



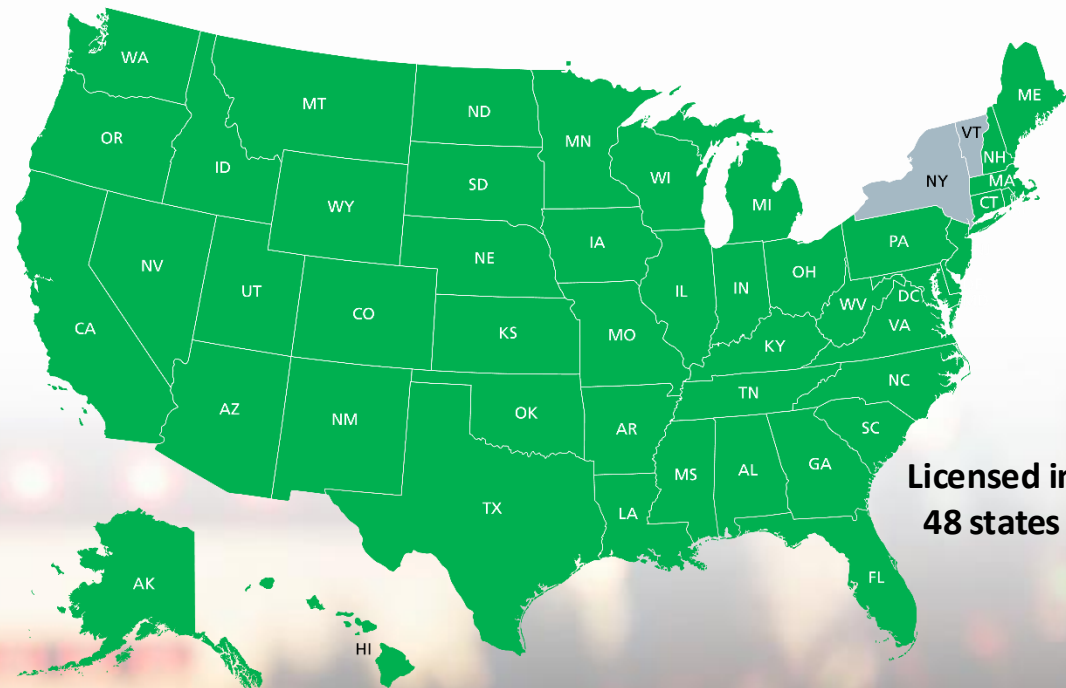
BANK STATEMENT WEBINAR

FORWARDLENDINGMTG.COM

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 HOSTS



Jenny Beck, Director of Learning and Development



Shaun Dennison, EVP Non-QM Lending

Agenda:

- **Bank Statement Review Form**
 - **What it is, How to Access and Tips to Complete**
- **EZStructure**
 - **What it is, How to Access and Tips to Complete**

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 APRIL!

Up to 60 BPS Price Improvement on Government (FHA/VA) and up to 125 BPS Price Improvement on Non-QM.

Non-QM Special

- Up to 125 BPS Price Improvement (when combined with Select).
- 25 BPS Price Improvement on Standard.
- Includes all doc types, seconds.

FHA / VA Special

- Up to 60 BPS Price Improvement when combined with Select.
- 25 BPS Price Improvement on Standard.
- Includes All FICO's, DPA, Standard Balance, and High Balance.

Specials are valid for loans locked 4/1/2025 through 4/30/2025. 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. 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.

Loans may qualify for additional price improvement with Select Specials as indicated on our Prime and Non-QM Rate sheets. These specials, and their details may change at any time and are subject to the loan qualifying as 'Select'.

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.

