



www.ForwardLendingMtg.com

844.941.5626

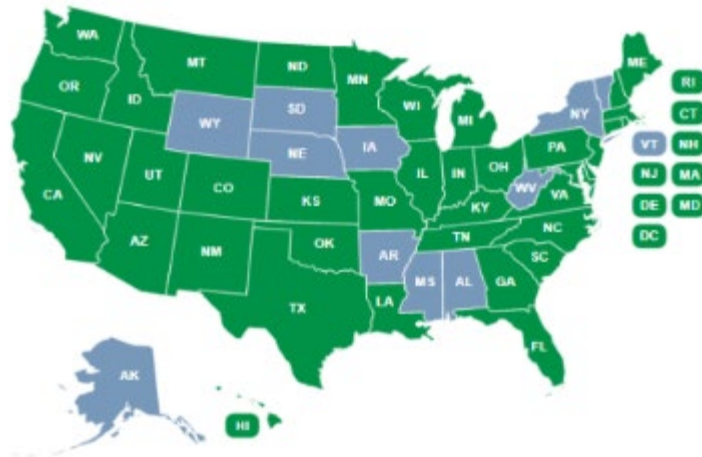
Forward Lending

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*.

Licensed States



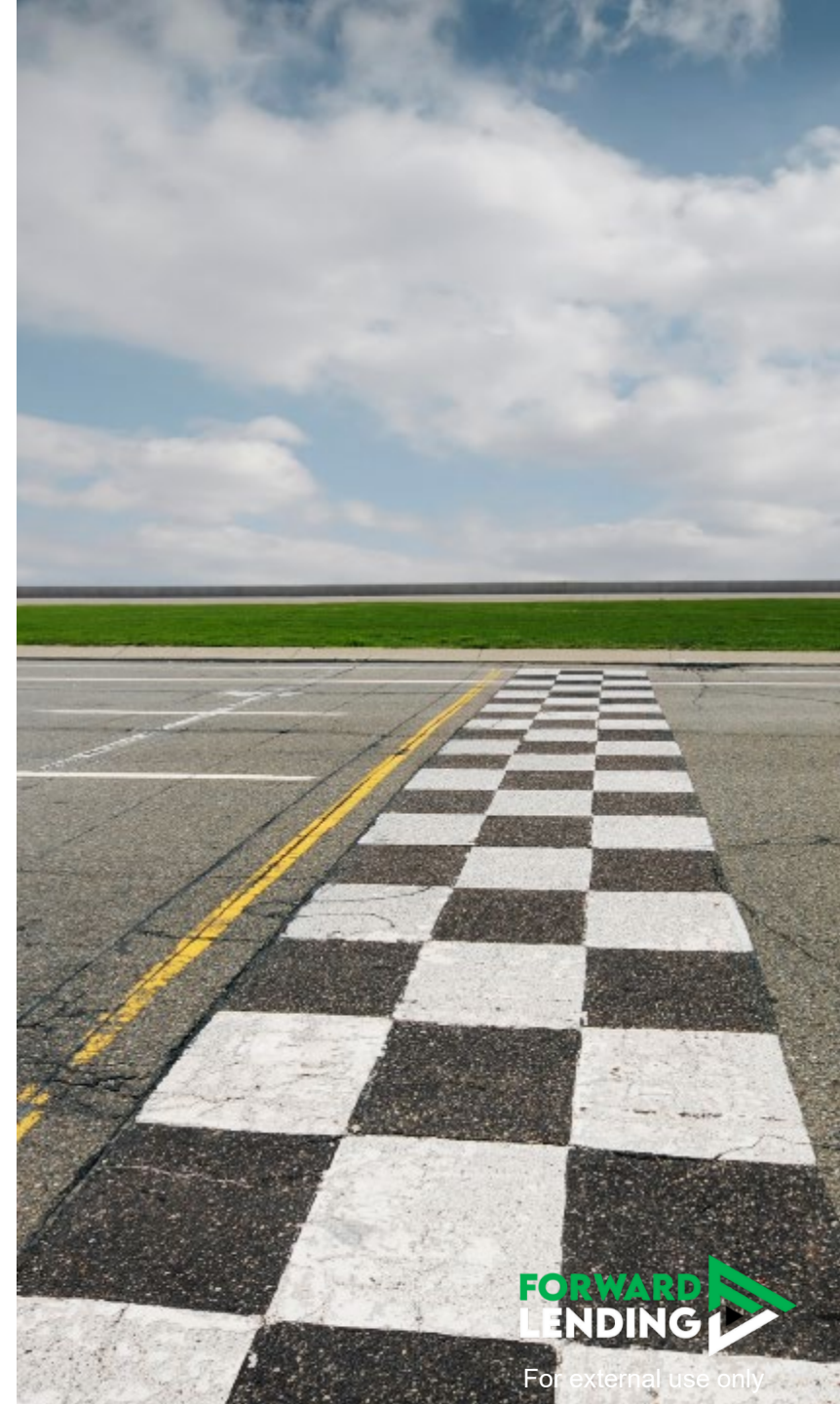
WEBINAR HOSTS



Jenny Beck, Director of Learning and Development



Will Fisher, EVP on Nan/Non-QM Lending



AGENDA

- Specials!
- Closed End Seconds
- Buydowns
- Resources
- Q&A



FREE TRAINING FOR TEAMS

THE TRACK

- Receive free training on one of the most powerful tools to help you close more loans, The Track.
- Learn how to submit, price, disclose your loan in minutes using our new TPO portal.
- Get an edge on the competition and expand your business at the same time with The Track.
- Schedule training now and reserve a spot for you and your team.
- Training available now!
<https://forwardlendingmtg.com/the-track/>



MOVE AHEAD OF THE PACK WITH OUR SPECIALS

Take Advantage of our Summer Specials to help you Grow that Pipeline!

Non-QM Special for Purchase, Refinance & Cash-Out Programs

•50 BPS Price Improvement on all 740+ Non-QM Products

**Special may not be combined with Select Non-QM Programs*

Prime Special

•Government

Purchases only

35 BPS*

•Government and Conventional High -Balance Purchase and Refinances

35 BPS*

**Not combined with Select Special or DPA Programs.*

Loans must be locked by 9/30/23.

Contact your Account Executive to learn more.

