Personal Bank Statements</li> <li>• 24 Mo. Business Bank Statements</li> </ul> <p>Expected AUS Response = None/Not Submitted</p>

Edge Alt Income- 1 or 2 Yr. 1099 Income	<p>Doc Type = Other Bank Statements (must also complete additional doc types field at bottom of screen)</p> <p>Additional Doc Types = 12 Months or 24 Months</p> <p>Expected AUS Response = None/Not Submitted</p>
Edge Alt Income - CPA P & L	<p>Doc Type = Other Bank Statements (must also complete additional doc types field at bottom of screen)</p> <p>Expected AUS Response = None/Not Submitted</p> <p>Additional Doc Types = CPA P &amp; L</p>
Edge DSCR	<p>Property Use = Investment</p> <p>Doc Type = Debt Service Coverage Ratio (DSCR)</p> <p>Expected AUS Response = None/Not Submitted</p> <p>DSCR field = enter your DSCR</p>
Select Interest-Only	<p>For products that allow Interest-Only, chose I/O as the Payment type:</p> <div data-bbox="802 722 1235 1016" style="border: 1px solid black; padding: 5px; margin: 10px auto; width: fit-content;"> <p><b>Other Information</b></p> <p>Mortgage Type * Conventional</p> <hr/> <p>Loan Term (Years) * 30,Other</p> <hr/> <p>Payment * P &amp; I</p> <hr/> <p>P &amp; I</p> <p style="background-color: #0056b3; color: white; padding: 2px;">I/O</p> </div>
<b>Foreign National</b>	<ul style="list-style-type: none"> <li>Locks &lt;= 15 days - Loan must be submitted for Clear To Close Status</li> <li>Locks &gt;= 30 days - Loan can lock at Registration</li> </ul> <p>Ensure <b>Assets</b> entered in <b>Application Information</b> screen cover Reserve Requirement and Closing Costs (and down payment for Purchase transactions)</p>
Foreign National DSCR	<p>Property Use = Investment</p> <p>Citizenship = Non-Resident Alien (Foreign National)</p> <p>Doc Type = Debt Service Coverage Ratio (DSCR)</p> <p>Expected AUS Response = None/Not Submitted</p> <p>DSCR field = enter your DSCR</p>

Elite (QM)	<ul style="list-style-type: none"> <li>Locks &lt;= 15 days – Loan must be submitted for Clear To Close Status</li> <li>Locks &gt;= 30 days – Loan can lock at Registration</li> </ul> <p>Ensure <b>Assets</b> entered in <b>Application Information</b> screen cover Reserve Requirement and Closing Costs (and down payment for Purchase transactions)</p>
Elite Jumbo Prime (QM)	<p>Doc Type = Full Doc</p> <p>Expected AUS Response = DU Approve/Eligible <u>or</u> DU Approve/Ineligible</p> <p>NOTE: Loan may score Ineligible only for Loan Amount and/or LTV</p>
Elite Alt Income (QM)	<p>Doc Type = (select one)</p> <ul style="list-style-type: none"> <li>24 Mo. Personal Bank Statements</li> <li>24 Mo. Business Bank Statements</li> <li>Other Bank Statements (Use for 1099 income; must also select 1099 – 24 months from additional doc types tab at bottom of tab)</li> <li>1 Yr. Tax Returns (One Year Full Doc)</li> <li>Asset Utilization (Supplemental Asset Utilization not allowed on Arc Elite – see NQM option to utilize Supplemental Asset Utilization)</li> </ul> <p>Expected AUS Response = DU Approve/Eligible <u>or</u> DU Approve/Ineligible</p> <p>NOTE: Loan may score Ineligible only for Loan Amount and/or LTV</p>
Elite with Supplemental Asset Utilization	<p>Additional field to complete:</p> <p>Supplemental Asset Utilization = Yes</p>
<b>Jumbo</b>	<p>Rate Lock Period must be greater than 30 days (please enter 45, 60, or 90)</p> <p>Doc Type = Full Doc</p>
Jumbo Prime (1 or 2)	<p>Expected AUS Response = None/Not Submitted</p>
Jumbo Express	<p>Expected AUS Response = DU Approve/Ineligible <u>or</u> LPA Accept/Ineligible</p> <p>Can be DU Approve/Eligible <u>or</u> LPA Accept/Eligible in High-cost counties</p> <p>NOTE: Loan may score Ineligible due to Loan Amount OR max LTV on cash-out refinance transactions ONLY</p>

