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PLAZA HOME MORTGAGE WILL NOW ACCEPT LOANS THROUGH ENCOMPASS INVESTOR CONNECT

SAN DIEGO, Calif., – December 2, 2021 – Plaza Home Mortgage®, one of the nation’s leading wholesale and correspondent mortgage lenders, today announced that Plaza National Correspondent clients can now deliver loans through the Encompass Investor Connect™ loan delivery portal. Clients also have the option of continuing to use LINQ, Plaza’s loan acquisition portal.

The new integration makes it easier for Plaza clients originating loans in Encompass® to deliver initial loan packages to Plaza. Encompass Investor Connect is the easy way for Encompass users to deliver pre-validated data and documents from the Encompass loan pipeline to the investor’s system of record – without having to leave their system. Using this system-to-system process, lenders are able to deliver loans faster and more consistently to Plaza by eliminating manual entry, centralizing tasks in one place, packaging data and docs and delivering from within Encompass. This in turn can result in faster reviews, fewer stipulations and improved operational efficiency—saving an average of 39 minutes and \$48.85 per loan.

“Pricing, speed and efficiency are key differentiators in today’s correspondent lending market,” said Salpi Meyer, Senior Vice President, National Correspondent Sales at Plaza. “At Plaza, we want to be as easy to do business with as possible, so we’re giving correspondents two choices for delivery: LINQ, our proprietary system many have been using; and now Encompass Investor Connect. Based on preliminary results, our clients have found Encompass Investor Connect expedites reviews and reduces costs, resulting in 40% higher first pass acceptances rates.”

About Plaza Home Mortgage

Founded in 2000, Plaza Home Mortgage, Inc. is a privately owned, full-service national correspondent and wholesale lender. Headquartered in San Diego, Plaza is dedicated to building quality, long-term relationships with its correspondent and mortgage broker clients by

offering a wide variety of programs and an exceptional client experience. For more information, visit www.plazahomemortgage.com, call 866.260.2529 or email Plaza at hereforyou@plazahomemortgage.com

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