



**FORWARD
LENDING**



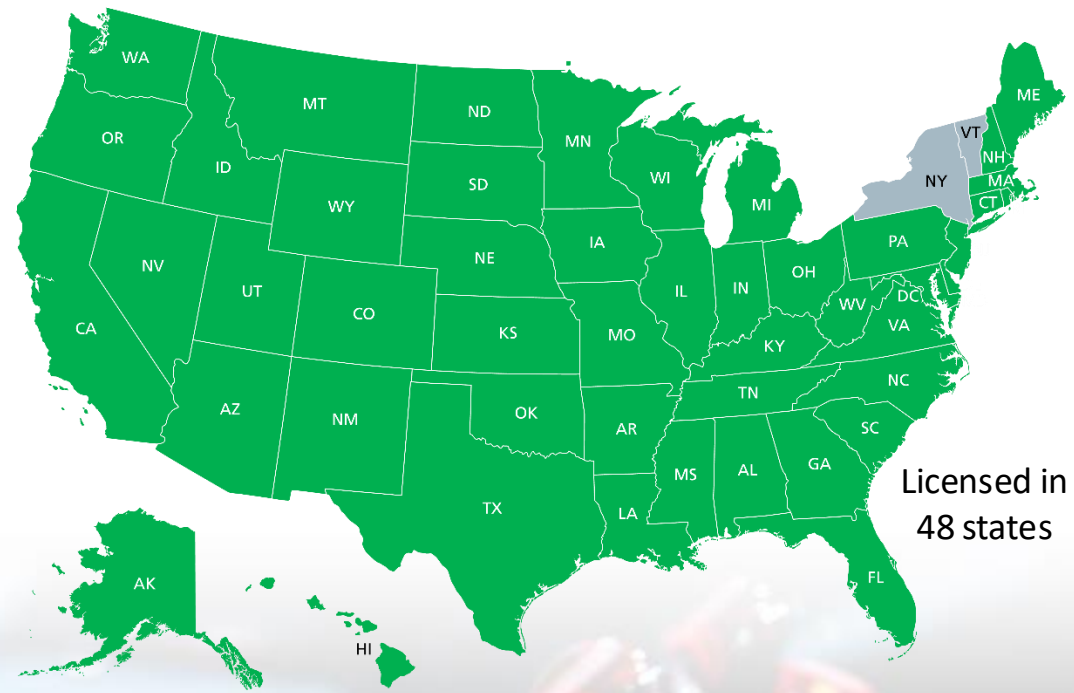
FORWARDLENDINGMTG.COM

CLOSED END SECONDS & FAST TRACK HELOC

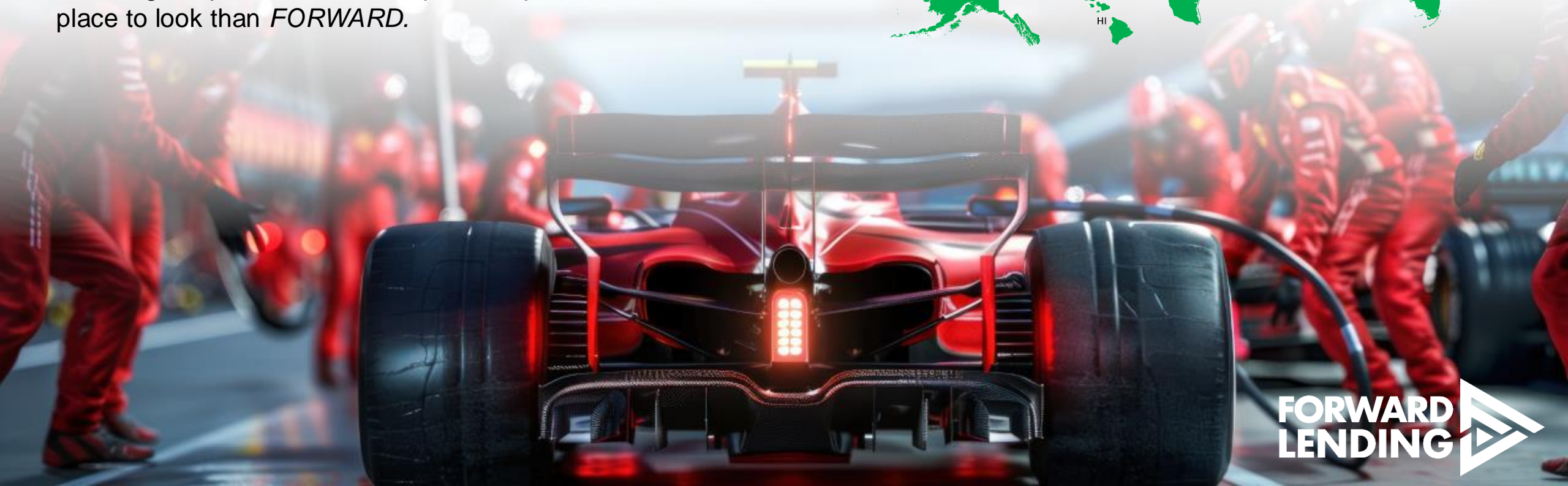
FORWARD LENDING

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 in
48 states



WEBINAR HOST



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

SPECIALS FOR SEPTEMBER!



PRIME:

- .375 BPS Improvement on Standard Balance FHA SL and VA IRRRL (Can be combined with Select)
- .25 BPS Improvement on FHA/VA/DPA, All FICOs (Excludes CalHFA, Standard Bal FHA SL and IRRRLs. Can be combined with Select)

Non-QM

NonQM Full/Alt-Doc Special:

- .50 BPS Price Improvement on all Full/Alt-Doc Non-QM Loans with FICO \geq 700 and LTV \leq 70%

Non-QM DSCR Special:

- .50 BPS Price Improvement on all DSCR Loans with Minimum 3YR Prepay Penalty, Minimum 1.0 DSCR and Minimum 660 FICO

Closed-End Second:*

- .25 BPS Price Improvement on all Closed-End Seconds

Restrictions apply. Contact your Account Executive to learn more.

Specials are valid for loans locked 9/3/2024 through 9/30/2024.

Offers subject to change at anytime, terms and conditions apply.

*For Closed-End Seconds: Loans originated in US Territories and the following states are ineligible: AK, NY, TN, TX, VT, WV, WY. Restrictions apply, contact your Account Executive for details. Important to note that a Closed-End Second Mortgage may typically have a higher interest rate than the first lien mortgage.