Restrictions Apply. Please contact your Account Executive for more details. Terms and conditions apply. Specials and programs are subject to change or cancellation at any time. Valid for eligible loan programs that meet the specific requirements of the program specials. Loan programs may be combined with other specials where indicated. Visit our website for further information regarding our specials: ForwardLendingMtg.com. This is a business-to-business communication directed at mortgage brokers only and not intended for or directed at consumers. This document should not be shared with consumers.



**NOW AVAILABLE ON NON-QM!
CLOSED END SECONDS**



CLOSED END SECONDS

Reach more clients with Closed-End Second Mortgages!

Closed-End Second Mortgages (CES) provide the option to tap into the equity of a home to access cash without affecting the rate of the original loan.

Some of the Benefits:

- ✓ Get cash out without refinancing existing loan
- ✓ Lowers the down payment on a home purchase when paired with a first
- ✓ Pay for large purchases without having to take out other high interest loans



CLOSED END SECONDS

Program Highlights

- FICO Down to 660
- Max CLTV 90% on Primary Residence
- Max CLTV 80% on Investment Properties & Second Homes
- Terms: 10, 20, 30-year fixed terms
- SFR, PUD, 2-4 Unit, Condo

- Minimum Loan Amount \$100,000
- Maximum Loan Amount \$500,000
- Maximum Combined Liens = \$2,500,000
- 1st lien must be \$1.00 higher than the 2nd lien
- Housing History – 0x30x12
- Major Derogatory Credit- 4 **years** seasoning

*refer to our complete matrix on our wholesale website



CLOSED END SECONDS

Product Features

- ✓ Fixed Term Loans
- ✓ Fully Disbursed at Closing
- ✓ 2nd lien only
- ✓ Qualifying rate= Note Rate
- ✓ Qualifying payment= Fully amortized payment
- ✓ Secondary Valuation required on ALL loans

