

Broker Compensation, NEW Attorneys and Technology Updates

Broker Compensation

In a continued effort to adapt to current market conditions, MassHousing is implementing a flexible NEW Broker compensation plan. Broker compensation for all Loans, whether BPC (*borrower*) or LPC (*lender*), shall consist of one option selected from the compensation structure located within the Broker Compensation Agreement linked below.

Your current broker's compensation plan will remain in effect until **November 1, 2025**. Brokers must select a new compensation option by **October 1, 2025**, to avoid a disruption in new applications after that date. Your selection will be in effect for a minimum of one hundred eighty (180) days from the agreed-upon date (the "Compensation Plan Date") and shall apply to all Loan Applications during said period. Thereafter, brokers must provide thirty (30) day written notice on the selection of a new compensation option.

- Broker compensation for closed and funded loans shall be based on the first mortgage amount as indicated on the promissory notes.
- The maximum broker compensation shall not exceed \$15,000.

****Please reach out to the [Lock desk](#) with your questions regarding your broker compensation****



Please have the following forms completed, signed, and returned no later than October 1st, 2025. The form must be signed by an authorized officer at your organization.

- [Broker Compensation Agreement](#)
- [Broker Compensation Addendum](#)

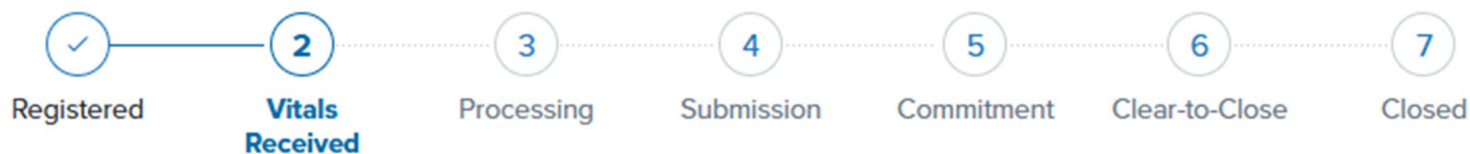
Pricing Engine Update

Beginning September 29th, we will be updating our user interface for our pricing engine. Live training sessions will begin in the first week of September.

[Click link to register for the Lock Desk Training Update](#)

In our continued effort to improve our broker experience, beginning September 29th we are introducing a loan status tracker located on the Loan Summary page within the loan file. This will allow brokers to closely monitor the progression and status of loan files.

Below is an example of how the tracker will appear and definition of each status:



- **Registered:** in queue ready for disclosures
- **Vitals Received:** signed initial disclosures received, appraisal, tax transcripts, title, SS89 and all income verification ordered
- **Processing:** processor mini pre underwrites updates system with all critical borrower docs received and runs AUS engine
- **Submission:** loan moves into underwriting
- **Commitment:** underwriter underwrites loan issues approval or denial or counteroffer-sent to QC for review
- **Clear to Close:** Final conditions received and reviewed underwriter issues clear to close
- **Closed:** Loan closed, and final docs sent to attorney

NEW Attorneys

We are pleased to announce that we have expanded our attorney list with the additional closing agents to support statewide coverage:

Equity National

Contacts: Christopher Merolla cmerolla@equitynational.com & Ashley LaFerriere alaferriere@equitynational.com

Alavi & Braza

Contacts: Ali Alavi alavi@alavibraza.com , Gina Braza gbraza@alavibraza.com , & John DaSilva jdasilva@alavibraza.com

Contact MassHousing

Please contact us at 888- 843-6432 option 1, 4, email howholesale@masshousing.com or contact your Relationship Manager for assistance.