

 **Coda**

Coda Points Guide

Overview

Coda Points is a point-based reward system where the Loan Officer earns points through daily pricing activity and funded loans – then redeem them as concessions.



EARN POINTS

- **Pricing activity** – 10 pts per day for running loan scenarios on the pricing screen
max 10 pts/day
- **Funded loans** – earn .10% (10bps) × loan amount for every loan funded/purchased for 7+ days



REDEEM POINTS

- Points convert at **6 pts = \$1** in dollar value
- Example: 3,000 pts ÷ 6 = **\$500 value**
- Max redemption per loan: **0.125 Conv.**
- **0.25 FHA/VA/USDA/Jumbo/NON-QM**
- Redeemable on Lock & Extend Lock screens

Benefits



POINTS: TRANSFER WITH YOU TO A NEW COMPANY.



REDEEM: AS OFTEN AS YOUR BALANCE ALLOWS.

Quick Reference



EARN POINTS

Price a loan scenario	10 pts / day
Daily pricing cap	Max 10 pts
Funded / purchased loan	earn .10% (10bps) x amount
Example: \$500k loan	500 pts
Funding eligibility window	7 days funded



REDEEM POINTS

Conversion rate	6 pts = \$1
Example: 3,000 pts	= \$500
Conventional loan cap	0.125 max
FHA / VA / USDA / Jumbo / NON-QM cap	0.25 max
Redeem on	Lock / Extend

FAQ



How do I earn points?

You earn points two ways: 10 pts per day for running loan scenarios on the pricing screen (once daily per LO), and .10%(10BPS) × funded loan amount for every loan that remains funded/purchased for 7 days. For example, a \$500,000 funded loan earns 500 points.



Are points transferable?

Yes. Points are tied to you as the Loan Officer, not to your employer. If you move to a new company, your points transfer with you. A manual admin adjustment in Coda is required to complete the transfer.



How often can I redeem points?

You may redeem as often as you like, as long as your balance is sufficient. Redemptions are applied at the Lock screen or the Extend Lock screen when pricing a loan.



What is the maximum redemption per loan?

Conventional loans: max 0.125 lock credit. FHA, VA, NON-QM, USDA & Jumbo loans: max 0.25 lock credit. Example: a 0.125 concession on a \$500,000 loan costs \$625, which requires 3,750 points (\$625 × 6).