

LoanDocSolutions Support Levels and 2020 Pricing

Three support levels:

- **RoboDocs** – a fully automated document preparation solution for typical loan transactions.
 - ⇒ With *RoboDocs*, loan documents are generated online and may be downloaded on an *immediate* basis.
 - ⇒ Includes unlimited support by phone, email or online help center.
- **GoDocs** – enhanced support from a dedicated document specialist.
 - ⇒ A *dedicated document specialist* is assigned to each *GoDocs* order.
 - ⇒ The document specialist reviews the data for any inconsistencies or issues, communicates with the customer as needed, then reviews and proofs the final documents.
 - ⇒ Turnaround goal for *GoDocs* orders submitted by 1:00pm Pacific Time on a business day is 11:30am Pacific Time the next business day.
 - ⇒ *GoDocs* support charge is 10%.
- **Classic** – Our premier support level.
 - ⇒ Each *Classic* order is assigned to *two dedicated document specialists*.
 - The first specialist reviews the data entry for inconsistencies or issues, and incorporates any required customizations, additional documents or non-standard terms.
 - A *second document specialist* is assigned to each *Classic* order as a reviewer. The reviewer resolves any open issues, then thoroughly reviews and proofs the final documents.
 - Throughout the process LDS document specialists communicate with the customer if any additional information, clarification or corrections are required.
 - ⇒ LDS *Classic* can accommodate the vast majority of commercial real estate loan transactions – including those with custom terms and special instructions.
 - ⇒ The standard turnaround goal for *Classic* orders submitted by 1:00pm Pacific Time on a business day is 1:00pm Pacific Time the next business day. Transactions with custom terms or special instructions may take longer.
 - ⇒ *Classic* support charge is 20%.

See support level comparison table on next page.

Here's how the three support levels compare:

	RoboDocs	GoDocs	Classic
<i>ApartmentDocs</i>	Yes		
<i>CommercialDocs</i>	Yes		
<i>InvestorDocs</i>	Yes		
Straightforward loans with typical terms, documents and borrower structure	Yes		
Complex terms, special instructions, custom documents and/or complex entity structures	No		Yes
Available loan terms and documents	Limited to terms, options and documents that have been fully coded into the LDS platform		Flexible – special instructions and one-off terms are ok.
Dedicated document specialist	No	Yes	
Second Dedicated Document Specialist "Reviewer"	No		Yes
Typical turnaround time	Immediate!	11:30 am Pacific Time next business day	1:00 pm Pacific Time next business day
Fastest possible rush turnaround	N/A – RoboDocs is <i>immediate!</i>	4 LDS business hours	
Price (based on loan amount and order volume)	20% below <i>Classic</i> and 10% below <i>GoDocs</i>	10% below <i>Classic</i> and 10% above <i>RoboDocs</i>	10% above <i>GoDocs</i> and 20% above <i>RoboDocs</i>
Redraw Pricing	First redraw: \$50; subsequent redraws: 25% of base package price	Full redraw is 75% of the base package price	
Limited redraws (see full price schedule for parameters)	N/A	Limited redraw is 25% of the base package price	
Rush charge prior to the 20 th day of the month	N/A – RoboDocs is <i>immediate!</i>	50% of total	
Rush on or after the 20 th day of the month	N/A – RoboDocs is <i>immediate!</i>	75% of total	

Complete pricing schedule on following pages.

LoanDocSolutions Document Package Pricing	
Loan Amount:	<i>RoboDocs Price</i>
Under \$250,000	\$625
\$250,000 to \$1,499,999	\$675
\$1,500,000 to \$2,999,999	\$825
\$3,000,000 to \$4,999,999	\$950
\$5,000,000 to \$9,999,999	\$1,225
\$10,000,000 to \$14,999,999	\$1,450
\$15,000,000 to \$19,999,999	\$1,925
\$20,000,000 to \$24,999,999	\$2,425
\$25,000,000 to \$30,000,000	\$2,925
Over \$30,000,000	See Below
Volume discounts for > 25 orders/mo.	See Below
Premier Support Levels	
GoDocs	10% of Total
Classic	20% of Total
Additional Charges	
More than one entity authorization	\$50 ea.
RoboDocs First Redraw	\$50
RoboDocs Subsequent Redraws	25% of the base package price
GoDocs/Classic Full Redraw	75% of the base package price
GoDocs/Classic Limited Redraw**	25% of the base package price
GoDocs/Classic Rush charge - prior to the 20th day of the month	50% of Total
GoDocs/Classic Rush Charge - on or after the 20th day of the month	75% of Total
Undelivered items letter (delivery of items post-closing) or side letter (post-closing covenants)	\$175
Assignment of Management Agreement (client data entry)	\$150
Same Name Certification	\$50
Tenancy in Common Agreement and related document modifications	\$75
Repair Holdback Agreement (typical)	\$175
Additional Deed of Trust or Mortgage	\$300
California Request for Notice of Default	\$50

