

LenderCity Launches Lenny, an AI Mortgage Assistant Designed to Explain the Deal Behind the Rate

Consumer-controlled platform answers mortgage questions, analyzes Loan Estimates, compares matched offers, and connects borrowers only after approval

CHESTERFIELD, MO, UNITED STATES, August 12, 2026 /EINPresswire.com/ -- LenderCity, Inc. today announced the launch of [Lenny](#)(TM), an AI mortgage assistant built to help consumers understand mortgage offers before deciding whether to connect with a lender.

LenderCity began as a mortgage rate marketplace. The company found that showing rates solved only part of the problem: borrowers could see numbers, but still had to interpret how rate, annual percentage rate, monthly payment, points, lender credits, lender-controlled fees, cash to close, and timing affected the actual decision. Lenny adds that missing interpretation layer.

"Mortgage shoppers do not need another wall of rates. They need help understanding what each offer means for their payment, upfront cash, and the years they expect to keep the loan," said Gregg Harris, founder and CEO of LenderCity. "We built Lenny to do the comparison work first, explain the tradeoffs plainly, and connect consumers with licensed mortgage professionals only when the consumer chooses."

Lenny gives consumers three ways to work through a mortgage decision:

- Ask Lenny: Consumers can ask mortgage-related questions in their own words. Lenny can explain concepts and calculate scenarios when the consumer supplies relevant numbers.
- Compare matched rate offers: Consumers can review available offers from participating lenders using payment, APR, points, lender credits, lender-controlled fees, and expected holding period rather than relying on the advertised rate alone.
- Analyze Loan Estimates: Consumers can upload one Loan Estimate for a detailed checkup or two for a side-by-side comparison of disclosed terms, payments, credits, fees, cash to close, and cost over time.

The platform also includes Rate Watch, which can monitor a saved scenario and alert the consumer when a selected threshold or materially better matched offer becomes available. When a consumer is ready to speak with a mortgage professional, the Lenny Intro prepares a

decision handoff containing the scenario, offer information, relevant calculations, open confirmation items, and the consumer's approved questions.

Lenny's agentic, decision-aware workflow carries the consumer's scenario across questions, offer comparisons, and Loan Estimate analysis. It identifies missing inputs, recalculates what-if scenarios, monitors saved conditions, and prepares the next appropriate step while leaving every lender selection and introduction under the consumer's control.

The consumer controls that handoff. No lender receives the consumer's contact information through a Lenny Intro until the consumer selects the lender or lenders, reviews what will be shared, and approves the introduction. Consumers may choose up to three lenders for a side-by-side follow-up.

Lenny is designed to distinguish between facts shown in an offer, calculated results, assumptions, and items that still require confirmation. Missing fees, credits, payment details, or lock information remain visibly unconfirmed rather than being silently treated as zero. Lender compensation does not determine Lenny's comparison or Best Fit designation.

"The goal is not to replace the licensed mortgage professional," Harris said. "It is to give the borrower and lender a better first conversation. The consumer arrives understanding the tradeoff, and the lender receives the context and specific questions needed to confirm the decision."

Lenny provides educational mortgage guidance and comparison tools. It does not approve or preapprove loans, verify documents, pull credit, lock rates, or commit a lender to terms. Final program fit, eligibility, pricing, costs, documentation, and approval must be confirmed by a licensed mortgage lender. Availability of matched offers varies by scenario and participating lender.

Consumers can ask Lenny a mortgage question, compare matched rate offers, or analyze Loan Estimates at <https://www.lendercity.com/>.

About LenderCity

LenderCity, Inc. is a mortgage technology and comparison platform built from decades of consumer-direct mortgage origination experience. LenderCity created Lenny to help consumers understand mortgage questions, Loan Estimates, matched rate offers, and the cost-and-timeline tradeoffs behind them while preserving the role of licensed mortgage professionals. LenderCity, Inc. is Company NMLS 193390. Equal Housing Opportunity. Learn more at <https://www.lendercity.com/>.

Gregg W Harris
LenderCity, Inc.

+1 314-607-3799
gharris@lendercity.com

This press release can be viewed online at: <https://www.einpresswire.com/article/933695838>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2026 Newsmatics Inc. All Right Reserved.