



# WELCOME!

JULY 2025  
MONTHLY BROKER WEBINAR  
NEW P&L ONLY / DSCR NO RATIO



# WEBINAR HOST



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

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**Shaun Dennison, EVP Non-QM Lending**

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## Today's Agenda:

- **P&L+3 Months Bank Statements**
- **P&L Only**
- **DSCR Highlights/No Ratio**
- **Resources**



## Non-QM & Closed-End Seconds July Special

### 25 BPS Non-QM (all programs except DSCR 5-8) & Closed-End Seconds July Special

#### •75 BPS Improvement when combined with Non-QM Select

- Add 50 BPS for Non-QM Select
- 50 BPS Select + 25 BPS Non-QM July Special = 75 BPS Improvement

## FHA/VA July Specials

25 BPS Price Improvement on ALL FHA/VA (Excludes CalHFA & Jumbo, can be combined with SELECT)\*

#### •Get **60 BPS** when combined with our Select Government Special

- Add 35 BPS Select improvement on Government Loans FICO=> 680 & Loan Amount =>\$250K
- 35 BPS Select + 25 BPS FHA/VA July Special = 60 BPS Improvement

*\*25 BPS Price Improvement does not require Select and may be used on its own.*

*Specials are valid for loans locked 7/1/2025 through 7/31/2025. Offers subject to change at any time, terms and conditions apply.*

*Special applies to all Non-QM, FHA, VA loans, including low/high balance, Closed-End Seconds, and DPA Programs excluding CalHFA DPA programs and Jumbo Programs. Also excludes HELOCs. Offers subject to change at any time, terms and conditions apply. Specials may not be combined with any other price improvement or special unless indicated in the offer.*

*Loans may qualify for additional price improvement with Select Specials as indicated on our Prime and Non-QM Rate sheets. These specials, and their details may change at any time and are subject to the loan qualifying as 'Select'.*

*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.*

*\*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.*



# UPDATES ON NON-QM

# Build Your Business with Non-QM!

In 2024, Non-QM loans accounted for around 5% of total mortgage originations, according to CoreLogic, reflecting a steady rise in demand from borrowers who don't fit the mold of traditional financing.

Looking ahead, S&P Global predicts that in 2025, Non-QM loans will make up nearly 30% of non-agency mortgage-backed securities.\*



**We are #1 in Non-QM Originations!**

For AZ, CA, CO, OH, LA, MA, MI, NC & TX

Forecasa Non-QM Pulse Report 2023-2025

OCMBC and its DBA Companies

# P&L+ 3 MONTHS BANK STATEMENTS

## Profit and Loss Statement (P&L)

Income/Revenue must be supported by the provided bank statements. Total deposits per bank statements, minus any inconsistent deposits, must be no more than 10% below income/revenue reflected on P&L. The bank statements and P&L must cover the same period.

Expenses must be reasonable for type of business

Qualifying income is Net Income indicated on the P&L divided by the number of months it covers

P&L completed by licensed 3<sup>rd</sup> party tax preparer:

**\*\*CPA, EA, CTEC, Tax Attorney, PTIN\*\***

TAYLOR TOBIAS 2021 YTD PROFIT & LOSS JAN 2021 - JUNE 22ND 2021	
INCOME	
COMMISSIONS:	\$316,717
TOTAL INCOME:	\$316,717
EXPENSES:	
ADVERTISING:	\$32,762
CAR AND TRUCK EXPENSES:	\$5,853
RENT:	\$3,450
DEDUCTIBLE MEALS:	\$3,773
UTILITIES:	\$819
PHONE:	\$1,489
OFFICE EXPENSE:	\$1,879
LEGAL FEES:	\$750
TOTAL EXPENSES:	\$50,775
NET INCOME:	\$265,942
Taylor Tobias	6/22/21

## Example:

- ✓ P&L indicates \$316,717 in gross revenue (\$52k per month) – when comparing to bank statement deposits, this is our target
- ✓ Bank statement deposits total \$48k on average over 3 months
- ✓ Calculated deposits are 8% less than P&L revenue
- ✓ **Qualifying Monthly Income in this example =  $\$265,942/6 = \$44k$**
- ✓ Why \$44k? Bank statement deposits are within 10% of P&L revenue and qualifying income is net income from P&L
- ✓ What happens if the bank statement income exceeds the 10% threshold? Obtain additional bank statements until threshold is met. If 10% variance is never realized, file will come a bank statement loan.

