



Non-QM  
The GMFS Difference!

Updated April 2024

# Agenda

1. Overview
2. Products
3. Exceptions
4. Resources



# Non-QM Expansion

**Non-QM will  
experience  
continued growth  
in 2023**

72 million millennials, many who are a part of the 16 million self-employed U.S. workforce, are starting to turn 40 and raise families.\*

The number of entrepreneurs and small business owners has also skyrocketed.

Retired baby boomers are driving increased demand for luxury and second homes.

Originators are adopting Non-QM at a rapid pace to fill the refinance void.

Non-QM strengthens and diversifies referral base.

Non-QM supports borrowers underserved by the traditional mortgage industry.

\* Source: Pew Research Center "The self-employed are back at work in pre-COVID-19 numbers, but their businesses have smaller payrolls" "As Millennials Near 40, They're Approaching Family Life Differently Than Previous Generations"

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Not available in all states. Terms subject to qualification.

# Evolution of Non-QM Market Credit Quality

## Exhibit 16: Non-QM average details by vintage at issuance

CLTVs and FICO scores have improved consistently since Non-QM issuance in 2015

Year	WA Orig CLTV	WA Original FICO	Self-Employed (%)	WA DTI
2022	70	742	51	33
2021	70	735	57	34
2020	71	724	54	36
2019	71	725	53	36
2018	71	722	49	37
2017	73	711	47	37
2016	74	701	33	37
2015	74	688	31	36

Source: BofA Global Research, Intex, Bloomberg, KBRA

# Expanded Program: Submission Requirements & Turn Times

## Submission Requirements:

Expanded Submission Requirement Checklist  
GMFS Self Employed Business Narrative (All Self-Emp Borrowers)  
GMFS Business Purpose Occupancy Affidavit (All Investment Props)  
Loan Estimate  
Flood Cert  
1008  
Signed 1003 With Demographics  
Fraud Report (DV)  
Compliance Report (Mavent)  
Paystubs (If Applicable)  
Personal Bank Statements (If Applicable)  
Business Bank Statements (If Applicable)  
P&I (If Applicable)  
Personal Tax Returns (If Applicable)  
W2 Statements (If Applicable)  
Sales Contract (If Applicable)

## Turn Times

Exception Review and Scenarios: 72 Hours

Bank Statement Income Analysis: 72 Hours

Initial Underwrite: Up to 7 Business Days

Condition Review: Up to 4 Business Days

# Who is the Non-QM Borrower ?



**Self-Employed / 1099**



**Investors**



**Full Doc / DTI Challenges**



**Credit Challenges**

# Expanded-Prime

Borrowers Just Outside of Prime

This is our core product with our lowest rates

# Expanded Prime

## Program attributes

- 660 minimum FICO
- Loan amounts up to \$3.5 M
- LTV up to 89.99%
- 1x30x12 mortgage history acceptable
- Standard debt ratio 50%
- 30 year fixed, 30Y/40Y fixed I/O, 5/6 ARM, and 30Y/40Y 5/6 ARM I/O
- Cash Out up to \$1M
- SFR, PUD, townhomes, 2-4 units, condos, non-warrantable condos, and rural up to 15 acres
- First time home buyers allowed on primary and second homes
- No MI on Expanded Programs



# Expanded Prime: Income Options

## General requirements

- Employment must be stable with at least a 2-year history in the same job or jobs in the same field
- Income from self-employment is considered stable if the borrower has been self-employed for 2 or more years.
- Business must be in existence for at least 2 years.

Income	
Full Documentation	1 YR W-2 or Tax Return
Asset Utilization	Max 80% LTV; Purchase & Rate/Term Only
Alternative Documentation (must be self-employed for 2-years)	24* or 12 Months Personal (or) Business Bank Statements 12 Months 1099 Income 12 Months P&L Statement

- There are several options to use 1099 income:
- 1099's in the business and personal bank statement program in lieu of 12 months or 24\* months of personal or business bank statements
- Gross 1099 and YTD bank statements
- Use them in lieu of tax returns for alt doc they can do 1 or 2 years 1099

Income calculation preview only available for 12 months personal or business bank statements

\*24 months statements for seasonal businesses only

# The Bank Statement Program

# What is the Bank Statement Program?

The Bank Statement Program allows self-employed borrowers and small business owners an alternative method of documenting income. In *lieu of tax returns*, bank statements may be provided under this program. (1% - 100% ownership)

# The Bank Statement Program

The Bank Statement Program provides self-employed borrowers and small business owners with the option of documenting their income by using personal or business bank statements.

