FORWARD LENDING

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*.

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WEBINAR HOSTS

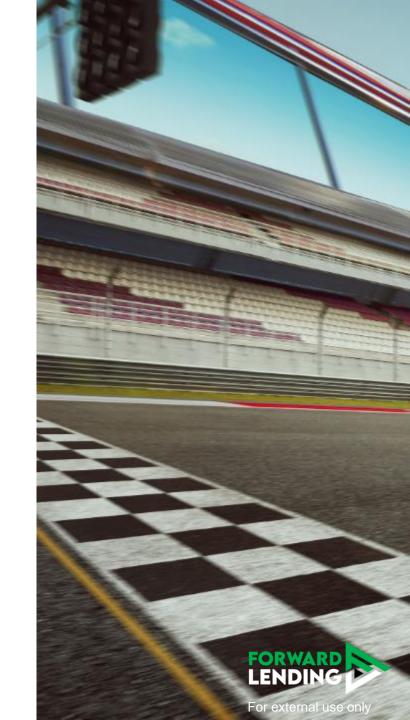


Jenny Beck, Director of Learning and Development



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!
 <u>https://forwardlendingmtg.com/the-track/</u>



FEBRUARY FAST LANE SPECIALS!

FHA / VA Price Improvement

•37.5 BPS Price Improvement on all FHA and VA, Low Balance and High Balance >=680 FICO •Excludes DPA Programs (CalHFA/Fast 100)

•Streamlines and IRRRLs not included

FHA Streamlines/IRRRLS Price Improvement•25 BPS price improvement (can be combined with Select)

Non-QM Improvement

•50 BPS Price Improvement on all Non-QM – Not including CES (Closed-End Seconds)

•Excludes Select Programs

Non-QM Specials exclude Select Programs. All Specials exclude DPA loans, CES and Jumbo loans.

FHA/VA Special can be combined with Select pricing.

Specials are valid for loans locked 2/1/2024 through 2/29/2024. Offers subject to change at anytime, terms and conditions apply. Restrictions apply. Contact your Account Executive to learn more.



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CLOSED END SECONDS (CES)

CLOSED END SECONDS (CES)

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-PRODUCT FEATURES

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

 \star refer to our complete matrix on our wholesale website





CLOSED END SECONDS-GENERAL HIGHLIGHTS

Program Highlights

- **Concurrent** More restrictive of the 1st or the CES Guidelines
- **Standalone** Follows Eligibility Matrix
 - Refer to Matrix to see what permittable
- FICO Down to 660
- Max CLTV 85% on Primary Residence
- Max CLTV 80% on Second Homes
- Max CLTV 75% on 2-4 Units properties
- Terms: 10, 20, 30-year fixed terms
- SFR, PUD, 2-4 Unit, Condo
- Investment Properties!

 \star refer to our complete matrix on our wholesale website





CLOSED END SECONDS-GENERAL HIGHLIGHTS

- Minimum Loan Amount \$100,000
- Maximum Loan Amount \$500,000
- Maximum Combined Liens = \$2,500,000
- Housing History
 - 0x30x12 Standard / Alt Doc (Concurrent Close)
 - 0x30X12 Standard / Alt Doc 0x30x24 Select Full Doc (Standalone Close)
- Major Derogatory Credit
 - 48 Months Standard Full Doc & Alt Doc Only (Concurrent Close)
 - 84 Months Select Full Doc (Stand Alone)
 - 48 Months Standard Full & Alt (Stand Alone)
- Forbearance w/missed payments 7 years seasoning

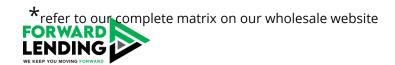


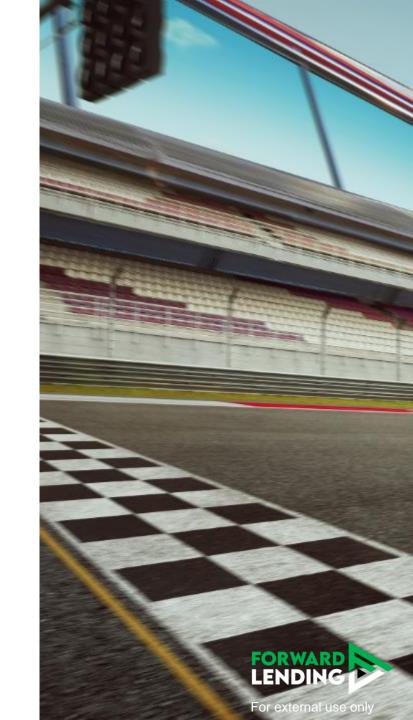


CLOSED END SECONDS-GENERAL HIGHLIGHTS

KEY POINTS:

- MAX cash out= \$500,000
 - Only 1 cash out refinance allowed with the last 12 months
 - A second cash out transaction allowed with a
- Payment Shock
 - (Proposed + current housing payment /current housing payment) * 100
 - Not exceed 200% of the borrower's current housing payment
 - Waived if DTI is $\leq 36\%$
- Residual Income
 - Not be less than \$ 2,500 per month
 - Waived if DTI is $\leq 36\%$





CLOSED END SECONDS INCOME OPTIONS

Income Documentation Options	Max CLTV	Income Documentation	Employment	Transcripts Required
Select Full Doc	Refer to Closed End Second Matrix	 2 years W2s 2 years tax returns Other sources of income 	W2 or self-employed	Yes
Standard Full Doc – 24 Mos	Refer to Closed End Second Matrix	 2 years W2s 2 years tax returns Other sources of income 	W2 or self-employed	Yes
Standard <u>Full Doc – 12 Mos</u>	Refer to Closed End Second Matrix	 1 year W-2s 1 year tax return Other sources of income 	W2 or self-employed	Yes
<u>Alt Doc – 12 Mos Bank</u> <u>Statements</u>	Refer to Closed End Second Matrix	 12 months personal 12 months business 	self-employed only	No (yes if blended with full doc)



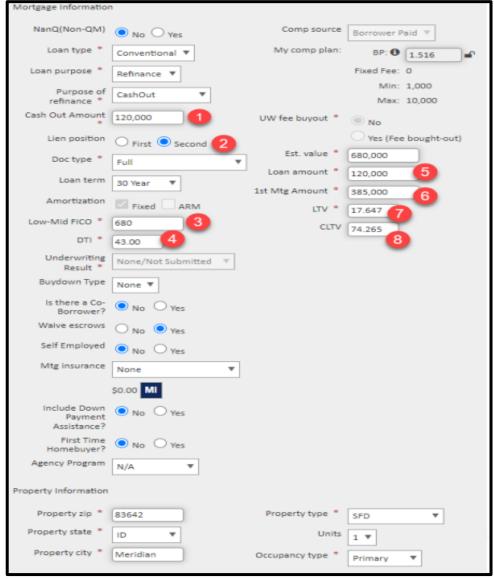
CLOSED END SECONDS ELIGIBILTIY MATRIX

		Concurrent Close & Standalone Eligibility Matrix ⁴						Loan Programs										
		Occupancy	Property ^{2,3}	Select	Out Refi Full Doc		itandard F	ull Doc	e, Rate/Te	rm & Cas	J	Alt Doc			Fixed		Year Fixed (120 Months)	
	Loan Amount				Max CLTV ¹ 0+ 680+	F 740+ 720	+ 700+		660+	740+		to Max Cl 700+		660+	Fully Amortized	 20-Year Fixed (240 Months) 30-Year Fixed (360 Months) 		
	\$ 350,000	Primary	SFR/PUD/ 2-4 Unit/Condo	80% 80		85% 855	6 85%	80%	75%	85%	85%	80%	75%	70%				
	\$ 500,000 \$ 350,000 \$ 500,000	Residence	SFR/PUD/ 2-4 Unit/Condo	75%		80% 80 80% 80 75% 75	6 80%	75%	70%	75%	70% 75% 65%	70%	65% 65%	60% 60%		Progr	ram Codes & Descriptio	ons
	\$ 350,000	Second Home	SER/PUD/Condo			80% 80		0070		65%	65% 75%	70%	55% 65%	50% 60%				
	Detai	leclining market nit lect Full Doc ctions only on Select ils	Full Doc, concurrent transaction	Concurrent		70% 70	6 70%	65%		65%		60%	55%	50%	Non-QM/TRID – 30 Yr Fixed – Concurrent Non-QM Concurrent Closed End Second 30 yr fixed Non-QM/TRID – 30 Yr Fixed – Standalone Non-QM Standalone Closed End Second 30 yr fixed Non-QM/TRID – 20 Yr Fixed – Concurrent Non-QM Concurrent Closed End Second 20 yr fixed Non-QM/TRID – 20 Yr Fixed – Standalone Non-QM Standalone Closed End Second 20 yr fixed Non-QM/TRID – 10 Yr Fixed – Concurrent Non-QM Concurrent Closed End Second 10 yr fixed Non-QM/TRID – 10 Yr Fixed – Standalone Non-QM Standalone Closed End Second 10 yr fixed Non-QM/TRID – 10 Yr Fixed – Standalone Non-QM Standalone Closed End Second 10 yr fixed			
	Max LTV/CLT	TV/HCLTV	More restrictive	e of 1st lien prog		y Matrix % max CLTV (Sec	ond Home	and Select		0	ibility Matrix	¢					Desident Frankriss	
	Property	Туре				Conde	- 75% max	CLTV		,							Product Features	
	Select Fu			Self		ge Earners: Pays s personal and bu				w transcript	ts.					Fixed term loar		
	Standard F	Full Doc			Wag	e Earners: Payst	ib,1-2 yrs V	V-2s, W-2 t	ranscripts,						Closed End Second	 Fully disbursed Eligible as 2nd li 	at closing, no draw feature	
	Alt Doc - Bank			Self-		rs personal and l rsonal bank state					pts				(CES)	Must subordina	ate to OCMBC 1st mortgage wh	en concurrent close
	Income Docur				12 month	s business bank s											ilifying rate is note rate ilifying payment is fully amortized payment	
	Eligible 1s	at liens	OCMBC Non-QM Full D	OCMBC Agency loc & Alt Doc Ba		st lien products			Refer to Ine	ligible 1st L	iens - Standa	alone Close	e		• Quantying payment		, , , , , , , , , , , , , , , , , , , ,	-
	Minimum Loa	in Amount		\$100,000 \$2.5MM 1st lien must be \$1 higher than 2nd lien										Decidinat	Product Partrictions (Not Parmitted)			
	Max Combin	ned Liens		All exis		2.5MM 1st lien n e/junior liens inck				must be sat	isfied				Product Restrictions (Not Permitted)			itted)
