

# WELCOME!

**DSCR 5-8 UNIT RESIDENTIAL  
OCTOBER MONTHLY BROKER WEBINAR**

# WEBINAR HOST



**Jenny Beck, Director of Learning  
and Development**

NO TRICKS, JUST TREATS

# Non-QM, Conventional & Government Price Improvements

For Loans Locked October 1st - October 31st, 2024



## Prime Specials

- **25 BPS** on All Conv/FHA/VA (all doc types including Streamline/IRRRLs) (Excludes CalHFA and DPA)
- **Up to 60 BPS** when combined with our Select Special (35 BPS on FHA/VA and 30 BPS on Conventional)

## Non-QM Full/Alt Doc Special

- **25 BPS** on all Full/Alt-Doc Non-QM Loans
- Not available to be included with our Select Special

## Non-QM DSCR Special

- **50 BPS** on all DSCR Loans (1-4 Units) with Min. 3 Yr Prepay Penalty, Min 1.0 DSCR and Min 650 FICO
- Combine with our Select Specials for additional price improvement
- Not valid on DSCR 5–8-unit program

## Closed-End Seconds Special

- **25 BPS** on all Closed-End Seconds
- Combine with our Select Specials for additional price improvement

**Don't miss out! These specials are valid for loans locked between 10/1/2024 and 10/31/2024.** Reach out to your Account Executive to see how these offers can help you close more deals!

*Restrictions apply. Contact your Account Executive to learn more. Specials are available for approved mortgage brokers and business clients. Not available for consumers. Prime Special applies to all FNMA, FHLMC, FHA, VA loans, including low/high balance, all FICO scores, excluding CalHFA and DPA programs. Non-QM Specials apply as indicated to Full Doc/Alt doc or DSCR loans. Specials are valid for loans locked 10/1/2024 through 10/31/2024. Offers subject to change at anytime, terms and conditions apply. Specials may not be combined with any other price improvement or special unless indicated in offer. 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. Restrictions apply, contact your Account Executive for details. Important to note that a Closed-End Second Mortgage may typically have a higher interest rate than the first lien mortgage.*

# DSCR 5-8 UNITS GENERAL HIGHLIGHTS

# DSCR 5-8 UNITS GENERAL ELIGIBILITY

## Reach more Investors with DSCR 5-8 Units!

Available for **Experienced** Investors only!

Must have at least **ONE** of the following:

- Owned 2 or more properties greater than most recent 12 months
- Owned 1 investment property for greater than 24 months
- Had ownership in commercial Real Estate within last 12 months

First Time Investor/Inexperienced Investor is **NOT Eligible**.

# DSCR 5-8 UNITS GENERAL ELIGIBILITY

## Product Features

- ✓ Minimum FICO 680= up to 70% LTV
- ✓ Minimum DSCR 1.00
  - ✓ DSCR= Eligible monthly rents/PITIA\*
- ✓ Investment Properties
- ✓ Residential 5-8 Units
- ✓ Interest Only available- I/O payment will be used to qualify DSCR ratio
- ✓ Min Loan Amount \$250,000- Max Loan Amount \$2MM
- ✓ Purchase, Rate/Term, and Cash-Out
- ✓ Cash In Hand \$1MM max, 65% Max LTV
- ✓ Mixed Use Properties are NOT eligible

\*refer to our complete matrix on our wholesale website

# DSCR 5-8 UNITS GENERAL ELIGIBILITY

## **Borrower Eligibility and Vesting**

- US Citizens, Permanent Resident Aliens, Non-Permanent Resident Aliens
- Foreign Nationals, ITIN and DACA are NOT eligible.