- **General requirements:** Borrowers must be self-employed for at least 2 years
- Business must be in existence for at least 2 years
- Bank statements must be consecutive, recent, and dated within 30 days of initial loan application
- Bank statements must support stable and generally predictable deposits
- Borrower(s) must be at least 25% owner of business(s) **business bank statement program only**
- Borrower(s) can be 1% - 100% owner of business(s) **personal bank statement program only**
- If business structure has changed (example: sched C to S-Corp) must have a min of 12 months bank stmt since change documented

# Business Bank Statements

# Expanded Prime: Business Bank Statement Feature

## General requirements

- 12 or 24\* -months complete Business Bank Statements (Transaction history printouts are not acceptable)
- Must be at least 25% owner of the business
- GMFS Self Employed Business Narrative Form
- Transfer deposits are backed out and large deposits
- Multiple Business accounts can be used. Each account will have its own income calculations so the statements must be uploaded separately. You can not combine business and personal accounts.

## One of the following expense factors may be used for calculation

- 50% Expense factor
- Expense Statement prepared by a third-party licensed tax professional
- P&L prepared by a third-party licensed tax professional covering the same time period as the Business Bank Statements

## Treatment of non-sufficient funds activity

- Non-Sufficient Funds (NSF) activity in the past 12 months must be satisfactorily explained by the borrower
- Excessive NSF or overdraft activity may preclude the borrower from eligibility

Income calculation preview only available for 12 months personal or business bank statements

\*24 months statements for seasonal businesses only

# Calculating Income: 50% Expense Factor

## 50% Expense Factor:

Net income is calculated by determining total eligible deposits per bank statements (minus any disallowed deposits) multiplied by 50% after accounting for the borrower's ownership percentage and divided by 12 or 24\* months.

$$\text{Income} = \frac{\text{Total Eligible Deposits} * \text{Borrower Ownership \%} * (50\%)}{12 \text{ or } 24^* \text{ Months}}$$

## Qualifying income is the lower of the following:

- Monthly net income using the 50% expense factor

\*50% Expense factor cannot be utilized if third-party documentation indicating an expense ratio greater than 50% has been disclosed.

\*24 months statements for seasonal businesses only

# Calculating Income: Expense Statement

## Expense Statement:

The expense statement must be prepared, signed, and dated by a third-party tax professional, specifying business expenses as a percentage of the gross annual sales/revenue prepared.

$$\text{Net Income} = \frac{\text{Total Eligible Deposits} * \text{Borrower Ownership \%} * (1 - \text{Expense Statement \%})}{12 \text{ or } 24^* \text{ Months}}$$

## Qualifying income is the lower of the following:

Monthly net income using the expense statement

\*24 months statements for seasonal businesses only



# Calculating Income: Profit & Loss Statement

## **P&L Statement:**

Must be prepared, signed, and dated by a third-party tax professional, covering either the same 1-or \*2-year period as the bank statements or the most recent 1 or \*2 calendar years.

Year-to-date P&L is required if the P&L is greater than 120 days old at the time of closing

Monthly gross revenue from the P&L must be supported by the business bank statements provided

Bank statement deposits must be within 20% of the gross revenue from the P&L

*Note: Total eligible deposits is used solely to validate self-employed earnings reported on the P&L*

Net Income =

Net Income from P&L \* Borrower Ownership %

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12 or 24\* Months

## **Qualifying income is the lower of the following:**

Monthly net income using the P&L

\*24 months/2 Years statements for seasonal businesses only

# Personal Bank Statements

# Expanded Prime: Personal Bank Statement Feature

## General requirements

- Business ownership 1% - 100% allowed.
- 12 or \*24 -months complete Personal Bank Statements (Transaction history printouts are not acceptable)
- 2-months most recent Business Bank Statements\*
  - Statements must evidence activity to support business operations
- Complete and signed GMFS Business Narrative Form
- 100% of deposits used for income and averaged over 12-months when analyzing the Personal Bank Statements
- Borrowers can have BOTH W2 income and self employment income and document W2/pay statement (separate job) bank statements for self employment.

