



### **AGENDA**

- HIGHLIGHTS & OVERVIEW
- ELIGIBILITY REQUIREMENTS
- HOW BROKER SIGNS UP
- BROKERS LEAD PORTAL
- APPLICANT EXPERIENCE
- QUESTIONS



### **HIGHLIGHTS**

- ✓ Borrowers can get fast access to cash, funding in as few as 5 business days\*
- ✓ Know instantly what the borrower prequalifies for with automated systems generating offers in seconds
- ✓ BPO option available on properties that receive no AVM
- ✓ Getting prequalified offers only requires a soft credit inquiry
- ✓ Lower fixed rates, compared to alternatives such as personal loans and credit cards
- ✓ No out-of-pocket closing costs, one-time origination fee applies





### **Applicants**

- · Single primary applicant
- Credit pulled for the primary applicant only
- · Additional signers
- Additional signers are added at the end of the application for the notary



### **Full Disbursement**

- 100% at closing
- · Fully amortized loan
- They will receive the full amount in their linked disbursement account at funding



### Offer Selection

- \$25,000 \$400,000
- · Variable origination fee
- 5, 10, 15, and 30-year terms
- Promotion discounts such as autopay discount



### Notary

- · eNotary where available
- Manual notary requires scheduling
- · Manual notary fee
- Funding initiated after Rescission (if applicable)



### **Draw Structure**

Loan Term	Draw Term
5 year	2 year
10 year	3 year
15 year	4 year
30 year	5 year



### **Draw Terms**

- · Set by the loan term selected
- · Can redraw during this period



### Redraws

- Minimum = \$500
- Maximum = Initial Draw + Fees
- · Each draw has its own fixed rate
- · Updated monthly payment
- · Recast with payments over 10% principal



## **Eligibility**

### **Lien Position**

- Max of third lien position (primary)
- Max of two lien position (non-owner occupied)

## **Credit Score (Experian FICO 9)**

- Minimum 640 (primary)
- Minimum 680 (non-owner occupied)

### **Post-Loan CLTV**

- Max 65% (FICO 620-639)
- Max 75% (FICO 640-659)
- Max 85% (FICO 660+)
- Max 70% (non-owner occupied)

### **Post-Loan DTI**

Less then 50%

### **Property Types**





Single-Family Residences

Investment / Secondary







Condominiums



Planned Unit **Developments** 



## **Credit, Income & Underwriting**

- Automated underwriting system
- Provides prequalified offers quickly and allows the applicant to customize their offer.
- If an applicant is declined, they will get an Adverse Action Notice (AAN)

Note: No Exception Requests, Reconsideration of Value, Income, etc.

### **Income verification**

- Completed via automated third-party systems.
   Income can be verified in minutes.
- Applicants will have a variety of methods to link their personal accounts.



**Example of the Eligibility Matrix** 



### Effective Date: 04/18/24

### Forward Fast Track HELOC Matrix

#### Eligibility Matrix

				•			
	Primary Residence - 1st or 2nd Lien Position			Primary Residence - 3rd Lien Position			
Max	Loan Amount	Max CLTV	Credit Score Range	M	ax Loan Amount	Max CLTV	Credit Score Range
\$	125,000	75%	640-659	\$	100,000	70%	680+
\$	125,000	80%	660+	\$	150,000	70%	760+
\$	150,000	85%	680+	-			
\$	200,000	80%	680+		Second Home or Investment - 1st or 2nd Lien Position		
\$	250,000	80%	700-739				
\$	250,000	85%	740+	M	ax Loan Amount	Max CLTV	Credit Score Range
\$	300,000	80%	740+	\$	200,000	70%	680+
\$	350,000	75%	740+	\$	225,000	70%	720+
\$	400,000	75%	760+	\$	250,000	70%	760+

#### Terms and Draw Features

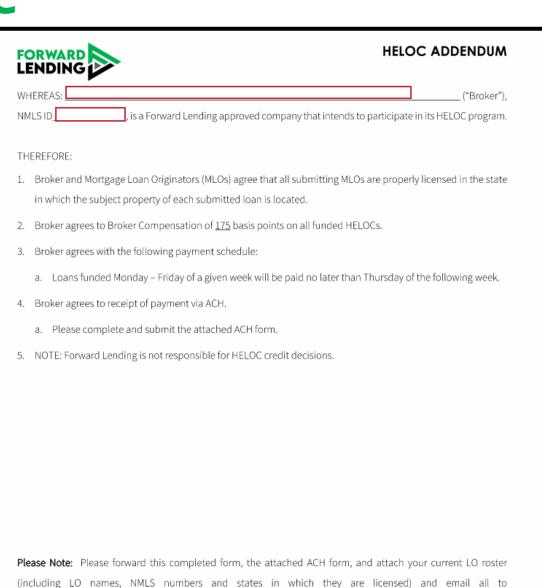
- Standalone transactions only
- . Full draw required at funding
- · Fixed rate fully amortized loan
- Additional draw limit is 100% of total line of credit
- . Minimum additional draw amount is \$500 or as required by law
- . Borrower must complete application within 14 days or application is cancelled
- No prepayment penalties
- . Funds may not be used to pay off existing debt to qualify