	ITO		More restrictive	e of 1st lien requ	uirement or 45%	max DTI				45% m	ax DTI						Borrowers	
	Credit Event (B	K,SS,FC,DIL)	48 months (Stand	ard Full Doc & A	it Doc only/ Sek	ect ineligible) • Multiple cr			s – Select Ful d	l Doc 48 m	ionths - Stan	ndard Full (Doc & Alt I	Doc	Blind Trusts Foreign Nationals		Land Trusts Less than 18 years old	Non-Permanent Resident Aliens Party to a lawsuit
						nents, collections,	charge-off								Irrevocable Trusts ITIN		Life estates	With diplomatic immunity
	Housing H		0 X 30 X 12 (Star			ineligible)	_		4 - Select Ful									
	Season Recently Listed	-		Seasoning not r	-	perties listed for :			mos seasoni	ng required	on existing f	first mortg	jage				Transactions	
	Apprai			1st lien apprais		perties listed for :	ale s 6 mos	ineligible			isal required raisals not al				Assumable loans Community Seconds Concurrent close with	a lender	 High Cost Loans Income produced, or in relation to, 	 Property listed for sale within the last 6 months (refis only)
	Secondary V	/aluation		• ≤ 2.5	Required on all loans, acceptable product opt CU • AVM w/ ≥ .90 Score & FSD ≤ .10 • Desk Review • Fiel										other than OCMBC • Escrow holdbacks		cannabis, hemp • Lien free properties	Properties with solar panel leases or loans
	Allor Compliance		Allowable	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								FHA, VA or USDA mortgages High-LTV Refinance		HomeReady with Reduced Mortgage	OCMBC Non-QM loans with Alt income - P&L + 3 mos bank,			
	Qualifying Paymo	Qualifying Payment - Sr Liens		Fixed: Note rate ARMs: Greater of fully indexed rate or Note rate I/O: Fully amort payment over term after IO									HomeOne HomePath Home Possible		Insurance Option 1 Yr SE, WVOE only, 1099 on • HomeStyle Asset Utilization & DSCR			
	Reserv	ves	Follow	1st lien program	n requirements					Noner	equired				• ARMs	15	 IO loans w/< 7 yrs 	Negative amortization
	Title		Full T	itle policy cover	ing both liens			•≤	\$250,000: O •>		ty Report or Full Title Poli		Policy		Balloon notes or featu Construction or renov Home equity line of cr	ation loans	remaining in IO period • Land Trusts • Loans in forbearance	Private Mortgages Renovation loans Reverse mortgages
	Underwr	riting	More restrictive of	1st lien require	ments or produ	ct guidelines		Fo	llow Select,	Full Doc & A	Alt Doc progr	ram guidel	lines				Property Types	
			•		Additional P	roduct Detai	s								 2-4 Units properties (S Agricultural zoned pro 		 Houseboats Leasehold properties 	 Properties not suitable for year-round occupancy
	Eligible Borrowers		US Citizens Permanent Res Borrowers on new loan mus				f) Excepti	ons allowe	d for death o	fborrower	, divorce and	d legal sep	aration		Bed and Breakfast Boarding houses		Log homes Manufactured or	Properties w/PACE obligations Properties w/private transfer fees
	Geographic Restriction	ns	US Territories & following st	ates ineligible: /	AK, NY, TX, VT, V	vv, wy									 Churches Commercial and mixe 	d-use	 Mon-warrantable 	 Propertes w/solar panels that are leased or financed
	General Property Requ	uirements	SFR: 600 min sq ft Condo: 500 min sq ft 2-4 Unit: 400 min sq ft 10 acres max					Condo hotels and con		condos	 Properties w/zoning violations 							
	Licensing		Closed end seconds may onl	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					Co-Ops Domes or geodesic do Doubling uniferent them		 Projects that offer unit rentals daily, 	Rural properties Solar Panels that affect first						
ForwardLendingMtg	Payment Shock		New combined payment not	t to exeed 200%	of current hous	ing payment, wai	rment, waived when DTI is ≤ 36%								Dwelling w/more than Fractional ownership		weekly or monthly Properties > 10 acres	lien position Unique properties Vasant land es land
844.941.5626	Residual Income		Min \$2,500 required, waived	d when DTI is ≤ 3	86%										 Hawaii properties in la zones 1 or 2 Hotel or motel conver 		 Properties not accessible by roads 	Vacant land or land development properties Working farms & ranches



