



Scotsman Guide

The Leading Resource for Mortgage Originators

July 2022 | Residential Edition

Digital power gives your team
the competitive edge.



Every day is a chance to lead.
Digital solutions designed for every stage of borrowing.
This is your time.

Digital Intelligence

 DocMagic

DocMagic.com | sales@docmagic.com

▲ Paid advertisement | More on this advertiser on pages 4 and 5

Volume 29: Issue 7

37 Top Veteran Originators:
Peruse the third annual rankings of mortgage pros with military backgrounds



49 Bidding wars:
Borrowers must think long term to overcome sticker shock



68 Secondary market investors are chasing new types of loans

73 Tax-deductible mortgage insurance premiums are highly important

114 Follow this blueprint to become an independent mortgage broker

Convert Denials Into Fundings With the Axos Bank Asset Depletion Program

*Eliminate too-high DTI
roadblocks and provide more
ways to qualify.*



Loans up to
\$30MM+



Crypto
assets eligible



Dream home
underwriting



The **Asset Depletion Program**
is available on all Axos Bank
portfolio products.

- > Use as full or supplemental income so clients can qualify or borrow more
- > Clients can retain assets and pay from any source
- > Trust funds, investment portfolios, retirement accounts, and cash equivalents accepted
- > Ideal for retirees, self-employed, and difficult-to-document income
- > Available for owner-occupied, second home, and investment properties

Innovative leaders in non-QM since 2010. We help you exceed client expectations.

888-664-AXOS (2967) | axosbank.com/scotsman

Wholesale

Correspondent

Warehouse

Income Property Lending

This information is prepared for real estate and mortgage professionals only. It is not intended for public distribution or consumer information as it is not an advertisement presented within the guidelines required by the Truth-in-Lending Act or other pertinent federal regulations.

© Axos Bank | NMLS #524995



axos
BANK

DRAPER
& KRAMER

MORTGAGE
CORP.

SS | THE SIMMONS SISTERS



Katie Simmons Hickey
SVP of Residential Lending
NMLS ID #659429

Lindsay Simmons Beale
SVP of Residential Lending
NMLS ID #510004

REFRAME YOUR ORIGINATION BUSINESS

“ We wanted to join a lender that could change with the market and the borrower. At Draper and Kramer Mortgage, they are always two steps ahead, and you don't find that often in the mortgage world. Their programs are numerous, their support is fantastic and their execution is stellar. We couldn't be more pleased with our decision to join Draper and Kramer Mortgage.”

Contact us to learn about our origination opportunities from coast to coast!

Matt Patterson

Nationwide

matt.patterson@dkmortgage.com
609-709-1038

Chris Channell

Metro D.C.

chris@dkmortgage.com
240-381-9161

Visit us at:

joindkmortgage.com **#BelieveTheHype**



EQUAL HOUSING OPPORTUNITY

Draper and Kramer Mortgage Corp. (IL:MB.0004263 NMLS ID #2551) an Illinois Residential Mortgage Licensee located at 1431 Opus Place, Suite 200, Downers Grove, IL 60515. Telephone 630-376-2100. Regulated by IDPR located at 100 West Randolph, 9th Floor, Chicago, IL 60601. Telephone 312-814-4500. Licensed nationwide except HI. www.nmlsconsumeraccess.org. Draper and Kramer Mortgage Corp. is an Equal Opportunity Employer. © 2022 Draper and Kramer Mortgage Corp. All Rights Reserved. 01933-71 05/2022. FOR INDUSTRY USE ONLY. NOT INTENDED TO BE DISTRIBUTED TO CONSUMERS.

Digital Intelligence

★ DocMagic



Shift gears for full-throttle growth.

Imagine your team performing like a machine behind the scenes. Lenders, settlement service providers, and investors have exactly what they need to proceed. And every borrower receives a high-touch experience. With our suite of digital solutions, your team can continuously execute at every stage of the borrowing process. Instead of pumping the brakes on deals, push the pedal. Go digital. Accelerate your efficiencies. **Become a high-performance business.**

DocMagic.com | sales@docmagic.com | 800-649-1362



Request a test run!





IN THIS ISSUE

Residential Edition | Volume 29: Issue 7 | July 2022

DEPARTMENTS

- 10 From the Editor**
Embrace the rituals of life in anxious times.
- 16 Market Insights**
Check out what's trending on ScotsmanGuide.com.
- 18 Featured Top Originator**
Scott Evans of OneTrust Home Loans found a way to flip the script on the Realtor-originator relationship.
- 20 Q&A: Urban Institute**
Janneke Ratcliffe believes that the affordable-housing crisis needs to be addressed from many different angles.
- 22 News Roundup**
Catch up on recent issues and trends in the mortgage industry.
- 26 DataDecoded**
Storms leave lasting impacts on local housing markets.
- 28 Spotlight: Great Lakes Region**
Declining population is a concern for these economic giants.
- 30 PowerMoves**
These professionals are making waves in the mortgage industry.
- 32 Commercial Highlights**
Check out what's happening in this month's *Scotsman Guide* Commercial Edition.
- 110 Happenings**
Browse the list of upcoming industry events.
- 138 Closings**
Pro-housing advocates push the conversation forward.

ARTICLES

- 37 Top Veteran Originators 2022**
Scotsman Guide's annual rankings of mortgage producers with military ties along with the top producers of U.S. Department of Veterans Affairs loans.
- 38 Top Veteran Originators**
- 42 Top VA Volume**

Continued ►



We mean business.

To build your business, the right tools are essential. Together, our investor mortgage programs, customizable marketing resources, digital LOS technology, and small commercial expertise provide brokers with a turnkey business solution to help them attract new clients, manage their pipeline, close loans faster, and grow their business.

Investor 1-4



Mixed-Use



Multi-Family



Commercial



Grow with Velocity.

Learn how to grow your business with Velocity.
Visit our website or call today.

(866) 958-3562
info@velocitymortgage.com
velocitymortgage.com



©2022 Velocity Commercial Capital, LLC, DBA Velocity Mortgage Capital. All rights reserved. California Finance Lender's License #603A336. For mortgage professionals only. This information is intended for the exclusive use of licensed real estate and mortgage lending professionals in accordance with local laws and regulations. Distribution to the general public is prohibited. Rates and programs are subject to change without notice. Equal housing lender.

ARTICLES (continued)

49 The Long Game

Today's bidding wars are painful, but clients need to see the bigger picture
Nicole Rueth, Fairway Independent Mortgage Corp.

56 Viewpoint: Deliver Homes for Those Who Protect and Serve

Bipartisan act aims to bring relief to first responders, educators squeezed by housing market
Sam Royer, Heroes First Home Loans

62 Remove the Shroud of Mystery on These Loans

Widespread misconceptions persist about nonqualified mortgages
Joseph Lydon, LendSure Mortgage Corp.

68 These Mortgage Trends Are Becoming Clear

Non-QM and adjustable-rate loans are likely to comprise a larger share of securitizations
Roelof Slump, Fitch Ratings

73 Within Grasp

Congress is debating a tax-break renewal that's proven pivotal for many homebuyers
Madisyn Rhone, Enact

78 When Partnering With a Lender, Consider Their Tech

Proprietary and off-the-shelf platforms offer advantages and disadvantages
Max Slyusarchuk, A&D Mortgage

85 The End of Workarounds

Costly delays and errors can occur when technology doesn't mesh
Jim Paolino, LodeStar Software Solutions

92 Establish the Digital Refinance Advantage

In a dwindling market, earn clients with innovative loan processes
Lisa Kimball, Finicity

100 The Right Products Are Key in a Swift-Changing Market

Look to these loans as rate-and-term refinances go out the window
Brian Daily, Mountain West Financial Inc.

114 Launch Your Independent Mortgage Broker Career

Know the steps to take when moving from the retail to wholesale channel
Desmond P. Smith, United Wholesale Mortgage



HIGHEST COMPENSATION GUARANTEED



We GUARANTEE that our commission payout is higher than anyone else's in the mortgage industry.

No other mortgage company pays its producers more than MortgageRight – We GUARANTEE it!



From the Editor

By Jim Davis

Embrace the rituals of life in anxious times



There's a lot of uncertainty in the world today – and probably plenty in your professional life as well. That's why months such as July are so welcome. July is one of the months that offer routine. Maybe you go on an annual summer trip to the lake, hold the long-planned backyard barbecue or get together with friends for an early morning golf excursion. These rituals of life offer comfort in trying times.

July also is a chance to honor the military with small-town parades and fireworks shows. This month, *Scotsman Guide* commends the mortgage originators who help deliver homeownership for America's servicemen and women. Turn to Page 37 for the top-producing originators who served in the military as well as those who led the way in closing loans through the U.S. Department of Veterans Affairs.

Interest rates have risen quickly and home prices have been soaring for a while, but homeownership pays off in the long run. Nicole Rueth of Fairway Independent Mortgage Corp. writes on Page 49 that you need to convince your clients of this truth.

A legislative proposal of note before Congress is a bill that would offer relief to police officers, firefighters, first responders and teachers. The act is modeled after the G.I. Bill. Sam Royer of Heroes First Home Loans, who is a driving force behind the legislation, writes about the proposal on Page 56. Nonqualified mortgages have been around for a number of years. But talented and experienced originators may still have some questions about them. On Page 62, Joseph Lydon of LendSure Mortgage Corp. tries to clear up any misconceptions.

Turn to Page 68 for an interesting perspective on the mortgage market. Roelof Slump of Fitch Ratings writes about the types of loans that are being packaged and sold as securities, and offers reasons why certain loan types are growing in demand.

Mortgage insurance makes the dream of homeownership available to millions of Americans who can't afford the traditional 20% down-payment. After the financial crisis of the late 2000s, lawmakers made mortgage insurance tax deductible. The deduction went away last year, but there's an effort to renew it. Madisyn Rhone of Enact offers details on Page 73.

Loan programs that are vital to an originator's job once tried to be all-encompassing and failed to work with other programs, writes Jim Paolino of Lodestar Software Solutions. More recently, companies are producing apps that communicate with each other. Read about it on Page 85. United Wholesale Mortgage's Desmond P. Smith writes on Page 114 a step-by-step guide for making a move from the retail to the wholesale channel.

Lastly, it's safe to say that Frank Nothaft was a giant in the housing industry. Nothaft, CoreLogic's chief economist since 2015, died unexpectedly early this past June. Before his time at CoreLogic, Nothaft spent decades working as an economist for Freddie Mac and the Federal Reserve's Board of Governors. Nothaft was one of the most trusted voices in the business and his columns graced the pages of this magazine for years. His loss leaves a void that won't easily be filled. ●



Jim Davis

Editor of *Scotsman Guide* Residential Edition.

Reach him at (800) 297-6061 or jimd@scotsmanguide.com.



Angel Oak
MORTGAGE SOLUTIONS

Tap Into The Power@Angel Oak



The Leader in Non-QM

Visit www.AngelOakMS.com/SGuide or call 877.926.3073



©Angel Oak Mortgage Solutions LLC NMLS #1160240, Corporate office, 980 Hammond Drive, Suite 850, Atlanta, GA, 30328. This communication is sent only by Angel Oak Mortgage Solutions LLC and is not intended to imply that any of our loan products will be offered by or in conjunction with HUD, FHA, VA, the U.S. government or any federal, state or local governmental body. This is a business-to-business communication and is intended for licensed mortgage professionals only and is not intended to be distributed to the consumer or the general public. Each application is reviewed independently for approval and not all applicants will qualify for the program. Angel Oak Mortgage Solutions LLC is an Equal Opportunity Lender and does not discriminate against individuals on the basis of race, gender, color, religion, national origin, age, disability, other classifications protected under Fair Housing Act of 1968. MS_A726_1221

Lender Listings

Residential Edition
Volume 29: Issue 7 | July 2022

- 51

Job Opportunities
scotsmanguide.com/jobs
- 61

Correspondent Lending
scotsmanguide.com/correspondent
- 67

Warehouse Lines
scotsmanguide.com/warehouse
- 79

Prime Niches
scotsmanguide.com/prime
- 81

Prime Mortgages
scotsmanguide.com/prime
- 89

FHA/VA/USDA
scotsmanguide.com/fha
- 95

Non-QM Niches
scotsmanguide.com/non-qm
- 103

Non-QM Mortgages
scotsmanguide.com/non-qm
- 117

Hard Money
scotsmanguide.com/hard-money
- 125

Construction
scotsmanguide.com/construction
- 128

Residential Directory
scotsmanguide.com/resdirectory

Scotsman Guide makes every attempt to ensure the quality of information, which all listed lenders verify or update monthly. Because of the production cycle and dynamic nature of the industry, loan product terms and availability may not reflect the latest changes. Please contact lenders directly for the most-recent program details. If you believe data is inaccurate or misrepresented, please email customerservice@scotsmanguide.com.

Originators: Find the Right Lenders Online

If you're seeking to expand your lending network to fund loans, try our advanced online Lender Search Engines. Originators perform thousands of lender searches on our website each month to find prime, FHA/USDA/VA, non-QM, hard money and construction lenders. Simply visit any of the URLs above, enter your loan scenario and find only lenders capable of funding your deal. Then you can contact them by phone or email. Mortgage professionals in search of their next sales or branch manager position also can use the Mortgage Job Lender Search Engines to discover opportunities with the nation's top lenders.

Lenders: Appear in the Lender Listings

To see if you qualify to appear in the magazines or online, email any of the advertising contacts to the right or visit scotsmanguide.com/advertise.

Industry Recognition

Scotsman Guide Residential Edition has been recognized by the publishing industry on numerous occasions, including 2022 regional and national awards from the American Society of Business Publication Editors and a 2021 Apex Award from Communications Concepts. Our editorial and production departments strive to consistently create high-quality content and design that distinguishes Scotsman Guide from its industry peers.



Scotsman Guide

Scotsman Guide is published monthly by Scotsman Guide Inc.
P.O. Box 692, Bothell, WA 98041-0692
TEL: (800) 297-6061
scotsmanguide.com

President/CEO
Kevin Britton-Simmons

Advertising
Chief Revenue Officer: Karl Johnson
karlj@scotsmanguide.com
Senior Lead Account Executive: Scott McKinnon
scottm@scotsmanguide.com
Senior Account Executive: Gregory Smith
gregorys@scotsmanguide.com
Client Success Manager: Brian Warr
customerservice@scotsmanguide.com

Marketing
marketing@scotsmanguide.com
VP Marketing: Todd Britton-Simmons
toddb@scotsmanguide.com

Editorial
articles@scotsmanguide.com
Editor in Chief: Neil Pierson
Editor/Residential Edition: Jim Davis
Editor/Commercial Edition: Jeff Bond
Website Content Editor: Arnie Aurellano
Industry Rankings Editor: Hannah Darden

Subscriptions
subscriptions@scotsmanguide.com

Production
production@scotsmanguide.com
Chief Product Officer: Jeffrey Sabourin
Publications Production Manager: Julie Murphy
Senior Designer: Chuck Howard
Senior Designer: Paula Douglass
Designer: Andie Becker

Accounting
accounting@scotsmanguide.com

Contributing Authors
Brian Daily, Lisa Kimball, Joseph Lydon, Frank E. Nothaft, Jim Paolino, Madisyn Rhone, Sam Royer, Nicole Rueth, Roelof Slump, Max Slyusarchuck, Desmond P. Smith

Licensing and Reuse of Content
Contact our official partner, Wright's Media, about available usages, license and reprint fees, and rankings awards at scotsmanguide@wrightsmedia.com.

Policies and Use

Scotsman Guide – Residential Edition (ISSN 2154-5871) is made available only to licensed mortgage originators and not to the general public. Subscribe to Scotsman Guide online at scotsmanguide.com/subscribe. We provide one free ongoing subscription to each qualified mortgage originator. For additional copies or to manage subscription information, call (800) 297-6061 or email circulation@scotsmanguide.com.

Space on Scotsman Guide's cover and in its lender listings, as well as advertisements listed on Page 14, are sold as paid advertising. Scotsman Guide Inc. makes decisions regarding editorial placement and content independent of all advertising influence. More about Scotsman Guide Inc.'s editorial policy: scotsmanguide.com/write.

The information and opinions expressed in our editorial articles, advertisements and letters to the editor do not necessarily reflect the opinions of Scotsman Guide Inc. Inclusion of an article or advertisement in Scotsman Guide should not be construed as a recommendation or endorsement by Scotsman Guide Inc. or any of our contributors or advertisers.

Scotsman Guide Inc. takes pride in precise reporting of the data found herein. The information found in Scotsman Guide is confirmed or updated monthly from independent sources believed to be reliable. Nonetheless, because of the volume of information reported, occasional errors may occur. We assume no obligation or liability for the accuracy, timeliness or completeness

of any information. Because of the nature of the mortgage industry, financial terms and availability of funds are always subject to change without notice. This publication is not intended for use by the general public.

Scotsman Guide — Residential Edition (USPS 025-513) is published monthly, 12 times a year, by Scotsman Guide Inc., 22118 20th Ave. SE, Suite 129, Bothell, WA 98021-4417. Periodicals Postage Paid at Bothell, Wash., and at additional mailing offices.

POSTMASTER: Send change-of-address forms to: Scotsman Guide/Circulation Dept., P.O. Box 692, Bothell, WA 98041-0692.

©2022 Scotsman Guide Inc. No part of this publication may be reproduced in any form whatsoever without written authorization of its publisher. Mortgage professionals may print or photocopy Scotsman Guide's lender listings and articles for their internal business use only but may not distribute these materials to third parties.



Printed in USA

Don't Leave Your Borrowers Waiting for the Perfect Loan.

Non-QM, Prime Jumbo Fallout, Alt-A & Portfolio Products.

We remove the guesswork so you can focus on the needs of your clients.

Program Highlights:

Traditional full doc • 1 year tax return • Asset Depletion • All property types

Bank statement • Foreign National • DSCR

Wholesale Business Partners • No Retail Channel



5TH STREET

C A P I T A L

WHOLESALE LENDING

Visit **5thstcap.com** or call **1-877-220-8315**
to speak with a seasoned Wholesale Account Executive



5th Street Capital, Inc © 2021 Licensed by the Department of Business Oversight NMLS #1436495 **FOR PROFESSIONAL USE ONLY** This is a business to business communication and is intended for industry professionals only. This is NOT INTENDED TO BE DISTRIBUTED TO THE CONSUMER OR THE GENERAL PUBLIC.
Equal Housing Lender who does not discriminate against individuals on the basis of race, gender, color, religion, national origin, age, disability or classifications protected under Fair Housing Act of 1968.




For advertising information,
email advertising@scotsmanguide.com
or call (800) 297-6061 and contact:

Karl Johnson
Chief Revenue Officer
karlj@scotsmanguide.com
ext. 6003

Scott McKinnon
Senior Lead Account Executive
scottm@scotsmanguide.com
ext. 6002

Gregory Smith
Senior Account Executive
gregorys@scotsmanguide.com
ext. 6006

 Companies bearing the Proven Direct Lender designation have undergone a reasonable auditing process to confirm the lender's direct-lending capabilities. Scotsman Guide Inc. does not assume any obligation or liability for this designation. The inclusion of the Proven Direct Lender designation is a paid advertisement and should not be construed as a recommendation or endorsement by Scotsman Guide Inc.

Display Advertisers

5th Street Capital	13	Guaranteed Rate Inc.	70-71
A & D Mortgage	106	Guild Mortgage Co.	45
ACC Mortgage Inc.	23	Home Mortgage Alliance Corp. (HMAC)	17
Acra Lending	104	Homeside Financial.....	43, 69
AIME	33	HomeTown Lenders	54
Alliance Portfolio Private Equity Finance	115	Impac Mortgage Corp.	122
American Association of Private Lenders	137	LoanStream Mortgage	15
American Pacific Mortgage	75	Mortgage Educators and Compliance (MEC)	65
Angel Oak Mortgage Solutions.....	11	MortgageRight.....	9
Arc Home Loans.....	102	Marqi	46-47
Athas Capital Group.....	94, 116	Natonal Association of Mortgage Brokers	112
Axos Bank	2	National Association of Mortgage Underwriters®	66
BUILT	27	NFM Lending	31
Change Home Mortgage	19, 21, Back Cover	PRMG - Paramount Residential Mortgage Group	98
Constructive Loans.....	41	RCN Capital	77
Cross Country Mortgage.....	39	Redstone Funding LLC.....	58-59
Deephaven Mortgage	80	Rocket Pro TPO	Inside Back Cover
DocMagic	Cover, 4-5	Silver Hill Funding	87
Draper and Kramer Mortgage Corp.	3	Sprout Mortgage	93
Equity Wave Lending	118	Stronghill Capital	52
Excelerate Capital.....	126	Summit Funding.....	63
FAMP	76	Unite Mortgage.....	88
Finance of America Reverse	34-35	Velocity Mortgage Capital	7
First National Bank of America	96	Visio Lending.....	120
FundLoans.....	101	Westwood Insurance Agency	64
GreenBox Loans Inc.	25		

The ONE Lender

FOR Conventional,
Government & Non-QM

Conventional, Government, and
NanQ (NON-QM), plus unique and
exclusive loan programs to help you
stand out and close more loans.

Maximize your origination opportunities
by partnering with the ONE lender that
provides access to a wide spectrum of
loan programs and the trust, knowledge,
and expertise to help expand your pipeline.

Conventional

Purchase, Refinance, CashOut
Conforming and High-Balance
JumboONE Available

Government

FHA, VA, USDA
MaxONE FHA DPA (100% CLTV)
NO FICO Programs FHA/VA
100% LTV on VA (Purchase, Refi, CashOut)

NanQ (NON-QM)

DSCR, Full/Alt Doc, Bank Statement
Fixed, ARM, & Interest Only
High LTVs & Lower FICOs
Ideal for Business Owners/Investors
Loan Amounts to \$5 Million

LOAN
STREAM
MORTGAGE

LoanStreamWholesale.com

800.760.1833

LET US MAKE YOU



THE ONE TO CALL

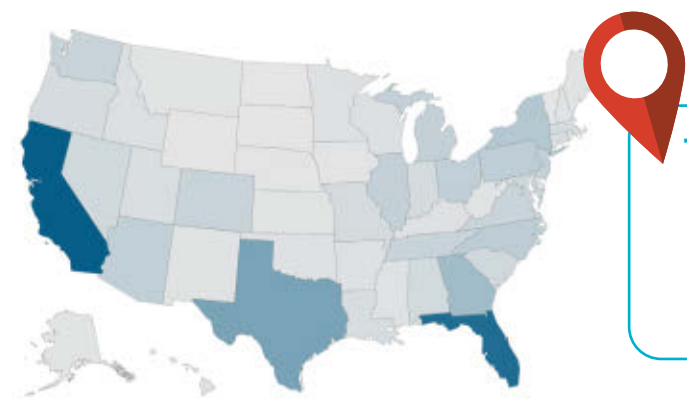


Market Insights

Trending on ScotsmanGuide.com

Lender Search

Hard money funding scenarios sought by residential mortgage brokers in Q1 2022



Top Property Locations

1. California
2. Florida
3. Texas
4. Georgia
5. Illinois
6. New York
7. New Jersey
8. Ohio
9. Michigan
10. Pennsylvania

Median Loan Amount



\$248,750

Median LTV



72%

Median FICO



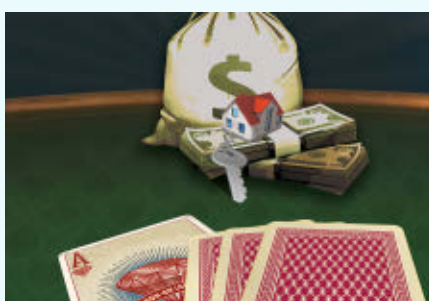
680

Connect directly with a residential hard money lender at scotsmanguide.com/hard-money

Editor's Pick

An Ace in the Hole

The mortgage industry is a cyclical business with plenty of ups and downs, but for nonqualified mortgage (non-QM) originators, the past two years have been especially bumpy. Although non-QM products disappeared near the onset of the COVID-19 pandemic, Raymond Eshaghian of Greenbox Loans Inc. writes that the debt-service-coverage ratio loan is leading a resurgence in this niche market.



Read more at scotsmanguide.com/res-ace-in-the-hole

Rankings

2022 Top Veteran Originators clear \$9B in business

The 100 people on this year's *Scotsman Guide* Top Veteran Originators list (which recognizes the top-producing mortgage professionals who also served in the armed forces) closed more than \$9 billion in aggregate volume during the 2021 production year. Twenty-three originators shattered the \$100 million mark, a new record for this specialty ranking.

View rankings at scotsmanguide.com/top2022



Sponsored by:

ROCKET
Pro · TPO

Don't Miss



A housing crunch may leave Generation Z in the lurch

Although they represent less than 10% of first-time homebuyers, members of Generation Z are growing in stature when it comes to the future of mortgage borrowers. But as baby boomers continue to age in place, the nationwide deficit of homes for sale has grown to at least 4.5 million units, making the dream of homeownership less likely even for young adults who are financially prepared.

Read more at scotsmanguide.com/res-gen-z-lurch

Connect on Social



@scotsmanguide



@scotsmanguide



scotsmanguide



@scotsmanguide

News Delivered Daily

The **ORIGINATOR**

Daily News, Market Trends and Lender Connections

Get the latest industry news, market trends and data, plus feature articles daily.

Subscribe today at scotsmanguide.com/originator-news

“A community is a social unit (a group of living things) with commonality such as norms, religion, values, customs, or identity.*”

Nearly all of our current partners came to us with a special understanding of their community and the importance of the role they hold there. Part of our mission is to identify with members of the communities we live and work in, striving to improve their lives through financial empowerment.

Isn't this the type of
TRUE PARTNERSHIP
you can see being a benefit
to you and your community?

“Partnership” *a commitment to* Community

Come leverage our industry
resources to your advantage:

- > Accounting
- > Compliance
- > Marketing
- > Training
- > Legal Oversight
- > Pricing

Plus our many programs to meet
the financial needs of middle
to low-income families in
communities just like yours.

*Wikipedia

HMAC HOME MORTGAGE
ALLIANCE CORPORATION

Partner with HMAC and be a part of our commitment to communities nationwide
1-800-900-7040 - EXT. 36563 | homemac.com | info@homemac.com



Featured Top Originator

Scott Evans

OneTrust Home Loans



By Jim Davis

When he first broke into the mortgage business, Scott Evans followed the script provided to him by the small mom-and-pop broker shop where he worked. Evans would reach out to real estate agents and ask if he could call the people who attended their open houses to get them approved for a loan.

Or he would offer to call the Realtor’s past clients to see if they were in the market for a new home. Evans saw this as trying to create value out of thin air.

“It was based off their databases,” Evans said. “They’re the ones doing the open houses. It’s their past clients. I didn’t have anything.”

Still, the strategy proved effective. Evans, who began originating loans in 2006, developed relationships with a couple of the top real estate agents in the San Diego area, people who had military backgrounds. Even though he hadn’t served in the armed forces, Evans developed a thriving business through U.S. Department of Veterans Affairs (VA) lending.

About four years ago, Evans embraced a new strategy, something that has helped to put his business into overdrive and make inroads into new parts of the country. Evans, who is a senior vice president at OneTrust Home Loans in San Diego, started hosting free homebuying seminars for both VA clients and traditional homebuyers. “My first five seminars, not a single person showed up. Zero,” he said.

But he didn’t give up. He worked with a social media consultant to better target advertisements, especially on Facebook. He sharpened the presentation. Now he’s regularly drawing dozens of people to the seminars, including more than 100 at an event earlier this year in Los Angeles.

He no longer does the presentations himself. Instead, he employs people to hold about 15 seminars a month, usually on weekdays. He provides food and a single alcoholic drink. The seminars are held in person since he’s found it creates a better energy as opposed to online. People at home on Zoom can be distracted, but those who sign up and drive to an event are more committed. And Evans can see how the people who attend get involved. Better yet, Evans invites top real estate agents or their representatives to appear at the seminar. They witness the engagement firsthand. He’s used the seminars as a way to make a connection with agents.

“It’s allowed me to transcend into different markets, which is super hard to do, because typically Realtors want to work with someone right there, local in their market,” Evans said. “By doing this, it has allowed me to go into any market.”

He’s not the first originator to host seminars. But he’s put the work into the project – the marketing through social media, the text messages to remind people to attend and the script for the presentations. And it’s worked for him. In 2021, Evans ranked No. 2 for Top VA Volume and No. 15 for Top Dollar Volume in *Scotsman Guide’s* rankings. He closed 1,325 loans for \$664 million in loan production. His business last year was evenly split: 50% purchase loans and 50% refinances. Evans worked for CrossCountry Mortgage LLC until making the move to OneTrust earlier this year.

He figures about half of his business last year came from the seminars. It’s been an effective way to get in front of real estate agents and offer them value instead of the other way around. “Now I’m in the driver’s seat,” Evans said. “I create business to give to the Realtors.” ●

Profile Overview

Scotsman Guide’s 2022 Top Originators Rankings

No. 2 Top VA Volume
No. 15 Top Dollar Volume

2021 Production Numbers

Closed Loans: 1,325
Total Volume: \$664 million
Purchase Share: 50%
Refi Share: 50%

Location

San Diego

Years in Business

15

“(Hosting homebuying seminars has) allowed me to transcend into different markets, which is super hard to do.”

Tips of the Trade

Realtors are the gift that keeps on giving. Anyone new to the business should put their focus on Realtors. You need to figure out a way to create value for them. That could be you’re available to them 7 a.m. to 9 p.m. seven days a week, or you could offer a 15-day close guarantee, or that you’ll get all of their clients conditionally approved. Whatever it is, you need to build that relationship with the real estate agents.



Jim Davis
Editor of *Scotsman Guide* Residential Edition.
Reach him at (800) 297-6061 or jimd@scotsmanguide.com.



Q&A

Janneke Ratcliffe

Vice president
Urban Institute Housing Finance Policy Center

By Jim Davis

Urgency is needed to address the affordable-housing crisis

After World War II, the U.S. government realized there was an emergency shortage of housing. Federal policymakers promoted home production in a number of ways, including limits to commercial construction, the removal of import tariffs on lumber and enabling families to buy homes with low-downpayment mortgages.

These steps worked, said Janneke Ratcliffe, vice president of the Urban Institute's Housing Finance Policy Center. In an article for CNN Business, Ratcliffe noted that 15 million new homes were built from 1950 to 1959, while the homeownership rate rose from 43.6% in 1940 to 61.9% in 1960. (She points out that people of color did not fully benefit from this effort.) And she argues that the U.S. is facing another housing crisis.

"The post-World War II solution was build, build, build — especially build affordable housing," Ratcliffe said. "I think building is part of the solution (now), with the traditional stick-built homes, but there's a whole lot else that needs to happen as well."

She said actions could include reducing the housing-obsolescence rate, promoting condominiums and manufactured housing, and rethinking risk tolerance in the mortgage process. Ratcliffe spoke to *Scotsman Guide* about ways to address the current housing shortage.

You believe that the nation is facing an affordable-housing crisis, right?

I do. We are somewhere between 3.8 million to 5 million housing units shy of what is needed. Maybe one of the most telling things is, using the latest report from CoreLogic, rent prices (for single-family homes) are up 13% year over year as of February compared to the year before and house prices are up 20% year over year.

What does that mean for people and how do you convince policymakers that there is a crisis?

Since both rent and the cost of housing are rising in tandem, it's making it harder and harder for renters to be able to save enough money and get that economic footing to turn around and buy a home.

The Biden administration just announced its plans (this past May). The White House has voiced that it is trying to manage inflation, but inflation is hard to manage when house prices are such a big part of consumer expenditures. As long as house prices are going up, you're going to end up having some upward pressure on prices (for other consumer goods).

Janneke Ratcliffe is vice president of the Housing Finance Policy Center at the Urban Institute, a Washington, D.C.-based think tank. She joined the center's leadership team in January 2022 to manage the execution of its mission. During a career that spans industry, the nonprofit sector, academic research and the federal government, her work has focused on increasing access to financial systems that foster economic security and prosperity. Ratcliffe came to the Urban Institute from the Consumer Financial Protection Bureau, where she served as an assistant director and led the Office of Financial Education.

What is the administration planning to do about it?

They understand that there's a supply crisis. Recognizing that there's this big shortage that's been building for a long time, there's a need to create more units, both on the affordable rental and on the ownership side. The administration just announced some moves that clearly are supply-side-oriented. As the White House announcement conveys, it's not like there's going to be one silver bullet to solve this. You're going to need to come at it from lots of different angles.

“It's not like there's going to be one silver bullet to solve this. You're going to need to come at it from lots of different angles.”

How do you convince developers to build more affordable homes?

Material prices are high. There's not enough construction labor right now. People have cited the high cost of regulatory permitting. It just makes it very difficult to build a unit that's affordable at the end of the day.

Subsidies are helpful. Some subsidies can supplement the buyer's ability to pay more for the home using a broad, sweeping downpayment-assistance program. So, there's one set of solutions that make the higher-cost home more affordable for the buyer through the way the financing is structured. And then the other set of solutions are about subsidizing the actual cost of creating the home.

What needs to be done about mortgage financing?

We've seen a fairly tight credit box over the last 10-plus years. By thinking strategically about how we really push the envelope, without going too far, how could that help improve homeownership?

People are beginning to worry about a housing bubble.

Are they wrong to worry?

There's genuine price pressure coming from the mismatch (between the supply of housing and demand). There are not enough units to fulfill the demand, both on the rental and the ownership side. And housing is slow. You can't just turn around and ratchet up the supply quickly. ●



Jim Davis

Editor of *Scotsman Guide* Residential Edition.
Reach him at (800) 297-6061 or jimd@scotsmanguide.com.

News Roundup

By Arnie Aurellano

scotsmanguide.com/news

IN BRIEF

New-home sales plummet to two-year low in April

New-home sales took a nosedive in April 2022, with the seasonally adjusted annual rate of 591,000 units sold during the month registering as the lowest level of activity in two years. According to data from the U.S. Census Bureau and the U.S. Department of Housing and Urban Development, April’s annualized pace was down 16.6% from the prior month and down 26.9% year over year. It was the fourth consecutive monthly decrease in new-home sales and the second straight month with a percentage-point plunge in double digits. Economists polled by Reuters had projected April new-home sales at 750,000, so the actual figure came in far below consensus expectations. New-home sales can be somewhat volatile month over month, but April’s decline marked the biggest drop-off since July 2013 – when mortgage rates also were sharply rising.

Existing-home sales continue to slump, NAR reports

Existing-home sales dropped for a third consecutive month this past April, falling to their slowest pace since the beginning of the COVID-19 pandemic. Data from the National Association of Realtors (NAR) showed that April’s seasonally adjusted annual sales rate of 5.61 million homes was down 2.4% month over month and down 5.9% year over year. As with the new-home sales market, downward pressures that built up over the past few months took their toll on homebuyer demand, and market data continued to reflect these growing impacts. April’s annualized pace was similar to the one established during the six months leading up to the pandemic, when existing-home sales averaged an annualized pace of 5.4 million units. The median price for an existing home in April was \$391,200, up 14.8% during the prior year.

Suburban homes appreciate faster than urban counterparts

A Zillow study found that home values in U.S. suburbs have been appreciating faster of late than those in urban areas, a reversal of historic norms and evidence of buyers’ preferences away from urban areas even as the COVID-19 pandemic eases. Home values in suburban ZIP codes have been rising faster than in urban areas since July 2021, flipping the script from traditional appreciation patterns that included the first 15 months of the pandemic. Urban homes gained value faster than their suburban counterparts from January 2013 through June 2021. But in the year ending this past March, the typical suburban home gained \$66,490 in value while the typical urban home gained \$61,671, Zillow found. The company noted that suburban homes aren’t gaining value at the expense of urban properties. Rather, the brokerage described the trend as “something akin to one world-class sprinter edging out another,” signaling that price growth in both areas remains robust.

Continued on Page 24 ►

IN WORDS

“Homebuyers continue to be squeezed in nearly every way possible, which is causing some to take a step back from the market. Unfortunately for buyers hoping to find a deal as competition cools, sellers are pulling back even faster.”

Daryl Fairweather
Chief economist
Redfin

“The April drop for new-home sales is a clear recession warning. ... The combination of higher prices and increased interest rates are generating a notable slowing of the housing market.”

Robert Dietz
Chief economist
National Association of Home Builders

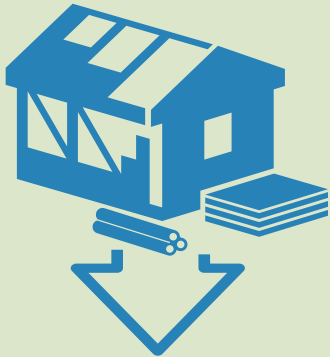
IN NUMBERS

1.1M

SINGLE-FAMILY HOUSING STARTS SINK

The seasonally adjusted annual rate of single-family home starts in April 2022, the slowest pace in six months

Sources: U.S. Census Bureau,
U.S. Department of Housing
and Urban Development



70%

BIG PRICE HIKES ARE STILL COMMON

The share of U.S. metros that posted double-digit annual home-price gains during Q1 2022

Source: NAR

2.8%

RISING EQUITY TIDE LIFTS ALL BOATS







The nationwide share of mortgaged properties classified as being underwater, the lowest level in more than 12 years

Source: CoreLogic



We've been **CRUSHING Non-QM** *Since 1999*

TRUST the OLDEST Non-QM Lender
to help **YOU CRUSH IT** in Non-QM
with Service, Stability & Products!

-  **85% ITIN**
-  **80% DSCR**
-  **90% P&L Only**
-  **90% Jumbo**
-  **90% Bank Statements**
-  **75% Foreign National**

Get your NON-QM deals priced instantly!
Utilize our pricing engine at:

NonQMPricer.com



Call Us Toll Free:
877.349.0501



Visit Us Online:
accmortgage.com

MBA

NAMB

NAMMBA



© 2022 All Credit Considered Mortgage, Inc. d/b/a ACC Mortgage - NMLS ID 176724 - 1801 Research Blvd., Suite 410, Rockville, MD 20850 - (877) 349-0501. Not all loan programs are available in all areas. Program restrictions may apply. All rights reserved. This is not an offer or extension of credit or a commitment to lend. Licenses are held as follows: Arkansas combination Mortgage-Banker-Broker-Service License #119499; Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act License #61580-102821; Connecticut Mortgage Lender License #ML-176724; Delaware Lender License #020786; Florida Mortgage Lender License #MLD953; Georgia Mortgage Lender License #44824; Idaho Mortgage Broker/Lender License #MBL-2080176724; Illinois Residential Mortgage License #6761111; Indiana-DFI Mortgage Lending License #40794; Maryland Mortgage Lender License #6625; Michigan 1st Mortgage Broker/Lender License #FL0022183; Minnesota Residential Mortgage Originator License #MN-MO-176724; Nevada Mortgage Lender License #619; New Jersey Residential Mortgage License; North Carolina Mortgage Lender License #L-164875; Oklahoma Mortgage Lender License #ML012740; Oregon Mortgage Lending License #ML-5825; Pennsylvania Mortgage Lender License #51566; South Carolina-BFI Mortgage Lender/Service License #MLS-176724; Tennessee Mortgage License #181409; Texas SML Mortgage Company License; Utah-DFI Residential First Mortgage Notification; Virginia Lender Licensed by the Virginia State Corporate Commission as MC-1856; Washington Consumer Loan Company License #CL-176724; District of Columbia Mortgage Dual Authority License #MLB176724.

IN BRIEF

◀ Continued from Page 22

More home sellers lower their asking prices

The share of home sellers who dropped their asking prices grew to 15% in the four-week period ending May 1, 2022, according to data from Redfin. That’s the highest share in six months and was up from 9% during the same period in 2021, representing the largest yearly jump since Redfin began tracking the metric in 2015. The median asking price for a newly listed home grew by 16% annually to reach \$408,458 – an all-time high, per Redfin’s data. But sellers began to lower prices in response to declining demand. Fewer people have been searching Google for “homes for sale,” with searches for this term down 7% year over year during the week ending April 30. Home-tour activity during the first four months of 2022 also was down, dropping by 24 percentage points from the same period last year.

Multiple factors cause mortgage fraud risk to jump 15%

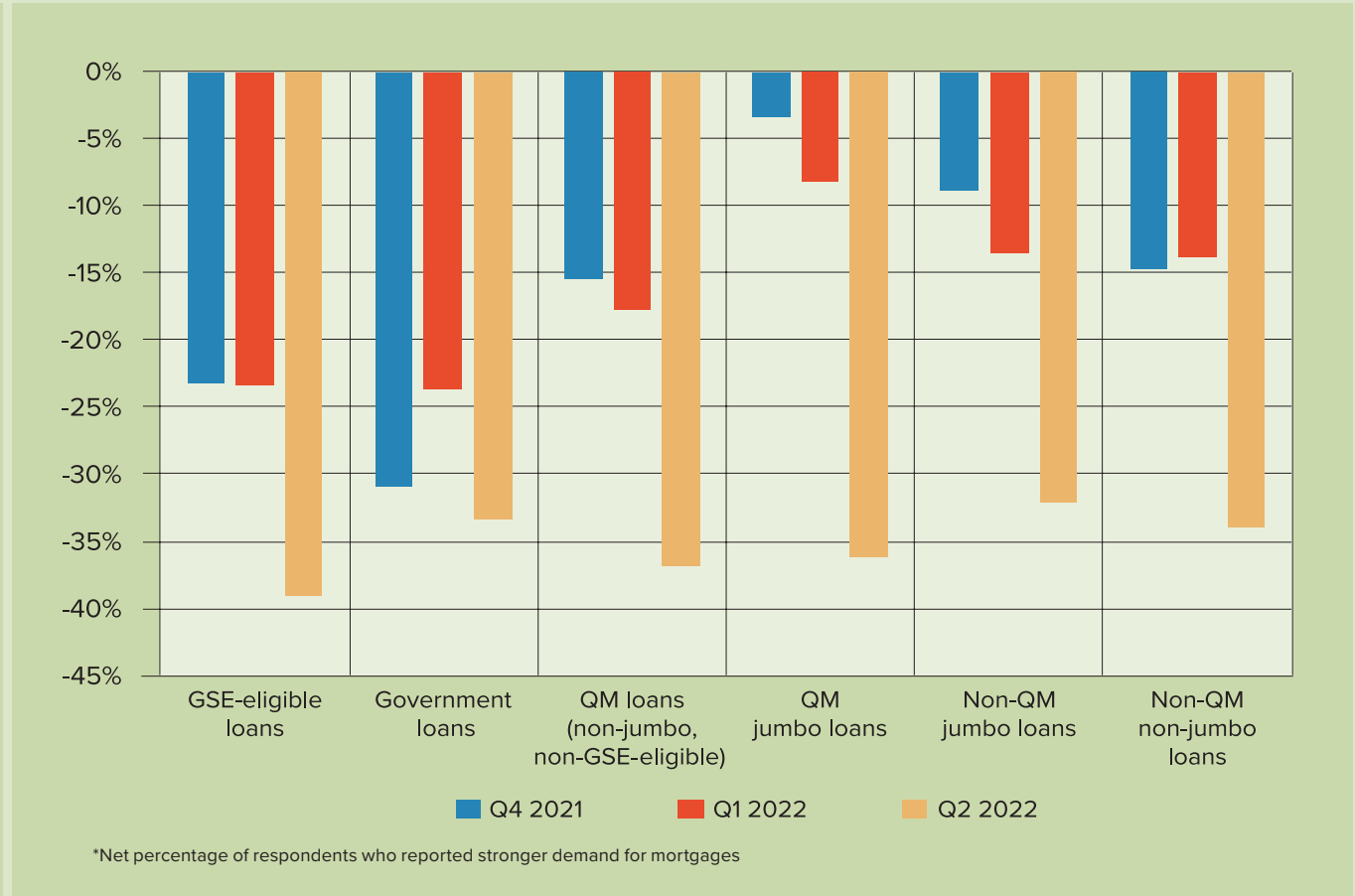
Fraud risk within the mortgage industry spiked on a year-over-year basis, according to CoreLogic. The company’s National Mortgage Application Fraud Risk Index climbed 15% from Q1 2021 to Q1 2022. The annualized increase was attributed to a large decrease in loan volumes, coupled with a dwindling refinance pool due to rising interest rates. Also, due to the involvement of more parties, purchase loans traditionally carry higher fraud risk than refinances. The recent decline in the refi market share (which comprised only 46% of all loan applications in Q1 2022, down from 53% in the previous quarter) helped to push the risk index upward. It’s bad news for lenders as a recent study from LexisNexis Risk Solutions found that, on average, every \$1 of mortgage-related fraud costs originators at depository institutions \$5.34, while nondepository originators have an average loss of \$4.66 for every dollar of fraud.