# P&L Only!

S.Holmes Detective Agency	
Profit and Loss	
December 2022 - November 2023	
	TOTAL
<b>INCOME</b>	
Consulting Services	78,020.00
Product Sales	25,000.00
<b>Total Income</b>	<b>\$103,020.00</b>
<b>COST OF GOODS SOLD</b>	
Purchases	16,000.00
<b>Total Cost of Goods Sold</b>	<b>\$16,000.00</b>
<b>GROSS PROFIT</b>	<b>\$87,020.00</b>
<b>EXPENSES</b>	
Advertising	5,000.00
Bad debts	1,375.00
Bank charges	57.00
Car Expenses	
Gas	132.74
Insurance	425.00
License/Registration	236.00
Repairs	336.28
<b>Total Car Expenses</b>	<b>1,130.02</b>
Direct Labour/Subcontracts	8,765.00
Dues and Subscriptions	615.93
Home Office Expenses	
Insurance	1,580.00
Rent Expense	6,150.00
<b>Total Home Office Expenses</b>	<b>7,730.00</b>
Internet	100.00
Repairs and Maintenance	865.00
Salaries	50,000.00
Telephone	2,589.00
Travel	3,269.00
<b>Total Expenses</b>	<b>\$81,495.95</b>
<b>PROFIT</b>	<b>\$5,524.05</b>

Need to ensure expenses line up with industry

- Min FICO 680
- Max LTV 80%
- \$2.5M Max Loan Amount
- 1x30x12 Allowed
- 36 Month Credit Event Seasoning
- NO Bank Statements Required!
- P&L Prepared by a Licensed Tax Preparer who filed previous tax year (PTIN Not Allowed)