*refer to our complete matrix on our wholesale website



Concurrent Close & Standalone Eligibility Matrix												
Loan Amount	Occupancy	Property ²	Full Doc					Alt Doc & DSCR				
			740+	720+	700+	680+	660+	740+	720+	700+	680+	660+
\$ 350,000	Primary Residence	SFR/PUD/ 2-4 Unit/Condo	90%	90%	85%	80%	75%	85%	85%	80%	75%	70%
\$ 500,000			80%	80%	80%	75%	70%	75%	70%	70%	65%	60%
\$ 350,000	Investment	SFR/PUD/ 2-4 Unit/Condo	80%	80%	80%	75%	70%	75%	75%	70%	65%	60%
\$ 500,000			75%	75%	70%	65%	60%	65%	65%	60%	55%	50%
\$ 350,000	Second Home	SFR/PUD/Condo	80%	80%	80%	75%	60%	75%	75%	70%	65%	60%
\$ 500,000			70%	70%	70%	65%	60%	65%	65%	60%	55%	50%
			¹ 5% CLTV reduction for declining market									
			² 75% max CLTV on 2-4 Unit									
Details		Concurrent Close					Standalone Close					
Max LTV/CLTV/HCLTV		More restrictive of 1st lien program or Eligibility Matrix					Refer to Eligibility Matrix					
Property Type		2-4 Unit - 75% max CLTV (Second Home ineligible) Condo - 75% max CLTV Non-Warrantable Condo - 75% max CLTV										
Alt Doc - One Yr Self Employed,WVOE Only, 1099 Only		5% CLTV reduction										
ITIN		75% max CLTV										
DACA		75% max CLTV										
Foreign National		700 min FICO 70% max CLTV										
Eligible 1st liens		OCMBC products					Refer to Ineligible 1st Liens - Standalone Close					
Minimum Loan Amount		\$100,000										
Max Combined Liens		\$2.5MM 1st lien must be \$1 higher than 2nd lien										
DTI		• ≤ 80%: More restrictive of 1st lien requirement or 50% max DTI • > 80%: More restrictive of 1st lien requirement or 45% max DTI					• ≤ 80%: 50% max DTI • > 80%: 45% max DTI					
DSCR		• More restrictive of 1st lien requirement or ≥ 1.00 DSCR • > 80% CLTV - 1.25 min DSCR					• ≥ 1.00 DSCR • > 80% CLTV - 1.25 min DSCR					
Vacant/Unleased (DSCR)		Ineligible (refis only)										
STR (DSCR)		5% CLTV reduction										
Credit Event (BK,SS,FC,DIL)		48 Months Multiple credit events ineligible										
Housing History		0 X 30 X 12										
Seasoning		Seasoning not required					6 mos seasoning required on existing first mortgage					
Recently Listed Properties		Properties listed for sale ≤ 6 mos ineligible (refis only)										
Appraisal		1st lien appraisal used					• ≤ \$250,000 - AVM allowed w/≥ .90 Score & FSD ≤ .10 (DSCR, Condos, FEMA declared areas require full appraisal) • > \$250,000 - Full appraisal required • Transferred appraisals allowed					
Secondary Valuation		Required on all loans, acceptable product options: • AVM w/ ≥ .90 Score & FSD ≤ .10 • Desk Review • Field Review • Exterior-only Appraisal • Full Appraisal										
Compliance		• Allowable points and fees not to exceed the more restrictive of state law or 5.000%, State and Federal High-Cost loans not allowed • Higher Priced Mortgage Loans (HPML) allowed, must comply with all applicable regulatory requirements • All closed end seconds follow TRID disclosing and wait period requirements										
Qualifying Payment - Sr Liens		• TRID ARMs: Greater of fully indexed rate or Note rate • TRID Fixed: Note rate • TRID I/O: Fully amort payment over term after IO • Non-TRID ARMs: Note rate • Non-TRID Fixed: Note rate Non-TRID IO: IO payment based on Note rate w/ 120 IO term										
Reserves		Follow 1st lien program requirements					None required					
Title		Full Title policy covering both liens					• ≤ \$250,000: O & E Property Report • > \$250,000: Full Title Policy					
Underwriting		More restrictive of 1st lien requirements or product guidelines					Follow Full Doc, Alt Doc & DSCR program guidelines					
Additional Product Details												
Eligible Borrowers		US Citizens Permanent Resident Aliens Non-Permanent Resident Aliens ITIN Foreign Nationals First time Homebuyers										
Geographic Restrictions		US Territories & following states ineligible: AL, AK, CO, NY, TX, VT, WV, WY										
Licensing		Closed end seconds may only be originated by a Broker and/or Loan Officer that is licensed in the state where the subject property is located										
Min Square Footage		SFR: 600 sq ft Condo: 500 sq ft 2-4 Unit: 400 sq ft										

