

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*.



WEBINAR HOSTS



Jenny Beck, Director of Learning and Development



Shaun Dennison, EVP Non-QM Lending



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 FEBRUARY!

.25 BPS Price Improvement Special

Applicable for:

- Purchase, Refinance, and Cash-Out
- Government (FHA, VA, and FHA DPA)
- Non-QM
- Closed End Seconds (CES)

Select Price Improvement Special

• Combine with Select for up to .60 BPS Price Improvement! Excludes: CalHFA and HELOC Loan Programs

FHA/VA February Special: .375 BPS Price Improvement

Available for FHA and VA loans with FICO 600 – 679
 Note: Cannot be combined with other promotions. Excludes DPA, CalHFA, and HELOC Loan Programs.

Specials are valid for loans locked 2/1/2025 through 2/28/2025. Offers subject to change at any time, terms and conditions apply.

Special applies to all Non-QM, FHA, VA loans, including low/high balance, Closed-End Seconds, and DPA Programs excluding CalHFA DPA programs and Jumbo Programs. Also excludes HELOCs. Specials are valid for loans locked 2/1/2025 through 2/28/2025. Offers subject to change at any time, terms and conditions apply. Specials may not be combined with any other price improvement or special unless indicated in the offer.

Forward Lending is not affiliated with or acting on behalf of or at the direction of the Federal Housing Administration, Veterans Administration, or the Federal Government.

*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.





GENERAL OVERVIEW & REFRESHER

What is DSCR?

<u>DSCR</u> is defined as gross rents divided by qualifying PITIA or ITIA.

100% of the rents can be used and no vacancy factor is required. A minimum of 1.00% DSCR is required for ALL DSCR programs and .75 is the minimum for our No (aka "low") Ratio Program .

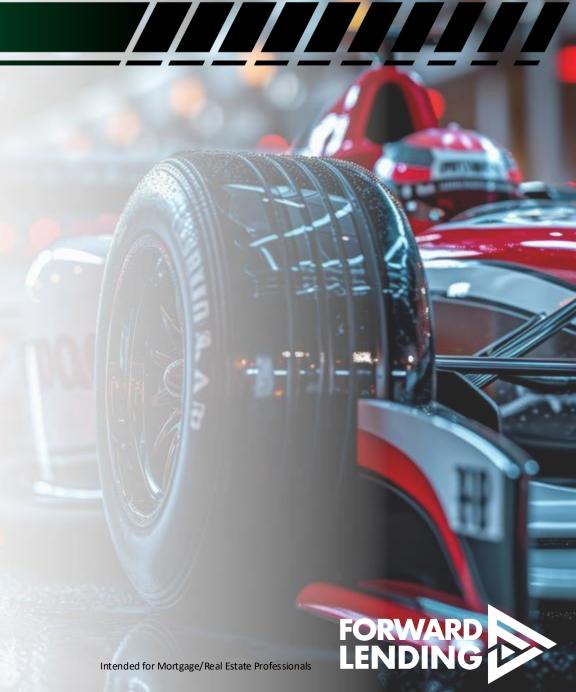
Under the Debt Service Coverage documentation options, property income is used to qualify the transaction. Debt Service Coverage is available to Experienced and First Time Investors purchasing or refinancing investment properties to hold for business purpose.

Debt Service Coverage Ratio is a Business Purpose Loan



BENEFITS

- ✓ Faster Closing (Non TRID No waiting periods)
- ✓ No Income or Employment documentation (do not include on 1003) /less hoops to jump through
- ✓ Less Disclosures
- DSCR rations down to .75, providing flexibility for those higher leveraged properties
- ✓ Leveraging existing cash flow to acquire more investment properties



PRODUCT SUMMARY

- Investment properties ONLY
- Business purpose loans (Ex. C/O cannot be used for personal use like paying personal debt)
- Unlimited financed properties
- Waive reserves w/ LTV < 65%
- I/O payments can be used to drive the DSCR ratio
- Short term rentals OK! (and yes, Air DNA is acceptable as well!!)
- Vacant refinances are OK!
- C/O up to 1.5M
- First time investors are OK! / Cannot be a first-time home buyer
- Brokers can conduct DSCR business in states where licensing is not required
 - DSCR Broker License Requirements.pdf
- Vest in LLC, Partnership, S-Corp or Corp Minority members (< =15%) can remain off the loan (no personal guarantee)
- Cashout can be used as reserves
- Minimum Loan amount \$100,000



