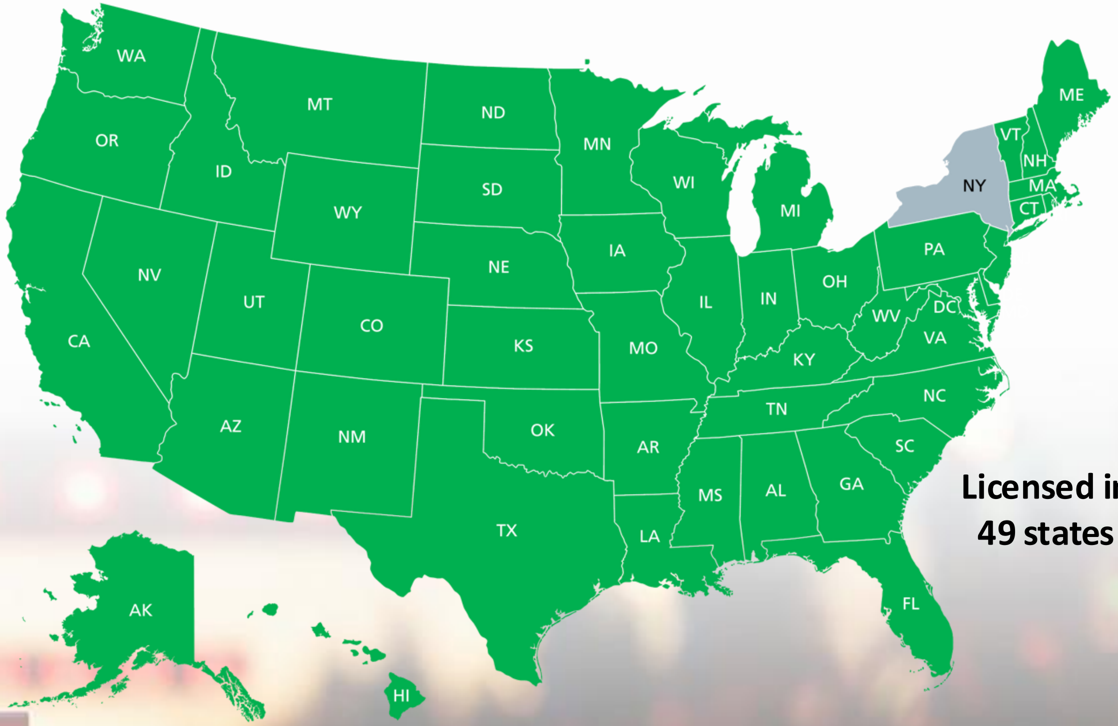

FORWARD
LENDING
FUEL YOUR FUTURE
SMART EQUITY SOLUTIONS FOR DEBT PAYOFF
WEBINAR

# 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 49 states

# 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 OCTOBER

## Non-QM Pricing Improvement Specials (Includes DCSR 5-8 unit)*

- **35 BPS** on all Non-QM Purchases
- **25 BPS** on all Cash-Out and R/T Refi

*Non-QM Specials do not include Jumbos, Seconds (Closed End or Standalone).

## Prime Pricing Improvement Specials

- **15 BPS** on Conventional Non-Select
- **15 BPS** on FHA/VA loans
- **35 BPS** on FHA/VA with 600 – 679 FICOs

*FHA/Conv Specials include High Balance and Fast 100 DPA's but Excludes all CalHFA.
*Select Pricing on FHA/VA and Non-QM loans can be combined with our October Specials when qualified for.

Price Improvements may require Select qualification to be eligible. Select price improvements on their own are noted on the daily rate sheet and are available without this special for qualifying loan submissions.

Specials apply to all eligible Non-QM, FHA, VA loans, including standard/high balance, and DPA Programs excluding CalHFA DPA programs, HELOCs, and Jumbo Programs. Specials may not be combined with any other price improvement or special unless explicitly stated.

Offers valid for loans locked between 9/1/2025 and 9/30/2025. All offers are subject to change without prior notice. Rate and price improvements are applicable only to qualifying loan programs and borrowers, and not all applicants will qualify. Specials cannot be combined with any other offer or price exception unless explicitly stated. Loans must meet the eligibility criteria outlined in the Prime and Non-QM programs to qualify for 'SELECT' pricing enhancements. Terms, restrictions, and conditions apply. This is not a commitment to lend.

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: MI, NJ, NY, TN, TX, WV. 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.