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

*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 permissible
- FICO 660 up to 70% CLTV
- Max CLTV 85% on Primary Residence
- Max CLTV 80% on Second Homes
- Max CLTV 80% on 2-4 Units properties
- Terms: 10, 20, 30-year fixed terms
- SFR, PUD, 2-4 Unit, Condo
- Investment Properties!

*refer to our complete matrix on our wholesale website



Intended for Mortgage/Real Estate Professionals



CLOSED END SECONDS GENERAL HIGHLIGHTS



- Minimum Loan Amount \$75,000
- Maximum Loan Amount \$750,000
- 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

EXAMPLE ELIGIBILITY MATRIX

Concurrent Close & Standalone Eligibility Matrix ¹															
Loan Amount	Occupancy	Property ^{2,3}	Cash-Out Refi			Purchase, Rate/Term & Cash-Out Refi									
			Select Full Doc ⁴			Standard Full Doc			Alt Doc						
			FICO to Max CLTV ⁵			FICO to Max CLTV ⁵			FICO to Max CLTV ⁵						
			720+	700+	680+	740+	720+	700+	680+	660+	740+	720+	700+	680+	660+
\$ 350,000	Primary Residence	SFR/PUD/ 2-4 Unit/Condo	80%	80%	75%	85%	85%	85%	80%	75%	85%	85%	80%	75%	70%
\$ 500,000			75%	80%	80%	80%	80%	75%	70%	75%	70%	70%	65%	60%	
\$ 750,000			70%												
\$ 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%
\$ 750,000						80%	80%	80%	75%	70%	75%	75%	70%	65%	60%
\$ 350,000	Second Home	SFR/PUD/Condo				80%	80%	80%	75%	70%	75%	75%	70%	65%	60%
\$ 500,000						70%	70%	70%	65%	60%	65%	65%	60%	55%	50%
\$ 750,000															