IN FOCUS

DEMAND IS DECLINING ACROSS ALL MORTGAGE TYPES*

The April 2022 iteration of a senior loan officer opinion survey of bank lending practices confirmed something that industry observers have noted for quite some time: Demand for residential mortgages is weakening. The most recent survey asked senior loan officers at 89 domestic banks and U.S. branches of foreign banks about their perception of mortgage demand in a variety of loan categories. Fourth-quarter 2021 was the first time since the start of the pandemic in which every mortgage category had negative net demand. Across the board, demand has continued to plunge since then, likely due to cratering affordability tied to rising interest rates and high home prices.

Source: **Federal Reserve**



THIS MONTH IN HISTORY

July 2019

Looking for your own not-so-little slice of heaven? A lucky buyer found theirs in July 2019 when they purchased the former Spelling Manor, a French chateau-style mansion previously owned by Hollywood mogul Aaron Spelling, for \$119.7 million.

The house (which was custom-built for Spelling and his family in 1988) is the largest in Los Angeles County, encompassing 56,500 square feet and containing 123 rooms, including 27 bathrooms and 14 bedrooms. The seller was Petra Ecclestone, the heiress of former Formula One chief executive Bernie Ecclestone, who bought the estate for \$85 million in 2011 at the tender age of 22. Petra Ecclestone took the keys from Spelling’s widow, Candy, five years after his death.

She wound up relisting the manor in the fall of 2016 with an initial asking price of \$200 million. Nearly three years and three price cuts later, the \$119.7 million sales price still set a record for the most expensive residential real estate transaction in California, besting the 2013 sale of a San Francisco Bay Area mansion.





Arnie Aurellano
Website content editor at Scotsman Guide Inc.
Reach him at (800) 297-6061 or arniea@scotsmanguide.com.

GREENBOX LOANS, Inc.

Revolutionizing The
NON-QM INDUSTRY

ITIN DSCR!!!!

**75% LTV MAX
NO CO-BORROWERS
NO TAX RETURNS
NO VISA**

1 YEAR 1099

**90% LTV MAX
\$3.5 MILLION MAX LAMT
660 MIN FICO
85% LTV CASH OUT**

NO INCOME NO RATIO

**75% LTV MAX
\$3.5 MILLION MAX LAMT
660 MIN FICO
85% LTV CASH OUT**



**WHOLESALEINFO@GREENBOXLOANS.COM
WWW.GREENBOXLOANS.COM**

Greenbox Loans
will provide solutions
to any Non-QM scenario

ITIN FULL DOC/DSCR

**80% LTV FULL DOC
75% LTV ITIN DSCR
NO WORK VISA
NO FICO**

DSCR

**85% LTV MAX
NO TAX RETURNS
LIMITED REO HOUSING HISTORY
10 CALCULATION TO QUALITY**

BANK STATEMENT

**85% CASH OUT
NO P&L NEEDED
NO TAX RETURNS NEEDED
580 MIN FICO**



**GET IN TOUCH
800-490-2274**

Loans are subject to specific loan characteristics add-ons. Rates and adjustments are subject to change without notice. Greenbox Loans, Inc. Licenses: AZ# 0919899, CA DFPI# 603L516, DRE# 01300944, CO# 333659, CT# MCL-333659, DE# 29707, FL# MLD886, GA# 33937, ID# MBL-2080333659, IL# MB.6760993, LA# 333659, MD# 21707, MA# ML333659, NV# 4791, NJ# 333659, NC# L-156181, OR ML-5093, PA# 48972, TN# 178827, TX# 333659, VA# MC-6781, WA# CL-333659. This information is meant for Real Estate and Mortgage professionals ONLY and is not to be provided to consumers. All products are not available in all States. All programs are subject to borrower and property qualifications. Rate, terms and conditions are subject to change without prior notice.



By Frank E. Nothafft

Storms leave lasting impacts on local housing markets

Editor's note: CoreLogic chief economist Frank Nothafft's column has appeared in *Scotsman Guide* for years. It is with sadness to report that he unexpectedly died during production of this magazine. Read about the loss on ScotsmanGuide.com.

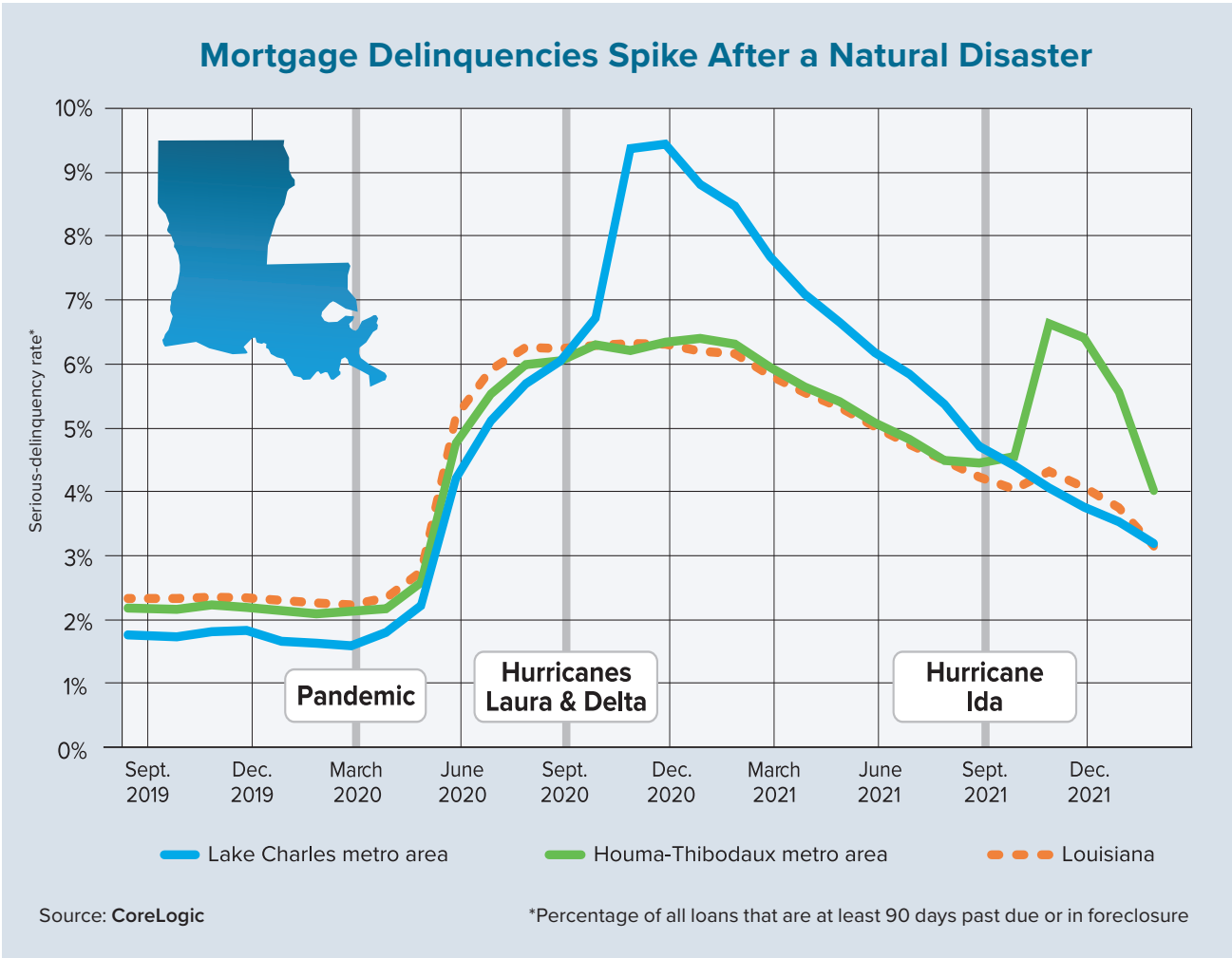
The Atlantic hurricane season runs from June through November of each year. Recent years have seen an increase in the number of severe storms along with resulting property damage and personal injury. And experts are predicting an above-normal number of tempests again this year. A look back at three storms over the course of 2020 and 2021 show the effects that these storms can have on local housing markets.

Hurricane Ida, which made landfall in August 2021, was a Category 4 storm that caused nearly 100 deaths and an estimated \$75 billion in property damage, with about two-thirds of the damage occurring in Louisiana. Ida made landfall in Lafourche Parish, part of the Houma-Thibodaux metro area. Homes and businesses were damaged or destroyed, and families were displaced. The financial hardship caused by Ida led to a spike in home loan delinquencies. In the month following the hurricane, the transition rate from current to 30-day delinquency status, which had been running at about 1% per month, spiked to more than 7% in the Houma-Thibodaux region, according to CoreLogic data.

Many homeowners experienced ongoing financial trauma. The share of borrowers in Houma-Thibodaux who were at least 90 days behind on mortgage payments jumped by 50% in the latter half of 2021, rising from 4.4% in September to 6.6% in November. This coincided with a 16% decline in the nationwide serious-delinquency rate during the same period. Six months after Ida, the serious-delinquency rate in Houma-Thibodaux remained above that of Louisiana's and was double the level seen in the months prior to the COVID-19 pandemic.

In the span of six weeks in 2020, hurricanes Laura and Delta made landfall just a few miles apart in the Lake Charles metro area, together taking dozens of lives and decimating southwest Louisiana. Similar to Houma-Thibodaux's experience, Lake Charles' monthly transition rate from current to delinquent mortgage status jumped from 1% prior to Laura to 8% after. While the effect on the current-to-delinquent transition was temporary, it had longer-term consequences for many homeowners.

The serious-delinquency rate in Lake Charles was below that of Louisiana as a whole prior to the pandemic. It rose at a similar pace as the rest of the state in the early months of the pandemic, but then moved much higher after Laura and Delta struck. As the chart on this



page shows, it took about 12 months for the serious-delinquency rate in Lake Charles to return to the level for all of Louisiana.

The Houma-Thibodaux and Lake Charles economies had already been hurt by a drop in oil prices during the early months of the COVID-19 outbreak. With the additional strain of natural disasters, home prices were slow to recover and rent prices weakened as workers and families relocated. According to the CoreLogic Home Price Index, home prices in these two metros rose by 12% from March 2020 to March 2022, compared with a 19% gain for Louisiana and a 34% gain for the U.S. The home-price increases in Houma-Thibodaux and Lake Charles also were less than the two-year inflation rate of 15%.

Natural disasters cause extensive property damage, personal injury, a reassessment of hazard risk and disruptions in local housing markets. Similarly, mortgage delinquency rates spike in the wake of these events, meaning that the prices and availability of shelter also are affected. These impacts are likely to reoccur when the next major tropical cyclone hits the U.S. ●

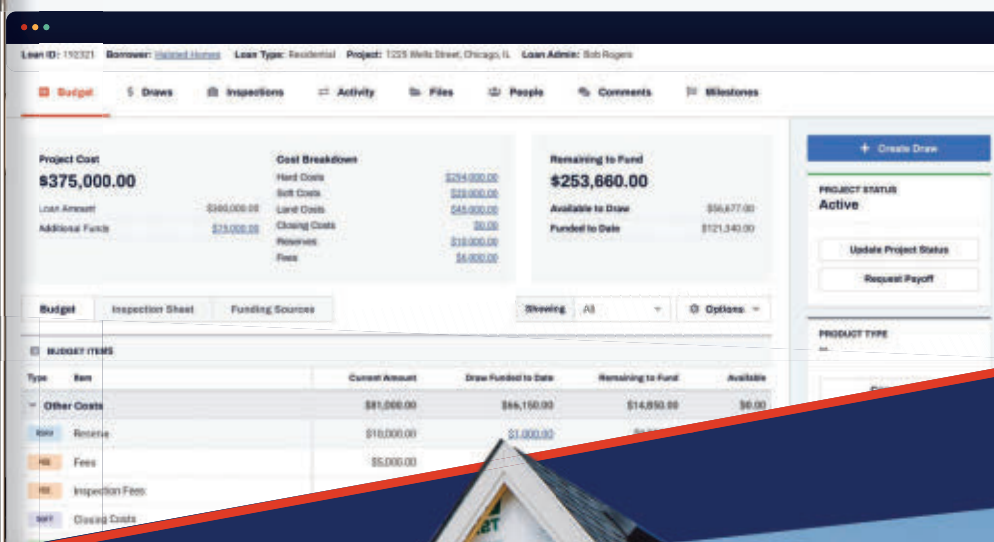
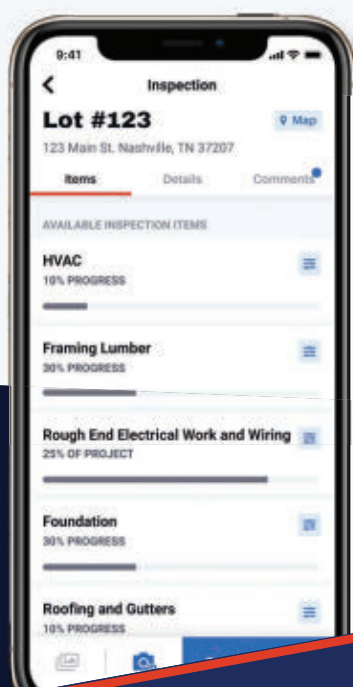


Frank E. Nothafft is chief economist for CoreLogic, America's largest provider of advanced property and ownership information, analytics and data-enabled services. He leads the economics team responsible for analysis, commentary and forecasting trends in global real estate, insurance and mortgage markets. Before joining CoreLogic, Nothafft served as chief economist for Freddie Mac. Prior to Freddie Mac, he was an economist with the Board of Governors of the Federal Reserve System and served as assistant to Fed Gov. Henry C. Wallich. Visit CoreLogic at corelogic.com.

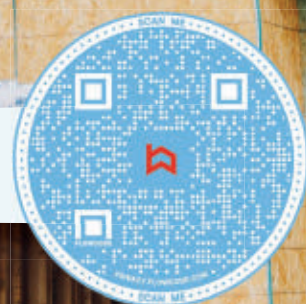


Power *better* builds.

Built is fixing lending and spending for the entirety of the **construction finance ecosystem**—and simultaneously providing services that enable all stakeholders in a construction project to get the job done **faster and more efficiently** than ever before.



Visit getbuilt.com today to learn more!



Spotlight

Great Lakes Region

By Jim Davis

Declining population is a concern for these economic giants.

After World War I, hundreds of thousands of African Americans fled the South en masse to seek new opportunities in the North, including at the bustling auto plants in Michigan. Among these people were the parents of Berry Gordy Jr., who went on to change America’s cultural landscape.

Gordy founded Motown Records in Detroit in 1959. Motown became one of the most successful Black-owned businesses in the U.S. and an independent record company that became an influential force in the industry. Motown produced some of the most recognizable music acts in the world – Smokey Robinson, Marvin Gaye, Stevie Wonder, The Supremes, and Gladys Knight and the Pips. Motown Records eventually left for Los Angeles and is now owned by Universal Music Group.

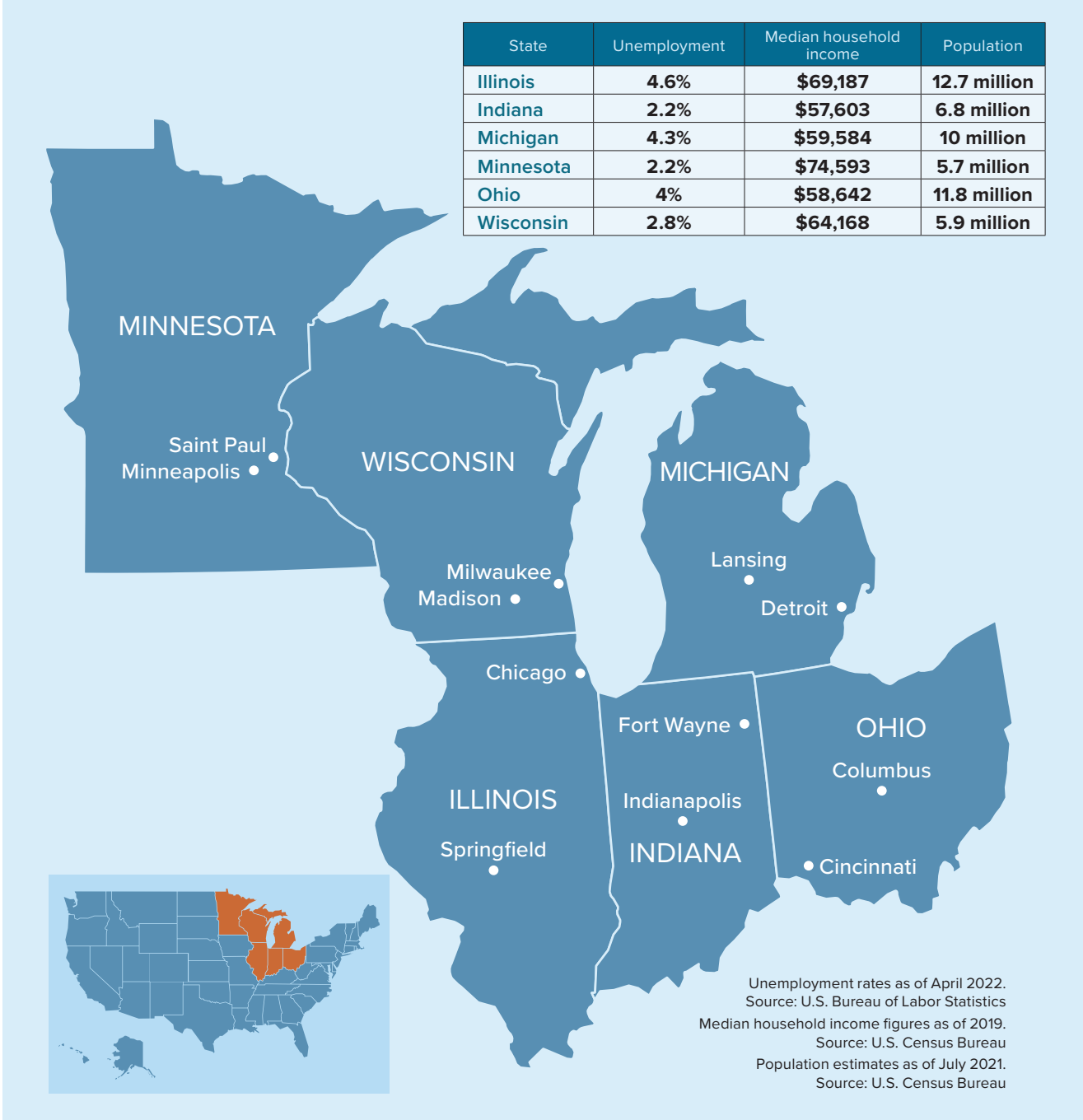
Manufacturing remains vital to the Great Lakes Region, which includes Michigan as well as Illinois, Indiana, Ohio, Minnesota and Wisconsin. According to Global Trade magazine, Ohio, Michigan and Indiana ranked in the top 10 for manufacturing in the U.S. in 2019. The Wolverine State still is a top manufacturing state for motor vehicles and auto parts, but it also has diversified into chemical and pharmaceutical production. Ohio is home to more than 12,000 manufacturing companies and the sector accounts for more than one-quarter of Indiana’s economic output.

An astounding 113 companies in the Great Lakes Region landed on the Fortune 500 list in 2022, including some of the most recognizable brands in the world such as McDonald’s in Illinois, Ford Motor Co. in Michigan and UnitedHealth Group in Minnesota. Illinois led the region with 37 Fortune 500 companies, followed by Ohio with 25, Michigan with 19, Minnesota with 16, and Indiana and Wisconsin with eight apiece.

Each of the Great Lakes states ranked in the top half of the U.S. last year in terms of gross domestic product (GDP), or the sum of all goods and services produced. Illinois ranked No. 5 with a GDP of \$938.4 billion. Ohio ranked No. 7 at \$736.5 billion, followed by Michigan (14th, \$568.4 billion), Indiana (No. 17, \$420.3 billion), Minnesota (No. 19, \$412 billion) and Wisconsin (No. 21, \$365.9 billion).



Great Lakes Region demographics



Additionally, all of these states are in the top half of the nation for population size and three are in the top 10 – Illinois at No. 6, Ohio at No. 7 and Michigan at No. 10. But slow rates of population growth (and even an actual loss of residents) are of concern.

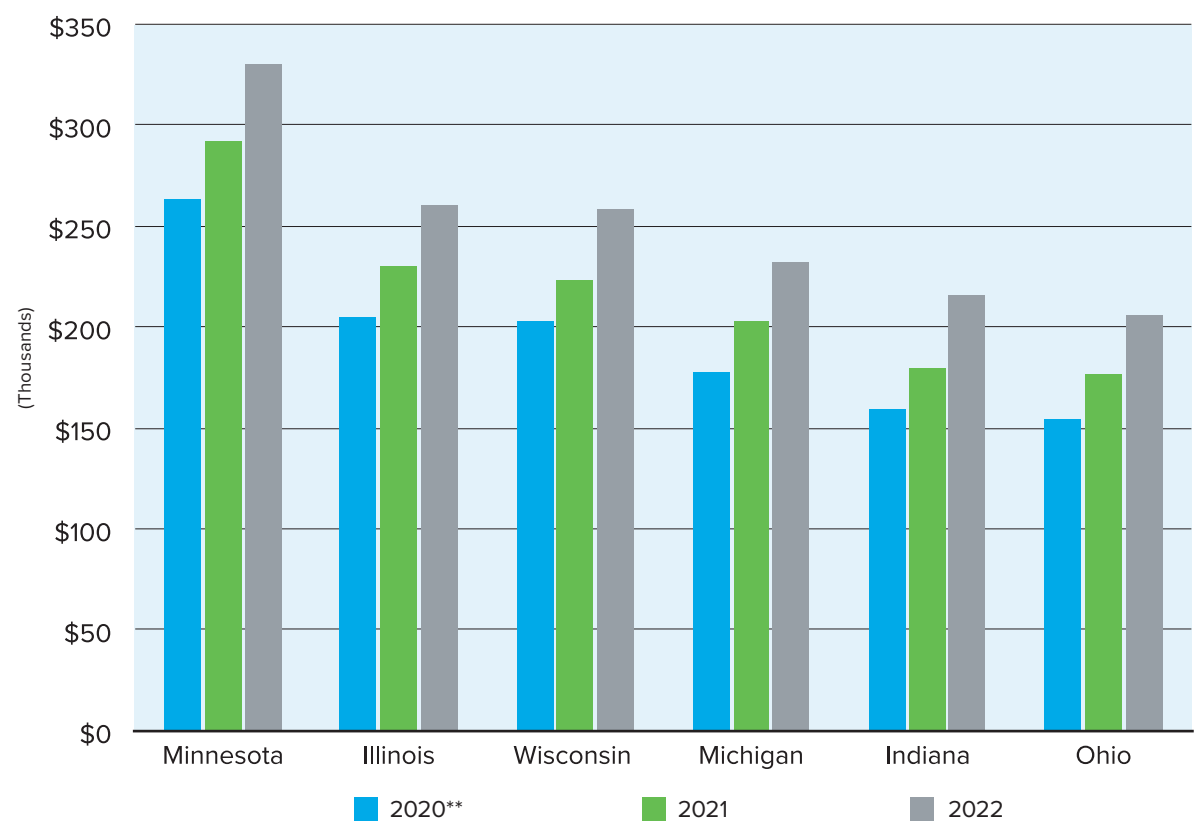
Illinois was one of three states in the U.S. that lost population from 2010 to 2020, according to the U.S. Census Bureau. About 18,000 residents left the Prairie State. (The other two states to lose population were West Virginia and Mississippi.)

Michigan and Ohio were among the slowest-growing states in the U.S. over the decade with gains of 0.19% and 0.23%, respectively,

according to the Pew Charitable Trust. And it got worse in 2021 as the populations of Illinois, Michigan and Ohio shrank. Minnesota’s population stayed flat while Indiana and Wisconsin grew slightly. ●

Sources: American Great Lakes Ports Association, Britannica.com, Cleveland Department of Economic Development, Detroit Historical Society, Detroit Public Television, Fixr, Fortune, Global Trade, Inside Indiana Business, Los Angeles Times, Meet Minneapolis, Metropolitan Council, Metropolitan Milwaukee Association of Commerce, Milwaukee Public Broadcasting Service, Minneapolis-Saint Paul Regional Economic Development Partnership, National Association of Home Builders, Pew Charitable Trust, Twin Cities Business, U.S. Bureau of Economic Analysis, World Population Review, Zillow

Great Lakes Region Home Values*



Source: Zillow

*Typical values for single-family homes and condominiums in mid-priced tiers, seasonally adjusted, in April of each year
**As of March 2020

The Great Lakes Region features some of the most affordable housing in the U.S. Each of these six states have typical home values below that of the U.S. as a whole, which was \$344,441 this past April, according to Zillow.

Great Lakes home prices, however, have escalated quickly over the past two years. Each state in the region saw home values increase by \$50,000 or more during this time. Ohio, the most affordable state in the region, saw its values soar from \$153,593 in March 2020 to \$205,553 in April 2022 (a 34% increase). Minnesota has the most expensive housing in the region and saw typical values rise from \$263,708 to \$330,167 for a 25% increase over this span.

These states also have some of the oldest housing in the nation. The median age of the housing stock in all six of the Great Lakes states is 41 to 50 years old, according to estimates from the National Association of Home Builders. Additionally, all six states landed in the top 20 in the nation for total dollars spent on home renovations, according to a 2018 analysis by remodeling website Fixr. Illinois ranked No. 6 that year with \$8.6 billion spent on home improvements.

3 Cities to Watch

MILWAUKEE

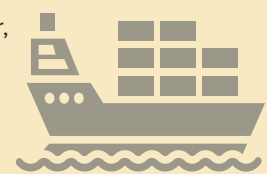
Lying on the western banks of Lake Michigan, Milwaukee is the largest city in Wisconsin with 570,000 residents and a metro-area population of 1.5 million. Founded in the 1830s as a series of fur-trading villages, Milwaukee rose to prominence due in part to its easily accessible harbor. Its largest employers include Advocate Aurora Health, which has 32,000 workers. Marketing company Quad (7,500 employees), retailer Kohl's (6,200) and Harley-Davidson (2,300) are each headquartered in the area.

MINNEAPOLIS

The Washburn Crosby Company Mill and the Pillsbury Company Mill were the two largest flour mills in the U.S. when they were built in Minneapolis in the late 1800s. The two companies competed for many decades and Washburn, now known as General Mills, bought out Pillsbury in 2001. Minneapolis (population of 425,000 with nearly 3 million in the metro area) is a hub for several Fortune 500 companies, including General Mills, U.S. Bancorp, conglomerate 3M, and retailers Best Buy and Target.

Focus: Shipping

The Great Lakes — Superior, Huron, Michigan, Erie and Ontario — contain one-fifth of all surface freshwater in the world. The lakes and connecting canals also are a vital cog in the regional economy.



Shipping on the lakes accounted for \$35 billion in economic activity in 2021 and supported more than 200,000 jobs. This includes the Great Lakes states as well as Canadian provinces. Coal, iron ore, limestone, and other raw materials and goods are shipped daily across the lakes.

Indiana has only 43 miles of lake shore, but nearly 31 million tons of cargo per year are shipped in and out of the state, which is the largest steel producer in the U.S. The shipping industry employs 66,000 people in the Hoosier State, generating \$4.9 billion in personal income, according to the American Great Lakes Ports Association. Ohio comes in second in the region with 33,000 shipping jobs, good for \$2.21 billion in personal income.

What the Locals Say

“It’s a huge purchase market at this point. I have very few refs even in process because of the rising rates. The construction industry here in Michigan is really flourishing and a lot of the construction is geared toward first-time homebuyers. There’s a lot of people buying this year even with the rates where they are today. Of course, that means you have bidding wars with multiple offers on one home. I’m seeing it in all markets. It can be discouraging for some, but I always let my clients know that sometimes three times is the charm and sometimes 13 times is the charm.”

Sandi Frith
Assistant vice president
and loan officer
Huntington National Bank

CLEVELAND

Founded in 1796, Cleveland (population of 368,000 and 2 million metro-area residents) is named after Gen. Moses Cleaveland, who led the survey party to the area. The “a” in Cleveland was dropped when a local newspaper left it out to fit the name on its masthead. Major employers include several health care providers (the Cleveland Clinic employs more than 32,000) along with federal, state and local government. The U.S. Office of Personnel employs more than 12,000 workers in the city.

Jim Davis is editor of Scotsman Guide Residential Edition. Reach him at (800) 297-6061 or jimd@scotsmanguide.com.

Power Moves

By Arnie Aurellano

These professionals are making waves in the mortgage industry.



Open Mortgage selected **Brenda Hedeem** as its new chief financial officer. Most recently, Hedeem served as CFO for On Q Financial Inc. Prior to that, Hedeem was promoted to CFO of Mann Mortgage LLC after previous positions as assistant CFO and controller. She earned a master's degree in accounting from Stetson University and a bachelor's degree in accounting at Baker College.

Cherry Creek Mortgage announced that **Rick Hogle** joined the company as chief revenue officer, where he will manage the overall performance of Cherry Creek's retail operations. In his new role, Hogle will oversee the growth and development of the retail sales and production network while supporting all the company's business channels. He began his mortgage career in 2001 with New Century Mortgage and also served as a branch manager, national sales manager, director of operations, chief operating officer and chief strategic officer for Supreme Lending.



Mehdi Pirzadeh was hired by **Embrace Home Loans** as a senior loan officer and vice president in the company's Rockville, Maryland, office. Pirzadeh began his 22-year career in the mortgage industry as an originator at Mason Dixon Funding, which was acquired by Embrace Home Loans in 2009. In 2013, he joined Eagle Bank in the Washington, D.C., area as a vice president and senior loan officer. Pirzadeh rejoined Embrace in March 2022.

Siri Gunn was hired as vice president of sales at **OptiFunder**. She will be responsible for national sales, educating prospects and clients about OptiFunder's warehouse management system. Most recently, she worked at AltiSource for more than a decade, serving as director of mortgage and real estate solution sales and as a senior manager for the firm. Prior to that, Gunn was vice president of account management for Timios and served as a manager at Lenders First Choice.



John Stewart became the new executive vice president of national sales at **OriginPoint**, a digitally driven, mortgage origination joint venture of Compass and Guaranteed Rate. In this role, Stewart will oversee all of OriginPoint's sales and recruiting operations. With more than 30 years of mortgage and finance industry experience, he will lead the company's efforts to grow market share and recruit industry talent in both sales and operations. Prior to joining OriginPoint, he served as a division manager at Guaranteed Rate. Stewart also has experience in mortgage joint ventures, including as president and co-founder of Metrocities Mortgage.

Mortgage Connect added **Jane Kennedy** as senior vice president of sales and strategy for the company's default division. Kennedy will oversee the progression of key initiatives, including enhancements to the company's comprehensive line of default services to meet the unique requirements of today's servicers, investors and lenders. She brings with her more than two decades of experience, initially working for Land America Lender Services.



Mortgage Coach announced the advancement of two department directors to vice president-level positions. **Suzanne Duniphin** was promoted from director of e-learning to vice president of customer experience, while **David Bowser** was promoted from director of account management to vice president of customer engagement. In their new roles, Duniphin and Bowser will oversee Mortgage Coach's customer-facing initiatives and services. Duniphin has a 25-year background in mortgage banking and technology, having previously served as training and documentation manager at Optimal Blue. Bowser has two decades of experience in the industry, having held positions at Volly and ICE Mortgage Technology. Bowser joined Mortgage Coach in January 2021.



Deephaven Mortgage welcomed **Tom Davis** as chief sales officer, charged with expanding Deephaven's footprint and market share across the U.S. One of his early priorities is to bring additional correspondent and wholesale account executives to Deephaven as more originators look to increase their non-QM/nonagency market share. Davis, who is based in Fort Lauderdale, Florida, has more than 20 years of experience, including management of wholesale and correspondent lending channels.

LoanDepot selected **Frank Martell** as its president and CEO, a newly created role within the company. Martell also was appointed to LoanDepot's board of directors. As president and CEO, Martell will drive daily operations and lead the company's diversified multichannel mortgage origination model, as well as the mello business unit, which houses the company's ancillary product and service groups. LoanDepot's executive management team will report to Martell.



Neenu Kainth joined **Newrez** as chief digital officer. In her new role, Kainth will drive digital adoption to improve the customer experience, optimize cost structures for the loan servicing business and increase client retention for the origination channels. Prior to joining Newrez, she served as chief digital officer at Mr. Cooper Group. Kainth also has held senior roles at Verizon and Comcast.



Mr. Cooper Group announced a pair of appointments in **Jaime Gow** (executive president and CFO) and **Ethan Elzen** (executive vice president of business development and operational finance). Gow joined Mr. Cooper Group in 2019 as senior vice president of accounting, financial planning and analysis, and he most recently served as deputy chief financial officer. Elzen previously led the originations finance team and served as the chief financial officer of Xome. Elzen has more than 20 years of experience in the financial-services industry with a specific focus on mortgages, commercial banking, and mergers and acquisitions. He earned his bachelor's degree in finance from Penn State University. ●



Arnie Aurellano
Website content editor at Scotsman Guide Inc.
Reach him at (800) 297-6061 or arniea@scotsmanguide.com.

Power Moves is a *Scotsman Guide* department feature that highlights new hirings and promotions in the mortgage and real estate industries. Selections will be published on a bimonthly basis. Does your company have a new hire or promotion? Share it with *Scotsman Guide* readers at scotsmanguide.formstack.com/forms/power_moves.

The NFM Family of Lenders wishes to

CONGRATULATE

all of our Loan Originators named to
Scotsman Guide's Top Originators list

NFM Lending

David Arocho
Mauricio Becerra
Andrew Beigel
Ryan Bundy
Benjamin Burkett
Brian Burnham
Tabitha Burton
Eric Carlson
Anthony Cellini
Austin Combs
Jerry Cook
Jeff Corsiatto
Gregory Cowart
Mario Cua
Roger Dennis
Rich Dillman
Jane Floyd
Jason Fox
Ryan George
Aubrie Gile
Ronald Gosewisch
Dana Gounaris
Christopher Grizzell
Bryan Harrison
Craig Kam
Thurman Killen
Tina Konidaris
Mary Levinson
Stephen Levitt
Ryan Lewis
William Lex
Sean Maloney
Nicholas Mautino

Tonya May
Jason McLaughlin
Stacey Melton
Jeff Miltenberger
Brian Murphy
Todd Novosel
Aaron Page
Gustavo Pared
Brandon Pavlovic
Chuck Payne
Hannah Payne
Danielle Pela
Brian Pintar
Jim Podratsky
Jeremy Poling
Rhoda Rahn
Bryan Raiford
Danell Riggs
JoAnn Rooney
Kevin Rudrud
Daniel Sa
Shanon Schinkel
James Serrano
Justus Sharp
Shane Staples
Rob Stettler
Blane Stewart
Oleg Tkach
Jessica Uphoff
Raquel Wilson
Tammy Wittren
Kenneth Ynes

Main Street Home Loans

Darran Anthony
Neil Bourdelaise
David Campagnone
Clay Carroll
Hillary Cochin
Brian Coleman
Jeff Douglas
Karen Dulmage
Derek Evans
Michael Farrell
Ramon Feliz
Carolyn Flitcroft
Matthew Goudeaux
Rita Hairston
Nathan Hartseil
Christopher Jordan
David Licciardi
Amy Lott

Brian McDermott
Jolene Moore
Kelcey Morange
Paul Nagel
Robert O'Connell
Peter O'Donnell
Michael Plummer
Michelle Powstanski
Michelle Proia
Timothy Reinhart
John Savastano
Salvatore Savastano
Derek Schwarz
Ana Tolentino
David Travers
Patricia Vargas
Travis Vollmerhausen

Freedmont Mortgage Group

John Acton
Scott Bienstock
Craig Kessler
Kevin Murphy
Robin Sabatino

BluPrint Home Loans

Nick Bronsozian
Irvin Lopez
Hans Stone



MAIN STREET HOME LOANS



FREEDMONT MORTGAGE® GROUP



BLUPRINT HOME LOANS



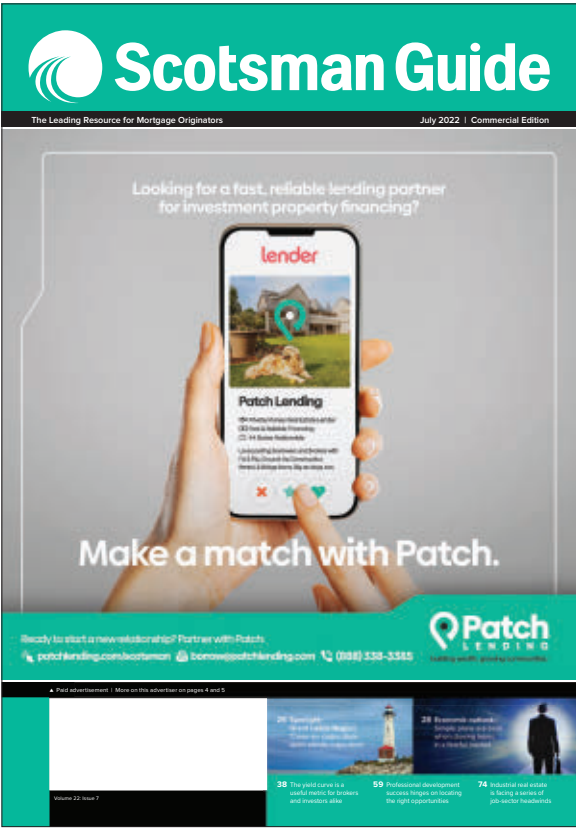
ELEVATE HOME LOANS

1190 Winterson Road, Suite 300, Linthicum, MD 21090



Commercial Highlights

A look inside this month's Scotsman Guide Commercial Edition



Featured Article



Facing a Dangerous Future

By Jerry Sager, First National

With economic storm clouds of inflation, rising interest rates and geopolitical dangers forming, mortgage brokers need to remember that deals still must be completed. In these times, the rule is to keep plans simple and realistic.

Also in This Edition



Property TypeCast

By Thomas LaSalvia
Moody's Analytics Reis

Industrial assets have been one of the hottest commercial real estate commodities during the COVID-19 pandemic. But the tide may be turning as e-commerce sales begin to slip and online retailers reduce their warehousing needs.



To the Rescue

By Noah Miller
Gelt Financial LLC

In these uncertain times, it's not uncommon to have a lender or investor decide to pull out of a deal. So, securing a fast and short-term capital infusion may be the difference between a successful deal and failure.



The Right Strategy

By Keely Pate
Alternative Capital Solutions

Continuing education enables commercial mortgage professionals to maintain existing certifications and licenses. It also will help them to keep up with trends, diversify skill sets, and prepare for personal and professional growth opportunities.

Subscribe to Scotsman Guide Commercial Edition

FREE print and digital edition subscriptions available at scotsmanguide.com/subscribe

Looking for a Commercial Mortgage Lender?

Lender Search

Fund your loan. Search and connect with commercial, multifamily, hard money and construction lenders.

scotsmanguide.com/search/commercial

Loan Post

Post your commercial loan scenario and let lenders come to you.

scotsmanguide.com/loan-post-com

Lender Listings

View detailed loan products from commercial mortgage lenders.

sg-comdigital.com

AMP

AIME MEMBER PORTAL

BROKERS ARE BETTER, TOGETHER.

Join the AIME community today!



SIGN UP TODAY!

- Connect with top wholesale lenders
- Escalate high-level loan issues
- Request a change of AE
- Exclusive Brokers Are Better Network discounts
- Discounts to AIME events
- LOA training & product certifications
- Peer referrals
- Exclusive training & resources
- Brokerage-wide health insurance
- Special surety bond pricing and E&O
- Mentorship & job matching programs
- Local & federal govt representation



FINANCE *of* AMERICA
— R E V E R S E —

Misconceptions
about reverse
mortgages may
be costing you
10,000 leads
per day[†]

wow!



TRUTH



There are many myths out there about reverse mortgage, but here's a fact: this year, 3.65 million Americans will age into reverse – a safe and strategic solution for improving retirement via home equity.

Go FAR With the #1 Wholesale Reverse Lender*

- ▶ The most innovative product suite in the industry
- ▶ Expert guidance through comprehensive training programs
- ▶ Dedicated account team providing world-class service



Power your business with reverse at
FARwholesale.com/joinus



LEARN HERE



— SPECIAL EDITION —



2022 TOP VETERAN ORIGINATORS

These top producers earned their stripes in a record year for lending

Welcome to the third annual rankings of Top Veteran Originators. This month, *Scotsman Guide* is once again celebrating U.S. armed forces veterans working in the mortgage industry by producing a dedicated ranking. And for the first time, the list of the top 100 veterans also will include the branch they served in. Our 2022 veteran originators served across the Air Force, Army, Coast Guard, Marine Corps and Navy — every branch except the Space Force.

On the following pages, you'll also find the Top VA Volume rankings for originators who specialize in U.S. Department of Veterans Affairs lending. These mortgages are designed specifically for military servicemembers, veterans and their spouses, and they offer many benefits, including a zero downpayment and competitively low interest rates. For more on VA loan benefits and military homeownership trends, see pages 42 and 44.

VA lending had exceptional volume in fiscal year 2021, according to the agency's data. Across the country, 1.4 million VA loans were closed — a new record — for an aggregate volume of \$447.2 billion. This was a nearly 20% increase in volume from fiscal year 2020, which saw 1.2 million loans closed for an aggregate volume of \$375.3 billion. And the average VA purchase loan size increased by 13%, reflecting the rising prices of homes across the nation.

The Top VA Volume rankings see plenty of overlap each year with the Top Veteran Originators list, and this year is no exception. Martin Medve of Trident Home Loans LLC earned the top spot in both categories for the second year in a row. Medve, a Navy veteran, originated \$300.3 million in VA loans, doing 76% of his business in this category for a total volume of \$393.8 million. To read an interview with Medve, see Page 38.

Following Medve on the 2022 Top Veteran Originators list is Joseph Smith, a Massachusetts-based originator for Guaranteed Rate. Smith, an Air Force veteran, originated \$327.7 million in volume in 2021. Closing out the top five on this list are Alexander Kim of HomeFirst Mortgage Bankers (\$289.3 million), Jason Smith of NOVA Home Loans (\$228.2 million) and Joshua Jelsing of PGS Home Loans (\$200.7 million). This is the first year that each of the top five people in this ranking did more than \$200 million in business.

On the Top VA Volume list, the No. 2 spot went to Scott Evans, a California-based originator for Cross-Country Mortgage LLC. He closed \$293.9 million in VA loans. Evans was followed by Kory Kavanewsky of CMG Financial (\$260 million), Saleem Ali of InstaMortgage (\$196.5 million) and Larry Gonzales of Aligned Mortgage (\$181.1 million). Notably, Gonzalez (a Navy veteran) also ranked highly on the Top Veteran Originators list at No. 6.

— Hannah Darden, industry rankings editor

Top Veteran Originators: Page 38
Top VA Volume: Page 42

A subset list of the 2022 Top Originators rankings

Verification: Hannah Darden, Brian Warr

Top Veteran Originators

No. 1 Top Veteran Originator 2022, No. 1 Top VA Volume 2022

Marty Medve doesn't want to talk about himself.

After ranking as the No. 1 Top Veteran Originator and No. 1 Top VA Volume producer for the second year in a row, you'd think he'd want his time in the spotlight. Over the course of a conversation with *Scotsman Guide*, however, Medve chose to shine the spotlight on his community — the "corps" of pilots he's hired, the veteran borrowers he serves, and the philanthropic organizations his company, Trident Home Loans, donates to.

"I was surprised to get No. 1 this year," Medve said. "Half my loans went to my loan officer corps."

A U.S. Naval Academy graduate who went on to become a carrier pilot, Medve has dedicated his post-military career to his fellow veterans. He hired 25 former pilots as loan officers last year and has built relationships with veteran Realtors. Five years ago, Trident Home Loans began sponsoring military events and charities. Since then, the company has expanded its military sponsorships by tenfold.

"We're deeply involved in giving back to the people who support us," Medve said. "That's our ethic."

He said there are a few keys to his success as an originator who specializes in VA loans. Medve emphasizes that he doesn't allow for any "tricky referral schemes" and values transparency with his clients. Good communication, education on VA loan products, consistently low interest rates and quick closings are all part of his client-service agenda.