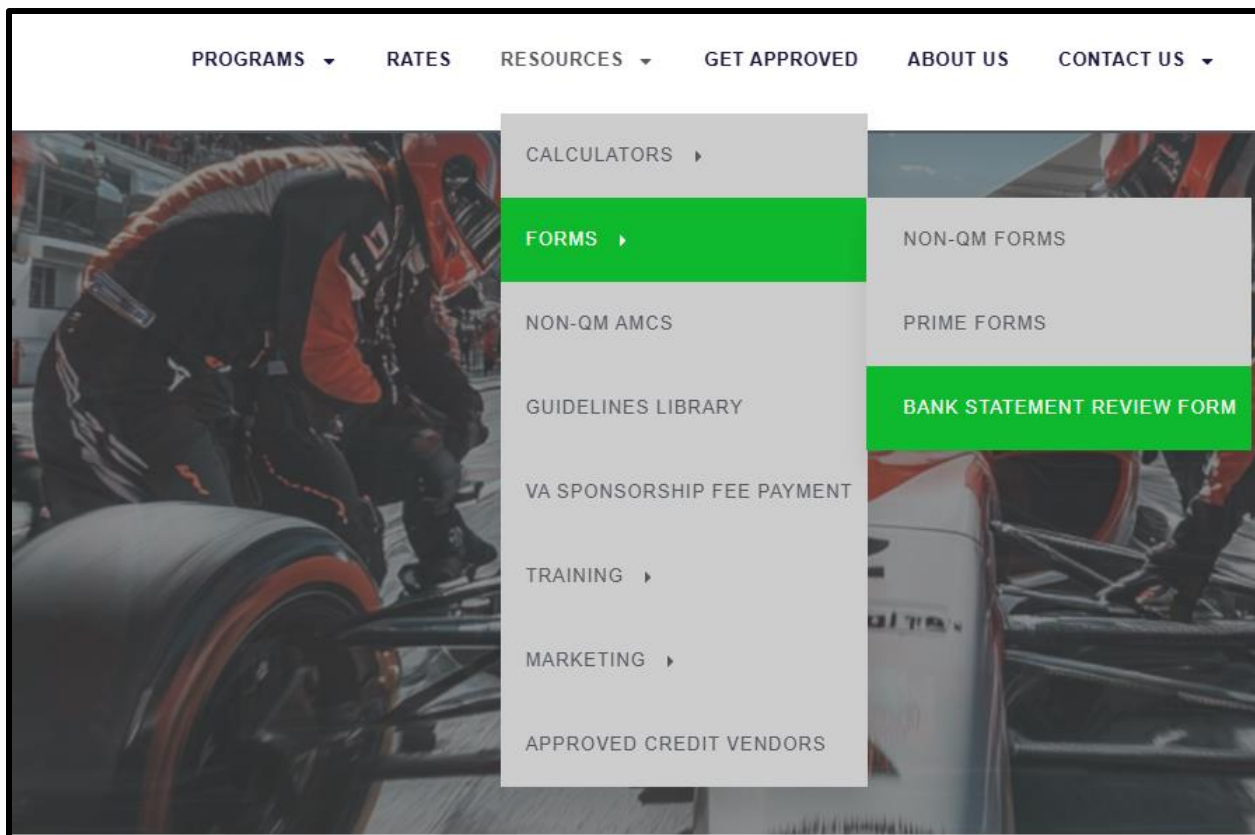




**Bank Statement Review,
Resources and More!**

What is the Bank Statement Review Form?

The Bank Statement Review Form is a resource available to help Brokers calculate those tough Non-QM Bank Statement Loans!



Company & Loan Officer Information

Forward Lending Account Executive *

Forward Lending AE Email

Company *

Loan Officer *

Loan Officer Phone Number *

Loan Officer Email *

Additional Email (2nd AE or Processor)

