



Broker Webinar July 2026

**Close More Investor Deals with DSCR
Fusion and DSCR 5-8!**

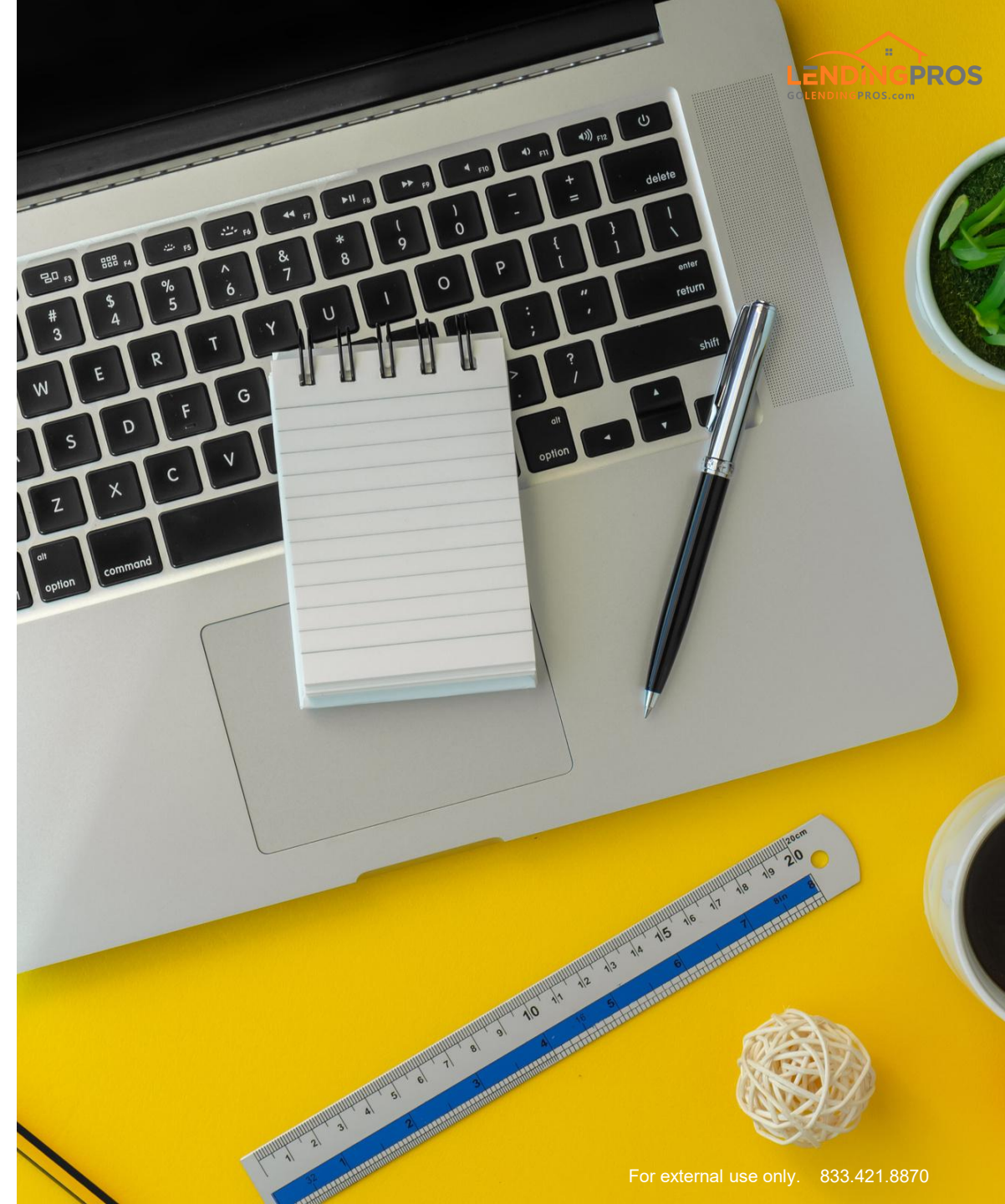
WEBINAR HOST



Jenny Beck, Director of Learning and Development



Shaun Dennison, EVP Non-QM



UP TO 25 BPS PRICE IMPROVEMENT

PIPELINE POWER UP SPECIALS ARE HERE!

For Loans Locked July 1st - 31st, 2026

July Pricing Specials Provide A Surge Of Opportunity For Your Pipeline!

Here for a limited time for loans locked July 1st – 31st, 2026.