Most importantly, Medve said he spends hours talking to listing agents on behalf of his borrowers.

"We're more important to the buyer because we will actually talk to the listing agents and convince them to take the offer," Medve said. "They want the best for their seller and they want trust. If a buyer is backed by the No. 1 loan officer, they'll want to go with that offer."



Marty Medve,
Trident Home Loans LLC



#	NAME	COMPANY	STATE	TOTAL DOLLAR VOLUME	TOTAL LOANS CLOSED	YRS. IN BIZ	MILITARY BRANCH
1	Martin Medve	Trident Home Loans LLC	FL	\$393,807,061	903	19	Navy
2	Joseph Smith	Guaranteed Rate	MA	\$327,746,455	615	29	Air Force
3	Alexander Kim	HomeFirst Mortgage Bankers	CA	\$289,323,939	739	15	Coast Guard
4	Jason Smith	NOVA Home Loans	AZ	\$228,215,638	734	17	Navy
5	Joshua Jelsing	PGS Home Loans	CA	\$200,667,639	380	22	Marine Corps
6	Larry Gonzales	Aligned Mortgage, A Division of American Pacific Mortgage	HI	\$194,531,365	266	-	Navy
7	Jonathan Kulak	Trident Home Loans LLC	FL	\$187,526,169	458	5	Air Force
8	Ray Shannahan	TowneBank Mortgage	NC	\$174,802,070	440	17	Army
9	Mike Bendebba	Fairway Independent Mortgage Corp.	MD	\$151,846,176	401	-	Navy
10	Jimmy Alexander	SWBC Mortgage Corp.	TX	\$150,084,761	610	28	Army
11	Robert Melone	Radius Financial Group Inc.	MA	\$142,261,666	365	18	Army
12	Billy Campbell	Primary Residential Mortgage Inc.	CO	\$141,960,278	522	13	Air Force
13	Amy Goss	Guild Mortgage Co. / Residential Mortgage Services	NC	\$137,947,042	607	-	Marine Corps
14	Devin Fahrner	Finance of America Mortgage	ID	\$126,780,966	377	23	Marine Corps
15	Kevin Retcher	First Meridian Mortgage Corp.	VA	\$115,319,650	263	28	Marine Corps
16	Louis Fajardo	U.S. Bank	CA	\$110,541,053	121	19	Air Force
17	William Biles	Huntington Bank	OH	\$109,450,778	166	24	Marine Corps
18	Rick Ward	Benchmark Mortgage	CO	\$106,961,143	299	10	Army
19	Timothy Taylor	Trident Home Loans LLC	FL	\$105,636,498	246	17	Navy
20	Chris Catania	Guaranteed Rate	CA	\$105,406,482	207	15	Army
21	Michelle Jacinto	Direct Mortgage Loans	IN	\$104,477,150	483	19	Army
22	Todd Swanson	C2 Financial Corp.	CA	\$101,657,804	243	-	Marine Corps
23	Jason Sharon	Home Loans Inc.	SC	\$101,068,284	301	6	Navy
24	Jamie Fischer	CrossCountry Mortgage LLC	CO	\$99,871,240	260	8	Army
25	Donnie Walton	Angel Oak Home Loans	TX	\$99,305,838	315	15	Army
26	Carlo Colantonio	CMG Financial	TX	\$98,983,244	396	23	Army
27	Dawndi Lavalle	U.S. Bank	NY	\$93,753,099	389	22	Air Force
28	Cody Hardridge	Cornerstone Home Lending	OK	\$93,731,182	417	21	Marine Corps
29	Dwight Taylor	George Mason Mortgage LLC	VA	\$93,598,662	274	22	Navy
30	Michael Quinn	American Pacific Mortgage	CA	\$93,239,797	225	13	Navy
31	Drew Dodds	V.I.P. Mortgage Inc.	AZ	\$92,493,709	306	11	Marine Corps
32	John Sego	Aligned Mortgage, A Division of American Pacific Mortgage	HI	\$89,662,276	128	-	Army
33	John Schuler	Guaranteed Rate	CA	\$88,606,218	167	18	Marine Corps
34	Brian Brooks	Atlantic Bay Mortgage Group	VA	\$88,259,025	254	-	Air Force
35	Russell Nash	George Mason Mortgage LLC	VA	\$86,435,912	301	23	Navy
36	Justin Ardoyno	PrimeLending	TX	\$85,142,200	364	10	Army
37	Jason C Scott	Guaranteed Rate	HI	\$84,924,388	183	8	Army
38	Allen Coombs	Bay Equity	CO	\$83,794,880	295	19	Navy
39	Robert Carrillo	Answer Home Loans Inc.	CA	\$83,150,546	194	17	Marine Corps
40	Fred Arnold	American Family Funding, A Division of American Pacific Mortgage	CA	\$81,484,775	156	31	Air Force
41	James Burke	U.S. Bank	IL	\$79,322,840	137	18	Army
42	Brian Maier	Mortgage Box	NV	\$79,191,927	266	20	Coast Guard
43	Nigel Farnsworth	American Pacific Mortgage	UT	\$78,893,937	246	22	Marine Corps
44	Nathan Hartseil	Main Street Home Loans	MA	\$77,558,963	197	-	Marine Corps
45	Phillip Blasi	ConsumerDirect Mortgage, A Division of FirstBank	FL	\$77,444,263	228	23	Navy
46	Warren Thompson	Brighton Bank	TN	\$76,089,724	274	5	Marine Corps
47	Lee Barroll	SWBC Mortgage Corp.	TN	\$75,768,315	258	25	Army
48	Craig Achtzehn	Draper and Kramer Mortgage Corp.	IL	\$75,373,663	187	21	Army
49	Jimmy Vercellino	Goldwater Bank	AZ	\$75,188,457	179	17	Marine Corps
50	Adam Richard Boles	Bay Equity	AZ	\$74,044,583	248	28	Army



Thank you for helping homebuyers

– on the very soil you’ve protected.



We’re proud to employ and offer loan
support to our country’s Veterans.

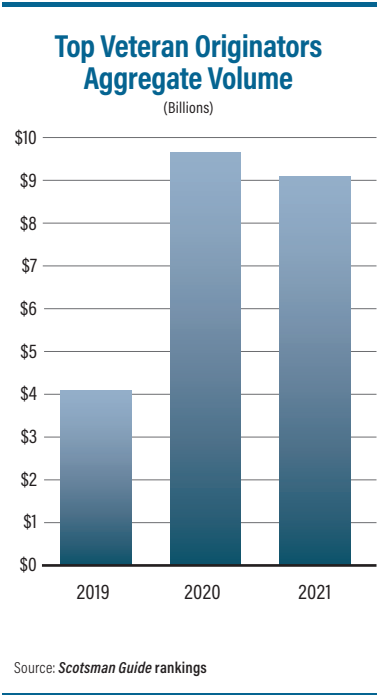


**CROSSCOUNTRY
MORTGAGE™**

CCM.com

Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. Georgia Residential Mortgage Licensee. Illinois Residential Mortgage Licensee. Kansas Licensed Mortgage Company. CrossCountry Mortgage, LLC is licensed in the Commonwealth of Massachusetts as Massachusetts Mortgage Lender and Mortgage Broker MC3029. Mississippi Licensed Mortgage Company. Licensed by the New Hampshire Banking Department. Licensed by the New Jersey Department of Banking and Insurance. Licensed Mortgage Banker – New York State Banking Department. Rhode Island Licensed Lender. This office is licensed and examined by the Office of the Consumer Credit Commissioner of the State of Texas. Licensed by the Virginia State Corporation Commission. Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org) CrossCountry Mortgage, LLC

Top Veteran Originators



Veteran loan volume dips slightly but remains historically high

The 100 people on this year's Top Veteran Originators list did more than \$9 billion in combined business in 2021. Although this represents a dip in volume from 2020 (\$9.6 billion), it's still well above the \$4 billion in aggregate volume in 2019. Two years ago, in *Scotsman Guide's* first Top Veteran Originators rankings, only one person surpassed \$100 million in total volume. This year, 23 veteran originators surpassed this mark while five closed more than \$200 million in loans.

Many veterans in the mortgage industry specialize in U.S. Department of Veterans Affairs (VA) loans. The Top VA Volume category also saw a decrease in aggregate volume, dropping from \$11.6 billion during the 2020 production year to \$8.7 billion in 2021.

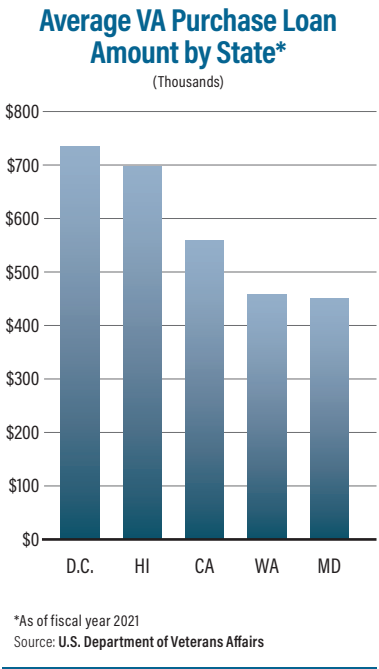
In fiscal year 2020, VA loans rode the refinancing wave and more than doubled their total number of originations from the previous 12-month period, according to VA statistics. *Scotsman Guide's* Top Originators, meanwhile, nearly tripled their VA volume between 2019 and 2020, skyrocketing from \$26.3 billion to \$74.5 billion. In 2021, the 11,000-plus originators who qualified for the Top Overall Volume or Most Loans Closed lists did \$58.2 billion in VA loans, which was still a significantly higher aggregate volume than two years ago.

In the 2020 Top VA Volume rankings, only three originators passed \$100 million in VA loan volume. Last year, 26 originators shattered this ceiling and three closed more than \$250 million.



#	NAME	COMPANY	STATE	TOTAL DOLLAR VOLUME	TOTAL LOANS CLOSED	YRS. IN BIZ	MILITARY BRANCH
51	Joshua Gordon	CrossCountry Mortgage LLC	CA	\$73,731,290	142	9	Air Force
52	Timothy Samuels	CrossCountry Mortgage LLC	WA	\$72,688,818	196	17	Marine Corps
53	Jeff Anderson	Guild Mortgage Co.	TX	\$72,670,759	273	27	Army
54	Michael Aguado	Trident Home Loans LLC	FL	\$72,026,286	203	5	Navy
55	Jerry Quick	McLean Mortgage Corp.	VA	\$71,021,844	254	21	Navy
56	Jimmy Kinley	Cherry Creek Mortgage	CO	\$70,960,624	166	19	Marine Corps
57	Tobie Love	CrossCountry Mortgage LLC	CA	\$70,358,101	171	21	Navy
58	Andrew Hannah	R&R Loans	CA	\$69,532,680	175	6	Air Force
59	Derek Hargrove	Sun American Mortgage	AZ	\$68,414,375	199	11	Army
60	Robert Flynn	William Raveis Mortgage LLC	CT	\$66,490,679	114	31	Army
61	Samuel P. Royer	Churchill Mortgage	FL	\$66,397,121	256	25	Marine Corps
62	Stephen Bachman	CrossCountry Mortgage LLC	NJ	\$65,654,393	177	13	Navy
63	Phillip Olson	CrossCountry Mortgage LLC	MN	\$65,186,704	252	18	Army
64	Chuck Roach	Supreme Lending	TX	\$65,113,926	218	14	Army
65	Jared Paul	LendUS	AZ	\$64,114,302	175	6	Marine Corps
66	Brian Bloete	Family First Funding LLC	NJ	\$63,116,466	195	-	Marine Corps
67	Claude Blackman	Finance Any1	CA	\$61,949,051	114	14	Navy
68	Todd Call	McLean Mortgage Corp.	VA	\$60,962,782	200	18	Navy
69	John Sutherland	Guaranteed Rate	CA	\$60,350,150	66	19	Marine Corps
70	Jack Langley	Gershman Mortgage	MO	\$59,605,056	293	-	Navy
71	David Boliard	Finance of America Mortgage	CA	\$58,766,236	157	32	Army
72	Kenneth Reed	Finance of America Mortgage	CA	\$58,590,196	128	-	Air Force
73	Luis Renteria	CrossCountry Mortgage LLC	TX	\$58,255,222	96	15	Marine Corps
74	Tyler Hodgson	NXT Mortgage Co.	TX	\$57,810,166	196	6	Marine Corps
75	Jay White	Bay Equity	GA	\$57,767,727	211	19	Army
76	Victor Malone	Peak Seven Mortgage	CO	\$57,661,553	150	8	Navy
77	Brett Dickey	InterLinc Mortgage Services LLC	AL	\$57,491,499	209	-	Air Force
78	Carlos Flores	CrossCountry Mortgage LLC	CA	\$56,461,943	139	29	Marine Corps
79	Daniel Anacker	U.S. Bank	WA	\$56,326,714	118	21	Army
80	Don Waters	Fairway Independent Mortgage Corp.	NC	\$56,232,606	202	-	Army
81	Rob Grant	Draper and Kramer Mortgage Corp.	DE	\$55,879,255	154	37	Marine Corps
82	Pete Nordstrom	Guild Mortgage Co.	WA	\$55,671,751	160	21	Navy
83	John Keifer	Guaranteed Rate	HI	\$55,657,074	96	6	Navy
84	Mark T Roberts	Guaranteed Rate	NC	\$55,189,567	173	26	Army
85	Michael Colyer	Guaranteed Rate	CA	\$54,475,319	54	25	Army
86	Keith Howell	Homestar Financial Corp.	GA	\$54,278,621	186	25	Army National Guard
87	Jeff Wucinich	Fairway Independent Mortgage Corp.	NV	\$54,179,404	167	-	Air Force
88	Tony Adkins	Barrett Financial Group	AZ	\$52,194,854	128	25	Navy
89	Fernando Ospina	Alterra Home Loans	NJ	\$51,754,595	122	5	Army
90	Mark Harris	Guild Mortgage Co.	TX	\$51,456,091	230	21	Army
91	Jim Perkins	Gateway First Bank	CO	\$51,249,902	141	-	Army
92	Jeffrey Parks	RPM Mortgage	CA	\$51,130,376	81	35	Army
93	Michael Floren	Mann Mortgage	CO	\$50,943,291	104	1	Marine Corps
94	Kim Demma	Guild Mortgage Co.	ID	\$50,846,599	174	22	Air Force
95	David Burchett	Caliber Home Loans	VA	\$50,706,717	143	5	Navy
96	David Bell	Gershman Mortgage	IA	\$49,945,485	212	-	Marine Corps
97	Brian Floyd	Fairway Independent Mortgage Corp.	NC	\$49,794,560	193	-	Army
98	Scott Unger	Homebridge Financial Services Inc.	WA	\$49,629,988	161	-	Navy
99	Erik Johansson	Guaranteed Rate	IL	\$49,457,418	133	20	Air Force
100	Mark Zihmer	Guaranteed Rate Affinity	FL	\$49,350,116	201	23	Army

Top VA Volume



VA loans continue to be attractive to military households

U.S. Department of Veterans Affairs (VA) loans offer many advantages to active military servicemembers and veterans. For qualifying buyers, these loans may offer affordable homeownership to those who otherwise would have been priced out. But a 2021 survey from Veterans United Home Loans found that only 3% of veterans polled knew it was possible to get a loan with a zero downpayment — the main benefit of a VA loan.

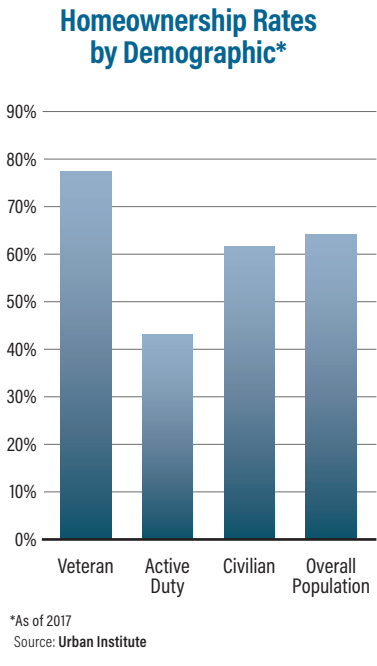
Although conventional mortgages require a downpayment of anywhere from 3% to 20%, VA borrowers can finance up to 100% of their home's purchase price. Additionally, VA borrowers don't have to purchase private mortgage insurance, which can be a large expense for other borrowers. VA mortgages offer competitive interest rates, less stringent credit requirements and lower closing costs. Alongside purchase loans, veterans and servicemembers also can refinance with a VA loan.

In fiscal year 2021, more than 1.4 million VA loans were closed nationwide. The average VA purchase loan size during this time was \$344,274, although 20 states and territories exceeded this average. The most expensive area was Washington, D.C, where the average VA purchase loan amount was \$734,596. Also in the top five were Hawaii, California, Washington and Maryland, all with average purchase loan amounts above \$450,000. The smallest VA purchase loan size (\$191,179) was found in Puerto Rico. Arkansas, Michigan, Ohio and Iowa weren't far behind as each had an average size of less than \$250,000.



#	NAME	COMPANY	STATE	VA LOAN VOLUME	TOTAL DOLLAR VOLUME	VA LOANS CLOSED	TOTAL LOANS CLOSED	YRS. IN BIZ
1	Martin Medve	Trident Home Loans LLC	FL	\$300,316,303	\$393,807,061	617	903	19
2	Scott Evans	CrossCountry Mortgage LLC	CA	\$293,857,476	\$664,097,910	524	1325	15
3	Kory Kavanewsky	CMG Financial	CA	\$260,013,421	\$575,589,294	330	957	17
4	Saleem Ali	InstaMortgage	TX	\$196,524,108	\$203,264,516	534	553	6
5	Larry Gonzales	Aligned Mortgage, A Division of American Pacific Mortgage	HI	\$181,184,417	\$194,531,365	242	266	-
6	Collin Psioda	Chaos Home Loans LLC	NV	\$178,566,257	\$230,361,589	635	791	7
7	Reginald Maddox	McLean Mortgage Corp.	VA	\$158,722,279	\$422,309,678	283	917	21
8	Jonathan Kulak	Trident Home Loans LLC	FL	\$155,670,087	\$187,526,169	368	458	5
9	Arman Ghamami	C2 Financial Corp.	CA	\$149,816,141	\$184,875,428	324	393	-
10	Eric Jorgensen	Simplify Home Loans	UT	\$148,511,131	\$160,862,107	487	527	19
11	Aric Ulmer	Movement Mortgage	CO	\$140,857,120	\$156,524,873	374	422	-
12	Dustin Williams	RSI Financial Services	CA	\$127,751,912	\$315,408,093	252	656	18
13	Jennifer Beeston	Guaranteed Rate	CA	\$125,938,669	\$237,839,156	348	658	14
14	Nick Foley	Aligned Mortgage, A Division of American Pacific Mortgage	HI	\$118,843,864	\$137,119,883	191	229	-
15	Kyle Johnson	CrossCountry Mortgage LLC	WA	\$115,677,921	\$152,930,431	258	357	8
16	Ameer Katifi	E-Mortgage Capital	CA	\$115,273,059	\$285,538,082	322	766	5
17	Travis Garlick	Simplify Home Loans	UT	\$114,879,790	\$125,546,553	396	431	1
18	Nancy Bayat	E-Mortgage Capital	CA	\$110,875,142	\$440,118,855	316	1193	20
19	Michael Villano	CrossCountry Mortgage LLC	FL	\$110,576,957	\$123,160,835	242	279	9
20	Krystal Stearns	Northpointe Bank	CO	\$108,400,389	\$164,236,629	316	490	15
21	Rick Elmendorf	Movement Mortgage	VA	\$104,749,959	\$218,934,818	212	483	-
22	Tanja Allen	Fairway Independent Mortgage Corp.	TX	\$102,096,044	\$149,425,777	378	689	-
23	Bryan Yaninek	Guaranteed Rate	CO	\$101,620,707	\$149,870,575	244	387	26
24	Elsy Hedman	AMH Capital	CA	\$100,987,442	\$315,879,131	167	521	25
25	Amy Goss	Guild Mortgage Co. / Residential Mortgage Services	NC	\$100,252,719	\$137,947,042	412	607	-
26	Francis Snyder	Planet Home Lending LLC	NJ	\$100,116,951	\$194,690,609	338	728	13
27	Chandler Wilson	Simplify Home Loans	UT	\$99,071,857	\$112,260,188	312	360	1
28	Amy Harvell	New American Funding	FL	\$96,271,402	\$155,474,986	302	512	3
29	Rodrigo Ballon	CrossCountry Mortgage LLC	UT	\$95,374,735	\$301,860,210	153	520	17
30	Mike Sanchez	Guaranteed Rate	VA	\$94,064,468	\$140,468,396	184	302	21
31	Joshua Jensen	Simplify Home Loans	UT	\$90,834,889	\$112,977,375	279	365	21
32	Jamie Fischer	CrossCountry Mortgage LLC	CO	\$90,065,442	\$99,871,240	225	260	8
33	Chris Franquemont	Guaranteed Rate	CO	\$89,365,508	\$151,634,229	235	416	5
34	Preston Sims	Homebridge Financial Services Inc.	HI	\$88,179,057	\$164,965,528	125	248	-
35	Hunter Zinkil	LendUS LLC	CA	\$86,837,318	\$152,210,246	189	347	9
36	Mark Villano	CrossCountry Mortgage LLC	WA	\$85,872,459	\$95,800,273	196	227	6
37	Tony Peplinski	Guild Mortgage Co.	WA	\$85,535,653	\$118,183,404	232	335	24
38	Matthew Bennett	Caliber Home Loans	MO	\$83,394,423	\$97,513,951	232	281	4
39	Jimmy Alexander	SWBC Mortgage Corp.	TX	\$79,904,497	\$150,084,761	278	610	28
40	Benjamin Parker	Simplify Home Loans	UT	\$79,586,995	\$95,714,812	277	332	1
41	Rob Clark	Guaranteed Rate Affinity	VA	\$78,915,231	\$268,948,350	116	478	31
42	Nathan Blair	Simplify Home Loans	UT	\$78,321,448	\$88,084,452	214	248	5
43	John Sego	Aligned Mortgage, A Division of American Pacific Mortgage	HI	\$77,347,711	\$89,662,276	101	128	-
44	Phana Par	Caliber Home Loans	CA	\$76,391,551	\$152,966,352	126	280	10
45	Jaren Ahlmann	Low VA Rates LLC	UT	\$76,225,993	\$76,814,577	321	324	6
46	Shane Deeley	Planet Home Lending LLC	FL	\$74,661,730	\$150,179,401	248	542	9
47	Jason Nader	First Home Mortgage Corp.	MD	\$73,248,990	\$190,320,283	128	401	19
48	Joseph Harry	Simplify Home Loans	UT	\$73,240,343	\$88,818,648	214	269	2
49	Nathan Walker	Simplify Home Loans	UT	\$72,789,130	\$82,691,520	231	269	9
50	Isaac Tingey	Uniform Services Veterans Mortgage	UT	\$72,196,061	\$72,196,061	185	185	11

Top VA Volume



Military service decreases homeownership gaps

Veterans are the most likely demographic to own homes in the U.S., according to an Urban Institute analysis of 2017 census data. Seventy-eight percent of veteran households own their homes, compared to 62% for civilian households. Active-duty military households, which move frequently and are often provided on-base housing, were the least likely to own with a 43% homeownership rate. But when controlling for age, active-duty military households headed by someone 55 or older were the most likely to own homes among these three demographics, with a homeownership rate of 87%.

The Urban Institute study, which was released in 2020, also found that military service decreased racial homeownership and wealth gaps. Non-white households with active-duty or veteran status had higher incomes and smaller homeownership gaps than the general population. In the overall U.S. population, 72% of white households own homes compared to only 42% of Black households, equating to a gap of 30 percentage points. Among veterans, however, this gap drops to 19 percentage points, and among active-duty households, the gap is only 11 points. Similarly, the gap between active-duty white and Hispanic households was 12 points.

Military service also decreased housing wealth gaps, according to the study. While the housing wealth gap between whites and Blacks among nonmilitary households was \$71,500, the gap narrowed to \$48,500 among active-duty and veteran households.



#	NAME	COMPANY	STATE	VA LOAN VOLUME	TOTAL DOLLAR VOLUME	VA LOANS CLOSED	TOTAL LOANS CLOSED	YRS. IN BIZ
51	Clay Murray	Military Home Loans, A Division of American Pacific Mortgage	CA	\$71,931,501	\$83,809,756	106	129	7
52	Richard Wallace	Priority Financial LLC	VA	\$71,594,647	\$94,940,451	156	231	31
53	Michael Dunn	Guild Mortgage Co.	CA	\$71,009,382	\$207,434,610	230	752	13
54	Joshua Klenda	Community First National Bank	KS	\$68,848,740	\$76,566,004	199	224	19
55	Jason C Scott	Guaranteed Rate	HI	\$68,825,187	\$84,924,388	135	183	8
56	Jason Sharon	Home Loans Inc.	SC	\$68,726,433	\$101,068,284	205	301	6
57	Timothy Taylor	Trident Home Loans LLC	FL	\$68,725,755	\$105,636,498	123	246	17
58	Valerie Boughton	Mortgage Solutions Financial	CO	\$66,513,014	\$85,643,840	211	285	4.5
59	Rick Ward	Benchmark Mortgage	CO	\$64,962,972	\$106,961,143	157	299	10
60	Shanon Schinkel	NFM Lending	CO	\$64,860,393	\$132,368,150	160	327	-
61	Colby Jones	Low VA Rates LLC	UT	\$64,731,763	\$64,871,763	287	288	5
62	Stacy Haynes	Trident Home Loans LLC	FL	\$64,138,692	\$100,229,029	186	312	14
63	Chad Baker	CrossCountry Mortgage LLC	CA	\$62,494,446	\$303,875,719	78	462	15
64	Rory Tongg	Guaranteed Rate	HI	\$61,032,660	\$100,794,661	95	180	8
65	Dan Chapman	Homebridge Financial Services Inc.	CA	\$60,541,016	\$86,863,341	97	166	-
66	Jake Hardman	Simplify Home Loans	UT	\$60,415,052	\$65,460,135	192	211	12
67	Jason Gosser	Guild Mortgage Co.	WA	\$60,412,045	\$477,370,786	156	1317	28
68	Christopher Spigel	Planet Home Lending LLC	NJ	\$60,404,544	\$111,829,735	206	439	22
69	Edward Brady	Planet Home Lending LLC	MD	\$60,378,455	\$124,698,173	220	512	13
70	Cabena Holmes	Planet Home Lending LLC	NJ	\$60,285,948	\$110,039,108	191	398	20
71	Bryce Schetselaar	MortgageOne Inc.	CA	\$60,183,688	\$118,997,128	113	245	12
72	Alicia Medford	Allegiance Home Lending	VA	\$59,611,970	\$82,346,834	154	243	3
73	Paul Volpe	NOVA Home Loans	AZ	\$59,541,730	\$472,442,568	186	1770	24
74	Chris Leon	NOVA Home Loans	AZ	\$58,972,417	\$136,226,933	201	592	10
75	Becca Green	Guild Mortgage Co.	NV	\$58,737,718	\$323,328,232	165	1161	24
76	Rick Bettencourt	Caliber Home Loans	MA	\$57,700,266	\$82,501,910	137	208	13
77	Randy Szabo	Washington First Mortgage / Home Trust Financial	WA	\$57,280,325	\$66,994,605	170	199	18
78	Irwin Goldberg	Fairway Independent Mortgage Corp.	CA	\$57,279,920	\$120,129,883	85	206	-
79	Jaclyn Litton	Litton Mortgage	LA	\$57,224,757	\$128,366,419	204	534	17
80	Brian Pedrick	Planet Home Lending LLC	NJ	\$55,015,186	\$121,842,474	184	458	25
81	Brandon Wilde	RSI Financial Services	CA	\$54,805,879	\$208,815,432	111	463	20
82	Zach Farkas	Veterans Mortgage Source	HI	\$54,777,183	\$69,136,795	82	107	3
83	Christopher McLaurin	GoPrime Mortgage Inc.	NC	\$54,770,901	\$98,139,997	165	315	12
84	Adam Slack	Guaranteed Rate	NC	\$54,506,024	\$268,474,411	158	859	10
85	Shirley Mueller	Guaranteed Rate	TX	\$54,124,619	\$73,863,571	154	210	18
86	Porter Perkins	Low VA Rates LLC	UT	\$54,023,820	\$55,379,909	243	249	2
87	Zac Griffith	Low VA Rates LLC	UT	\$53,945,264	\$55,536,889	188	193	5
88	Jimmy Wallace	Armed Forces Bank	KS	\$53,048,477	\$72,446,708	133	200	21
89	Sam Atapour	Embrace Home Loans	FL	\$52,652,917	\$100,486,912	102	212	22
90	Mike Bendebba	Fairway Independent Mortgage Corp.	MD	\$52,439,747	\$151,846,176	115	401	-
91	James Oaks	OVM Financial Inc.	VA	\$52,346,690	\$85,474,231	171	331	-
92	Tony Adkins	Barrett Financial Group	AZ	\$52,194,854	\$52,194,854	128	128	25
93	Jeremy Engle	Vero Mortgage	CA	\$51,794,201	\$257,811,999	145	888	17
94	Nathan Bernier	Aligned Mortgage, A Division of American Pacific Mortgage	HI	\$51,552,681	\$58,348,194	81	97	-
95	Clayton Norman	Simplify Home Loans	IN	\$51,072,928	\$63,474,386	178	224	1
96	Justin Petrusson	SouthPoint Bank	AL	\$50,756,990	\$73,365,282	19	286	18
97	Claude Blackman	Finance Any1	CA	\$49,733,882	\$61,949,051	86	114	14
98	Charles Temple	OVM Financial Inc.	VA	\$49,612,376	\$108,330,332	158	380	19
99	Harrison Schiffbauer	Simplify Home Loans	UT	\$49,599,306	\$58,556,710	166	204	2
100	Louis Esa	Good Mortgage	TX	\$49,558,081	\$171,740,038	193	348	15



Keeping our promise of home



**Ranked #1 in Customer Satisfaction with
Primary Mortgage Origination by J.D. Power**



[guildmortgage.com](https://www.guildmortgage.com) Find us on [f](#) [t](#) [i](#) [l](#) [y](#)

Guild Mortgage Company; Equal Housing Opportunity; AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third-Party Loan Servicer; Company NMLS ID 3274. www.nmlsconsumeraccess.org/. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. Guild Mortgage Company is an Equal Opportunity Employer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111; For more licensing information, please visit www.guildmortgage.com/licensing. For J.D. Power 2021 award information, visit jdpower.com/awards



The Royal Experience

Where you're the boss and
your earnings reflect it

Unlock Your Full Origination Potential

Let **Marqi** help you achieve the unachievable

What is the vision of Marqi?

Marqi was built for top-performers. We are cultivating a team of the most ambitious and driven originators in the country to provide a luxurious, unrivaled experience.

What is Marqi's competitive advantage in the industry?

Competitive loan offerings, a development team building industry-changing automation, and substantial capital backing you along the way - we're taking things to the next level. Borrowers will come to Marqi for the competitive loan programs but stay for the service.

How will joining Marqi change the trajectory of my career?

In order to be the best, you have to work with the best. At Marqi we've established a strong foundation of industry veterans that are experts in the conventional and Non-QM realms. Marqi also offers you the opportunity to take control of your earnings with one of the most competitive compensation structures in the industry.

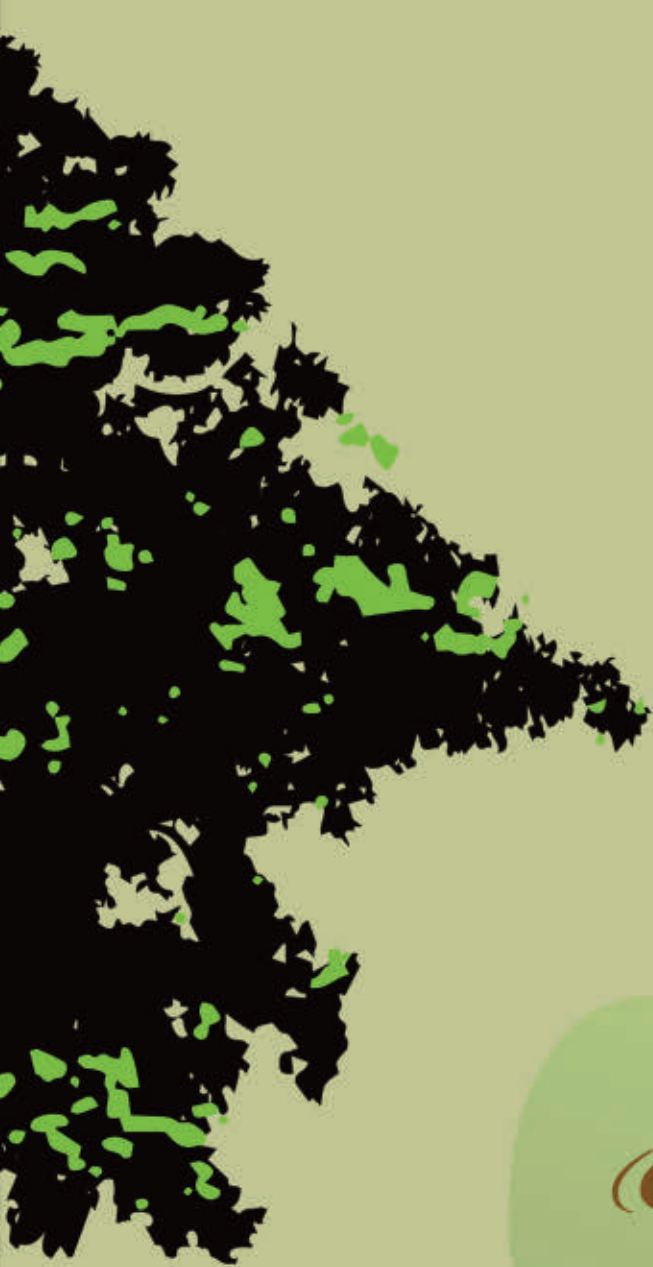


How do I start my partnership with Marqi?

Simple. **Scan the QR code** below to schedule a consultation with a Marqi representative.







By Nicole Rueth

Producing branch manager
Fairway Independent Mortgage Corp.

The Long Game

Today's bidding wars are painful,
but clients need to
see the bigger picture

The U.S. real estate market is facing a trifecta of pressures: higher interest rates, higher home prices and the scarcest inventory seen in years. Together, these factors are leading to a hypercompetitive market in which buyers are willing to bid far above the asking price. > > >

The asking price is the initial price of the home listed by the seller. Some sellers set this price artificially low to draw in more buyers. When a market is hot — and it hasn't been this hot for many years — buyers are more likely to place bids above the asking price, and a bidding war between buyers can ensue.

A buyer searching for a house today may be thinking about the likelihood of interest rates and prices continuing to rise, or maybe they read an article about how the housing-supply shortage is unlikely to end anytime soon. These factors perpetuate a mindset of scarcity for buyers, in turn causing bidding wars to intensify.

Real estate is a long game. Buying a home is all about the appreciation rate as an asset grows more valuable over time. Historically, nationwide appreciation rates have been between 3.5% to 3.8% per year. The last couple years of intense competition have pushed these rates much higher.

When it comes to real estate, values tend to always increase, especially over the long run. Choosing to purchase a house is definitely worth it if the buyer understands how quickly they will see a return on their investment — even if they paid well above the asking price. Mortgage originators need to help their clients understand this dynamic.

Main players

Let's take a brief look at the main players in a home sale — lenders, Realtors and buyers. Each have unique advantages and disadvantages in a hot housing market.

For lenders and the originators who work with them, this is a chance to become creative with financing and to really hone their craft. Currently, however, there are fewer mortgage applications since fewer people are refinancing due to interest rate hikes. Every lender is struggling to get buyers under contract.

Real estate agents who love a challenge thrive in times of change and passionately believe that the power of real estate will succeed in these market conditions. Agents will benefit from finding homes that don't receive multiple offers. These homes may be right for a client, especially a first-time homebuyer, who can't offer \$150,000 above asking price. On the downside, agents need to spend a significant amount of time educating themselves on their local housing-market conditions so they can advise their clients on how to make the right choice.

It's a two-way street for clients. Sellers have the upper hand and get to choose the best offer with a virtually

“When it comes to real estate, values tend to always increase, especially over the long run. Choosing to buy a house is definitely worth it if the buyer understands how quickly they will see a return on their investment.”



guaranteed closing. It's not uncommon to receive as many as 50 offers in the current market. Buyers aren't so lucky.

Buyers must be savvy. They need to be completely committed to their highest and best offer, but they also should know when to walk away. Buyers need to have knowledge of how much a home might sell for in the neighborhood they are interested in. They need to financially prepare for

going over the asking price while still expecting to see a return on their investment.

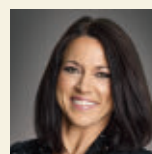
Professional guidance

As you can see, buyers are facing an uphill battle. They need professional guidance as they navigate the market, especially when it comes to bidding above the asking price. Virtually every home on the market is receiving offers above the list price. In fact, nearly 6,000 U.S. homes sold for at least \$100,000 over the asking price during the first six weeks of this year, according to Redfin.

By and large, young people and first-time homeowners are experiencing an intergenerational wealth transfer from older family members, who tend to be baby boomers. About 80% of millennials say they are willing to go beyond the asking price while one in six would bid at least \$100,000 above the list price. There are three steps you should take to help buyers bid the right amount for the house they want:

- Do a lot of research on comparable home sales in neighborhoods of interest.
- Get the borrower preapproved every time, because mortgage rates fluctuate.
- Have an honest conversation with clients about market conditions and budgets before they go shopping.

Continued on Page 52 ▶



Nicole Rueth is a producing branch manager and senior vice president for the Rueth Team at Fairway Independent Mortgage Corp. in Englewood, Colorado. Rueth has been passionately advising clients on their wealth-building and home-financing strategies for nearly 20 years. Rueth has excelled at originating loans, due in part to an initial background on the operations side of mortgage financing, including warehouse management, lender relationships, post-closing and loan-product management. Reach Rueth at nrueth@fairwaymc.com.

Job Opportunities

Find more mortgage jobs at: scotsmanguide.com/jobs

These lenders are looking for personnel to open or manage a branch, originate mortgages, be a wholesale account executive or work in business development. You can see the experience required, the loan products offered and the features they offer to originators and/or branches.

REQUIREMENTS

- 1. Originator Min Annual Volume (\$M)
- 2. Min Years Experience Required

JOBS

- 3. Open a New Branch
- 4. Branch Manager
- 5. Loan Originator
- 6. Virtual Loan Officer
- 7. Wholesale Account Executive
- 8. Business Development

LOAN PRODUCTS

- 9. Government (FHA, USDA, VA)
- 10. Conventional
- 11. Jumbo
- 12. Non-QM
- 13. Nonprime
- 14. Hard Money
- 15. Res. Construction
- 16. Rehab/Remodel
- 17. HELOC
- 18. Stand Alone 2nds

- 19. Reverse
- 20. Manufactured Homes
- 21. Commercial
- 22. Multifamily

FEATURES

- 23. Benefits
- 24. Marketing
- 25. Compliance/Licensing
- 26. Pricing Engine
- 27. Ability to Broker Out

- 28. Allows DBA
- 29. In-House Processing
- 30. In-House Underwriting
- 31. Mobile App

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Academy Mortgage Corp. www.academymortgage.com/careers Bill Sohan (410) 963-2308 bill.sohan@academymortgage.com	36M	2	Y	Y	Y	Y			Y	Y	Y	Y				Y		Y	Y	Y		Y	Y	Y	Y	Y	Y		Y	Y	Y
A 1st CHOICE opportunity: People-focused culture, local support, innovative products, and industry-leading marketing tools. Lending Territory: NATIONWIDE Except: NY																															
Advisors Mortgage Group LLC www.advisorsmortgage.com Luke McCann (800) 778-9044 lmccann@advisorsmortgage.com	0	1	Y	Y	Y	Y			Y	Y	Y	Y			Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y		Y	Y	Y
Become part of a team where we pride ourselves on keeping the lines of communication open 100% of the time for all of our branches and MLOs. Lending Territory: NATIONWIDE Except: AK AL AR HI IA ID KS LA MO MS MT ND NE NM NV OK TN UT VA WI WY																															
American Financial Network Inc. www.afnretailbranch.com Matthew Schultz (888) 212-6331 retailbranch@afncorp.com	18M	1	Y	Y	Y	Y		Y	Y	Y	Y	Y			Y				Y			Y	Y	Y	Y	Y		Y	Y	Y	
Join a team that's licensed in 50 states, rich in culture and possesses it all to help you run and grow a successful enterprise branch! Lending Territory: NATIONWIDE																															
Amres Jessica McFarlane (610) 822-4375 recruiting@amres.com	1.5M	1	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Multiple different compensation models, top-tier pricing, no overlays, all products underwritten in house including Non-QM, Blend POS. Lending Territory: NATIONWIDE Except: GA HI MA NY VT																															
Annie Mac www.annie-mac.com Kelsey Rauchut (866) 850-7605 krauchut@annie-mac.com	12M	1	Y	Y	Y	Y			Y	Y	Y				Y	Y							Y	Y	Y	Y			Y	Y	
Annie Mac Home Mortgage, an award-winning mortgage loan provider dedicated to the principle of providing MORE products, services & support. Lending Territory: NATIONWIDE Except: AK HI IA IL LA MO MT ND VA VT WY																															
BluPrint Home Loans www.makeyourbluprint.com Lindsay Poe (619) 213-2898 lpoe@mybplan.com	20M	1	Y	Y	Y	Y		Y	Y	Y	Y	Y					Y	Y	Y	Y			Y	Y	Y	Y	Y		Y	Y	Y
At BluPrint, we're not your typical home loan provider. We're human-first. We make sure our people are supported with dedicated resources. Lending Territory: NATIONWIDE																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Citywide Home Loans www.citywidehomeloans.com Quinn Richins (801) 747-0200 qrichins@citywidehomeloans.com	0	0	Y	Y	Y				Y		Y								Y	Y			Y		Y	Y	Y	Y	Y	Y	
Citywide is looking for exceptional loan officers or branches to become a part of our growing company. Lending Territory: AZ CA CO ID NV TX UT																															
CrossCountry Mortgage LLC www.crosscountrymortgage.com Craig Montgomery (440) 262-3511 craig.montgomery@myccmortgage.com	0	2	Y	Y	Y	Y			Y	Y	Y	Y							Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y
Discover why talented branch managers and high-producing originators are making the move. CrossCountry Mortgage Inc.'s expanding nationwide. Lending Territory: NATIONWIDE																															
Direct Mortgage Investors Inc. www.mtg101.com Glen Gomez (855) 456-9782 vp@mtg101.com	1M	2		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	
Stop losing loans due to pricing, we don't pad onto the rates. We offer the highest comp plan; ability to pay within 24-48 hours of funding. Lending Territory: CA CO DC FL GA IL IN MD MI SC TX VA																															
Draper and Kramer Mortgage Corp. www.joindkmortgage.com Chris Knapp (773) 301-9344 knapp@dkmortgage.com	15M	2	Y	Y	Y	Y			Y	Y	Y	Y	Y		Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y		Y	Y	Y
A nationally ranked mid-sized lender with big-lender resources, small-lender feel and award-winning workplace. Lending Territory: NATIONWIDE Except: HI																															
Equity Wave Lending www.equitywavelending.com Jack Suddarth (949) 252-0025 jack@equitywavelending.com	0	3					Y							Y	Y	Y		Y			Y	Y	Y	Y	Y	Y			Y	Y	
One of California's largest private money direct lenders. Leads provided. You can make over \$25K every month. Lending Territory: NATIONWIDE Except: AZ DC ID MN NC ND NV NY OR RI SD UT VA VT																															
Family First Funding LLC www.joinfamilyfirst.com Thomas Sirico (917) 923-1472 tsirico@fam1fund.com	24M	1	Y	Y	Y				Y		Y								Y	Y	Y		Y	Y	Y	Y	Y		Y	Y	
Direct lender. Top investors, unmatched technology and branch and LO support! All loan programs banked, non-QM, 203(k), reverse and jumbo. Lending Territory: CT DE FL KS MD MO NC NJ NY PA TX																															

Finally, there's the issue of the home appraisal. A real estate appraiser must assess a property to determine its fair market value, which assures the buyer and the lender that the price is justified. But today's appraisals are often coming in low. With buyers placing bids so far above the asking price, they run the risk of a low appraisal, meaning they won't be able to secure a loan large enough to cover what they've agreed to pay the seller.