Borrower Information

Borrower #1: First and Last Name *

Borrower #2: First and Last Name

Number of Years Self-Employed *

☐ Less than 1 year

☐ 1 Year or more

Last 4 Digits of the SSN of Borrower1 *

Borrower's Business Type *

- Select -

Percent of Ownership (Minimum Allowed 25%) *

- Select -

Business Name *

Number of Employees and/or Contractors *

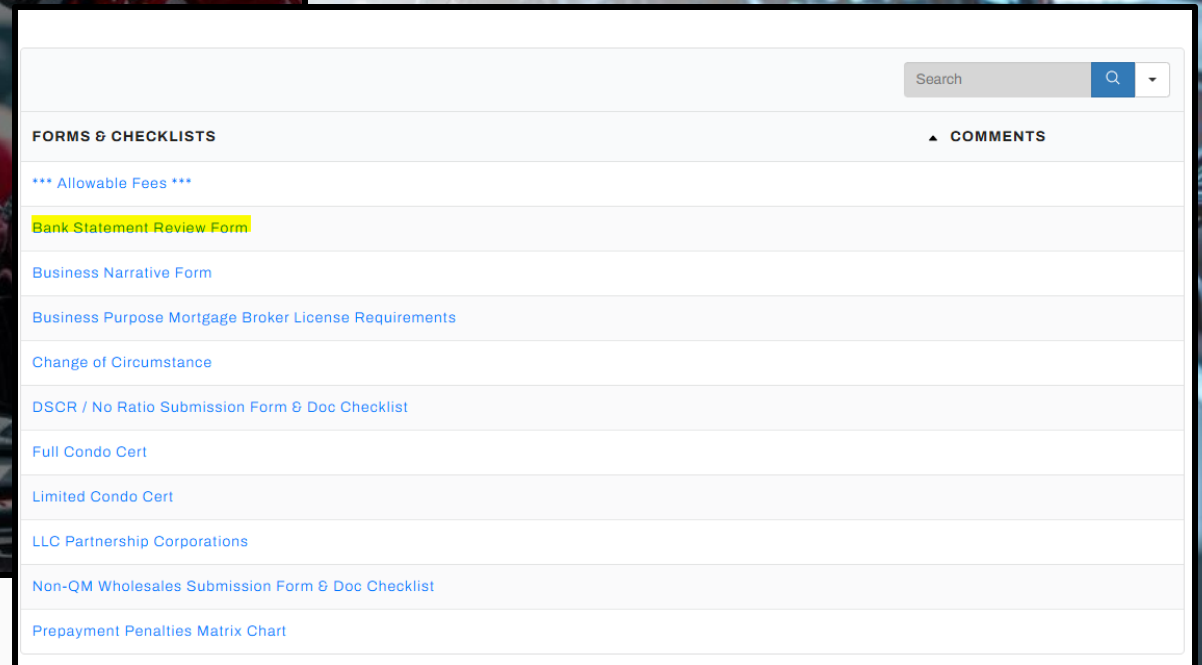
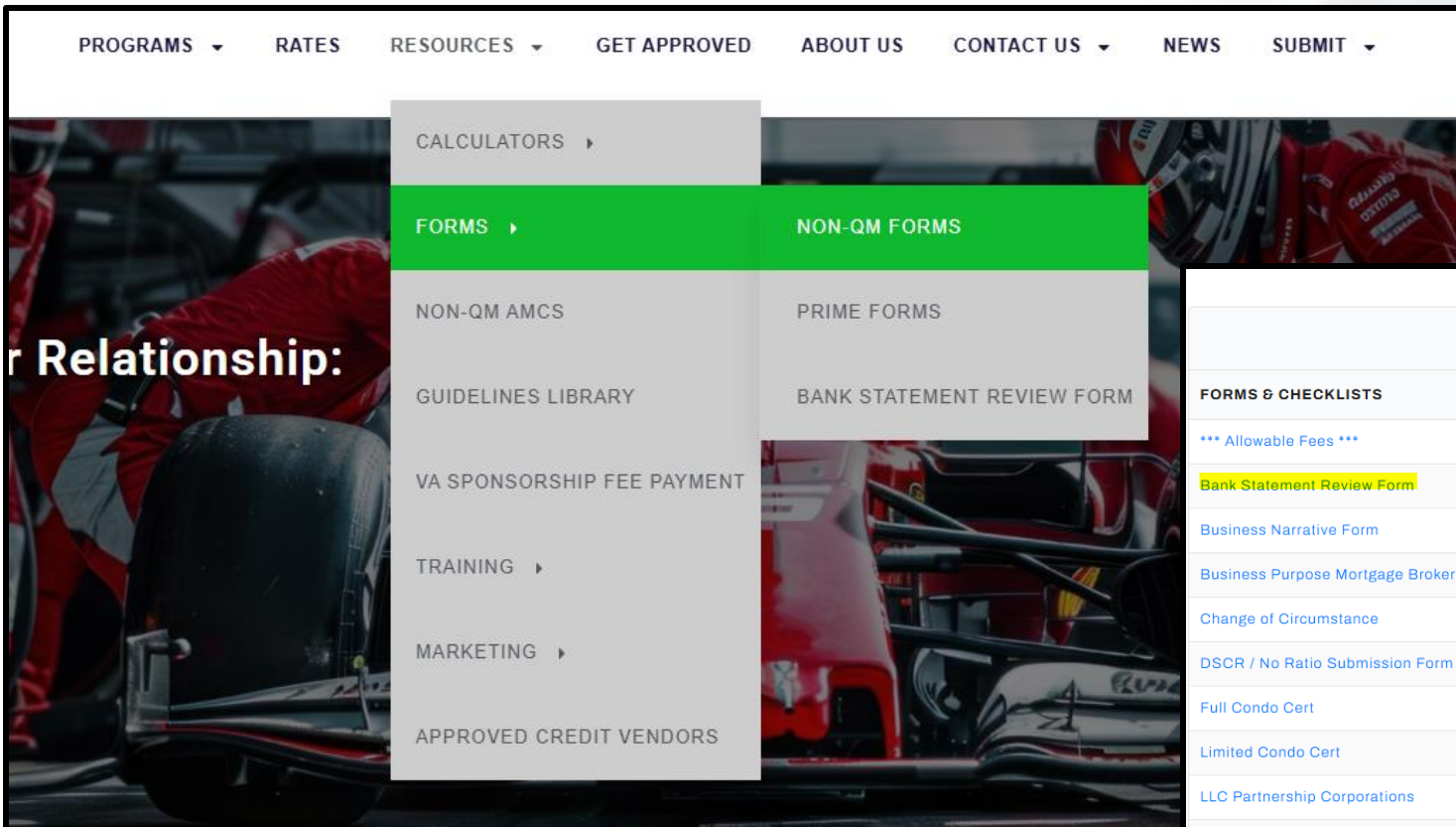
- Select -