GENERAL HIGHLIGHTS

- LTV's Up to 85% on Purchase/R&T (this is HUGE!!)
- Credit
 - Down to 620 FICO DSCR
 - Down to 640 FICO No-Ratio (aka > = .75)
- Vesting in an entity Use the FICO of the largest % holder of an LLC
- Loan Amounts
 - Up to \$3.5M
- Terms
 - 30yr and 40yr Fixed (true 480-month term)
 - Non-Standard Terms
 - IO Available (not available on 15-year term)
- Cash Out to 75% LTV
- Gift Funds Allow up to 100%!
- Private Party VORs (OCMBC niche!!)
 - LTV <= 80% & >= 660 FICO
 - LTV <= 70% & >= 600 FICO



ACCEPTABLE DOCUMENTATION

DOCUMENTATION TYPES

Purchase

- Form 1007 (required)
- Existing lease agreement(s) if applicable (seller to provide)
 - Existing lease "assignment" or new lease can be used → up to 125% of market rent
- Air DNA (**Short Term Rental** "income driver" **IF** seller cannot provide 12-month receipt)

Refinance

- Form 1007 (required)
- Lease agreement: If lease \$ is > than market rent, it can be used → up to 125% of market rent
- If subject property is leased on a short-term basis utilizing an online service such as Airbnb or VRBO, either:
 - 12-Month bank statements (flexibility @ 6 months minimum) to evidence receipt
 - An annual statement provided by the on-line service to document receipt of rental income



GENERAL ELIGIBILITY AT A GLANCE

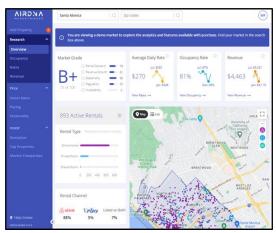
			QM Invest	-						
Qualifying Matrix	For	SCR Select R ward LECT	atio 1.25 D	SCR Ratio 1.0	Forward NO RATIO					
	FICO to N	1ax LT/CLTV		FICO	FICO to Max LTV/CLTV					
Loan Amount	740+	700+	740+	720+	680+	640+	620+	640+		
\$ 1,000,00	0 75%	75%	85%	85%	80%	75%	70%	70%		
\$ 1,500,00	0 75%	75%	85%	85%	80%	70%	65%	65%		
\$ 2,000,00	0 75%	70%	80%	80%	75%	70%	60%	60%		
\$ 2,500,00	0 70%	65%	75%	75%	70%	65%	55%	55%		
\$ 3,000,00	0 65%	60%	70%	70%	65%	60%	50%	50%		
\$ 3,500,00	0		65%	65%						
\$ 4,000,00	0									
Purchase	Ma	x 75%			Max 70%					
Rate and Term		x 75%			Max 70%					
Cash Out	from	/ reduction Max LTV O Restrictions		• 5% LT Refer to	5% LTV reduction from Max LTV Refer to C/O Restrictions					
Max LT\	(FL Co	ondo - 75% ndo - 70%) do NW -NA -4 Unit - NA Rural - NA			Condo* - 60% NW Condo* - 60% 2-4 Unit - 60% Rural - NA *FL Condo - 50%					
Minimum Loan Amount	Min. \$	250,000		Min. \$100,000						
Ratio	Min 1.	.25 Ratio		Min 1.00 Rat	Min 0.75 Ratio					
Housing History	0 x 3	30 x 12			0 x 30 x 12					
Credit Event (BK,SS,FC,DIL)	48 N	Months		36 Months (1	36 Months					
Reserves		out cannot be lized		> 65% LTV, 3 N 12 Mo	6 Mos, cash-out cannot be utilized					
		6 Mos for Inexperienced Investors, cash-out cannot be utilized Loan Amt > \$3.0M, 12 Mos reserves; > \$2.0M, 6 Mos reserves, cash-out cannot b								
Short Term Rentals	Not a	•5% Reduction • Max 80% LTV - Pur & R/T • Max 70% LTV - C/O						Not allowed		
Declining Mkt Rent		≥ 1:1 DSCR Max LTV 65% OR Program Max LTV ≥ 1.25 DSCR								
Recently Listed w/C/C (< 6 Mos. Off Mkt)		Delisted ≥ 30 days and leased allowed Value is lower of lowest listing price w/in 180 days or appraised value 3 Mos reserves (not from C/O), 1 yr. min. PPP required, 70% Max LTV								
ITIN	Not a	allowed		• 700+ Max 75% LTV	Temporary Suspension					
Foreign National	Not a	allowed	700+ FICO • Max 75% LTV - Pur & R/T • Max 65% LTV - C/O \$2.0M Max LA • 12 mos min. reserves required					Temporary Suspension		
DACA	Not a	Not allowed • Max 80% LTV - Pur & R/T						Not allowed		
Interest Only			Qualify	on IO Payment	ALL States •	Reserves base	d on IO Pmt	-		