If homebuyers find themselves in this situation, they either need to bring additional cash to the closing table, review terms for a higher-leverage loan (based on the appraised value) or capitalize on "appraisal gap insurance." This is a term coined by lenders that optimize mortgage insurance to keep a buyer's cash position the same. By increasing the monthly mortgage insurance payment, the new loan-to-value ratio based on the appraisal can remain higher than 80%. These options give the buyer a path to secure a place at the closing table, even with a low appraisal.

Appreciation analysis

Buyers are losing confidence. They are worried they'll have to submit a bid so extravagant they'll never break even. This is where a bid-over-asking analysis can be a crucial tool to alleviate stress and empower the buyer.

A bid-over-asking analysis evaluates how long it will take a borrower to earn back the money on their investment when they had to pay more

than the asking price. The analysis looks at a specific housing market, how much homes have historically appreciated and how much they are expected to continue appreciating.

Simply put, such an analysis is nothing but a math problem that shows the guaranteed payback of a client's investment over time. The analysis gives a buyer the assurance that bidding above

the asking price is worth it. Realizing they will get their money back in, say, eight to 20 months, will give them the confidence they need to move forward with the deal.

Many current analyses suggest that markets are cushioned against a downturn since homes are equity rich and buyers are extremely qualified. If there is a recession, as some say there will be, the housing market will only benefit due to the lower mortgage rates that usually accompany a downturn. Even in the worst-case scenario, home values should continue to grow.

In the competitive housing market of 2022, these are the tools you need to succeed. First, have expert knowledge of the market you're exploring. Second, have creative options when managing appraisal pitfalls (e.g., appraisal gap insurance). Lastly, a bid-over-asking price analysis can help clients understand the expected timeline for a return on their investment.

...

Buyers who truly understand real estate appreciation will recognize that bidding above the asking price will not derail their path to building generational wealth and securing their future. Homeownership remains one of the best long-term investments, so mortgage originators and real estate agents can play a key role in setting up their clients for success. ●

KEY POINTS

Restore client confidence in the homebuying journey

- ▶ Bidding wars are common in most housing markets at the moment.
- ▶ Clients may be worried about accelerating homeownership costs.
- ▶ Originators can reassure their clients in several ways.
- ▶ Have an honest conversation with clients about their finances.
- ▶ Get clients preapproved as interest rates fluctuate.
- ▶ Develop a plan if the appraisal comes in lower than the sales price.
- ▶ Create an appreciation analysis to show the expected return on investment.



STRONGHILL CAPITAL™

COMMITTED TO EXCELLENCE
The lender you can rely on, deal after deal



Learn more at stronghill.com
855.490.6671 | scotsman@stronghill.com



Job Opportunities

Find more mortgage jobs at: scotsmanguide.com/jobs

These lenders are looking for personnel to open or manage a branch, originate mortgages, be a wholesale account executive or work in business development. You can see the experience required, the loan products offered and the features they offer to originators and/or branches.

- REQUIREMENTS

1. Originator Min Annual Volume (\$M)

2. Min Years Experience Required
- JOBS

3. Open a New Branch

4. Branch Manager

5. Loan Originator

6. Virtual Loan Officer

7. Wholesale Account Executive

8. Business Development
- LOAN PRODUCTS

9. Government (FHA, USDA, VA)

10. Conventional

11. Jumbo

12. Non-QM

13. Nonprime

14. Hard Money

15. Res. Construction

16. Rehab/Remodel

17. HELOC

18. Stand Alone 2nds
19. Reverse

20. Manufactured Homes

21. Commercial

22. Multifamily
- FEATURES

23. Benefits

24. Marketing

25. Compliance/Licensing

26. Pricing Engine

27. Ability to Broker Out
28. Allows DBA

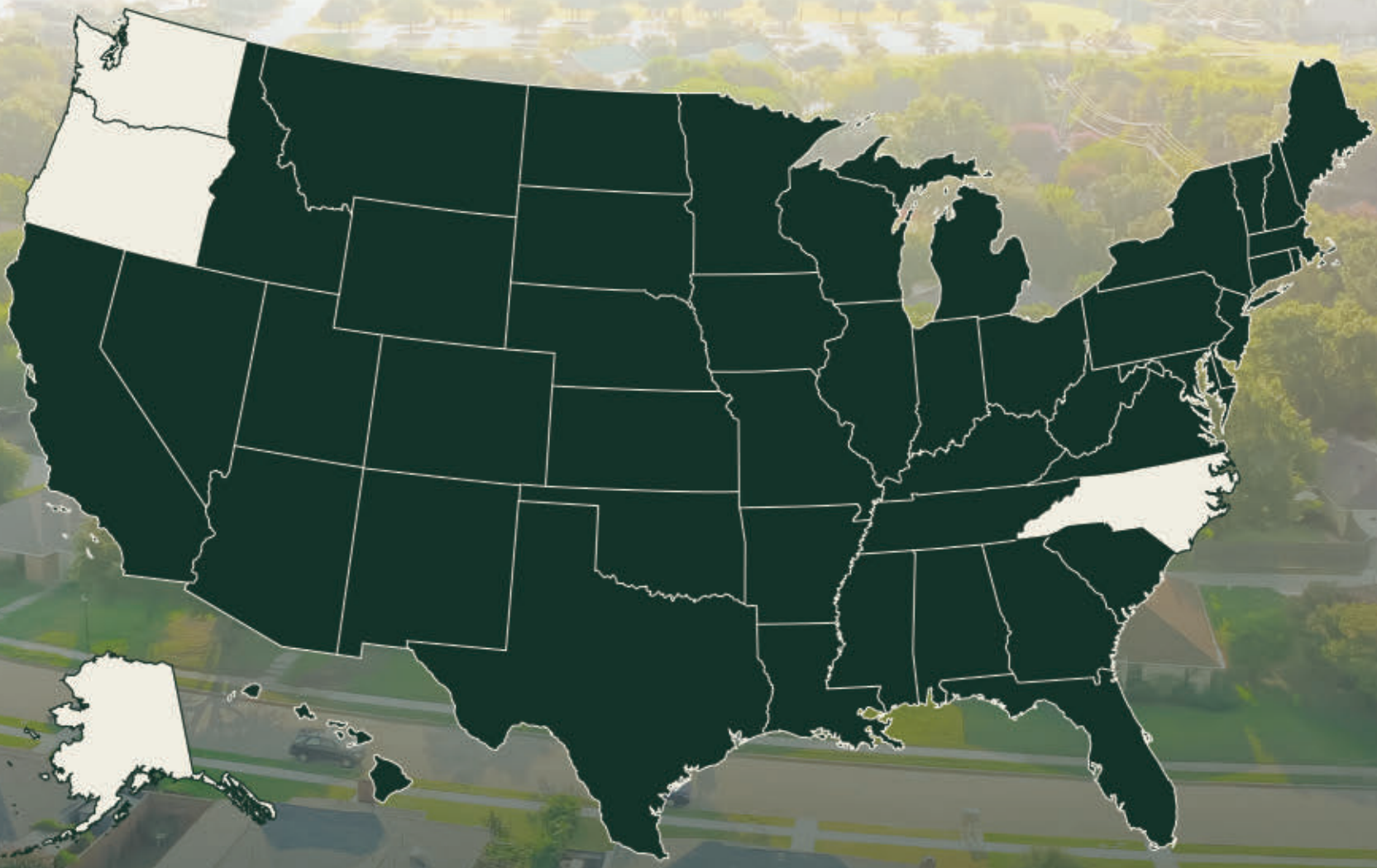
29. In-House Processing

30. In-House Underwriting

31. Mobile App

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
<div>Finance of America Mortgage</div> <div>www.joinfamtoday.com</div> <div>Tim Cotten (972) 989-5480</div> <div>tim.cotten@financeofamerica.com</div>	12M	1	Y	Y	Y				Y	Y		Y			Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y
We surround our advisors with what they need to grow their business and keep clients returning for every home they finance in the future. Lending Territory: NATIONWIDE																															
<div>First Alliance Home Mortgage</div> <div>www.fahmloans.com</div> <div>Sam Khalil (201) 410-5728</div> <div>sam@fahmloans.com</div>	12M	2	Y	Y	Y				Y	Y	Y	Y	Y		Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
"Helping families achieve the American Dream." Our secret is in our name. Call to discuss the benefits of joining our FAHMily! Lending Territory: AZ CA CT DC DE FL MD NC NJ NY OH OK PA SC TX VA																															
<div>FMC Lending</div> <div>fundmtg.com</div> <div>David Goldberg (888) 297-4440</div> <div>scenario@fundmtg.com</div>	90K	1	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y		Y	Y	Y		Y		Y	Y	Y	Y	Y	Y
Direct wholesale lender. Asset based. No credit needed. No doc stated programs. Non QM, keep your A paper separate, white label 7 day close. Lending Territory: NATIONWIDE																															
<div>Gold Star Mortgage Financial Group</div> <div>www.joingoldstarmortgage.com</div> <div>Eric Mitchell (888) 696-1344</div> <div>emitchell@goldstarfinancial.com</div>	12M	0	Y	Y	Y	Y			Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
We help our Loan Officers get to 15 plus fundings/month while maintaining 40 hr work weeks by using our unique value propositions. Call now! Lending Territory: NATIONWIDE Except: NY																															
<div>Golden Empire Mortgage Inc.</div> <div>www.gemcorp.com</div> <div>Joe Ewens (800) 320-1758</div> <div>jewens@gemcorp.com</div>	36M	3	Y	Y	Y				Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y
Unmatched product, pricing and technology married with 32 years of experience in mortgage banking. Lending Territory: AZ CA CO HI NV OR TX UT WA																															
<div>GoPrime Mortgage Inc.</div> <div>www.goprime.com</div> <div>Kevin Neely (919) 355-6148</div> <div>recruiting@goprime.com</div>	5M	2	Y	Y	Y				Y	Y	Y	Y			Y	Y	Y		Y	Y		Y	Y	Y	Y	Y	Y		Y	Y	Y
All senior managers have strong sales backgrounds and understand what you need to be successful. Lending Territory: NATIONWIDE Except: CT DE HI IA IL KS LA MA ME MO MS ND NE NH NY PA RI SD VT WV WY																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
<div>Guaranteed Rate Inc.</div> <div>www.joingrnow.com</div> <div>Aaron Hahn (773) 290-0314</div> <div>aaron.hahn@rate.com</div>	12M	2	Y	Y	Y				Y	Y	Y	Y				Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y		Y	Y	Y
The platform to double your purchase business. Lending Territory: NATIONWIDE																															
<div>Guild Mortgage Company</div> <div>www.switchtoguild.com</div> <div>guildmortgage.net</div> <div>switchtoguild@guildmortgage.net</div>	60M	3	Y	Y	Y	Y			Y		Y								Y	Y			Y	Y	Y	Y	Y		Y	Y	
Committed to supporting top producers by offering integrated technology, niche products and in-house training and sales coaching. Lending Territory: NATIONWIDE Except: DE IN KY MD MI NJ NY																															
<div>Hamilton Home Loans Inc.</div> <div>www.hgfloans.com</div> <div>Myriam Nunez (786) 355-5262</div> <div>myriam.nunez@hgfloans.com</div>	18M	2	Y	Y	Y	Y			Y	Y	Y				Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y
Learn why branches partner with us for over 5 years. Aggressive comp/benefits/marketing. Won Tech Savvy Award. Onboarding team. Lending Territory: AL CA CO DC FL GA ID IL IN KY LA MD MI MN NC NJ NM OH OK PA SC TN TX VA WI																															
<div>Home Mortgage Alliance Corp. (HMAC)</div> <div>www.homemac.com</div> <div>Alfred Hanna (800) 900-7040</div> <div>alfred@homemac.com</div>	36M	3	Y	Y	Y	Y			Y	Y	Y	Y				Y			Y	Y				Y	Y	Y		Y	Y	Y	Y
We transform branches and originators into direct lenders. If you want to be an actual lender, not just a branch, you're in the right place. Lending Territory: NATIONWIDE Except: MO NV NY OH UT WV																															
<div>HomeTown Lenders</div> <div>www.htlenders.com</div> <div>Alison Scalf (256) 828-8883</div> <div>alison.scalf@htlenders.com</div>				Y	Y																			Y	Y				Y	Y	
We are a professional organization committed to providing the highest level of customer service through highly experienced loan consultants. Lending Territory: NATIONWIDE																															
<div>Kind Lending</div> <div>www.kindlending.com</div> <div>Patrick Pennington (707) 217-5214</div> <div>recruiting@kindlending.com</div>	5M	2	Y	Y	Y	Y	Y		Y	Y	Y	Y		Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y		Y	Y	Y
580 FICO, No FICO, FHA, VA, Conventional, IRRRL, Renovation and Construction, plus ability to broker a wide array of Non-QM options. Lending Territory: NATIONWIDE																															

HOMETOWN LENDERS WELCOMES 9 New Branches!



THE RODGERS GROUP

Chris Rodgers **PORTLAND, OR**

Christian Albrecht **KENNEWICK, WA**

Tanya Elder **PORTLAND, OR**

Keith Hobart **SEATTLE, WA**

Jennifer Nunley **EUGENE, OR**

Tammi Austin **ALBANY, OR**

Doug Jacobson **LAKE OSWEGO, OR**

Tabitha Scott **ANCHORAGE, AK**

Jessica Rutchka Smith **GREENVILLE, NC**

www.HomeTownLenders.com



ADVERTISEMENT | 1-888-628-1414 | A division of Hometown Lenders, Inc., an Equal Housing Lender NMLS# 65084 (www.nmlsconsumeraccess.org) | Terms, conditions, and restrictions may apply. Loan products are subject to availability and credit approval. Not a commitment to extend credit. Hometown Lenders USA AZ BK-0949142. Licensed by the Department of Financial Protection & Innovation under the California Residential Mortgage Lending Act 41DBO-60614.

Job Opportunities

Find more mortgage jobs at: scotsmanguide.com/jobs

These lenders are looking for personnel to open or manage a branch, originate mortgages, be a wholesale account executive or work in business development. You can see the experience required, the loan products offered and the features they offer to originators and/or branches.

REQUIREMENTS

- 1. Originator Min Annual Volume (\$M)
- 2. Min Years Experience Required

JOBS

- 3. Open a New Branch
- 4. Branch Manager
- 5. Loan Originator
- 6. Virtual Loan Officer
- 7. Wholesale Account Executive
- 8. Business Development

LOAN PRODUCTS

- 9. Government (FHA, USDA, VA)
- 10. Conventional
- 11. Jumbo
- 12. Non-QM
- 13. Nonprime
- 14. Hard Money
- 15. Res. Construction
- 16. Rehab/Remodel
- 17. HELOC
- 18. Stand Alone 2nds

- 19. Reverse
- 20. Manufactured Homes
- 21. Commercial
- 22. Multifamily

FEATURES

- 23. Benefits
- 24. Marketing
- 25. Compliance/Licensing
- 26. Pricing Engine
- 27. Ability to Broker Out

- 28. Allows DBA
- 29. In-House Processing
- 30. In-House Underwriting
- 31. Mobile App

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Marqi marqi.vip/home Mike Portal (619) 324-8385 mportal@marqi.us	0	1			Y	Y		Y		Y	Y	Y	Y									Y	Y	Y	Y	Y	Y	Y	Y	Y	
Conventional, Non-QM, Bank Statements, P&L, WVOE, 1099, Asset Utilization, DSCR No Min Ratio, Multi-Unit Mixed-Use, Foreign Nationals. Lending Territory: NATIONWIDE																															
MiMutual Mortgage careers.mimutual.com Maggie Stockwell (810) 488-8175 mstockwell@mimutual.com	1M	2	Y	Y	Y	Y	Y		Y	Y	Y												Y	Y	Y				Y	Y	
Founded in 1992, MiMutual Mortgage is an agency-direct, top-5 203(k) lender focused on supporting successful mortgage banker entrepreneurs. Lending Territory: NATIONWIDE Except: AK HI ID MA MT ND NE NH NY RI SD VT WY																															
MortgageRight www.branchright.com Alvaro Moreira (888) 518-4488 al@mortgageright.com	12M	1	Y	Y	Y	Y			Y	Y	Y	Y	Y		Y	Y	Y		Y	Y		Y	Y	Y	Y	Y	Y		Y	Y	Y
Earn More BPS AND Sell Lower Rates! Find out how Branch Managers/Loan Originators who made the switch are winning more deals than before! Lending Territory: AL AR CA CO FL GA IL IN KY LA MA MD MI MN MS NC NH OH OR PA SC TN TX VA WA																															
Motto Mortgage www.mottomortgage.com (866) 668-8649 info@mottomortgage.com	6M	2	Y	Y	Y				Y	Y	Y	Y				Y	Y		Y	Y				Y	Y		Y	Y	Y		
Build a mortgage business of your own, not on your own. As the first national franchised mortgage brokerage model, our offices are unique. Lending Territory: NATIONWIDE																															
Mountain West Financial Inc. www.mwfinc.com (888) 793-6470 info@mwfinc.com	6M	1	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y					Y			Y		Y	Y	Y		Y	Y	Y	Y	Y	Y
Our 30+ years of success have been built by partnering with the industry's best. We've always been a community based purchase-money leader! Lending Territory: AZ CA CO MN NM NV OR TX UT WA																															
Network Funding LP join.nflp.com (832) 545-4653 brett.snortland@nflp.com	4.8M	2	Y	Y	Y				Y	Y	Y	Y	Y				Y	Y	Y	Y				Y	Y	Y	Y	Y	Y	Y	Y
Over 20 years of growth by giving our people the best technology and product needed in today's residential lending environment. Lending Territory: NATIONWIDE Except: AK DC DE HI ME ND NE NH NY SD VT WV																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
NFM Lending www.nfmlo.com Greg Sher (866) 765-1907 bizdev@nfm lending.com	12M	2	Y	Y	Y				Y	Y	Y	Y			Y	Y			Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y
The elite lender for mortgage entrepreneurs. Make more. Be more. Give back more. You deserve it. Ready. Set. Accelerate. Lending Territory: NATIONWIDE Except: AK AR HI MO ND NE NY SD																															
Obsidian Financial Services www.obsidianmortgage.com Raymond Moatz (321) 473-9090 r.moatz@obsidianmortgage.com	0	0	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Providing the Lowest Possible Rate While Maintaining the Highest Expectation of Service and Customer Satisfaction. Lending Territory: NATIONWIDE																															
Primary Residential Mortgage Inc. www.branchpartner.com Amy Gallow (209) 740-4866 agallow@primeres.com	0	2	Y	Y	Y				Y	Y	Y								Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y
PRMI is seeking the industry's best, most ambitious branch managers and originators who are ready for more. Lending Territory: NATIONWIDE Except: NY																															
PrimeLending www.joinprimelending.com Nic Hartke (214) 540-0983 nic.hartke@primelending.com	12M	2	Y	Y	Y				Y	Y	Y	Y				Y	Y	Y		Y		Y	Y	Y	Y	Y	Y		Y	Y	Y
Who do you become when you're surrounded by the best? PrimeLending is a proven powerhouse where you can find out how good you really are. Lending Territory: NATIONWIDE																															
PRMG - Paramount Residential Mortgage Group www.prmg.net/retail-recruiting Chris Sorensen (866) 776-4937 csorensen@prmg.net	24M	2	Y	Y	Y		Y		Y	Y	Y								Y	Y			Y	Y	Y	Y	Y		Y	Y	
Lending Territory: NATIONWIDE Except: NY WY																															
RealFi Home Funding Corp. www.rhfbranch.com Anthony Pepe (516) 790-5418 apepe@rhffunding.com	12M	2	Y	Y	Y				Y	Y	Y	Y		Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
203(k) renovation-loan and reverse-mortgage experts underwritten and funded in-house as banked direct-lender products. Lending Territory: AL CO CT DC DE FL GA KY MD NC NJ NY PA SC TN TX VA																															

Deliver Homes for Those Who Protect and Serve

Bipartisan act aims to bring relief to first responders, educators squeezed by housing market

By Sam Royer



The red-hot housing market has been a growing concern for millions of prospective buyers over the past year, with soaring prices, low inventory and rising interest rates giving pause to many people who would typically be primed to enter the marketplace.

Homeownership used to be a rite of passage and a sign of achieving the American dream. But it's now become a battle of the highest bidders and all-cash offers, with the question for many shifting from, "Do I want to buy a home?" to "Can I afford to buy a home?" and "Is there even one available?"

There is one largely forgotten class of individuals that has been fighting every day on the front lines but suffering on the sidelines. First responders — including police officers, firefighters, EMTs and pre-K-12 teachers — have put their personal health and the health of their loved ones on the line every single day so that they can better serve their communities.

What have they received in return? An ever-widening gap between housing prices and annual wage growth, a lack of affordable housing in the communities they serve and not nearly enough support from elected officials. Something has got to give.

Continued on Page 60 ►



Sam Royer is national director at Heroes First Home Loans, where he helps provide affordable mortgage financing for active and retired military members, police, firefighters, health care workers, educators and other civil servants. His experience in the U.S. Marine Corps and ability to forge relationships with frontline workers have allowed Royer to stake out a unique position in the industry while fueling his passion to give back to those who take care of us. Reach Royer at sam@heroesfirst.com.

Job Opportunities

Find more mortgage jobs at: scotsmanguide.com/jobs

These lenders are looking for personnel to open or manage a branch, originate mortgages, be a wholesale account executive or work in business development. You can see the experience required, the loan products offered and the features they offer to originators and/or branches.

REQUIREMENTS

- 1. Originator Min Annual Volume (\$M)
- 2. Min Years Experience Required

JOBS

- 3. Open a New Branch
- 4. Branch Manager
- 5. Loan Originator
- 6. Virtual Loan Officer
- 7. Wholesale Account Executive
- 8. Business Development

LOAN PRODUCTS

- 9. Government (FHA, USDA, VA)
- 10. Conventional
- 11. Jumbo
- 12. Non-QM
- 13. Nonprime
- 14. Hard Money
- 15. Res. Construction
- 16. Rehab/Remodel
- 17. HELOC
- 18. Stand Alone 2nds

- 19. Reverse
- 20. Manufactured Homes
- 21. Commercial
- 22. Multifamily

FEATURES

- 23. Benefits
- 24. Marketing
- 25. Compliance/Licensing
- 26. Pricing Engine
- 27. Ability to Broker Out

- 28. Allows DBA
- 29. In-House Processing
- 30. In-House Underwriting
- 31. Mobile App

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Sistar Mortgage Co. www.gosistar.com Jeff Moore (855) 845-3672 jeff.moore@sistarmortgage.com	0	2	Y	Y	Y				Y	Y	Y								Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	
Sistar Mortgage has been licensed in 26 states for 15 yrs. We specialize in loans for self-employed and visa-holding borrowers. Lending Territory: NATIONWIDE Except: AK AL AR AZ HI IA ID KY MA ME MO MS MT ND NE NH NM NV OK RI SD UT VT WV WY																															
Southwest Funding www.southwestfunding.com R. Trey White (469) 916-2348	8.5M	2		Y	Y			Y	Y	Y	Y	Y				Y	Y		Y	Y		Y	Y	Y	Y	Y	Y		Y	Y	Y
A Better Way To Mortgage. Lending Territory: NATIONWIDE Except: AK CA CT DC DE GA HI MA MD NV NY RI UT VA VT WA																															
Summit Funding www.summitfunding.net Human Resources (916) 571-3000 hr@summitfunding.net			Y	Y	Y			Y	Y	Y	Y	Y			Y		Y		Y	Y	Y	Y	Y	Y	Y	Y	Y		Y	Y	Y
Summit Funding Inc. is a Top 30 residential mortgage lender with over 80 locations nationwide. Lending Territory: NATIONWIDE Except: AK CT MA MD ME MT NH NJ NY PA SD WV																															
SWBC Mortgage Corp. swbcmortgage.com/andyou Scott Brown (615) 260-2382 scottbrown@swbc.com			Y	Y	Y			Y	Y	Y	Y	Y				Y							Y	Y	Y	Y	Y	Y	Y	Y	Y
Think all mortgage companies are the same? We have a unique setup that maintains comp/pricing in an ever-competitive market. Find out how! Lending Territory: NATIONWIDE																															
Top Flite Financial www.tffinc.net Matthew O. Cornett (219) 808-5941 mcornett@tffinc.net	0	2	Y	Y	Y				Y	Y	Y	Y	Y						Y	Y	Y		Y	Y	Y	Y		Y	Y	Y	
We are committed to helping your business grow! We deliver more opportunities, better benefits, and more flexibility. Lending Territory: NATIONWIDE Except: AK DC DE HI MD MT NE NH NJ NY RI SD UT VA VT WV WY																															
VanDyk Mortgage Corp. vandykmortgage.com Bryan Lovell (813) 727-1867 blovell@vandykmortgage.com	12M	2	Y	Y	Y	Y			Y	Y	Y	Y				Y		Y		Y			Y	Y	Y	Y			Y	Y	Y
A purchase-centric company with the resources to help originators double their business. Lending Territory: NATIONWIDE Except: HI KS NE RI VT WV																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Veritas Funding www.vfund.com Craig Steel (801) 641-8788 csteel@vfund.com	12M	2	Y	Y	Y	Y			Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y		Y	Y	Y	Y	Y			Y	Y	Y
FNMA, FHLMC, GNMA direct seller. Our technology attracts top talent because it simplifies the process allowing for focus on pipeline growth. Lending Territory: AR AZ CA CO FL ID IN NC NM OH OR SC TN TX UT WA WI WY																															

Discover the World of Commercial Lending

Did you know that *Scotsman Guide* also has a commercial edition?



See the latest issue at sg-comdigital.com or download the app on any device.





MOUNTAIN HOME - \$1.1M INVESTMENT PROPERTY

Client took \$500K cash out of this investment property in Aspen, CO to buy another mountain property, all without having to show any personal income.

Redstone's product for investors, theZERO.

RESIDENTIAL HOME - \$3.5M PRIMARY PROPERTY

Refinanced their primary residence in San Diego, CA with just 3 months' bank statements and used Redstone Verification to pull the calculation report in just seconds.

Redstone's alternative documentation product, theVICE.

BEACH HOME - \$2.0M INVESTMENT PROPERTY

Investor from Spain purchasing a beach-front property in Naples, FL qualifying with just the subject property income.

Redstone's Foreign National product, theFRGN.





DON'T LET INCOME DOCUMENTATION LIMIT THE **LOANS YOU CAN CLOSE.**

START QUALIFYING YOUR BORROWERS TODAY

Visit us at rsmtg.com



This material is intended solely for the use of licensed mortgage professionals. Distribution to consumers is strictly prohibited. Program and rates are subject to change without notice. Not available in all states. Terms subject to qualification. ©2022 Redstone Funding LLC. All rights reserved.



Historical precedent

After World War II, a housing crisis loomed over America and the government swiftly enacted the G.I. Bill so veterans could obtain low-interest, fully insured loans that covered 100% of housing costs upfront. They were rightfully rewarded for risking their lives.

The G.I. Bill’s no-money-down benefit for veterans lives on today through the U.S. Department of Veterans Affairs (VA). This same type of home loan program for first responders and educators is needed to ease the financial burdens of homeownership.

First responders in urban areas are especially feeling the heat. It’s a domino effect — housing is not affordable so firefighters, police officers, EMTs and educators cannot live in the communities where they work. In a recent Case-Shiller Index report, the median housing price jumped nearly 20% year over year, with cities like Tampa, Miami and Phoenix reporting the highest gains of up to 32%. That’s more than 10 times greater than the average annual salary increase for a typical police officer or firefighter.

These public servants can’t afford to live in the city, so they move to the outskirts, sometimes several counties away. Longer commutes mean greater response times to crises, increased chances of burnout on the job and a higher likelihood of exiting agencies that are already undermanned. Some first responders are even changing careers entirely in hopes of improving their housing outlook.

Legislative solution

There are some initiatives out there for first responders, like the Good Neighbor Next Door Sales Program, which allows them to purchase foreclosed homes for 50% of their value. The supply of homes is limited, however, and no existing program has addressed this need in its entirety.

The Homes for Every Local Protector, Educator and Responder (HELPER) Act, a piece of legislation currently making its way through Congress, aims to take the next step and provide much-needed relief for those serving on the front lines and looking to live in the communities they are employed in.

The HELPER Act would allow the Federal Housing Administration (FHA) to honor first responders in the same way the VA honors military service members — by eliminating downpayment requirements and offering 100% financing for one-time purchases. If a police officer or a fifth-grade teacher wanted to purchase a \$200,000 home, they would receive a loan to finance the entire purchase price.

Key benefits

Under the Good Neighbor program, the available housing stock is restricted to a collection of revitalization areas based on neighborhood household income, homeownership rate and foreclosure activity, making these houses difficult to find. Most states do not even have a single listing.

The program’s list of vacant properties also changes rapidly as qualifying homes stay listed for only seven days before going to the general market at full price, putting additional unwanted

“When the housing stock is already severely limited due to an oversaturated pool of buyers and low supply, having maximum resources at your disposal is crucial.”

pressure on homebuyers who are already undertaking a massive financial decision.

The HELPER Act supplements this, allowing first responders to purchase any home, in any neighborhood across the country. When the housing stock is already severely limited due to an oversaturated pool of buyers and low supply, having maximum resources at your disposal is crucial.

Another key differentiating factor of the HELPER Act is the elimination of monthly mortgage insurance premium requirements. Under the FHA system, in most cases, homebuyers who cannot afford a 20% downpayment must pay a monthly insurance premium and an upfront cost. A \$200,000 home, for example, would normally require a monthly premium of \$140. With the HELPER Act, this additional monthly cost would be eliminated.

Bipartisan support

The HELPER Act is currently supported by more than 75 Republican and Democratic lawmakers from every corner of the country, including Sen. Marco Rubio, R-Fla., Rep. John Katko, R-N.Y., and

Sen. Jon Ossoff, D-Ga. Passage of this legislation would not only have a lasting impact on the front-line buyers but also on the general safety and well-being of the community.

The bill needs support at a national, regional and local level — from elected officials and nationwide departments to mortgage companies and the random stranger on the street. The time for action is now. This legislation is designed to help the people who serve others every day, and the odds of success are high due to a similar model for military service members and veterans over the past several decades.

It’s imperative that originators and lenders put their weight behind the bill and urge others to do the same. All mortgage professionals should be in contact with their state and local trade groups to make sure this legislation is on the radar of their respective associations. Ask them what their next step is.

Lenders that have strong ties to law enforcement and other first responder agencies should leverage these connections. Educate key leaders and influencers within these jurisdictions so they also can raise awareness within their own fields. Calling local lawmakers, and advising them of the bill and its ramifications, will make all the difference in transforming the American dream of homeownership into reality for these public servants.



Inflation, rising interest rates and the supply-demand imbalance within the housing market show no signs of slowing. Affordability will continue to be a major point of contention, and it’s imperative that the brave men and women who continue fighting for this country have the resources they need to support their families and remain in their calling.

The stakes are too great and continued inaction will eventually lead to a reckoning that is easily preventable. Support the HELPER Act or run the risk of losing police officers, firefighters, paramedics and teachers that can’t afford to be nearby when an emergency occurs — the choice is yours. ●

KEY POINTS

A photograph showing a man in a white shirt and black face mask pointing at a laptop screen. A young boy in a grey shirt and white face mask is looking at the screen. They are sitting at a red table.

Support robust mortgage programs for first responders

- ▶ Contact your state and local trade groups about pending legislation.
- ▶ Lenders and originators with ties to first responder agencies should educate key leaders.
- ▶ Call your local members of Congress and encourage them to vote for programs that help first responders.

Correspondent Lending

Connect with correspondent sponsors at: scotsmanguide.com/correspondent

These mortgage lenders offer a correspondent channel to loan brokers and bankers. Each listing describes the correspondent requirements, loan products offered and benefits received by their correspondents.

- REQUIREMENTS**

 - 1. Min Years Experience Required
 - 2. Company Net Worth Min (\$K)
 - 3. Average Monthly Volume Min (\$K)
 - 4. E&O Insurance Coverage Min (\$K)
 - 5. Fidelity Bond Coverage Min (\$K)

FEATURES

 - 6. Min FICO
 - 7. Min Liquidity Percentage
 - 8. PMI LTV Threshold %
- 9. Warehouse Line Amount Min (\$M)
 - 10. Bulk Delivery
 - 11. Flow Delivery
 - 12. Delegated Underwriting
 - 13. Non-Delegated (Mini) Correspondent
 - 14. Non-Delegated Underwriting
 - 15. Pricing Engine
 - 16. Third Party Originations
 - 17. Warehouse Lines
- LOAN TYPES**

 - 18. Combo Purchases
 - 19. Fannie Mae
 - 20. Freddie Mac
 - 21. Jumbo
 - 22. Non-QM
 - 23. HELOCs
 - 24. FHA
 - 25. VA
- 26. USDA
 - 27. Reverse
 - 28. Nonprime
 - 29. Stand-Alone Seconds

PROPERTY TYPES

 - 30. Manufactured Homes
 - 31. Non-Warrantable Condos

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
A & D Mortgage www.admortgage.com (855) 710-7100 1234@admortgage.com	2	25K	0	250K	0	580	0	0	1M	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		Y				Y		Y	Y
Offering Delegated and Non-Delegated correspondent expertise nationwide, A&D Mortgage specializes in purchasing secondary mortgages. Lending Territory: NATIONWIDE																															
Acra Lending www.acralending.com Jeff Lemieux (888) 800-7661 sales@acralending.com	2	1M	1M	500K	500K	600	20		3M	Y		Y				Y					Y	Y						Y			Y
Acra Lending, the leading Non-QM correspondent lender. Offering jumbo and alt-doc programs, 500 FICO, no seasoning on FC, SS or BK. Lending Territory: NATIONWIDE Except: AK IA MA MO MS ND NY RI SD VT WV																															
AmeriHome Mortgage correspondent.amerihome.com (888) 469-0810 clsales@amerihome.com	3	250K	0	0	0			80											Y	Y				Y							
AmeriHome is the 3rd largest Correspondent Investor in the country, with clients including mortgage originators of all sizes. Lending Territory: NATIONWIDE Except: NY																															
Arc Home www.archomeloans.com Katherine Gardner (215) 360-3884 kgardner@archomeloans.com	2	75K	1M	300K	300K	640					Y	Y	Y	Y	Y	Y			Y	Y	Y	Y		Y	Y			Y			Y
Arc Home features 80% usage of biz bank deposits, 36 Mo. Asset utilization, 75% LTV on DSCR, and 85% LTV w/No MI. Lending Territory: NATIONWIDE																															
Axos Bank www.axosbank.com J. Shoop (858) 753-3157 jshoop@axosbank.com	2	1M	5M	500K	0	620	25		0		Y		Y	Y			Y		Y	Y	Y	Y		Y	Y			Y			Y
Jumbo/super jumbo, niche, portfolio lender, cross collateral and bridge products. Lending Territory: NATIONWIDE																															
First National Bank of America www.fnba.com/correspondent Andrew Stachak (517) 324-7167 astachak@fnba.com	2	500K	0	250K	250K	600	0		1M	Y	Y	Y				Y					Y	Y						Y		Y	Y
Non-QM lender offering 12 month income documentation on all loan programs. ITIN loans. Bank statement program for self-employed borrowers. Lending Territory: NATIONWIDE																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Flagstar Bank www.flagstar.com/why Jim Restaneo (248) 312-0592 tpoleads@flagstar.com	2	100K	0	300K	300K	620	10		1M	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y		
For the last 35 years, Flagstar Bank has been an industry-leading mortgage lender and is currently a top 10 correspondent investor. Lending Territory: NATIONWIDE																															
FMC Lending fundmtg.com David Goldberg (888) 297-4440 scenario@fundmtg.com	0	35K	90K	0	0		0		0	Y	Y	Y	Y	Y	Y	Y		Y			Y	Y	Y					Y	Y	Y	Y
Direct Wholesale Lender. Asset Based. No Credit Needed. No Doc Stated Programs. Non QM, Keep Your A Paper Separate, White Label 7 Day Close. Lending Territory: NATIONWIDE Except: ID ND SD VT																															
NewRez www.newrezcorrespondent.com Correspondent Division (833) 502-5538 correspondentsales@newrez.com	5	500K	5M	300K	300K	620	20		1M	Y	Y				Y	Y			Y	Y	Y			Y	Y	Y					
NewRez offers Agency, FHA/VA, jumbo and non-QM options. Best efforts, bulk, non-del and delegated. Lending Territory: NATIONWIDE Except: AK HI																															
Plaza Home Mortgage Inc. www.plazahomemortgage.com Correspondent Division (858) 404-0166 scotsman.guide@plazahomemortgage.com	2	1M	2M	500K	500K	580	0		0	Y	Y	Y			Y	Y			Y	Y	Y			Y	Y	Y	Y			Y	
Plaza Home Mortgage is a leader in correspondent lending with conforming, gov't, Jumbo, renovation and reverse. Lending Territory: NATIONWIDE																															
PRMG - Paramount Residential Mortgage Group www.prmg.net Jay Boand (888) 987-7764 jboand@prmg.net	0	100K	3M	500K	500K	640	0		0		Y	Y	Y	Y	Y				Y	Y	Y	Y		Y	Y	Y				Y	
Lending Territory: NATIONWIDE Except: NY																															
Sprout Mortgage sproutmortgage.com Sam Bjelac III (866) 707-8800 info@sproutmortgage.com	0	0	0	0	0					Y	Y	Y	Y	Y	Y	Y					Y	Y									Y
Our non-agency programs include jumbo, bank stmnt, asset depletion, full doc, foreign nat'l, investment, non-warrantable condos, mixed-use. Lending Territory: NATIONWIDE																															

Remove the Shroud of Mystery on These Loans

Widespread misconceptions persist about nonqualified mortgages

By Joseph Lydon

Mortgage rates have risen dramatically in 2022, and this means rate-and-term refinances have all but disappeared. The Mortgage Bankers Association's refinance index (based on weekly application volumes) plunged by 68% from April 2021 to April 2022.

With this source of business drying up, where can mortgage originators find deals? Nonqualified mortgages (non-QM) offer an often overlooked way to refill your pipeline. Non-QM loans are quality loans that fall short of the standards set to be purchased by Fannie Mae and Freddie Mac.

Contrary to common misperceptions, non-QM borrowers aren't risky clients. Many have stellar credit scores, plenty of assets and significant cash for downpayments. They're good borrowers who simply don't fit the agencies' strict guidelines.

Despite this reality, some in the mortgage industry still believe there is only one path for well-qualified borrowers to get a loan. In truth, the non-QM channel represents another road to approval for borrowers who have strong finances but need to document their income differently to qualify for a loan.

Creditworthy borrowers

Conforming loans — those bought by Fannie and Freddie, the government-sponsored enterprises (GSEs) — dominate the mortgage market. For borrowers with stellar credit, plenty of cash for a downpayment and easily verifiable W-2 income, GSE loans are the gold standard.

Not every borrower conforms to the strict requirements imposed by Fannie and Freddie. Maybe a client is a business owner whose tax returns show only a modest income. Maybe they are a property investor, a citizen of another country, or someone looking to buy a nonwarrantable condominium or condotel. Each of these scenarios are reasons for the agencies to reject loans. If a homebuyer doesn't fit into the agencies' boxes, however, it doesn't mean they aren't creditworthy.

That's where non-QM loans come in. Non-QM loans are a type of financing that cater to borrowers in situations that Fannie and Freddie routinely reject. Private lenders don't sell loans to the GSEs and aren't bound by their rules. Instead, non-QM lenders tailor commonsense guidelines that are geared toward approving strong borrowers.

Non-QM loans are a relatively new product and make up only a fraction of a mortgage market where the lion's share of loans are backed by Fannie, Freddie, the Federal Housing Administration and the U.S. Department of Veterans Affairs. So, it's understandable that these mortgages are not well understood. While the non-QM market is well established, widespread misconceptions and mysteries still exist.

Unlike the subprime loans of yesteryear, non-QM loans fill a need for a growing number of qualified borrowers. These borrowers are often creditworthy and well qualified, but they don't fit the agencies' underwriting criteria.

Make-sense niches

Non-QM lenders find niches that make sense. The experience of many non-QM lenders

underscores the fact that many strong borrowers are looking for credit but aren't eligible for GSE financing. These borrowers overwhelmingly have high credit scores, low loan-to-value ratios and plentiful assets.

But they come to non-QM lenders because their files don't fall within the agencies' boundaries. Non-QM encompasses a variety of specialty mortgage products, including:

- **Bank-statement loans.** These borrowers are often self-employed and are frequently more affluent than those with W-2 incomes, but prudent tax planning means they show a level of income on their tax statements that precludes them from agency loans.
- **Property investors.** These loans focus on a property's cash flow. They are underwritten based on rental income and mortgage debt — and given the strong rent-price growth across the country, many real estate investors are doing quite well.
- **Foreign nationals.** Residents of other countries can't qualify for agency loans, even if they're wealthy and can easily repay their mortgages. These loans are underwritten based on the foreign national's stability and ability to repay.
- **Nonwarrantable condos.** Fannie and Freddie impose stringent rules around mortgages collateralized by condos. GSE-backed condo loans became even more difficult to obtain after new rules implemented after last year's condo collapse in Surfside, Florida.
- **Asset qualifier and asset depletion.** These loans calculate income by determining the borrower's total assets divided by 60 or 120 months.

Continued on Page 64 ►

Related Content

For more articles on nonqualified mortgages

"An Ace in the Hole,"

Raymond Eshaghian, April 2022

"These Loans Can Fill the Refinance Void,"

Greg Austin, January 2022

"How to Lead in a Purchase Market,"

John Keratsis, November 2021

"Dispel the Common Non-QM Myths,"

Raj Parekh, May 2020

View these articles and more at sg-resdigital.com



Joseph Lydon is co-founder and managing director at LendSure Mortgage Corp. He has spent more than three decades in the mortgage industry, including serving as president and chief operating officer at Accredited Home Lenders from 1997 to 2008. He also has worked at Ford Consumer Finance and Security Pacific Financial Services. Lydon earned a bachelor's degree in management from Pepperdine University and a master's degree from the University of San Diego. Reach him at jlydon@lendsure.com or (888) 707-7858.

GROWTH STARTS *HERE.*

“This market is not for the faint of heart.
But if you have the right people supporting
and guiding you, you will make it.”

ROBYN LAVASSAUR, EVP



127
BRANCHES IN
48 STATES

TOP 1%

OF MORTGAGE
LENDERS BY
LOAN OFFICER
VOLUME

23,927+
TOTAL LOANS
CLOSED IN 2021

2021

AVERAGE LOAN OFFICER &
BRANCH MANAGER INCOME

\$533,570



NEXT
LEVEL COACHING
POWERED BY SUMMIT FUNDING



TOP
Mortgage Companies
CUSTOMER SATISFACTION
2019

TOP 100
MORTGAGE COMPANIES
BY MORTGAGE EXECUTIVE MAGAZINE

● **Bridge financing.** This is a short-term loan that taps equity in an existing home, providing cash for a new home purchase with no monthly payments on the bridge loan.

Each of these types of loans present opportunities for originators. Non-QM lenders are willing to finance properties and borrowers that the GSEs won't.

Individualized underwriting

Compared to agency loans, non-QM loans are underwritten differently. The conventional underwriting process requires arduous documentation. A human might gather the electronic files, but the documents are then pushed through an automated process. Fannie's system is known as Desktop Underwriter, or DU. Freddie's is Loan Prospector, or LP.

The computers that examine the paperwork often find reasons to say no — and they reject applications based on these issues. Fannie and Freddie buy the majority of mortgages originated

“Each of these types of loans present opportunities for originators. Non-QM lenders are willing to finance properties and borrowers that the GSEs won't.”

in the U.S. housing market, and the sheer volume dictates that an automated system is necessary.

Non-QM loans often require substantially less paperwork from mortgage applicants. Because the human processors and underwriters are aware that these files may contain unique circumstances, they are specifically looking for ways to approve the loans. That's a sharp contrast to the agency approach as the GSEs' automated systems look for reasons to reject loans.

Non-QM loans are less common than conforming loans, and the relative rarity of these mortgages means that the process remains shrouded in mystery for many industry players. But the

underwriting process for non-QM loans is straightforward.