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 ≤ \$500,000 & 65% max CLTV > \$500,000 (Second Home and Select Full Doc ineligible)		
CLTV Restrictions	Condo (warrantable & non-warrantable) - 75% max CLTV		
Select Full Doc	Wage Earners: Paystub, 2 yrs W-2s, W-2 transcripts, Self-Employed: 2 yrs personal and business (if applicable) tax returns, tax transcripts		
Income Documentation	Wage Earners: Paystub, 1-2 yrs W-2s, W-2 transcripts, Self-Employed: 1-2 yrs personal and business (if applicable) tax returns, tax transcripts		
Standard Full Doc	Wage Earners: Paystub, 2 yrs W-2s, W-2 transcripts, Self-Employed: 2-2 yrs personal and business (if applicable) tax returns, tax transcripts		
Income Documentation	Wage Earners: Paystub, 2 yrs W-2s, W-2 transcripts, Self-Employed: 2-2 yrs personal and business (if applicable) tax returns, tax transcripts		
Alt Doc - One Yr SE, WVOE Only, 1099	5% CLTV reduction		
ITIN	75% max CLTV (Select Ineligible)		
DACA	75% max CLTV (Select Ineligible)		
Foreign National	700 min FICO, 70% max CLTV (Select Ineligible)		
Eligible 1st liens	Refer to Product Restrictions 1st Liens - Concurrent Close	Refer to Product Restrictions 1st Liens - Standalone Close	
Minimum Loan Amount	\$100,000		
Max Combined Liens	\$2.0MM: > 80% - 85% CLTV \$2.5MM: > 70% - 80% CLTV \$3.5MM: > 60% - 70% CLTV \$5.0MM: > 50% - 60% CLTV No max limit: ≤ 50% CLTV Combined loans amounts over \$2.5MM: Primary Residences only, min 700 FICO required 1st lien must be \$1 higher than 2nd lien All existing subordinate/junior liens (except solar liens/leases/UCC filings) must be satisfied		
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	
Credit Event (BK,SS,FC,DIL)	• 48 months (Standard Full Doc & Alt Doc only) (Select Ineligible) • 84 months - Select Full Doc 48 months - Standard Full Doc & Alt Doc • Multiple credit events not allowed		
Housing History	0 X 30 X 12 (Standard Full Doc & Alt Doc only) (Select Ineligible)		0x30x24 - Select Full Doc 0 X 30 X 12 - Standard Full Doc & Alt Doc
Cash-Out & Seasoning	• Max cash-out cannot exceed second lien amount (includes both 1st and 2nd loan proceeds on concurrent close refinance) • Select only - No more than 1 cash-out refinance w/in last 12 mos, max of 2 allowed with ≤ 75% CLTV on current transaction		
First Lien 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 • Transferred appraisals allowed (Select Ineligible)		• Full appraisal required • Transferred appraisals allowed (Select Ineligible)
Secondary Valuation	Required on all loans, acceptable product options: • ≤ 2.5 CU • 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	• Fixed: Note rate • ARMs: Greater of fully indexed rate or Note rate • I/D: Fully amort payment over term after IO		
Reserves	Follow 1st lien program requirements		None required
Title	Full Title policy covering both liens		• ≤ \$250,000: O & E Property Report or Full Title Policy • > \$250,000: Full Title Policy
Underwriting	• More restrictive of 1st lien requirements or product guidelines		Follow Select, Standard Full Doc & Alt Doc program guidelines

Additional Product Details	
Eligible Borrowers	US Citizens Permanent Resident Aliens - Select, Standard Full Doc & Alt Doc Non-Permanent Resident Aliens ITIN Foreign Nationals First time Homebuyers - Standard Full Doc & Alt Doc only (Select Ineligible) <small>Borrowers on 1st lien note must be on max loan and on title w/ no other properties (purchase or refinance) with another allowed for death of borrower, divorce and legal</small>

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 & Descriptions	
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	
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)	
<ul style="list-style-type: none"> • Blind Trusts • Foreign Nationals (Select only) • Irrevocable Trusts • ITIN (Select only) 	Borrowers <ul style="list-style-type: none"> • Land Trusts • Less than 18 years old • Life estates • Non-Permanent Resident Aliens (Select only) • Party to a lawsuit • With diplomatic immunity
<ul style="list-style-type: none"> • Assumable loans • Community Seconds • Concurrent close with a lender other than OCMBC • Escrow holdbacks 	Transactions <ul style="list-style-type: none"> • High Cost Loans • Income produced, or in relation to, cannabis, hemp • Income produced by Short Term Rentals (STR) • Lien free properties • Property listed for sale within the last 6 months (refis only)
<ul style="list-style-type: none"> • First lien with lender other than OCMBC • Agency and Non-Agency fixed rate and ARMs with initial fixed term < 5 years • FHA, VA or USDA mortgages 	1st Liens - Concurrent Close <ul style="list-style-type: none"> • High-LTV Refinance • HomeOne • HomePath • HomePossible • HomeReady with Reduced Mortgage Insurance Option • HomeStyle • OCMBC Non-QM DSCR loan
<ul style="list-style-type: none"> • All Affordable Purch, Refi & DPA programs (HomeStyle, FHA, Refi Now, HomeReady, etc.) • ARMs • Balloon notes or features • Construction or renovation loans • Cross collateralized loans 	1st Liens - Standalone Close <ul style="list-style-type: none"> • Home equity line of credit (HELOC) • IO loans w/< 7 yrs remaining in IO period • Land Trusts • Loans in forbearance • Negative amortization • Private Mortgages • Renovation loans • Resident Transition Loans (RTL) • Reverse mortgages
<ul style="list-style-type: none"> • 2-4 Units properties (Select only) • Bed and Breakfast • Churches • Commercial and mixed-use • Condo hotels and condotels • Co-Ops 	Property Types <ul style="list-style-type: none"> • Houseboats • Leasehold properties • Log homes • Manufactured or mobile homes • Non-warrantable condos (Select only) • Projects that offer • Properties not suitable for year-round occupancy • Properties w/PACE obligations • Properties w/private transfer fees • Properties w/zoning violations • Rural properties • Solar Panels that affect first lien position