GENERAL HIGHLIGHTS

Vacant / Unleased Properties

- Purchase Transaction no LTV restriction
- Refinance Rate/Term
 - Loan Balance ≤ \$1,000,000 70% LTV Max
 - Loan Balance ≤ \$2,000,000 65% LTV Max
- Refinance Cash-Out
 - Loan Balance ≤ \$1,500,000 60% LTV Max
- Appraisal from LSM Preferred AMC only*
- LOE for cause of vacancy



Short Term Rentals

- Purchase or Refi (R/T & C/O)
- 1 Unit SFR, 2-4 Unit, PUD and Condo eligible
- Experienced Short Term rental investor
- Apply 20% Management Fee Reduction to Income
- Document Income with 1007/1025 supported by 12 mo. history of payments OR AirDNA/Overview Report
- Rural not available
- Vacant ok







DSCR SHORT TERM RENTALS

- Yield is the annual revenue potential divided by the sale price, as the key metric
- Yield tells you what percentage of the sale price is covered by your projected short term rental earnings annually



2025 Best Places to Invest Warrage Revenue Potential for properties that are currently listed for sale in that market. Growth refers to year-over-year change, 2023 vs 2024 REVPAR MARKET OCCUPANCY YIELD Peoria, Illinois \$31,131 21.1% 15.3% \$105.75 7.7% 58.9% \$179.61 Fairbanks, Alaska \$49,459 17.4% 15.1% 66.5% \$149.15 6.2% Akron, Ohio \$31,207 33.2% 12.6% 55.2% \$245.42 \$135.45 11.5% 5.5% Columbus, Georgia \$39,986 20.5% 13.4% 60.3% \$187.04 \$112.81 Crescent City, \$51,318 11,1% 11.9% \$170.33 8.8% 63.3% Shreveport, Louisiana \$36,106 10.1% 12.2% 57.3% \$106.00 12.6% \$47,243 9.7% \$188.72 Page, Arizona 11.0% 82.1% \$303.96 11.2% Rockford, Illinois \$35.826 27.2% 14.0% 56.9% \$281.93 \$160.37 5.2% Dayton, Ohio \$35,456 17.9% \$111.42 8.1% 58.3% Frankfort, Kentucky 64.7% 13.1% 56.1% \$303.56 \$170.18 6.1%



SHORT TERM RENTAL INCOME CALC WATERFALL

Purchase:

- New STR (no STR history)
 - AirDNA (income used to qualify)
 - If AirDNA data doesn't meet guidelines, property must qualify as LTR.
 - Appraisal 1007 (required on all NOO transactions)
 - STR 1007 is not the income qualifying source for DSCR STR
- Active STR (STR history)
 - AirDNA (income option #2)
 - Seller to provide 12-month earnings verification (if available) (income option #1)
 - Appraisal 1007
 - STR 1007 is not the income qualifying source for DSCR STR
 - If income options #1 and #2 are not obtainable, property will qualify as LTR
- 3. 20% reduction to gross income for extraordinary costs