Term	Draw Period
5-Year Fixed (60 months)	2 years
10-Year Fixed (120 months)	3 years
20-Year Fixed (240 months)	4 years
30-Year Fixed (360 months)	5 years

Details	Key Program Parameters
Acceptable IDs	Valid Driver's License, State ID, Passport, Passport Card or Permanent Resident Card required
	<ul> <li>US Citizens and Permanent Resident Allens allowed</li> </ul>
	<ul> <li>Borrower must be on title and must be held solely, jointly or in a revocable trust</li> </ul>
Borrower Eligibility	<ul> <li>When property is owned jointly, all owners must sign the security instrument as an additional signer</li> </ul>
Compliance	State and Federal High-Cost loans not allowed
	<ul> <li>60 months sessoning required for major derogatory credit event (BK,SS,FC,DIL)</li> </ul>
	<ul> <li>≥ 60 delinquencies on any tradelines within the last 12 months are not allowed</li> </ul>
	<ul> <li>Non-medical collections &gt; \$500 are ineligible</li> </ul>
	Credit cannot be frozen
Credit	Valid for 30 calendar days
DTI	SON max DTI
	<ul> <li>Origination feet range between 1.99% &amp; 4.99%</li> </ul>
Feet	<ul> <li>Manual notary fee required, as applicable</li> </ul>
ree:	<ul> <li>Manual notary required in the following states: AK, AL, AZ (Pima co. only), CA, CT, DC, FL, GA, IL, IN, KS,</li> </ul>
	LA, MA, ME, MI, MN, MO, MS, MT, NC, ND, NH, NM, OH, OK, OR, PA, RI, SD, TN, VA, UT, VT, WA, WY
	<ul> <li>US Territories &amp; following states ineligible: DE, NI, NY, VT, WV</li> </ul>
Geographic Restrictions	<ul> <li>TX allowed with restrictions, refer to Texas HELOC Requirements for details</li> </ul>
	<ul> <li>May only be originated by a Broker and/or Loan Officer that is licensed in the state where the subject property is located</li> </ul>
Housing History	OutSOURS
	<ul> <li>Income may be a combination of earnings and/or asset depletion</li> </ul>
	<ul> <li>Income from spouse may be included for qualifying in community property/homestead states</li> </ul>
Income	<ul> <li>States where dual income is prohibited: CT, GA, HI, IN, ME, MD, MA, NY, OR, PA, RI, UT, VA</li> </ul>
	<ul> <li>Income is verified directly with borrower's source of choice</li> </ul>
	<ul> <li>Income sources borrower can choose from are: Bank accounts, Asset accounts, Paystubs, IRS Tax Filing</li> </ul>
	<ul> <li>Primary Residences - 1st, 2nd, and 3rd lien position allowed</li> </ul>
	<ul> <li>Second Homes &amp; Investment Properties - 1st and 2nd ilen position allowed</li> </ul>
Uen Position	Solar Bens are included in lien count
Minimum Loan Amount	\$25,000
	<ul> <li>1-Unit properties only - Single Family Residences (SFR), Townhomes, Planned Unit Developments (PUD), Condos</li> </ul>
	Fee simple only
Property Type Eligibility	Maximum property size allowed is 20 acres
Recently Listed Properties	80% max CLTV
recently Labor Properties	
Seasoning	Properties purchased within the last 90 days are ineligible
Seasoning	
Sessoning	Properties purchased within the last 90 days are ineligible Allowed with the following satrictions:  Primary residence.
Seasoning	Allowed with the following restrictions:
Seasoning	Allowed with the following restrictions:  • Primary residence,
Sessoning	Allowed with the following restrictions:  = Primary residence, = 80% mass CLTV
Seasoning	Allowed with the following restrictions:  • Primary residence,  • 80% max CLTV  • Third lien position not allowed  • No cash-out lien, open HELOC or previous HELOAN originated within the past 12 months  • Properties with title changes require 91 days seasoning
Seasoning	Allowed with the following restrictions:  • Primary restdence,  • 80% max CLTV  • Third lien position not allowed  • No cash-out lien, open HELOC or previous HELOAN originated within the past 12 months  • Properties with title changes require 91 days seasoning  • Property condition report (PCI) with a greater than or equal to average rating required
Seasoning	Allowed with the following restrictions:  Primary residence,  80% max CLTV  * Third lies position not allowed  No cash-out lies, open HELOC or previous HELOAN originated within the past 12 months  Properties with title changes require 31 days seasoning  Property condition report (PCII) with a greater than or equal to average rating required  Borrowers are required to go through a 12 day cooling off period before scheduling with the notary
Seasoning  Texas MELOC Requirements	Allowed with the following restrictions:  • Primary restdence,  • 80% max CLTV  • Third lien position not allowed  • No cash-out lien, open HELOC or previous HELOAN originated within the past 12 months  • Properties with title changes require 91 days seasoning  • Property condition report (PCI) with a greater than or equal to average rating required
	Allowed with the following restrictions:  Primary residence,  80% max CLTV  * Third lies position not allowed  No cash-out lies, open HELOC or previous HELOAN originated within the past 12 months  Properties with title changes require 31 days seasoning  Property condition report (PCII) with a greater than or equal to average rating required  Borrowers are required to go through a 12 day cooling off period before scheduling with the notary
Texas HELOC Requirements	Allowed with the following restrictions:  • Primary residence, • 80% max CLTV  • 80% or CLTV  • Third lies position not allowed  • No cash-out lies, open HELOC or previous HELOAN originated within the past 12 months  • Properties with title changes require 92 days seasoning  • Property condition report (PCII) with a greater than or equal to average rating required  • Borrowers are required to go through a 12 day cooling off period before scheduling with the notary  • All notary session must occur in a recording office
Texas MELOC Requirements Valuation	Allowed with the following restrictions:  • Primary residence,  • BON max CLTV  • Third lien position not allowed  • No cash-out lien, open HELOC or previous HELOAN originated within the past 12 months  • Properties with title changes require 91 days seasoning  • Property condition report (PCI) with a greater than or equal to everage rating required  • Borrowers are required to go through a 12 day cooling off pariob before scheduling with the notary  • All notary session must occur in a recording office  Value determined by AVM, appraisals are not allowed
Texas HELOC Requirements	Allowed with the following restrictions:  Primary residence,  80% mas CLTV  18th of line position not allowed  No cash-out lien, open HELCC or previous HELCAN originated within the past 12 months  Properties with title changes require 91 days seasoning  Property condition report (POI) with a greater than or equal to average rating required  Borrowers are required to go through a 12 day cooling off period before scheduling with the notary  All notary session must occur in a recording office  Value determined by AVM, apprehals are not allowed  Acceptable forms of vesting are as inclinidasis or in a trust