Business Description *

Submit Form

Bank Statement Review Form

You can also access a PDF Fillable form on our website under
Resources/Forms/Non-QM Forms



Bank Statement Calc Form

FORWARD LENDING

BANK STATEMENT CALC FORM

This Calc Form is encouraged for all bank statement programs.

Please complete all applicable fields and email to bankstatementreview@ForwardLendingMtg.com. Please allow 24-48 hours for a reply.

CLIENT CONTACT INFORMATION

Broker: _____ Main Contact: _____
Email: _____ Phone: _____
Forward Lending AE: _____

APPLICANT NAMES

A1: Last Name: _____ First Name: _____
A2: Last Name: _____ First Name: _____

APPLICANT EMPLOYMENT INFORMATION

APPLICANT 1
Business Name: _____ Business Type/Description: Product
Ownership % ☐ 100% or _____ % Minimum 2 Years Self-Employment ☐ Yes ☐ No (if No, ineligible)
Expense Factor ☐ 50% or _____ % *Additional documentation will be required for verification.*

APPLICANT 2
Business Name: _____ Business Type/Description: Service
Ownership % ☐ 100% or _____ % Minimum 2 Years Self-Employment ☐ Yes ☐ No (if No, ineligible)
Expense Factor ☐ 50% or _____ % *Additional documentation will be required for verification.*

INCOME ANALYSIS

Submit the following documentation for income analysis:
☐ 12 or ☐ 24 months of ☐ personal, ☐ business, or ☐ co-mingled bank statements (select months and type)

Please note the following guidelines for all Self-Employed Bank Statements Programs:

- At least one borrower must be self-employed to qualify for this program
- Minimum 640 credit score required on A, B, and B- credit grades
- 12 Months Bank Statements, maximum 43% DTI on Select, A, B, and B- credit grades; maximum 50% DTI on A+ credit grade
- Max NSF's Allowed: 5 NSF's in the last 12 months with 0 the last 90 days, OR 3 NSF's in the last 12 months with max of 1 the last 90 days
- Bank Statement program requires borrower to own a min of 25% of the business

BROKER COMMENTS

Please share any income concerns or questions you may have and include other helpful information (i.e. list all qualifying bank accounts, and include information regarding large deposits, NSF's, PayPal/Square/Venmo/Zelle deposits, etc.) so we may better assist you.