CES' HOW TO PRICE IN THE TRACK

- 1) Enter proposed 2nd Loan amount when loan is cash out
- 2) 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
- 8) CLTV is combination of 1st mortgage loan balance and proposed 2nd loan amount

Mortgage Information

NanQ(Non-QM) No Yes

Loan type * Conventional

Loan purpose * Refinance

Purpose of refinance * CashOut

Cash Out Amount * 120,000 **1**

Lien position First Second **2**

Doc type * Full

Loan term 30 Year

Amortization Fixed ARM

Low-Mid FICO * 680 **3**

DTI * 43.00 **4**

Underwriting Result * None/Not Submitted

Buydown Type None

Is there a Co-Borrower? No Yes

Waive escrows No Yes

Self Employed No Yes

Mtg insurance None

\$0.00 MI

Include Down Payment Assistance? No Yes

First Time Homebuyer? No Yes

Agency Program N/A

Comp source Borrower Paid

My comp plan: BP: 1.516

Fixed Fee: 0

Min: 1,000

Max: 10,000

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

Est. value * 680,000

Loan amount * 120,000 **5**

1st Mtg Amount * 385,000 **6**

LTV * 17.647 **7**

CLTV * 74.265 **8**

Property Information

Property zip * 83642

Property state * ID

Property city * Meridian

Property type * SFD

Units 1

Occupancy type * Primary

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





FAST TRACK HELOC



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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

FAST TRACK HELOC



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)

FAST TRACK HELOC

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 than 50%

Property Types



Single-Family Residences



Investment / Secondary



Townhomes



Condominiums



Planned Unit Developments

FAST TRACK HELOC



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)

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.

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

FAST TRACK HELOC

Example of the Eligibility Matrix

Primary Residence - 1st or 2nd Lien Position			Primary Residence - 3rd Lien Position		
Max Loan Amount	Max CLTV	Credit Score Range	Max 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+			
\$ 250,000	80%	700-739			
\$ 250,000	85%	740+			
\$ 300,000	80%	740+			
\$ 350,000	75%	740+			
\$ 400,000	75%	760+			

Second Home or Investment - 1st or 2nd Lien Position		
Max Loan Amount	Max CLTV	Credit Score Range
\$ 200,000	70%	680+
\$ 225,000	70%	720+
\$ 250,000	70%	760+

