

WELCOME!

HELOC PRO AND CLOSED END SECONDS SEPTEMBER MONTHLY BROKER WEBINAR

WEBINAR HOST



Jenny Beck, Director of Learning and Development

AGENDA:

- > Specials
- Closed End Seconds
- > HELOC Review
- > Resources



September Price Improvement Specials Non-QM, Prime & Closed-End Seconds

Prime Specials

- •37.5 BPS on FHA Standard Balance, FHA Streamline, and VA IRRRL (Can be combined with Select)
- •25 BPS on FHA/VA/DPA for all FICO scores (Excludes CalHFA, FHA Standard Balance and Streamline, and VA IRRRLs. Can be combined with Select)

Non-QM Specials

- •Full/Alt-Doc: Benefit from 50 BPS on all Full/Alt-Doc Non-QM Loans with FICO ≥ 700 and LTV ≤ 70%.
- •DSCR: Enjoy 50 BPS on all DSCR Loans with a minimum 3YR prepay penalty, DSCR ≥ 1.0, and FICO ≥ 660.

Closed-End Seconds Special

•25 BPS on all Closed-End Seconds*

Restrictions apply, contact your Account Executive to learn more.

Specials are valid for loans locked 9/3/2024 through 9/30/2024. Offers subject to change at anytime, terms and conditions apply. Restrictions apply. Contact your Account Executive to learn more.

LendingPros is not affiliated with or acting on behalf of or at the direction of the Federal Housing Administration, Veterans Administration, or the Federal Government.
*For Closed-End Seconds: Loans originated in US Territories and the following states are ineligible: AK, NY, TN, TX, VT, WV, WY. Important to note that a Closed-End Second Mortgage may typically have a higher interest rate than the first lien mortgage.

CLOSED END SECONDS (CES)

Reach more clients with Closed-End Second Mortgages!

Closed-End Second Mortgages (CES) provide the option to tap into the equity of a home to access cash without affecting the rate of the original loan.

Some of the Benefits:

- ✓ Get cash out without refinancing existing loan
- ✓ Lowers the down payment on a home purchase when paired with a first
- ✓ Pay for large purchases without having to take out other high interest loans



CLOSED END SECONDS (CES)

Product Features

- ✓ Fixed Term Loans
- ✓ Fully Disbursed at Closing
- ✓ 2nd lien only
- ✓ Qualifying rate= Note Rate
- ✓ Qualifying payment= Fully amortized payment
- ✓ Secondary Valuation required on ALL loans



^{*}refer to our complete matrix on our wholesale website

CLOSED END SECONDS (CES)

Program Highlights

- Concurrent UW to follow 1st
- **Standalone** Follows Eligibility Matrix
 - Refer to Matrix to see what permittable
- FICO Down to 660
- Max CLTV 85% on Primary Residence
- Max CLTV 80% on Second Homes
- Max CLTV 80% on 2-4 Units properties
- Terms: 10, 20, 30-year fixed terms
- SFR, PUD, 2-4 Unit, Condo
- Investment Properties!

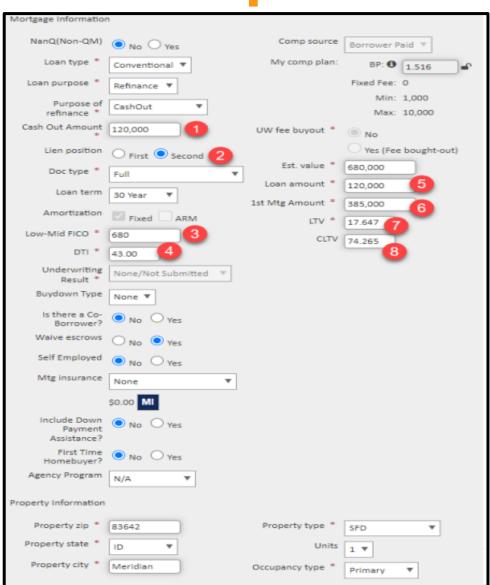
- Minimum Loan Amount \$75,000
- Maximum Loan Amount \$750,000
- Maximum Combined Liens = \$2,500,000
- Housing History
 - 0x30x12 Standard / Alt Doc (Concurrent Close)
 - 0x30X12 Standard / Alt Doc 0x30x24 Select Full Doc (Standalone Close)
- Major Derogatory Credit
 - 48 Months Standard Full Doc & Alt Doc Only (Concurrent Close)
 - 84 Months Select Full Doc (Stand Alone)
 - 48 Months Standard Full & Alt (Stand Alone)
- Forbearance w/missed payments 4 years seasoning



^{*}refer to our complete matrix on our wholesale website

CES's, How to Price in TPOpro!

