

The background of the slide features a green-tinted image of two open-wheel racing cars on a track, viewed from an elevated angle. The cars are positioned diagonally across the frame, with the one in the foreground slightly ahead of the other. The track surface is visible with some white lines.

WELCOME TO OUR WEBINAR

**FORWARD
LENDING**



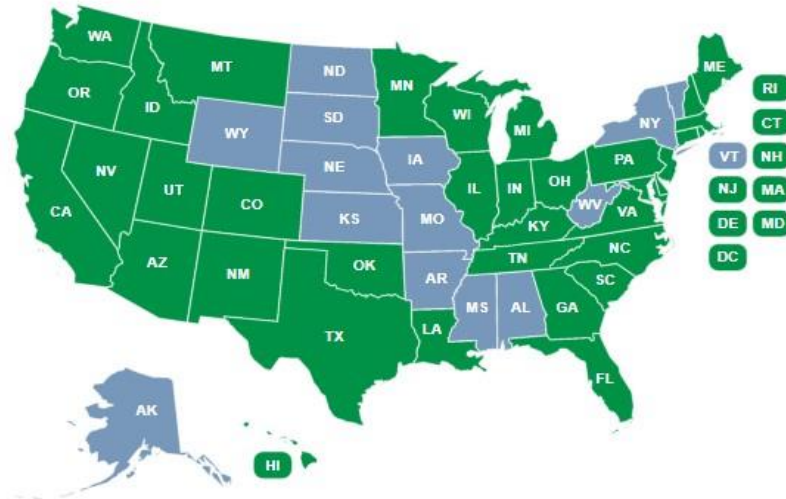
www.ForwardLendingMtg.com

Forward Lending

We Keep You Moving Forward

Speed, Quality, Service

Forward Lending provides Speed, Quality and Service. Our combination of wholesale loan products and wholesale loan rates in the industry surpass the competition. We understand our clients need loan programs that give you the competitive edge with your customers. With a variety of different home loan products and programs to choose from including unique, Non-QM loan portfolio products, there's no other place to look than *FORWARD*.



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What to Expect From Forward Lending

Efficient Execution

More Efficient

We achieve a better result by optimizing technology and our loan process to keep your files moving forward. Our in-house technology reduces turnaround times. We apply the same efficiency to our underwriting process.

Fast Execution

With a strong core competence of guidelines and programs, our production team is dynamic and decisive. They never hesitate to stride beyond boundaries, which is precisely why they're able to provide solutions that excel. Their ingenuity is unparalleled.



SPECIALS & 2-1 Buydown

Available Now

25 BPS Off!

- Conventional High Balance only
- New FICO LLPAs Reduced (see our ratesheet)
- Good for locked loans 10/1/22 – 10/31/22
- Here for a limited time only