Cash Collateral and Security Agreement - Standard (no custom drafting)	\$225
Cash Collateral and Security Agreement Customization Charge*	\$775
Earnout Agreement and related document modifications - Standard (no custom drafting)	\$300
Earnout Customization Charge*	\$775
Replacement Reserve Agreement (typical)	\$175
Other additional documents (ordered with document package)	Varies - call for quote (\$75 min.)
Input/scan legal description or other text	\$50 per page or portion thereof
Additional documents not included in base package price (ordered with document package)	Varies - call for quote
Additional documents (not ordered with document package)	2 x the "with package" price (\$150 min.)
Additional charge for construction loan document packages	\$300
Choice of law customizations for security properties in multiple states - for ea. mortgage/deed of trust	\$300
Draft language to implement special instructions	Varies - call for quote
Draft loan extension option clause (typical price - call for quote)	\$250
Partial release clause (typical price per mortgage/deed of trust - call for exact quote)	\$250
Drafting charge for non-standard title vesting scenarios: property owner not a borrower; other property owner(s) on title in addition to borrower, not all borrowers are on title to property, etc.	\$375
Especially complex or negotiated loan terms	Varies - call for quote
Leasehold Deed of Trust/Mortgage customizations - ea. mortgage/deed of trust	\$250

Separate individual documents from combined file into separate pdf files (per PDF file)	\$5
Separate individual documents from combined file into separate Word files (per Word file)	\$15
Pricing for loans over \$30,000,000	\$30,000,000 price plus \$600 for each \$5,000,000 (or portion thereof) increment over \$30,000,000
ModDocs loan extension, modification and assumption documents:	
Extension, modification or modification/assumption documents - minor changes to loan terms - surcharge over new document package pricing	\$150
Extension, modification or modification/assumption documents - significant changes to loan terms - surcharge over new document package pricing	Varies - call for quote
Loan modification documents - maturity date extension only - no change in loan terms	Same pricing schedule as new document package pricing
Loan assumption documents - assumption only - no change in loan terms	Same pricing schedule as new document package pricing
Additional surcharge for extension, modification, or modification/assumption documents - if original documents were not prepared by LDS	\$250
Additional charges for NY CEMA loan packages:	
New York "CEMA" consolidated mortgage drafting surcharge	\$450
Input mortgage chain for NY "CEMA" Consolidated Mortgages - per recorded document in chain	\$15

*Highland Law Corporation Flat Fee Pricing	
Entity document review and signature block recommendation - provided by Highland Law Corporation (for scope of services see http://highland.law/scope) - one entity	\$500
Entity document review - each additional entity	\$250
Exceptionally complex or problematic entities and/or extra work required to resolve entity issues	A flat fee will be quoted - amount will depend on the scope of the work
Review title and prepare title and closing instructions	\$975
Survey review add-on to title and closing instructions	\$175
*Custom drafting of cash collateral and security agreement or earnout holdback agreement and related document changes (in addition to LDS fee for draft)	\$775
Other required legal services (e.g., custom drafting, negotiations with borrower's counsel)	A flat fee will be quoted - amount will depend on the scope of the work
Required Outside Legal Charges	
Required local counsel review of Ohio, Kentucky, and South Carolina loans	\$200 per deed of trust/mortgage
Required local counsel review of Texas loans	\$250 per deed of trust; optional \$75 charge to incorporate outside counsel recommendations
Required local counsel review (other states where required by law)	Lender's responsibility to arrange (where required by law LDS docs are to be considered drafts until reviewed by local counsel)
**Limited Redraw Parameters (Classic and GoDocs):	
Limited Redraws are redraw orders that involve only one or more of the	
* Change of month of closing.	
* Change of interest rate.	
* Change of loan amount.	

Volume Discounts - based on average monthly order volume	
Discount tiers are adjusted semi-annually based on average order volume	
Average Monthly Order Volume	Per Package Discount
25-34 orders/mo.	\$25
35-49 orders/mo.	\$50
50-74 orders/mo.	\$75
75-99 orders/mo.	\$100
100-149 orders/mo.	\$125
150-199 orders/mo.	\$150
200-249 orders/mo.	\$175
250-299 orders/mo.	\$200
300-349 orders/mo.	\$225
350-399 orders/mo.	\$250
400-449 orders/mo.	\$275
450 and over orders/mo.	\$300