- Enter proposed 2nd Loan amount when loan is cash out
- Select "Second"
- Enter representative FICO
- Add DTI
- 5) "Loan Amount" is proposed 2nd Loan amount
- Enter current balance on 1st mortgage loan amount
- 7) LTV is based on 2nd loan amount
- CLTV is combination of 1st mortgage loan balance and proposed 2nd loan amount





CLOSED END SECONDS THINGS TO KNOW!

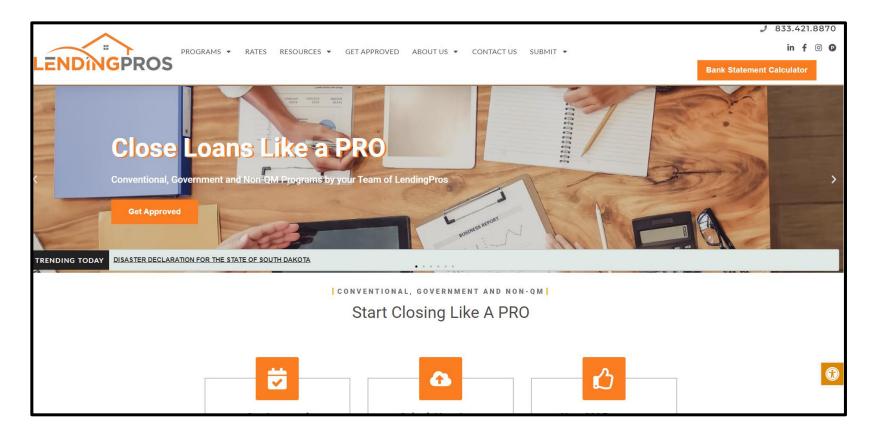
Things to Know!

- Quick Submit Lender Disclosed Only in TPOpro
- Concurrent Closes require 2 loan submissions
- Conditional Approval prior to locking
- Pricing in the Lounge select lien position as second
- \$995 Underwriting/Application/Origination Fee (based on state requirement)
- Broker Paid Comp ONLY
- ➤ Max 2.00% BPC



RESOURCES AVAILABLE

Marketing - LendingPros (golendingpros.com)



RESOURCES ON OUR WEBSITE:

- Product Matrices
- Rate Sheets
- ➤ Calculator Tools
- Marketing Material
- ➤ TPOpro Access and MORE!



HELOC PRO HIGHLIGHTS

- ✓ Borrowers can get fast access to cash, funding in as few as 5 business days
- ✓ Know instantly what the borrower prequalifies for with automated systems generating offers in seconds
- ✓ BPO option available on properties that receive no AVM
- ✓ Getting prequalified offers only requires a soft credit inquiry
- ✓ Lower fixed rates, compared to alternatives such as personal loans and credit cards
- ✓ No out-of-pocket closing costs, one-time origination fee applies



HELOC PRO HIGHLIGHTS



Applicants

- · Single primary applicant
- Credit pulled for the primary applicant only
- · Additional signers
- Additional signers are added at the end of the application for the notary



Full Disbursement

- · 100% at closing
- · Fully amortized loan
- They will receive the full amount in their linked disbursement account at funding



Offer Selection

- \$25,000 \$400,000
- · Variable origination fee
- 5, 10, 15, and 30-year terms
- Promotion discounts such as autopay discount



Notary

- · eNotary where available
- Manual notary requires scheduling
- · Manual notary fee
- Funding initiated after Rescission (if applicable)



HELOC PRO HIGHLIGHTS

Lien Position

- Max of third lien position (primary)
- Max of two lien position (non-owner occupied)

Credit Score (Experian FICO 9)

- Minimum 640 (primary)
- Minimum 680 (non-owner occupied)

Post-Loan CLTV

- Max 75% (FICO 640-659)
- Max 80% (FICO 660+)
- Max 85% (FICO 680+)
- Max 70% (FICO 680+ non-owner occupied)

Post-Loan DTI

Less then 50%

Property Types





Single-Family Residences

Investment / Secondary







Condominiums



Planned Unit Developments



HELOC PRO ELIGIBILITY

Credit, Income & Underwriting

- Automated underwriting system
- Provides prequalified offers quickly and allows the applicant to customize their offer.
- If an applicant is declined, they will get an Adverse Action Notice (AAN)

Note: No Exception Requests, Reconsideration of Value, Income, etc.