CES's HOW TO PRICE IN THE TRACK

- Enter proposed 2nd Loan amount when loan is cash out
- Select "Second"
- 3) Enter representative FICO
- 4) Add DTI
- 5) "Loan Amount" is proposed 2nd Loan amount
- 6) Enter current balance on 1st mortgage loan amount
- 7) LTV is based on 2nd loan amount
- CLTV is combination of 1st mortgage loan balance and proposed 2nd loan amount





CES's THINGS TO KNOW!

Things to Know!

- Quick Submit or Self-Disclose in The Track
- Concurrent Closes require 2 loan submissions
- Pricing in the Track select lien position as second
- \$995 Underwriting/Application/Origination Fee (based on state requirement)
- Broker Paid Comp ONLY
- ➤ Max 2.00% BPC





*refer to our complete matrix on our wholesale website

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Marketing Available!



Rev Up Your Pipeline with Closed-End Second Mortgages!

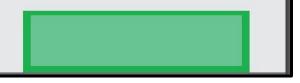
Closed-End Second Mortgages (CES) provide the option to tap into the equity of a home to access cash without it affecting the rate on the original loan. Plus, it may give you the ability to borrow a lump sum all at once for whatever you need.

Why Closed End Seconds Make Sense:

- Get Cash out without refinancing your existing loan
- Seconds do not require Mortgage Insurance
- Rates on Seconds are often better than lines of credit
- Lower the down payment on a home purchase when paired with a first lien*
- Pay for a large purchase such as; home improvements, home renovations, college expenses or medical bills.
- Fixed Term rates available
- Purchase, Rate/Term Refinance and Cash-Out Refinance available

Program Highlights:

- Credit Scores Down to 680
- Loan Amounts up to \$350,000
- Available for Max Combined Loan Amounts
- to \$2.5 Million
- Max CLTV 85%
- Terms: 15, 20, 30 year fixed terms





CalHFA Dream For All Updates!



