Texas Capital Bank has fast, easy access to investor guidelines with AllRegs Market Clarity

The challenge
Texas Capital Bank was founded in 1998 by a group of entrepreneurial-minded financial services pros with a passion for service. Since that time, this Dallas-based commercial institution, now a wholly owned subsidiary of Texas Capital Bancshares, Inc., has grown to $25B in assets with a loyal, nationwide customer base.

In 2015, bank leaders recognized a new opportunity for the organization as a correspondent lender.

“We were a warehouse lender for many years,” explained Amy White, vice president and product manager for Texas Capital Bank. “As a commercial bank, we knew we didn’t want to originate retail mortgages, but liked the servicing aspect, so correspondent lending was a good fit.”

The new organization would buy 100% closed loans only, working with Citi, Freddie Mac, Fannie Mae, the USDA, along with offering a Jumbo product.

“We needed a way to keep up with our investors and see what other lenders were doing, so we could stay competitive,” White explained.

The solution
After looking at options, Texas Capital Bank leaders chose Ellie Mae’s AllRegs Market Clarity®.

“AllRegs Market Clarity gives us access to our investor information, all in one place. It’s a one-stop shop for originator and purchase information,” White said. “And, with Ellie Mae and AllReg’s good reputation in the market, we know the information is updated and accurate—they definitely know what they’re doing.”

White uses the tool on a daily basis, looking at investor guidelines, bulletins, and other pertinent data.

“In a competitive market, it’s important to see what other investors are doing,” White said. “If someone from senior management has heard that one of our requirements is in question and wants me to verify, I can do that research in a matter of hours and deliver an answer with comparisons.”

White can also get an accurate feel for the market before Texas Capital Bank launches a new product.

“For example, when we built our Jumbo procedure, we wanted to make sure that we weren’t too aggressive with our Loan-to-Value ratios and FICO,” she said. “We’re getting ready to launch a new HELOC product and used AllRegs Market Clarity research to help develop our guidelines around that. We don’t have to work in a silo.”

In addition to using AllRegs Market Clarity to access information, Texas Capital Bank also uses AllRegs to keep its own guidelines and bulletins current.
“Instead of taking our staff’s time to physically handle the updates, we submit the updates to AllRegs and they handle the posting for us,” White said. “We can use our internal resources for more strategic projects.”

AllRegs Market Clarity also offers seven standard reports, as well as a user-defined report that enables organizations to compare only the information that matters most to them. The idea is to make the right information available, in the method that works best for the correspondent lender using the product.

The results
From the beginning, AllRegs Market Clarity has delivered tangible value for Texas Capital Bank.

Saves Time
“With AllRegs Market Clarity, my investor library is all in one place. I can look up what I need more efficiently,” White explained. “With this tool, my research timeframes are at least 50% shorter than they’d be if I had to look up guidelines on individual web sites, or try to collect these from our salespeople.”

AllRegs Market Clarity also makes fast work out of updating Texas Capital’s own investor guidelines and bulletins. Instead of utilizing Texas Capital Resources to manage this process, the team hands the information over to AllRegs, which handles the posts on their behalf.

Simple to Use
Not only can White find what she needs in AllRegs Market Clarity, but she can find it easily.

“Once you’re in AllRegs Market Clarity, you’ll find it’s really easy to use,” White said. “You can get the information you need and move on, so you can make a decision or respond to a research request very quickly.”

Improves Efficiency
The greatest challenges of any correspondent lender are thin margins. So, to be profitable, organizations have to work as efficiently as possible.

“You have to reduce the cost of reviewing a loan without sacrificing accuracy. You have to find that balance to make good decisions, but make those decisions efficiently,” White said. “AllRegs Market Clarity helps us make better decisions in less time by giving us easy access to the data we need.”

Amy White
Vice President, Product Manager
Texas Capital Bank

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CASE STUDY
TEXAS CAPITAL BANK