Income verification

- Completed via automated third-party systems.
 Income can be verified in minutes.
- Applicants will have a variety of methods to link their personal accounts.



HELOC PRO ELIGIBILITY MATRIX

Example of the Eligibility Matrix

Eligibility Matrix								
Primary Residence - 1st or 2nd Lien Position				Primary Residence - 3rd Lien Position ²				
Max Loan Amount		Max CLTV ¹	Credit Score Range ¹	Max Loan Amount		Max CLTV	Credit Score Range	
5	125,000	75%	640-659	\$	100,000	70%	680+	
\$	125,000	80%	660+	\$	150,000	70%	760+	
\$	150,000	85%	680+					
\$	200,000	80%	680+	Second Home or Investment - 1st or 2nd Lien Position				
\$	250,000	80%	700-739					
5	250,000	85%	740+	Max	Loan Amount	Max CLTV	Credit Score Range	
5	300,000	80%	740+	\$	200,000	70%	680+	
\$	350,000	75%	740+	\$	225,000	70%	720+	
\$	400,000	75%	760+	\$	250,000	70%	760+	
Max 80% CLTV and min 680 FICO on duplexes								
² Duplexe	es ineligible							
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Terms and Draw Features

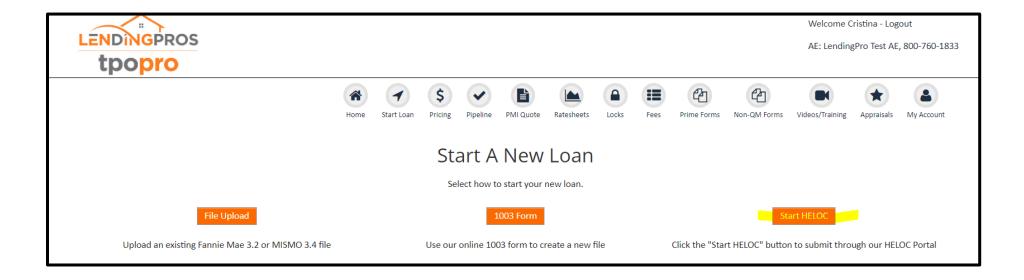
- Standalone transactions only
- . Full draw required at funding
- · Fixed rate fully amortized loan
- . Additional draw limit is 100% of total line of credit
- . Minimum additional draw amount is \$500 or as required by law
- . Borrower must complete application within 14 days or application is cancelled
- No prepayment penalties
- . Funds may not be used to pay off existing debt to qualify

Term	Draw Period	
5-Year Fixed (60 months)	2 years	
10-Year Fixed (120 months)	3 years	
20-Year Fixed (240 months)	4 years	
30-Year Fixed (360 months)	5 years	