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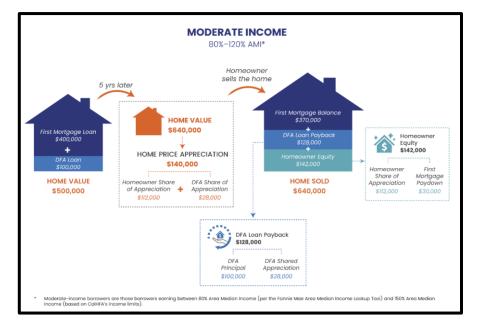
CalHFA DREAM FOR ALL-Shared Appreciation Loan

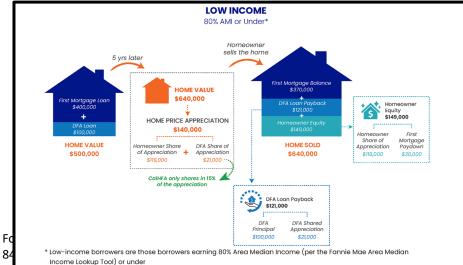
The Dream For All Shared Appreciation Loan is a down payment assistance program for first-time homebuyers to be used in conjunction with the Dream For All Conventional first mortgage for down payment and/or closing costs.

Upon sale or transfer of the home, the homebuyer repays the original down payment loan, plus a share of the appreciation in the value of the home.



Shared Appreciation Examples





84

Borrower is a CalHFA income homebuyer

- · Dream For All provides a loan for 20% of the home purchase price.
- The homeowner pays back the original loan amount plus 20% of any appreciation in the value of the home.

Borrower income less than or equal to 80% AMI using the HomeReady Lookup Tool

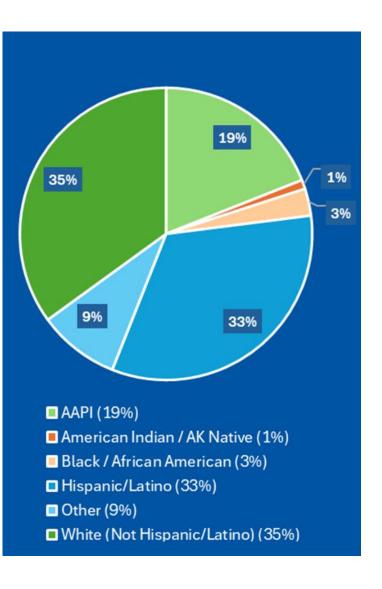
- Reduced (0.75:1) program appreciation share
- Program appreciation share is equal to 0.75 times the Shared Appreciation Loan Amount (i.e., the original principal amount) as a percentage of the home value
- Dream For All provides a loan for 20% of the home purchase price.
- The homeowner pays back the original loan amount plus 15% of any appreciation in the value of the home



Dream For All 2023 Outcome

PHASE 1 OUTCOMES

The first phase of the California Dream For All program helped **2,182** new homeowners purchase a home with 55% self-identifying as belonging to communities of color





CalHFA DFA Program Highlights

- Up to 20% of appraised value/sales price or \$150,000 whichever is less
- Must be combined with the CalHFA Dream for All Conventional loan (1st)
- CLTV must be between 95% and 105%
- Max borrower down payment is **5%**
- One borrower must currently reside in California
- All borrowers must be a First Time Homebuyer
- One borrower must be a First-Generation Homebuyer
- Income cannot exceed CalHFA Dream for All limits
- An additional homebuyer education specifically for Shared Appreciation loans is required (offered online by CalHFA)



CalHFA First Time Homebuyer vs First Gen

First Time Homebuyer

Has not had any ownership interest in a principal residence resided in a home owned by a spouse in the last 3 years

First Generation Homebuyer

A homebuyer who has not been on title, held ownership interest or been named on a mortgage to a home in the last 7 years, AND

- To the best of the homebuyer's knowledge whose parents (biologically or adoptive) do not own any **present ownership** interest in a home in the US or, if deceased, whose parents did not have any ownership interest at the time of death in a home in the US, OR
- An individual who has, at any time, been placed in foster care or institutional care (type of out of home residential care for large groups of children by non-related care givers)