## **Acceptable Forms of Vesting**

- Individuals
- Inter Vivo Revocable Trust
- Joint Tenants
- Tenants in common
- LLC, Partnership, Corp, S Corp

# Example of Eligibility Matrix

Single Investment Property 5 – 8 Unit Residential										
Loan Amount	DSCR				Loan Programs	<ul style="list-style-type: none"> <li>• 15-Year Fixed (180 Months)</li> <li>• 30-Year Fixed (360 Months)</li> <li>• 30-Year Fixed IO (120 mos IO + 240 mos Amort)</li> <li>Maximum loan term cannot exceed 30 years</li> </ul>				
	FICO to Max LTV/CLTV									
	FICO	Purchase	Rate/Term	Cash-Out	Product Type	Residential 5-8 Units				
\$1,500,000	720	75%	75%	65%	Interest Only	Eligible, qualify with IO payment based on 10yr IO term				
	700	75%	75%	65%						
	680	70%	65%	60%						
\$2,000,000	720	70%	70%	65%	Loan Purpose	Purchase, Rate/Term and Cash-Out				
	700	70%	65%	65%	Occupancy	Investment				
	680	65%	65%	60%	Loan Amounts	• Min: \$250,000 • Max: \$2,000,000				
DSCR					State Restrictions	See State Licensing Map on website				
<ul style="list-style-type: none"> <li>• Minimum DSCR ≥ 1.00</li> <li>• DSCR = Eligible monthly rents/PITIA (loans with an interest only feature may use the ITIA payment)</li> <li>• Reduce qualifying rents by any management fee reflected on the appraisal report</li> </ul>					Cash In Hand	\$1.0MM max, 65% max LTV				
General Requirements				Property Requirements						
Investor Experience	Experienced Investor: Must have at least ONE of the following: 1) Owned 2 or more properties greater than most recent 12 months 2) Owned 1 investment property for greater than 24 months 3) Ownership in commercial RE within last 12 months First Time Investor/Inexperience Investor Ineligible			Appraisals	<ul style="list-style-type: none"> <li>• Appraisals to be dated no more than 120 days prior to Note date</li> <li>• New appraisal required if dated more than 120 days prior to Note date</li> <li>• Full interior inspection of all units with photos required</li> <li>• Acceptable appraisal forms:                              ◦ FHLMC 71A</li> <li>• Transferred appraisals not allowed</li> <li>• Attachments required for appraisal reports:                              ◦ Rent Roll                              ◦ Income and Expense Statement                              ◦ Photos of subject including exterior/interior and street scene                              ◦ Aerial photo                              ◦ Sketch or floor plan of typical units                              ◦ Area map                              ◦ Plot plan or survey                              ◦ Appraiser qualifications</li> </ul>					
Borrowers	<ul style="list-style-type: none"> <li>• U.S Citizens, Permanent Resident Aliens, Non-Permanent Resident Aliens</li> <li>• Foreign Nationals, ITIN, DACA are not allowed</li> </ul>				Review Product	<ul style="list-style-type: none"> <li>• Commercial Sales and Income BPO (exterior) is required on all properties</li> <li>• Appraised value used when BPO is greater than or no more than 10% below appraised value</li> <li>• BPO value used when BPO is more than 10% below appraised value</li> </ul>				
Housing History	0 x 30 x 24					Property Restrictions	<ul style="list-style-type: none"> <li>• Properties &gt; 2 acres not allowed</li> <li>• Rural properties and Leaseholds ineligible (Contact AE for complete list of ineligible property types and transactions)</li> </ul>			
Credit Event	BK/FC/SS/DL/Mod: ≥ 36 Mos seasoning						Property Condition	<ul style="list-style-type: none"> <li>• No fair or poor ratings</li> <li>• No environmental issues (storage or use of hazardous material e.g., Dry Cleaners, Laundromat)</li> <li>• No health or safety issues (e.g., broken windows, stairs)</li> <li>• No excessive deferred maintenance that could become a health or safety issue for tenants</li> <li>• No structural deferred maintenance, (e.g., foundation, roof, electrical, plumbing)</li> </ul>		
Interested Party Contributions (IPC)	May not exceed 3%							Unleased Units		
Prepayment Penalty	Refer to PPP Matrix for state specific details									
Income	<ul style="list-style-type: none"> <li>• Leased - Use lower of estimated market rent or lease agreement</li> <li>• Reduce qualifying rents by any management fee reflected on the appraisal report</li> <li>• Use 75% of market rents for vacant unit, no more than 2 vacant units allowed</li> <li>• STR income ineligible, considered a vacant unit and no income used</li> </ul>									
Leased Units	<ul style="list-style-type: none"> <li>• Existing leases with ≥ 6 mos initial term to be provided</li> <li>• Month-to-month leases allowed w/prior lease of ≥ 6 months &amp; most recent 2 mos receipt</li> <li>• Individual room leases, Single Room Occupancy (SRO) or boarder leases ineligible</li> <li>• Commercial use of the unit is not allowed</li> <li>• STR income not permitted, considered a vacant unit and no income used</li> </ul>									
Unleased Units	Maximum 2 vacancies									
Seasoning Requirements										
Rate/Term Refinance				Cash-Out Refinance						
<ul style="list-style-type: none"> <li>• Acquired ≤ 6 months - Lesser of the current appraisal value or purchase price plus documented improvements (if any) is used</li> <li>• Acquired &gt; 6 months - Appraised value is used</li> </ul>				<ul style="list-style-type: none"> <li>• Acquired &gt; 6 months &amp; &lt; 12 months - Lesser of the current appraisal value or purchase price plus documented improvements (if any) is used</li> <li>• Acquired &gt; 12 months - Appraised value used</li> </ul>						