Details	Key Program Parameters
Acceptable IDs	Valid Driver's License, State ID, Passport, Passport Card or Permanent Resident Card required
Acceptable IDS	US Citizens and Permanent Resident Aliens allowed
	One (1) borrower/applicant allowed
	 Borrower must be on title and must be held solely, jointly or in a revocable trust
Borrower Eligibility	 When property is owned jointly, all owners must sign the security instrument as an additional signer
Compliance	State and Federal High-Cost loans not allowed
	 60 months seasoning required for major derogatory credit event (BK,SS,FC,DIL)
	 ≥ 60 delinquencies on any tradelines within the last 12 months are not allowed
	Non-medical collections > 5500 are ineligible Credit cannot be frozen
	Valid for 29 calendar days
Credit	 No more than two (2) inquiries allowed with the last three (3) months
Debt to Income (DTI)/	 50% max DTI, 45% max DTI when subject property is a duplex
Payment to Income (PTI)	• 30% max PTI
	 Origination fees range between 1.99% & 3.99%
	 Manual notary fee required, as applicable
Fees	 Manual notary required in the following states: AK, AL, AZ (Pima co. only), CA, CT, DC, FL, GA, IL, IN, KS, LA, MA, ME, MI, MN, MO, MS, MT, NC, ND, NH, NM, OH, OK, OR, PA, RI, SD, TN, VA, UT, VT, WA, WY
	 US Territories & following states ineligible: DE, NJ, NY, VT, WV
	 TX allowed with restrictions, refer to Texas HELOC Requirements section (below) for details
Geographic Restrictions	 May only be originated by a Broker and/or Loan Officer that is licensed in the state where the subject property is located
	 Properties listed for sale within 12 months of application eligible, max 80% CLTV
Homes Listed for Sale	Not allowed in Texas
Housing History	0x30x6
	 Income may be a combination of earnings and/or asset depletion
	 Income from spouse may be included for qualifying in community property/fhomestead states States where dual income is prohibited: C.T. GA, HL, IN, ME, MD, MA, NY, OR, PA, RI, UT, VA
	Status where dual income is promined etc. (i. o., ri, ii. ii. ii. ii. ii. iii. iii. iii
	 Income sources borrower can choose from are: Bank Accounts, Asset Accounts, Paystubs, IRS Tax Filing (extensions not allowed)
Income	 Note: Business accounts are not allowed
	 Primary Residences - 1st, 2nd, and 3rd lien position allowed (3rd liens not allowed in Texas)
	Second Homes & Investment Properties - 1 sta and 2nd lien position allowed Solar liens are included in lien count
Lien Position	
Minimum Loan Amount	\$25,000 (\$35,000 for Texas)
	 Single Family Residences (SFR), Townhomes, Planned Unit Developments (PUD), Condos (mid and high rise), Duplexes
	1-Unit properties only = fee simple only Maximum property size allowed is 20 acres, 10 acres max for TX
Property Type Eligibility	1st lier reverse mortgages are ineligible
- I - I - I - I - I - I - I - I - I - I	Properties purchased within the last 90 days are ineligible
Seasoning	 Borrowers added to title with the 90 days are ineligible
	Allowed with the following restrictions:
	Primary Residence only • 80% max CLTV
	Third lien position not allowed
	 No cash-out lien, open HELOC or previous HELOAN originated within the past 12 months Properties listed for sale within the past 12 months are ineligible
	Properties with title changes require 91 days seasoning
	Maximum property size is 10 acres
	 Property condition report (PCR) with a greater than or equal to average rating required
	 Borrowers are required to go through a 12 day cooling off period before scheduling with the notary
Texas HELOC Requirements	All notary sessions must occur in a recording office
Valuation	Value determined by AVM with acceptable FSD, appraisals are not allowed
	 Acceptable forms of vesting are as individuals or in a trust
	 Properties vested in LLC/entities are not allowed
	Revocable trusts only, Certificate of Trust required for properties held in a trust (Trust agreement is not acceptable) Revocable Trust Eligible States (AR A. C.A. C.A. C.A. C.A. C.A. C.A. C.A.
Vesting and Trust Requirements	 Revocable Trust Eligible States: AR, AZ, CA, CO, CT, CE, DC, FL, IA, ID, IL, KS, MA, ME, MI, MS, MN, NH, NV, OR, SC, SD, TN, UT, VA, WA, WY

HELOC PRO

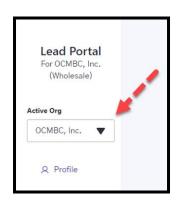
Go to Start Loan and you will have access to the HELOC Lead Portal by clicking Start HELOC