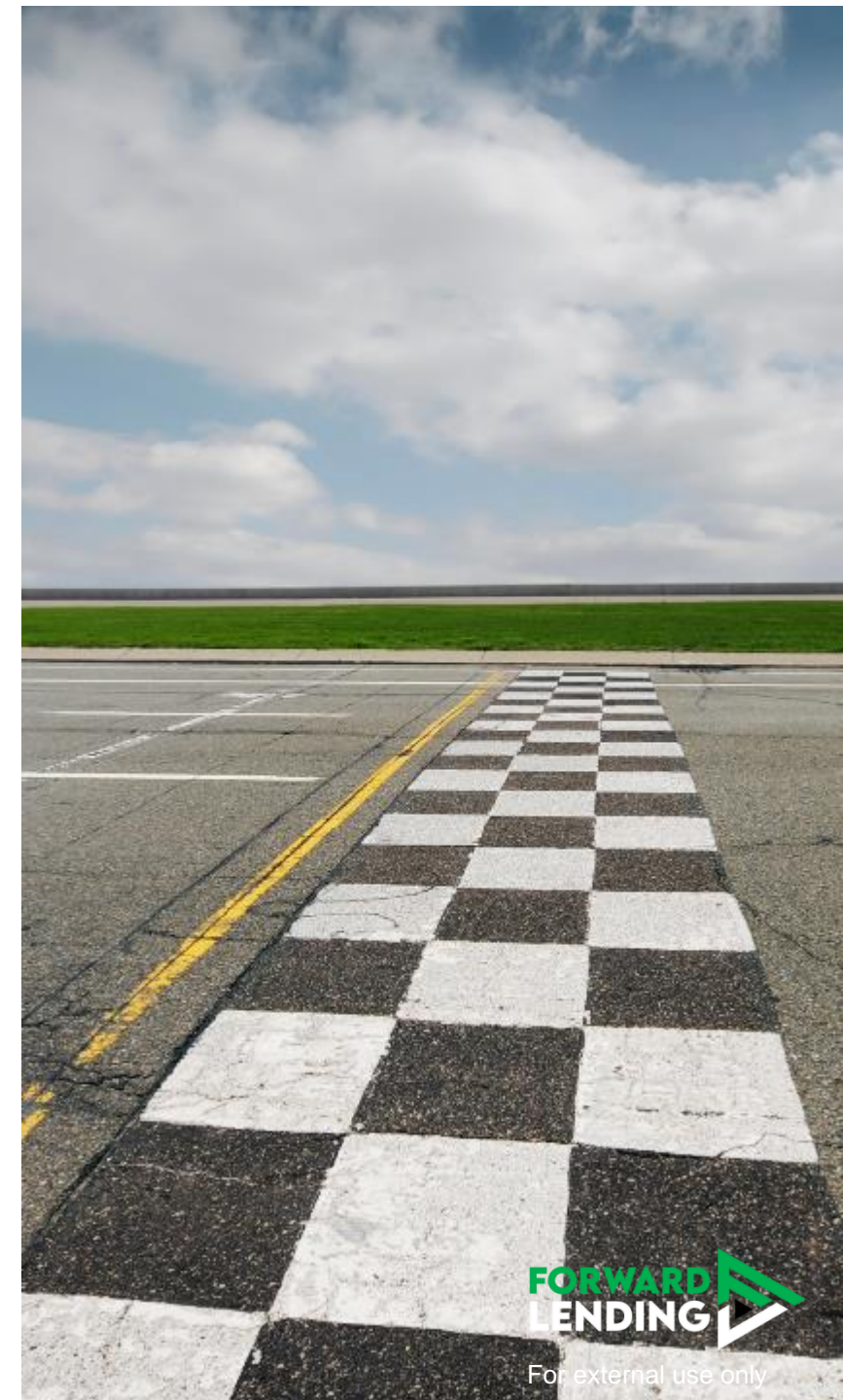
2-1 Buydown

- Give borrowers more purchasing power with this program
- 30-year Fixed Rate Mortgages
- Primary Residences Only
- Purchase Transactions only
- Buydown cost is paid by Seller/Builder concessions



Agenda:

- **Non-QM Highlights**
- **Bank Statement Overview**
- **EZCalc**
- **Resources**



Highlights about Forward Lending...

1099 ONLY

1099 Only Income Qualification
No other Income Doc needed

- Up to 90% LTV
- 660 Min FICO
- Up to \$4,000,000 Loan Amount

Bank Statements

12 & 3 Month Bank Statement Programs

- Use **100%** of Deposits on Personal Statements
- Use Up To **85%** of Deposits on Business Statements

Program Highlights:

- Up To 90% LTV, Purchase & Rate/Term
- Up To 85% LTV, Cash Out
- Min FICO 600
- Loan Amounts Up to \$4,000,000
- Couple With Asset Utilization for Extra Income
- Transfers From Business to Personal OK!

Qualify Using:

- Fixed Expense Factor
- Third Party Prepared P&L
- Third Party Prepared Expense Statement

Asset Utilization

Featuring 60 Month Qualification

- Qualify by dividing assets over 60, 84, or 360 months!
- Up to 80% LTV – Purchase or Cash Out
- Minimum FICO 640
- Owner-Occupied, 2nd Home or Investment

DSCR

DSCR for Investors

- 1 – 4 Family Properties and Condominiums Permitted
- 80% LTV for Purchase and Rate/Term
- 75% LTV for Cash Out
- Down to 640 FICO
- Gift Funds Allowed
- No Limit on Financed Properties

DSCR with NO Ratio

No DSCR Calculation!