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 style="list-style-type: none"> US Citizens and Permanent Resident Aliens allowed Borrower must be on title and must be held solely, jointly or in a revocable trust When property is owned jointly, all owners must sign the security instrument as an additional signer
Borrower Eligibility	State and Federal High-Cost loans not allowed
Compliance	<ul style="list-style-type: none"> 60 months seasoning required for major derogatory credit event (BK, SS, JCDL) 2 60 delinquencies on any tradelines within the last 12 months are not allowed Non-medical collections > \$500 are ineligible Credit cannot be frozen Valid for 30 calendar days
Credit	
DTI	50% max DTI <ul style="list-style-type: none"> Origination fees range between 1.99% & 4.99%
Fees	<ul style="list-style-type: none"> Manual notary required in the following states: AK, AL, AZ (Pima co. only), CA, CT, DC, FL, GA, IL, IN, KS, LA, MA, ME, MI, MN, MO, MS, MT, NC, ND, NH, NM, OH, OK, OR, PA, RI, SD, TN, VA, UT, VT, WA, WY US Territories & following states ineligible: DE, HI, NJ, NY, VT, WV TX allowed with restrictions, refer to Texas HELOC Requirements for details May only be originated by a Broker and/or Loan Officer that is licensed in the state where the subject property is located
Geographic Restrictions	
Housing History	<ul style="list-style-type: none"> Income may be a combination of earnings and/or asset depletion Income from spouse may be included for qualifying in community property/homestead states States where dual income is prohibited: CT, GA, HI, IN, MS, MD, MA, NY, OH, PA, RI, UT, VA Income is verified directly with borrower's source of choice Income sources borrower can choose from are: Bank accounts, Asset accounts, Paystubs, IRS Tax Filing
Income	<ul style="list-style-type: none"> Primary Residences - 1st, 2nd, and 3rd lien position allowed Second Homes & Investment Properties - 1st and 2nd lien position allowed Solar liens are included in lien count
Lien Position	
Minimum Loan Amount	\$25,000
Property Type Eligibility	<ul style="list-style-type: none"> 3-Unit properties only - Single Family Residences (SFR), Townhomes, Planned Unit Developments (PUD), Condos Fee simple only Maximum property size allowed is 20 acres
Recently Listed Properties	80% max CLTV
Seasoning	Properties purchased within the last 90 days are ineligible Allowed with the following restrictions: <ul style="list-style-type: none"> Primary residence, 80% max CLTV Third lien position not allowed
Texas HELOC Requirements	<ul style="list-style-type: none"> No cash-out lien, open HELOC or previous HELOC originated within the past 12 months Properties with title changes require 91 days seasoning Property condition report (PCR) 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
Valuation	Value determined by AVM, appraisals are not allowed
Waiving and Trust Requirements	<ul style="list-style-type: none"> Acceptable forms of vesting are as Individuals or in a trust Properties vested in LLC/entities are not allowed Revocable trusts only, Certificate of Trust required for properties held in a trust (Trust agreement is not acceptable) Revocable Trust Eligible States: AR, AZ, CA, CO, CT, DE, DC, FL, IA, ID, IL, IN, KS, MA, ME, MI, MN, NH, NV, OR, SC, SD, TN, UT, VA, WA, WY

FAST TRACK HELOC

Broker Registration Example HELOC Addendum



HELOC ADDENDUM

WHEREAS: _____ (“Broker”),
NMLS ID: _____, is a Forward Lending approved company that intends to participate in its HELOC program.

THEREFORE:

1. Broker and Mortgage Loan Originators (MLOs) agree that all submitting MLOs are properly licensed in the state in which the subject property of each submitted loan is located.
2. Broker agrees to Broker Compensation of 175 basis points on all funded HELOCs.
3. Broker agrees with the following payment schedule:
 - a. Loans funded Monday – Friday of a given week will be paid no later than Thursday of the following week.
4. Broker agrees to receipt of payment via ACH.
 - a. Please complete and submit the attached ACH form.
5. NOTE: Forward Lending is not responsible for HELOC credit decisions.

Please Note: Please forward this completed form, the attached ACH form, and attach your current LO roster (including LO names, NMLS numbers and states in which they are licensed) and email all to



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FAST TRACK HELOC



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

Home Start Loan Pricing Pipeline PMI Quote Ratesheets Prime Forms Non-QM Forms Locks Fees Training Resources Marketing My Account Appraisals

Start A New Loan

Select how to start your new loan.