Depending on the type of loan, non-QM lenders focus on a variety of data points — a business owner's bank statements or an investor's cash flow, for instance — to determine whether a borrower qualifies for financing. The bottom line is that these borrowers are willing and able to repay, and savvy mortgage originators are learning how to do business with them. ●



**Don't let insurance
delay a home closing**

Close on time, every time



Avoid last minute surprises with a more transparent process

- View insurance quotes online
- Prequalify customers and calculate DTI ratios
- Process closing date changes in minutes
- Request EOI with prompt turnaround

Westwood is trusted by some of the largest nationwide lenders

- Licensed in all 50 states
- Representing 35+ insurance companies
- More than a million customers served
- Offering home, auto, small business, and more

To get started visit westwoodinsurance.com/partners

CA License #0401583



2022 ONLINE CE

Available now



Approved Nationwide in All States



Online, Webinar or Classroom Formats



Industry Best Pricing, Group Rates



New License and CE Webinars

Contact us:
(877)403-1428 | MortgageEducators.com



See you in our next webinar!



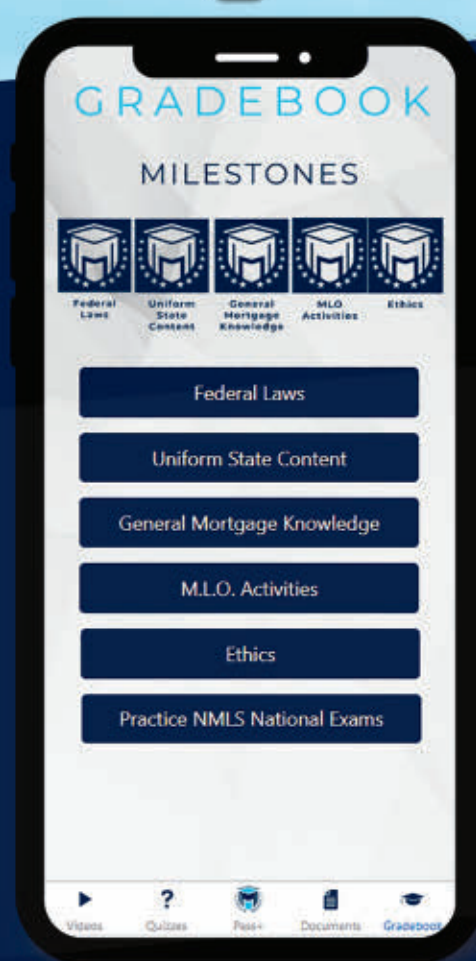
M|E|C
Mortgage Educators
and Compliance

Google ★ ★ ★ ★ ★

Rated 4.9 / 5 | 1,551 reviews

★ Trustpilot ★ ★ ★ ★ ★

Rated 4.9 / 5 | 6,273 reviews



Download **MEC Pass+**

Available on Google Play
& App Store

NMLS Provider #1400062

Become a NAMU® Certified Underwriter

The Official NAMU® Underwriter
Boot Camp On Sale Now for
\$995... Save Big!!!

NAMU® Boot Camp Includes:

- ✓ (7) Underwriter Training Classes
- ✓ Certified Master Mortgage Underwriter (NAMU®-CMMU)
- ✓ Instructor-Led Online Webinars –
Watch 24/7 On-Demand
- ✓ Duration: 24/7 Access for 1 Year
- ✓ Training & Support for 1 Year
- ✓ Group Discounts Available –
Get Your Entire Team Trained

**** BONUS OFFER ****

Register Now, And Get the (3) Items Listed Below
at No Extra Cost:

1. Certified in Commercial Underwriting
& Processing ... **a \$595 VALUE**
2. FHA DE Underwriter Class ... **a \$395 VALUE**
3. LAPP/SAR Underwriter Class ... **a \$395 VALUE**



Call 1-800-865-8550 Press 1

Download Brochure Here:
www.CampusNAMU.org



Warehouse Lines

Connect with warehouse lenders at: scotsmanguide.com/warehouse

These lenders offer a warehouse line relationship to mortgage bankers and brokers. You can see the lenders' requirements, the features of the warehouse line agreement and the property types the lender will fund with the line.

REQUIREMENTS 1. Min Years Experience Required 2. Company Net Worth Min (\$K) 3. Average Monthly Volume Min (\$K) 4. Audited Financial Statements 5. Min Liquidity Percentage	9. Correspondent Lending Channel	16. Multistate Funding	25. HELOCs
	10. Mortgage Servicing Rights Financing	17. Non-QM Max Carve-Out %	26. FHA
	11. 100% Funding (No Haircut)	18. Third Party Originations	27. VA
	12. Broker to Banker Training	19. Wet Funding	28. USDA
	13. Dry Funding		29. Reverse
FEATURES 6. Line Amount Min (\$K) 7. Line Amount Max (\$K) 8. FICO Score Min	14. Electronic Submission and Reporting	LOAN TYPES 20. Combo Purchases	30. Nonprime
	15. LIBOR, Prime, Both or Other Pricing	21. Fannie Mae	31. Stand-Alone Seconds
		22. Freddie Mac	
		23. Jumbo	
		24. Non-QM	

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Axos Bank www.axosbank.com Warehouse Lending (888) 664-2967 wld@axosbank.com	0	1M	0		0	5M	125M	300			Y		Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y						
Extended funding hours up to 5:30 p.m. EST. Lending Territory: NATIONWIDE																															
Flagstar Bank www.flagstar.com/why Jeff Neufeld (248) 312-5173 jeffrey.neufeld@flagstar.com	2	100K	2M		10	3M	300M	620	Y	Y	Y	Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
2nd largest Warehouse Lender. Non-restricted lines that may be used for a wide variety of products sold to 180+ investors. Lending Territory: NATIONWIDE																															
FLCBank Florida Capital Bank N.A. www.flcbmtg.com Jacqueline Ring (904) 245-7096 jring@flcb.com	1	75K	0		30	1M	20M	640	Y			Y	Y	Y	Y	Y	5		Y		Y	Y	Y			Y	Y	Y			
Funding emerging & existing mortgage brokers. Same-day funding, online requests. No app or non-usage fees. Rapid approval process. Lending Territory: NATIONWIDE Except: AK HI																															
GBC Funding www.gbcbanking.com Monroe B. Thrower III (770) 373-2357 mthrower@geobanking.com	0	0	0			1M	40M	640			Y	Y	Y	Y		Y			Y				Y			Y	Y				
Warehouse funding since 1998! Broker-to-banker welcome; 100% advance rates; no non-usage fees; flexible terms. Lending Territory: NATIONWIDE Except: AK HI NY																															
Horizon Bank N.A. www.horizonbank.com Kori Riggs (219) 873-2609 kriggs@horizonbank.com	2	75K		Y		3M	40M	580			Y		Y	Y				Y	Y		Y	Y	Y			Y	Y	Y	Y		
Warehouse Lender since 1999, Repurchase facility, same-day funding, online requests, TP0s. Lending Territory: NATIONWIDE Except: AK NY																															
UB Warehouse, A Division of University Bank www.university-bank.com/warehouse Jerry Walters (727) 741-7926 jwalters@university-bank.com	1	250K	10M		20	1.5M		640			Y		Y	Y	Y	Y	50	Y	Y		Y	Y	Y	Y		Y	Y	Y			Y
Committed to seeing your business succeed and grow. Providing facilities for non-delegated and delegated IMB's. Lending Territory: NATIONWIDE																															

CONNECT WITH SCOTSMAN GUIDE!

Get updates on industry news, featured content, mortgage events and more!



@SCOTSMANGUIDE



@SCOTSMANGUIDE



@SCOTSMANGUIDE



SCOTSMANGUIDE



Scotsman Guide

These Mortgage Trends Are Becoming Clear

Non-QM and adjustable-rate loans are likely to comprise a larger share of securitizations

By Roelof Slump

It's shaping up to be a busy year for the issuance of residential mortgage-backed securities (RMBS). Last year also was active, but the market for these securities experienced disruptions at the start of 2022 due to rising interest rates and widening spreads. How the rest of this year fares remains to be seen.

Credit-rating agencies perform a vital function by reviewing and assessing the banks, nonbanks and government-sponsored enterprises (GSEs) that package loans to be sold as securities. This includes the companies that originate loans as well as aggregators — such as the GSEs, large banks and nonbanks — that purchase loans from other financial institutions to create these securities.

As such, credit-rating agencies have unique insight into the mortgage market and are able to see emerging trends. From this perspective, credit-rating agencies can see the types of loans demanded by consumers. One thing is clear today: New loan types are in demand as easy-to-originate GSE refinance opportunities are drying up.

Shifting market

Mortgage originators have shown active and growing interest in nonqualified mortgage (non-QM) products — mainly bank-statement and debt-service-coverage ratio loans, the latter of which are used by real estate investors. This is occurring because fewer loans that are easy to underwrite are available today. Non-QM loans don't meet the strict standards to be purchased by the GSEs and are generally broader in credit than typical nonagency prime loans.

There also is a strong perceived need from borrowers — including the self-employed — for expanded underwriting criteria found in non-QM programs. Although most activity in this sector has come from specialized nonbank originators, some banks and nonbanks that have typically focused on prime loan production are now introducing non-QM loans that offer more flexibility.

Another key shift that is likely to be more meaningful to prime activity is the introduction of higher loan-level pricing adjustments that went into effect for certain GSE-eligible loans in April 2022. These adjustments — which are specific to second homes and high-balance loans of conforming loan size — may be significant enough to cause them to be delivered to aggregators of private-label securities as opposed to the GSEs.

Although it's still too early to see the full effect of the changes, the impact to RMBS could be

substantial given its relatively smaller size compared to the overall GSE business. Several of the larger aggregators of prime products have indicated that more substantial inclusion of these loans in private-label securities are starting to occur this summer.

Certainly, originators are largely focused this year on the rise in benchmark and mortgage rates. Although nearly all prime securities (and a substantial share of non-QM securities) have been backed by fixed-rate loans in recent years, it's likely that the industry will soon begin to see more adjustable-rate mortgages (ARMs) in residential mortgage-backed securities — especially loans with five-, seven- and 10-year initial fixed-rate periods. These ARMs can provide lower starting rates compared to traditional fixed-rate loans, but some additional default risk can be encountered depending on benchmark rates during the floating-rate period.

It's anticipated that many of these ARMs will use the Secured Overnight Financing Rate (SOFR) as the benchmark interest rate, but it's possible that other indexes may appear. It's not expected that the London Interbank Offered Rate, or LIBOR, will be used as the benchmark on newly originated ARMs.

Operational assessments

The mortgage market discussion around the transition toward fixed-period ARMs further highlights the home-price affordability issue that has continued even as market rates have moved higher. Credit-rating agencies actively monitor home-price sustainability, an important factor in RMBS modeling across geographies.

From an operational-risk standpoint, the processes and controls used by the originating or aggregating company to obtain accurate and complete valuations strongly influence the credit quality of their production. This can be especially important in an RMBS issuance market where rate-and-term refinances become less common. For example, nonstandard or incomplete approaches to property valuation by the originating or aggregating company can lead to property value haircuts in loan-loss modeling.

Strong banks and nonbanks are expected to have experienced underwriting staff; well-documented underwriting guidelines and exception policies; centralized underwriting processes with clear levels of delegated authority; and proper controls and oversight of automated underwriting systems. Results of securitization due diligence also can factor into the opinion

of the aggregator, as is the ability to enforce representations and warranties of sellers and their financial position.

Credit-rating agencies look at a company's management experience; risk management and quality control; sourcing and acquisition of assets; underwriting and credit evaluation; financial condition; technology; and property valuation. For entities that have a less significant impact on the performance of RMBS transactions, credit-rating agencies may choose to conduct an abbreviated or targeted review in which entities may be designated as "acceptable" participants in RMBS transactions. Ultimately, these comprehensive assessments are incorporated as drivers in loan-loss models and are disclosed in presale transaction reports.

Originating and aggregating companies that display the following traits are more likely to receive a higher qualitative assessment. These include an established operating history; a well-defined origination or aggregation strategy; clear product guidelines or guideline overlays; the ability to originate or acquire high-quality products through evolving production environments; an experienced senior management team; and appropriate staffing levels and training programs.

• • •

The operational review of these companies is especially important in this active and complex market where participants are expecting continued levels of elevated RMBS issuance. Certainly, many of the trends are clear — more non-QM products, more ARMs and continued home-price affordability challenges.

It remains important in this environment to observe how the companies that create these securities handle the risks and opportunities with which they are faced. All parties need to adequately address elevated credit risks as they arise. ●



Roelof Slump is a managing director and structured-finance head of operational risk for Fitch Ratings in the U.S. and Canada.

His operational-risk responsibility for structured finance includes residential mortgage-backed securities (RMBS), originator/aggregator assessments, commercial and residential mortgage-backed securities servicer ratings, and collateralized loan obligation asset-manager assessments. Previously, he managed the assignment of RMBS bond ratings for Fitch. Slump has been engaged in securitization and whole loan activities since 1991. Reach him at (212) 908-0705 or roelof.slump@fitchratings.com.



Ed Rexroth Jr.,
U.S. Air Force Veteran
& Homeside Originator

Support at Every Level

Q: How do you think that military life has translated into your career?

It's given me a lot more structure and keeps me very organized. I've always been a very organized and disciplined person anyway, even before I went into the military, but it's obviously strengthened that. **When you go into the military, they teach you discipline, they teach you respect, they teach you courtesy - they teach you everything that you need to learn to thrive and succeed and that translates over to my career. It's the same courtesy and respect I give not only to the people that I work with and for, but also clients. In this industry, I think it's important to make sure that you're treating people in a way that you would want to be treated.**

Q: What do you wish people in the industry knew about working with Veterans and active military?

I really wish they understood the needs of who they're dealing with and the pressures that our military personnel are under, especially now. I have several loans that I'm doing right now with military personnel and it's very difficult when you're trying to purchase a home, but at the same time they're being deployed to all different parts of the country and world. They are being deployed to serve our country and at the same time trying to get information to us that we're requesting from them. I think it's something where we, as an industry, need to understand what they're going through on a day-to-day basis. As for myself, I have a lot more patience with that because I understand what they're going through. Whereas, you have a lot of people in our industry, they don't understand that. They haven't been through that. I think those of us that have, probably have a little bit more patience with being able to help them as they go through all of these changes that may extend the time it takes to close. I wish people knew not to get so frustrated and impatient. No matter what your branch is, you can't really say 'no' to what the government needs from you. It doesn't work that way. When you get told, "Hey, you're going to Korea in 24 hours", guess what? You're going to Korea and you have a handful of hours to get your affairs in order. So, my advice is, please have some patience when you're dealing with the military. The circumstances aren't always what you're used to.

Q: Does being a Veteran impact the way that you do business or the clients that you work with?

I wouldn't say it necessarily impacts the way I do business, but it does impact the people that I work with. I love dealing with Veterans, obviously, I know the position that they're in after being in it myself. Probably 70-75% of the clientele that I deal with are Veterans. I don't necessarily think that's what I set my goal to be, it's just what happened because I'm out there supporting that community and I enjoy working with them. I especially like working with the first-time homebuyers that are maybe two or three years into their service or newly enlisted because it gives me an opportunity to educate and help them. I get the opportunity to sit down and really go over things with them that others may not, so they don't go into the homebuying process with a blind eye.

Q: What do you wish that all Veterans and active military knew about mortgages?

There is not a lot of education out there and usually, they are automatically pushed to basically one option - but there are so many options available. They don't realize that taking on a VA loan, they don't have mortgage insurance. They don't realize that they are able to obtain 100% financing or that the rate is going to be a little bit lower. There's so much that they just don't know yet, even those who have owned a home before or been enlisted for many years. I actively get out here at the Dover Air Force Base and in the community to do seminars on VA purchasing and loans. I try to educate and help as much as I can. That's not to say that people aren't educated in general, but they're certainly not given all of the information that they should.

Q: What would you tell someone who is considering coming to Homeside?

Recently I've experienced the true extent of support and family-oriented atmosphere that Homeside carries. Without going into detail on some personal matters, I can say that Homeside is extremely supportive. They have been there for me and given me the level of support I need. They have my back and my best interest in mind without bombarding me. It's monumental. I mean, you don't have a lot of lenders out there that will go to lengths for you but, Homeside has whether it's for something good or bad. Whether it's a great thing or whether it's something where you're trying to fix, not many will go to the lengths in which Homeside has. When we came on as a branch, the transition was made as smooth as they could, the internal departments are great, and the whole entire corporate structure has a good foundation, especially for as young as Homeside is. At the end of the day, things are just different here.

Ready to make a move?

bizdev@homeside.com

Call or text Heather Mitchell: (571) 277-2120



guaranteedRate[®]

TECH? CHECK.

Success depends on more than just the current rate. It's customer service, speed to closing and making the client want to come back. That's where our leading-edge technology comes in. Our platform makes Loan Officers extremely efficient and allows them to focus on selling, not on paperwork.

Tech has always been a part of what we do. After all, we're the ones who came up with the first Digital Mortgage. And it's innovations like these that fuel our success:

- ✓ **TOTO** – Update pre-approvals from anywhere in seconds, send quotes to buyers via text, lock loans and get the loan going.
- ✓ **MONITORBASE** – Informs you when clients are back in the market and when their credit is pulled so you know it's time to reach out.
- ✓ **LOAN STATUS MONITOR** – Real-time updates for loan milestones, 24-hour access to in-process loans online and in your in-box. You always know where a loan is.

Start with our tech, add in our CEO Mindset™ plus a whole team to support you, and you'll see the difference it all makes. Get started by giving Aaron Hahn a call today at 760-585-9878.



An illustration of a hand holding a green sticky note with numbers and a hand pointing to a sign. The sticky note has numbers like 0.0, 1,815.81+, 1,830.88+, 202.88+, 152.81+, 810.52+, 812.52+, 102.52+. The sign says 'SIGN HERE' and 'By Madisyn Rhone Manager of government and industry relations Enact'.

WITHIN GRASP

Congress is debating a tax-break renewal that's proven pivotal for many homebuyers

Mortgage insurance makes the American dream achievable for borrowers who do not have the ability to save the traditional 20% downpayment. Millions of borrowers rely on mortgage insurance every year to access homeownership, with nearly 80% of first-time homebuyers making their purchase with a low-downpayment mortgage. But a crucial tax break for people with mortgage insurance expired last year. Lawmakers are now weighing whether to renew this tax-relief measure. ▶ ▶ ▶

By Madisyn Rhone
Manager of government
and industry relations
Enact

SIGN
HERE

Mortgage insurance makes homeownership more accessible to consumers by providing an option for purchasing a home for as little as 3% down. In 2021, the private mortgage insurance industry helped nearly 2 million borrowers, according to the U.S. Mortgage Insurers (USMI) trade association. Sixty percent of these people were first-time homebuyers and 40% had incomes below \$75,000.

It could take 21 years for a household earning the national median income to save 20% down plus closing costs for a median-priced single-family home, according to a report released by USMI in 2021. This delay hurts families by leaving them on the sidelines in building equity and wealth while still paying monthly rent.

For the lender, mortgage insurance provides the credit enhancement needed to expand homeownership opportunities to a broader range of borrowers. This helps keep interest rates lower and expands the available market for lenders. In turn, this benefits potential buyers who otherwise might not be able to get a mortgage.

Historically, homeownership has been one of the best ways to build long-term wealth. Lawmakers recognized this and passed tax incentives for people to invest in a home. Interest paid on a mortgage is deductible (up to the first \$750,000 of indebtedness), which for most people is the largest deduction they can claim each year.

Following the Great Recession, Congress also passed temporary tax relief to make the premiums paid on mortgage insurance deductible. The rationale was that mortgage insurance premiums are equivalent to mortgage interest. In other words, premiums paid for mortgage insurance should be included in the cost of borrowing money and should get the same treatment as mortgage interest.

The tax deduction for mortgage insurance has been extended several times and is a major benefit to low- and moderate-income homeowners. This tax provision has a proven track record of helping middle-class families. Now is the time to make mortgage insurance permanently deductible.

GENUINE NEED

Congress often enacts temporary tax provisions, almost all of which are tax cuts. Some are made temporary to force a review when they're scheduled to expire or "sunset." Others are temporary because Congress intended them to address temporary needs, such as a recession, mortgage market collapse or regional weather disasters. There are roughly 30 tax extenders currently on the list to be renewed, and mortgage insurance is one of the few that impacts individuals instead of corporations.

In an effort to reform and reduce the number of tax extenders, tax writers have begun to analyze the list to

determine which extenders should be made permanent, which should be phased out and which should be eliminated. Mortgage insurance premium deductibility has extensive benefits to homebuyers and consequently should be made permanent.

There has been support for making mortgage insurance payments deductible for nearly two decades. Congress originally introduced a bill in 2003 that had more than 220 co-sponsors. The bill that was ultimately passed and signed into law as a temporary tax provision in 2006 had more than 175 co-sponsors, demonstrating that this provision has always had bipartisan support. The deduction was first allowed in 2007.

At the time, the justification for the deduction of mortgage insurance premiums was to promote homeownership and assist in the recovery of the housing market following the Great Recession. Through the bill, mortgage insurance premiums paid on private loans, as well as government-insured loans through the Federal Housing Administration (FHA), U.S. Department of Veterans Affairs (VA) and U.S. Department of Agriculture, are deductible.

Currently, of any of the individual extenders, the mortgage insurance deduction has one of the best distributional profiles as a substantial number of homeowners with annual incomes of less than \$75,000 receive the break, according to USMI. The benefits these borrowers see include lower downpayments and tax write-offs that can help offset rising interest rates.

This is good for the average American and there is a genuine need for this deduction to become permanent. With housing prices at an all-time high, incentives for purchasing a home without 20% down keeps the market more accessible for first-time buyers and those

Continued on Page 76 ▶



MADISYN RHONE is the manager of government and industry relations at Enact, where she represents the company on Capitol Hill and aids in the development of legislative and regulatory strategies. Rhone joined Enact as an accelerated talent-development analyst and spent two years in a rotational program, gaining experience in risk, pricing and operations. The statements in this article are solely the opinions of Rhone and do not necessarily reflect the views of Enact or its management. Reach Rhone at madisyn.rhone@enactmi.com.




Growth is in our DNA

What about YOURS?

APM is **actively seeking** branches and recruiting loan officers **across the U.S.**



Visit **JoinAPM.com**
or contact **DUSTIN BLOCK**
at 303.378.3166.

 ©2021 American Pacific Mortgage Corporation | NMLS #1850. All information contained herein is intended for mortgage professionals only and not for public distribution.



 **SCAN ME**

in lower tax brackets. The impact of this tax relief over the past 14 years has been significant. Last year, USMI reported that nearly \$1.4 trillion in outstanding mortgage debt had private mortgage insurance coverage.

Permanent benefit

Although the tax deduction for mortgage insurance technically expired last year, legislators are working to make it a permanent benefit due to its popularity and its proven ability to help millions of Americans. This past December, Ron Kind, D-Wis., and Vern Buchanan, R-Fla., introduced the Middle Class Mortgage Insurance Premium Act.

Earlier this year, Sens. Margaret Hassan, D-N.H., and Roy Blunt, R-Mo., introduced the same legislation in their chamber. If passed, this bill would make the deduction permanent and raise the income cap to make it accessible to more homebuyers. This and the other tax extenders are expected to be taken up at the end of the year after the midterm elections.

The purpose of raising the income cap is to recognize the impact of inflation in the 15 years since the tax deduction went into effect. Since 2007, the deduction has been limited to taxpayers below certain income levels and begins to phase out at adjusted gross income of \$100,000 for joint filers. These levels have never been adjusted despite the cumulative impact of inflation over time. The proposed legislation would adjust the income limits to \$200,000 (or \$100,000 for individuals and married couples who file separately).

According to the IRS, approximately 1.4 million households claimed the mortgage insurance deduction in 2019, equating to an average tax deduction of nearly \$2,100. That year, the impact was strongest on middle-class households, with nearly 60% of taxpayers who claimed the deduction reporting an income of less than \$75,000.

Mortgage insurance is more frequently used by younger, first-time and minority homebuyers who often lack the resources for large downpayments, according to USMI. A reported 80% of

first-time buyers in recent years purchased their home using low-downpayment loans. Finally, USMI noted that borrowers using government mortgage programs, who generally have lower incomes, have similar reliance on mortgage insurance. Eighty-five percent of FHA borrowers and 50% of VA borrowers who utilize mortgage insurance are first-time homebuyers.

• • •

Mortgage insurance is a significant driver of affordability when it comes to homebuying, and this tax-deduction benefit makes homeownership even more attainable. There is a true need for Congress to make it a permanent fixture. The next step is to continue working with government officials to further the push for a permanent deduction, which will assist millions of Americans in securing affordable homeownership options. •



2022 FAMP ANNUAL CONVENTION

August 17-20, 2022
Caribe Royale Resort - Orlando, FL

KEYNOTE SPEAKERS

sponsored by



CHAMPIONS
FUNDING



Lawrence B. Jones
Lawrence Jones Cross Country



Richard Fowler
The Richard Fowler Show



REGISTER NOW!

Scan here to register

INDUSTRY KEYNOTE SPEAKERS



Rob Chrisman



Barry Habib

Scan here to view all Amazing Speakers



THANK YOU to our High Roller Sponsors



Angel Oak
MORTGAGE SOLUTIONS



AmeriSave
Wholesale Mortgage Solutions



UWM
UNITED WHOLESALE MORTGAGE

For More Information Contact: **Dawn Bennes**, Convention Chair - dawnvbennes@gmail.com
admin@ourfamp.org | (850) 942-6411

RCN
CAPITAL

**NEW CONSTRUCTION
FINANCING**

ELEVATE YOUR PLANS WITH RCN CAPITAL



Financing Your Projects from the Ground Up

SCOTSMAN
GUIDE



PROVEN
DIRECT LENDER

**With Our Trusted Team Ready To Guide You,
Set Off On Your Next Real Estate Investing Venture**

RCNCapital.com Info@RCNCapital.com 860.432.5858

RCN Capital, LLC is licensed as a California Finance Lender under Department of Business Oversight license number 60DBO-46258.
Arizona Mortgage Banker License BK-0932325. Oregon Mortgage Lending License: ML-5571. NMLS Company ID: 1045656.

When Partnering With a Lender, Consider Their Tech

Proprietary and off-the-shelf platforms offer advantages and disadvantages

By Max Slyusarchuk

The mortgage industry is undergoing a technological revolution with new innovations seemingly happening every day. All parts of the industry are evolving quickly as new tools change how people buy and finance homes. The mortgage process itself is at the center of this.

For instance, home appraisals are often being done remotely. Originators are meeting with referral partners over Zoom rather than over food and drinks (although sometimes food is part of the Zoom call). How originators market and connect with potential clients is part of this ongoing technological transformation.

Digital tools allow originators and lenders to better manage their time and, consequently, increase their revenue opportunities. And originators will want to carefully consider the types of digital tools their lender partners are using. These tools can make a big impact on the originator's business.

Difficult decision

Being willing and able to adapt in any business today, especially within the mortgage industry, means embracing the full-on development of digital tools and platforms. Otherwise, you're putting your livelihood and very existence at risk.

Once companies accept the need to make a major investment in technology, leaders are faced with a tough decision. Should they develop proprietary applications that exactly suit their needs or adapt their existing practices to use "off-the-shelf" technology and hope they get close enough?

Off-the-shelf technology certainly has its uses. These tools can be faster and cheaper to incorporate for a company. In the long run, however, this route may not be the best choice. Off-the-shelf software may not meet your company's needs. Worse, if all of your competitors have the same technology, with the same look and feel, then how can you set yourself apart?

Usually, building custom platforms and applications costs more. There's more effort, energy and time required to get these systems up and running. The advantage is that this technology will distinguish your company from your competitors. The platforms could be built to address specific needs for your company.

Competitive advantage

Proprietary technology is any combination of digital processes, tools or systems that have been developed in-house and as such, belongs solely to the business. These proprietary systems provide a competitive advantage to the technology's owners and serve as a valuable asset to the company.

In the past, custom tech was utilized mainly by software-as-a-service companies or businesses with technology at the core of their operations. But today, the technology and expertise to develop proprietary applications are more accessible to various industries, allowing for easier and faster digitization of core operations.

In the mortgage industry, proprietary tools and platforms exist to serve borrowers and originators more efficiently. In addition, internal technology systems are designed to improve operations, facilitate communications, and capture and analyze relevant consumer data. Although developing proprietary technology can require a substantial upfront investment, it can improve profitability over the long run by saving time and money.

“For millennials, technology and service are inseparable. The method for delivering service — the app, the website, the portal, the platform — is essential in determining what will drive their loyalty.”

Millennial factor

There are some 72 million millennials — loosely defined as people born in the 1980s and '90s — in the U.S., according to the Pew Research Center. Not only are they the country's largest generation by population, but they're buying the most homes, accounting for 43% of the U.S. home-purchase market last year, according to the National Association of Realtors.

Millennials tend to prefer to conduct their business online. Having come of age with the modern smartphone, they are the most accustomed to having a very powerful and always-connected personal computer in their pocket.

For millennials, technology and service are inseparable. The method for delivering service — the app, the website, the portal, the platform — is essential in determining what will drive their loyalty, engagement and revenue. Consequently, having a comprehensive digital infrastructure in place will be pivotal in gaining a piece of the millennial market.

Careful consideration

When originators choose who they do business with, they need to carefully look at the technological offerings of their lending partners. Proprietary technology can distinguish your business from your competitors.

Consider the platforms that your lending partners use for marketing, scheduling and booking appraisals, as well as pricing and decisionmaking. How will each affect how you do your job and how your clients apply for a loan? Understand how your partners have upgraded and refined their systems in the past and what they plan to do in the future.

Because your brokerage is a dynamic, evolving organization, your lender's technology also has to adapt and grow in order to remain competitive. Ultimately, a decision has to be made to work with lenders that use off-the-shelf solutions or those that choose to lead the way with proprietary technologies. ●



Max Slyusarchuk is CEO of A&D Mortgage, a full-service lender offering a wide spectrum of conventional and non-QM loan products. Slyusarchuk has more than 20 years of experience in the mortgage and banking industries, and he is responsible for business development and maintaining relationships with key partners. Slyusarchuk has raised capital and launched multiple projects across a wide spectrum of industries. He has experience in both private equity investments and portfolio management for institutional and private-sector clients in the U.S. and Europe. Reach Slyusarchuk at (855) 235-6267.

Prime Niches

Connect with prime mortgage lenders at: scotsmanguide.com/prime

These wholesale lenders broadly describe the residential mortgages they will fund for prime creditworthy borrowers, with an emphasis on the niche scenarios they will fund.

- LOAN LIMITS**

 - 1. Loan Amount Min (\$K)
 - 2. Loan Amount Max (\$K)
 - 3. Purchase Max LTV%
 - 4. Rate & Term Refi Max LTV%
 - 5. Cash-Out Max LTV%
 - 6. Cash-Out Max \$
 - 7. Acreage Max (U=Unlimited)
 - 8. Interest Only Max Years
 - 9. Max #of Financed Properties (U=Unlimited)
- LOAN TYPES**

 - 10. MI LTV% Threshold
 - 11. Min Mos. Seasoning to Refi
 - 12. 2nd Lender Combo OK
 - 13. ARMs
 - 14. Combo Purchases
 - 15. Hybrid ARMs
 - 16. Non-QM Conforming Amounts
 - 17. Non-QM Jumbo Loans
- BORROWERS**

 - 18. Portfolio Lender
 - 19. Reverse
 - 20. Foreign National - O/O
 - 21. Foreign National - N/O/O
 - 22. Legal Entities
 - 23. Non-Occupant Co-Borrower
- CREDIT**

 - 24. Manual Underwriting
 - 25. Non-Borrower Household Income
- PROPERTY TYPES**

 - 26. Short-Term Rentals
 - 27. Few Comparables (log, earth, off-grid)
 - 28. Land/Lot
 - 29. Manufactured Homes
 - 30. Mixed-Use
 - 31. Non-Warrantable Condo

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
A & D Mortgage www.admortgage.com Xenia Voloch (855) 710-7100 1234@admortgage.com	50K	2M	97	97	80	500K	40	10	4	80	0	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		Y	Y	Y
Full spectrum of Conventional, Government and Non-QM products. Prime Jumbo - AUS only, DTI up to 55% and cash out up to 89.99% LTV. Lending Territory: NATIONWIDE Except: AK HI MN ND NV SD VT																															
Amplify Credit Union goamplify.com Bob Almand (512) 848-5107 balmand@goamplify.com	100K	50M	90	90	90	500K	null		null			Y	Y	Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	Y		Y	Y
With a mortgage product for every client, Amplify Credit Union is the wholesale lender you need to navigate the Texas real estate market. Lending Territory: TX																															
Flagstar Bank www.flagstar.com/why Jim Restaneo (248) 312-0592 tpoleads@flagstar.com	10K	970.8K	95	95	0		null		4				Y	Y	Y			Y					Y	Y					Y		
We also have a Doctor Loan, Renovation. Home Equity Line of Credit (HELOC) not available in TX. Lending Territory: NATIONWIDE																															
FLCBank Florida Capital Bank N.A. www.flcbmtg.com Andrea Lefebvre (617) 899-1428 alefebvre@flcb.com	150K	3M	80	80	75	500K	15	7	5		6		Y											Y							
Check out our preferred jumbo pricing. Borrower can own 3 to 5 financed properties. Texas (A)(6) mortgages are eligible for refinances. Lending Territory: NATIONWIDE Except: AK HI																															
FundLoans fundloans.com David Hidy (760) 388-5888 dhidy@fundloans.com	510.4K	3M	90	90	80	500K	10	0	U	0	6					Y							Y	Y						Y	Y
FundLoans offers competitive interest rates, Jumbo QM and Non-QM "make-sense" program options with broad exception capabilities. Lending Territory: AZ CA CO FL GA HI ID IL MT OR SC TN TX UT WA WY																															
JMAC Lending www.jmaclending.com (844) 888-5622 info@jmaclending.com	548.3K	3M	90	90	70	2.5M	10	30	10		0		Y			Y	Y					Y	Y	Y		Y					
5 Jumbo products up to 90% follows AUS. DSCR, Bank statements, P&L, 1099, WVOE, Asset Depletion Qual. Lending Territory: AL AZ CA CO FL GA ID KY MD MI MN NC NJ NM NV OH OR PA SC TN TX UT VA WA																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
LoanStream www.loanstreamwholesale.com (800) 760-1833 wholesalemarketing@lsmortgage.com	150K	5M	95	90	85	5M	25	10	900	0	6		Y		Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y					Y
LoanStream is the ONE lender with Conventional, Government and Non-QM Loans that make you the ONE call from your partners and customers. Lending Territory: NATIONWIDE Except: AK AL AR GA ID MO MS ND NE NH NY SD VT WV																															
PeerStreet www.peerstreet.com (844) 733-7787 info@peerstreet.com	55K	2M	85	85	85	20K	null	30	null									Y			Y		Y	Y	Y						
Offering fix/flip and bridge financing for single family 1-4, multifamily and portfolio. 30 year fixed DSCR loans with no DTI, no VOE. Lending Territory: NATIONWIDE Except: AK AZ HI ID MN ND NE NV OR SD UT VT																															
Plaza Home Mortgage Inc. www.plazahomemortgage.com (858) 346-1208 scotsman.guide@plazahomemortgage.com	1K	3M				1M	40		U		0	Y	Y	Y		Y	Y		Y					Y					Y		Y
With our wide range of conventional programs, we have the products and customer service today's mortgage professionals require. Lending Territory: NATIONWIDE																															
PRMG - Paramount Residential Mortgage Group www.prmg.net (866) 776-4937 you@prmg.net	30K	3M	97	95	80	1.6M	40	10	15		0	Y	Y	Y	Y	Y	Y					Y	Y	Y		Y			Y	Y	Y
Lending Territory: NATIONWIDE Except: NY																															

Fund your prime mortgage deal fast

Join 150,000+ originators that use Lender Search to connect with verified lenders and close more loans.

Fund your deal fast at scotsmanguide.com/prime





In 2022, opportunity runs deep.

Everything is changing. Shouldn't your loan options?

The number of homebuyers unable to qualify for a traditional mortgage is expected to hit an all-time high in 2022. Entrepreneurs, the self-employed, business owners, property investors — millions of creditworthy homebuyers will need a Non-Agency/Non-QM loan. Deephaven is there for them with a full suite of programs and products, each with its own set of flexible features and terms. By joining our network of independent mortgage bankers and brokers, you can be there for them too.



deephavenmortgage.com



Deephaven Mortgage® LLC. All rights reserved. This material is intended solely for the use of licensed mortgage professionals. Distribution to consumers is strictly prohibited. Program and rates are subject to change without notice. Not available in all states. Terms subject to qualification. Nmlsconsumeraccess.org NMLS #958425 Deephavenmortgage.com

Prime Mortgages

Connect with prime mortgage lenders at: scotsmanguide.com/primemortgages

These wholesale lenders describe the residential mortgages they will fund for prime creditworthy borrowers. FICO, LTV and loan amount restrictions are listed, as are credit-event seasoning and loan product terms.

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; U=Unlimited; I/O=Interest Only; F=Fixed Interest Rate; A=Adjustable Rate Mortgage (ARM)

				LTV/LOAN AMOUNT COMBINATIONS												
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	Docs	DTI Ratio %	I/O Period in Years	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments
<div>A & D Mortgage</div> <div>Lending Territory: NATIONWIDE Except: AK HI MN ND NV SD VT</div> <div>(855) 710-7100 www.admortgage.com 1234@admortgage.com</div>																
Jumbo AUS	OVN	PRC	1-4	740	80/3M	89.99/2M	740	80/3M	89.99	Full	45	10	0 X 12	F		Best Jumbo Eligibility
High Balance	OVN	PRC	1-4	620	97/970.8K	97/970.8K	620	97/970.8K	97	Full		5	0 X 12	F/A/H	5/1, 7/1, 10/1, 5/6, 7/6, 10/6	FNMA Guidelines - No Overlays
FHA	0	PRC	1-4	620	96.5/970.8K	96.5/970.8K	620	96.5/970.8K	96.5	Full	55		0 X 12	F/A/H		AUS Approved
Home Ready	0	PR	1-4	620	97/970.8K	97/970.8K	620	97/970.8K	97	Full			0 X 12	F/A/H	5/1, 7/1, 10/1	Refi Now and Refi Possible
Home Possible	0	PR	1-4	620	97/970.8K	97/970.8K	620	97/970.8K	97	Full			0 X 12	F/A/H	5/1, 7/1, 10/1	FHLMC Guidelines - No Overlays
Conforming	OVN	PRC	1-4	620	97/647.2K	97/647.2K	620	97/647.2K	97	Full		5	0 X 12	F/A/H	5/1, 7/1, 10/1, 5/6, 7/6, 10/6	Highly Competitive Rates
Full spectrum of Conventional, Government and Non-QM products. Prime Jumbo - AUS only, DTI up to 55%. Highly Competitive Rates.																
<div>Amplify Credit Union</div> <div>Lending Territory: TX</div> <div>(512) 848-5107 goamplify.com balmand@goamplify.com</div>																
Amplify 1st Jumbo 89.99%	OVN	PR	1-4	720	/	/		/	89.99	Full	40		0 X			
Amplify 1st Super Jumbo				740	80/	/		/			40		0 X			
With a mortgage product for every client, Amplify Credit Union is the wholesale lender you need to navigate the Texas real estate market.																
<div>Flagstar Bank</div> <div>Lending Territory: NATIONWIDE</div> <div>(248) 312-5292 www.flagstar.com/why tpoleads@flagstar.com</div>																
Conforming Fixed	OVN	PRC	1-4	620	97/647.2K	85/828.7K	620	75/1.2M	97	Full			X	F		AUS approve/accept
Conforming ARM	OVN	PRC	1-4	620	95/647.2K	85/828.7K	620	75/1.2M	95	Full			X	A	5/1, 7/1, 10/1	AUS approve/accept; SOFR index
Conforming High Bal	OVN	PRC	1-4	620	95/970.8K	85/1.2M	620	75/1.9M	95	Full			X	F/A	5/1, 7/1	AUS approve/accept; SOFR Index
HomeReady	0	PR	1-4	620	97/970.8K	85/1.2M	620	75/1.9M	97	Full			X	F		DU approve eligible
Jumbo ARM	OV	PRC	1-2	700	89.99/800K	80/1.5M	720	70/2.5M	80	Full	45		0 X 12	A	5/1, 7/1, 10/1	Max CO \$750k; SOFR Index
Jumbo Express	OV	PRC	1-2	760	85/1M	/	740	70/3M	90	Full	45		0 X 12	F		CO max \$750k
Flagstar has been an industry-leading mortgage lender in correspondent, wholesale, warehouse and subservicing arena.																
<div>FLCBank Florida Capital Bank N.A.</div> <div>Lending Territory: NATIONWIDE Except: AK HI</div> <div>(617) 899-1428 www.flcbmtg.com alefebvre@flcb.com</div>																
Conforming Fixed Rate	OVN	PRC	1-4	620	97/484.4K	/		/	97	Full			X	F/A	5/1, 7/1, 10/1	DTI per AUS
Preferred Jumbo	OV	PRC	1	700	80/1M	/	740	60/3M		Full	38	7	X	A	5/1, 7/1, 10/1	60% LTV up to \$3M
Closed End Second	OV	PRC	1-4	680	/250K	/		/	95		41	10	X	F		DTI 43% for HCLTV up to 89.99%
HELOC	OV	PRC	1	680	/250K	/		/	95		41	10	X	A		DTI 43% for CLTV up to 90%
Check out our new products and pricing. Now offering a 15-year fixed 2nd mortgage product with a CLTV to 95%.																
<div>FundLoans</div> <div>Lending Territory: AZ CA CO FL GA HI ID IL MT OR SC TN TX UT WA WY</div> <div>(760) 388-5888 www.fundloans.com dhidy@fundloans.com</div>																
Insignia	OVN	PRC	1-4	700	80/3M	80/3M	700	80/3M	80	Full	43		0 X 24	F		QM Jumbo Prime
Reserve	OVN	PRC	1-4	740	90/3M	90/3M	700	80/3M	90	Full	43	0	0 X 24	F		QM Jumbo Prime
FundLoans offers competitive interest rates, Jumbo QM and Non-QM "make-sense" program options with broad exception capabilities.																
<div>JMAC Lending</div> <div>Lending Territory: AL AZ CA CO FL GA ID KY MD MI MN NC NJ NM NV OH OR PA SC TN TX UT VA WA</div> <div>(844) 888-5622 www.jmaclending.com info@jmaclending.com</div>																
Manhattan Jumbo	OV	PRC	1-2	700	80/1.5M	70/2.5M	680	65/1.5M	80	Full	43		0 X 12	F		Living rent free allowed
Home Ready	0	PR	1	620	97/822.4K	/		/	105	Full			0 X 12	F		Subject to DU approval & MI
Home Possible	0	PR	1	620	95/822.4K	/		/	95	Full			0 X 12	F		Approval subject to LPA & MI
HBLP-Conf	0	PRC	1	620	97/726K	/		/	90	Full	50		0 X 12	F		2 units at 70% max
Home One	0	PR	1	620	97/822.4K	/		/		Full	50		0 X 12	F		Subject to LPA AUS
JumboPlus	OVN	PRC	1-4	680	80/1.5M	90/1.5M	740	75/3M	90	Full	45		0 X 12	F		Unlimited cash-out up to \$2.5M
Malibu Plus	OVN	PRC	1-4	700	80/2.5M	89.99/2M	740	80/3M	89.99	Full	45		0 X 12	F/A	5/1, 7/1, 10/1	SOFR ARMs
Zuma Non-QM	OVN	PRC	1-4	660	90/1.5M	80/2M	640	80/1M	90	Full	50	40	0 X 12	F/A	5/1, 7/1, 10/1	Offers 40 year IO
JMAC Lending has been in business for over 22 years. We specialize in Jumbo. Direct Seller FNMA and FHLMC; FHA, VA.																

A woman with short brown hair, wearing a dark blue high-necked dress, stands by a window. She is holding a light blue cup to her lips with her right hand and a smartphone in her left hand. The background is a dark brick wall.

The **ORIGINATOR**

Daily News, Market Trends and Lender Connections

**Content and connections
for what's critical**

Sign up for the daily newsletter
that delivers the information you
need to immediately proceed.

 **Scotsman Guide**

scotsmanguide.com/newsletter-signup



Prime Mortgages

Connect with prime mortgage lenders at: scotsmanguide.com/primemortgages

These wholesale lenders describe the residential mortgages they will fund for prime creditworthy borrowers. FICO, LTV and loan amount restrictions are listed, as are credit-event seasoning and loan product terms.