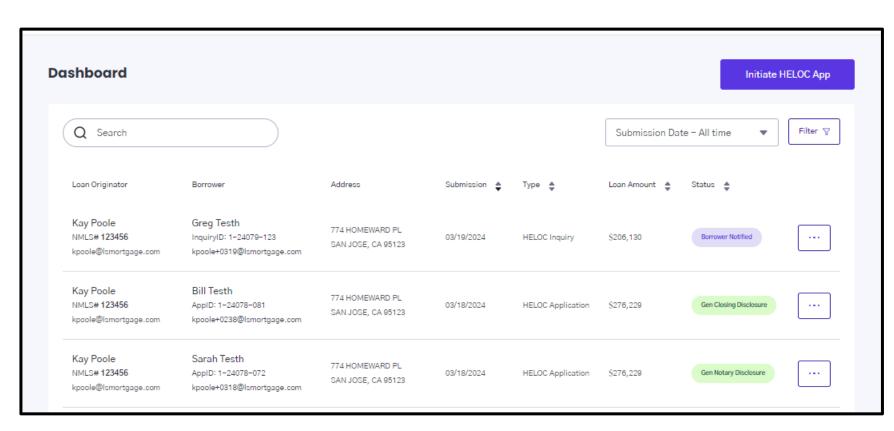




HELOC PRO

Initiate HELOC Application



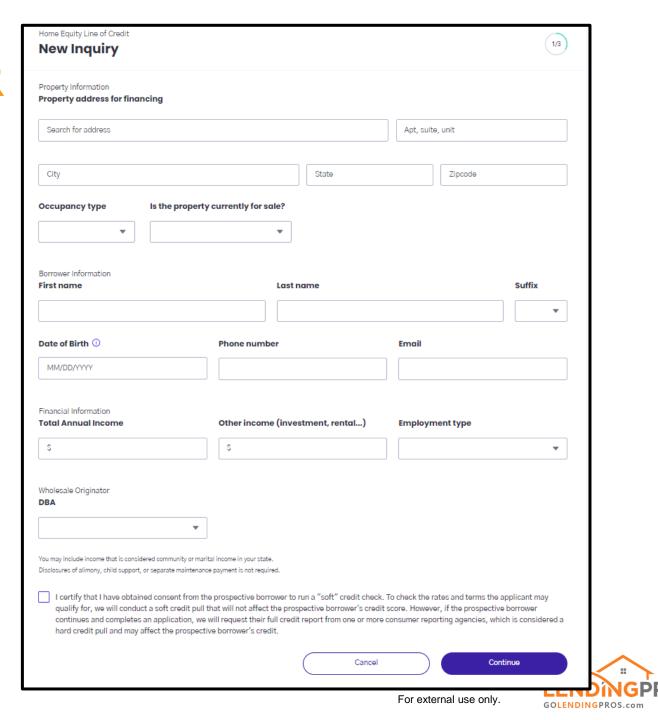


PLEASE NOTE: when accessing Figures Lead Portal, It's important that you Start HELOC from our portal to ensure OCMBC is selected as your Lender of choice.



Complete Inquiry

- 1. Address
- 2. Occupancy
- 3. Listed for sale y/n
- 4. Borrower first name
- 5. Last name
- 6. Date of Birth
- 7. Phone number
- 8. Email address
- 9. Total **annual** income
- 10. Employment Type
- 11. Liens against the property