Non-QM Select & Core Pricing Improvement

- 25 BPS Price Improvement (includes Closed-End Seconds and DSCR 5-8)

Government (FHA , VA & USDA) Pricing Improvements

- 25 BPS on FHA, VA & USDA
 - FICO 600+ Non-Select Standard & High Balance
 - Excludes DPA and CalHFA
- 12.5 BPS on FHA, VA & USDA Select
 - Includes Select Standard & High Balance
 - Includes FHA Streamlines and VA IRRRLs

Closed-End Seconds Specials: eligible only in conjunction with LendingPros first liens. See our Closed-Ends Seconds matrix for details. Loans originated in US Territories and the following states are ineligible: MI NJ, NY, TN, TX, WV. 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. July Special Offers valid for loans locked between 7/1/2026 and 7/31/2026. All offers are subject to change without prior notice. Rate and price improvements are applicable only to qualifying loan programs and borrowers, and not all applicants will qualify. Specials cannot be combined with any other offer or price exception unless explicitly stated. Terms, restrictions, and conditions apply. This is not a commitment to lend. Loans may qualify for additional price improvement with Select Specials as indicated on our Prime and Non-QM Rate sheets. 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 external use only. 833.421.8870



Grow Your Business With Non-QM!

In today's session you will discover flexible solutions, key product highlights, and insights that can help position you as the PRO your clients can trust!

DSCR GENERAL HIGHLIGHTS

- LTV's Up to 85% on Purchase/R&T
- ****NEW**** LTV's up to 80% Cash-out!! (\$1M / 720 FICO)
- ****NEW**** UNLIMITED CASH OUT available!!! (65% LTV, 1.20+ DSCR, 720+ FICO, Experienced Investor)
- Less disclosures (NON TRID) – no CD/LE...close with a HUD
- Credit
 - Down to 620 FICO CORE DSCR (1.0)
 - Down to 640 FICO Sub 1 (.75 -.99)
 - Down to 700 FICO No Ratio (< .75)
 - All borrowers must have a minimum of 2 credit scores with all 3 repositories attempted
- Vesting in an Entity - Use the FICO of the largest % owner of the Entity (LLC, Partnership, S-Corp, C-Corp)
 - Husband and Wife own 50/50? - Use "higher" FICO to qualify
- Loan Amounts - \$100k to \$3.5M
- Transaction: Cash-out eligible w/ < 6-month ownership seasoning
- Recently listed for sale + C/O = ok @ delisted 1 day prior to application

- Mortgage is not reported on credit (just don't default)
- Experienced and Inexperienced (first time investors allowed)
- Unlimited financed properties (scale)
- 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) → 6% regardless of LTV
- **DSCR 5-8 up to \$3M loan amount / 75% Max LTV / IO available**
- **DSCR Fusion: FUSE Rental income + Asset utilization (business assets are eligible!!)**
- DSCR Foreign National – No credit / No FICO – no problem

DSCR+ASSETS UTILIZATION = DSCR FUSION

Give your Sub1 DSCR LTV's a boost by fusing rental income with Asset Utilization!

The DSCR ratio is integrated with Asset Utilization, providing investors with the ability to leverage assets for investment property purchases or refinances.

- **How does DSCR Fusion work? Benefits?**

- It all starts with DSCR Sub1 (.75 - .99 ratio) and knowing we have an option to enhance LTV's and pricing
 - This option is **DSCR FUSION**
- Does the borrower need an additional 5% increase on LTV or want 25bp price improvement vs Sub1?
- Does the borrower have additional assets not being used in qualification?
- We can put those additional assets to work and "fuse" them w/ rental income using DSCR Fusion!!
- $\text{Additional assets} / 60 = \text{additional income for our DSCR Fusion ratio}$
- FUSION (blended with Asset Utilization) ratio is required to be 1.15 DSCR (1.15 DSCR ratio is the minimum target)
- If target ratio is met (1.15), borrower now qualifies for DSCR Fusion program = improved LTV's and pricing!

DSCR+ASSET UTILIZATION = DSCR FUSION

The following Asset Utilization criteria applies:

Asset Utilization Calculation Policy:

- Qualified monthly Asset Utilization is the total balance of eligible assets minus all funds used for down payment, closing costs and reserves divided by 60-months irrespective of the amortized term of the loan.
- Vesting in an entity? Business assets are eligible – Entity assets can be used along with personal assets to qualify!

