

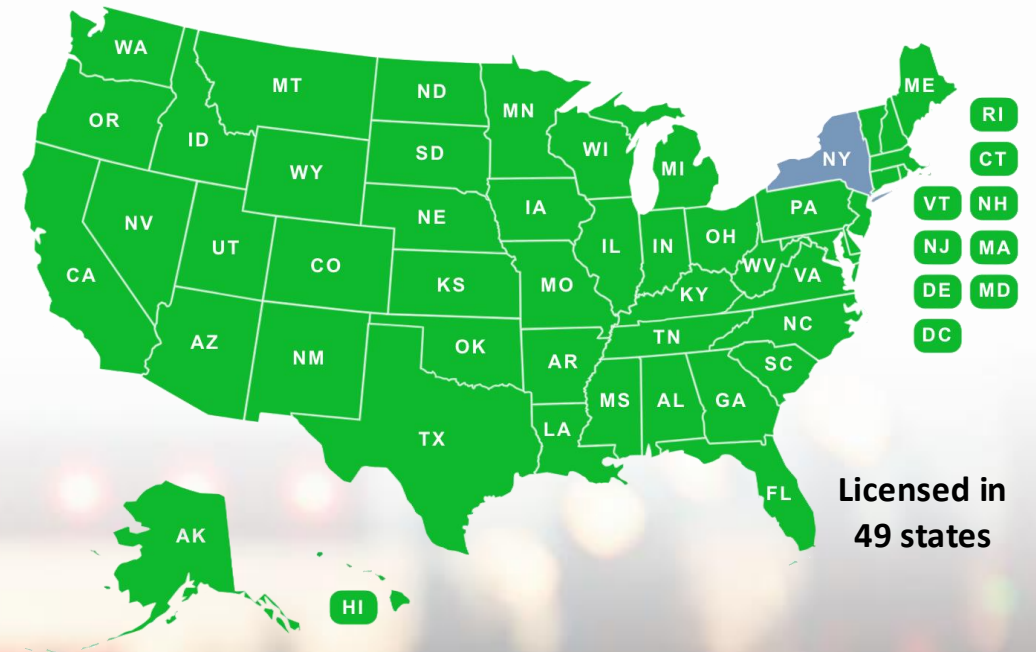
***NEW OPPORTUNITIES IN***  
***NON-QM***

***LIVE WEBINAR JUNE 17TH 11AM PST***

# 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 JUNE

## Special 1: Non-QM 25 BPS Price Improvement

- Includes Closed-End Seconds & DSCR 5-8 Units

## Special 2: Government Price Improvement\*

- 50 BPS on FHA & VA (FICO 620+ Non-Select, includes DPA)
- 25 BPS on FHA & VA Select (Standard & High Balance)
- 12.5 BPS on Alt Agency

\*Excludes Manual Underwrites on standard FHA/VA.

Closed-End Seconds Specials: eligible only in conjunction with Forward Lending first liens. See our Closed-End Seconds matrix for details. 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.

June Special Offers valid for loans locked between 6/1/2026 and 6/30/2026. 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. 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.

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.





# WHAT'S NEW IN NON-QM!

# WHY FORWARD LENDING FOR YOUR NON-QM

We are often described by brokers as a “Lender of choice” in the Non-QM space because of our product depth, broker focused platform, and strong reputation in the Non-QM securitization market.

## One of the Largest Non-QM Platforms

Forward Lending along with OCMBC, Inc. has been one of the **largest issuers of Non-QM mortgage-backed securities** in the U.S.

This means we have:

- consistent capital markets access
- regular loan securitizations
- stable liquidity for Non-QM loans

For brokers, that translates to **consistent program availability and pricing stability**.

## Competitive DSCR Programs

Forward Lending is particularly strong in **DSCR investor lending**.

Brokers often cite:

- higher LTV options
- flexible cash-flow calculations
- short-term rental eligibility
- scalable investor financing

This is attractive for real estate investors building portfolios

## Broad Non-QM Product Suite

Forward Lending offers a wide range of programs designed for borrowers who don't fit conventional guidelines.

Common programs include:

- **Bank Statement loans**
- **DSCR investor loans**
- **1099 income programs**
- **Asset utilization loans**
- **P&L programs**
- **Foreign national loans**
- **ITIN loans**

This allows brokers to **serve multiple borrower types with one lender**.

## Flexible Underwriting

Non-QM underwriting allows more discretion than agency loans from organizations like Fannie Mae or Freddie Mac.

Forward Lending is known for:

- **common-sense underwriting**
- manual income analysis
- exception reviews/approvals
- flexibility with complex borrowers

This helps brokers **save deals that would otherwise die in conventional channels**

# WHAT PROGRAMS WE OFFER AND BENEFIT

## ✓ Bank Statement for the Self employed

- No Tax returns
- Ability to focus/qualify on 1 business entity (if borrower has multiple businesses) – We don't need to see financials for the “non-qualifying” entities which could negatively impact total income.
- Ability to use the “most recent” 12 months, not subject to a calendar year – This is beneficial for those businesses who have seen a recent increase in revenue/cash flow.