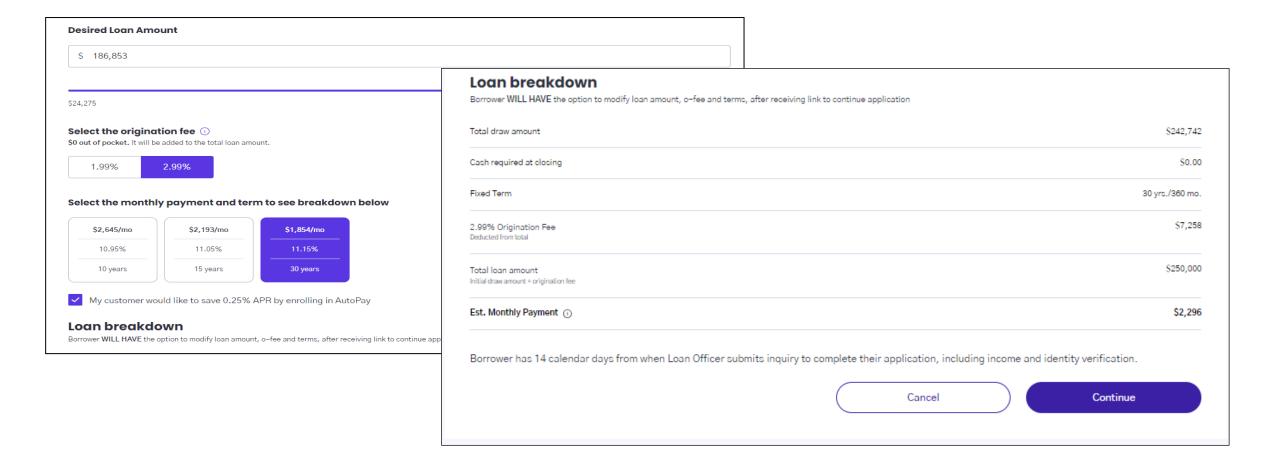


Desired Loan Amount

Select
Origination Fee









Broker Certification

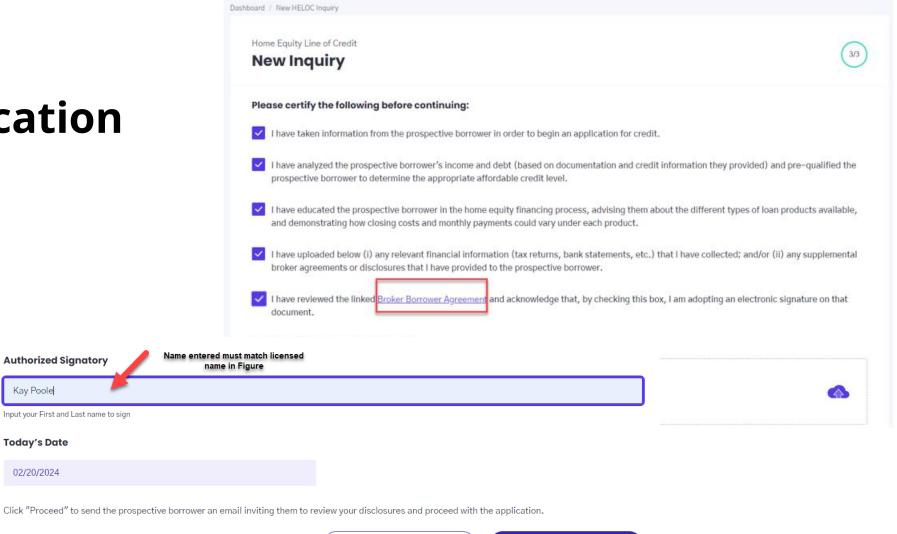
Authorized Signatory

Input your First and Last name to sign

Kay Poole

Today's Date

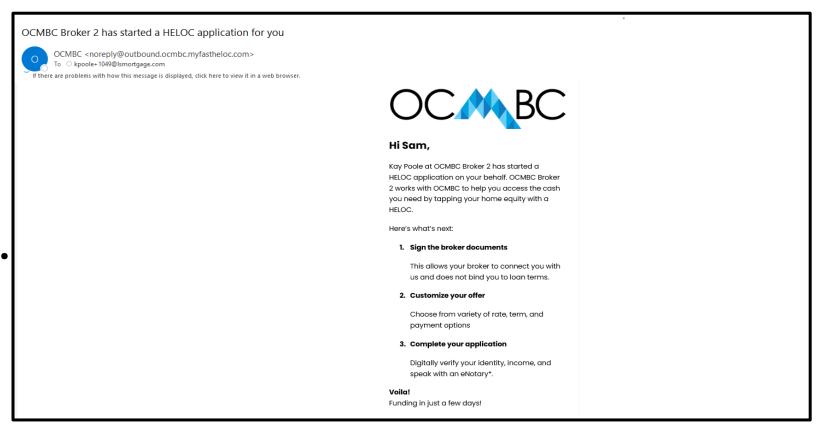
02/20/2024



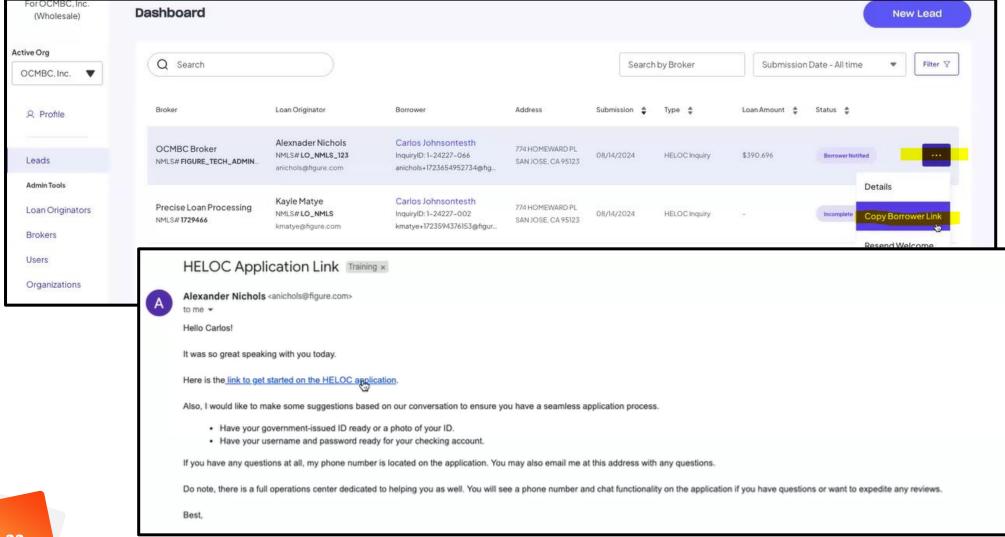
Proceed

Cancel

When you hit Proceed, If Pre-Eligible, the Applicant will receive an email to Start the application.



How to Customize the Email to Start Application





HELOC PRO RESOURCES

- Training Video Tutorial for Applicants
 - Figure Applicant Experience
- salessuccess@figure.com
- Chat bubble feature within the application for the borrowers





THANK YOU

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