# NON-QM MATRIX AT A GLANCE...

Select NonQM and Core NonQM*										
Income Types Include: Full Doc - 12, 24 months Alt Doc - 1099, WVOE, Asset Utilization, Bank Statements, P&L with 3 mos Bank Stmt, P&L Only, One Yr Self-Employment, Assets as Blended Income *Subject properties located in Essex County, NJ and Baltimore City, MD are temporarily ineligible (Subject properties in Baltimore County, MD remain eligible)										
Select NonQM					Core NonQM					
FICO to Max LTV/CLTV					FICO to Max LTV/CLTV					
Loan Amount	Credit Score	Purchase	Rate/Term	Cash-Out	Loan Amount	Credit Score	Purchase	Rate/Term	Cash-Out	
\$ 1,000,000	700+	85%	80%	75%	\$ 1,000,000	700+	90%	85%	80%	
	680+	80%	80%	75%		680+	85%	85%	80%	
	600+					600+	80%	80%	75%	
\$ 1,500,000	720+	85%	80%	75%	\$ 1,500,000	720+	90%	85%	80%	
	700+	80%	80%	75%		700+	90%	85%	80%	
	680+	75%	75%	70%		680+	85%	85%	80%	
	640+					640+	80%	80%	75%	
	600+					600+	75%	75%	70%	
\$ 2,000,000	740+	85%	80%	75%	\$ 2,000,000	740+	85%	85%	80%	
	720+	80%	80%	75%		720+	85%	85%	80%	
	700+	75%	75%	70%		700+	85%	85%	80%	
	680+	75%	75%	70%		680+	80%	80%	75%	
	640+					640+	75%	75%	70%	
\$ 2,500,000	740+	80%	80%	75%	\$ 2,500,000	740+	80%	80%	75%	
	720+	75%	75%	70%		720+	80%	80%	75%	
	700+	75%	75%	70%		700+	80%	80%	75%	
	680+	65%	65%	60%		680+	75%	75%	70%	
	660+					660+	70%	70%	65%	
\$ 3,000,000	720+	75%	75%	70%	\$ 3,000,000	720+	80%	80%	75%	
	700+	65%	65%	60%		700+	75%	75%	70%	
	680+	60%	60%	55%		680+	70%	70%	65%	
	660+					660+	60%	60%	55%	
> \$3,000,000 See Guides for Appraisal & Credit Overlay					\$ 3,500,000	740+	70%	70%	65%	
						720+	70%	70%	65%	
						680+	60%	60%	55%	
					\$ 4,000,000	660+	50%	50%	45%	
						740+	65%	65%	60%	
						720+	60%	60%	55%	
						700+	50%	50%	45%	
LOAN PROGRAMS										
Fixed • 15-Year Fixed • 30-Year Fixed • 40-Year Fixed • Nonstandard Terms Available			ARM • 5/6 SOFR (2/1/5 Cap) • 7/6 SOFR (5/1/5 Cap) • Not Available on Select NonQM			Interest Only (IO) • 30-Year Fixed IO (120 mos, IO + 240 mos Amortization) • 40-Year Fixed IO (120 mos, IO + 360 mos Amortization) • 5/6 IO SOFR (2/1/5 Cap) • 7/6 IO SOFR (5/1/5 Cap) Not Available on Select NonQM				
	Select NonQM				Core NonQM					
Max LTV	Non-Owner Occupied - 75% 2nd Home - 75% Condo - 85% (FL Condo - 75%) Condo Non-Warrantable - NA (FL Condo - NA) 2 Unit - 80%   3-4 Unit - 75% Rural - NA				Non-Owner Occupied - 85% 2nd Home - 85% Condo - 85% (FL Condo - 75%) Condo Non-Warrantable - 75% (FL Condo - 65%) 2 Unit - 85%   3-4 Unit - 80% Rural - 70%					
Min Loan Amount	\$150,000				\$125,000					
Interest Only (IO)	Not Allowed				• 640 min FICO • 80% max LTV • Reserves based on IO payment					
Housing History	0 x 30 x 24 Rent free not allowed				0 x 30 x 12 1 x 30 x 12: 5% LTV reduction, > \$2.5M: 10% LTV reduction, \$3.5M max LA 1 x 60 x 12 (must be 0 x 60 in most recent 6): 10% LTV reduction, > \$2.5M: 15% LTV reduction, \$3.0M max LA 1 x 30 x 6: 10% LTV reduction, > \$2.5M: 20% LTV reduction					
Credit Event (BK/SS/FC/DIU/CCC)	48 Months Multiple unrelated credit events not allowed				36 Months (12 mos seasoning on discharged BK 13 or CCC w/pay history allowed) 24 Months - 10% LTV reduction, \$3.5 max LA (discharged BK 13 or CCC w/pay history allowed) 12 Months - 15% LTV reduction, \$3.0 max LA (discharged BK 13 or CCC allowed)					
DTI	45% max				• 50% max, 45% max if ≥ 85% LTV ( 50-55% allowed w/restrictions, see product details below)					
P&L Only	Not Allowed				• 80% max LTV • 660 min FICO • \$2.5M max LA • 1 x 30 x 12 allowed • 36 mos credit event seasoning					



# DSCR HIGHLIGHTS NEW NO RATIO DSCR!

- LTV's Up to 85% on Purchase/R&T
- Less disclosures (NON TRID) – no CD/LE...close with a HUD
- Credit
  - Down to 620 FICO CORE DSCR
  - Down to 640 FICO Sub 1 (aka  $\geq .75$ )
  - Down to 700 FICO No Ratio (aka  $< .75$ )
  - 3 FICO scores = tradeline requirement
- Vesting in an Entity - Use the FICO of the largest % owner of the Entity (LLC, Partnership, S-Corp, C-Corp)
- Loan Amounts - \$100k to \$3.5M
- Transaction: Cash-out eligible w/  $< 6$ -month ownership seasoning
- Mortgage is not reported on credit (just don't default)
- Experienced and Inexperienced (first time investors allowed)
- Unlimited financed properties
- Terms
  - 15, 30 and 40yr Fixed
  - 5/6 SOFR and 7/6 SOFR
  - Non-Standard terms
  - IO Available (not available on 15-year term)
- Brokers do not need to be licensed in states that don't require licensing
- Gift Funds Allow up to 100%
  - This includes Gift of Equity
- Reserves for subject property only
- Interested Party Contribution (IPC) up to 6%
- DSCR 5-8 now available!
  - \$250k - \$2M
  - I/O available