Conventional & Government	<ul style="list-style-type: none"> <li>Locks &lt;= 15 days – Loan must be submitted for Clear To Close Status</li> <li>Locks &gt;= 30 days – Loan can lock at Registration</li> </ul> <p>Doc Type = Full Doc</p>
FNMA Conventional	Expected AUS Response = DU Approve/Eligible
FHLMC Conventional	Expected AUS Response = LPA Accept/Eligible
FHA	Expected AUS Response = TOTAL Approve/Eligible <u>or</u> TOTAL Approve/Ineligible <u>or</u> TOTAL Refer/Eligible <u>or</u> TOTAL Refer/Ineligible
VA	Expected AUS Response = DU Approve/Eligible <u>or</u> LPA Accept/Eligible <u>or</u> DU Approve/Ineligible <u>or</u> LPA Accept/Ineligible
USDA	Expected AUS Response = GUS Accept/Eligible <u>or</u> GUS Refer/Eligible USDA UW Type = Automated UW or Manual
Conventional Investment Program (Conventional 30 Yr Fixed Investment Property)	Property Use = Investment Expected AUS Response = DU Approve/Eligible <u>or</u> LPA Accept/Eligible <u>or</u> DU Approve/Ineligible <u>or</u> LPA Accept/Ineligible NOTE: Loan may score Ineligible only for Loan Amount and/or LTV when MI is required per AUS
FNMA/FHLMC 30 Yr Fixed Investment <u>or</u> FNMA/FHLMC 30 Yr Fixed Second Home	Property Use = Second Home or Investment, as applicable Expected AUS Response = DU Approve/Eligible <u>or</u> LPA Accept/Eligible

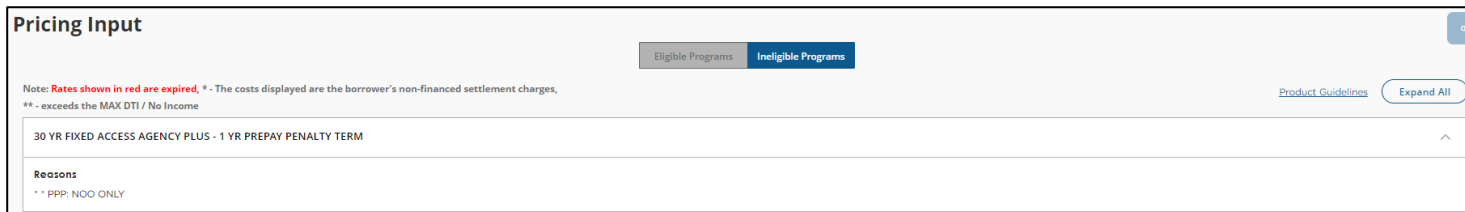
Step 5: Click the Red **Search** button:



Step 6: Read your **Results**

The Pricing will now display on the **Eligible Programs** tab.

To read the reasons for Ineligibility on any loan program of interest, click the **Ineligible Programs** tab and click on the Program category, 30 YR FIXED ACCESS AGENCY PLUS - like you see here:



**Pricing Input**

Eligible Programs | **Ineligible Programs**

Note: Rates shown in red are expired, \* - The costs displayed are the borrower's non-financed settlement charges, \*\* - exceeds the MAX DTI / No Income

Product Guidelines | Expand All

30 YR FIXED ACCESS AGENCY PLUS - 1 YR PREPAY PENALTY TERM

**Reasons**

\* \* PPP; NOO ONLY

**NOTE:** The information noted with “\*\*\*” will indicate why a specific product is not eligible. Please review the fields entered, the Application Information pages, your Credit Report, and the Arc Home Program matrix for more information.

For more information about the Arc Home Product Offering, contact your Account Executive or email [Sales@archome.com](mailto:Sales@archome.com). To read more about our Wholesale Loan Products, click [here](#).