TAG LENDING GROUP
LET'S TAG TEAM THIS DEAL!®

PRE-APPROVAL & TBD PROCESS

How we tier a file at pre-approval · Roadmap to Homeownership®

PRE-APPROVED | HOME HUNTING | CONTRACT ACCEPTED | PROCESSING | APPRAISAL IN | CONDITIONAL APPROVAL | CLOSING DISCLOSURE | CLOSED

Step one of the Roadmap. Every pre-approval is tiered up front so you know what the file needs, what to collect early, and what timeline to set with your client. Tier = file complexity, not a verdict on the borrower.

	GOLD A-PAPER	SILVER LAYERED RISK	BRONZE COMPLEX SCENARIO
BORROWER PROFILE	Prime borrower: excellent credit, stable income, strong financials	Compensating factors with one or two layers of risk	Higher-risk borrower with significant layers of complexity
CREDIT SCORE	740+	680–739	620–679 (below 620 on select non-QM)
DTI	Below 35%	36%–45%	46%–55% (higher with compensating factors)
ASSETS	Verified reserves, 6–12 months	Limited reserves, 3–6 months	Minimal reserves or gifted funds
EMPLOYMENT	W-2 salaried, 2+ years stable	Self-employed, 2+ years stable income; W-2 with overtime or bonus needing manual calculation	Variable self-employed income; recent job changes or gaps
LTV	80% or less (20%+ down)	85%–95% (under 20% down, MI required)	95%+ (low down payment or assistance programs)
APPROVAL PATH	Automated underwriting (DU or LP); minimal to no conditions	Manual underwriting or added conditions; may need tax returns, P&L, or letters of explanation	Non-QM or manual underwriting; significant conditions (LOEs, alternative credit, asset seasoning)
GET AHEAD OF IT	Income, asset and credit docs	Tax returns, P&L, LOEs	WVOE, CPA letter or P&L, alternative credit docs, asset seasoning
TYPICAL TURN TIME*	24–48 hours	48–72 hours	Up to 7 business days (third-party verifications)
EXAMPLE	Conventional purchase, 20% down, 780 FICO	690 FICO, 10% down, stable self-employed income	640 FICO, 3% down with DPA, recent job change

WHY WE USE A SOFT CREDIT PULL

- No impact to the borrower's credit score.
- Limits third-party solicitation calls and offers triggered by a hard inquiry.
- Lets us shop the file across our 100+ investor network.

WHAT THIS MEANS FOR YOUR CLIENT

- A tier sets expectations and the document list, not the outcome.
- Complete documents on day one is the fastest way to shorten any tier.
- Your TAG MLO and the Roadmap Tracker keep everyone on the file updated at each stop.

14-Day Close Clean, well-documented files can qualify for our accelerated 14-Day Close track. Ask your TAG MLO if your file fits. Timelines are targets, not guarantees.

***Turn times are examples based on TAG Lending Group LLC's experience and are not guaranteed.** They depend on borrower responsiveness and third-party timelines (employers, CPAs, appraisers). Soft-pull pre-approvals are not a commitment to lend. All loans are subject to underwriting approval, program guidelines and property eligibility. Not all programs are available in all states. TAG Lending Group LLC, NMLS #2329372. Licensed lender in FL, SC, TN, TX, GA, MI, NM and OH; licensed mortgage broker in CT, PA and NJ. Equal Housing Lender. TAG complies with the Equal Credit Opportunity Act and the Fair Housing Act and does not discriminate on the basis of race, color, religion, national origin, sex, marital status, age (provided the applicant has the capacity to contract), receipt of public assistance, or any other protected characteristic. **Confidential and proprietary.** For licensed mortgage professionals and real estate partners. Not for distribution to consumers or the public, and may not be copied or reproduced without written permission of TAG Lending Group LLC. Roadmap to Homeownership® and Let's Tag Team This Deal!® are registered trademarks.