# HOW TO PRICE IN THE PORTAL

**Mortgage Information**

Non-QM  No  Yes

Business Purpose Loan?  No  Yes

Loan purpose \*

Lien position  First  Second

Doc type \*  UW fee buyout \*  No  Yes (Fee bought-out)

Loan term

Amortization  Fixed  ARM

Mid FICO \*

DSCR % \*

Buydown Type

Is there a Co-Borrower?  No  Yes

Prepay Period

Months of Reserves \*

Waive escrows  No  Yes

Self Employed  No  Yes

Vested in LLC?  No  Yes

Short Term Rental?  No  Yes

Interest Only  No  Yes

Citizenship

Mortgage Lates?  No  Yes

Foreclosure?  No  Yes

Bankruptcy?  No  Yes

**Property Information**

Property zip \*  Property type \*

Property state \*  Units

Property city \*  Occupancy type \*

Comp source

My comp plan: BP:  Fixed Fee: 0

Min: 1 Max: 999,999

Purchase price \*  Est. value \*

Loan amount \*  Sub Financing

LTV \*  CLTV

Seller contribution:

Apply seller contribution to discount?  No  Yes

100% of your compensation will be paid by the borrower:

3rd party closing costs

Add UW & Doc fee:

Total 3rd party costs:

Total 3rd party and compensation costs:

Allowable lender credit: 15,558  
LC cannot be applied to Compensation

Amount to be applied:

Discount to buy the rate down:

Remaining cash from borrower for fees after lender credit:

Amount to be built into pricing:

Borrower paid broker comp:

Base pricing:

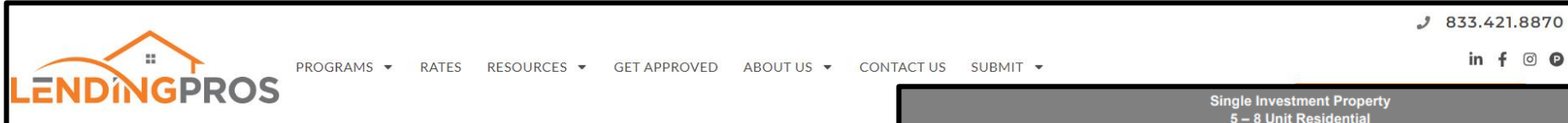
Credit applied to 3rd party:

Target price:

Net Target price:

Rate	APR	30 Day Price	Rebate/Discount	P&I
<b>Lending Pros - Wholesale - 5-8 units Non-QM DSCR 5-8 Units 30 Yr Fixed</b>				
7.375	7.542	98.375 <input checked="" type="checkbox"/>	\$7,495	\$3,185
7.499	7.641	98.625 <input checked="" type="checkbox"/>	\$6,342	\$3,224
7.625	7.742	98.875 <input checked="" type="checkbox"/>	\$5,189	\$3,264
7.750	7.841	99.125 <input checked="" type="checkbox"/>	\$4,036	\$3,304
7.875	7.914	99.625 <input checked="" type="checkbox"/>	\$1,730	\$3,344
7.999	8.012	99.875 <input checked="" type="checkbox"/>	\$577	\$3,384
8.125	8.125	100.000 <input checked="" type="checkbox"/>	\$0	\$3,424

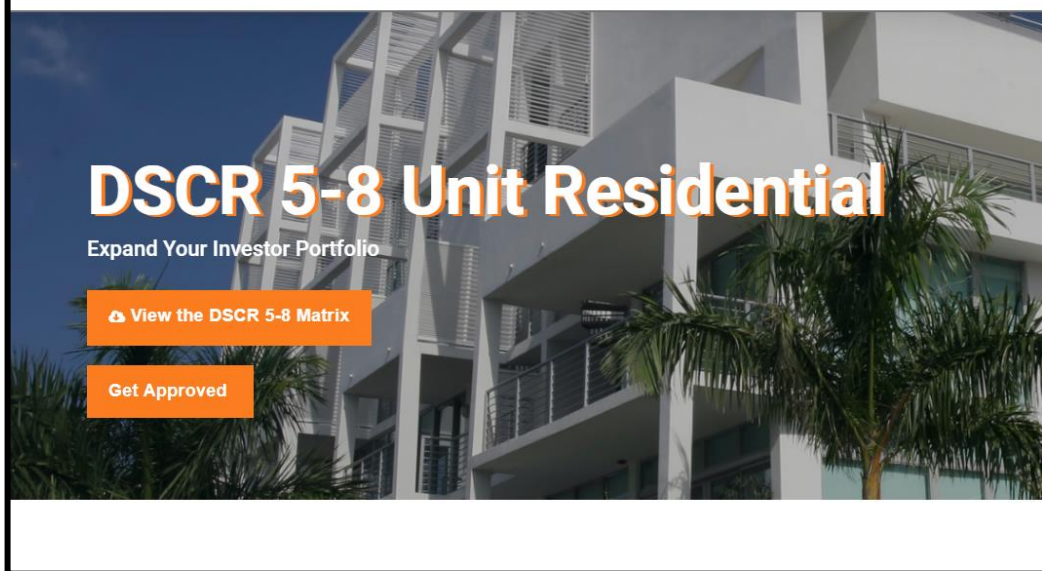
# RESOURCES, RATES, MATRICES



833.421.8870

PROGRAMS ▾ RATES RESOURCES ▾ GET APPROVED ABOUT US ▾ CONTACT US SUBMIT ▾

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## DSCR 5-8 Unit Residential

Expand Your Investor Portfolio

[View the DSCR 5-8 Matrix](#)

[Get Approved](#)

