



## **ESSEX CERTAINTY**

- Delegated Underwriting Only
- . Client Dictates Credit Policy
- · Agency Loans Eligible per AUS
- No EPO or EPD Language in our Contract
- No DTC Division, so Partners have ability to keep relationship with their Customers





## **ESSEX TRANSPARENCY**

- Transparent GNMA pass-thru pricing
- Book the Excess MSR Asset
- Receive servicing revenue starting month one
- No LLPA's. Monetize and retain your own ITPA's
- Broader product guidelines allowing expansion into new markets
- MSR's act as a natural hedge (additional revenue stream) against lower production months