- 60% LTV for Purchase and Rate & Term Refi
- 55% LTV for Cash Out Refi
- Max Loan Amount \$3,500,000
- Down to 640 FICO
- Gift Funds Ok
- No Max on Financed Properties



BANK STATEMENT PROGRAM- WHO QUALIFIES?

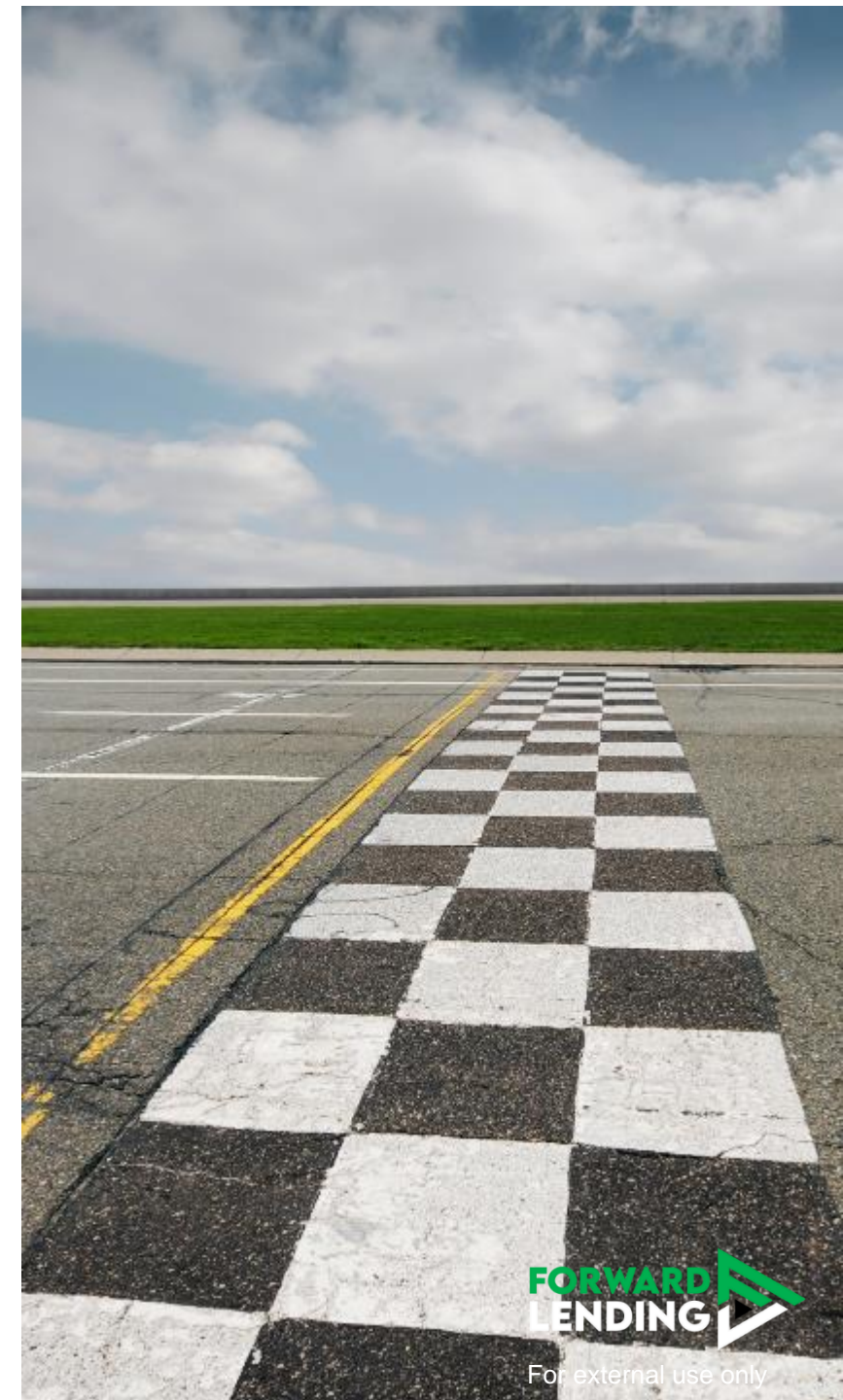
Designed for Self Employed individuals and 1099 borrowers who take full advantage of the US tax code and can best show their full income picture via bank statements instead of traditional tax returns.