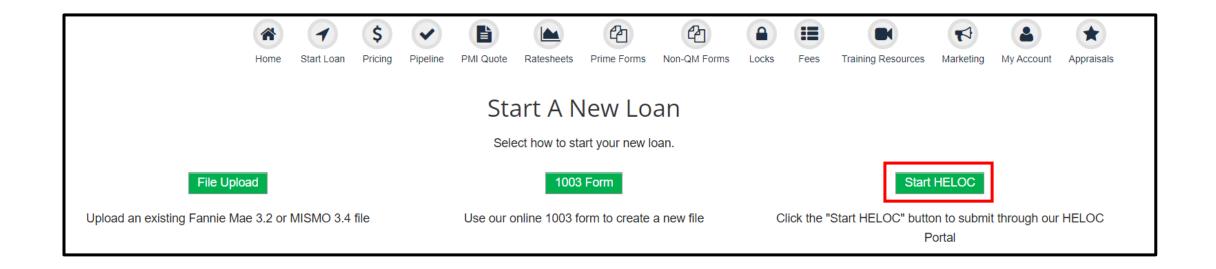


## **Broker Registration**





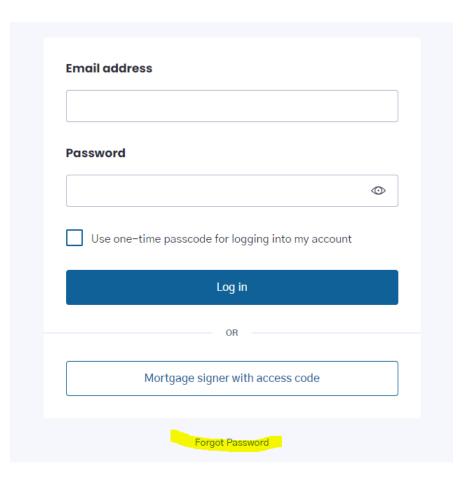
Once set up, you will access to the HELOC poral by clicking Start HELOC





First time users click Forgot Password.

You will receive an email with instructions to reset your password.