Loan Programs			
Fixed Fully Amortized	<ul style="list-style-type: none">• 10-Year Fixed (120 Months)• 20-Year Fixed (240 Months)• 30-Year Fixed (360 Months)		
Program Codes			
630CC - Concurrent 30 yr fixed 630SA - Standalone 30 yr fixed 620CC - Concurrent 20 yr fixed 620SA - Standalone 20 yr fixed 610CC - Concurrent 10 yr fixed 610SA - Standalone 10 yr fixed		630NQCC - Non-QM Concurrent 30 yr fixed 630NQSA - Non-QM Standalone 30 yr fixed 620NQCC - Non-QM Concurrent 20 yr fixed 620NQSA - Non-QM Standalone 20 yr fixed 610NQCC - Non-QM Concurrent 10 yr fixed 610NQSA - Non-QM Standalone 10 yr fixed	
Product Features			
Closed End Second (CES)	<ul style="list-style-type: none">• Fixed term loan• Fully disbursed at closing, no draw feature• Eligible as 2nd lien only• Must subordinate to OCMBC 1st mortgage when concurrent close• Qualifying rate is note rate• Qualifying payment is fully amortized payment		
Product Restrictions (Not Permitted)			
Borrowers			
<ul style="list-style-type: none">• Land Trusts• Less than 18 years old		<ul style="list-style-type: none">• Life estates• Party to a lawsuit• Trust Estates• With diplomatic immunity	
Transactions			
<ul style="list-style-type: none">• Assumable loans• Community Seconds• Concurrent close with a lender other than OCMBC		<ul style="list-style-type: none">• Escrow holdbacks• High Cost Loans• Income produced, or in relation to, cannabis, hemp• Property listed for sale within the last 6 months (refinance transactions only)	
1st Liens - Concurrent Close			
<ul style="list-style-type: none">• Agency and Non-Agency fixed rate and ARMs with initial fixed term < 5 years• FHA, VA or USDA mortgages		<ul style="list-style-type: none">• High-LTV Refinance• HomeOne• HomePath• HomeReady with Reduced Mortgage Insurance Option• HomeStyle	
1st Liens - Standalone Close			
<ul style="list-style-type: none">• Balloon notes or features• Construction or renovation loans• Home equity line of credit		<ul style="list-style-type: none">• Land Trusts• Loans in active forbearance• Negative amortization• Renovation loans• Reverse mortgages	
Property Types			
<ul style="list-style-type: none">• Agricultural zoned properties• Bed and Breakfast• Churches• Commercial and mixed-use• Condo hotels and condotels• Co-Ops• Domes or geodesic domes• Dwelling w/more than 4 units• Fractional ownership• Hawaii properties in lava		<ul style="list-style-type: none">• Houseboats• Leasehold properties• Log homes• Manufactured or mobile homes• Projects that offer unit rentals daily, weekly or monthly• Properties > 25 acres• Property not accessible• Properties not suitable for year-round occupancy• Properties with PACE obligations• Properties with zoning violations• Rural properties• Solar Panels that affect first lien position• Vacant land or land	

PRICING IN THE TRACK

Mortgage Information

Non-QM ☐ No ☒ Yes

Loan purpose * **Refinance** ▼

Purpose of refinance * **CashOut** ▼

Cash Out Amount * 120,000

Lien position ☐ First ☒ Second

Doc type * **Full** ▼

Loan term 30 Year ▼

Amortization ☒ Fixed ☐ ARM

Mid FICO * 740

DTI * 40.00

Buydown Type ▼

Is there a Co-Borrower? ☒ No ☐ Yes

Prepay Period **None** ▼

Months of Reserves * 6

Waive escrows ☐ No ☒ Yes

Self Employed ☒ No ☐ Yes

Interest Only ☒ No ☐ Yes

Citizenship **US Citizen** ▼

Mortgage Lates? ☒ No ☐ Yes

Foreclosure? ☒ No ☐ Yes

Bankruptcy? ☒ No ☐ Yes

Property Information

Property zip * 92503

Property state * **CA** ▼

Property city * **Riverside**

Channel * **Wholesale** ▼

Price Group

Comp source **Borrower Paid** ▼

Comp %: 2.500

Fixed Fee: 0

Min: 1,000

Max: 8,000

Base: **Total Loan Amount** ▼

UW fee buyout * ☐ No ☐ Yes (Fee bought-out)