# DSCR MATRIX AT A GLANCE...

NonQM Investor Programs																			
Non-Owner Occupied Investment Properties, 1-4 Units only																			
Select DSCR - Ratio 1.25					Core DSCR - Ratio 1.0					Sub1 DSCR - Ratio ≥ .75 - < 1.0					No Ratio DSCR - Ratio < .75				
FICO to Max LTV/CLTV					FICO to Max LTV/CLTV					FICO to Max LTV/CLTV					FICO to Max LTV/CLTV				
Loan Amount	Credit Score	Purchase	Rate/Term	Cash-Out	Loan Amount	Credit Score	Purchase	Rate/Term	Cash-Out	Loan Amount	Credit Score	Purchase	Rate/Term	Cash-Out	Loan Amount	Credit Score	Purchase	Rate/Term	Cash-Out
\$ 1,000,000	720+	75%	75%	70%	\$ 1,000,000	720+	85%	85%	75%	\$ 1,000,000	720+	75%	70%	65%	\$ 1,000,000	720+	70%	65%	60%
	700+	75%	75%	70%		700+	80%	80%	75%		700+	70%	70%	65%		700+	65%	65%	60%
	680+					680+	80%	80%	75%		680+	70%	70%	65%		680+			
	640+					640+	75%	75%	70%		640+	70%	70%	65%		640+			
	620+					620+	70%	70%	65%		620+					620+			
\$ 1,500,000	720+	75%	75%	70%	\$ 1,500,000	720+	85%	85%	75%	\$ 1,500,000	720+	65%	65%	60%	\$ 1,500,000	720+	65%	65%	55%
	700+	75%	75%	70%		700+	80%	80%	75%		700+	65%	65%	60%		700+	60%	60%	55%
	680+					680+	80%	80%	75%		680+	65%	65%	60%		680+			
	640+					640+	70%	70%	65%		640+	65%	65%	60%		640+			
	620+					620+	65%	65%	60%		620+					620+			
\$ 2,000,000	740+	75%	75%	70%	\$ 2,000,000	740+	80%	80%	75%	\$ 2,000,000	740+	60%	60%	55%	\$ 2,000,000	740+	60%	60%	55%
	720+	70%	70%	65%		720+	80%	80%	75%		720+	60%	60%	55%		720+	60%	60%	55%
	700+	70%	70%	65%		700+	75%	75%	70%		700+	60%	60%	55%		700+	55%	55%	50%
	680+					680+	75%	75%	70%		680+	60%	60%	55%		680+			
	640+					640+	70%	70%	65%		640+	60%	60%	55%		640+			
\$ 2,500,000	740+	75%	75%	70%	\$ 2,500,000	740+	80%	80%	75%	\$ 2,500,000	740+	55%	55%	50%	\$ 2,500,000	740+	55%	55%	
	720+	70%	70%	65%		720+	80%	80%	75%		720+	55%	55%	50%		720+	55%	55%	
	700+	70%	70%	65%		700+	75%	75%	70%		700+	55%	55%	50%		700+	55%	55%	
	680+					680+	75%	75%	70%		680+	55%	55%	50%		680+			
	640+					640+	70%	70%	65%		640+	55%	55%	50%		640+			
\$ 3,000,000	740+	65%	65%	60%	\$ 3,000,000	740+	75%	75%	70%	\$ 3,000,000	740+	50%	50%	45%	\$ 3,000,000	740+			
	720+	60%	60%	55%		720+	75%	75%	70%		720+	50%	50%	45%		720+			
	700+	60%	60%	55%		700+	70%	70%	65%		700+	50%	50%	45%		700+			
	680+					680+	70%	70%	65%		680+	50%	50%	45%		680+			
	640+					640+	65%	65%	60%		640+	50%	50%	45%		640+			
\$ 3,500,000	740+				\$ 3,500,000	740+	65%	65%	60%	\$ 3,500,000	740+				\$ 3,500,000	740+			
	720+					720+	65%	65%	60%		720+					720+			
	680+					680+					680+					680+			
	640+					640+					640+					640+			
	620+					620+					620+					620+			
	Select DSCR				Core DSCR					Sub1 DSCR					No Ratio DSCR				
Max LTV	Condo - 75% (FL Condo - 70%) NW Condo - NA 2-4 Unit - NA Rural - NA				Condo - 80% (FL Condo - 70%) NW Condo (Max \$3.0M) - 75% (FL Condo - 65%) 2-4 Unit - 80% Rural - 65%					Condo - 60% (FL Condo - 50%) NW Condo - 60% (FL Condo - 50%) 2-4 Unit - 60% Rural - NA					Condo - 60% (FL Condo - 50%) NW Condo - 60% (FL Condo - 50%) 2-4 Unit - 60% Rural - NA				
Min Loan Amount	\$250,000				\$100,000					\$100,000					\$100,000				
DSCR	1.25 min ratio				1.00 min ratio   > 80% 1.20 min ratio					0.75 min ratio					No min ratio				
Interest Only (IO)	• Qualify on IO Payment ALL States • Reserves based on IO Payment • 640 min FICO • 80% max LTV																		
Housing History	0 x 30 x 12				1 x 30 x 12 Inexperienced Investors: 0 x 30 x 12					0 x 30 x 12					0 x 30 x 12				
Credit Event (BK, SS, FC, DL, CCC)	48 months				36 months - FC/CCC 12 months - BK Ch 13 w/pay history   24 months - SS/DL/BK Ch 7					36 months					36 months				
Short Term Rentals	Not allowed				• 5% reduction • 80% max LTV • 70% max LTV - C/O					Not allowed					Not allowed				
Reserves	3 mos, cash-out cannot be utilized				> 65% LTV: 3 mos, cash-out can be utilized					6 mos, cash-out cannot be utilized					6 mos, cash-out cannot be utilized				
	Inexperienced Investors: 3 mos, cash-out cannot be utilized   Loan Amt: > \$3.0M, 12 mos, > \$2.0M, 6 mos, cash-out cannot be utilized Additional financed properties - Not applicable																		