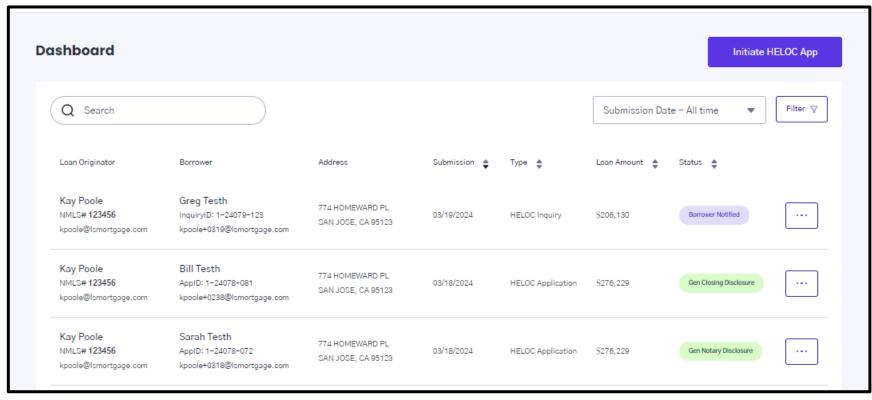
### **Check Your Email**

Please check the email address kpoole@lsmortgage.com for instructions to reset your password.

Resend email



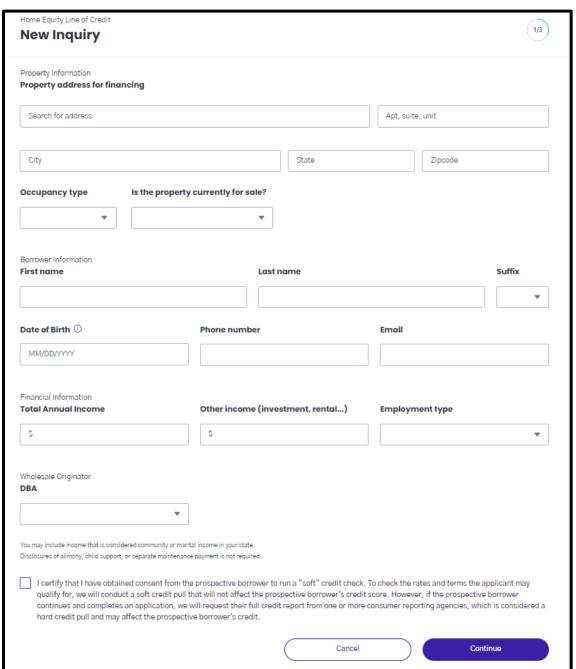
## **Initiate HELOC Application**





## **Complete Inquiry**

- 1. Address
- 2. Occupancy
- 3. Listed for sale y/n
- 4. Borrower first name
- 5. Last name
- 6. Date of Birth
- 7. Phone number
- 8. Email address
- 9. Total annual income
- 10. Employment Type
- 11. Liens against the property

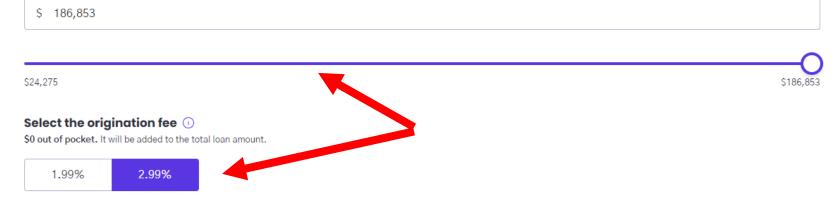




## **Desired Loan Amount**

## **Select Origination Fee**

### **Desired Loan Amount**



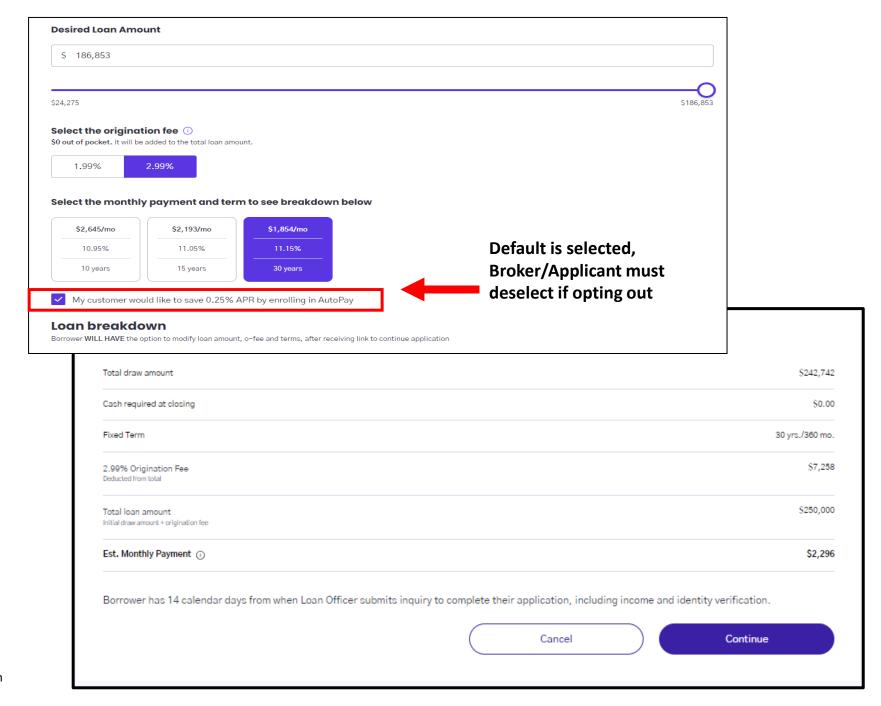
### Select the monthly payment and term to see breakdown below