BANK STATEMENT PROGRAM- HOW TO QUALIFY?

What's needed?

- 12 Months or 3 Months of Bank Statements
- Proof of Self Employment
- Forward Lending Business Narrative Form



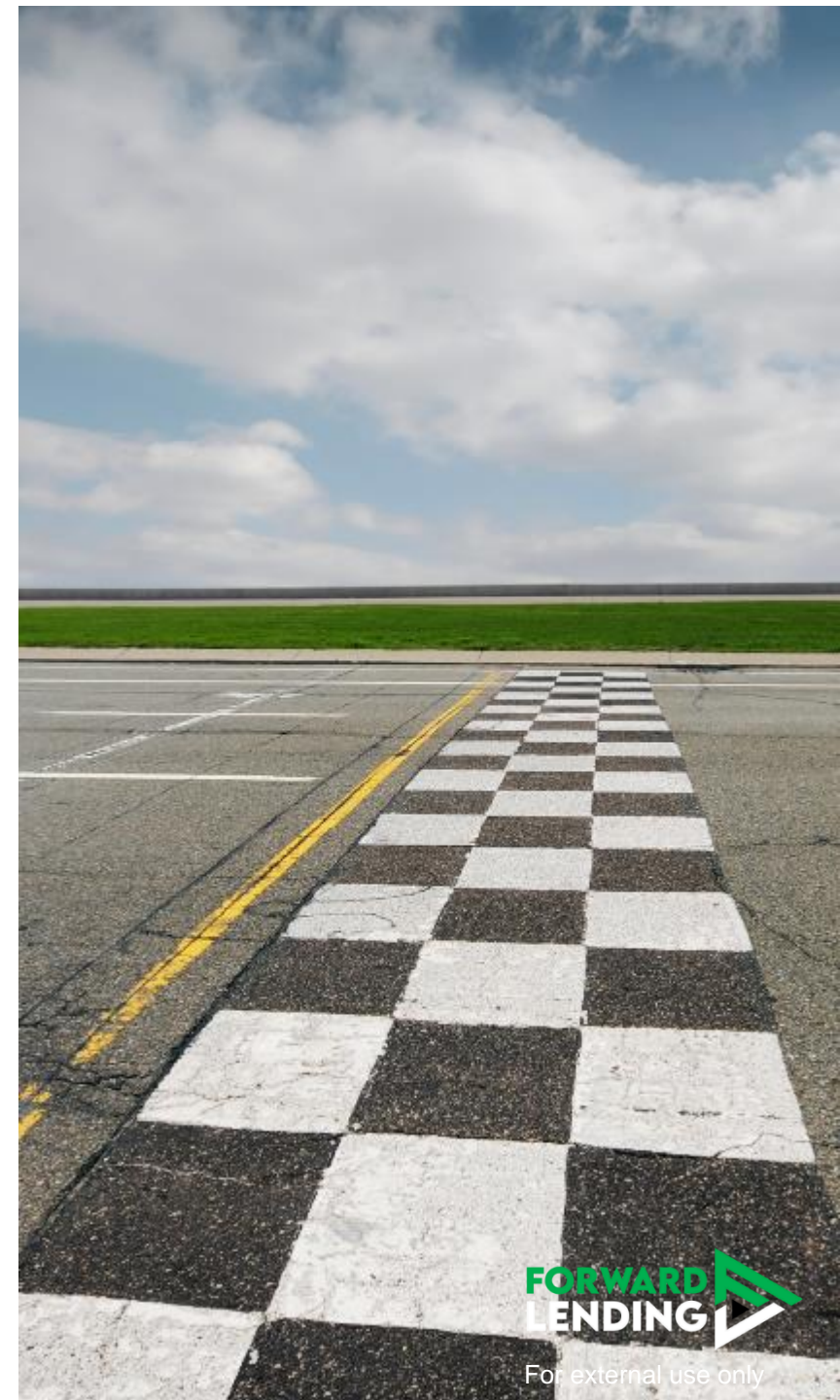
BANK STATEMENT PROGRAM- WHAT'S NEEDED?