## The lower of the following is used to calculate qualifying income

One of the following income calculations:

- Personal Bank Statement Average (total deposits [minus disallowed deposits] / 12 or \*24 months)

Income calculation preview only available for 12 months personal or business bank statements

\*Note: If Business Bank Statements are not available, the loan must be submitted/qualified as a Business Bank Statement Documentation Loan using Personal Bank Statements

\*24 months statements for seasonal businesses only

# The Personal Bank Statement Feature

## Documentation requirements:

- 12- or \*24-months complete personal bank statements (transaction history printouts are not acceptable)
- 2 months most recent business bank statements reflecting activity to support business operations
- Initial signed 1003 with monthly income disclosed
- GMFS Self-Employed Business Narrative Form
- Verification that the business has been in existence for at least 2 years

*Note: If business bank statements are not available, the loan must be submitted/qualified as a business bank statement documentation loan*

## Options available to calculate qualifying income:

- Personal Bank Statement Average

\*24 months statements for seasonal businesses only

# The Personal Bank Statement Feature

## Additional requirements:

- All parties listed on each bank account must be included as borrowers on the loan
- Transfers between personal accounts must be excluded when calculating income

## Large and/or unusual deposits:

- Large and/or unusual deposits may require additional documentation including letter of explanation, third party documentation, etc.



# Calculating Income: Personal Bank Statement Average

**Personal Bank Statement Average:** The personal bank statement average is calculated by using 100% of the deposits used as income (minus any disallowed deposits) and divided by 12- or 24\*- months.

$$\text{Personal Bank Statement Average} = \frac{\text{Total Deposits (minus disallowed deposits)}}{12 \text{ or } 24^* \text{ Months}}$$



**Qualifying income is the lower of the following:**

- Personal bank statement average

\*24 months statements for seasonal businesses only

# **Additional Bank Statement Program Information & Helpful Hints**

# More to Know about The Bank Statement Program

## **Additional Information:**

- Non-sufficient funds (NSF) activity in the past 12 months must be satisfactorily explained by the borrower
- Excessive NSF activity may preclude the borrower from bank statement eligibility
- Multiple accounts may be used (a combination of personal and business bank statements is prohibited)
- Large and/or unusual deposits may require additional documentation including letter of explanation, third party documentation, etc.
- Evidence of a decline in earnings may result in disqualification



# Rental Income as a Secondary Source of Income

Under the Personal or Business Bank Statement Programs, rental income received as a secondary income source may be used when:

- The most recent 3 months bank statements are provided (from an acct not used for income qualification) reflecting the rent deposits AND a copy of the fully executed lease agreement(s)
- Rental income calculated at 75% of the current lease minus the full PITIA
- Rental income reflected on lease must be in U.S. dollars (cannot be in virtual currency)

# Undisclosed Debts

If bank statements provided reflect payments made on obligations not listed on the credit report or 1003, additional information must be obtained to determine if the liability should be included in the borrower's debt to-income ratio.

If the obligation does not belong to the borrower, supporting documentation is required. If there is a non-borrower also on the account, a signed letter of explanation from the borrower is sufficient.

If the borrower is the obligor on the debt, an account statement and pay history should be obtained to review the account for acceptability. The payment must be included in the debt ratio.



# Bank Statement Calculator – Helpful Hints

## Submitting Banking Statements:

- Secure Bank statement PDF's that require a password will not be processed; our system cannot read them.
- We are unable to process a combination of business and personal bank statements on the same request.
- Submit bank statements saved as the MONTHYEAR format
- Include all pages in monthly statements, including blank pages.
- A full 12 or 24\* consecutive months is required for all submissions, DATED WITHIN 30 DAYS OF INITIAL LOAN APPLICATION.

\*24 months statements for seasonal businesses only

Income calculation preview only available for 12 months personal or business bank statements

# Bank Statements: Ineligible Deposits

Business and personal bank statements must be analyzed to identify eligible business-related deposits. Ineligible deposits must be deducted from the account balance prior to calculating income.

## **Ineligible deposits include:**

- Non-business-related account transfers
- One-time deposits
- Cash advances from credit cards
- Income sources already considered
- Product returns/credits
- Gift funds
- Credit line deposits/business financing
- Non-self-employed income (W-2, 1099, rental, etc.)
- Transfers between personal accounts (a transfer from a business account into a personal account is acceptable)

# Expanded Prime 1099 INCOME (Bank Statement Program)

# 1099 Income Documentation (Bank Statement Program)

The Bank Statement Program allows borrowers to use 1099 income documentation to replace 12- or 24-months of personal statements.