Example of Qualifying Asset Utilization for a 30-year loan:

- Savings Account balance is \$80,000 (\$80,000 useable toward the calculation)
- Stock Fund balance is \$20,000 (\$18,000 usable toward the calculation – 10% haircut for investment account)
- Usable asset total is \$98,000 divided by 60 = \$1,633 available for asset utilization in conjunction with rental income to drive a higher DSCR ratio (1.15 is target).
- We will use this \$1633 in an example calculation on the following slide

DSCR FUSION CALCULATION

DSCR Fusion is calculated by adding gross rents and Asset Utilization, then dividing by qualifying PITIA/ITIA (yes, if I/O, we will use the I/O payment in the DSCR calculation)

Example:

- Purchase Money Transaction
- Monthly PITIA = \$7,650
- Estimated Monthly Market Rent (Form 1007) = \$7,500
- Existing Lease Monthly Rent = Not available
- Usable Assets = \$1,633



Ratio Calculation:

Gross rental income + Qualifying Asset Utilization / PITIA (or ITIA) = Fusion DSCR (Ratio)

****Initial DSCR: $\$7,500 / \$7,650 = .980$ DSCR****

****Final FUSION DSCR: $\$7,500 + \$1,633 = \$9,133 / \$7,650 = 1.19$ DSCR****

MATRIX COMPARE...

DSCR Fusion - DSCR + Asset Utilization					Sub1 DSCR - Ratio ≥ .75 - < 1.0				
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	720+	80%	75%	70%	\$ 1,000,000	720+	75%	70%	65%
	700+	75%	75%	70%		700+	70%	70%	65%
	680+	75%	75%	70%		680+	70%	70%	65%
	640+					640+	70%	70%	65%
	620+					620+			
\$ 1,500,000	720+	70%	70%	65%	\$ 1,500,000	720+	65%	65%	60%
	700+	70%	70%	65%		700+	65%	65%	60%
	680+	70%	70%	65%		680+	65%	65%	60%
	640+					640+	65%	65%	60%
	620+					620+			
\$ 2,000,000	740+	65%	65%	60%	\$ 2,000,000	740+	60%	60%	55%
	720+	65%	65%	60%		720+	60%	60%	55%
	700+	65%	65%	60%		700+	60%	60%	55%
	680+	65%	65%	60%		680+	60%	60%	55%
	640+					640+	60%	60%	55%
\$ 2,500,000	740+	60%	60%	55%	\$ 2,500,000	740+	55%	55%	50%
	720+	60%	60%	55%		720+	55%	55%	50%
	700+	60%	60%	55%		700+	55%	55%	50%
	680+	60%	60%	55%		680+	55%	55%	50%
	640+					640+	55%	55%	50%
\$ 3,000,000	740+				\$ 3,000,000	740+	50%	50%	45%
	720+					720+	50%	50%	45%
	700+					700+	50%	50%	45%
	680+					680+	50%	50%	45%
	640+					640+	50%	50%	45%
\$ 3,500,000	740+				\$ 3,500,000	740+			
	720+					720+			
	680+					680+			
	660+					660+			
DSCR Fusion					Sub1 DSCR				
Condo - 75% (FL Condo - 50%) NW Condo - 65% (FL Condo - 50%) 2-4 Unit - 65% Rural - NA					Condo - 70% (FL Condo - 50%) NW Condo - 60% (FL Condo - 50%) 2-4 Unit - 60% Rural - NA				
\$100,000					\$100,000				
Initial DSCR w/out Asset Utilization: ≥ 0.75 - ≤ 0.99 ratio Final DSCR w/Asset Utilization: ≥ 1.15					0.75 min ratio				

DSCR 5-8 GENERAL ELIGIBILITY

Reach more Investors with our DSCR 5-8 Unit program!
#1 program drawing interest right now!!

Available for **Experienced** Investors!

**First Time Investors/Inexperienced Investors are now eligible w/
Experienced Investor co-borrower!!**

- What is an experienced investor? Borrower(s) with history of owning/managing NOO income producing real estate for 1 year in the last 3 years. Simple!