Est. value * 680,000

Loan amount * 120,000

1st Mtg Amount * 390,000

LTV * 17.647

CLTV * 75.000

Property type * **SFD** ▼

Units 1 ▼

Occupancy type * **Primary** ▼

Rate	APR	30 Day Price	Rebate/Discount	P&I
Forward Lending Wholesale - NANQ Standalone Closed End Second Full Doc 30 Yr Fixed ⓘ				
9.500	9.809	97.375 ⓘ	\$3,150	\$1,009
9.625	9.876	97.875 ✓	\$2,550	\$1,019
9.750	9.943	98.375 ✓	\$1,950	\$1,030
9.875	10.009	98.875 ✓	\$1,350	\$1,042
10.000	10.075	99.375 ✓	\$750	\$1,053
10.125	10.170	99.625 ✓	\$450	\$1,064
10.250	10.265	99.875 ✓	\$150	\$1,075
10.375	10.375	100.125 ✓	(\$150)	\$1,086
10.500	10.500	100.375 ✓	(\$450)	\$1,097
10.625	10.625	100.625 ✓	(\$750)	\$1,108
10.750	10.750	100.875 ✓	(\$1,050)	\$1,120
10.875	10.875	101.125 ✓	(\$1,350)	\$1,131

11.00	Forward Lending Wholesale - NANQ Concurrent Closed End Second Full Doc 30 Yr Fixed ⓘ			
9.500	9.809	97.375 ⓘ	\$3,150	\$1,009
9.625	9.876	97.875 ✓	\$2,550	\$1,019
9.750	9.943	98.375 ✓	\$1,950	\$1,030
9.875	10.009	98.875 ✓	\$1,350	\$1,042
10.000	10.075	99.375 ✓	\$750	\$1,053
10.125	10.170	99.625 ✓	\$450	\$1,064
10.250	10.265	99.875 ✓	\$150	\$1,075
10.375	10.375	100.125 ✓	(\$150)	\$1,086
10.500	10.500	100.375 ✓	(\$450)	\$1,097
10.625	10.625	100.625 ✓	(\$750)	\$1,108
10.750	10.750	100.875 ✓	(\$1,050)	\$1,120
10.875	10.875	101.125 ✓	(\$1,350)	\$1,131
11.000	11.000	101.375 ✓	(\$1,650)	\$1,142

[illegible]The logo for Forward Lending features the word "FORWARD" in green and "LENDING" in black, stacked vertically. Below this, the tagline "WE KEEP YOU MOVING FORWARD" is written in a smaller font, with "FORWARD" in green. To the right of the text is a stylized graphic consisting of a green triangle pointing right, with a black triangle pointing left inside it, creating a central white space.

CLOSED END SECONDS THINGS TO KNOW!

Things To Know!

- Quick Submit Lender Disclosed ONLY in The Track
- Concurrent Closes require 2 loan submissions
- Conditional Approval Prior to Locking
- \$995 Underwriting/Application/Origination Fee (state specific)
- Broker Paid Comp ONLY
- Max 2.00 BPC



BUYDOWNS



TEMPORARY BUYDOWN

Product Features:

- ✓ 30-year Fixed Rate, Purchase Transactions Only
- ✓ Primary Residence, Second Homes, Investment Properties & Business purpose non-TRID loans eligible
- ✓ 1-2 Unit SFR, PUDs, and Condos eligible
- ✓ Qualifying payment= Note rate
- ✓ Reserves calculation= Note rate
- ✓ Seller/Builder paid



2:1 Buydown

- Term = 24 months
- Initial interest rate is temporarily reduced by 2% below note rate for year 1 & 1% below note rate for year 2
- Non-reduced rate applies for years 3-30

1:0 Buydown

- Term = 12 months
- Initial interest rate is temporarily reduced by 1% below note rate for year 1
- Non-reduced rate applies for years 2-30