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; U=Unlimited; I/O=Interest Only; F=Fixed Interest Rate; A=Adjustable Rate Mortgage (ARM)

				LTV/LOAN AMOUNT COMBINATIONS												
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	Docs	DTI Ratio %	I/O Period in Years	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments
<div>LoanStream</div> <div>Lending Territory: NATIONWIDE Except: AK AL AR GA ID MO MS ND NE NH NY SD VT WV</div> <div>(800) 760-1833 www.loanstreamwholesale.com wholesalemarketing@lsmortgage.com</div>																
Agency Conforming	OVN	PRC	1	620	97/510.4K	95/765.6K		/	97	Full	50		0 X 12	F/A	5/1, 7/1, 10/1	Quick turn times
Home Possible	O	PR	1-4	620	97/510.4K	95/765.6K		/	97	Full	50		X	F/A	5/1, 7/1, 10/1	Great Rates
Agency High Balance	OVN	PRC	1-4	620	95/765.6K	/		/	95	Full	50		X	F/A	7/1, 10/1	County Limits Apply
LoanStream is the ONE lender with Conventional, Government and Non-QM Loans that make you the ONE call from your partners and customers.																
<div>PeerStreet</div> <div>Lending Territory: NATIONWIDE Except: AK AZ HI ID MN ND NE NV OR SD UT VT</div> <div>(844) 733-7787 www.peerstreet.com info@peerstreet.com</div>																
Res For Rent - DSCR	V	PRC	1-4	650	75/55K	80/2M	700	80/2M		No Ratio			0 X 12	F		DSCR rental product
We're taking on one of the world's biggest industries with an even bigger idea: to make real estate financing work better for everyone.																
<div>Plaza Home Mortgage Inc.</div> <div>Lending Territory: NATIONWIDE</div> <div>(858) 346-1208 www.plazahomemortgage.com scotsman.guide@plazahomemortgage.com</div>																
Agency Conforming	OVN	PRC	1-4	620	97/647.2K	/		/	97	Full	50		X	F/A		Min FICO per DU/LPA
Agency High Balance	OVN	PRC	1-4	620	95/970.8K	/		/	95	Full	50		X	F/A		
Freddie Mac Refi Possible	O	R	1	620	97/647.2K	/		/	97	Full	65		X	F		FICO and DTI per LPA
Fannie Mae RefiNow	O	R	1	620	97/647.2K	/		/	97	Full	65		X	F		FICO and DTI per DU
Fannie Mae HomeStyle	OVN	PR	1-4	620	97/647.2K	95/970.8K		/	97	Full	50		X	F		
Freddie CHOICERenovation	OVN	PR	1-4	620	97/647.2K	95/970.8K		/	97	Full	50		X	F		
Jumbo AUS 1	OVN	PRC	1-4	680	80/1.5M	89.9/1.5M	740	75/3M	89.9	Full	45		0 X 24	F		
Jumbo AUS 2	OVN	PRC	1-4	680	60/1.5M	89.9/1.5M	720	70/2.5M	89.9	Full	45		0 X 24	F		
Plaza Home Mortgage offers a wide variety of conventional and government loan programs.																
<div>PRMG - Paramount Residential Mortgage Group</div> <div>Lending Territory: NATIONWIDE</div> <div>(951) 278-0000 www.prmg.net</div>																
HomeReady/Home Possible	O	PR	1-4	300	97/647.2K	/		/	97	Full	50		X	F/A		DU or LPA A/E required
FNMA/FHLMC High Balance	OVN	PRC	1-4	300	95/1.9M	/		/	95	Full	50		X	F/A/H	5/1, 7/1, 10/1	DU or LPA A/E required
FNMA/FHLMC Standard Bal	OVN	PRC	1	300	97/647.2K	/		/	97	Full	50		X	F/A/H	5/1, 7/1, 10/1	DU A/E or LPA A/E required
Texas Home Equity	O	RC	1	300	80/647.2K	/		/	80	Full			X	F/A		DU or LPA A/E rqd. Sec 50 a6
Ruby Jumbo	OVN	PRC	1-4	680	89.99/2M	/	740	80/3M	89.99	Full	43	0	0 X 24	F		
RefiNow/Refi Possible	O	R	1	620	97/647.2K	/		/	105	Full	65		0 X 6	F		Restrictions apply
Diamond (DU) Jumbo	OVN	PRC	1-4	740	85/1M	/	700	75/2M		Full	45	10	X	F		Int. Only. restrictions apply



See More Scotsman Guide Top Originators Rankings Online

Current and past rankings since 2010 are available online, including expanded and specialty rankings lists.

scotsmanguide.com/rankings/top-originators

 **Scotsman Guide**

Artwork by Paula Douglass



By Jim Paolino

CEO and co-founder
LodeStar Software Solutions

The End of WORKAROUNDS

Costly delays and errors can occur when technology doesn't mesh

At any given moment, it wasn't uncommon (and still isn't) to see a mortgage originator or loan officer assistant working from two monitors with five or six windows open while staring at an unauthorized third-party smartphone app, all simply to push the file along. These endless workarounds emerged as new technologies and regulations were added over the past decade.

Too often, mortgage professionals are struggling with these "technology silos," or apps and software that don't communicate with each other. This may finally be changing. ----->



◀ **Workarounds** continued from Page 85

For years, new mortgage technologies have been developed with the assumption that they would be the user's primary technology, with which supporting technologies needed to be integrated in order to coexist. The result, which was especially noticeable after the implementation of federal mortgage disclosure rules in 2015 and 2016, were these silos — lots of them.

As a result, technology users were often forced to find workarounds or manually transfer data from one technology to another. Needless to say, this tended to diminish or nullify the potential production gains for which new technology was implemented in the first place.

Siloed technology is a very real problem. This is especially true at a time when profit margins will be severely challenged and competition for declining origination volume will be fierce. Technology silos lead to unnecessary rekeying, manual data entry and transfer, and more time in transition from task to task, all of which leads to delays, errors and excessive costs.

Tech silos, in many ways, mirror the age-old inefficiencies that have occurred in the homebuying transaction. For some reason, the mortgage industry simply seems to expect delays from Realtor to originator or originator to title company, even on matters that should be relatively quick and painless such as verifying data or confirming a closing date.

The borrower is told repeatedly that the loan officer or independent mortgage broker is "waiting for a callback" or has "sent an email." The good news is that the status quo seems to be changing, albeit slowly.

Specific solutions

Take a stroll around the exhibit hall at any mortgage conference. Once, the only option for originators and lenders was a global system designed to do anything and everything. Now, tech stacks are the norm. These are technologies that focus on a few tasks, such as populating closing fees or basic document preparation. They are designed to either coexist with most other technologies available or even integrate with the user's loan origination or point-of-sale software.

Similarly, customization is not the pricey add-on it once was either. In fact, it's all but expected by lenders once reluctant to make any investment beyond the bare essentials of technology. Too many originators have told too many horror stories over the years about expensive, shiny new technologies that ended up delivering massive disruptions to the loan processing workflow.

These technologies earned minimal buy-in from frontline mortgage professionals and, in the end, became sunken costs when they didn't perform as advertised. As a result, today's mortgage technology buyer demands integrations and

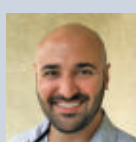
customization that all but guarantee the additional cost will deliver a true return on investment.

Another major change in the world of mortgage technology is a decrease in demand for global systems designed to manage seemingly any function in the transaction. In 2022, odds are that a lender looking at new technology is not replacing its capable point-of-sale or loan origination systems, which tend to be investments expected to last a minimum of five years or more.

Instead, lenders and originators shopping on the tech market are seeking very specific solutions for very specific pain points that existing technology does not solve.

As such, there has been a significant increase in the number of tech providers that deliver selective solutions such as electronic disbursement. Unused and overlapping technology functions are simply another place where inefficiencies and unnecessary costs reside, so lenders have learned to focus on purchasing what they need rather than what looks new and exciting at the moment.

Continued on Page 88 ▶



Jim Paolino is CEO of LodeStar Software Solutions, which develops loan estimator, sales-management and closing-portal technologies.

In this role, Paolino manages the company's day-to-day operations and oversees business development and long-term strategic direction. He has a decade of experience in developing software solutions specifically for the mortgage and title-insurance spaces. Paolino speaks frequently about technology trends as they relate to compliance, operational efficiency and sales growth. Reach Paolino at jpaolino@lssoftwaresolutions.com.



Unlock Your Non-QM Network

Access more Non-QM offerings in one place when you choose the Silver Hill Wholesale Network.

Our programs are designed to help you diversify your business and your borrowers close with confidence.


Have a client with tax return issues? Try our DSCR or Bank Statement solutions!

Connect with our network today:



Silver Hill
Wholesale Network



Copyright 2021 Silver Hill Wholesale Network. All Agency products are offered through Lakeview Loan Servicing, LLC. NMLS #391521, 4425 Ponce de Leon Blvd, MS 5-251, Coral Gables, FL 33146. All Non-Agency/Jumbo products are offered through Community Loan Servicing, LLC. NMLS #2469, 507 Prudential Road, Horsham, PA 19044. All Commercial products are offered through Silver Hill Funding, LLC. NMLS #1564077, 4425 Ponce de Leon Blvd, Coral Gables, FL 33146. Arizona-Commercial Mortgage Broker License #0944445. All are Equal Housing Lenders. 

All programs referenced herein are offered to qualified lending institutions only and are not applicable to the general public and/or individual consumers. www.nmlsconsumeraccess.org. Programs may be cancelled or modified at any time without prior notice. Programs may not be available in all jurisdictions.

Borrower expectations

The mortgage industry, however, still has a way to go when it comes to eliminating silos and building an efficient transactional process. A McKinsey & Co. study from December 2021 observed that “many mortgage originators still engage in labor-intensive and repetitive fulfillment and servicing, even though there is potential to automate more than half of the tasks across front-to-back processes.” Failure to update legacy processes, the report noted, can increase costs and delays.

In spite of the leaps taken, it still takes about 50 days to get from sales contract to closing. Much of the explanation for this comes from the silos that remain, both in a tech sense and an interparty sense. Mortgage companies have only begun to cross the adoption threshold for selective technologies that improve communication between Realtor and originator, or those that verify a borrower’s information without requiring two voicemails and a text, followed by a bored loan officer assistant dutifully typing the information into a field.

Much of the improvement will come with a continuation of the adoption trend. With the murky six-month and one-year outlooks for the market, this will be a true test for lenders and originators alike, each of whom tend to lock down expenses and investments in down markets. Improved efficiency is a great competitive advantage in these market conditions. Thoughtful lenders and originators will thus continue to selectively improve

“With the murky six-month and one-year outlooks for the market, this will be a true test for lenders and originators alike, each of whom tend to lock down expenses and investments in down markets.”

their tech stacks, demanding customization for their unique needs, product mixes and markets.

The McKinsey & Co. report, which predicted the continued improvement of tech stacks, noted that “some leading players are combining multiple third-party technology components rather than relying solely on a core loan platform.” With that, however, will come the need for technologies that collaborate and coexist.

Larger entities, such as wholesale lenders, also will invest in efficient technology solutions for their partners, such as independent originators. In so doing, one would expect an element of integration as well as customization.

There also needs to be an uptick in technologies that focus on breaking the party-to-party silos (Realtor to closer, appraiser to originator, wholesaler to broker, etc.) as well as making the consumer experience more efficient. Market forces are already beginning to drive lender sentiment in this direction.

Borrower expectations for digital engagement have risen dramatically over the past 18 months,

according to the McKinsey study. The company’s research indicates that about 60% of both purchase and refinance borrowers would be open to completing their entire mortgage application online, without phone or in-person support. And borrower satisfaction drops by 15 percentage points if the lender takes more than 10 days to provide a decision on an application.

• • •

Mortgage borrowers are frequently asking why they can complete a student loan or auto loan application from an iPhone in 15 minutes. When it comes to getting a home loan, they’re being forced to sit through a 30-minute phone call devoted to upselling in order to get a mortgage approved.

The mortgage business still has plenty of room for improvement. For an industry that still insists on using email inboxes as project management tools and considers a voicemail an act of productivity, the key to progress will come with the continued reduction and eventual elimination of silos. •

At Unite Mortgage, We Solve Unique Needs.

The last two years have brought a variety of small business opportunities for many. Our programs help brokers benefit these clients in unique financial situations with:


- > ITIN Options
- > DSCR Options
- > Bank Statement Options
- > Tax Return | W2 | 1099 Options

And our Non-QM Loans Close Fast, 3 Weeks or Less!

“Let’s Unite!”

Come Grow with **Unite Mortgage!** Committed to Making Wholesale Lending Simple.

800.777.1207 | info@unitemortgage.com | unitemortgage.com

 ©2021 Unite Mortgage is a DBA of Home Mortgage Alliance Corporation (HMAC)
4 Hutton Centre Drive | Suite 500 | Santa Ana, CA 92707 | 800.900.7040. HMAC is an
Equal Housing Lender. NMLS License # 1165808. www.nmlsconsumeraccess.org. 07.2022

 unite mortgage

FHA/VA/USDA

Connect with FHA, VA and USDA lenders at: scotsmanguide.com/fha

These wholesale lenders offer mortgages with the terms set by one or more government agencies, in exchange for the lender being guaranteed against loss if the loan defaults. FHA loans feature low downpayments and streamlined refinances. VA loans offers 100% financing to U.S. service members. USDA loans target rural residential borrowers.

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; F=Fixed Interest Rate; U=Unlimited; A=Adjustable Rate Mortgage (ARM); H=Hybrid; BK=Bankruptcy; FC=Foreclosure; SS=Short Sale

				LTV/LOAN AMOUNT COMBINATIONS					# MOS. SEASONING													
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	Docs	DTI Ratio %	MI LTV% Threshold	Upfront MI Max %	BK Ch 7	BK Ch 13	SS	FC	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments		
Flagstar Bank Lending Territory: NATIONWIDE																					(248) 312-0592 tpoleads@flagstar.com www.flagstar.com/why	
FHA Purchase	O	P	1-4	580	96.5/970.8K	580	96.5/1.9M	115	Full			1.75	24	12	36	36	0 X 12	F/A	5/1	\$ by county; DTI per AUS		
FHA Streamline	OVN	R	1-4	580	100/970.8K	580	100/1.9M	100				1.75	24	12	36	36	0 X 12	F/A	5/1	\$ by county		
FHA R/T or Simple	O	R	1-4	580	97.75/970.8K	580	97.75/1.9M	97.75	Full			1.75	24	12	36	36	0 X 12	F/A	5/1	\$ by county DTI AUS		
FHA Cash-out	O	C	1-4	580	80/970.8K	580	80/1.9M	80	Full			1.75	24	12	36	36	0 X 12	F/A	5/1	\$ by county; DTI per AUS		
VA	O	P	1-4	580	100/647.2K	640	100/4M	115	Full				24	12	12	24	0 X 12	F/A	5/1	DTI Per AUS		
VA Cash-out	O	C	1-4	580	100/647.2K	640	100/4M	100	Full	0			24	12	12	24	0 X 12		5/1	DTI per AUS		
VA IRRRL	OVN	R	1-4	580	100/647.2K	640	100/4M	150					24	12	36	36	0 X 12	F/A	5/1			
Rural Housing	O	PR	1	580	100/		/	115	Full	0		1	36	12	36	36	0 X 12	F		No specific loan limit		
A top government lender, nationally. Let us put our over 35 years of mortgage lending experience to work for you.																						
FLCBank Florida Capital Bank N.A. Lending Territory: NATIONWIDE Except: AK HI																					(617) 899-1428 alefebvre@flcb.com www.flcbmtg.com	
FHA/USDA/VA	O	PRC	1-4	620	97/453K	620	100/	100									X	F/A	1/1, 7/1	AUS approved eligible		
HomeReady/Home Possible	O	PR	1	640	97/484.4K		/	105	Full								X	F		LPMI Available		
203k	O	PR	1-4	620	97/484K		/	97	Full	50							0 X 12	F		Limited Standard HB ok		
LPA Dir. Program	O	PR	1	720	95/484.4K		/	95									X	F/A	7/1	DTI per AUS		
AUS Approved Eligible.																						
JMAC Lending Lending Territory: AL AZ CA CO FL GA ID KY MD MI MN NC NJ NM NV OH OR PA SC TN TX UT VA WA																					(844) 888-5622 info@jmaclending.com www.jmaclending.com	
FHA 30	O	PRC	1-4	580	96.5/822.4K		/		Full				24	12		36	0 X 6	F		FICO 580, DTI Subject to AUS		
VA 30	O	PC	1-4	580	100/1M	700	100/1.5M	100	Full	55			24	12		36	0 X 6	F/A		LM > \$1M FICO 700, C/O 90%		
FHA Streamline	ON	R	1-4	620	97.75/822.4K		/		No Ratio				24	12		36	0 X 6	F		Investment required 680 FICO		
VA IRRRL	ON	R	1-4	580	115/1M	680	115/1M	115	No Ratio				24	12		36	0 X 12	F		Investment min FICO 700		
All FHA and VA transactions. Manual downgrade allowed with AUS approval recommendations. Minimum FICO score is 580.																						
LoanStream Lending Territory: NATIONWIDE Except: AK AL AR ID KS MO MS ND NE NH NY SD VT WV WY																					(800) 760-1833 wholesalemarketing@lsmortgage.com www.loanstreamwholesale.com	
FHA Rate/Term Refinance	O	R	1-4	600	97.5/331.8K	600	97.5/2.2M	97.5		55		1.75	24	24	36	36	0 X 12	F/A		County loan limits apply		
FHA Cash-Out Refinance	O	C	1-4	640	80/331.8K	640	80/2.2M	80	Full	55		1.75	24	24	36	36	0 X 12	F/A		County loan limits apply		
FHA Purchase	O	P	1-4	600	96.5/331.8K	600	96.5/2.2M	96.5	Full	55		1.75	24	24	36	36	0 X 12	F/A		County loan limits apply		
VA Purchase	O	P	1-4	620	100/1M	720	100/1.5M	100	Full	60		3.3	24	24	24	24	0 X 12	F/A		County loan limits apply		
VA Cash-out	O	C	1-4	640	90/1M	640	90/1.5M	90		60		3.3	24	24	24	24	0 X 12	F/A		County loan limits apply		
FHA Streamline		R	1-4	600	97.75/331.8K	600	96.50/2.2M	97.75	No Ratio			1.75	24	24	36	36	0 X 12	F/A		County loan limits apply		
VA IRRRL	O	R	1-4	600	125/1M	640	125/1.5M	125	Full	60			24	24	24	24	0 X 12	F/A		County loan limits apply		
USDA Purchase/Refi	O	PR	1	600	100/510.4K	600	100/765.6K	100	Full	50		3.3	24	24	24	24	0 X 12			Subject to GUS approval		
600 Min FICO and Great Rates. Knowledgeable Account Executives and Fast Ops are ready to serve you.																						
Plaza Home Mortgage Inc. Lending Territory: NATIONWIDE																					(858) 346-1208 scotsman.guide@plazahomemortgage.com www.plazahomemortgage.com	
FHA	O	PRC	1-4	580	96.5/647.2K	580	96.5/970.8K		Full								X	F/A				
FHA Streamline	ON	R	1-4	580	/647.2K	580	/970.8K		No Ratio								0 X 12	F				
VA	O	PRC	1-4	580	100/647.2K	660	90/1.5M		Full				24	24	24	24	X	F/A				
VA IRRRL	OVN	R	1-4	580	/647.2K	660	/1.5M		No Ratio				24	24	24	24	0 X 12	F				
USDA	O	PR	1	620	100/647.2K		/		Full				36	36	36	36	0 X 12	F				
USDA Stream	O	R	1	620	100/647.2K		/		No Ratio				36	36	36	36	0 X 12	F				
FHA 203(k)	O	PR	1-4	620	96.5/647.2K	620	96.5/970.8K		Full								X	F				
VA Renovation	O	PRC	1-4	620	100/647.2K	620	100/970.8K		Full				24	24	24	24	X	F/A				
Plaza Home Mortgage is a leader in government lending, offering a robust line of FHA, VA and other government programs for purchase & refi.																						



Shine a Light on Positive Community Contributions

**“Good Works” will showcase
charitable efforts across the
residential mortgage industry**

Scotsman Guide is looking for stories about mortgage originators, lenders, brokerages, branch offices and vendors giving back to their communities. This includes any significant donations of time and money, such as food drives, coat drives or other creative ways of helping others that occurred since late last year.

Promote your company and the good work you have done over the past year for a chance to be featured in “Good Works” in the November issue of *Scotsman Guide* Residential Edition.

Tell us how you made a difference at:
scotsmanguide.formstack.com/forms/good_works



FHA/VA/USDA

Connect with FHA, VA and USDA lenders at: scotsmanguide.com/fha

These wholesale lenders offer mortgages with the terms set by one or more government agencies, in exchange for the lender being guaranteed against loss if the loan defaults. FHA loans feature low downpayments and streamlined refinances. VA loans offers 100% financing to U.S. service members. USDA loans target rural residential borrowers.

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; F=Fixed Interest Rate; U=Unlimited; A=Adjustable Rate Mortgage (ARM); H=Hybrid; BK=Bankruptcy; FC=Foreclosure; SS=Short Sale

LTV/LOAN AMOUNT COMBINATIONS										# MOS. SEASONING										Comments
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	Docs	DTI Ratio %	MI LTV% Threshold	Upfront MI Max %	BK Ch 7	BK Ch 13	SS	FC	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	
PRMG - Paramount Residential Mortgage Group																				(951) 547-6343
Lending Territory: NATIONWIDE Except: NY																				www.prmg.net
FHA	O	PR	1-4	580	97/1.2M		/	105	Full				24	12	36	36	X	F/A	5/1	620 3-4 Unit
FHA	O	R	1-4	580	98/1.2M		/		Full				24	12	36	36	X			620 3-4 Unit
FHA	O	C	1-4	580	80/1.2M		/						24	12	36	36	X	F/A	5/1	620 3-4 Unit
VA	O	P	1-4	580	100/647.2K	700	100/2M	100	Full				24	12	24	24	X	F/A	3/1, 5/1	620 3-4 Unit
VA	O	RC	1-4	580	90/647.2K	700	90/2M	90	Full				24	12	24	24	X	F/A	3/1, 5/1	620 3-4 Unit
USDA	O	PR	1	620	100/970.8K		/	100	Full						36	36	X	F		
FHA Streamline	ON	R	1-4	580	/1.9M		/	125	Full								X	F/A	5/1	620 High Balance; 620 2-4 Unit
USDA Streamlined Assist	O	R	1	620	/822.4K		/		Full								X	F/A		Conv. county limits apply
VA IRRRL High Balance	OVN	R	1-4	620	/1M	700	/1.5M		Full								X	F		
VA IRRRL	OVN	R	1-4	580	/647.2K		/										X	F/A	5/1	620 2-4 Unit

Fund Your Deal with our Non-QM Lender Search



In Q1 2022, 9,000+ high-producing brokers used Lender Search to fund thousands of non-QM deals.

- Self-employed
- Bank Statement
- Jumbo
- Foreign National/ITIN
- DSCR
- And more

 **Scotsman Guide**
scotsmanguide.com/non-qm

Establish the Digital Refinance Advantage

In a dwindling market, earn clients with innovative loan processes

By Lisa Kimball

As mortgage rates continue to rise, the demand for homebuying remains strong, but the number of people looking to refinance is dropping precipitously. With average interest rates for a 30-year fixed mortgage well above 5%, mortgage originators are watching the number of clients willing to refinance shrink.

In a market with dwindling demand, lenders and originators need every advantage. To get potential borrowers to overcome their inertia and apply, make the refinancing process as easy as possible for them.

Lenders should deploy digital tools and solutions that streamline every step of the loan application process, from preapproval to closing. Borrowers — especially digital natives — will use the lender offering the best experience, and with a decrease in volume, every client matters. Digital solutions can reduce risk and costs in the short term while increasing consumer loyalty and satisfaction in the long term.

Increase efficiency

Innovation in the mortgage ecosystem unlocks further understanding of how best to serve your clients, whether they exist as borrowers or lenders. This also helps facilitate solutions that improve the access and quality of information used to make decisions.

Digital validation of assets, income and employment can shave up to 12 days off the origination process and can be achieved within one simple interaction with a borrower. Using verification software, borrowers can give their lender permission to access their financial data. With these permissions, verifications can then be refreshed at no additional cost or hassle to the borrower, allowing for more originations in less time.

Given the record volume of originations many mortgage companies witnessed over the past couple of years, the ability to remain agile can translate to more business. Digital verification benefits everyone: It drives business for lenders and reduces stress for borrowers, making them more likely to return or refer friends and family.

Driving motivation

There are still many homeowners out there who want to use the equity in their homes, or who are sitting on a high-rate mortgage that could benefit from refinancing. While some homeowners are

opportunistic and refinance on a regular basis to ensure they have the best rate, others don't have the wherewithal to go through the lending process that often.

These homeowners just want to focus on their home and how to best utilize their equity. As rates begin to rise, however, homeowners who didn't take advantage of the historically low rates over the past two years are feeling a sense of urgency.

Now, these homeowners want to lock in a lower rate for a more affordable payment or take cash out of their homes. And they want to do it quickly, before these loans become too costly.

To better understand the key motivators driving mortgage refinancing and the current challenges associated with the experience, Finicity, a Mastercard company, conducted a survey of 1,075 U.S. residents who took out a mortgage beginning in April 2020. The results uncovered that there are still areas of the origination and lending process that can introduce friction and stress for homebuyers and refinancers, and that these challenges have a significant impact on who they'll look to for loans.

Remove friction

When it comes to refinancing an existing mortgage, Finicity's data shows that two-thirds of homeowners were willing to refinance to secure a lower rate, while 58% of respondents achieved a rate 1% to 3% lower than their existing rate through their refinance.

Low interest rates present an opportunity for homeowners to refinance their existing mortgages and save money, but the Federal Reserve has been raising rates recently. This is signaling the end of the spike in U.S. refinances, a boom that saw nearly \$5 trillion in refinanced mortgages over the past two years.

Another factor encouraging homeowners toward refinancing is the skyrocketing value of homes across the country. The average increase in equity for homeowners rose by 31.1% from third-quarter 2020 to third-quarter 2021, representing the largest increase in more than 11 years, according to CoreLogic. This jump in home equity is resulting in an increase in cash-out refinancing as borrowers look to dip into the increased value of their homes via second mortgages.

Without historically low rates incentivizing homeowners to refinance, lenders need to focus on streamlining their application and origination processes to facilitate a digital-first approach. This ensures anyone looking to refinance or buy their first home has a great experience.

Build trust

By the time prospective homebuyers reach the closing stages of the mortgage process, many have experienced a fair amount of fatigue and frustration. Will they qualify for a mortgage? Will the home appraise at the price they anticipate? Does the home pass inspection?

The last thing borrowers want to navigate is an antiquated and manual process fraught with cumbersome paper trails. In the Finicity survey, 89% of borrowers said the loan application process was more stressful or as stressful as the homebuying experience. Roughly 64% of borrowers indicated that frustration with their initial loan application process led to hesitation when it came time to refinancing.

Easing stress during the closing stage of the process is a key step in building trust with borrowers. Ultimately, stress is a major determining factor for many borrowers when they choose a refinance lender, and other types of lenders, in the future.



The benefits of going digital don't end here. The digital transformation of the lending lifecycle from prequalification to servicing is paving the way for a brighter lending experience — one where everybody wins. ●



Lisa Kimball is senior vice president of product and strategic programs for Finicity, a Mastercard company. In this role, Kimball works with clients, partners and industry innovators to advance the use of creative thought around consumer-permissioned financial data through Finicity's open-banking platform. Kimball and her team are consistently improving Finicity's current product suite while also creating next-generation client experiences to streamline lending processes, expand credit access and improve consumer financial awareness. Reach Kimball at lisa.kimball@finicity.com or (801) 984-4200.

Rising Rates
Shutting You
Out Of Deals?

We Can
Open Doors.



Uncommonly
Good
Mortgage
Solutions



[Wholesale/Broker](#) | [Correspondent](#) | [Commercial/Investor](#)

©2022 Sprout Mortgage, LLC. All Rights Reserved. Corp NMLS#: 1844521

1680 SW St. Lucie West Blvd, Suite 208, Port Saint Lucie, FL 34986, (844) 664-6100. This communication is provided for use by real estate or mortgage professionals only and is not intended for distribution to consumers or other third parties. This does not constitute an advertisement as defined by Section 1026.2(a)(2) of Regulation Z. (For licensing information, go to: www.nmlsconsumeraccess.org)



ATHAS CAPITAL GROUP

**NON-PRIME
UNLEASHED!!!**

**OWNER OCCUPIED NON-PRIME
(CONSUMER LENDING)**

350 to 750+ FICOS
LTV'S UP TO 90%
DTI UP TO 55%

NO LIQUID CASH RESERVES - OK
JUMBO UP TO 5+ MILLION
P+L ONLY PROGRAM - OK
1099 ONLY PROGRAM - OK

K1 ONLY PROGRAM - OK
VOE ONLY PROGRAM - OK
12-24 MONTH BANK STATEMENTS - OK

FIRST TIME HOME BUYER - OK
NEVER A PRICE ADD ON FOR JUMBO LOANS
ITIN WITH OR WITHOUT WORK VISA
100% GIFT FUNDS - OK
GIFT FOR EQUITY - OK

**NON-OWNER OCCUPIED NON-PRIME
(BUSINESS PURPOSE LENDING)**

550 to 750+ FICOS
(SEE OUR BRIDGE PRODUCT FOR FICOS DOWN TO 350)
100% OF THESE LOANS ARE NIV
(NO INCOME VERIFIED)

FOREIGN NATIONALS - MOST AGGRESSIVE LTV'S
NO DSCR AVAILABLE!!!
VACANT PROPERTIES - OK
SHORT TERM RENTALS - OK
SFR BEING USED AS CARE FACILITY - OK
NO IMPOUND OPTION AVAILABLE - OK
UP TO 3 POINT REBATE - OK
CONDOTELS - OK
NO WARRANTY CONDOS - OK
JUMBO LOAN UP TO 4 MILLION - OK
GIFT OF EQUITY - OK
FIRST TIME INVESTOR - OK
FIRST TIME HOME BUYER - OK

**ACCEPTING
SUBMISSIONS
TODAY!**



877-877-1477
INFO@ATHASCAPITAL.COM
WWW.ATHASCAPITAL.COM

This is not a commitment to lend. Restrictions may apply. For Wholesale use only! Not for distribution to the general public. LTV limits are based on current, accurate appraised value. Athas Capital Group reserves the rights to amend rates & guidelines. All loans are made in compliance with federal, state, and local laws. Athas Capital Group, a California corporation, is a Department of Business Oversight Lender DBO (Lic# 603 F869). Athas Capital Group NMLS# 275237

Non-QM Niches

Connect with non-QM lenders at: scotsmanguide.com/non-qm

These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM), with an emphasis on the niche scenarios they will fund.

- LOAN LIMITS**

 - 1. Loan Amount Min (\$K)
 - 2. Loan Amount Max (\$K)
 - 3. Purchase Max LTV%
 - 4. Rate & Term Refi Max LTV%
 - 5. Cash-Out Max LTV%
 - 6. Cash-Out Max \$
 - 7. Cash-Out 2nd Max CLTV%
 - 8. Acreage Max (U = Unlimited)
 - 9. Interest Only Max Years
10. Max # of Financed Properties (U = Unlimited)

11. MI LTV% Threshold

12. Min # Mos. Since BK, FC, SS

13. Min Mos. Seasoning to Refi
- LOAN TYPES**

 - 14. 2nd Lender Combo OK
 - 15. Business Purpose Residential
 - 16. Combo Purchases
 - 17. Hybrid ARMs
 - 18. No Prepayment Penalty
- BORROWERS**

 - 19. Foreign National - O/O
 - 20. Foreign National - N/O/O
 - 21. Legal Entities
 - 22. Non-Occupant Co-Borrower
- CREDIT**

 - 23. Asset Depletion
 - 24. Bank Statements for Income
 - 25. Stated Income/Verified Assets
- PROPERTY TYPES**

 - 26. Short-Term Rentals
 - 27. Few Comparables (log, earth, off grid)
 - 28. Land/Lot
 - 29. Manufactured Homes
 - 30. Mixed-Use
 - 31. Non-Warrantable Condo

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
5th Street Capital www.5thstcap.com (888) 702-3385 sales@5thstcap.com	200K	3M	85	85	80	500K		40	10	U		36	6	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		Y				Y	Y	
	We take the guesswork out of prime jumbo fallout, Alt-A and Non-QM loan products for our clients. Lending Territory: AZ CA CO FL GA IL NC NV OR SC TX UT WA																															
A & D Mortgage www.admortgage.com Xenia Voloch (855) 710-7100 1234@admortgage.com	50K	5M	90	90	85	3M	85	U	10	10		0	0		Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y				Y	Y	Y
	Proprietary Non-QM programs for ALL income types: P&L only, 12-month Bank STMTs, DSCR with no income, Foreign Nationals. 2.75 Lender Credit. Lending Territory: NATIONWIDE Except: AK HI MN ND NV SD VT																															
ACC Mortgage Inc. www.weapproveloans.com Michelle Rossini (877) 349-0501 prequalsubmissions@accmortgage.com	150K	3.5M	90	90	80	1M		35	10	20		1	6		Y			Y	Y	Y	Y	Y	Y	Y	Y					Y	Y	
	We are the oldest non-QM lender since 1999! We know how to close loans that others turn down. We offer solutions, not just loans. Lending Territory: AR AZ CA CO CT DC DE FL GA ID IL IN KS MD MI MN NC NJ NM NV OR PA SC TN TX UT VA WA																															
Acra Lending www.acralending.com Sales (888) 800-7661 sales@acralending.com	100K	4M	90	85	80	4M	75	25	5	20				Y	Y	Y	Y	Y		Y	Y	Y	Y	Y		Y			Y	Y	Y	
	Lending Territory: NATIONWIDE Except: AK HI IA MA MO MS ND NM NY OH SD WV																															
Advancial Federal Credit Union www.advancial.org/wholesale John Burkel (888) 876-2328 loans@advancialmortgage.com	100K	5M	80	80	80	5M		U		U		48	0	Y				Y	Y	Y		Y	Y			Y	Y	Y	Y	Y	Y	
	Additional niches: Mixed use, Multiple and unique ADUs, gifts for NOO, no seasoning, LLC titling, rush closings offered - we save loans! Lending Territory: NATIONWIDE																															
Amerifund Home Mortgage LLC www.amerifundalternativeloans.com (212) 922-9555 info@amerifund.us	500K	20M	80	80	80	3M	80	10	10	10	90	1	1		Y		Y		Y	Y			Y	Y	Y					Y	Y	
	We try to make every deal happen! Lending Territory: NATIONWIDE																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
Angel Oak Mortgage Solutions www.angeloakms.com (855) 539-4910 info@angeloakms.com	75K	3M	95	95	85	1M	85	20	10	U		24	6					Y		Y	Y		Y	Y		Y					Y	
	Lending Territory: NATIONWIDE Except: AK HI ID MA MO NY VT																															
Arc Home www.archomeloans.com (866) 851-3600 sales@archomeloans.com	100K	3.5M	90	90	85	3.5M		10	10	20		12	6		Y		Y	Y			Y	Y	Y	Y	Y						Y	
	Arc Home features 80% usage of biz bank deposits, 36 Mo. Asset utilization, 75% LTV on DSCR, 90% LTV w/No MI, \$3.5M. Lending Territory: NATIONWIDE Except: HI																															
Athas Capital Group www.athascapital.com (877) 877-1477 brian@athascapital.com	100K	5M	90	85	80	2M		25	10	50	90	0	0		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y					Y	
	Massive appetite for residential 00-(90% LTV) and N00-(80% LTV). 3-point rebate offered! Call one of our friendly desk reps today. Lending Territory: NATIONWIDE Except: AK DC IA MI ND OH SD VT																															
Axos Bank www.axosbank.com/partners J. Shoop (858) 753-3157 jshoop@axosbank.com	300K	30M	70	70	65	30M	75	100	5	20	80	0	0	Y		Y	Y	Y	Y	Y	Y	Y	Y			Y	Y			Y	Y	
	National Portfolio, Non QM and Conventional Lender, Cross Collateralized, Bridge Lending, Loan amounts to \$30M, No Cash Out Limitations. Lending Territory: NATIONWIDE																															
Champions Funding www.champstpo.com (800) 305-7130 wholesale@champstpo.com	100K	4M	90	90	90	3M	90	null		null									Y	Y		Y	Y	Y								
	Say YES! to more borrowers with the industry’s most robust Non QM menu including no income and no employment verification for O/O and 2nd homes. Lending Territory: NATIONWIDE																															
Change Wholesale changewholesale.com Joe Mills (949) 255-6085 info@changewholesale.com	100K	4M	85	85	80	2.5M	85	40	10	20		0	6	Y	Y	Y		Y		Y	Y	Y	Y	Y	Y	Y				Y	Y	
	Change Wholesale is America’s CDFI. We match diverse borrowers across the nation with the home financing solution that fits their needs. Lending Territory: NATIONWIDE Except: MA MO NY																															

we're
CHANGING
the
GAME



First National Bank
of America



ITIN
Lending

85% LTV

55% DTI

Nationwide

HOW THEY CAN QUALIFY...



Profit & Loss



Bank Statement



Asset Depletion



Ready Asset



Full Doc

Non-QM Done *Better*



800.400.5451

www.fnba.com/wholesale



Non-QM Niches

Connect with non-QM lenders at: scotsmanguide.com/non-qm

These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM), with an emphasis on the niche scenarios they will fund.

LOAN LIMITS 1. Loan Amount Min (\$K) 2. Loan Amount Max (\$K) 3. Purchase Max LTV% 4. Rate & Term Refi Max LTV% 5. Cash-Out Max LTV% 6. Cash-Out Max \$ 7. Cash-Out 2nd Max CLTV% 8. Acreage Max (U = Unlimited) 9. Interest Only Max Years	LOAN TYPES 14. 2nd Lender Combo OK 15. Business Purpose Residential 16. Combo Purchases 17. Hybrid ARMs 18. No Prepayment Penalty	10. Max # of Financed Properties (U = Unlimited) 11. MI LTV% Threshold 12. Min # Mos. Since BK, FC, SS 13. Min Mos. Seasoning to Refi	BORROWERS 19. Foreign National - O/O 20. Foreign National - N/O/O 21. Legal Entities 22. Non-Occupant Co-Borrower	PROPERTY TYPES 26. Short-Term Rentals 27. Few Comparables (log, earth, off grid) 28. Land/Lot 29. Manufactured Homes 30. Mixed-Use 31. Non-Warrantable Condo
---	---	--	--	---

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Deephaven Mortgage www.deephavenmortgage.com Broker Info (844) 346-9475 brokerinfo@deephavenmortgage.com	100K	5M	95	90	85	1M		10	10	U		1	6		Y				Y	Y	Y	Y	Y	Y	Y	Y					Y
Deephaven offers 5 programs to meet your needs - from "just miss" to investor programs - and we u/w to our own guides (not a pass-through). Lending Territory: NATIONWIDE Except: AK HI MA MO NY WV																															
Excelerate Capital ec-tpo.com Inquiries (844) 432-3685 info@exceleratecapital.com	150K	5M	90	90	85		95	20	10	null		1		Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y				Y	Y
Excelerate Capital is the trusted name in providing loan products for every step of our clients' lives. Lending Territory: AZ CA CO FL GA HI ID IL IN MD MI MS NC NV OH OR PA SC TN TX VA WA																															
First Guaranty Mortgage Corp. www.fgmc.com/maverick-solutions (866) 739-9200 scotsman@fgmc.com	55.8K	5M	85	85	80	5M		10	10	5		12	6										Y	Y		Y					Y
The Visionary Investment extends credit to investor borrowers with past credit challenges (lower Credit Scores, BK, Foreclosure, etc.) Lending Territory: NATIONWIDE Except: HI NY																															
First National Bank of America www.fnba.com/wholesale Keith Hall (517) 324-8417 resbrokers@fnba.com	50K	1M	85	85	75		0	U	0	U	0	0	6		Y			Y				Y	Y	Y			Y		Y	Y	Y
Non-QM lender offering 12 month income documentation on all loan programs. ITIN loans. Bank statement program for self-employed borrowers. Lending Territory: NATIONWIDE																															
FMC Lending fundmtg.com (888) 297-4440 scenario@fundmtg.com	30K	25M	80	80	80	5M	100	U		50			0	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Direct wholesale lender. Asset based. No credit needed. No doc stated. No seasoning, BK OK. 100% CLTV, foreclosure bailout OK. 8-day close. Lending Territory: CA FL NC TX WA																															
FundLoans www.fundloans.com David Hidy (760) 388-5888 dhidy@fundloans.com	300K		90	90	80	1M		20	10	40	0	12	0		Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y				Y	Y
FundLoans offers competitive interest rates, Jumbo QM and Non-QM "make-sense" program options with broad exception capabilities. Lending Territory: AZ CA CO FL GA HI ID IL MT OR SC TN TX UT WA WY																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
GreenBox Loans Inc. www.greenboxloans.com (800) 919-1086 wholesaleinfo@greenboxloans.com	150K	3M	95	95	85			null	10	U		0	0		Y		Y		Y	Y			Y	Y	Y						Y
GreenBox thinks outside the box with a common-sense approach in helping qualified borrowers obtain the financing they need. Lending Territory: AZ CA CO CT DE FL GA ID IL LA MA MD NC NJ NV OK OR PA TN TX VA WA																															
HomeXpress Mortgage Corp. www.homexmortgage.com (800) 216-1723 marketing@homexmortgage.com	100K	3M	90	85	80	0		25	40	10		0	0		Y		Y		Y	Y	Y	Y	Y	Y	Y	Y					Y
HomeXpress Mortgage is a full-service Non-QM lender helping structure difficult loans that do not qualify with traditional lenders. Lending Territory: NATIONWIDE Except: AK DE HI IA KY MA ME MO MS ND NE NM NY OK RI SD VT WV WY																															
LendSure Mortgage Corp. www.lendsure.com (888) 910-0360 sales@lendsure.com	150K	3M	90	90	90	500K		U	10	U		0	0				Y			Y	Y	Y	Y	Y	Y					Y	Y
LendSure offers a range of non-QM loans for borrowers that don't fit conforming guidelines, including alternative documentation loans. Lending Territory: NATIONWIDE Except: AK HI KS MO MS ND NE SD VT WY																															
LoanStream www.lsmortgage.com (800) 760-1833 ezqual@lsmortgage.com	150K	5M	95	90	85	5M		25	10	900		0	6		Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y					Y
New Foreign National program. Perfect for those 2nd home and DSCR/Investors, no ratio DSCR available too, up to \$3,000,000 loan amount! Lending Territory: NATIONWIDE Except: AK AL AR DE IA ID KS ME MI MO MS ND NE NH NY RI SD TN VT WV WY																															
NewRez www.newrezcorrespondent.com Lisa Schreiber (833) 502-5538 nonqmsales@newrez.com	100K	3M	95	85	85	1M		20	10	15		24	6		Y			Y			Y	Y	Y	Y	Y						Y
NewRez offers SMART NonQM Full and Alt Doc Programs. LA to 3M, 12-24M Bk Statement, 1-1 Inv DSC, Asset Qual and Condo. Non-Del/Del options. Lending Territory: NATIONWIDE Except: HI																															
PRMG - Paramount Residential Mortgage Group www.prmg.net (866) 776-4937 you@prmg.net	100K	3M	90	85	80	1.5M		10	10	15		12	6	Y	Y		Y	Y			Y	Y	Y	Y		Y				Y	Y
Lending Territory: NATIONWIDE Except: NY																															

HONORING OUR LEGACY PIVOTING TO THE FUTURE



For 20 years strong, PRMG has been serving our wholesale brokers and correspondent partners. Built by Originators for Originators™, we believe it is our duty to educate, train and support our Third-Party Originators and those that they serve, especially in a time of uncertainty and an ever-changing marketplace.