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CalHFA Program Reminders

- Impounds always required, regardless of LTV
- Non-purchasing spouse may not be on title
- Borrower's income cannot be reduced or excluded to meet eligibility requirements
- Borrower cannot be removed from application to meet eligibility requirements



CalHFA Program Eligibility

CalHFA CONVENTIONAL ELIGIBILITY MATRIX									
First Mortgage Programs ^{1,2}									
Program Name	Max Loan Amount ³	Loan Type	Property Type	Max LTV/CLTV ³	Min Credit Score⁴	Max DTI	Subordinate Options		
0-11/04			SFR and Condos	97%/105%	680	45.00%	MyHome required, FNMA		
Conventional	CalHFA Conforming	HFA Preferred	Si Kana Condos	5170/10570	700	50.00%	Community Seconds		
Program	Loan Limits	TITATIelelled	Manufactured Homes-MH Advantage	97%/105%	680	45.00%	optional		
		Manufactured Homes –Standard MH	95%/105%	680	45.00%				
			SFR and Condos	97%/105%	680	45.00%	ZIP required,		
CalPLUS	Conventional Conforming	HFA Preferred	SER and Condos	9790/10590	700	50.00%	MyHome and FNMA		
Program			Manufactured Homes–MH Advantage	97%/105%	680	45.00%	Community Seconds		
riogram		Manufactured Homes-Standard MH	es-Standard MH 95%/105% 68		45.00%	optional			
CalHFA Dream	CalHFA Dream		SFR and Condos	0704/10504	680	45.00%	Dream For All Shared		
For All	Conforming	HFA Preferred	SER and Condos	97%/105%	700	50.00%	Appreciation required,		
Conventional	Conventional Loan Limits Program ⁵		Manufactured Homes-MH Advantage	97%/105%	680	45.00%	FNMA Community		
Program⁵			Manufactured Homes-Standard MH 95%/105% 680 45.00%				Seconds optional		



CalHFA Dream For All Next Steps!

- Broker to pre-approve borrower & provide applicant with the DFA pre-approval letter signed by LO (Broker)
- CalHFA Approved Lender is **OCMBC**, Inc.
- Pre-approval is not full approval
- Borrower to meet the income limits for the county they wish to purchase in
- Pre-approve for maximum amount \$\$\$

California Dream For All (DFA) Lender Pre-Approval Letter

The CalHFA Approved Lender must complete this form and provide it to the borrower. The borrower must then upload this document into the CalHFA Dream For All pre-registration system. The CalHFA Approved Lender certifies that based upon the review of the loan application, credit report, income, first-time homebuyer status, first-generation status and automated underwriting findings, the borrower(s) currently meets CalHFA's Dream For All program guidelines. Note guidelines may be subject to change at any time.

Completion of this form does not guarantee loan approval or issuance of a CalHFA Dream For All voucher. Lender acknowledges that if the borrower is issued a Dream For All program voucher, all borrowers will need to meet all loan approval parameters in place at time of loan reservation, including but not limited to income eligibility in the County in which the borrower purchases a property.

CalHFA Approved Lender:	OCMBC, Inc					
	Retail Wholesale DBA					
Loan Officer Company:						
Loan Officer Name:						
Loan Officer NMLS:						
Loan Officer Email:						
Borrowers: (1)	(2)					
(3)	(4)					
Purchase Price:	First Mortgage Loan Amount:					
Dream For All-subordinate	loan amount:					
Borrower(s) total combined	l annual credit qualifying income:					
I certify I am a CalHFA Approved Lender.						
Loan Officer signature:	Date:					



CalHFA Dream For All Next Steps!