Refinance:

- 1. Active STR w/ 12+ months STR history
 - 12 months earnings statement or 12 months bank statements (income used to qualify)
 - Appraisal 1007 (support, not income)
- 2. Active STR w/ 6-12 months STR history
 - 6-12 months earnings statement or 6-12 months bank statements (income used to qualify)
 - Average accordingly (i.e. If STR for 8 months, divide by 8 months)
 - Be careful w/ seasonal properties (< 12 months may be ineligible)
 - Appraisal 1007 (support, not income)
- 3. Active STR w/ < 6 months STR history
 - Unable to use earnings statements due to lack of history
 - Exception required to use AirDNA (or treat as vacant)
 - Appraisal 1007 (support, not income)
- 4. New STR (no history due to renovation/construction)
 - Must be newly constructed/renovated
 - Property is vacant
 - Occupancy cert issued or renovation completed in last 60 days (prior to app date)
 - AirDNA (income used to qualify)
 - Appraisal 1007 (support, not income)
- 5. 20% reduction to gross income for extraordinary costs



DSCR 5-8 UNIT GENERAL ELIGIBILITY

Reach more Investors with DSCR 5-8 Units!

Available for **Experienced** Investors only!

Must have at least **ONE** of the following:

- Owned 2 or more properties greater than most recent 12 months
- Owned 1 investment property for greater than 24 months
- Had ownership in commercial Real Estate within last 12 months

First Time Investor/Inexperienced Investor is **NOT Eligible**.



GENERAL HIGHLIGHTS

Product Features

- ✓ Minimum FICO 680= up to 70% LTV
- ✓ Minimum DSCR 1.00
 - ✓ DSCR= Eligible monthly rents/PITIA or ITIA (interest only)
- ✓ Investment Properties only (borrower cannot occupy a unit)
- ✓ Residential 5-8 Units (legal/highest and best use)
- ✓ Interest Only available- I/O payment will be used to qualify DSCR ratio
- ✓ Min Loan Amount \$250,000- Max Loan Amount \$2MM
- ✓ Purchase, Rate/Term, and Cash-Out
- ✓ Cash In Hand \$1MM max, 65% Max LTV
- ✓ Mixed Use Properties are NOT eligible



GENERAL HIGHLIGHTS

Borrower Eligibility and Vesting

- US Citizens, Permanent Resident Aliens, Non-Permanent Resident Aliens
- Foreign Nationals, ITIN and DACA are NOT eligible.

Acceptable Forms of Vesting

- Individuals
- Inter Vivo Revocable Trust
- Joint Tenants
- Tenants in common
- LLC, Partnership, Corp, S Corp



