

## *Alternative Products Team*

### **Bullet Points for Commercial Loans as a Broker Only**

- Loan sizes from 75k to 5MM
- All Loans are No Income and 30 Year Fixed
- Short Term Bridge Loans for Commercial and Residential
- They have Fix and Flip financing for Commercial and Residential
- This is a 650 Mid Score with 75% LTV
- Closing is 2 weeks
- They do Residential and we can use this for Short Term Vacation Rentals



# FlexTerm Loan

Customize loans to meet the individual needs of each investor.  
 Designed for real estate investors seeking lower payments on a long-term, fixed-rate loan with no balloon payment.

Property Types, Terms, and Rates				Loan Amounts up to \$5,000,000.
Tier		Investor 1-4 SFR, Condo, and 2-4 Units	Multi-Family and Mixed-Use 5+ Unit Multi-Family and Mixed-Use	Commercial Office, Retail, Warehouse, Self-Storage, and Automotive
	Fixed Term	30-Year	30-Year	30-Year
	LTV Max	75%	75%	70%
1	FICO ≥ 750	9.49%	10.99%	11.49%
2	FICO 700-749	9.99%	11.49%	11.99%
3	FICO ≥ 650	10.74%	12.24%	12.74%

Loan Programs			
Options	Long-Term Fixed	Interest Only Fixed	Add .25 to above rates.
Term	30 years   Shorter terms available.	5 years I/O.	
Amortization	Fully amortized loan.	25 years following initial I/O period.	
Prepayment Penalty	5-year declining prepay: 5%, 4%, 3%, 2%, 1%.		
Prepay Buydown	Reduce 1 year by adding .25% fee. Min 1-year penalty.		
No Prepay States	1-6 units in NJ (title held as an individual) and 1-4 units in NM = no prepay, add 1% to rate or 1% in fee.		
Rate Buydown	1-point fee = .375% rate reduction.   Minimum Rate 8.74%.		
Refinance Transactions	Add .50% to the rates shown above for all refinance transactions.		

Investor 1-4 Guidelines	
Loan Amounts	\$2MM max.
LTV Rate Adjuster (Investor 1-4 only.)	Reduce interest rate by -.125 for every 5% below LTV max (floored at 50%).
Experience	First time buyers are ineligible for investment 1-unit properties.

General Guidelines	
Purpose	Purchase, Rate-Term Refinance, Cash-Out Refinance.
Loan Amounts	\$75K - \$5MM.   Minimum loan amount for Multi-Family, Mixed-Use and Commercial is \$100K.
Credit Score	650 minimum (mid FICO).
Rebates	1-point rebate = .50% add-on to rate.   Max rebate 1%.
Broker Compensation	Maximum is 5% of the loan amount, including broker fees.
Loans < \$250K	Add 50 bps to the matrix rate for Multi-Family, Mixed-Use and Commercial properties.
Lending	Locations nationwide. (For ineligible locations, contact your Account Executive for details.)
Experience	First time investor = 5% LTV reduction for all property types.
Income Verification	Simple documentation.
Appraisal Process and Fee	Contact your Account Executive to learn about our streamlined process and cost.
Impounds	Required for property taxes and insurance.
Foreign Investors	65% maximum LTV.
CLTV	90% maximum CLTV.



\*See licensing matrix for broker requirements. This marketing is not intended for consumer use.

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## ARV Pro Loan

The best short-term solution for acquiring and improving property value.

Designed for "fix-and-flip" investors who are seeking a short-term, interest-only loan to acquire and improve a property based on its "as repaired value" (ARV).

### Property Types, Terms, and Rates

Investor 1-4 (SFR, Condo, and 2-4 Units)

Tier	Credit Score	Rates – Interest Only	LTC / LTARV
1	FICO ≥ 700	12.74%	80% / 75%
2	FICO 650-699	13.24%	80% / 75%

### General Guidelines

Purpose	Provide funds to improve or rehab properties. (Purchase and refinance OK.)
Loan Amounts	\$75K - \$2MM up to 75% of the ARV and 80% of "as-is" value.
Initial Loan Amount	80% (Lower of purchase price or current value.)
Improvements	Schedule of improvements required. (Inspection fees per draw apply.)
Term	1-year, interest only. 6 month extension at 1% in fee.
Credit Score	650 minimum (mid FICO).
Prepayment Premium	None.
Rate Buydown	1-point fee = .375% rate reduction. (Maximum .75% rate reduction.)   Minimum Rate 8.74%.
Broker Fees	Maximum is 5% of the loan amount, including broker fees.
Lender Fees	2% + underwriting fee of \$999.