## **Documentation requirements:**

- 1099 for the most recent 1 or 2\* calendar years
- Documentation from the borrower's employer confirming the borrower has no job-related expenses
- GMFS Self-Employed Business Narrative Form (or equivalent)

## **Additional requirements:**

- Borrower must be employed with the same 1099 provider for the past 2 years
- 1099 must be validated with a wage and income transcript from the IRS
- YTD earnings must be verified via a YTD paystub, written VOE, GMFS Request for Verification of Earnings Form, or other equivalent third-party documentation, or YTD personal bank statements

\*24 months statements for seasonal businesses only

# Calculating Income: 1099 Gross Income Calculation

**1099 Gross Income Calculation:** Income is calculated by adding the gross income from the 1099 and the year-to-date bank statement income, and divided by the applicable number of months (12 month minimum).

$$\text{1099 Gross Income Calculation} = \frac{\text{1099 Gross Income} + \text{YTD Bank Statement Income}}{\text{Applicable Number of Months (12 month minimum)}}$$



**Qualifying income is the lower of the following:**

- Income using the 1099 gross income calculation

# Expanded Prime: Asset Utilization Feature



# Expanded Prime: Asset Utilization Feature



Finally, the perfect solution for individuals with high income or net-worth, those who are retired, those with no income or employment, or those with meaningful assets. Yes!

# Expanded Prime: Asset Utilization Feature

## Program attributes

- 660 minimum FICO
- Loan amounts up to \$3.5 M
- LTV up to 80%
- Both DTI & no DTI qualification options
- Purchase & Rate and Term only
- Six-month seasoning on all assets is required
- Gift funds are acceptable for down payment, closing costs, and reserves ONLY.
  - Gifts cannot be used to calculate DTI for option 1

# Expanded Prime: Asset Utilization Feature

## Qualified Assets

The following personal assets are considered Qualified Assets and can be utilized to calculate income

- 100% of checking, savings, and money market accounts
- 80% of the remaining value of stocks & bonds
- 70% of retirement assets
- No foreign assets permitted

## Options for calculating qualifying income using Asset Utilization

- Option 1: Debt Ratio Calculation

Borrowers must have a minimum of the lesser of (a) 1.5 times the loan balance or (b) \$1M in Qualified Assets, both of which must be net of down payment, closing costs, and required reserves to qualify. See the applicable GMFS Matrix for max debt ratios. The income calculation is as follows:  $\text{Monthly Income} = \text{Net Qualified Assets} / 84 \text{ Months}$

- Option 2: Total Asset Calculation

Qualified Assets must be sufficient to cover the new loan amount, down payment, closing costs, required reserves, and 5-years of current monthly obligations. There is no debt ratio calculation for the Total Asset Calculation option. Employment and Income are not required to be disclosed on the 1003.

# DSCR

## Debt Service Coverage Ratio

DSCR is a formula for determining a borrower's ability to repay a mortgage using the cash flow from the subject investment property

# What is DSCR?

## Debt Service Coverage Ratio (DSCR)

- Under the DSCR program, loan qualification is not based on personal income documentation
- The loan is qualified based on the DSCR, where the borrower utilizes cash flow from the subject property only
- No vacancy factor applied

Debt Service Coverage Ratio (DSCR) = Gross Income divided by (/) Proposed [P]ITIA\*

Gross Rental Income = \$1000.00 / Proposed PITIA = 1000.00 = 1.0 DSCR

## Calculating gross income

- If there is an executed lease agreement, use the lesser of the lease agreement or the market rent from appraisal (FNMA Form 1007 or Form 1025, as applicable), otherwise use the market rent from the appraisal
- If the executed lease agreement reflects a higher monthly rent, it may be used in the calculation when evidence of the most recent three (3) months of rent receipts are provided

\*for Interest-only loans, BOTH the DSCR calculation and qualifying payment allows for use of the interest-only payment, taxes, insurance and any HOA fees

**LTV up to 75%**

**Minimum DSCR of .75 (purchase) or 1.00 (refinance)**

# DSCR

## Program attributes

- 680 minimum FICO
- First time investors eligible up to 75% LTV
- Loan amounts up to \$2M
- Purchase & Rate and Term LTV up to 80% & Cash out LTV up 75%
- 0X30X12 mortgage history acceptable (primary and subject)
- NO Income, No employment, No DTI / DSCR ratio down to .75 (purchase only). 1.00 required for refinances
- 30 year fixed, 30 year fixed I/O, 5/6 ARM, and 5/6 ARM I/O
- 10+ properties
- LLC vesting (2 borrowers, 2 owners max allowed. Docs in borrowers name/vesting LLC)
- SFR, PUD, townhome, 2-4 units, condos, and Non-Warrantable condos
- Rural Properties (see guidelines)
- Max 5 acres
- 36 months seasoning for recent housing events
- Air BNB & VRBO possible with prev 12 months rental income documented – see guidelines for short term rental requirements