What's Needed To Qualify:

Twelve (12) Month Program in Detail:

Requirements:

- 12 Months of Business or Personal Statements
- Proof of Self Employment via (one of):
 - Tax preparer Letter showing time of ownership and % of business owned
 - Business License
 - Corporate filing records showing ownership %

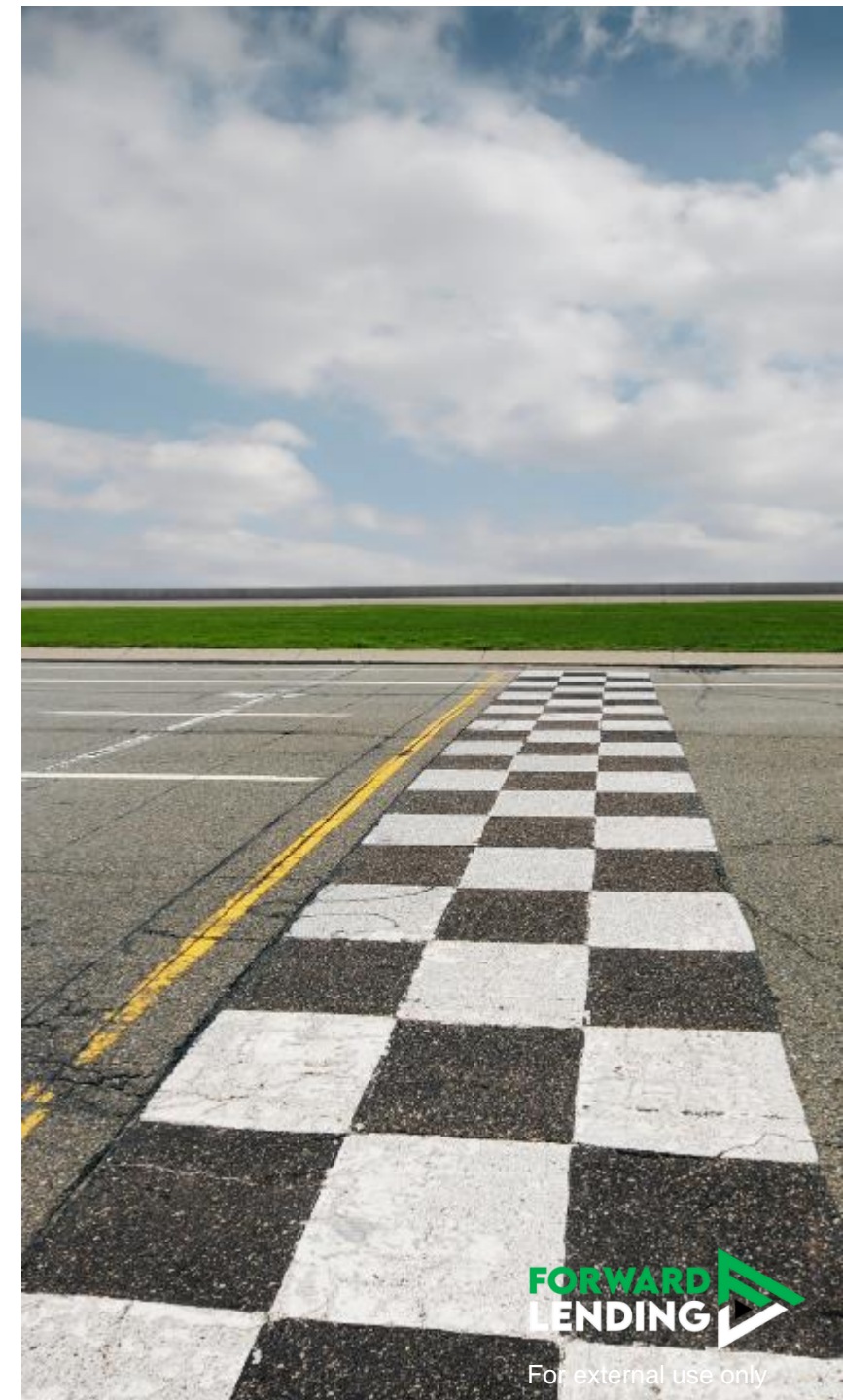


Personal Bank Statements

We can use **100% of deposits** on Personal Bank Statements

Requirements:

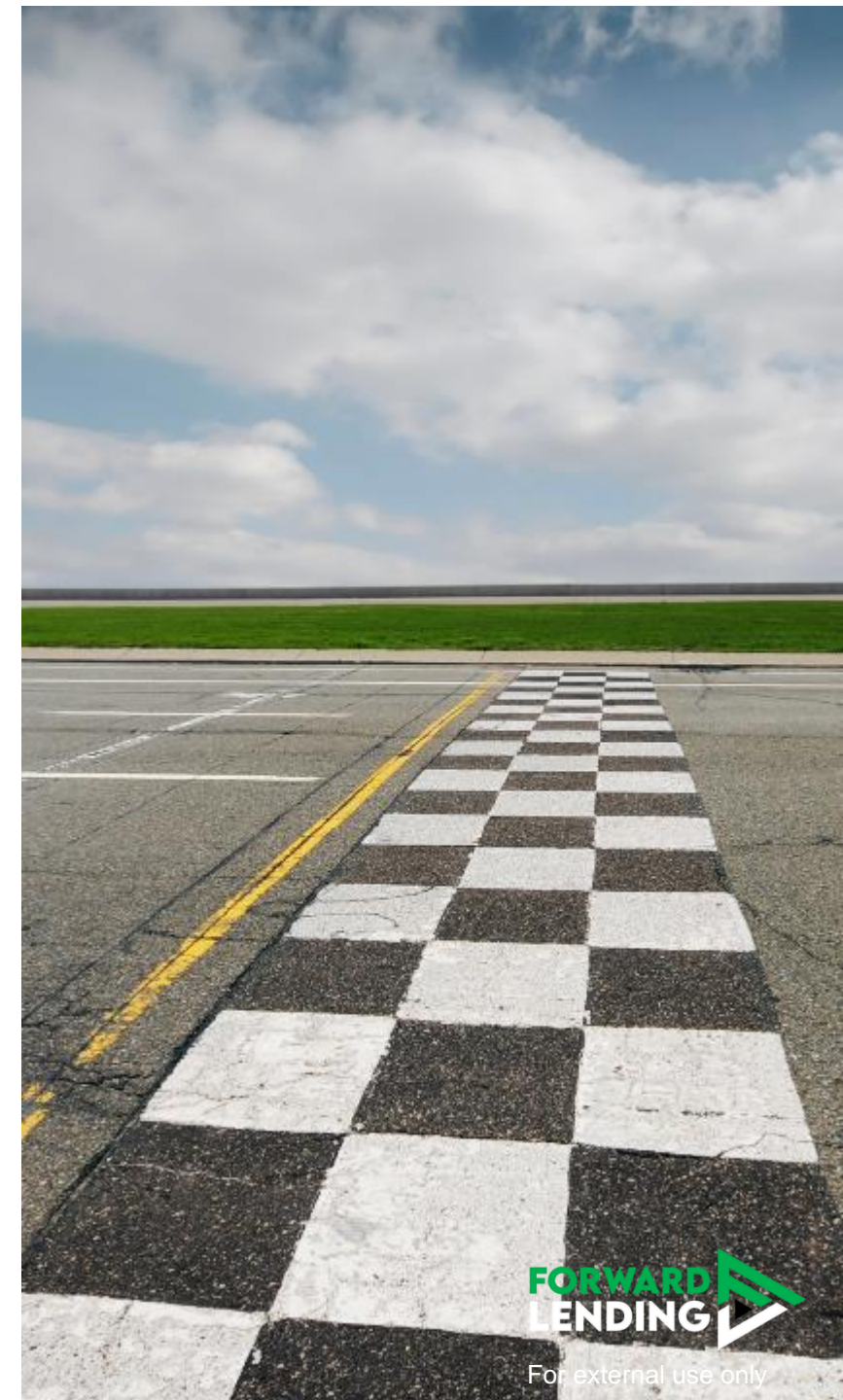
- Two months of business bank statements;
 - Must evidence activity to support business operations, and
 - May reflect transfers to the personal account
- If the personal bank statements present with names other than our borrower(s), the following is required:
 - 100% access letter from individual(s) presenting on personal bank statements.
 - LOE from individual(s) presenting on bank statements, explaining relationship with our borrower(s), whether they are employed or not, whether they are associated with the business and whether they contribute income to the bank account.