DSCR 5-8 GENERAL ELIGIBILITY AT A GLANCE

*		ng	CR			00042142000 E2 004 E2				
			ax LTV/CLTV		Loan Programs	15-Year Fixed (180 Months) 30-Year Fixed (360 Months) 30-Year Fixed (0 (120 mos 10 + 240 mos Amort Maximum loan term cannot exceed 30 years				
Loan Amount	FICO	Purchase	Rate/Term	Cash-Out						
	720	75%	75%	65%	Product Type	Residential 5-8 Units				
\$1,500,000	700	75%	75%	65%		Eligible, qualify with IO payment				
	680	70%	65%	60%	Interest Only	based on 10yr IO term				
	720	70%	70%	65%	Loan Purpose	Purchase, Rate/Term and Cash-Out				
\$2,000,000	700	70%	65%	65%	Occupancy	Investment				
	680	65%	65%	60%	Loan Amounts	Min: \$250,000				
		DSCR			State Restrictions	See State Licensing Map on website				
• DSC		 Minimum DSCR ≥ 1.00 ITIA (loans with an interest on by any management fee refle 		ayment)	Cash In Hand	\$1.0MM max, 65% max LTV				
	General Re	equirements		Property Requirements						
Investor Experience Borrowers	12 months for min 12 r 2) Owned & managed 1 i min 24 months First Time Investor/Inexp	s applicable, 2 or more proper months investment property in the mo- erience Investor Ineligible int Resident Aliens, Non-Perm	st recent 24 months for	Appraisals	Appraisals to be dated no more than 120 days prior to Note date New appraisal required if dated more than 120 days prior to Note date Full interior inspection of all units with photos required Acceptable appraisal forms: FHLMC 71A Transferred appraisals not allowed					
		, DACA are not allowed			Attachments required for appraisal reports: Rent Roll					
Housing History	0 x 30 x 24				Income and Expense Statement Photos of subject including exterior/interior and street scene Aerial photo Sketch or floor plan of typical units Area map Plot plan or survey Appraiser qualifications					
Credit Event	BK/FC/SS/DIL/Mod: ≥ 36	Mos seasoning								
Interested Party Contributions (IPC)	May not exceed 3%									
Prepayment Penalty	Refer to PPP Matrix for s	tate specific details								
	Income Re	equirements				ne BPO (exterior) is required on all properties				
70.89	Leased - Use lower of estimated market rent or lease agreement Reduce qualifying rents by any management fee reflected on the appraisal			Review Product	Appraised value used when BPO is greater than or no more than 10% below appraised value BPO value used when BPO is more than 10% below appraised value					
Income		ts for vacant unit, no more that considered a vacant unit and r		Property Restrictions	Properties > 2 acres not allowed Rural properties and Leaseholds ineligible (Contact AE for complete list of ineligible property types and transactions)					
Leased Units	Month-to-month leases 2 mos receipt Individual room leases, ineligible Commercial use of the use	mos initial term to be provide allowed w/prior lease of ≥ 6 m Single Room Occupancy (SR unit is not allowed led, considered a vacant unit a	nonths & most recent	Property Condition	No fair or poor ratings No environmental issues (storage or use of hazardous material e.g., Dry Cleaners, Laundromat) No health or safety issues (e.g., broken windows, stairs) No excessive deferred maintenance that could become a health or safety issue for tenants No structural deferred maintenance, (e.g., foundation, roof, electrical,					



KEEP IN MIND!



Property 1 Good, Let's Proceed!

GOOGLE IS OUR FRIEND!

When originating a 5-8 property, google the property first!

Check it out, how does it look? Condition, Health and Safety, Marketability?



Property 2
Ummm... Haunted House?



DSCR CLOSED END SECONDS

Investors looking to cash out, but don't want to ditch those low rates on that investment portfolio?

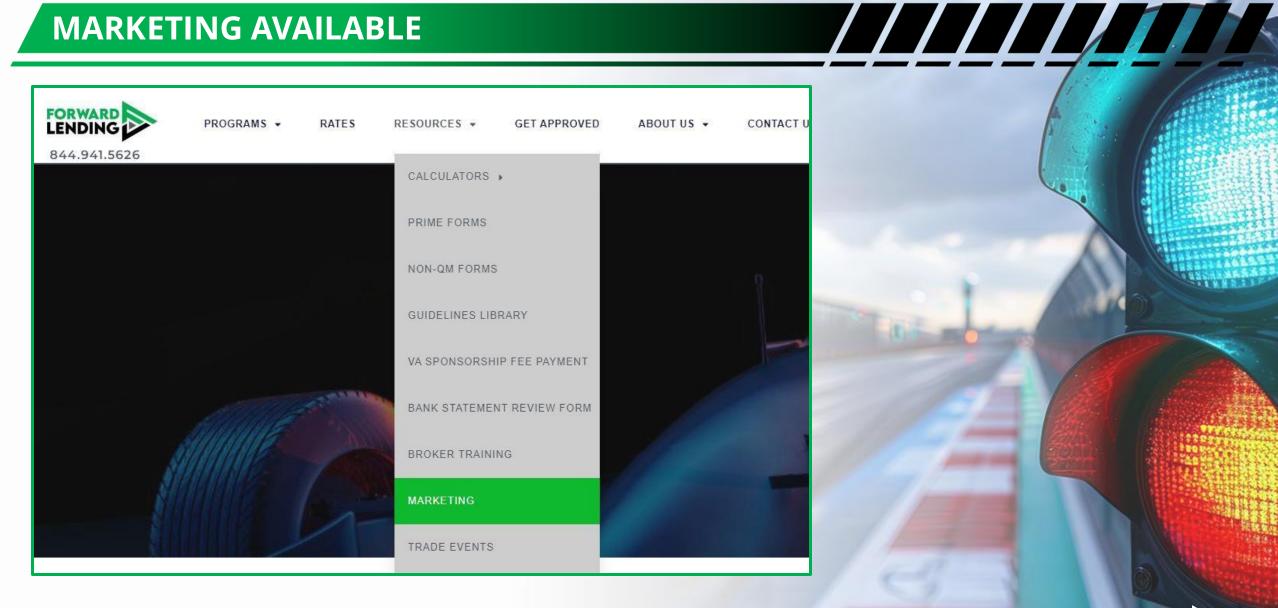
Take advantage of our DSCR Closed End Seconds!