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# DID YOU KNOW…

**Both residential equity AND consumer debt are at all time highs!!**

**Equity:**
- US Homeowners now hold a record $17.8 TRILLION in equity
- $11.6 TRILLION is Tappable Equity
  - What is tappable equity?- It is the portion of the homeowner's equity that can be borrowed against while still maintaining at least 20% equity cushion.
- An Estimated 73% of outstanding mortgages have interest rates at or below 5%
- Q1 2025, homeowners withdrew nearly $25 billion in 2nd lien equity (highest in 17 years)

**Debt:**
- Consumer debt is at an all time high.  As of Q2 2025
  - High interest credit cards= $1.21 Trillion
  - Auto Loans = $1.66 Trillion
  - Student Loans= $1.64 Trillion
- **TOTAL we are looking at $4.92 Trillion (26% of household debt)**

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# CLOSED END SECONDS (CES)

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# 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 and keep that low interest rate first lien intact
- ✓ Seconds do not require MI
- ✓ Lowers the down payment on a home purchase when paired with a first
- ✓ Use the CES liquidity to acquire additional property
- ✓ Cost effective compared to high interest personal or unsecured loans
- ✓ Increased flexibility: NQM first lien income options and DSCR available!!
- ✓ Fixed terms – don't worry about rising interest costs

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# CLOSED END SECONDS (CES)

## Program Highlights

- **Concurrent** More restrictive of the 1st or the CES Guidelines
- **Standalone** Follows Eligibility Matrix
- FICO Down to 660
- Max CLTV 85% on Primary Residence
- Max CLTV 80% on Second Homes
- Max CLTV 80% on Investment Properties
- Terms: 10, 20, 30-year fixed terms
- SFR, PUD, 2-4 Unit, Condo
- AVM allowed @ =< $250k loan amount

- Minimum Loan Amount $75,000
- Maximum Loan Amount $750,000
- Maximum Combined Liens = Unlimited (based on CLTV)
- Housing History
  - 0x30x12 Standard / Alt Doc (Concurrent Close)
  - 0x30X12 Standard / Alt Doc (Standalone Close)
  - 0x30x24 Select Full Doc (Standalone Close)
- Major Derogatory Credit
  - 48 Months Standard Full Doc & Alt Doc Only (Concurrent Close)
  - 84 Months Select Full Doc (Standalone)
  - 48 Months Standard Full & Alt (Standalone)
- Forbearance w/missed payments: 4-7 years seasoning

*refer to our complete matrix on our wholesale website

# MATRIX AT A GLANCE...

## Concurrent Close & Standalone Eligibility Matrix[4]

| Loan Amount | Occupancy | Property[2,3] | Cash-Out Refi: Select Full Doc[4] — FICO to Max CLTV[1] 720+ | 700+ | 680+ | Purchase, Rate/Term & Cash-Out Refi: Core Full Doc — FICO to Max CLTV[1] 740+ | 720+ | 700+ | 680+ | 660+ | Alt Doc & DSCR — FICO to Max CLTV[1] 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% | 75% | 70% | 75% | 70% | 70% | 65% | 60% |
| $ 750,000 | | | 70% | | | | | | | | | | | | |
| $ 350,000 | Investment[5] | 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% |
| $ 350,000 | Second Home | SFR/PUD/Condo | | | | 80% | 80% | 80% | 75% | 60% | 75% | 75% | 70% | 65% | 60% |
| $ 500,000 | | | | | | 70% | 70% | 70% | 65% | 60% | 65% | 65% | 60% | 55% | 50% |

[1] 5% CLTV reduction for declining market
[2] 75% max CLTV ≤ $500,000, 65% max CLTV > $500,000 on 2-4 Unit
[3] 2-4 Unit ineligible on Select Full Doc
[4] Standalone close transactions only on Select Full Doc, concurrent transaction ineligible
[5] Investment and NonTRID (Business Purpose): All properties located in Essex County, NJ and Baltimore City, MD (and it's neighborhoods) are ineligible