### Loan breakdown

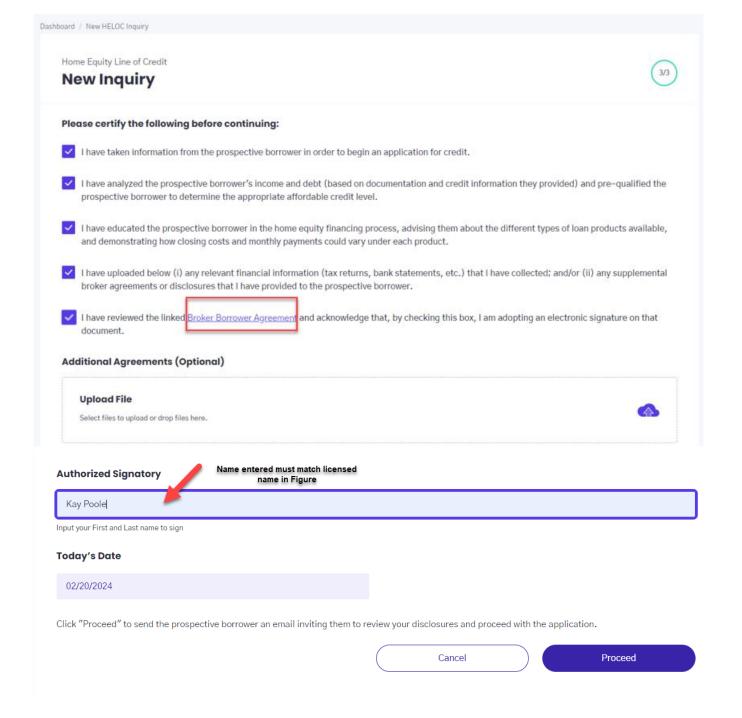
Borrower WILL HAVE the option to modify loan amount, o-fee and terms, after receiving link to continue application







## **Broker Certification**





Example of the Email sent to the Applicant.

All communication will come from OCMBC

OCMBC Broker 2 has started a HELOC application for you



If there are problems with how this message is displayed, click here to view it in a web browser.



#### Hi Sam,

Kay Poole at OCMBC Broker 2 has started a HELOC application on your behalf. OCMBC Broker 2 works with OCMBC to help you access the cash you need by tapping your home equity with a HELOC.

Here's what's next:

#### 1. Sign the broker documents

This allows your broker to connect you with us and does not bind you to loan terms.

#### 2. Customize your offer

Choose from variety of rate, term, and payment options

#### 3. Complete your application

Digitally verify your identity, income, and speak with an eNotary\*.

#### Voila!

Funding in just a few days!



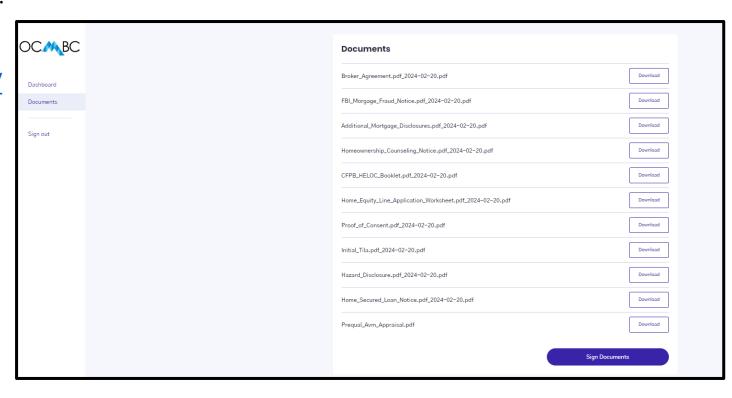
Applicant will be prompted to agree to the following:

- ✓ Terms of Service- https://ocmbc.com/terms
- ✓ Privacy Policy- <a href="https://ocmbc.com/privacy-policy/">https://ocmbc.com/privacy-policy/</a>
- ✓ Electronic Communications Policy

Applicant will be prompted to sign the upfront loan documents (vary by State)

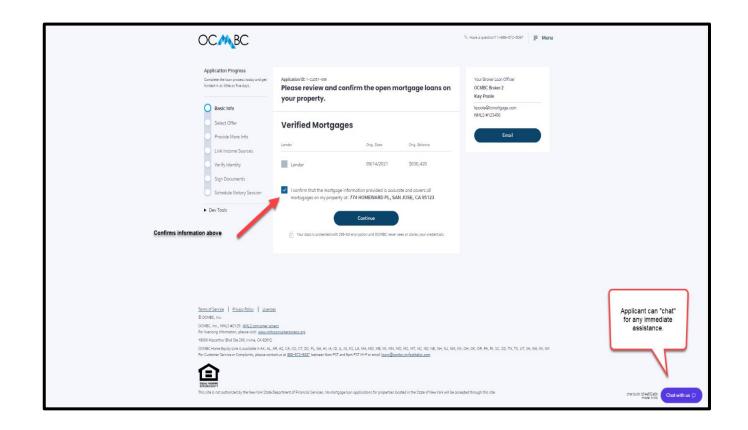
- ✓ Mortgage Loan Origination Agreement
- ✓ Home Equity Line Application
- ✓ Electronic Communications Proof of Consent
- ✓ Home Equity Loan Disclosure

Applicants can also access the documents under the Documents Tab

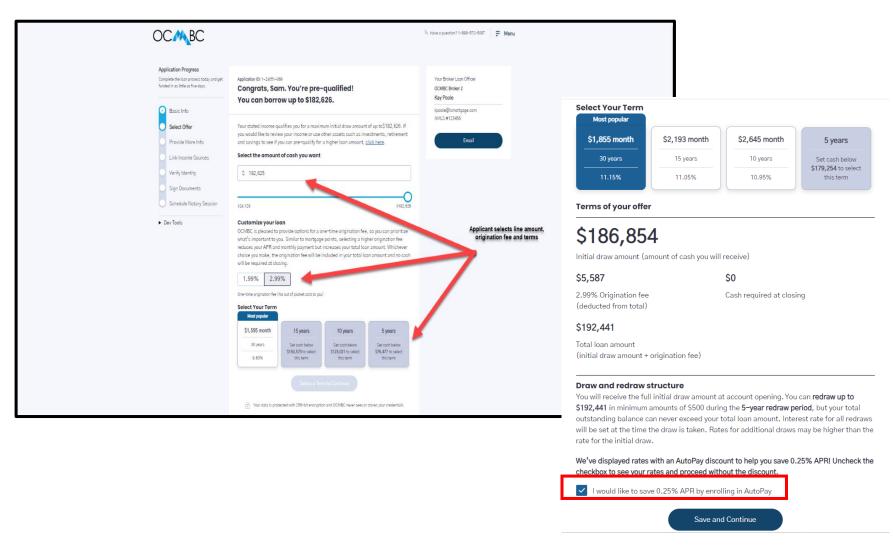




Applicant will confirm
Basic Info and verify open
mortgages on the
property.







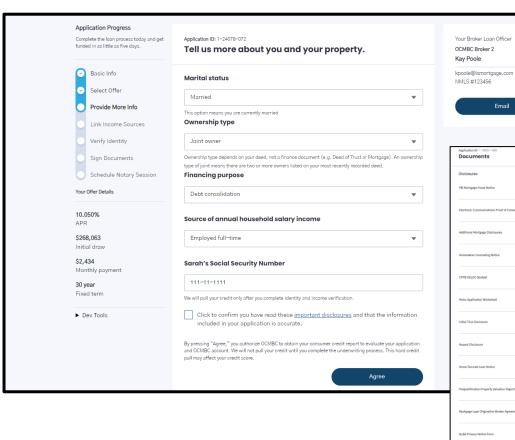
Applicant selects line amount, origination fee and terms.

It DOES NOT default to what the Broker originally selected and allows applicant to select instead.

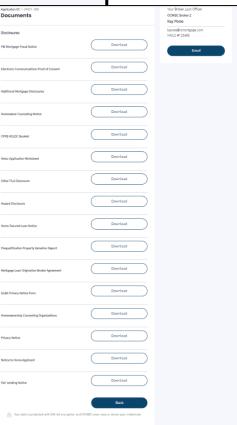
Applicant makes selection to deselect AutoPay.