File Upload
Upload an existing Fannie Mae 3.2 or MISMO 3.4 file

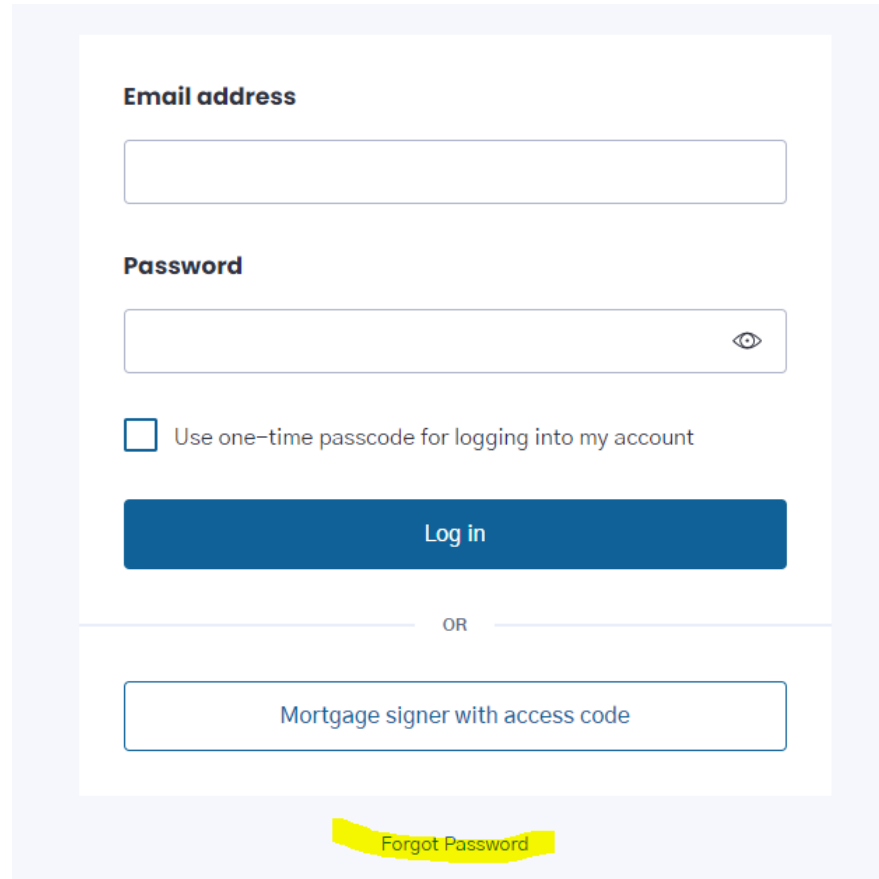
1003 Form
Use our online 1003 form to create a new file

Start HELOC
Click the "Start HELOC" button to submit through our HELOC Portal

FAST TRACK HELOC

First time users click
Forgot Password.

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



The screenshot shows a login form with the following elements:

- Email address**: A text input field.
- Password**: A text input field with a visibility toggle icon (an eye).
- Use one-time passcode for logging into my account
- Log in**: A blue button.
- OR**: A separator.
- Mortgage signer with access code**: A text input field.
- Forgot Password**: A yellow button at the bottom of the form.



Check Your Email

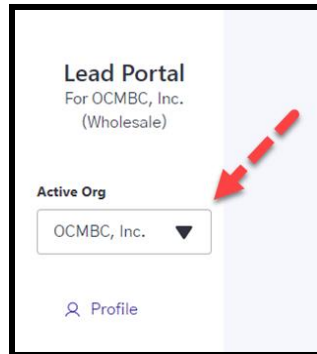
Please check the email address
kpoole@lsmortgage.com for instructions to reset
your password.

Resend email

FAST TRACK HELOC



Initiate HELOC Application



Dashboard Initiate HELOC App

Search Submission Date - All time Filter

Loan Originator	Borrower	Address	Submission	Type	Loan Amount	Status	
Kay Poole NMLS# 123456 kpoole@lsmortgage.com	Greg Testh InquiryID: 1-24079-123 kpoole+0319@lsmortgage.com	774 HOMEWARD PL SAN JOSE, CA 95123	03/19/2024	HELOC Inquiry	\$206,130	Borrower Notified	...
Kay Poole NMLS# 123456 kpoole@lsmortgage.com	Bill Testh AppID: 1-24078-081 kpoole+0238@lsmortgage.com	774 HOMEWARD PL SAN JOSE, CA 95123	03/18/2024	HELOC Application	\$276,229	Gen Closing Disclosure	...
Kay Poole NMLS# 123456 kpoole@lsmortgage.com	Sarah Testh AppID: 1-24078-072 kpoole+0318@lsmortgage.com	774 HOMEWARD PL SAN JOSE, CA 95123	03/18/2024	HELOC Application	\$276,229	Gen Notary Disclosure	...

PLEASE NOTE: when accessing Figures Lead Portal, It's important that you Start HELOC from our portal to ensure OCMBC is selected as your Lender of choice.

FAST TRACK HELOC



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

Home Equity Line of Credit
New Inquiry 1/3

Property Information
Property address for financing

Search for address Apt, suite, unit

City State Zipcode

Occupancy type Is the property currently for sale?

Borrower Information

First name Last name Suffix

Date of Birth Phone number Email

Financial Information

Total Annual Income Other income (investment, rental...) Employment type

Wholesale Originator
DBA

You may include income that is considered community or marital income in your state.
Disclosures of alimony, child support, or separate maintenance payment is not required.

I certify that I have obtained consent from the prospective borrower to run a "soft" credit check. To check the rates and terms the applicant may qualify for, we will conduct a soft credit pull that will not affect the prospective borrower's credit score. However, if the prospective borrower continues and completes an application, we will request their full credit report from one or more consumer reporting agencies, which is considered a hard credit pull and may affect the prospective borrower's credit.