****RECENT EXPANSIONS****

- Purchase/R&T up to \$3,000,000 max loan amount!!
- ADU's are now acceptable as dwelling units!! (max dwelling units = 8)
 - Example: 5-unit property + 3 ADU = eligible



DSCR 5-8 GENERAL ELIGIBILITY

Product Features

- ✓ Minimum FICO 680
- ✓ MAX LTV 75%
- ✓ Minimum DSCR 1.00
 - ✓ DSCR= Eligible monthly rents/PITIA (Or ITIA if I/O)
- ✓ Investment Properties only (all units must be NOO)
- ✓ Residential 5-8 Units
- ✓ Interest Only available- I/O payment will be used to qualify DSCR ratio
- ✓ Min Loan Amount \$350,000 - Max Loan Amount \$3MM
- ✓ Purchase, Rate/Term, and Cash-Out
- ✓ Cash In Hand \$1MM max, 65% Max LTV
- ✓ Mixed Use Properties are NOT eligible
- ✓ Licensing and Entity vesting flexibility apply
- ✓ Business purpose: LPC/BPC + YSP available
- ✓ Recommendation: "Google is our Friend" – Property condition – Initial concerns?

DSCR BORROWER 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

DSCR 5-8 MATRIX AT A GLANCE...

Single Investment Property 5 – 8 Unit Residential						
Loan Amount	DSCR				Loan Programs	• 15-Year Fixed (180 Months) • 30-Year Fixed (360 Months) • 30-Year Fixed IO (120 mos IO + 240 mos Amort) Maximum loan term cannot exceed 30 years
	FICO to Max LTV/CLTV					
	FICO	Purchase	Rate/Term	Cash-Out		
\$1,500,000	720	75%	75%	65%	Interest Only	Qualify with IO payment based on 10yr IO term
	700	75%	75%	65%		
	680	70%	65%	60%		
\$2,000,000	720	70%	70%	65%	Product Type	Residential 5-8 Units
	700	70%	65%	65%	Loan Purpose	Purchase, Rate/Term and Cash-Out
	680	65%	65%	60%	Occupancy	Investment
\$2,500,000	720	65%	60%	60%	Loan Amounts	• Min: \$350,000 • Max: \$3,000,000
	700	65%	60%	60%		
	680					
\$3,000,000	720	60%	55%		Geographic Restrictions	• See State Licensing Map on website • All subject properties located in Baltimore City, MD (and it's neighborhoods) are temporarily ineligible
	700	60%	55%			
	680					
DSCR						
• Minimum DSCR ≥ 1.00 • DSCR = Eligible monthly rents/PITIA (loans with an interest only feature may use the ITIA payment) • Reduce qualifying rents by any management fee reflected on the appraisal report						
Investor Experience	• Experienced Investor: Borrower(s) with history of owning & managing non-owner occupied income-producing investment real estate for at least 1 year within the last 3 years • Only 1 borrower has to meet the Experienced Investor definition			Appraisals	• Appraisals to be dated no more than 120 days prior to Note date • New appraisal required if dated more than 120 days prior to Note date • Full interior inspection of all units with photos required • Acceptable appraisal forms: • FHLMC 71A/71B, FNMA Form 1050, or a similar short form for 5+ unit residential properties • Narrative reports are also acceptable w/sales approach with repeat sales analysis	
Borrowers	• U.S Citizens, Permanent Resident Aliens, Non-Permanent Resident Aliens • Foreign Nationals, ITIN, DACA are not allowed				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	
Housing History	• 0 x 30 x 12 & 1 x 30 x 24					
Credit Event	• BK/FC/SS/DIL/Mod: > 36 Mos seasoning					
Interested Party Contributions (IPC)	• May not exceed 3%					
Prepayment Penalty	• Refer to PPP Matrix for state specific details					
Income Requirements				Review Product	• Commercial Sales and Income BPO (exterior) is required on all properties • Appraised value used when BPO is greater than or no more than 10% below appraised value • BPO value used when BPO is more than 10% below appraised value	
Income	• Leased - Use lower of estimated market rent or lease agreement • Reduce qualifying rents by any management fee reflected on the appraisal report. Purchases only - 8% fixed expense factor applied if management fee is not listed. • Use 75% of market rents for vacant unit, no more than 2 vacant units allowed • STR income ineligible, considered a vacant unit and no income used			Property Restrictions	• Properties > 2 acres not allowed • Rural properties and Leaseholds ineligible (Contact AE for complete list of ineligible property types and transactions)	
Leased Units	• Existing leases with ≥ 6 mos initial term to be provided • Month-to-month leases allowed w/prior lease of ≥ 6 months & most recent 2 mos receipt • Individual room leases, Single Room Occupancy (SRO) or boarder leases ineligible • Commercial use of the unit is not allowed • STR income not permitted, considered a vacant unit and no income used			Property Condition	• No fair or poor ratings • No environmental issues (storage or use of hazardous material e.g., Dry Cleaners, Laundromat) • No health or safety issues (e.g., broken windows, stairs) • No excessive deferred maintenance that could become a health or safety issue for tenants • No structural deferred maintenance, (e.g., foundation, roof, electrical, plumbing)	
Unleased Units	• Maximum 2 vacancies					