| Details | Concurrent Close | Standalone Close |
|---|---|---|
| Max LTV/CLTV/HCLTV | More restrictive of 1st lien program or Eligibility Matrix | Refer to Eligibility Matrix |
| Property Type CLTV Restrictions | 2-4 Unit - 75% max CLTV ≤ $500,000 & 65% max CLTV > $500,000 (Second Home and Select Full Doc ineligible)<br>Condo (warrantable & non-warrantable) - 75% max CLTV, All FL Condos: Purchase & R/T Refi - 70% max CLTV, C/O Refi - 65% max CLTV | |
| Income Types | • Full Doc - Select and Core<br>• Alt Doc - Bank Statements, P&L w/3 mos Bank Stmt, One Yr Self-Employment, 1099, WVOE only, Asset Utilization<br>• DSCR | |
| Alt Doc - One Yr SE, WVOE, 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 | $75,000 | |
| 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<br>Combined loans amounts over $2.5MM: Primary Residences only, min 700 FICO required<br>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<br>• > 80%: More restrictive of 1st lien requirement or 45% max DTI | • ≤ 80%: 50% max DTI<br>• > 80%: 45% max DTI |
| Full Doc - Select | • Wage Earners: Paystub, 2 yrs W-2s, W-2 transcripts • Self-Employed: 2 yrs personal and business ( if applicable) tax returns, tax transcripts | |
| Full Doc - Core | • 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 Statements | • 12 months personal • 12 months business • Self-Employed only | |
| Alt Doc - P&L + 3 Mos Bank | • P&L + 3 months business statements • Self-Employed only | |
| Alt Doc - One Year Self-Employed | • 12 months banks statements and prior year W2 • Self-Employed only | |
| Alt Doc - WVOE | • Written VOE • Wage Earner only | |
| Alt Doc -1099 | • 1099(s) only source of income | |
| Alt Doc -Asset Utilization | • Amortized liquid assets for income - May be all income or blended w/other income • 100% Utilization (w/out DTI) | |
| DSCR | • More restrictive of 1st lien requirement or ≥ 1.00 DSCR | • ≥ 1.00 DSCR |
| Vacant/Unleased (DSCR) | Ineligible (refis only) | |
| STR (DSCR) | • 5% CLTV reduction • Experienced investors only, must also have ≥ 12 mos STR rental history in last 3 years | |
| Credit Event (BK,SS,FC,DIL) | • 48 months (Core Full Doc, Alt Doc & DSCR only (Select ineligible) | 84 months -Select Full Doc \| 48 months - Core Full Doc, Alt Doc & DSCR |
| | • Multiple credit events not allowed | |
| Housing History | 0 X 30 X 12 (Core Full Doc, Alt Doc & DSCR only (Select ineligible) | 0x30x24 - Select Full Doc \| 0 X 30 X 12 - Core Full Doc, Alt Doc & DSCR |

## Loan Programs

**Fixed Fully Amortized**

- 10-Year Fixed (120 Months)
- 20-Year Fixed (240 Months)
- 30-Year Fixed (360 Months)

## Program Codes & Descriptions

| Select Full Doc & Core Full, Alt Doc | DSCR |
|---|---|
| Non-QM/TRID – 30 Yr Fixed – Concurrent | Non-QM/Business – 30 Yr Fixed – Concurrent |
| Non-QM/TRID – 30 Yr Fixed – Standalone | Non-QM/Business – 30 Yr Fixed – Standalone |
| Non-QM/TRID – 20 Yr Fixed – Concurrent | Non-QM/Business – 20 Yr Fixed – Concurrent |
| Non-QM/TRID – 20 Yr Fixed – Standalone | Non-QM/Business – 20 Yr Fixed – Standalone |
| Non-QM/TRID – 10 Yr Fixed – Concurrent | Non-QM/Business – 10 Yr Fixed – Concurrent |
| Non-QM/TRID – 10 Yr Fixed – Standalone | Non-QM/Business – 10 Yr Fixed – Standalone |

## Product Features

**Closed End Second (CES)**

- 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)

### Borrowers

- Blind Trusts
- Foreign Nationals (Select only)
- Irrevocable Trusts
- ITIN (Select only)
- Land Trusts
- Less than 18 years old
- Life estates
- Non-Permanent Resident Aliens (Select only)
- Party to a lawsuit
- With diplomatic immunity