## ✓ P&L for the self employed

- Easier “documentation” path vs Bank statement (0-3 months vs 12-24 months)
- Less “variance” opportunity when it comes to deposit trends/large deposits making this a great option for those industries who get paid “once a quarter” or “twice a year” and lack deposit consistency.
- Increase income: add back Depreciation, Depletion and Amortization

## ✓ 1099 for the GIG economy (contract/side hustle/100% commission)

- Easier “documentation” path vs Full Doc or Bank Statement – only 2 years 1099 vs full tax returns or 12-24 months bank statements.
- Low expense factors are common (compared to standard bank statement program) which means **more borrowing power/more income!** A common expense factor for 1099 is 10% vs 50% for Bank Statement.

# WHAT PROGRAMS WE OFFER AND BENEFIT

## ✓ WVOE for the wage earner

- No need to hassle the borrower (or broker) for paystubs and W2's
- Forward Lending will handle the income doc collection by sending the WVOE for directly to the employer
- Borrower does not have to worry about expiring paystubs or sending additional income documents late in the process

## ✓ Asset utilization for the high-net-worth borrower

- Employment is not required. NO income doc hassle!
- The same assets can be used for closing costs, reserves and income
- Borrowers can keep investments intact, avoid forced liquidation and maintain tax efficiency – aligns with wealth management goals!

## ✓ DSCR for the real estate investor

- Easy qualification based on subject property cash-flow only
- Faster approvals, more flexible guidelines, and scalable (unlimited financed properties to build the real estate portfolio)
- **6 product offerings** to cover your investor clientele – who, on average, complete 3-4 transactions per year = Repeat business and long-term clients!!

**\*\*BOTTOM LINE\*\*** – if your 2026 goal is to increase volume, income and efficiency, NQM/DSCR cannot be optional, it must be intentional!!

# NON-QM RECENT UPDATES/EXPANSIONS

## What's New!!

### Non-QM

- Max LTV/CLTV increased to 90% for \$1.5M-\$2.0M FICO 740+ (previously 85%)
- Max LTV/CLTV increased to 85% for \$2.0M-\$2.5M FICO 740+ (previously 80%)
- Cash in hand limits- **Unlimited allowed** with 65% LTV, 720+ FICO, 0x30x12, primary residence only
- Reserves- **NO MORE** additional financed properties requirement!
- IPC- **Increased** to 6% for >75% LTV & 9% for <75% LTV!! (previously <80% LTV = 6% & 80% LTV = 4%)

### DSCR

- Core DSCR- Max LTV/CLTV increased to **80% for cash-out refinance** up to \$1.0M with 720+ FICO! (previously 75%)
- Housing History- Core DSCR added 1x30x6 requires a 10% LTV reduction – staying consistent with NQM
- Cash in hand limits- **Unlimited allowed** with 65% LTV, 1.20+ DSCR, 720+ FICO, Experienced Investor Only, non vacant property
- IPC- **increased** to 6% for ALL LTVs! (previously < = 80% LTV = 6% & 80%+ LTV = 4%)
- Vacant Properties- MAX LTV/CLTV **increased to 70%** for cash-out refinance (previously 65%)

# NON-QM RECENT UPDATES/EXPANSIONS

## NQM/DSCR:

- Credit Report and Score- Added credit guidance for married borrowers: when borrowers are married, the **HIGHER** of the two decision scores may be used!
  - DSCR + Entity vesting: when members are married and each owns 50%, the **HIGHER** of the two decision scores may be used
  - DSCR + Entity vesting: Updated applicant/personal guarantee requirement, **50% ownership** in the legal entity to be on 1003/PG
- Rate/Term Refi- Updated incidental cash back, not to exceed the **GREATER of 1%** of the new loan amount or \$2,000 up to a **max of \$10,000**. Added incidental cash back proceeds may be used to pay off liabilities to qualify.

## NQM/Jumbo

- Payment Shock (incl. FTHB) - May exceed 300% when 2 of the following compensating factors are present:
  - Residual income is equal to or greater than the proposed PITIA
  - DTI equal to or less than 45%
  - Front end DTI equal to or less than 30%
  - Min 3 additional months of reserves documented above the standard reserve requirement; cash-out proceeds may not be used to satisfy reserve requirement

## NQM/CES

- Alt doc/Asset Utilization- Added borrower may “blend” income from qualifying assets on all Full/Alt doc loan programs, except P&L only.