Single Investment Property 5 – 8 Unit Residential						
DSCR					Loan Programs	<ul style="list-style-type: none"> <li>• 15-Year Fixed (180 Months)</li> <li>• 30-Year Fixed (360 Months)</li> <li>• 30-Year Fixed IO (120 mos IO + 240 mos Amort)</li> <li>Maximum loan term cannot exceed 30 years</li> </ul>
Loan Amount	FICO	Purchase	Rate/Term	Cash-Out		
\$1,500,000	720	75%	75%	65%	Product Type Residential 5-8 Units	
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DSCR					Loan Purpose	Purchase, Rate/Term and Cash-Out
DSCR					Occupancy	Investment
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General Requirements					State Restrictions	See State Licensing Map on website
Investor Experience					Cash In Hand	\$1.0MM max, 65% max LTV
<ul style="list-style-type: none"> <li>• Experienced Investor: Must have at least ONE of the following:                             <ol style="list-style-type: none"> <li>1) Owned 2 or more properties greater than most recent 12 months</li> <li>2) Owned 1 investment property for greater than 24 months</li> <li>3) Ownership in commercial RE within last 12 months</li> </ol>                             First Time Investor/Inexperience Investor Ineligible                         </li> </ul>			<b>Property Requirements</b> <ul style="list-style-type: none"> <li>• Appraisals to be dated no more than 120 days prior to Note date</li> <li>• New appraisal required if dated more than 120 days prior to Note date</li> <li>• Full interior inspection of all units with photos required</li> <li>• Acceptable appraisal forms:                                     <ul style="list-style-type: none"> <li>- FHLMC 71A</li> </ul> </li> <li>• Transferred appraisals not allowed</li> <li>• Attachments required for appraisal reports:                                     <ul style="list-style-type: none"> <li>- Rent Roll</li> <li>- Income and Expense Statement</li> <li>- Photos of subject including exterior/interior and street scene</li> <li>- Aerial photo</li> <li>- Sketch or floor plan of typical units</li> <li>- Area map</li> <li>- Plot plan or survey</li> <li>- Appraiser qualifications</li> </ul> </li> </ul>			
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<ul style="list-style-type: none"> <li>• Housing History: 0 x 30 x 24</li> </ul>			<b>Property Restrictions</b> <ul style="list-style-type: none"> <li>• Properties &gt; 2 acres not allowed</li> <li>• Rural properties and Leaseholds Ineligible (Contact AE for complete list of ineligible property types and transactions)</li> </ul>			
<ul style="list-style-type: none"> <li>• Credit Event: BKFC/SSDIL/Mod: ≥ 36 Mos seasoning</li> </ul>			<b>Property Condition</b> <ul style="list-style-type: none"> <li>• No fair or poor ratings</li> <li>• No environmental issues (storage or use of hazardous material e.g., Dry Cleaners, Laundromat)</li> <li>• No health or safety issues (e.g., broken windows, stairs)</li> <li>• No excessive deferred maintenance that could become a health or safety issue for tenants</li> <li>• No structural deferred maintenance, (e.g., foundation, roof, electrical, plumbing)</li> </ul>			
<ul style="list-style-type: none"> <li>• Interested Party Contributions (IPC): May not exceed 3%</li> </ul>			<b>Seasoning Requirements</b>			
<ul style="list-style-type: none"> <li>• Prepayment Penalty: Refer to PPP Matrix for state specific details</li> </ul>			<b>Rate/Term Refinance</b> <ul style="list-style-type: none"> <li>• Acquired ≤ 6 months - Lesser of the current appraisal value or purchase price plus documented improvements (if any) is used</li> <li>• Acquired &gt; 6 months - Appraised value is used</li> </ul>			
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<ul style="list-style-type: none"> <li>• Leased Units                             <ul style="list-style-type: none"> <li>- Existing leases with ≥ 6 mos initial term to be provided</li> <li>- Month-to-month leases allowed w/ prior lease of ≥ 6 months &amp; most recent 2 mos receipt</li> <li>- Individual room leases, Single Room Occupancy (SRO) or boarder leases ineligible</li> <li>- Commercial use of the unit is not allowed</li> <li>- STR income not permitted, considered a vacant unit and no income used</li> </ul> </li> </ul>						
<ul style="list-style-type: none"> <li>• Unleased Units: Maximum 2 vacancies</li> </ul>						

# MARKETING AVAILABLE



## DSCR 5-8 UNIT RESIDENTIAL

EXPAND YOUR INVESTOR PORTFOLIO

### PROGRAM HIGHLIGHTS

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- Purchase, Rate and Term and Cash-Out
- Residential 5 - 8 Units
- Occupancy: Investment
- \$2 Million Max Loan Amount
- Min FICO 680
- 15 -YR Fixed, 30 -YR Fixed
- 5/6 ARM, 7/6 ARM (Max Loan Term cannot exceed 30 years)
- Minimum DSCR  $\geq$  1.00

**DSCR is Expanded!**



*THANK YOU*



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