FAST TRACK HELOC



Desired Loan Amount

Desired Loan Amount

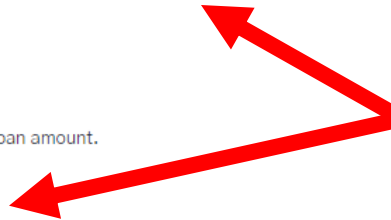
\$24,275

\$186,853

Select the origination fee ⓘ

\$0 out of pocket. It will be added to the total loan amount.

1.99% 2.99%



Select Origination Fee

Select the monthly payment and term to see breakdown below

\$2,645/mo	\$2,193/mo	\$1,854/mo
10.95%	11.05%	11.15%
10 years	15 years	30 years

My customer would like to save 0.25% APR by enrolling in AutoPay

Loan breakdown

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

Desired Loan Amount

\$ 186,853

\$24,275 \$186,853

Select the origination fee ⓘ
\$0 out of pocket. It will be added to the total loan amount.

1.99% **2.99%**

Select the monthly payment and term to see breakdown below

\$2,645/mo 10.95% 10 years	\$2,193/mo 11.05% 15 years	\$1,854/mo 11.15% 30 years
----------------------------------	----------------------------------	---

My customer would like to save 0.25% APR by enrolling in AutoPay

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

**Default is selected,
Broker/Applicant must
deselect if opting out**

Total draw amount	\$242,742
Cash required at closing	\$0.00
Fixed Term	30 yrs./360 mo.
2.99% Origination Fee Deducted from total	\$7,258
Total loan amount Initial draw amount + origination fee	\$250,000
Est. Monthly Payment ⓘ	\$2,296

Borrower has 14 calendar days from when Loan Officer submits inquiry to complete their application, including income and identity verification.

Cancel
Continue



Broker Certification

Dashboard / New HELOC Inquiry

Home Equity Line of Credit

New Inquiry 3/3


Please certify the following before continuing:

- I have taken information from the prospective borrower in order to begin an application for credit.
- I have analyzed the prospective borrower's income and debt (based on documentation and credit information they provided) and pre-qualified the prospective borrower to determine the appropriate affordable credit level.
- I have educated the prospective borrower in the home equity financing process, advising them about the different types of loan products available, and demonstrating how closing costs and monthly payments could vary under each product.
- I have uploaded below (i) any relevant financial information (tax returns, bank statements, etc.) that I have collected; and/or (ii) any supplemental broker agreements or disclosures that I have provided to the prospective borrower.
- I have reviewed the linked [Broker Borrower Agreement](#) and acknowledge that, by checking this box, I am adopting an electronic signature on that document.

Additional Agreements (Optional)

Upload File

Select files to upload or drop files here.



Authorized Signatory Name entered must match licensed name in Figure

Input your First and Last name to sign

Today's Date

Click "Proceed" to send the prospective borrower an email inviting them to review your disclosures and proceed with the application.

BROKER STEPS




When you hit Proceed, If NO Offers, you get a response with no offers:

Dashboard / New Heloc Inquiry

Home Equity Line of Credit
New Inquiry

2/3



No Products Available

Unfortunately, based on the information you provided there are no offers available at this time.

Inquiry has no offers: We do not grant additional loans on the terms you have requested.; Income insufficient to qualify for minimum HELOC offer; Excessive obligations in relation to income

[Back to Dashboard](#)

BROKER STEPS CONT.

When you hit Proceed, If Pre-Eligible, the Applicant will receive an email to Start the application.

OCMBC Broker 2 has started a HELOC application for you



OCMBC <noreply@outbound.ocmcbc.myfastheloc.com>

To kpoole+1049@ismortgage.com

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!

HOW TO CUSTOMIZE THE EMAIL TO START APPLICATION

For OCBC, Inc. (Wholesale)

OCBC, Inc.

Profile

Leads

Admin Tools

Loan Originators

Brokers

Users

Organizations

Dashboard

New Lead

Search

Search by Broker

Submission Date - All time

Filter

Broker	Loan Originator	Borrower	Address	Submission	Type	Loan Amount	Status
OCBC Broker NMLS# FIGURE_TECH_ADMIN...	Alexnader Nichols NMLS# LO_NMLS_123 anichols@figure.com	Carlos Johnstesth InquiryID: 1-24227-066 anichols+1723654952734@fg...	774 HOMEWARD PL SAN JOSE, CA 95123	08/14/2024	HELOC Inquiry	\$390.696	Borrower Notified
Precise Loan Processing NMLS# 1729466	Kayle Matye NMLS# LO_NMLS kmatye@figure.com	Carlos Johnstesth InquiryID: 1-24227-002 kmatye+1723594376153@fgur...	774 HOMEWARD PL SAN JOSE, CA 95123	08/14/2024	HELOC Inquiry	-	Incomplete

Details

Copy Borrower Link

Resend Welcome

HELOC Application Link Training x

A Alexander Nichols <anichols@figure.com>
to me

Hello Carlos!