### Underwriting Guidelines

Lending	Nationwide, except for rural properties. Contact your loan officer for details.
Experience	Proof of prior real estate investment or ownership. 70% maximum LTV for first-time investors.
Income Verification	Simple documentation.
Down Payment	Must be sourced.
Heavy Rebuild / Add-Ons	Rehab proceeds >50% of loan amount case-by-case basis. No ground up construction
Appraisal Process	Contact your Account Executive to learn about our streamlined process and cost.
Impounds	None.
Foreign Investors	65% maximum LTV.



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# Flex I/O Loan

A short-term, interest-only loan.

Designed for investors seeking short-term financing with no prepayment penalties.

## Property Types, Terms, and Rates

Investor 1-4 (SFR, Condo, and 2-4 Units)

Tier	Credit Score	Purchase		Refinance	
		Rate	LTV	Rate	LTV
1	FICO ≥ 725	11.24%	75%	12.00%	75%
2	FICO 700-724	11.50%	75%	12.24%	75%
3	FICO 675-699	12.50%	75%	13.24%	75%

## General Guidelines

Purpose	Purchase and refinance transactions.*
Loan Amounts	\$75K - \$2MM.
Term	24 months, interest only.
Credit Score	675 minimum.
Prepayment Premium	None.
Rate Buydown	1-point fee = .375% rate reduction. (Maximum .75% rate reduction.)   Minimum Rate 8.74%.
Broker Fees	Maximum is 5% of the loan amount, including all broker fees.
Lender Fees	2% + underwriting fee of \$999.

## Underwriting Guidelines

Lending	Locations nationwide. (For ineligible locations, contact your Account Executive for details.)
Experience	First Time Investor MAX 65% LTV.
Income Verification	Simple documentation.
Down Payment	Must be sourced.
Appraisal Process	Contact your Account Executive to learn about our streamlined process and cost.
Impounds	None.
Foreign Investors	65% maximum LTV.



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# Fast50 Loan

A low LTV loan with easy credit requirements.

Designed for investors with derogatory credit issues and high equity seeking quick and easy credit qualification.

Property Types, Terms, and Rates				Loan Amounts up to \$5,000,000.
Tier		Investor 1-4 SFR, Condo, and 2-4 Units	Multi-Family and Mixed-Use 5+ Unit Multi-Family and Mixed-Use	Commercial Office, Retail, Warehouse, Self-Storage, and Automotive
	Fixed Term	30-Year	30-Year	30-Year
	LTV Max – Purchase	Max 50%	Max 50%	Max 50%
1	FICO ≥ 750	8.74%	10.24%	10.74%
2	FICO 700-749	9.24%	10.74%	11.24%
3	FICO 650-699	9.99%	11.49%	11.99%

Loan Programs			
Options	Fixed Full Amortization	Fixed Interest Only	Add .25 to above rates.
Term	30 years   Shorter terms available.	5 years I/O	
Amortization	30 years.	25 years following initial I/O period.	
Loan Amounts	\$75K - \$5MM.		
Prepayment Penalty	5-year declining prepay: 5%, 4%, 3%, 2%, 1%.		
Prepay Buydown	Reduce 1 year by adding .25% fee. Min 1-year penalty.		
No Prepay States	1-6 units in NJ (title held as an individual) and 1-4 units in NM = no prepay, add 1% to rate or 1% in fee.		
Rate Buydown	1-point fee = .375% rate reduction.   Minimum Rate 8.74%.		

Investor 1-4 Guidelines	
Loan Amounts	\$2MM max.
Experience	First time buyers are ineligible for investment 1-unit properties.

General Guidelines	
Lending	Locations nationwide. (For ineligible locations, contact your Account Executive for details.)
Refinance Transactions	Add .50% to the rates shown above for all refinance transactions.
Rebates	1-point rebate = .50% add-on to rate.   Max rebate 1%.
Broker Compensation	Maximum is 5% of the loan amount, including broker fees.
Bankruptcy/NOD	Discharge 1 day.
Mortgage Lates	OK.
Title Seasoning	1 day.
Income Verification	Simple documentation.
Appraisal Process and Fee	Contact your Account Executive to learn about our streamlined process and cost.
Impounds	Required for property taxes and insurance.
Foreign Investors	OK.
Credit Score	650 minimum (mid FICO).



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