## DSCR Fusion

- Asset Utilization Criteria- Added business accounts as eligible for Asset Utilization – eligible acct must be from Vesting Entity

## DSCR 5-8

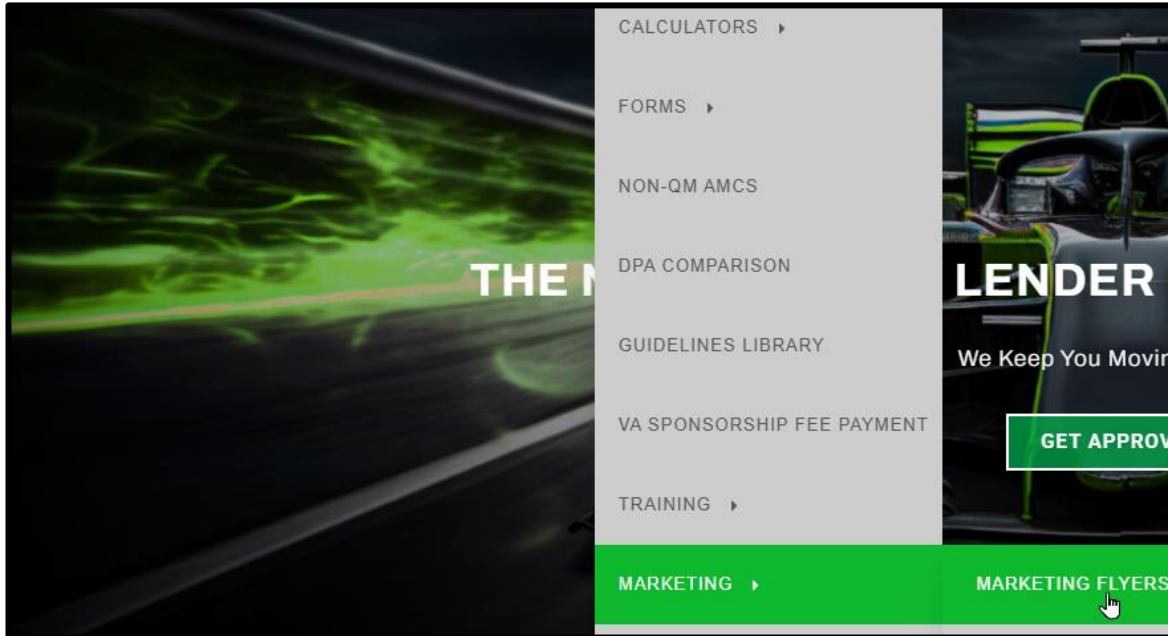
- Revised experienced investor requirement: at least **one** borrower must be an Experienced Investor.
- Appraisal Requirements- added 71B, FNMA Form 1050, or a similar form or narrative reports as acceptable appraisal form.

## DSCR: Multi-Lease SFR → GOOD TO GO!!

- Multi-Lease single family residence (SFRs) are eligible provided all the following are met:
  - Eligible on Core DSCR only
  - Experienced Investors only
  - Subject property is a single dwelling unit (SFR) and not classified as a rooming house, boarding house, or Single Room Occupancy (SRO/short term/transient)
- Multiple long-term leases are allowed when meeting all the following:
  - Lease agreements must have terms of six (6) months or more. Month to month is acceptable if the initial lease was at least 6 months or longer.
  - Lease agreements must be standard, arm's-length residential lease agreements typical for long-term rentals. Informal, handwritten, 'roommate' or non-standard agreements are NOT acceptable.
- Fully executed lease agreements to be provided when actual rents are used. For purchase transactions, the purchase contract must include assignment of existing lease agreements to proposed buyer.



# MARKETING MATERIAL ON OUR WEBSITE!

A screenshot of the 'NON-QM LOAN PROGRAMS' webpage. The page has a dark background with a race track image at the top. The main heading is 'NON-QM LOAN PROGRAMS' in large, bold, white letters, with 'INNOVATIVE LENDING SOLUTIONS' below it in smaller white letters. There are three main sections: 'BANK STATEMENTS', 'ASSET UTILIZATION', and 'ITIN'. Each section has a list of bullet points. At the bottom of the page, there is a checkered flag graphic.

## NON-QM LOAN PROGRAMS

### INNOVATIVE LENDING SOLUTIONS

#### BANK STATEMENTS

**12 & 3 Month Bank Statement Programs**

- Use 100% of Deposits on Personal Statements
- Use Up To 85% of Deposits on Business Statements
- 12 month P&L w/3 mos bank statements

**Program Highlights:**

- Up To 90% LTV Purchase to \$1,500,000
- Up To 85% LTV to \$2,000,000
- Up to 80% LTV Cash Out
- Min FICO 600
- Loan Amounts Up to \$4,000,000
- Couple With Asset Utilization for Extra Income
- Transfers From Business to Personal OK!

**Qualify Using:**

- Fixed Expense Factor
- Third Party Prepared P&L
- Third Party Prepared Expense Statement

#### ASSET UTILIZATION

**Featuring 60 Month Qualification**

- Qualify by dividing assets over 60 months!
- Up to 80% LTV Purchase and Rate/Term
- 75% Cash Out
- Minimum FICO 600
- Owner-Occupied, 2nd Home or Investment

#### ITIN

**Loan Amounts to \$1,500,000**

- Up to 85% LTV Purchase
- Up to 75% LTV C/O Refi
- Min FICO 660
- Loan Amounts to \$1,500,000
- Tradelines on credit report must be based on ITIN issuance
- Max 50% DTI
- ITIN DSCR to 75% LTV
- Tax Returns or Bank Statements for Self Employed
- Tax Returns for Wage Earners

# CONTACT US

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**FORWARD**  
**LENDING**

WE KEEP YOU MOVING FORWARD

**844.941.5626**