# DSCR Seasoning

## General standards applicable to a refinance transaction under DSCR

- If the property was acquired  $\geq$  6 months from application date, the appraised value may be used to determine loan-to-value
- If the property was acquired  $<$  6 months from application date, the lesser of the current appraised value or the previous purchase price plus documented improvements (if any) must be used. The purchase settlement statement and any invoices for materials/labor will be required

# DSCR Lease Requirements

## Refinance transactions

- An executed lease with no less than 3 months remaining at time of close is required for all units in the subject property
- Month-to-month tenancy is not subject to this requirement with sufficient evidence (such as a signed extension letter)
- Monthly lease payments must be consistent with market rents
- The property must not and cannot be occupied by a borrower, any member of the borrower's LLC, or any family member
- If subject property is not leased, see the DSCR matrix for LTV restrictions

**Purchase AND refinance transactions may be vacant \*See matrix**



# DSCR More to know

## Credit Score

- Credit Reports should be supplied for all borrowers
- If two borrowers, the lower of the two middle credit scores will be used for Representative Loan Score

## Employment / Income

- There is no employment verification or income analysis required
- There is no Debt-to-Income Ratio (DTI)

## Documentation

- Full asset documentation is required for purchase transactions to evidence sufficient funds to close
- Assets must be sourced or seasoned for 60 days
- IF Business assets are used – business and ownership must be verified

## Reserves

- 3 months PITI based off subject property DSCR >1.00

# DSCR More to know

## Flip Transactions

- Flip transactions allowed with some restrictions – see guidelines for details

## Multiple Financed Properties

- There is no limit on the number of other properties borrowers may currently have financed
- GMFS exposure may not exceed \$5M aggregate with a maximum of 5 loans for each individual borrower.

## Evidence of a Primary Residence

- All borrowers must own or rent a primary residence and be able to provide proof of ownership permitted

# DSCR More to know

## Ineligible Borrowers

- Partnerships, S-Corps, or Corporations
- Borrowers with diplomatic immunity or otherwise excluded from U.S. jurisdiction
- Residents of any country not permitted to transact business with U.S. companies are ineligible
  - (as determined by any U.S. government authority)
- Trust or Land Trust (trust may qualify for ownership vesting only)
- Borrowers less than 18 years old
- Loans to employees of sellers
- First-Time Home Buyers
- ITIN (Foreign Nationals)

## Cash-Out Refinance

- Cash-out proceeds may only be utilized for business purposes as prescribed on the Business Purpose Affidavit

# DSCR GIFT FUNDS

- Gift funds can be used for the down payment, closing costs, and reserves on the DSCR Program after the borrower has documented the minimum required borrower contribution.
- The 10% borrower's own funds must be documented before the gift funds can be applied.
- Signed gift letter must be provided.
- Sufficient funds to cover the gift must be verified as either currently in the donor's account or evidence of transfer into the borrower's account. Gift funds cannot come from business account.

# Non-Prime

## Borrowers Outside of Prime

Flexible solutions for borrowers recovering from recent credit events

# Non-Prime

## Program attributes

- 620 minimum FICO
- Loan amounts up to \$1.5M
- LTV up to 80%
- Standard debt ratio 50%
- 30 year fixed, 30Y/40Y fixed I/O, 5/6 ARM, and 30Y/40Y 5/6 ARM I/O
- Cash out up to \$500k
- SFR, PUD, townhome, 2-4 unit, condos, non-warrantable condos, and rural properties
- Lighter seasoning for recent housing events
- Alternative income documentation eligible: 1099's, bank statements (business or personal), 12 month P&L