MARKETING MATERIAL

[Marketing - LendingPros \(golendingpros.com\)](http://golendingpros.com)

The screenshot shows the LendingPros website with the following elements:

- Header:** LENDINGPROS logo, navigation links: PROGRAMS, RATES, RESOURCES, GET APPROVED, COMMERCIAL.
- Main Content Area:**
 - Left side: "Approved? Complete the online HELOC Addendum" button, "HELOC Addendum .pdf" link.
 - Right side: "Get Approved Lending" button.
 - Center: A dropdown menu for "RESOURCES" with options: PRIME FORMS, CALCULATORS, NON-QM FORMS, VA SPONSORSHIP FEE PAYMENT, EZCALC FORM, BROKER TRAINING, WEBINARS, MARKETING (highlighted), ORDER APPRAISAL.
 - Bottom: "Our Home E" text, "HELOCpro Matrix" button, "edit - Nov" text, "MARKETING FLYER" button, "TRADE EVENTS" button.

The image shows two overlapping marketing flyer templates:

- Left Flyer (DSCR FUSION):**
 - Header:** DSCR FUSION
 - Text:** Rental Income + Asset to Qualify
 - Image:** Two men smiling.
 - Section:** Low Ratio DSCR Loans!
 - Section:** PROGRAM HIGHLIGHTS
 - Qualifying Ratio: Rental Income + PITIA or ITIA
 - Max loan amount \$2,500,000
 - Asset you can use: 401K, Retirement in the bank, stocks, bonds, IRAs,
 - 2-4 Unit properties and Condominiums
 - 80% LTV for Purchase, 75% for Refinance
 - 70% LTV for Cash-Out Refi
 - Footer:** Phone icon and contact information.
- Right Flyer (DSCR 5-8 UNIT RESIDENTIAL):**
 - Header:** DSCR 5-8 UNIT RESIDENTIAL
 - Text:** EXPAND YOUR INVESTOR PORTFOLIO
 - Image:** A modern multi-story residential building.
 - Section:** PROGRAM HIGHLIGHTS
 - Purchase, Rate and Term and Cash-Out
 - Residential 5 - 8 Units
 - Occupancy: Investment
 - \$3 Million Max Loan Amount
 - Min FICO 680
 - 15 -YR Fixed, 30 -YR Fixed
 - Minimum DSCR ≥ 1.00
 - Transferred appraisals accepted
 - Text:** DSCR is Expanded! Our DSCR 5-8 Program is designed for investors.
 - Footer:** Phone icon and contact information.

QUESTIONS





LendingPros, 19000 MacArthur Blvd, Ste 200, Irvine, CA 92612 | Phone: 833.421.8870 | LendingPros is a registered DBA of OCMBC, Inc. NMLS ID #2125. Programs and rates are subject to change without notice. Underwriting terms and conditions apply and not all applicants will qualify. Turn time estimates are not warranted or guaranteed. Intended for use by real estate and lending professionals only and not for distribution to consumers. OCMBC, Inc. is licensed in the following states that require specific licensing disclosures: AZ (#0909401), CA (#FL) Loans made or arranged pursuant to the California Financing Law, Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act (#4130724). GA Georgia Residential Mortgage Licensee (#20571). IL MB.6759942 Illinois Department of Financial and Professional Regulation, Division of Banking, 100 West Randolph, 9th Floor, Chicago, IL 60601 1-888-473-4858. MA Lender (#ML2125). MO Missouri Mortgage Company License #2125 In-State Office: Missouri In-State Branch License #2396190 3636 S. Geyer Road, Suite 100, Office 134, St. Louis, MO 63127. RI Rhode Island Licensed Lender. NJ Licensed by the N.J. Department of Banking and Insurance. VA NMLS ID #2125. Also licensed in AK, AL, AR, CO, CT, DC, DE, FL, HI, IA, ID, IN, KS, KY, LA, MD, ME, MI, MN, MS, MT, NC, ND, NE, NH, NM, NV, OH, OK, OR, PA, SC, SD, TN, TX, UT, VT, WA, WI, WV, and WY. Not licensed or conducting business in New York. For more licensing information, visit the Nationwide Multistate Licensing System's Consumer Access website www.nmlsconsumeraccess.org. Copyright 2026.

For external use only 833.421.8870.