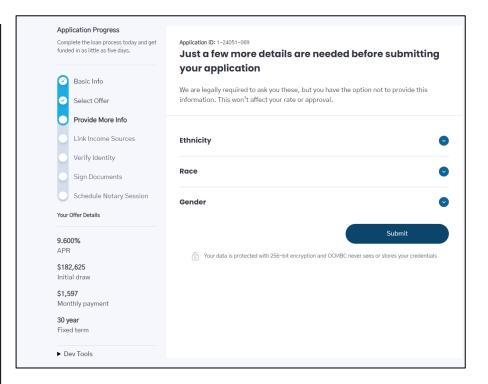
If deselected, rate will change in real time.



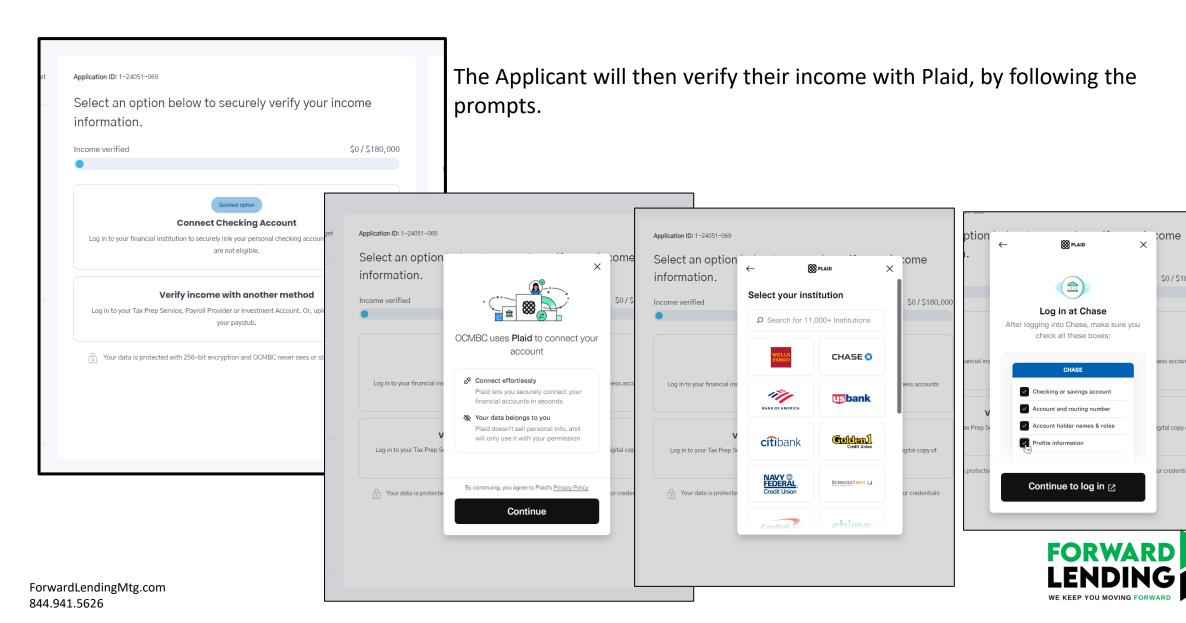


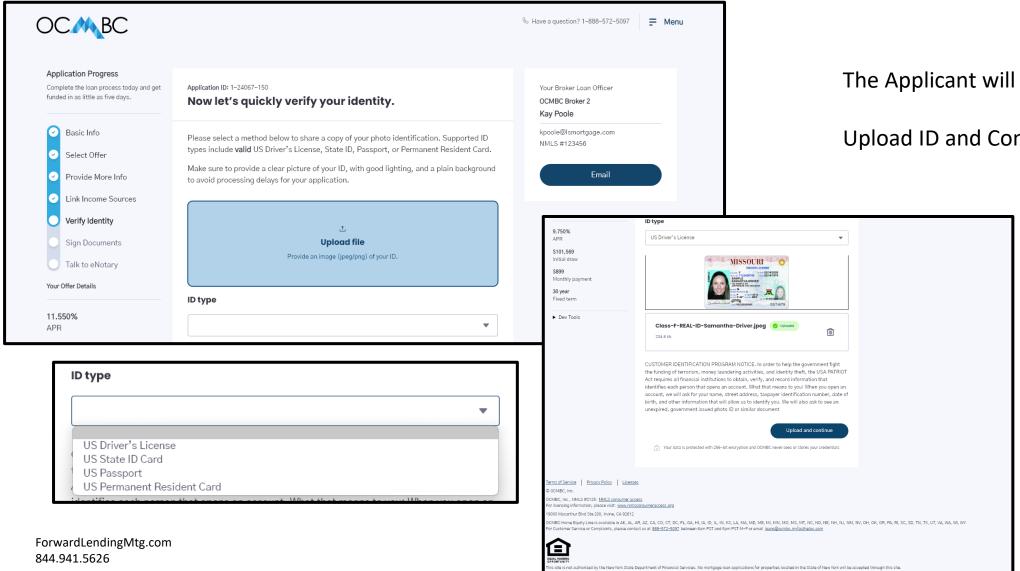
Applicant will complete the information page Tell us more about you and your property