Business or Comingled (personal used as business) Statements:

Requirements:

- Forward Lending Business narrative form
 - Answer three questions and receive a fixed ratio!
 - # of employees
 - Business type
 - % of business owned
- 12 months of statements
 - We allow up to **four (4) accounts** to be used!!



Business and Comingled Statements FIXED Expense Factor Assumed

Expense Factor

Fixed Expense Ratio Table			
Number of FTE*/Contractors	0 - 1	2 - 10	10+
Service Business	20%	40%	60%
Product Business	30%	50%	70%

*FTE= Full Time Employee
Service Business Examples: Consulting, Accounting, Legal, Therapy, Counseling, Financial Planning, Insurance, IT etc.
Product Business Examples: Retail, food services/restaurants, Manufacturing, Contracting/Construction etc.





SELF-EMPLOYMENT BUSINESS NARRATIVE, QUESTIONNAIRE, AND CERTIFICATION

1. Describe the business. Please provide as much detail as possible.

2. Does the business have a physical location? ☐ Yes ☐ No

a. Does the business have more than one physical site? ☐ Yes ☐ No

b. What is the address of the business physical location?

3. How many people work for you?

a. Full-time?

b. Contractors?

4. Does the business manufacture a product that has a cost of goods? ☐ Yes ☐ No

5. Does the business buy and then resell a product? ☐ Yes ☐ No

6. If the business address is different than the home address, please explain the use of the business address.

7. What percentage of the business do you own?

8. Is there anything else about the business that is important to know to analyze the bank statements?

I/We hereby certify that this information is true, accurate, and complete. I/We understand that any misrepresentations made in this questionnaire may result in declination of our loan application.

Borrower Signature Date Co-borrower Signature Date



BANK STATEMENT CALC FORM

This Calc Form is encouraged for all bank statement programs.

Please fill in all applicable fields and email to bankstatementreview@ForwardLendingMtg.com. Please allow 24-48 hours for a reply.

CLIENT CONTACT INFORMATION

Main Contact:

Phone:

Lending AE:

APPLICANT NAMES

Name: First Name:

Name: First Name:

APPLICANT EMPLOYMENT INFORMATION

Business Type/Description:

Business Type/Description:

1. ☐ 100% or % Minimum 2 Years Self-Employment ☐ Yes ☐ No (if No, ineligible)

2. ☐ 50% or % Additional documentation will be required for verification.

Business Type/Description:

Business Type/Description:

1. ☐ 100% or % Minimum 2 Years Self-Employment ☐ Yes ☐ No (if No, ineligible)

2. ☐ 50% or % Additional documentation will be required for verification.

INCOME ANALYSIS

Following documentation for income analysis:

24 months of ☐ personal, ☐ business, or ☐ co-mingled bank statements (select months and type)

the following guidelines for all Self-Employed Bank Statements Programs:

The borrower must be self-employed to qualify for this program

640 credit score required on A, B, and B- credit grades

Bank Statements, maximum 43% DTI on Select, A, B, and B- credit grades; maximum 50% DTI on A+ credit grade

Allowed: 5 NSF's in the last 12 months with 0 the last 90 days, OR 3 NSF's in the last 12 months with max of 1 the last 90 days

ement program requires borrower to own a min of 25% of the business

BROKER COMMENTS

any income concerns or questions you may have and include other helpful information (i.e. list all qualifying bank accounts, information regarding large deposits, NSF's, PayPal/Square/Venmo/Zelle deposits, etc.) so we may better assist you.

FORWARD LENDING BANK STATEMENTS RESPONSE (SEE ATTACHED INCOME CALCULATION WORKSHEET)


NOTE: This is not a mortgage application, mortgage approval, or guarantee of funding. A complete application must be submitted, and underwriting is required for final approval.




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How to Get approved

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Get Approved

[Get Our Broker Application](#)

Get Approved With Forward Lending

Join Forward Lending, Wholesale Lending Division and get access (as thousands of Approved Mortgage Brokers have done in the past) to Prime, Government, and Non-QM loan programs for your clients.

Broker Package

[Get the PDF Version of our Package](#)

W9 FORM
Get the IRS Form, [Download](#)

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THANK YOU

FORWARD LENDING

WE KEEP YOU MOVING FORWARD



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