PRICING IN THE TRACK

Loan Scenario  

Mortgage Information

Non-QM ☐ No ☒ Yes

Loan purpose *

Lien position ☒ First ☐ Second

Doc type *

Loan term

Amortization ☐ Fixed ☐ ARM

Mid FICO *

DTI *

Buydown Type

Is there a Co-Borrower? ☒ No ☐ Yes

Prepay Period

Months of Reserves *

Waive escrows ☒ No ☐ Yes

Self Employed ☒ No ☐ Yes

Interest Only ☒ No ☐ Yes

Citizenship

Mortgage Lates? ☒ No ☐ Yes

Foreclosure? ☒ No ☐ Yes

Bankruptcy? ☒ No ☐ Yes

Property Information

Property zip *

Property state *

Property city *

Channel *

Price Group

Comp source

Comp %:

Fixed Fee:

Min:

Max:

Base:

UW fee buyout * ☒ No ☐ Yes (Fee)

Purchase price *

Est. value *

Loan amount *

Sub Financing




















LTV *

CLTV

Property type *

Units

Occupancy type *

Rate	APR	30 Day Price	Rebate/ Discount	P&I
Forward Lending Wholesale - Non-QM Grade A+ Full Doc 30 Yr Fixed 2/1 Buydown - EG 				
8.125	8.507	96.500 	\$12,600	\$2,672
8.250	8.607	96.750 	\$11,700	\$2,704
8.375	8.706	97.000 	\$10,800	\$2,736
8.499	8.804	97.250 	\$9,900	\$2,767
8.625	8.904	97.500 	\$9,000	\$2,800
8.750	9.003	97.750 	\$8,100	\$2,832
8.875	9.101	98.000 	\$7,200	\$2,864
8.999	9.169	98.500 	\$5,400	\$2,896
9.125	9.267	98.750 	\$4,500	\$2,929
9.250	9.364	99.000 	\$3,600	\$2,961
9.375	9.461	99.250 	\$2,700	\$2,994
9.499	9.557	99.500 	\$1,800	\$3,026
9.625	9.654	99.750 	\$900	\$3,059
9.750	9.750	100.000 	\$0	\$3,092
9.875	9.875	100.250 	(\$900)	\$3,126
9.999	9.999	100.500 	(\$1,800)	\$3,158
10.125	10.125	100.750 	(\$2,700)	\$3,192
10.250	10.250	101.000 	(\$3,600)	\$3,225

CALCULATOR ON OUR WEBSITE

FORWARD
LENDING

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PROGRAMS

RATES

RESOURCES

GET APPROVED

ABOUT US

CONTACT US

TEMPORARY BUYDOWN CALCULATOR

CALCULATORS

PRIME FORMS

NON-QM FORMS

GUIDELINES LIBRARY

VA SPONSORSHIP FEE PAYMENT

BANK STATEMENT REVIEW FORM

BROKER TRAINING

MARKETING

APPROVED CREDIT VENDORS

ORDER APPRAISAL

WEBINARS

BUYDOWN

CLOSED END SECONDS & CONCURRENT

DSCR

Race to the Finish Line with September Specials! On

Now Available!!!

Learn More

Our Wholesale Loan Programs, Keep You Moving In the Right Direction

Information

For FHA and VA Loans, Total Loan Amount Should Include Upfront MIP or VA Funding Fee if Financed

Total Loan Amount

\$ 400,000

Amortization Term (Years)

30

Note Rate

6 %

Scenario: 1-0 Buydown

Year 1 (first year)

Year 1 Rate

5.000 %

Borrower Monthly Pmt (Year 1)

\$ 2,147.29

Monthly Buydown Amt (Year 1)

\$ 250.92

Buydown Amt Required (Year 1)

\$ 3,010.99

Years 2 through 30

Rate: Years 2 through End Term

6.000 %

Years 2 - 30 Monthly Pmt

\$ 2,398.20

Scenario: 2-1 Buydown

Year 1 (first year)

2-1:Year 1 Rate

4.000 %

2-1:Monthly Payment (Year 1)

\$ 1,909.66

2-1:Monthly Buydown Amt (Year 1)

\$ 488.54

2-1:Buydown Amt Required (Yr 1)

\$ 5,862.49

Year 2 (second year)

2-1:Year 2 Rate

5.000 %

2-1:Monthly Payment (Year 2)

\$ 2,147.29

2-1:Monthly Buydown Amt (Yr 2)

250.92

2-1:Buydown Amt Required (Yr 2)

\$ 3,010.99

Years 3 through 30

2-1:Rate: Years 3 Through End Term

6.000 %

2-1:Monthly Pmt (3-End Term)

\$ 2,398.20

Resources, Rates/Matrices Available!