# Non-Warrantable Condo Considerations

# Non-Warrantable Condo Considerations

CHARACTERISTIC	CONSIDERATIONS
COMMERCIAL SPACE	Commercial space in project up to 50%.
COMPLETION STATUS	The project, or the subject's legal phase along with other phases, must be complete. All common elements in the project or legal phase must be 100% completed. At least 50% must be sold or under a bona-fide contract. If the LTV is < 80% and credit score is > 680, a minimum of 30% presale is allowed.
CONDOTELS	True Condotel with onsite reservation desks are prohibited.
DELINQUENT HOA DUES	No more than 20% of the total units in the project may be 60 days or more past due on the payment of condominium/association fees.
INVESTOR CONCENTRATION	Investor concentration in project up to 100%.
HOA CONTROL	The developer may be in control of the condominium association provided the Master Agreement provides for the homeowners to take control upon either a predetermined percentage of unit sales or within a defined time period.
LITIGATION	<p>Projects involved in litigation are acceptable as long as the pending lawsuit(s) are not structural in nature, do not affect the marketability of units and:</p> <ul style="list-style-type: none"> <li>• Potential damages do not exceed 25% of the HOA reserves, OR</li> <li>• Documentation must be provided by the insurance carrier of the attorney representing the insurance carrier that the insurance carrier has agreed to provide the defense and the association's insurance policy is sufficient to cover the litigation.</li> </ul>
SINGLE ENTITY OWNERSHIP	Single entity ownership in project up to 30%.



# Non-Warrantable Condo Documentation

## GMFS Condominium Project Questionnaire

- A completed GMFS Condominium Project Questionnaire is required.

## Master Insurance Policy

- The HOA must maintain a master or blanket condo project insurance policy with premiums paid as an ordinary expense.
- Insurance must cover at least 100% of the insurable replacement cost of the project improvements, including the individual units.
- If the interior unit improvements are not included under the terms of the condominium policy, the borrower must have an HO-6 hazard policy (“wall-in coverage”), which is sufficient to repair the condo unit to its condition before a loss claim event.



# Ineligible Projects

- Projects comprised of manufactured homes
- Projects with units used for ‘live-work’
- Projects managed and operated as a hotel or motel
- Projects containing the word hotel or motel in the name
- Projects that restrict the owner’s ability to occupy the unit
- Projects with mandatory rental pooling agreements that require unit owners to either rent their units or give a management firm control over unit occupancy
- Projects with non-incidental business operations owned or operated by the homeowners’ association (such as a restaurant, spa, health club, etc.)
- Common interest apartments
- Timeshare or segmented ownership projects
- Continuing Care Retirement Communities or Life Care Facilities
- Multi-unit dwelling condos that permit an owner to hold title to more than one dwelling unit, with ownership of all his or her owned units evidenced by a single deed and financed by a single mortgage

# Exceptions

# Exceptions

## General standards applicable to exception requests

- Exceptions to published guidelines are considered on a case-by-case basis
- Exception requests must be supported by strong compensating factors
- Exception requests must be submitted by the seller in writing to GMFS on the GMFS Exception Request Form along with any supporting documentation

# Resources & Tools

# Resources & Tools

## Locating resources

- Visit our website, <http://gmfsintranet/Pages/DirectTeam.aspx> (Department / Direct / Expanded Products) to find:
  - Expanded Product Underwriting Guide
  - Expanded Matrices
  - Expanded Product Training Guide (this powerpoint)
  - Expanded Process and Pricing Training
  - Expanded FAQ
  - Product, Disclosure and Closing Codes
  - Recorded Training
- For questions email - [expandedprogram@gmfslending.com](mailto:expandedprogram@gmfslending.com)

## Reminder

- *Resources and tools are intended solely for the use of licensed mortgage professionals; distribution to consumers is strictly prohibited*
- *The resources and tools are designed to provide preliminary information and the results do not constitute a lock, a credit decision, an offer for the extension of credit, or a commitment to make a loan*

# Sourcing the NON-QM Borrower

# Finding the Self-Employed Business Owners and 1099 Borrowers

Realtors  
Attorneys Community  
Banks

Local Trade Unions  
Better Business  
Bureau Community  
Credit Unions



# Finding the Self-Employed Business Owners and 1099 Borrowers

## CPAS

- Tax preparers Internet /  
Yelp / Google

Business Bankers  
Hard Money Lenders  
Chamber of Commerce

# Finding the Non-QM Full Doc Borrowers

Banks

Credit Unions

Wealth Advisors  
/ Money  
Managers

Builders

# Finding the Non-QM Non-Prime Borrower

Divorce Attorneys  
Bankruptcy Attorneys  
Credit Repair Companies  
Community Banks  
Community Credit Unions  
Hard Money / Interim Lenders

# Thank you!

You are the critical link to helping qualified homebuyers achieve their homeownership objectives.