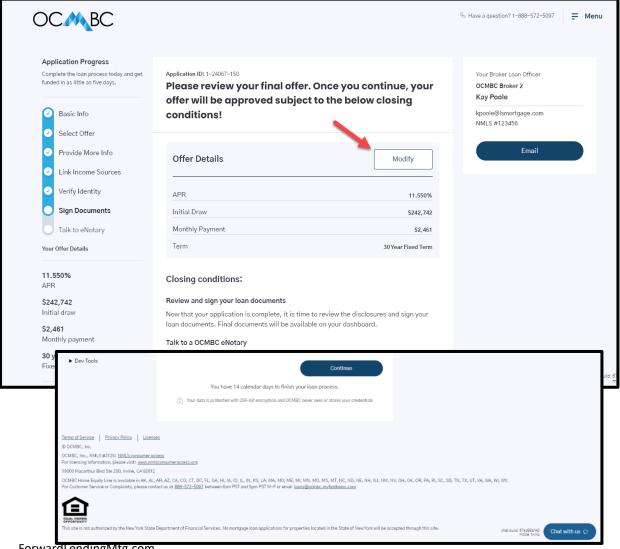




The Applicant will select ID type.

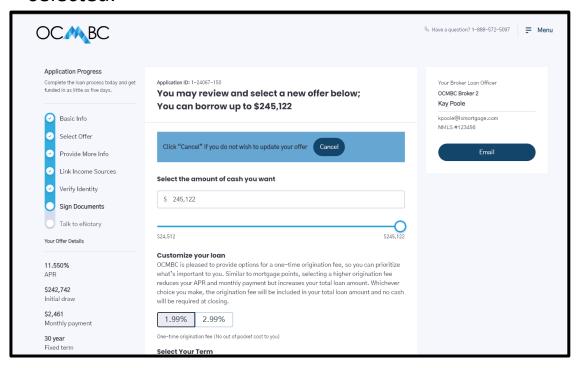
Upload ID and Continue.



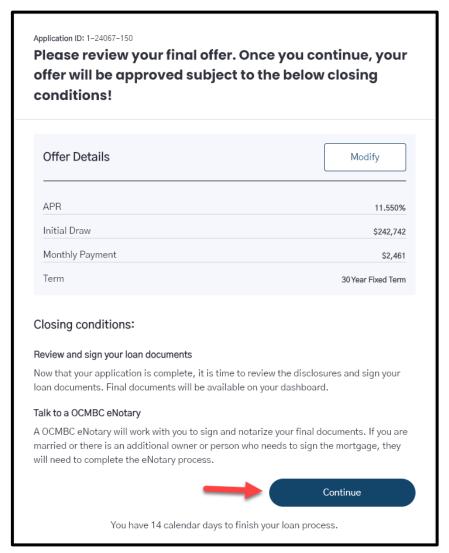


The applicant will review the final offer.

If Applicant selects "Modify", a new offer can be selected.

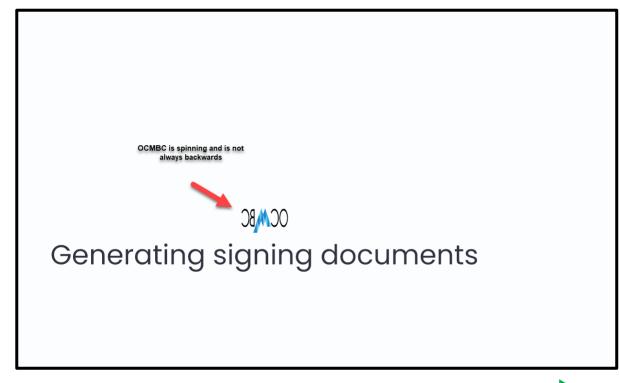






The Applicant will review the final offer and click Continue

A message will pop up "Generating Signing Documents"





# LEAD PORTAL APPLICANT/BROKER SUPPORT

### **APPLICANT SUPPORT**

 Encourage the Applicant to use the chat feature on the application.

### **OCMBC OUTREACH**

 If additional information is needed our outreach team will reach out to the applicant

### **LEAD PORTAL**

- Track your pipeline directly on the dashboard
- Get insight into your borrower's application details

### **BROKER SUPPORT**

- Contact internal support team, AE, Portal Support Chat
- Training Job Aids and Knowledge Base Resources







www.ForwardLendingMtg.com 844.941.5626