While honoring our legacy, we also embrace the idea that ‘progress is not possible without change’ and in the spirit of adapting to change, PRMG has created a ‘Path to Pivot’ to more consumer-facing activities and modern-lending technology. Our future commitment is to explore new frontiers of MarTech in order to provide an ever-improving path for Originators to evolve with the market and continue to deliver **best in class service!**



GET APPROVED!



www.PRMG.net

RETAIL | WHOLESALE | CORRESPONDENT



©2022 Paramount Residential Mortgage Group, Inc. ("PRMG") NMLS ID #75243; 1265 Corona Pointe Court, Corona, CA 92879; All Rights Reserved. Licensed by The Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act, License #4131268; Finance Lenders Law License #603D903; AZ Mortgage Banker License #910387; Georgia Residential Mortgage License #32087; IL Residential Mortgage License # MB.6760962; KS-Licensed Mortgage Company, #MC.0025196; Massachusetts Mortgage Lender and Broker License, #MC75243; MS Department of Bank and Consumer Finance; NV Mortgage Broker License #3693; NH Banking Department 17393-MB; Dept. of Banking in the Commonwealth of PA, #37894; RI Licensed Lender, #20112799LL; and is also approved to lend in the following states: AL, AK, AR, CO, CT, DE, DC, FL, HI, ID, IA, KY, LA, ME, MD, MI, MN, MO, MT, NJ, NM, NC, ND, OH, OK, OR, SC, SD, TN, TX, UT, VT, WA, WV, WI, WY. For licensing and other disclosures please visit: <https://www.prmg.net/licenses/>. For NMLS information: <https://www.nmlsconsumeraccess.org/>. PRMG is an Equal Housing Lender. Questions? Comments? Email: Feedback@PRMG.net

Non-QM Niches

Connect with non-QM lenders at: scotsmanguide.com/non-qm

These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM), with an emphasis on the niche scenarios they will fund.

- LOAN LIMITS**

 - 1. Loan Amount Min (\$K)
 - 2. Loan Amount Max (\$K)
 - 3. Purchase Max LTV%
 - 4. Rate & Term Refi Max LTV%
 - 5. Cash-Out Max LTV%
 - 6. Cash-Out Max \$
 - 7. Cash-Out 2nd Max CLTV%
 - 8. Acreage Max (U = Unlimited)
 - 9. Interest Only Max Years
- LOAN TYPES**

 - 14. 2nd Lender Combo OK
 - 15. Business Purpose Residential
 - 16. Combo Purchases
 - 17. Hybrid ARMs
 - 18. No Prepayment Penalty
- BORROWERS**

 - 10. Max # of Financed Properties (U = Unlimited)
 - 11. MI LTV% Threshold
 - 12. Min # Mos. Since BK, FC, SS
 - 13. Min Mos. Seasoning to Refi
 - 19. Foreign National - O/O
 - 20. Foreign National - N/O/O
 - 21. Legal Entities
 - 22. Non-Occupant Co-Borrower
- CREDIT**

 - 23. Asset Depletion
 - 24. Bank Statements for Income
 - 25. Stated Income/Verified Assets
- PROPERTY TYPES**

 - 26. Short-Term Rentals
 - 27. Few Comparables (log, earth, off grid)
 - 28. Land/Lot
 - 29. Manufactured Homes
 - 30. Mixed-Use
 - 31. Non-Warrantable Condo

Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Redstone Funding LLC www.rsmtg.com (312) 682-9000 tpo@rsmtg.com	150K	5M	90	90	80	1M	80	5	10	10		24	0		Y			Y		Y	Y	Y	Y	Y	Y	Y					Y
Mixed Income Allowed, Cash Out Equals Reserves, Doc Types: Bank Statements, P&L, WVOE, 1099, Asset Utilization, DSCR No Min Ratio Required. Lending Territory: AZ CA CO FL IL MD MN PA TX UT																															
Solve Mortgage www.solvemortgage.com Blake Scheifele (888) 533-4829 blake@altloan.com	150K	3.5M	90	90	0	0	0	U	10	U	90	1		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Solve Mortgage is a Jumbo and Non-QM National Wholesale Lender located in Los Angeles, CA. Lending Territory: NATIONWIDE																															
Sprout Mortgage sproutmortgage.com Sam Bjelac III (866) 707-8800 info@sproutmortgage.com	100K	10M	90	90	80			10	10	null		24	3		Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y				Y	Y
Sprout helps you grow: LPC, \$10M super jumbos, bank stmts , DSC/mixed-use, asset depletion, foreign nat'l, N-W condos, & easy-to-use tech. Lending Territory: NATIONWIDE																															
Stronghill Capital stronghill.com (855) 490-6671 scotsman@stronghill.com	500K	5M	75	70	70	5M	0	2		U		24	3		Y		Y			Y	Y	Y		Y		Y				Y	
Specialized investment residential, short-term rental & small balance commercial financing at competitive-to-bank rates and fast closes. Lending Territory: NATIONWIDE Except: AZ MI MN ND NV SD VA VT																															
Velocity Mortgage Capital www.velocitymortgage.com Jason Haye (866) 505-3863 info@velocitymortgage.com	75K	5M	75	75	75	5M		10	2	U		0	0		Y		Y	Y		Y	Y				Y	Y				Y	Y
Alternative mortgage programs for the purchase or refinance of 1-4 investment, multifamily, mixed-use and small commercial properties. Lending Territory: NATIONWIDE Except: MN ND SD VT																															
Visio Lending visiolending.com Sales Manager (888) 521-0353 loans@visiolending.com	45K	2M	75	70	70			null		8		12	1		Y		Y				Y					Y				Y	Y
Fast, simple and dependable rental loans for residential investors. No personal DTI. 30-yr term. Small Balance Commercial now available. Lending Territory: NATIONWIDE Except: AK DE ID MN ND NE OR RI SD UT VT																															
Lender Name and Contact Info	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
WesLend Financial www.weslendwholesale.com Keith Stubbs (949) 681-5253 keith.stubbs@weslend.com	150K	4M	90	90	80	1M		20	10	U		24	0		Y					Y	Y	Y	Y	Y		Y				Y	Y
Faster, Easier, Better! Lending Territory: NATIONWIDE Except: AK MS ND NE SD VT WI WV WY																															

GET INDUSTRY UPDATES IN YOUR INBOX!

Start your morning with a cup of coffee and the only daily email you need for mortgage trends, news, events and more.

scotsmanguide.com/originator-news

The
ORIGINATOR

Daily News, Market Trends and Lender Connections



The Right Products Are Key in a Swift-Changing Market

Look to these loans as rate-and-term refinances go out the window

By Brian Daily

The mortgage industry is in transition — a product transition. In 2020 and for most of 2021, the bulk of mortgages were rate-and-term refinances. Yes, the purchase loan market was robust, but a sizable percentage of all loans were refis due to historically low interest rates. If it were not for two key issues in the housing market, affordability and availability, purchase loans would have made an impact sooner than they did.

The mortgage product shift started in fourth-quarter 2021 and continued into 2022. November 2021 was the last time a 30-year fixed interest rate below 3% was recorded, according to Freddie Mac data. Since then, the rate climb began and has not stopped, creating a gradual upward trend for mortgage rates.

Rising rates are never good. There are headwinds facing the mortgage industry. The perfect storm has been brewing for months and it is turning into a full-blown industry tsunami. High inflation, global unrest, rising rates, and labor and supply shortages all influence the affordability and availability of homes for sale.

Staggering prices

The housing industry has seen unprecedented appreciation for residential properties. U.S. home values rose faster than ever in 2021, according to the National Association of Realtors. The median sales price for an existing home was \$346,900, up a staggering 17% from the prior year. This makes it exceedingly difficult for first-time homebuyers, hence the affordability issue. The classic high-demand, low-supply market impact is pricing many would-be homebuyers out of the market.

Directly related to the affordability discussion is the availability impact. Labor and material supply shortages combined with high demand from buyers have many markets reporting inventory shortages in the residential housing sector.

This has created a seller's market in many areas of the country, with multiple offers above the asking price being the norm. The economies of scale will reach an eventual tipping point, and the cost of buying a new home will be so high that it will shift to a buyer's market that includes more days on the market and price concessions. Clearly, the housing market is not there yet, but buyers should not anticipate another year of double-digit appreciation. Housing experts expect prices to start normalizing in third-quarter 2022.

So, let's reevaluate where the mortgage industry is now. To be successful in 2022, the industry should focus on four products to capture the market's full potential. These products are purchase loans, cash-out refinances, adjustable-rate mortgages (ARMs) and downpayment-assistance (DPA) loans.

Rising equity

Let's take a quick look at each of these products. Mortgage originators know what a purchase loan is, but not everyone knows how to sell and package them effectively. Over the past couple of years, many mortgage professionals could barely handle the record pace of refinances, and quit calling on Realtors and homebuilders. Each mortgage professional should evaluate their understanding of purchase loans, revise their marketing plan and reengage with referral partners to create a steady book of business.

Retraining and implementing goals and objectives from your revised marketing plan will be an effective way to get a fair share of the purchase mortgage business. For mortgage brokers, reach out to your lenders for guidance and assistance on maximizing the market shift to purchase loans.

In many areas of the country, homeowners have seen massive appreciation over the past several years. If homeowners sell and want to buy in the same area, they lose the equity they earned on their home because they are buying back into a high-priced market. The homeowner may choose to use their equity for other purposes such as home improvements, debt consolidation or purchasing another property.

This is the conversation that is at the forefront of many homeowners' minds. Across the country, there are people who love where they live but want to use the equity in their home for something positive. Here's an astonishing number: The average U.S. homeowner has \$178,000 in tappable equity, an all-time high as reported this past December by data analytics company Black Knight.

Qualifying homebuyers

Does anyone remember ARMs? Seriously. In a low mortgage rate environment, ARMs are rarely used. There is an interesting trend taking place in the mortgage industry, however. In January 2021, only 2.2% of all closed loans were ARMs. In December 2021, this share had doubled to 5%. It was not a sudden jump; the trend line showed a gradual increase throughout the year. These mortgages help create lower payments and qualify more buyers in a rising rate environment.

Many lenders over the past two or three years stopped doing ARMs due to historically low rates. Training will be at the forefront of all lending companies that are reengaging and redeploying this product. One key change, the London Interbank Offered Rate, or LIBOR, a key benchmark for rates and rate changes, is no longer being used. In the U.S., ARMs are mainly utilizing the Secured Overnight Financing Rate, or SOFR, for rate setting and movement. As the industry becomes more knowledgeable with the ARM product, sales teams will be better equipped to explain the benefits and risks to future borrowers.

Meanwhile, many in the industry have shied away from DPA loans because they were deemed too complex to understand or too difficult to process. This just isn't true. With affordability at an all-time low, today's borrowers need all the help they can get. For example, a top reason why millennials are not buying homes is the lack of a downpayment. A DPA loan can eliminate this concern.

• • •

One thing that is always certain for the mortgage industry is change. The business is always in some form of transition. As the market evolves, mortgage professionals need to shift their focus to the tools the industry has to offer borrowers.

For mortgage companies that have been around for 20 to 30 years or more, their success can be completely tied to their ability to gauge and adjust to current market demands. Utilizing the right loan products will be a key factor in whether you achieve sustainable success while adjusting and changing when needed. The winners are those that recognize the needs of the market. Let's all make 2022 a record year for loans. ●



Brian Daily is senior vice president of production at Mountain West Financial Inc. In this role, Daily is responsible for overall company management, designing and implementing growth strategies while creating world-class experiences for clients within the wholesale channel. He has more than 30 years of experience in mortgage banking. He has managed, built and implemented strategies pertaining to origination channel rollout, mass national market expansion and business-to-business client-experience feedback platforms. Reach Daily at brian.daily@mwfinc.com.

FUNDLOANS

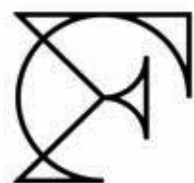


Experience Jumbo Non-QM Redefined

7 Bank Statement
Income Options

Loan Amounts
Up To \$10 MM

No Ratio: DSCR
Can Be Reduced To 0



**SCAN TO
PRICE NOW**

FUNDLOANS.COM
866.562.0967



FundLoans Capital dba FundLoans | 662 Encinitas Blvd., Ste. 270, Encinitas, CA 92024 | (877) 671-9842 | NMLS ID #1202262 | Equal Housing Lender | AZ Mortgage Broker License #0932084 | Loans made or arranged pursuant to a California Finance Lenders Law License | Georgia Residential Mortgage Licensee #62287 | For additional licensing information, please go to www.nmlsconsumeraccess.org. For industry professionals only. This communication is not intended to be distributed to consumers or the general public and is not an advertisement extended to the consumer as defined by Section 1026.2 of Regulation Z. All rates, terms, and programs are subject to change without notice. Other restrictions apply. This is not a commitment to lend. Please visit www.fundloans.com for more information.





LOAN PRODUCTS DESIGNED FOR AN EVOLVING MARKET.

Arc Elite Non-Agency

- Up to 89.99% LTV
- Credit score down to 640
- Loan amounts eligible from \$100,000 to \$3,000,000
- DTI up to 50%
- AUS underwriting enabled

Arc Access Non-QM

- Bank Statements
- Asset Utilization Qualification
- DSCR
- Agency Plus
- Clean Slate
- No Ratio Program



Now available for **Delegated Correspondent!**

business.archomellc.com

© 2022 Arc Home LLC | All Rights Reserved | NMLS#: 81386 (www.nmlsconsumeraccess.org)

This communication is provided for use by real estate or mortgage professionals only is not intended for distribution to consumers or other third parties. This does not constitute an advertisement as defined by Section 1026.2(a)(2) of Regulation Z. The information contained herein may not be provided, shared or distributed to any consumers whatsoever.



Arc Home LLC is a licensed mortgage lender in all States and the District of Columbia except in HI. Arc Home LLC conducts business as Arc Home Loans LLC in AR, FL, IL, MO, TX, WI and, as Arc Home LLC, a limited liability company of Maryland, in OR.

Non-QM Mortgages

Connect with non-QM lenders at: scotsmanguide.com/non-qm

These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM).

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; BK=Bankruptcy; FC=Foreclosure; SS=Short Sale; I/O=Interest Only; U=Unlimited; Fixed, ARM, Hybrid: F=Fixed Interest Rate; A=Adjustable Rate Mortgage (ARM); Documentation: F=Full Documentation; SE=Self Employed; B=Bank Statements; A=Asset Verification/Depletion

				LTV/LOAN AMOUNT COMBINATIONS					DOCUMENTATION					SEASONING									
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	F	SE	B	A	DTI Ratio %	I/O Period in Years	BK Ch 7	BK Ch 13	SS	FC	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments	
<div><div>5th Street Capital</div><div>Lending Territory: AZ CA CO FL GA IL NC NM NV OR SC TX UT WA</div></div>																						(888) 702-3385 www.5thstcap.com sales@5thstcap.com	
Full Document Program	OVN	PRC	1-4	660	85/200K		/	90	Y	Y		Y	50	10	36	36	36	36	1 X 12	F/A/H	5/6, 7/6		
DSCR Program	N	PRC	1-4	620	75/200K		/	80	Y	Y				10	36	36	36	36	1 X 12	F/A/H	5/6, 7/6		
Bank Statement Program	OVN	PRC	1-4	680	85/200K		/	90			Y	Y	50	10	36	36	36	36	1 X 12	F/A/H	5/6, 7/6		
Foreign National	VN	PRC			/		/		Y	Y	Y								X	F/A/H	5/6, 7/6		
We take the guesswork out of Prime Jumbo Fallout, Alt-A and Non-QM loan products for our clients.																							
<div><div>A & D Mortgage</div><div>Lending Territory: NATIONWIDE Except: AK HI MN ND NV SD VT</div></div>																						(855) 710-7100 www.admortgage.com 1234@admortgage.com	
Bank Statements 12/24-m	OVN	PRC	1-4	680	90/4M	580	75/4M	90	Y	Y	Y	Y	55	10	0	0	0	0	1 X 12	F/A	5/1, 7/1	12m bank STMTs; up 55% DTI, 3 month reserves	
P&L Only	OVN	PRC	1-4	680	90/4M	580	75/4M	90	Y	Y	Y	Y	55	10	0	0	0	0	1 X 12	F/A	5/1, 7/1	CPA P&L only; No Bank Statements	
DSCR with No Income	N	PRC	1-4	640	85/4M	620	75/4M	80		Y			0	10	0	0	0	0	1 X 12	F/A	5/1, 7/1, 5/6, 7/6	DSCR as low as 0; 1007 only	
WVOE / 1099 Only	OVN	PRC	1	640	85/4M	580	75/4M	85	Y	Y	Y	Y	55	10	0	0	0	0	1 X 12	F/A/H	5/1, 7/1	1099 up to 90% LTV	
Foreign National	N	PRC	1-4	599	60/3M	599	70/2M	80	Y	Y			0	10	0	0	0	0	1 X 12	F/A	5/1, 7/1, 5/6, 7/6	Full Doc up to 80% LTV	
Condo/Condotel	OVN	PRC	1	700	65/4M	700	70/3.5M	90	Y	Y	Y	Y	55	10	0	0	0	0	1 X 12	F/A	5/1, 7/1	Non-Warrantable Condos & Condotels	
Proprietary Non-QM programs for ALL income types: P&L only, 12-month Bank STMTs, DSCR with no income, Foreign Nationals. 2.75 Lender Credit.																							
<div><div>ACC Mortgage Inc.</div><div>Lending Territory: NATIONWIDE Except: AK AL AR HI IA KY LA ME MO MS MT ND NE NH NM NY OH OK OR RI SD VT WI WV WY</div></div>																						(877) 349-0501 www.weapproveloans.com prequalsubmissions@accmortgage.com	
2nd Chance	O	PR	1-4	600	80/1.5M		/	80	Y	Y	Y	Y	50		1	1	1	1	X	F/A	5/1	We love exceptions	
Stated Income	N	PRC	1-4	660	80/2M		/	80		Y		Y					1	1	X	F/A	5/1	Rates start at 4.99%	
Foreign National	OVN	PRC	1-4	600	85/1.5M		/	85	Y	Y	Y	Y			1	1	1	1	X	F/A	5/1	Rates start at 5.5%	
Traditional B&C	OVN	PR	1-4	500	75/750K		/	86	Y	Y	Y	Y	43		1	1	1	1	X	F		Rates start at 8.99%	
ITIN	O	PR	1-4	600	85/1M		/	80	Y	Y	Y	Y	55		1	1	1	1	X	F		Rates start at 5.75%	
12-24 Bank Statement	OVN	PRC	1-4	620	/		/			Y	Y		50	10	1	1	1	1	12 X	F/A	5/1	Rates start at 4.99%	
We are the oldest non-QM lender since 1999! We know how to close loans that others turn down. We offer solutions, not just loans.																							
<div><div>Acra Lending</div><div>Lending Territory: NATIONWIDE Except: AK HI IA MA MO MS ND NM NY SD WV</div></div>																						(888) 800-7661 www.acralending.com sales@acralending.com	
AAA	OVN	PRC	1-4	750	90/1M	750	65/4M	90	Y	Y	Y	Y	50	5	36	36	24	36	0 X 12	F/A/H	5/1, 7/1		
AA	OVN	PRC	1-4	725	90/1M	725	65/4M	90	Y	Y	Y	Y	50	5	36	36	24	36	0 X 12	F/A/H	5/1, 7/1		
A	OVN	PRC	1-4	700	85/1M	700	75/3M	85	Y	Y	Y	Y	50	5	36	36	24	36	0 X 12	F/A	5/1, 7/1		
BBB	OVN	PRC	1-4	675	80/1M	675	75/3M	80	Y	Y	Y	Y	50	5	24	24	12	24	1 X 12	F/A	5/1, 7/1		
BB	OVN	PRC	1-4	650	80/1M	650	75/3M	80	Y	Y	Y	Y	50	5	24	24	0	24	0 X 00	F/A	5/1, 7/1		
B	OVN	PRC	1-4	600	70/1.5M	600	70/1.5M	70	Y	Y	Y	Y	50	5	24	24	0	24	0 X 00	F/A	5/1, 7/1		
CCC	OVN	PRC	1-4	575	70/1M	575	65/1.5M	70	Y	Y	Y	Y	50	5	12	12	0	12	0 X 00	F/A	5/1, 7/1		
3-Month Bank Statement	O	PRC	1	675	75/3M	675	70/3M	70			Y		50	5	5	5	5	5	0 X 24	F/A/H	5/1, 7/1		
B+	OVN	PRC	1-4	625	80/1M	625	75/1.5M	75	Y	Y	Y	Y	50	5	24	24	0	24	0 X 00	F/A	5/1, 7/1		
<div><div>Advancial Federal Credit Union</div><div>Lending Territory: NATIONWIDE</div></div>																						(888) 876-2328 www.advancial.org/wholesale loans@advancialmortgage.com	
Jumbo Cash Out to 5M	OVN	PRC	3-4	600	/		/		Y	Y		Y	43		48	48	48	48	2 X 12	A	1/1, 3/1, 5/1, 7/1, 10/1	One appraisal and no seasoning	
Condo/Coop/Condotel	OVN	PRC	3-4	600	/		/		Y	Y		Y	43		48	48	48	48	2 X 12	A	1/1, 3/1, 5/1, 7/1, 10/1	Under 500 square feet allowed	
Work Visa/No Credit/Expat	OVN	PRC	3-4	300	/		/		Y	Y		Y	43		48	48	48	48	2 X 12	A	1/1, 3/1, 5/1, 7/1, 10/1	EAD DACA Student OPT CPT Jumbo	
Foreign National	OVN	PRC	3-4	300	/		/		Y	Y		Y	43		48	48	48	48	2 X 12	A	1/1, 3/1, 5/1, 7/1, 10/1	All collateral allowed	
Unique Collateral	OVN	PRC	3-4	600	/		/		Y	Y		Y	43		48	48	48	48	2 X 12	A	1/1, 3/1, 5/1, 7/1, 10/1	Unpermitted and mixed use	
Acreage & Hobby Farm	OVN	PRC	3-4	600	/		/		Y	Y		Y	43		48	48	48	48	2 X 12	A	1/1, 3/1, 5/1, 7/1, 10/1	No acreage cap	
Asset Depletion	OVN	PRC	3-4	600	/		/		Y	Y		Y	43		48	48	48	48	2 X 12	A	1/1, 3/1, 5/1, 7/1, 10/1	C/O can be used in formula	
Departing Residence	O	PC	3-4	600	/		/		Y	Y		Y	43		48	48	48	48	2 X 12	A	1/1, 3/1, 5/1, 7/1, 10/1	No departing res liability	
Additional niches: Mixed use, Multiple and unique ADUs, gifts for NOO, no seasoning, LLC titling, rush closings offered - we save loans!																							



AMERICA'S TOP PRIVATE MORTGAGE LENDER

NOW LENDING ON:

Condotels

Short Term Rentals (AirBnb)

Multifamily 5-29 Units

Adult Care Facilities

**No Income or Employment
Verification Required***

**Some exclusions apply. Contact for details.*

MORTGAGE LENDING
SOLUTIONS FOR:

SELF-EMPLOYED QUALIFY USING

3 Mo. Bank Statement

12/24 Mo. Bank Statement

ITIN

Investor Cash Flow / DSCR

Interest Only

INVESTORS QUALIFY USING

Investor Cash Flow / DSCR

Business Purpose

Fix & Flip / Multifamily

Jumbo Prime

ATR-In-Full

Interest Only

ITIN

FOREIGN NATIONALS QUALIFY USING

Foreign National

Jumbo Non-QM

Investor Cash Flow / DSCR

ITIN



SCAN QR CODE

Call Us Today to Learn More! (888) 800-7661

sales@acralending.com | www.acralending.com

25531 Commercentre Drive, Suite 160, Lake Forest CA 92630

Acra Lending is a dba of Citadel Servicing Corporation NMLS ID# 144549, Licensed under Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act license #41DBO-74196, Finance Lenders License # 60DB094450, and CA-DRE #01799059. For mortgage professionals only. This information is intended for the exclusive use of licensed real estate and mortgage lending professionals in accordance with local laws and regulations. Distribution to the general public is prohibited. Acra Lending is an equal opportunity lender. Rates, terms, and programs subject to change without notice. Offer of credit subject to credit approval per applicable underwriting and program guidelines, applicant eligibility, and market conditions. Not all applicants may qualify. Not valid in the following states: AK, HI, IA, MA, MS, MO, NM, NY, ND, OH, RI, SD, and WV.



Non-QM Mortgages

Connect with non-QM lenders at: scotsmanguide.com/non-qm

These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM).

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; BK=Bankruptcy; FC=Foreclosure; SS=Short Sale; I/O=Interest Only; U=Unlimited; Fixed, ARM, Hybrid: F=Fixed Interest Rate; A=Adjustable Rate Mortgage (ARM); Documentation: F=Full Documentation; SE=Self Employed; B=Bank Statements; A=Asset Verification/Depletion

				LTV/LOAN AMOUNT COMBINATIONS					DOCUMENTATION				SEASONING												
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	F	SE	B	A	DTI Ratio %	I/O Period in Years	BK Ch 7	BK Ch 13	SS	FC	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments			
<div>Amerifund Home Mortgage LLC</div> <div>Lending Territory: NATIONWIDE</div>																							(212) 922-9555 www.amerifundalternativeloans.com info@amerifund.us		
Jumbo Alt-Doc	OVN	PRC	1-4	600	80/20M	650	80/20M	80	Y	Y		Y		10	0	0	0	0	X	F/A	5/1, 7/1, 10/1	Int. only start at 3.5%			
Soft Money	OVN	PRC	1-4	600	70/20M	650	80/20M		Y	Y		Y		10					X	F/A	5/1, 7/1, 10/1	No seasoning. Alt-doc			
Foreign National	OVN	PRC	1-4	600	80/20M	650	80/20M	80	Y	Y		Y		10	0	0	0	0	X	F/A	5/1, 7/1, 10/1	Up to 80% LTV			
Jumbo Multifamily	OVN	PRC	1-4	600	80/20M	650	80/20M	80	Y		Y	Y		10	0	0	0	0	X	F/A	5/1, 7/1, 10/1	Alternative income allowed			
Jumbo Co-op	OVN	PRC	1-4	600	80/20M	650	75/20M	75	Y		Y	Y		10	0	0	0	0	X	F/A	5/1, 7/1, 10/1	Alternative income allowed			
Blended Income	OVN	PRC	1-4	600	80/20M	650	80/20M	80	Y		Y	Y		10					X	F/A	5/1, 7/1, 10/1	Non-traditional income OK			
We try to make every deal happen!																									
<div>Angel Oak Mortgage Solutions</div> <div>Lending Territory: NATIONWIDE Except: AK MA MO NY VT</div>																							(855) 539-4910 www.angeloakms.com info@angeloakms.com		
Platinum	OVN	PRC	1-4	660	85/2M	720	95/3M	95	Y	Y		Y	50	10	48	48	48	48	0 X 24	F		Over \$3M case by case			
Bank Statement	OVN	PRC	1-4	600	70/2M	700	80/3M	90		Y	Y		50	10	48	48	48	48	1 X 12	F		\$3M plus case by case			
Inv. Cash Flow	N	PRC	1-4	600	70/1.5M	640	80/1.5M	80						10	48	48	48	48	0 X 24	F		Must own primary			
Portfolio Select	OVN	PRC	1-4	600	70/2M	680	90/2.5M	90	Y	Y			50	10	24	24	24	24	1 X 12	F					
Prime Jumbo	OVN	PRC	1-4	660	80/1.5M	700	90/3M	90	Y	Y			43		72	72	72	72	1 X 24	F					
Foreign National	N	PRC	1-4		/		/												X	F		Property must show a DSCR of 1:1			
ITIN	O	PRC	1	620	75/2M	600	70/20K		Y										X	F					
Angel Oak Mortgage Solutions offers non-QM and specialized mortgage solutions for brokers and correspondents throughout the country.																									
<div>Arc Home</div> <div>Lending Territory: NATIONWIDE Except: HI</div>																							(866) 851-3600 www.archomeloans.com sales@archomeloans.com		
Alt Inc. 24 / 12 Mo. Bank	OVN	PRC	1-4	640	85/1.5M	740	65/3M	85			Y		50	10	12	12	12	12	0 X 12	F/A/H	3/1, 5/1, 7/1	Use up to 80% Biz deposits			
Asset Utilization	OVN	PRC	1-4	660	80/1.5M	760	70/3M	80				Y	40	10	12	12	12	12	0 X 12	F/A/H	3/1, 5/1, 7/1	Supplement or Standalone			
DSCR Investment	N	PRC	1-4	680	75/1M	760	60/2.5M	75						10	48	48	48	48	0 X 12	F/A	3/1, 5/1, 7/1	DSCR 1:1			
Agency Plus	OVN	PRC	1-4	660	85/1.5M	720	75/3.5M	90	Y	Y		Y	50	10	48	48	48	48	0 X 12	F/A	3/1, 5/1, 7/1	\$3.5M, 90% LTV, no MI, 50% DTI			
Clean Slate	OVN	PRC	1-4	620	65/1.5M	680	85/3M	85	Y	Y	Y	Y	50	10	12	12	12	12	0 X 12	F/A	3/1, 5/1, 7/1	Up to \$3M, FC, BK, SS, Ok			
Arc Home features 80% usage of biz bank deposits, 36 Mo. Asset utilization, 75% LTV on DSCR, 90% LTV w/No MI, \$3.5M.																									
<div>Athas Capital Group</div> <div>Lending Territory: NATIONWIDE Except: AK MI ND OH SD VT</div>																							(877) 877-1477 www.athascapital.com brian@athascapital.com		
A+	OVN	PRC	2-4	680	90/2M	660	85/2M	95	Y	Y	Y	Y	55	10	36	36	36	36	0 X 12	F/A	5/1, 7/1	NIV on N00 max 80% LTV			
A	OVN	PRC	2-4	680	90/2M	660	85/2M	95	Y	Y	Y	Y	55	10	36	36	36	36	0 X 12	F/A	5/1, 7/1	NIV on N00 max 80% LTV			
A-	OVN	PRC	2-4	680	90/2M	640	80/2M	95	Y	Y	Y	Y	55	10	36	36	36	36	12 X 12	F/A	5/1, 7/1	NIV on N00 max 80% LTV			
B	OVN	PRC	2-4	600	80/4M		/		Y	Y	Y	Y	55	10	1	1	1	1	12 X 12	F/A	5/1, 7/1	NIV on N00 max 80% LTV			
B-	OVN	PRC	2-4	550	75/2M		/	95	Y	Y	Y	Y	55	10	1	1	1	1	12 X 12	F/A	5/1, 7/1				
C	OVN	PRC	2-4	500	70/1.5M		/	95	Y	Y	Y	Y	55	10	1	1	1	1	12 X 12	F/A	5/1, 7/1				
D	OVN	PRC	2-4	350	65/1.5M		/	95	Y	Y	Y	Y	49	10	0	0	0	0	12 X 12	F/A	5/1, 7/1	Foreclosure and BK bail out OK			
Massive appetite for residential 00-(90% LTV) and N00-(80% LTV). 3-point rebate offered! Call one of our friendly desk reps today.																									
<div>Axos Bank</div> <div>Lending Territory: NATIONWIDE</div>																							(858) 753-3157 www.axosbank.com/partners jshoop@axosbank.com		
Portfolio Purchase	OVN	P	1-4	580	70/30M	580	70/30M	75	Y	Y			60	5					X	A/H	1/1, 5/1, 7/1, 10/1, 5/6, 7/6, 10/6	Ask about our Bridge to Sale			
Nationwide Portfolio, Non QM and Conventional Lender.																									
<div>Champions Funding</div> <div>Lending Territory: NATIONWIDE</div>																							(800) 305-7130 champstpo.com wholesale@champstpo.com		
Non QM	ON	PRC	1-4	620	90/100K		/		Y		Y		50						X						
Say YES! to more borrowers with the industry's most robust NonQM menu including no income and no employment verification for 0/0 and 2nd homes.																									



THE POWER OF

With A&D Mortgage's proprietary Non-QM programs, fast turn times, and internal underwriting, your business becomes empowered to get your borrowers to their ultimate homeownership destination.

Technology is at the forefront of helping our Partners in 2022. Our latest tech platforms – **Automated Decision Manager, Quick Pricer, AD NewsChat, AD Studio, and AD Appraisal Center** – have been designed specifically to help brokers supercharge their business by pricing and submitting loans faster, staying connected more easily, simplifying getting appraisals, and expanding their pipeline with professional marketing assistance.



855-710-7100

sales@admortgage.com

admortgage.com

A&D Mortgage LLC is an Equal Housing Lender. NMLS ID #958660. 1040 South Federal Highway, Hollywood, FL 33020 1-855-ADLOANS (1-855-235-6267). A&D Mortgage LLC is licensed by AZ #1006747 "Arizona Mortgage Banker License", #CA# 60D8053270 "Loans made or arranged pursuant to a California Financing Law license", CA #41DB0-58930 "Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act", CO "Mortgage Company Registration", CT #ML-958660 Mortgage Lender License, DC #MLB958660 "Mortgage Lender License", DE # 037443 "Lender License", FL# MLD858 "Mortgage Lender Servicer License", GA Mortgage Lender License/Registration #58815, ID # MBL-2080958660 "Mortgage Broker/Lender License", IL #MB. 6761475 "Residential Mortgage License", MD "Mortgage Lender License", MI # FR0023142 "1st Mortgage Broker/Lender/Servicer Registrant", NH# 23561-MB "Mortgage Banker License", NY# LMB109468 "Mortgage Banker License", NJ Licensed by the NJ Department of Banking and Insurance: Residential Mortgage Lender License, NC #L-186481 "Mortgage Lender License", OH #RM.804825.000 "Residential Mortgage Lending Act Certificate of Registration", OR "Mortgage Lending License", PA# 54518 "Mortgage Lender License", PR #IH-260 "Mortgage Lender/Servicer (Concesionarios/Administradores de Pretamos Hipotecarios)", SC-BFI #MLS-958660 "Mortgage Lender/Servicer License", TN #215750 "Mortgage License", TX SML "Mortgage Banker Registration", UT-DFI Residential First Mortgage Notification, VA# MC 6653 "Broker License" and "Lender License" (www.nmlsconsumeraccess.org). Loan approval and rates are dependent upon applicant's credit, collateral, financial history and program availability at time of origination. Programs and rates are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Copyright©2022. All Rights Reserved.

NMLS# 958660

Non-QM Mortgages

Connect with non-QM lenders at: scotsmanguide.com/non-qm

These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM).

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; BK=Bankruptcy; FC=Foreclosure; SS=Short Sale; I/O=Interest Only; U=Unlimited; Fixed, ARM, Hybrid: F=Fixed Interest Rate; A=Adjustable Rate Mortgage (ARM); Documentation: F=Full Documentation; SE=Self Employed; B=Bank Statements; A=Asset Verification/Depletion

				LTV/LOAN AMOUNT COMBINATIONS					DOCUMENTATION					SEASONING									
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	F	SE	B	A	DTI Ratio %	I/O Period in Years	BK Ch 7	BK Ch 13	SS	FC	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments	
<div>Change Wholesale</div> <div>Lending Territory: NATIONWIDE Except: MA MO NY</div> <div>(949) 255-6085 changewholesale.com info@changewholesale.com</div>																							
Community Mortgage	OV	PRC	1-4	640	80/3M		/	85						10	0	0	12	12	0 x 12	F/A	5/6, 7/6, 10/6	No Income/No DTI-primary/2nd Home	
DSCR > 100%	N	PRC	1-4	680	80/3.5M			85						10	24	24	36	36	0 x 12	F/A	5/6, 7/6, 10/6		
DSCR 50%-100%	N	PRC	1-4	680	80/3.5M			85						10	24	24	36	36	0 x 12	F/A	5/6, 7/6, 10/6		
Alt-Doc	OV	PRC	1-4	660	80/4M			85		Y	Y	Y	50	10	36	36	36	36	1 x 12	F/A	5/6, 7/6, 10/6		
Piggy Back Second	OVN	PRC	1-4	680	/500K			85						10					0 x 12	F			
Bridge Loan	N	PRC	1-4	660	75/2.5M			75						3	48	48	48	48	1 x 12	F			
Change Wholesale is America's CDFI. We match diverse borrowers across the nation with the home financing solution that fits their needs.																							
<div>Deephaven Mortgage</div> <div>Lending Territory: NATIONWIDE Except: AK HI MA MO NV NY WV</div> <div>(844) 346-9475 www.deephavenmortgage.com brokerinfo@deephavenmortgage.com</div>																							
Expanded-Prime	OVN	PRC	1-4	660	90/3M		/	90	Y	Y	Y	Y	50	10	48	48	48	48	1 X 12			Full Doc, 1YR 1099, 1YR BK Statements	
Non-Prime	OVN	PRC	1-4	620	85/15M		/	85	Y	Y	Y		50	10					4 X 12	F/A	7/1	Full Doc, 1YR 1099, 1YR BK Statements	
DSCR	N	PRC	1-4	620	80/2M		/	80						10	36	36	36	36	1 X 12	F/A	7/1	DSCR > 0.75 No Income Required	
Foreign National	N	P	1-4		75/1.5M		/	75		Y				10	36	36	36	36	1 X 12	F/A	7/1	DSCR > 0.75 No Income Required	
Deephaven offers 5 programs to meet your needs - from "just miss" to investor programs - and we u/w to our own guides (not a pass-through).																							
<div>Excelerate Capital</div> <div>Lending Territory: AZ CA CO FL GA HI ID IL IN MD MI MS NC NV OH OR PA SC TN TX VA WA</div> <div>(844) 432-3685 ec-tpo.com info@exceleratecapital.com</div>																							
Non QM Prime	OVN	PRC	1-4	680	90/1.5M		/		Y	Y	Y	Y	50	10	4	4	4	4	1 X 12	F			
Excelerate	OVN	PRC	1-4	580	70/1.5M	680	90/1.5M		Y	Y	Y	Y	50	10	1	1	1	1	0 X 90				
Jumbo	OVN	PRC	1-4	660	70/3M	660	65/4M		Y	Y	Y	Y	50						X				
DSCR	N	PRC	1-4	600	65/1.5M	660	80/			Y									X				
ITIN	OVN	PRC	1-4	640	70/	680	80/		Y	Y	Y		50						X				
Excelerate Capital is the trusted name in providing loan products for every step of our clients' lives.																							
<div>First Guaranty Mortgage Corp.</div> <div>Lending Territory: NATIONWIDE Except: HI NY</div> <div>(866) 739-9200 www.fgmc.com/maverick-solutions scotsman@fgmc.com</div>																							
Achiever Expanded Credit	OV	PRC	1-4	660	90/2.5M	500	75/3M	90	Y	Y	Y	Y	55	10	24	12	24	24	1 X 12	F/A	5/1, 7/1, 10/1		
Champion Prime Jumbo	OV	PRC	1-4	660	85/1M	720	95/15M	95	Y	Y	Y	Y	55	10	36	36	36	36	1 X 24	F/A	5/1, 7/1, 10/1		
Visionary Investment	N	PRC	1-4	540	65/5M	620	75/500K	0	Y	Y	Y	Y	50	10	24	12	24	24	1 X 12	F/A	5/1, 7/1, 10/1		
FGMC offers a proprietary Non-QM product suite, Maverick Solutions, featuring options for jumbo, expanded credit, and investment loans.																							
<div>First National Bank of America</div> <div>Lending Territory: NATIONWIDE</div> <div>(800) 400-5451 www.fnba.com/wholesale resbrokers@fnba.com</div>																							
Alt-A Premier	OV	PRC	1	700	85/1M	680	80/75K	85	Y	Y	Y	Y	55	0	48	48	48	48	0 X 12	F		Alternative doc, DTI up to 55%	
Near Miss	OVN	PRC	1	660	80/650K	600	75/50K	80	Y	Y	Y	Y	55	0	0	0	0	0	X	F		No seasoning on BK and FC	
Bank Statement	OVN	PRC	1-4	700	85/1M	600	75/50K	85		Y	Y		55	0	0	0	0	0	X	F		12 month personal or business	
ITIN Loans	OVN	PRC	1-4	700	85/1M	600	75/50K	85	Y	Y	Y	Y	55	0	0	0	0	0	X	F		Gift funds allowed to 80% LTV	
<div>FMC Lending</div> <div>Lending Territory: CA FL NC TX WA</div> <div>(888) 297-4440 fundmtg.com scenario@fundmtg.com</div>																							
Stated Income 1	OVN	PRC	1-4	400	80/5M		/	100		Y			0	5	0	0	0	0	X	F		Direct Lender Rates Start 7.0%	
Stated Income ALT	OVN	PRC	1-4	450	80/7M		/	110		Y	Y		0	5	0	0	0	0	X	F		Direct Lender Rates Start 7.0%	
Stated Income B	OVN	PRC	1-4	500	80/10M		/	115		Y	Y	Y	0	7	0	0	0	0	X	F		Direct Lender Rates Start 7.0%	
No-Doc 1	OVN	PRC	1-4	400	80/5M		/	100		Y			0	5	0	0	0	0	X	F		Direct Lender Rates Start 7.0%	
No-Doc ALT	OVN	PRC	1-4	450	80/7M		/	110		Y			0						X	F/A/H		Direct Lender Rates Start 7.0%	
No-Doc B	OVN	PRC	1-4	475	80/10M		/	115		Y			0	7	0	0	0	0	X	F		Direct Lender Rates Start 7.0%	
No-Doc Construction Rehab	OVN	PRC	1-4	400	80/5M		/	100		Y	Y	Y	0	2	0	0	0	0	X	F		Direct Lender Construction OK	
Direct wholesale lender. Asset based. No credit needed. No doc stated. No seasoning, BK OK. 100% CLTV, foreclosure bailout OK, 8-day close.																							

Your Digital Destination for Indispensable Information

Scotsman Guide believes your news should never be behind a paywall. That's why our high-quality news content is always **FREE**.

Scotsman Guide News offers:

- Daily residential and commercial mortgage industry news
- Latest market trends and insights
- Access to award-winning content by industry leaders
- No subscription or payment required

UWM vs. Rocket Mortgage: Here's where things stand now



By **Arnie Aurellano**,
Website content editor, Scotsman Guide



If you thought that the simmering feud between United Wholesale Mortgage (UWM) and rivals Quicken Loans and Fairway Independent Mortgage Company would lose steam any time soon, well, buckle up.

UWM announced on March 4 that it would no longer do business with mortgage brokers who also worked with Quicken and Fairway, framing the two companies as organizations "that are hurting the wholesale channel."

Specifically, UWM CEO Mat Ishbia called out Fairway for "soliciting loan officers and talking negatively about brokers" and chastised Rocket for "going after real estate agents" and "trying to cut the loan officers out."

Ishbia, who has vehemently and vocally defended the new policy, took to CNBC's "Mad Money" last week to report that th

Read online at:
scotsmanguide.com/news

Get it delivered daily to your inbox:
scotsmanguide.com/originator-news



 **Scotsman Guide**

Non-QM Mortgages

Connect with non-QM lenders at: scotsmanguide.com/non-qm

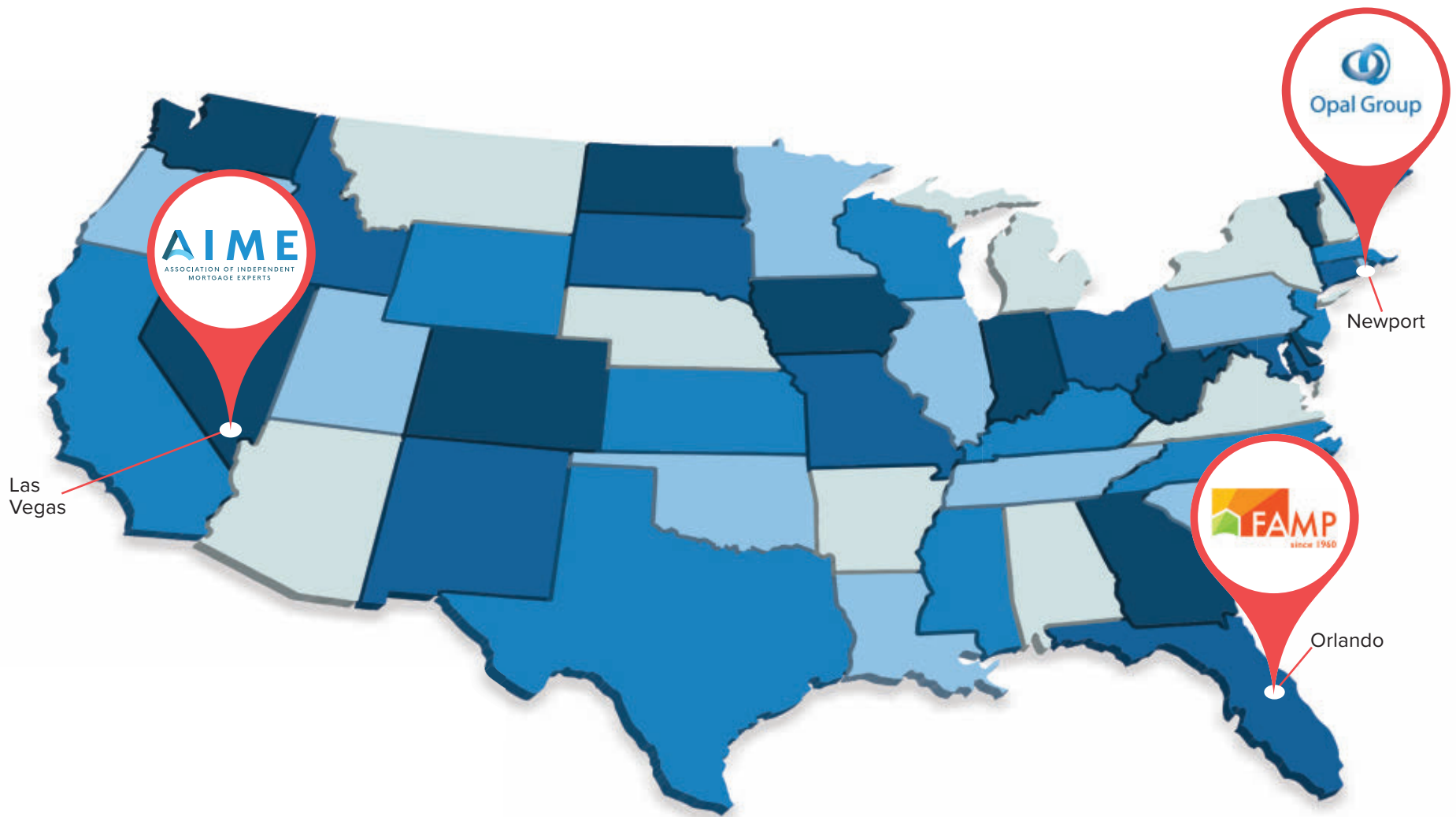
These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM).