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LENDING

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PROGRAMS ▾

RATES

RESOURCES ▾

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Make A Payment

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CONVENTIONAL LOANS ▾

NON-QM ▾

CALHFA DPA ▾

CLOSED END SECONDS ▾

FHA LOANS ▾

VA LOANS

USDA LOANS

BUYDOWN LOANS ▾

FHA FAST 100

REFINOW

JUMBO LOANS

Non-QM Buydowns are

Give Your Borrowers More Purchasing

Learn More


Our Wholesale Loans

Help You Moving In the Right Direction

Concurrent Close & Standalone Eligibility Matrix													
Loan Amount		Occupancy	Property ²	Full Doc					Alt Doc & DSCR				
				740+	720+	700+	680+	660+	740+	720+	700+	680+	660+
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Reserves		Follow 1st lien program requirements					None required						
Title		Full Title policy covering both liens					• ≤ \$250,000: O & E Property Report						

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• Assumable loans • Community Seconds • Concurrent close with a lender other than OCMBC	• Escrow holdbacks • High Cost Loans • Income produced, or in relation to, cannabis, hemp • Property listed for sale within the last 6 months (refinance transactions only)
1st Liens - Concurrent Close	
• Agency and Non-Agency fixed rate and ARMs with initial fixed term ≤ 5 years • FHA, VA or USDA mortgages	• High-LTV Refinance • HomeOne • HomePath • HomeReady with Reduced Mortgage Insurance Option • HomedStyle
1st Liens - Standalone Close	
• Balloon notes or features • Construction or renovation loans • Home equity line of credit	• Land Trusts • Loans in active forbearance • Negative amortization • Renovation loans • Reverse mortgages
Property Types	

Marketing Available!




Rev up Your Engines with
**NON-QM
CLOSED END
SECOND
MORTGAGES**
Now Available!

Close more loans and tap into equity with our Non-QM Closed-End Second Mortgage!

Non-QM Closed-End Second Mortgages can be a great way to access home equity without affecting the first mortgage. These loans are not subject to the same strict lending requirements as Qualified Mortgages (QMs), making them more accessible to borrowers with less-than-perfect credit or Non-Traditional income documentation.

Program Highlights:

- Purchase, Rate/Term Refinance, and Cash-Out Available
- Fixed 15- & 30-year rates available
- Credit Scores down to 660
- Loan Amounts to \$500,000
- Full Doc - Max CLTV 90%
- Alt Doc & DSCR - Max CLTV 85%
- Eligible as 2nd lien only
- Fully disbursed at closing, no draw feature
- Minimum loan amount \$100,000
- No reserve requirements on stand alone seconds
- Cash-Out - Up to 90% CLTV Full Doc
- Cash-Out - Up to 85% CLTV Alt Doc & DSCR
- 80% CLTV Cash-Out Refinance on Investment
- 75% CLTV Cash-Out Refinance on DSCR
- Owner Occ., 2nd Home and Investment Properties
- ITIN, One Year Self Employed and DSCR available



**2-1, 1-0
NON-QM
BUYDOWNS**
More purchasing power!

Empowering Home Buyers with Non-QM Buydowns!

Non-QM buydowns give borrowers a reprieve from a higher rate during the first two years of their loan, helping a home purchase budget go farther.

Program Highlights:

- 30 year fixed rate only
- Allowed on primary residence, investment and 2nd homes
- Purchase transactions only, not permitted on refinances
- Permitted on 1-2 Unit Single Family Residence, PUD and Condo only
- Seller/Builder paid only
- Standard Interested Party Contribution guidelines apply

1-0 Buydown:

- 12 month Term
- Initial interest rate is temporarily reduced by no more than one (1) percent below the note rate with the non-reduced note rate applying for years two (2) through thirty (30).

2-1 Buydown:

- 24 month term
- Initial interest rate is temporarily reduced by no more than two (2) percent below the note rate for year one (1) and reduced by no more than one (1) percent below the note rate for year two (2). The non-reduced note rate applies for years three (3) through thirty (30).

CONTACT US

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THANK YOU

FORWARD LENDING

WE KEEP YOU MOVING FORWARD



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