### Transactions

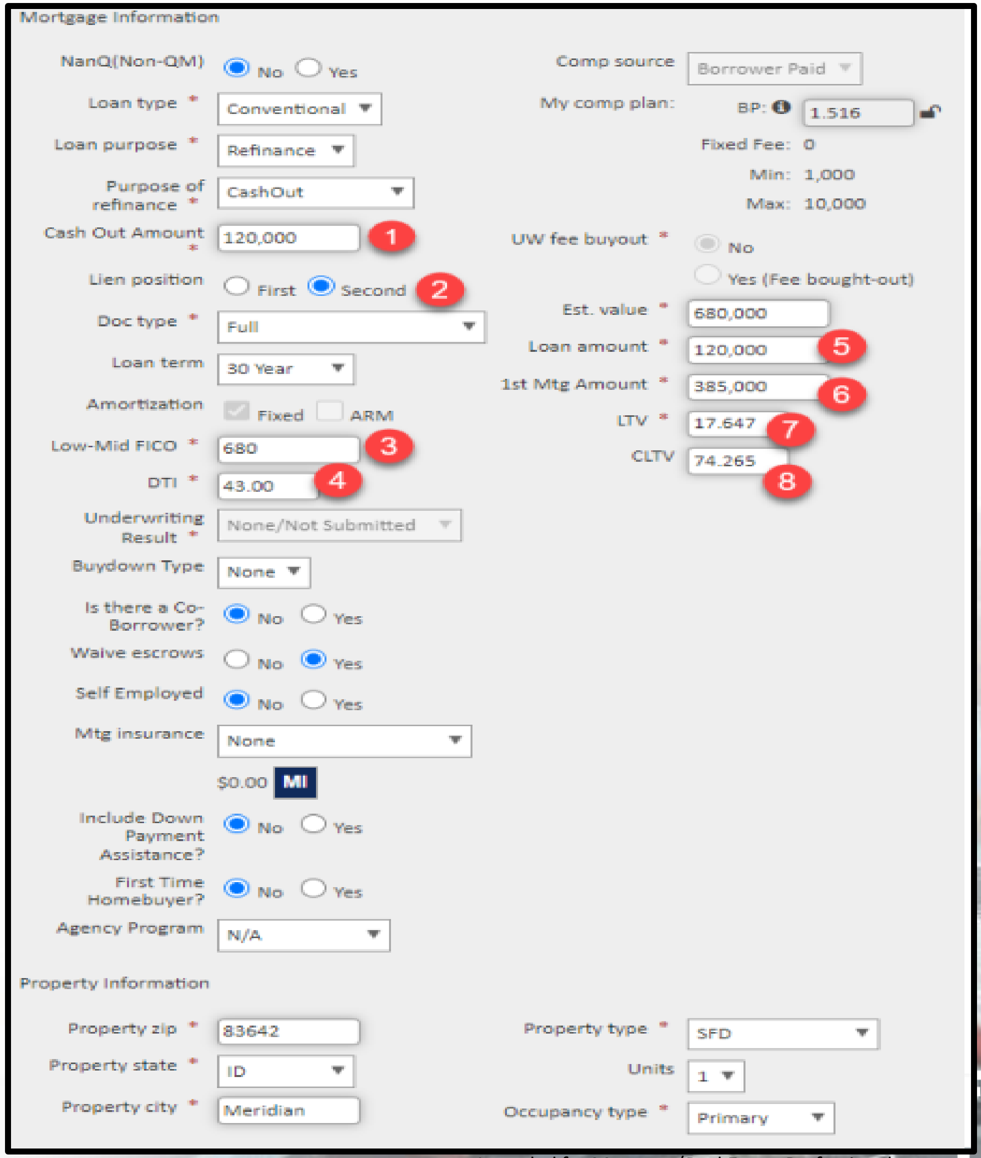
- Assumable loans
- Community Seconds
- Concurrent close with a lender other than OCMBC
- Escrow holdbacks
- High Cost Loans
- Income produced, or in relation to, cannabis, hemp
- Income produced by short term rentals (excludes DSCR)
- Lien free properties
- Property listed for sale within the last 6 months(refis only)

### 1st Liens - Concurrent Close

- 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
- High-LTV Refinance
- HomeOne
- HomePath
- HomePossible
- HomeReady with Reduced Mortgage Insurance Option
- HomeStyle

# PRICING 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




Intended for Mortgage/Real Estate Professionals



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# THINGS TO KNOW…

- Quick Submit or Self-Disclose in The Lounge
- Concurrent Closes require 2 loan submissions
- Conditional Approval prior to locking
- Pricing in the Track select lien position as second

- $995 Underwriting/Application/Origination Fee (based on state requirement)
- Max Comp 2.75% LPC Or BPC