Turn equity into "Business Purpose" cash (property renovation or additional investment acquisition!!)

									. 4								
			Concurr	ent Clo	se & Sta	ndalone	Eligibil	ity Mat	rix T								
			Cash-Out Refi					Pı	Purchase, Rate/Term & Cash-Out Refi								
Occupancy Loan Amount		Select Full Doc ⁴ FICO to Max CLTV ¹				Standard Full Doc					Alt Doc & DSCR						
	Property ^{2,3}				FICO to Max CLTV ¹					FICO to Max CLTV ¹							
		720+ 700+ 680+			740+ 720+				660+			700+	680+ 660+				
\$ 350,000	Primary		80%	80%	75%	85%	85%	85%	80%	75%	85%	85%	80%	75%	70%		
\$ 500,000	Residence	SFR/PUD/ 2-4 Unit/Condo	75%			80%	80%	80%	75%	70%	75%	70%	70%	65%	60%		
\$ 750,000			70%			2211	2001	224	254		750	7504	704		5001		
\$ 350,000 \$ 500,000	Investment	SFR/PUD/ 2-4 Unit/Condo				80% 75%	80% 75%	80% 70%	75% 65%	70% 60%	75% 65%	75% 65%	70% 60%	65% 55%	60% 50%		
\$ 350,000						80%	80%	80%	75%	60%	75%	75%	70%	65%	60%		
\$ 500,000	Second Home	SFR/PUD/Condo				70%	70%	70%	65%	60%	65%	65%	60%	55%	50%		
15% CLTV reduction for d	declining market																
275% max CLTV ≤ \$500,0		>\$500,000 on 2-4 Unit															
² 2-4 Unit ineligible on Se		ct Full Doc, concurrent transaction															
Standarone crose transa Detail:		ct Full Doc, concurrent transaction	- 0	ent Clos	5						Standale	one Close					
Max LTV/CLT		More restrictive				Matrix				D	efer to Elig						
Max LTV/CLT	V/HCLIV										_						
Property 1 CLTV Restri		2-4 Unit - 75% max CLTV ≤ \$500,000 & 65% max CLTV > \$500,000 (Second Home and Select Full Doc ineligible) Condo (warrantable & non-warrantable) - 75% max CLTV, All FL Condos: Purchase & R/T Refi - 70% max CLTV, C/O Refi - 65% max CLTV															
CLTV Restri	ctions	Condo (warrant	able & flor	- warranc	aulej-73%			ect and Sta		i Keli-70	76 IIIak CET	v, c/o kei	1-03/61116	IX CETY			
		• Alt	Doc - Bank	k Stateme	nts, P&L w/	/3 mos Ban				nt, 1099, V	VVOE only	, Asset Uti	lization				
Income T	ypes	• DSCR															
Alt Doc - One Yr SE,	, WVOE, 1099	5% CLTV reduction															
ITIN		75% max CLTV (Select ineligible)															
DACA						75% r	nax CLTV	(Select ine	ligible)								
Foreign Na	tional				70	00 min FICC), 70% ma	x CLTV (Se	lect ineligi	ble)							
Eligible 1st	liens	Refer to Product R	Restrictions 1st Liens - Concurrent Close Refer to Product Restrictions 1st Liens - Standalone Close														
Minimum Loar	n Amount	\$75,000															
		\$2.0MM: > 80% - 85%	CLTV I \$2	.5MM: >	70% - 80%	CLTV I \$3	5MM: >	60% - 70%	CLTV IS	5.0MM:>	50% - 60%	CLTV I No	max limit	: ≤ 50% C	ITV		
			6 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														
Man Co - til	ad Llone		All	existing s	ubordinate,	/junior lien	s (except s	solar liens/	leases/UC	C fillings) m	ust be sati	sfied					
Max Combine		≤ 80%: More restrictive of 1st lien requirement or 50% max DTI								• ≤ 80%: 50% max DTI							
DTI •> 80%: More restric											• > 80%: 45						
Full Doc - S	Select	Wage Earners: Paystub, 2 yrs W-2s, W-2 transcripts • Self-Employed: 2 yrs personal and business (if applicable) tax returns, tax transcripts								ranscripts							
Full Doc - Sta	andard	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															
Alt Doc - Bank S	tatements	 12 months personal • 12 months business • 3+ months business + P&L statement • Self-Employed only 															
Alt Doc - One Year S	Self-Employed	 12 months banks statements and prior year W2 Self-Employed only 															
Alt Doc - W	VVOE	Written VOE • Wage Earner only															
Alt Doc -1	1099	1099(s) only source of income															
Alt Doc -Asset L	Utilization	Amortized liquid assets for income - May be all income or blended w/other income • 100% Utilization (w/out DTI)															
DSCR	t e	More restrictive of 1st lien requirement or ≥ 1.00 DSCR															
Vacant/Unleas	ed (DSCR)	Ineligible (refis only)															
STR (DS	CR)	• !	5% CLTV re	eduction •	Experience	ced investo	rs only, m	ust also ha	ve ≥ 12 m	os STR ren	tal history	in last 3 ye	ears				