# Resources on our Website!

The screenshot displays the LendingPros website interface. At the top, the LendingPros logo is on the left, and a navigation menu with links for PROGRAMS, RATES, RESOURCES, GET APPROVED, ABOUT US, CONTACT US, and SUBMIT is on the right. A 'Bank Statement Calculator' button is also visible. Below the navigation bar is a large banner for 'Non-QM Programs' featuring a group of smiling people. The banner includes three buttons: 'View Non-QM DSCR Matrix', 'View Non-QM Matrix', and 'Get Approved'. Below the banner, the 'Non-QM Programs' section describes innovative programs to broaden the broker's market and lists highlights such as Bank Statement / Alt Doc, Asset Depletion, DSCR, Full Doc, 1099, 40-Year (Fully Amortized), 40-year I/O, Foreign National, and WVOE. It also mentions availability on the TPO portal technology. To the right, the 'Submit A Scenario' section prompts users to have a loan they want to discuss and provides a form with fields for First Name, Last Name, Your Role (a dropdown menu), Email, Phone Number, and Company Name. At the bottom of the form, it says 'Form: Tell Us About Your Loan'.

**Non-QM Programs**

Innovative Non-QM programs to broaden our broker's market and help them close more loans.

Highlights include:

- Bank Statement / Alt Doc
- Asset Depletion
- DSCR
- Full Doc
- 1099
- 40-Year (Fully Amortized)
- 40-year I/O
- Foreign National
- WVOE

Available on our TPO portal technology where you can register, submit, and disclose in minutes.

[Get Approved Today](#)

[Calculate your DSCR](#)

**Submit A Scenario**

Have a loan that you want to discuss with our experienced team? Drop the details here.

First Name\*

Last Name\*

Your Role\*

Please Select

Email\*

Phone Number\*

Company Name

Form: Tell Us About Your Loan

## Resources on our website!

- Matrices
- Rate Sheets
- Price your Non-QM
- EZCalc/EZStructure
- Calculate your DSCR
- Webinar
- Recordings/Decks
- Marketing Material
- Get Approved
- Access to Portal
- Forms
  - Business Narrative



# THANK YOU

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