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BizAI Use Case: Purchase Contract Process Automation

INDUSTRY	ORGANIZATION	PROCESS AREA
Residential Mortgage Lending	Mid-sized, privately held mortgage lender based in the US	Loan Origination – Loan Estimate (LE) Preparation

01 Challenge

Purchase Contracts are long, unstructured agreements that **define the core economics of a home purchase**—property details, parties, contingencies, personal property, fees, and who pays what. Lenders must rapidly interpret and validate this information to produce an accurate Loan Estimate (LE) **within three business days of application** based on TRID tolerances.[1]

When **contract terms or fees are missed or underestimated**, lenders typically absorb the difference as tolerance cures and other overages at closing—costs that add up quickly. **Accurate, timely interpretation** of Purchase Contracts isn't just an **operational imperative** —it's a significant P&L risk.

The Results:

- Multiple teams performing "**stare & compare**" reviews on thousands of loan applications and fundings per month
- **Revenue leakage** from inflated or inaccurate estimates (e.g., missed Transfer Tax obligations)
- Significant **expense from unnecessary "Cures"** due to inaccurate fee quotes/estimates provided by the Lender in the LE
- **Document inconsistency** across real estate markets and agents
- **Turnaround delays** that impact borrower experience and compliance timelines

Lenders need a way to automate the ingestion and normalization of purchase contracts data to build accurate, compliant Loan Estimates at scale.

02 Fisent BizAI Solution

BizAI automates the processing of Purchase Agreement packages—extracting, standardizing, and validating data needed to generate compliant Loan Estimates.

BizAI Actions Used:

Classify incoming contracts, addenda, and attachments for processing

Split multi-property or multi-page packages into relevant sections

Extract key data fields including purchase price, transfer taxes, seller credits, and cost allocations

Verify completeness of required fields and flag ambiguous clauses for review

Analyze extracted data to produce LE-ready summaries for downstream systems

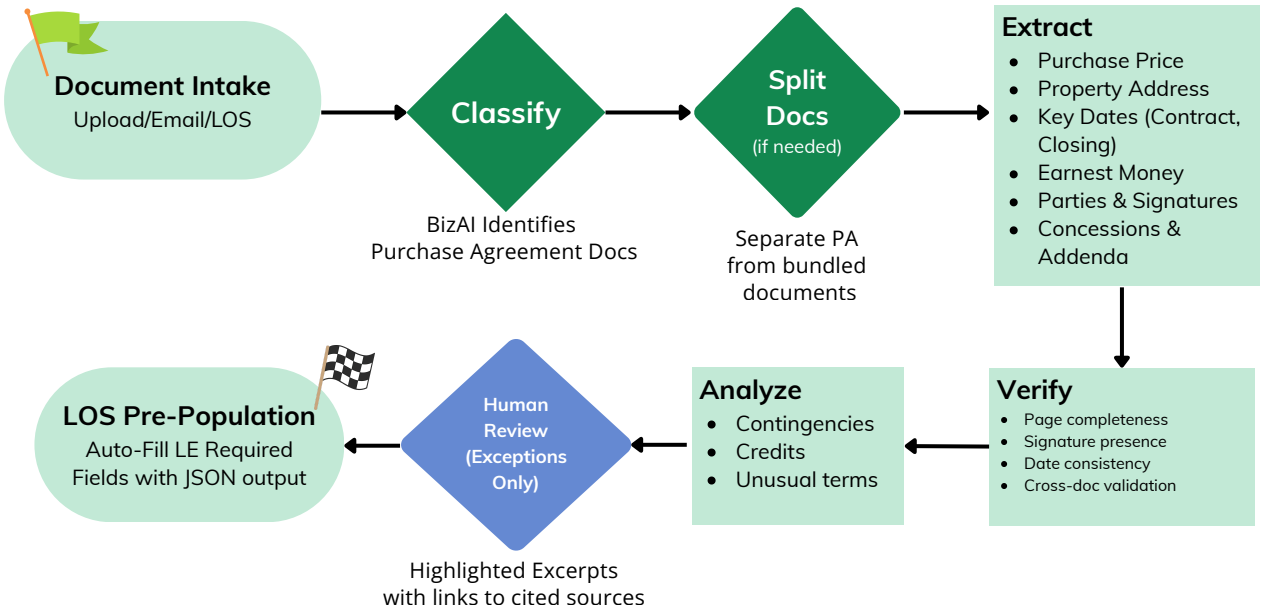
BizAI adapts to each institution's workflow and content policy—returning structured data for system ingestion without training on or retaining client information.

[1] https://files.consumerfinance.gov/f/documents/cfpb_kbyo_guide-loan-estimate-and-closing-disclosure-forms_v2.0.pdf

03 Business Outcomes

Outcome	Result
Manual review effort	**70–80% Reduction** in Review & Data Entry Tasks
Processing time	**~40-70 Minutes saved** per Purchase Agreement (X thousands per month!)
Estimate accuracy	Transfer-tax and fee data calculated at **over 95% accuracy**
Revenue protection	**Eliminated losses** from underestimated LEs
Consistency	**Standardized data structure** for LE inputs across markets and brokers

04 Updated Process Flow



05 Additional Benefits

1. Accelerates TRID-compliant LE delivery
2. Standardizes content across disparate contract formats
3. Eliminates manual “stare & compare” effort
4. Reduces revenue and tolerance cures
5. Deploys safely alongside existing workflows