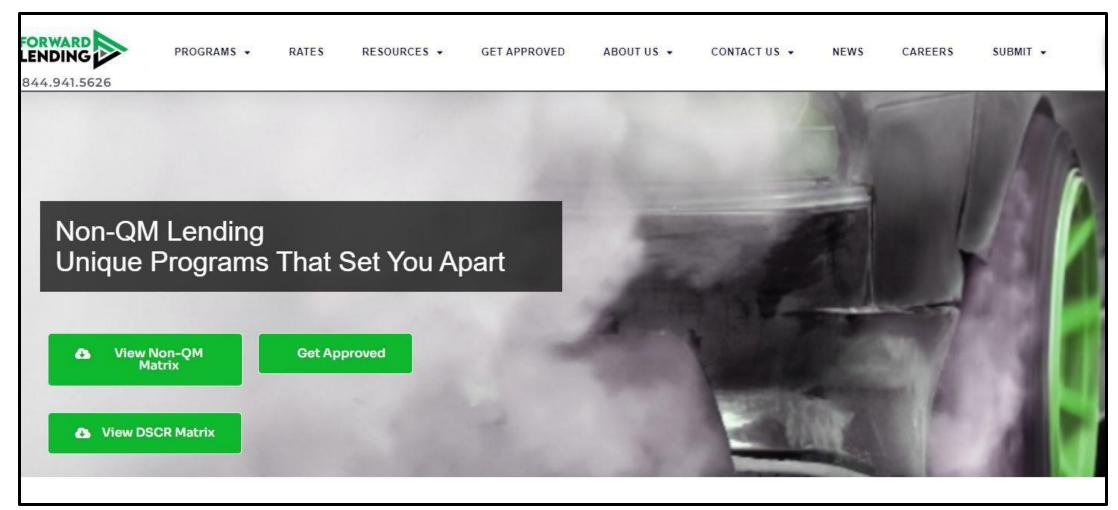


MARKETING AVAILABLE





RESOURCES ON OUR WEBSITE!





CONTACT US

Juju McIntire EVP | Co-Founder

Michael Gamble EVP | National Sales Manager

Chris Calderon EVP Co-Founder



844.941.5626