*refer to our complete matrix on our wholesale website

Intended for Mortgage/Real Estate Professionals

# NQM DEBT CONSOLIDATION

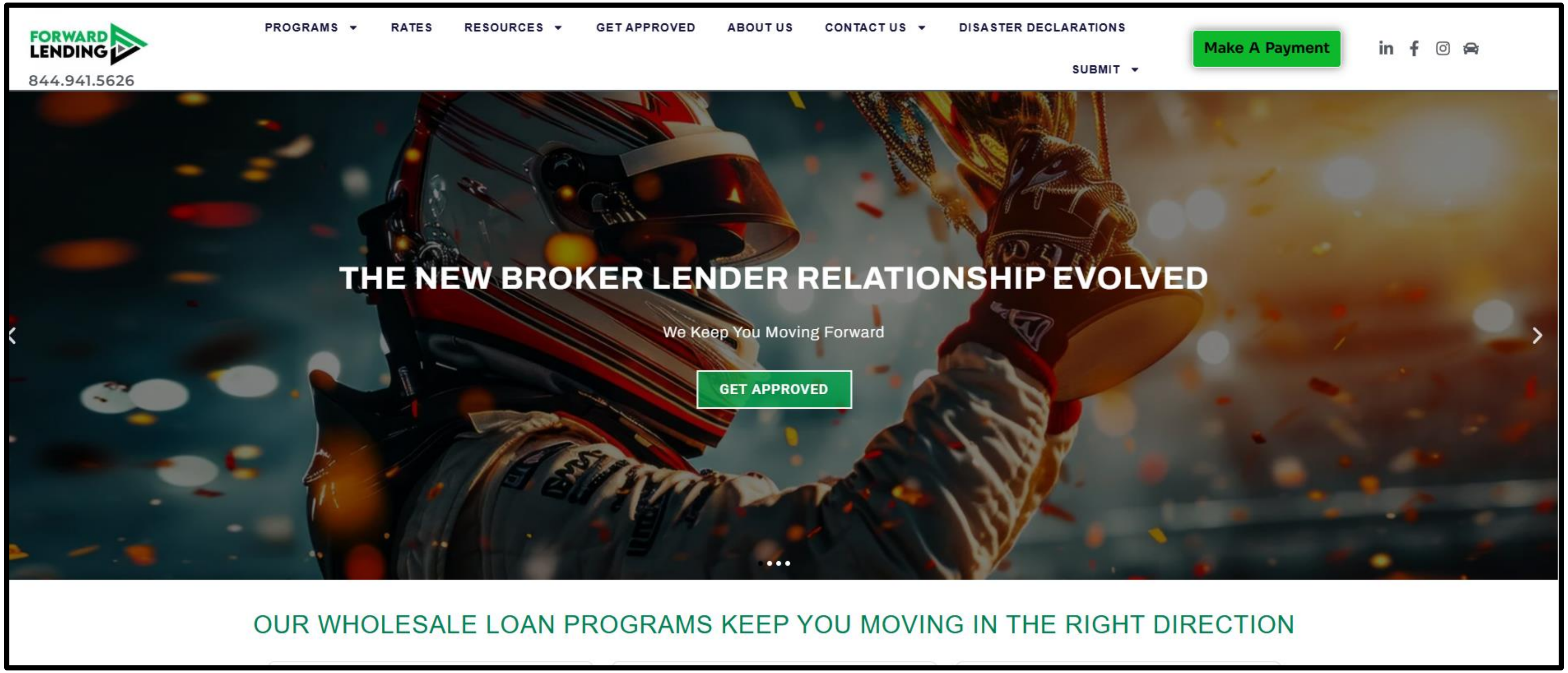
## DEBT CONSOLIDATION PROGRAM, OWNER OCCUPIED

A cash-out transaction meeting the below requirements follows the Rate/Term LTVs

- Mortgage and non-mortgage debts (including delinquent taxes) are paid off, and total monthly revolving and installment debt payments are lowered by at least 10%
- Closing costs are recouped within 60 months
- Cash in hand may not exceed $5,000 or 2% of the loan balance, whichever is lower
- The closing documents must reflect the paid off debts
- Reserves reduced to one (1) month PITIA when all above requirements are met

**Investment & Business Purpose Non-TRID Loans Ineligible**

# RESOURCES ON OUR WEBSITE




**Resources on our website!**

- Matrices
- Rate Sheets
- Price your Non-QM
- EZCalc/EZStructure
- Webinar Recordings/Decks
- Marketing Material
- Get Approved
- Access to Portal

# CONTACT US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WE KEEP YOU MOVING FORWARD

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