- Pre-registration portal will open for applicants at the beginning of April
- Portal will be open 1 month (April-May)
- Borrower will complete registration
- Lottery used to award vouchers
- Selection will happen Mid-May
- Borrowers selected will get voucher via email
- Borrower then shops for home
- Voucher good for 90 days
- Measured by reservation date in CalHFA MAS



CalHFA Dream For All Pre-Registration

- Borrower will be asked to certify they meet the FTHB and FGHB requirements
- CalHFA will audit 100% & confirm parents "non-ownership" or placement in foster care
- Lender responsible to completed due diligence of no ownership in last 7 years
- · List of items borrower need to upload is forthcoming
- If audit shows parental ownership, application is removed
- If duplicate applications are completed, all applications are removed



CalHFA Loan Scenario Calculator

Loan Scenario Calculator

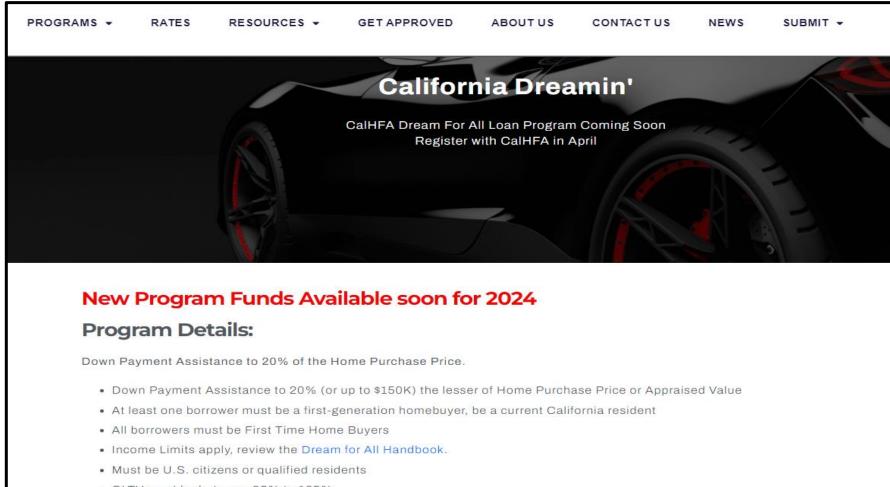
Use this calculator to compare CalHFA loans. This tool is intended for loan officers and lending partners. If you are a homebuyer, please have your loan officer walk through this with you. This tool is for estimation purposes only. Final loan figures may be different.

Borrower Information		~
Is the borrower a first-time homebu	Jyer?	● Yes ○ No
Is the borrower eligible for FHA 203	3(h) for CA Disaster Victims?	○ Yes ● No
Is the borrower qualified for the Se	ction 184 program?	○ Yes No
Does the borrower earn less than 8	30% AMI? FNMA AMI Lookup tool.	○ Yes ● No
County:	Los Angeles Cour	nty 🗸
Purchase Price:	\$600,000.00	
Credit Score:	680	
Property Type:	Single Family	~
Closing Costs:	\$20,000.00	
Include All Title/Escrow/Lender Fees,	Prepaids, etc.	

Calculation Results:				
Print Results	Scenario 1			
Program Name	CalPlus Conventional with ZIP 2%			
Base First Loan Amount	\$582,000.0			
Upfront FHA/MI Premium/VA Funding Fee	\$187.00			
High Balance Fee	\$0.0			
Total First Loan Amount	\$582,000.0			
Total Downpayment Requirement	\$18,000.0			
My Home Amount	\$18,000.0			
Minimum Needed to Meet Downpayment Requirement				
ZIP Loan Amount	\$11,640.0			
ZIP Loan Amount Applying To Closing Cost	\$11,640.0			
ZIP Loan Amount Applying to Principal Reduction Total Financing From CalHFA	\$0.0 \$611,640.0			
Loan LTV	97% LT			
Loan CLTV	101.94% CLT			
Borrower Estimated Contribution	\$8,547.0			
Includes Minimum Down Payment Requirement Above	,			
Monthly P&I Payment	\$4,321.3			
Estimated Monthly Property Taxes	\$625.0			
Estimated Monthly Hazard Insurance Payments	\$150.0			
Estimated Monthly Mortgage Insurance Premium	\$187.0			
Total Estimated Monthly Payments	\$5,283.3			
Add Other Monthly Amounts				



Resources on our website!





- Available in California only
- Homebuyer education required
- Owner Occupied Properties
- Co-signors must Occupy Property

Learn More at the CalHFA Dream for All site.

ForwardLendingMtg.co 844.941.5626





Juju McIntire EVP | Co-Founder

Michael Gamble EVP | National Sales Manager

Chris Calderon EVP| Co-Founder



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THANK YOU

WE KEEP YOU MOVING FORWARD

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