It was so great speaking with you today.

Here is the [link to get started on the HELOC application](#).

Also, I would like to make some suggestions based on our conversation to ensure you have a seamless application process.

- Have your government-issued ID ready or a photo of your ID.
- Have your username and password ready for your checking account.

If you have any questions at all, my phone number is located on the application. You may also email me at this address with any questions.

Do note, there is a full operations center dedicated to helping you as well. You will see a phone number and chat functionality on the application if you have questions or want to expedite any reviews.

Best,

FAST TRACK HELOC RESOURCES



- **Training Video Tutorial for Applicants**
 - **[Figure Applicant Experience](#)**
- **saleSUCCESS@figure.com**
- **Chat bubble feature within the application for the borrowers**

MARKETING AVAILABLE!



FORWARD LENDING

CLOSED-END SECOND MORTGAGES

REV UP YOUR PIPELINE

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

Why Closed-End Seconds Make Sense:

- Get Cash out without refinancing an 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

- Purchase, Rate/Term Refinance, and Cash-Out Available (Max \$750k)
- Fixed 10, 20, & 30 year rates available
- Credit Scores down to 660
- Loan Amounts to \$750,000
- Full Doc - 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 85% CLTV Full Doc
- Up to 80% CLTV Cash-Out Refinance on Investment
- Owner Occ., 2nd Home and Investment
- Properties Up to 50% DTI Properties with a solar lien are eligible (check matrix)
- Non-Warrantable Condos Eligible

PROGRAM HIGHLIGHTS

Refinance, and Cash-Out (Max \$750k)
Fixed term rates available
30 year rates available
660
\$100,000
5%
Fully disbursed at closing, no draw feature
\$100,000
Stand alone
CLTV Full Doc
Cash-Out Refinance on
Investment and Investment
DTI Properties with a
check matrix)
Condos Eligible

Contact your Account Executive for details.
*Not available for the first lien mortgage.

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FORWARD LENDING

RESOURCES ON OUR WEBSITE!

The screenshot displays the Forward Lending website's navigation and a promotional banner for 'Fast Track HELOC'. The navigation bar includes links for PROGRAMS, RATES, RESOURCES, GET APPROVED, ABOUT US, CONTACT US, NEWS, CAREERS, and SUBMIT, along with a 'Make A Payment' button and social media icons. A left sidebar lists various loan programs, with 'FAST TRACK HELOC' highlighted in green. The main banner features a red race car on a track, with the text 'Fast Track HELOC' and a description of the program. Two call-to-action buttons are present: 'Approved? Complete The Form' and 'Get Approved With Forward Lending'. Below the banner, a headline reads 'Fast Track HELOC our Home Equity Line of Credit- Now Available!' and a 'Fast Track HELOC Matrix' button is displayed.

FORWARD LENDING
844.941.5626

PROGRAMS ▾ RATES RESOURCES ▾ GET APPROVED ABOUT US ▾ CONTACT US ▾ NEWS CAREERS SUBMIT ▾ [Make A Payment](#) in f @ 🚗

- CONVENTIONAL LOANS ▾
- NON-QM ▾
- CALHFA DPA ▾
- CLOSED END SECONDS ▾
- FAST TRACK HELOC**
- FHA LOANS ▾
- VA LOANS
- USDA LOANS
- BUYDOWN LOANS ▾
- FHA FAST 100 (DPA) LOAN PROGRAM
- REFINOW
- JUMBO LOANS

Fast Track HELOC

Innovative HELOC program to provide easy access to home equity line of credit.
Forward Lending Brokers need to complete our quick HELOC Approval Form to get started.

[Approved? Complete The Form](#) [Get Approved With Forward Lending](#)

Fast Track HELOC our Home Equity Line of Credit- Now Available!

[Fast Track HELOC Matrix](#)

CONTACT US

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EVP | Co-Founder

Michael Gamble
EVP | National Sales
Manager

Chris Calderon
EVP | Co-Founder

FORWARD
LENDING

WE KEEP YOU MOVING FORWARD

844.941.5626



THANK YOU

**FORWARD
LENDING**

WE KEEP YOU MOVING FORWARD



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