Borrower is paid via Zelle, Paypal and Venmo. Borrower did have fraud in October so they had to switch accounts, hence the multiple accounts submitted for calculation.

FORWARD LENDING BANK STATEMENTS RESPONSE (SEE ATTACHED INCOME CALCULATION WORKSHEET)

NOTE: This is not a mortgage application, mortgage approval, or guarantee of funding. A complete application must be submitted, and underwriting is required for final approval.

Tips on Completing this Form!

- What is personal vs comingled vs business
- What is service vs product, how to tell the difference
- Why does real estate have such a high expense factor?
- Email form to bankstatementreview@forwardlendingmtg.com

FIXED EXPENSE FACTOR TABLE			
Number of Full-time Employees/Contractors	0—1	2—10	10+
Service Business *	30%	50%	60%
Product Business **	40%	60%	70%
Real Estate Business ***	70%	75%	80%

Bank Statement Review Expense Factor Table

FIXED EXPENSE FACTOR TABLE			
Number of Full-time Employees/Contractors	0—1	2—10	10+
Service Business *	30%	50%	60%
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Real Estate Business ***	70%	75%	80%

Why detail and accuracy is important!

- Submission comes in as a service-based business with 0-1 employees= 30% Expense factor @ \$5833/mo. Income
- At initial UW, UW diligence confirms subject is a product business with 8 employees= 60% Expense factor @3333/mo. Income
- \$2500/mo. Income cut and DTI shoots from eligible to ineligible= deal is gone

The key difference between a product-based business and a service-based business lies in what they offer: product-Based businesses sell tangible goods, while service-based business provide expertise or labor.

Example Product-Based:

Creating and selling physical goods or digital products.
Apple(electronics), Nike (athletic wear), Amazon (E-commerce), McDonalds (restaurant)

Example Service-Based:

Providing expertise, labor, or assistance to customers.
Medical, accounting, legal, construction trades (electrician), travel agencies, cleaning services.

What is EZStructure?

EZStructure is a resource to help structure difficult loans, review documentation and help 'address/fill in the gaps' prior to submission to reduce conditions and increase pull through.

Email EZStructure@ocmbc.com

When emailing EZStructure@ocmbc.com include the following:

- Borrower's Last Name
- Borrower Narrative- Tell the Story
- Loan Program
- Transaction Type
- Occupancy Type
- Loan Terms
- LTV/CLTV
- FICO
- Credit events
- Property Info
- Income/DTI

What is EZStructure?

EZStructure will support the review of the following:

- **Collateral review –**
 - Appraisal (potential transfer) or online due diligence review
 - Condo/Condotel eligibility
 - Rural/Acreage review
 - AirDNA
- **Income/Employment**
 - Income docs review and calculation
 - Self-employment / business entity due diligence
 - 3rd party tax preparer due diligence
 - DSCR: experienced vs inexperienced investor review
- **Title or ownership document review**
 - Legal property confirmation
 - Vesting evaluation (e.g. LLC)
 - Trust review
 - Leasehold review
 - POA review
- **Asset review and/or asset depletion calculation**
 - General asset eligibility
 - Gift
- **Credit report and or tradeline review**
 - Standard tradeline requirements
 - Limited tradeline requirements
 - ITIN requirements
 - Credit event seasoning
- **Solar panel evaluation**
 - Lease / Power Purchase / Finance
 - CLTV requirements
 - DTI requirements
- **Property tax evaluation**
 - Tax accessor detail
 - County tax rate / milage rate

Available for 1:1 conversation with AE and/or Client to walk through a potential loan

CONTACT US

Juju McIntire
EVP | Co-Founder

Chris Calderon
EVP | Co-Founder

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LENDING

WE KEEP YOU MOVING FORWARD

844.941.5626