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; BK=Bankruptcy; FC=Foreclosure; SS=Short Sale; I/O=Interest Only; U=Unlimited; Fixed, ARM, Hybrid: F=Fixed Interest Rate; A=Adjustable Rate Mortgage (ARM); Documentation: F=Full Documentation; SE=Self Employed; B=Bank Statements; A=Asset Verification/Depletion

				LTV/LOAN AMOUNT COMBINATIONS					DOCUMENTATION				SEASONING									
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	F	SE	B	A	DTI Ratio %	I/O Period in Years	BK Ch 7	BK Ch 13	SS	FC	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments
<div><div>FundLoans</div><div>Lending Territory: AZ CA CO FL GA HI ID IL MT OR SC TN TX UT WA WY</div></div> <div>(760) 388-5888 www.fundloans.com dhidy@fundloans.com</div>																						
Montage Prime Plus	OVN	PRC	1-4	620	90/10M	620	90/1.5M	90	Y	Y	Y	Y	55	10	12	12	24	24	1 X 12	F/A	5/1, 7/1	Non-QM Full-Doc
Spectrum DSCR	N	PRC	1-4	620	80/5M	620	80/5M	80		Y			0	10	24	24	24	24	1 X 12	F/A	5/1, 7/1	DSCR > 0.75
Apex Prime Plus	OVN	PRC	1-4	620	90/7M	620	90/7M	90		Y	Y	Y	50	10	12	12	24	24	1 X 12	F/A	5/1, 7/1	Non-QM Alt-Doc
FundLoans offers competitive interest rates, Jumbo QM and Non-QM "make-sense" program options with broad exception capabilities.																						
<div><div>GreenBox Loans Inc.</div><div>Lending Territory: AZ CA CO CT DE FL GA ID IL LA MA MD NC NJ NV OK OR PA TN TX VA WA</div></div> <div>(800) 919-1086 www.greenboxloans.com wholesaleinfo@greenboxloans.com</div>																						
1 Day Out Foreclosure	OVN	PRC	1-4	500	70/1.5M	660	85/1.5M	85	Y	Y			50		0	0	0	0	99 X	F/A	5/1, 7/1	No foreclosure or SS seasoning
Nonprime	OVN	PRC	1-4	600	80/1.5M	680	95/1.5M	95	Y	Y			55	10	24	0	24	24	2 X	F/A	5/1, 7/1	24-month from housing event
ITIN	OVN	PRC	2-4	660	90/300	300	80/600	90	Y	Y			50	0	36	36	36	36	0 X	F/A	7/1	ITIN No Social Security Number
24-Mo Bank Statement	OVN	PRC	1-4	660	85/2M	700	90/1.5M	90		Y	Y		50	10	24	12	24	24	1 X	F/A	5/1, 7/1	24-months, 85% cash-out
24-Mo BS Nonprime	OVN	PRC	1-4	580	80/1.5M	680	85/2M	85		Y	Y		50	0	12	0	0	12	99 X	F/A	5/1, 7/1	Recent Housing Self-Employed
Foreign National	VN	PRC	1-4		60/3M		75/1M	75	Y	Y			50	10	24	24	24	24	1 X	F/A	5/1, 7/1	Traditional income doc
Investment	N	PRC	1-4	620	70/1.5K	680	75/1.5K	75						10	24	12	24	24	1 X	F/A	3/1, 5/1, 7/1	N00 no reserves, no ratios
Investment Income	N	PRC	1-4	620	65/500K	700	80/1M	80						10	36	12	24	36	0 X	F/A	3/1, 5/1, 7/1	Qualify on rental income
Fund more loans through our proprietary programs and guidelines! Nonprime loans up to \$2.5M, minimum 500 credit score.																						
<div><div>HomeXpress Mortgage Corp.</div><div>Lending Territory: NATIONWIDE Except: AK DE HI IA KY MA ME MO MS ND NE NM NY OK RI SD VT WV WY</div></div> <div>(800) 216-1723 www.homexmortgage.com marketing@homexmortgage.com</div>																						
A CoreX	OV	PRC	1-4	600	90/3M		/	90	Y	Y	Y	Y	55	10	36	36	24	36	X	F/A	5/1	Non-Prime Product
PrimeX	OV	PRC	1-4	640	90/3M		/	90	Y	Y	Y	Y	50	10	48	48	48	48	1 X 24	F/A	5/1	Prime Jumbo fallout
InvestorX	N	PRC	1-4	600	80/2M		/	80	Y	Y	Y		50	10	48	48	48	48	1 X 12	F/H	5/1	DSCR <1.00 Available
NPRA/ITIN	OV	PRC	1-4	640	80/1.5M		/	80	Y	Y	Y	Y	50	10	36	36	24	36	X	F/H	5/1	NP Residence Alien & ITIN
Close with Speed, Ease, and Convenience. Credit scores starting at 600. Loans to \$3M. Alternative documentation programs.																						
<div><div>LendSure Mortgage Corp.</div><div>Lending Territory: NATIONWIDE Except: AK HI KS MS ND NE SD VT WY</div></div> <div>(888) 910-0360 www.lendsure.com sales@lendsure.com</div>																						
Super-Prime/Alt-A	OV	PRC	1-4	700	90/1.5M	700	70/3M		Y	Y	Y	Y	45	10	48	48	48	48	1 X 12	F/A	5/1	
Expanded Approval AA	OVN	PRC	1-4	680	85/2M		/		Y	Y	Y	Y	50	10	36	36	24	36	0 X 12	F/A	5/1	
Expanded Approval A	OVN	PRC	1-4	680	75/1.5M	600	70/1.5M		Y	Y	Y	Y	50	10	24	24	12	24	1 X 12	F/A	5/1, 10/1	
Expanded Approval BB	OVN	PRC	1-4	680	75/750K	640	65/750K		Y	Y	Y	Y	50	10	24	24	0	24	2 X 12	F/A	5/1, 10/1	
Expanded Investor	N	PRC	1-4	680	80/1M	660	70/1M							10	36	36	36	36	0 X 24	F/A	5/1, 10/1	DSCR - Investor Cash Flow Prog
Foreign National	VN	PRC	1-4		75/500K		/		Y	Y	Y	Y	50		0	0	0	0	0 X 24	F/A	5/1	
LendSure Bridge Loan	OVN	PC	1		75/		/		Y	Y	Y	Y	50		48	48	48	48	X	F		Short term (one year) loan, not renewable
Non-QM Loan Programs, Common-Sense Exceptions, Bank Statement Analysis and Pre-Qual by an experienced underwriter usually within 24 hours.																						
<div><div>LoanStream</div><div>Lending Territory: NATIONWIDE Except: AK AL AR IA ID KS MO MS ND NE NH NY SD VT WV WY</div></div> <div>(800) 760-1833 www.loanstreamwholesale.com wholesalemarketing@lsmortgage.com</div>																						
3 & 12 Mo Alt Doc	OVN	PRC	1-4	600	95/5M		/	90	Y	Y	Y	Y	55	10	12	12	12	12	1 X 12	F/A	5/1, 7/1, 10/1, 5/6, 7/6	loanstreamwholesale.com
Full Doc 12 & 24 mo.	OVN	PRC	1-4	600	95/5M		/	95	Y	Y		Y	55	10	1	1	1	1	1 X 12	F/A	5/1, 7/1, 10/1, 5/6, 7/6	loanstreamwholesale.com
DSCR 1:1 min.	N	PRC	1-4	620	85/5M		/			Y				10	36	36	36	36	1 X 12	F/A	5/1, 7/1, 10/1, 5/6, 7/6	loanstreamwholesale.com
DSCR No Ratio .75 & .00	N	PRC	1-4	640	80/3M	620	80/3M	80						10	36	36	36	36	0 X 12	F/A	5/1, 7/1, 10/1, 5/6, 7/6	loanstreamwholesale.com
VOE Only / 1099 Only	OVN	PRC	1-4	600	90/5M		/	90					55	10	12	12	12	12	1 X 12	F/A	5/1, 7/1, 10/1, 5/6, 7/6	loanstreamwholesale.com
ITIN	ON	PRC	1-4	620	85/1.5M		/	85	Y	Y	Y	Y	50	10	12	12	12	12	0 X 12	F/A	5/1, 7/1, 10/1, 5/6, 7/6	loanstreamwholesale.com
Foreign National	VN	PRC	1-4	620	75/3M		75/3M	75					50	10	12	12	12		1 X 12	F/A	5/1, 7/1, 10/1, 5/6, 7/6	loanstreamwholesale.com
Asset Utilization	OVN	PRC	1-4	600	85/2M		/					Y	55	10	12	12	12	12	1 X 12	F/A	5/1, 7/1, 10/1, 5/6, 7/6	loanstreamwholesale.com
LoanStream is "The ONE Lender." We have been nonprime & Non-QM since 2013. Innovative loan programs to help our broker partners close more.																						

Happenings

Professional Mortgage Industry Events, Conferences and Trade Shows



JULY 18-20
Opal Group Family Office & Private Wealth Management Forum
Newport, R.I.
opalgroup.net

JULY 25-27
California Mortgage Bankers Association Western Secondary Market Conference
Dana Point, Calif.
westernsecondary.com

JULY 27-29
California Mortgage Bankers Association Summer Seminar
San Diego
californiamortgageassociation.com

AUG. 3-5
Michigan Mortgage Lenders Association Annual Lending Conference
Grand Rapids, Mich.
mmla.net

AUG. 17-20
Florida Association of Mortgage Professionals Annual Convention & Trade Show
Orlando
ourfamp.org

AUG. 25
All Star Group LoanMakers Forum
Carlsbad, Calif.
loanmakersforum.com

AUG. 25
Louisiana Mortgage Lenders Association Education Conference
Baton Rouge, La.
lmla.com

SEPT. 9
Utah Association of Mortgage Professionals Annual Expo & Conference
Salt Lake City
uampmortgageexpo.com


SEPT. 11-13
Mortgage Bankers Association Risk Management, QA and Fraud Protection Forum
Nashville
mba.org

SEPT. 28-30
Information Management Network NPLs, Notes & Default Servicing Forum
Santa Monica, Calif.
imn.org

SEPT. 29-OCT. 1
Association of Independent Mortgage Experts Fuse 2022
Las Vegas
aimegroup.com

To add your event to this directory, please email marketing@scotsmanguide.com.

ScotsmanGuide.com/events

 Scotsman Guide Inc. will have a booth and/or staff in attendance.

Non-QM Mortgages

Connect with non-QM lenders at: scotsmanguide.com/non-qm

These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM).

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; BK=Bankruptcy; FC=Foreclosure; SS=Short Sale; I/O=Interest Only; U=Unlimited; Fixed, ARM, Hybrid: F=Fixed Interest Rate; A=Adjustable Rate Mortgage (ARM); Documentation: F=Full Documentation; SE=Self Employed; B=Bank Statements; A=Asset Verification/Depletion

				LTV/LOAN AMOUNT COMBINATIONS				Max. CLTV %	DOCUMENTATION				DTI Ratio %	I/O Period in Years	SEASONING				Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)		F	SE	B	A			BK Ch 7	BK Ch 13	SS	FC				
NewRez																						(833) 502-5538
Lending Territory: NATIONWIDE Except: HI																						www.newrezcorrespondent.com
																						nonqmsales@newrez.com
Smart Self/Plus Bk St	OVN	PRC	1-4	620	90/3M		/		Y	Y	Y	Y	50	10	24	24	24	24	1 X 12	F/A	5/1, 7/1, 10/1	Qualify with Bank Statements
Smart Condo	OVN	PRC	1	660	90/2.5M		/		Y	Y	Y	Y	45	10	48	48	48	60	0 X 12	F/A	5/1, 7/1, 10/1	Non-Warrantable condos
Dream Big Jumbo	OVN	PRC	1-4	740	90/3M		/		Y	Y			43		48	48	84	84	0 X 24	F		LA 3M Up to 90% LTV
Smart Edge/Plus Full Doc	OVN	PRC	1-4	620	90/3M		/		Y	Y	Y	Y	50	10	24	24	24	24	1 X 12	F/A	5/1, 7/1, 10/1	Full Doc, Non Agency Features
Smart Vest Investor	N	PRC	1-4	620	80/2M		/		Y				50	10	24	24	24	24	0 X 12	F/A		Real Estate Investors
Smart Trac Credit Event	OVN	PRC	1-2	620	85/1.5M		/		Y	Y	Y	Y	45	10	12	12	12	12	1 X 12	F/A	5/1, 7/1, 10/1	Multi 30 day lates
Smart Funds	OVN	PRC	2-4	680	90/3M		/		Y	Y	Y	Y		10	48	48	48	60	1 X 12	F/A	5/1, 7/1, 10/1	Qualify with eligible assets
NewRez offers SMART Non QM Full and Alt Doc Programs. LA to 3M, 12-24M Bk Statement, 1-1 Inv DSC, Asset Qual and Condo. Non-Del/Del options.																						
PRMG - Paramount Residential Mortgage Group																						(866) 776-4937
Lending Territory: NATIONWIDE Except: NY																						www.prmg.net
																						you@prmg.net
Expanded Access Prime	OVN	PRC	1-4	700	90/1.5M	660	85/1.5M		Y	Y	Y	Y	50	10	48	48	48	48	0 X 12	F/H	5/1, 7/1	Restrictions apply
Expanded Access Plus	OVN	PRC	1-4	720	90/1.5M	600	70/1M		Y	Y	Y	Y	50	10	12	12	12	12	X	F/H	5/1, 7/1	Restrictions apply
Expanded Access Flex Prm	OVN	PRC	1-4	660	80/2.5M		/		Y	Y	Y	Y	50	10	48	48	48	72	1 X 30	F/H	5/1, 7/1	Restrictions apply
Expanded Access Flex Plus	OVN	PRC	1-4	620	80/2.5M		/		Y	Y	Y	Y	50	10	48	48	48	72	X	F/H	5/1, 7/1	Restrictions apply
Expanded Access Asset Cnt	OV	PR	1-4	720	80/1M	720	70/2M							10	48	48	48	48	0 X 30	F/H	5/1, 7/1	Assets for qualifying, no DTI
Investor Sol. DSCR 1-2	N	PRC	1-4	720	85/1M	700	70/2.5M							10	36	36	36	36	1 X 12	F/H	5/1, 7/1	Restrictions apply
Investor Sol. DSCR 3	N	PRC	1-4	660	75/1M	700	75/2M							10	36	36	36	36	1 X 12	F/H	5/1, 7/1	Restrictions apply
Investor Sol. No Ratio	N	PRC	1-4	700	70/2M	720	60/1.5M							10	36	36	36	36	1 X 12	F/H	5/1, 7/1	Restrictions apply
Redstone Funding LLC																						(312) 682-9000
Lending Territory: AZ CA CO FL IL MD MN PA TX UT																						www.rsmtg.com
																						tpo@rsmtg.com
TheLuxe - Jumbo Prime	OVN	PRC	1-4	680	85/3M		/		Y				45		84	84	84	84	0 X 24	F		Super jumbo loan amts, rates 2-4%, full Doc
TheGuru	OVN	PRC	1-4	660	90/3.5M		/		Y				55	10	48	48	48	48	0 X 12	F/A	10/1	Non QM Full Doc
TheVice	OVN	PRC	1-4	660	90/3.5M		/		Y	Y	Y	Y	55	10	48	48	48	48	0 X 12	F/A	10/1	Non QM Alternative Doc
TheSnap	OVN	PRC	1-4	580	90/3M		/		Y				50	10	12	12	12	12	12 X 12	F/A	10/1	Non QM Derogatory Credit Full Doc
TheFlex	OVN	PRC	1-4	580	90/3M		/		Y	Y	Y		50	10	12	12	12	12	12 X 12	F/A	10/1	Non-QM Alternative Doc
TheZero	N	PRC	1-4	600	80/3.5M		/			Y				10	24	24	24	24	1 X 30	F/A	10/1	DSCR No Ratio
TheForeign	VN	PRC	1-4		75/2.5M		/		Y	Y			50	10	36	36	36	36	0 X 12	F/A	10/1	Foreign Nationals
Mixed Income Allowed, Cash Out Equals Reserves, Doc Types: Bank Statements, P&L, WVOE, 1099, Asset Utilization, DSCR No Min Ratio Required.																						
Solve Mortgage																						(888) 533-4829
Lending Territory: NATIONWIDE																						www.solvemortgage.com
																						blake@altloan.com
Series A Jumbo Prime	OV	PRC	1-4	700	90/510.4K		/		Y	Y			43	10	84	84	84	84	0 X	F/A	5/1, 7/1	Best Non-QM pricing
Series B & D Non-QM Alt-A	OVN	PRC	1-4	660	90/150K		/		Y	Y	Y	Y	55	10	48	48	48	48	0 X 12	F/A	5/1, 7/1	Best Non-QM pricing
Series B & D Non-QM NP	OVN	PRC	1-4	660	90/15K		/		Y	Y	Y	Y	50	10	12	12	12	12	0 X 12	F/A	5/1, 7/1	Most flexible Non-QM program
Series B&D Invest DSCR	N	PRC	1-4	600	80/150K		/		Y	Y				10	24	24	24	24	1 X 12	F/A	5/1, 7/1	No Stated Income, No DTI
Series D Foreign National	N	PRC	1-4	680	75/150K		/		Y	Y				10	36	36	36	36	0 X 12	F/A	5/1, 7/1	No Stated Income
Series G Portfolio	OVN	PRC	1-4	600	85/150K		/		Y	Y	Y	Y	55		1	1	1	1	0 X 12	F/A	5/1, 7/1	
Solve Mortgage is a Jumbo and Non-QM National Wholesale Lender located in Los Angeles, CA.																						

NATIONAL ASSOCIATION OF MORTGAGE BROKERS ANNUAL CONFERENCE

NAMMB 20 NATIONAL 22

IT'S NOT WORK,
IT'S NETWORK!

*The premier mortgage
conference in the U.S.!*



OCT 7-10 CAESARS LAS VEGAS

nambnational.org

Non-QM Mortgages

Connect with non-QM lenders at: scotsmanguide.com/non-qm

These wholesale lenders offer loan products for residential homebuyers who are unable to meet the criteria of a qualified mortgage (QM).

LEGEND: P=Purchase; R=Rate and Term Refi; C=Cash-Out Refi; O=Owner-Occupied; V=Vacation Home; N=Non-Owner-Occupied; BK=Bankruptcy; FC=Foreclosure; SS=Short Sale; I/O=Interest Only; U=Unlimited; Fixed, ARM, Hybrid: F=Fixed Interest Rate; A=Adjustable Rate Mortgage (ARM); Documentation: F=Full Documentation; SE=Self Employed; B=Bank Statements; A=Asset Verification/Depletion

				LTV/LOAN AMOUNT COMBINATIONS				DOCUMENTATION				SEASONING											
Program Name	Occ	Purp	# Units	FICO	LTV %/ Amount (\$K)	FICO	LTV %/ Amount (\$K)	Max. CLTV %	F	SE	B	A	DTI Ratio %	I/O Period in Years	BK Ch 7	BK Ch 13	SS	FC	Mortgage Lates: # 30's X Months	Fixed, ARM, Hybrid	ARM Terms	Comments	
<div>Sprout Mortgage</div> <div>Lending Territory: NATIONWIDE</div> <div>(866) 707-8800 www.sproutmortgage.com info@sproutmortgage.com</div>																							
J10 Select Jumbo Full doc	OVN	PRC	1-4	740	90/2M	700	65/4M	90	Y				50	10	24	24	24	24	1 X 12	F/H	5/6, 7/6	Up to \$4M -max 50% DTI, 90% LTV, 10-yr I/O	
A10 Select Bnk Stmt/s/1099	OVN	PRC	1-4	740	90/2M	700	70/4M	90		Y	Y		50	10	24	24	24	24	1 X 12	F/H	5/6, 7/6	New! iAnalyze - fast, easy bank stmt analysis	
A11 SelectAssetOptimizer	OVN	PRC	1-4	740	90/2M	700	65/4M	90				Y	50	10	24	24	24	24	1 X 12	F/A	5/6, 7/6	Asset Optimizer, 60 mth depletion calculation	
I10 Inve\$tor DSCR	N	PRC	1-4	740	85/1M	680	65/3M	85			Y			10	24	24	24	24	1 X 12	F/H	5/6, 7/6	\$4M Inve\$tor - 100% and 110% DSC ratio	
E-Series Premier Jumbo	OVN	PRC	1-4	740	90/1.5M	680	55/10M	90	Y				50		84	84	48	84	1 X 24	F/H	5/6, 7/6	See the entire Premier Jumbo Full Doc array	
I12 Inve\$tor Mixed Use	N	PRC	3-4	740	80/1M	680	60/2.5M	80			Y			10	24	24	24	24	1 X 12	F/H	5/6, 7/6	2-8 units mixed use, 100% and 110% DSCR	
I15 Inve\$tor No Ratio	N	PRC	1-4	740	70/1M	700	65/1M	70			Y			10	24	24	24	24	1 X 12	F/H	5/6, 7/6	No Debt Service Coverage ratio required	
E3 Prem Jumbo FD-HiBal CA	OV	PRC	1	720	65/5M	720	50/8.5M	65	Y				50		84	84	48	84	0 X 24	F		Jumbo loans to \$8.5M - CA properties only	
E4 Prem Super Jumbo Nat'l	OVN	PRC	1-4	680	65/3M	680	55/10M	65	Y				50	5	24	24	24	24	0 X 24	H	5/6, 7/6, 10/6	Jumbo 1-4 unit, NW condo, condotel, co-op (NY)	
A15 Bank Stmt-Super Jumbo	OVN	PRC	1-4	680	60/5M	680	55/10M	65			Y		50	5	24	24	24	24	0 X 24	H	5/1, 5/6, 7/6, 10/6	Jumbo 1-4 unit, NW condo, condotel, co-op (NY)	
Sprout's non-agency programs include jumbo, bank statement, asset depletion, full doc, foreign borrower, N-W condos, investment, mixed-use.																							
<div>Stronghill Capital</div> <div>Lending Territory: NATIONWIDE Except: AZ MI MN ND NV SD VA VT</div> <div>(855) 490-6671 stronghill.com scotsman@stronghill.com</div>																							
Resi Investor	VN	PRC	1-4	620	75/500K		/	75	Y	Y					1	1	24	24	0 X 12	F/A	5/1, 7/1, 10/1	Rates in the 5s & 6s	
Specialized small balance commercial, investment residential & short-term rental financing at competitive-to-bank rates with fast closes.																							
<div>Velocity Mortgage Capital</div> <div>Lending Territory: NATIONWIDE Except: MN ND SD VT</div> <div>(866) 958-3562 www.velocitymortgage.com info@velocitymortgage.com</div>																							
FlexPerm Loan	N	PRC	1-4	650	75/5M		/	80							24	24		24	2 X 24	F/A	3/1	Flexibility per UW	
Alternative mortgage programs for the purchase or refinance of 1-4 investment, multifamily, mixed-use and small commercial properties.																							
<div>Visio Lending</div> <div>Lending Territory: NATIONWIDE Except: AK DE ID MN ND NE OR RI SD UT VT</div> <div>(888) 521-0353 visiolending.com loans@visiolending.com</div>																							
Rental360	N	PRC	1-4	680	75/2M		/			Y		Y							1 X	F/A	5/1, 7/1	SFR or Portfolio available	
Fast, simple and dependable rental loans for residential investors. No personal DTI. 30-yr term. Small Balance Commercial now available.																							
<div>WesLend Financial</div> <div>Lending Territory: NATIONWIDE Except: AK MS ND NE SD VT WI WV WY</div> <div>(949) 681-5253 www.weslendwholesale.com keith.stubbs@weslend.com</div>																							
VIP/I-VIP Bank Statement	OVN	PRC	1-4	620	90/4M		/	90	Y	Y	Y	Y	55	10	2	2	2	2	1 X 12	F		3,12 Mo. & asset depletion	
VIP/I-VIP DSCR	N	PRC	1-4	620	80/3M		/	80		Y				10	2	2	2	2	1 X 12	F		Qualify on Int. Only	
Select Asset Qualifier	OVN	PRC	1-4	700	75/2M		/	75		Y		Y	50	10	4	4	4	4	0 X 23	F		Deplete IRA if <59.5 age	
Asset Qualifier Combo	OVN	PRC	1-4	700	75/2M		/	75		Y		Y	50	10	4	4	4	4	0 X 12	F		Add to full doc income, <DTI	
Ruby Tuesday	O	PRC	1	700	80/3M		/	80	Y	Y			43		7	7	7	7	0 X 12		7/1, 10/1	Non-CA Jumbo ARM Price Leader	
Faster, Easier, Better!																							

Fund your non-QM deal fast

Join 150,000+ originators that use Lender Search to connect with verified lenders and close more loans.

Fund your deal fast at scotsmanguide.com/non-qm



Launch Your Independent Mortgage Broker Career

Know the steps to take when moving from the retail to wholesale channel

By Desmond P. Smith

It's an extremely competitive time to be in the mortgage industry — and an even more exciting time for the wholesale lending channel. In 2020 and 2021, these businesses experienced tremendous growth and opportunity. With interest rates at record lows and homes becoming more important to consumers than ever before, the entire mortgage industry had its best years ever.

This year has proven to be vastly different. Re-finances have drastically slowed as rates have risen, and pipelines are no longer bursting at the seams. This isn't necessarily a bad thing, nor unexpected, as mortgage lending is a cyclical industry. Now is the time to reflect and ask yourself, what's next?

The reality is, the things that most originators strive for — personal growth, building generational wealth and providing exceptional client experience — can be achieved. More specifically, these aspirations can be met by making the transition to the wholesale channel. Becoming an independent mortgage broker offers a multitude of benefits, including freedom, flexibility and unlimited earning potential. But the question many people ask is, "How do I make that transition?"

Although it may seem intimidating, opening or joining a brokerage is easier than it sounds, and there's a whole network of resources and supporters out there to help make your move as easy as possible. And due to the changing environment of the mortgage industry, now is the time to get started.

A multitude of loan originators have already transitioned from retail to wholesale, moving from jobs as loan officers who work for a single lender to brokers who can shop multiple lenders on their client's behalf. There's no doubt this trend will continue throughout 2022 and 2023. To help get the ball rolling, let's dive into exactly what you'll need to do to join the wholesale channel as an independent mortgage broker.

Initial preparation

In the initial phase of the transition, there are a few things you'll want to get in order right away. First, choose a business name and register it with the state or states in which you plan to do business.

Next, set up your business entity. There are several types to choose from, including a sole proprietorship, a limited liability company, a partnership and more. This will determine your

tax eligibility and also will help you establish the processes for how your business will operate.

Lastly, open a business bank account. Whether it's through a large national bank, a small community bank or a credit union, you'll want to make sure you do your research in finding the best business or trust account.

Obtain licensing

As a mortgage broker, you must be registered with the Nationwide Multistate Licensing System and Registry (NMLS). This platform helps ensure you become a licensed and compliant mortgage broker who can validate your qualifications for potential clients and business partners.

As you transition to open your own broker shop, you'll want to create your MU1 profile, which will allow you to set up your company profile in the NMLS. Once your profile is complete, you will receive an email with your company NMLS number.

You'll then want to download a checklist of licensing requirements from the NMLS. You'll need to determine whether your state has a brick-and-mortar requirement for office locations, and if your state has an individual licensing requirement. Of note, most states average 30 days from application submission to approval, and some states take a little longer given the strong demand to transition away from retail to wholesale lending.

You'll need to set up your company's compliance plan. This will help you prepare for a state audit. For your first year of business, it's highly recommended that you outsource this task.

Next steps

Choosing the right digital tools can make or break your company. While you're going through the licensing process, take time to research things such as loan origination software, customer relationship management platforms and point-of-sale technology. Talk to others in the wholesale lending industry to determine which tools will be the best fit for your business.

As an independent mortgage broker, you'll have the freedom to shop around with multiple lenders to ensure you can present clients with the best options for their unique financial situations. It's suggested that you find at least three lenders that can collectively handle the types of loans you'll be focusing on.

For example, find lenders that specialize in conventional mortgages, U.S. Department of Veterans Affairs loans, Federal Housing

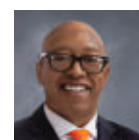
Administration renovation loans, low-credit and nonagency options, etc. Make sure you have all your bases covered so you can help every borrower who walks in your door or finds you online.

Smooth transition

Mortgage brokers have been through a lot over the years, but they are resilient and will continue to grow along with the wholesale channel. The time to dominate as an independent mortgage broker is now, and you don't have to make the transition alone.

The shift from retail to wholesale can be nothing short of daunting, but it's important to remember that support is offered by lenders and professional organizations (such as the Association of Independent Mortgage Experts), which will make the transition smooth and simple while providing you with the tools and resources needed to succeed.

Anyone in retail who is thinking about becoming a mortgage broker should take advantage of the benefits today. It's that simple. Mortgage brokers have better product options — and more flexibility to be their own boss and control their business. With more time and independence, they can put all their focus on doing what matters most: helping borrowers achieve their dream of homeownership. ●



Desmond P. Smith is chief growth officer at United Wholesale Mortgage (UWM). In this position, Smith focuses on innovative ways to advance the independent mortgage broker channel. He has been recognized for creating high-performance cultures, empowering teams and transforming businesses. UWM offers a training program for retail loan officers and others to learn how to start a career as an independent mortgage broker. To learn more, visit beamortgagebroker.com. Reach Smith at dpsmith@uwm.com.

ALLIANCE
PORTFOLIO™
A BROKER'S BEST FRIEND



**RATES
YOU CAN
RELY ON**

7.5% - 9.59%

DIRECT PRIVATE MONEY LENDER

- 1ST & 2ND TRUST DEEDS
- 30 YEARS IN HARD MONEY
- CA ONLY & UP TO 70% LTV
- BUSINESS & INVESTMENT PURPOSE

949.382.7300



ALLIANCE PORTFOLIO • 120 Vantis Dr., Ste. 515 • Aliso Viejo, CA 92656
800.363.1456 • 949.349.1322 • FAX 949.349.1330 • www.allianceportfolio.com
Real Estate Broker • California Department of Real Estate • 02066955 Broker License ID

ATHAS CAPITAL GROUP

FAST • PROFESSIONAL • SMOOTH

#ConnectAthas

**#1
Non-Prime
LENDER**

non-prime BRIDGE

No DSCR & ALL LOANS NIV

FICO As Low As 350

RATES AS LOW AS 5.99%

UP TO 80% LTV AVAILABLE

PAR PRICING OPTION!!!

4-24 HOUR APPROVALS WITH QUALITY FILES.

5-14 DAY CLOSING DEPENDING ON FILE INTEGRITY

AND COLLATERAL LOCATION.

RESIDENTIAL PROPERTIES OK (SFR, CONDO, CONDOTELS & 2-4 UNITS)

COMMERCIAL PROPERTIES OK (MULTIFAMILY, MIXED USE, OFFICE AND RETAIL)

**ACCEPTING
SUBMISSIONS
TODAY!**



877-877-1477

Info@AthasCapital.com

www.AthasCapital.com

Hard Money

Connect with hard money lenders at: scotsmanguide.com/hard-money

Hard money lenders offer fast closings and short loan terms. Underwriting is based on unencumbered property value.

Min/Max refers to the minimum and maximum loan amounts offered.



Indicates the lender underwent our proprietary process to qualify for this advertising. See an expanded definition on page 14.

LOAN LIMITS

1. Purchase Max LTV%
2. Rate & Term Refi Max LTV%
3. Cash-Out Refi Max LTV%
4. Cash-Out 2nd Max CLTV%
5. Max Loan Term in Months
6. Min Mos. Seasoning to Refi
7. Nonowner-Occupied
8. Owner-Occupied

LOAN TYPES

9. Bridge Loans
10. Business Purpose Residential
11. Fix-n-Flip
12. Construction
13. Rehab/Remodel
14. Balloon Loans
15. Blanket Loans
16. Stand-Alone Seconds
17. Foreclosure Avoidance
18. Interest-Only Payments

BORROWERS


19. Builders, Developers
20. Legal Entities
21. Foreign Nationals

CREDIT

22. Equity Only
23. OK: BK, FC, SS

PROPERTY TYPES

24. Single-Family Residence
25. 2-4 Unit Residential
26. Condominiums, Townhomes
27. Land/Lot
28. Mixed-Use
29. Manufactured Home
30. N/O/O Zoned Other Than Residential

Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Agoura Hills Financial www.agourahillsfinancial.com (310) 403-2161 bentley@agourahillsfinancial.com	30K 3M	65	65	65	65	60		Y		Y		Y	Y	Y		Y	Y			Y	Y			Y	Y	Y	Y	Y	Y	Y	Y
		N00 1-4 residential, commercial, fix-n-flip to \$2.0M. Southern California only, Los Angeles & from Ventura to San Francisco. Lending Territory: CA																													
Alliance Portfolio Private Equity Finance www.allianceportfolio.com James Perry (949) 382-7300 jperry@allianceportfolio.com	100K 15M	70	70	70	70	60	12	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		Y
		Direct lender. California only. 1st & 2nd trust deeds. Fast close. Tons of funds available now! Lending Territory: CA																													
Arixa Capital www.arixacapital.com (310) 740-9950 info@arixacapital.com	500K 15M	80	75	75		24		Y		Y	Y	Y	Y	Y					Y	Y	Y	Y			Y	Y	Y	Y	Y		Y
		Arixa Capital is a relationship-based direct private lender serving developers, builders, and real estate investors. Lending Territory: AZ CA CO FL GA ID IN MT NC NY OR TN TX UT WA																													
Athas Capital Group www.athascapital.com (877) 877-1477 brian@athascapital.com	100K 10M	80	75	75		60		Y	Y	Y	Y				Y	Y		Y	Y		Y	Y	Y	Y	Y	Y	Y		Y		Y
		Massive appetite for residential 00 and N00 loans. 2-point rebate offered! Call one of our friendly desk reps today. Lending Territory: NATIONWIDE Except: AK MI MN ND OH SD VT																													
Broadmark Realty Capital www.broadmark.com (206) 971-0800 info@broadmark.com	500K 50M	70	70	65				Y		Y			Y	Y					Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Broadmark provides private capital for residential and commercial opportunities that require complex financing and rapid response times. Lending Territory: AL AZ CO CT DC FL GA ID IL IN KY MD MN MO MS MT NC OR PA SC TN TX UT VA WA WI WV WY																													
Brookview Financial www.brookviewfinancial.com (877) 734-2211 rehabs@brookviewfinancial.com	50K 2M	75				18		Y		Y		Y	Y								Y				Y	Y	Y		Y		
		Direct private lender. Fix-n-flip. 24-hour borrower approval. Brokers protected. Register online today! Lending Territory: NATIONWIDE Except: AK AR AZ CA HI IA ID KS MN MT ND NE NV OR SD VT WV WY																													
Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
California TD Funding Inc. www.catrustdeeds.com (949) 492-0400 jkenney@catrustdeeds.com	30K 100M	65	65	65	65	120		Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Direct funds. We do not broker loans elsewhere. A Boutique Lender streamlining access to decision makers for quick and transparent answers. Lending Territory: CA																													
Capital Funding Financial www.capitalfundingfinancial.com David DiNatale (866) 999-2011 david@capitalfundingfinancial.com	75K 15M	90	90	90	90	360	0	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		Y
		DIRECT LENDER! In-House Family Office Fund. Quick Closings! Very Flexible. No Min FICO. A+ BBB Rating. BPOs allowed. Broker Loyalty Program. Lending Territory: NATIONWIDE																													
Capital Three Sixty LLC www.capitalthreesixty.com Account Executive (866) 673-2300 apply@capitalthreesixty.com	75K 3M	90	80	72.5		12	0	Y		Y	Y	Y		Y					Y	Y	Y	Y	Y		Y	Y	Y		Y		Y
		Direct funding for residential fix and flip or commercial purchase and rehab. Fast quotes and turn times, brokers protected. Lending Territory: NATIONWIDE Except: AK MN ND NV SD VT																													
Capstone Financial www.capstonefi.com Tyler Stone (480) 737-3268 tstone@capstonefi.com	50K 5M	85	75	65		36	3	Y		Y	Y	Y		Y						Y	Y	Y	Y	Y	Y	Y	Y		Y		
		Capstone is a private lender focused on loans \$50K-\$3M. Fix-n-flip with rehab, residential bridge and special needs. Brokers protected! Lending Territory: NATIONWIDE Except: AK ND SD																													
Center Street Lending www.centerstreetlending.com (949) 244-1090 avanderwall@centerstreetlending.com	100K 10M	85	75	70		24		Y		Y	Y	Y	Y	Y	Y				Y	Y	Y	Y			Y	Y	Y		Y		
		Direct lender: fix & flip or hold, rental & bridge loans. Broker clients protected. Business purpose, N00, 620+, up to 90% LTC & 100% Rehab. Lending Territory: AZ CA CO DC FL GA MD NC NY OR PA TN TX VA WA																													
Constructive Loans LLC www.constructiveloans.com (833) 855-3811	50K 5M	80	80	75		360		Y		Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y		Y	Y	Y	Y		Y		Y
		Fix & flip and rental loans for purchase or refinance of 1-4 unit, N00 single-family homes, condos and townhouses. Lending Territory: NATIONWIDE Except: ID ND UT VT																													

COME RIDE THE WAVE!

CALLING ALL WHOLESALE ACCOUNT EXECUTIVES.

Rates are rising, and people are turning to Private Money to fund their loans. Does your current employer Measure Up to what you are worth?

Now is the time to join and make more commissions. PRIVATE MONEY is YOUR future, come join us today!



EQUITY WAVE LENDING IS EXPANDING!



Come Join the #1 Nationwide Business Purpose Lender!

**Call for details:
949-252-0025 ext. 102**



Come Ride the Wave!

949-252-0025 ext. 102

equitywavelending.com | hiring@equitywavelending.com

Over 30 Years Common Sense Underwriting
Stated Income, Stated Assets • No Fico Needed
Owner & Non Owner Occupied Business Purpose
1st, 2nds, 3rds • Both DSCR & Non DSCR
Cross Collateral Refi Purchase • Probate
Residential • Commercial • Industrial
Mixed Use • No ALT-A Conditions
Gift Funds • Refinances Up To 65% CLTV
Purchases Up To 90% LTV • Foreign Nationals

Equity Wave Lending, Inc. is a California Corporation. Cal DRE License #018904664, Department of Business Oversight License #603k580. This is not a commitment to lend. Restrictions may apply. All loans are made in compliance with Federal, State, and local laws. All loans are California Only. For wholesale use only. Not for distribution to the general public. Equity Wave is a registered trademark of Equity Wave Lending, Inc.

Hard Money

Connect with hard money lenders at: scotsmanguide.com/hard-money

Hard money lenders offer fast closings and short loan terms. Underwriting is based on unencumbered property value.

Min/Max refers to the minimum and maximum loan amounts offered.



Indicates the lender underwent our proprietary process to qualify for this advertising. See an expanded definition on page 14.

LOAN LIMITS

1. Purchase Max LTV%
2. Rate & Term Refi Max LTV%
3. Cash-Out Refi Max LTV%
4. Cash-Out 2nd Max CLTV%
5. Max Loan Term in Months
6. Min Mos. Seasoning to Refi
7. Nonowner-Occupied
8. Owner-Occupied

LOAN TYPES

9. Bridge Loans
10. Business Purpose Residential
11. Fix-n-Flip
12. Construction
13. Rehab/Remodel
14. Balloon Loans
15. Blanket Loans
16. Stand-Alone Seconds
17. Foreclosure Avoidance
18. Interest-Only Payments

BORROWERS

19. Builders, Developers
20. Legal Entities
21. Foreign Nationals

CREDIT

22. Equity Only
23. OK: BK, FC, SS

PROPERTY TYPES

24. Single-Family Residence
25. 2-4 Unit Residential
26. Condominiums, Townhomes
27. Land/Lot
28. Mixed-Use
29. Manufactured Home
30. N/O/O Zoned Other Than Residential

Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Crosswind Financial www.crosswindfinancial.com (310) 597-4001 info@crosswindfinancial.com	1M 20M	80	75	75		30		Y		Y	Y	Y	Y	Y		Y			Y	Y	Y	Y	Y		Y	Y	Y	Y	Y		Y
		Crosswind Financial is a relationship-based direct private lender serving developers, builders, and real estate investors. Lending Territory: AZ CA CO FL GA ID IN MT NC NY OR TN TX UT WA																													
DLP Lending www.directlendingpartners.com Nathan Trunfio (484) 218-0141 nathan@directlendingpartners.com	50K 25M	70	70				6	Y		Y	Y	Y	Y	Y		Y			Y	Y	Y	Y			Y	Y	Y	Y	Y		Y
		A private lender with full discretionary capital providing fast closings and common-sense underwriting to Res and Multifamily investors. Lending Territory: NATIONWIDE Except: AK AZ MI																													
Equity Wave Lending www.equitywavelending.com Debbi Suddarth (888) 399-8881 debbs@equitywavelending.com	50K 2.5M	75	70	70	70	60	0	Y	Y	Y	Y	Y		Y	Y	Y	Y		Y		Y	Y		Y	Y	Y	Y	Y	Y		Y
		Direct lender; 00 and N00 up to 75% LTV; 1st & 2nd TDs; rates 6.99%-12.99%; actively recruiting. Contact Debbs at 888-399-8881 for pricing. Lending Territory: NATIONWIDE Except: AZ DC ID MN NC ND NV NY OR RI SD UT VA VT																													
EquityMax www.equitymax.com Gregory Emmer (954) 267-9103 info@equitymax.com	25K 1M	90	70	70		204	0	Y		Y	Y	Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		24 hr. closings! 1st mtgs. Flips/cash-outs/non-recourse/transactional funding. No min. FICO. No doc. No appraisal. Speak directly w/ owners. Lending Territory: NATIONWIDE Except: ND NV SD UT VT																													
FMC Lending fundmtg.com (888) 297-4440 scenario@fundmtg.com	15K 15M	80	80	80	110	60	0	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Direct wholesale lender. Asset based. No credit needed. No doc stated programs. Private money & hard money. Rates start at 7.5% 8-day close. Lending Territory: CA FL NC TX WA																													
Fund That Flip www.fundthatflip.com (646) 895-6090 deals@fundthatflip.com	100K 10M	75	75	75				Y		Y		Y	Y	Y					Y	Y	Y	Y			Y	Y	Y	Y	Y		Y
		Fast, affordable capital for experienced real estate investors rehabbing 1-4 unit residential properties, SFR, ground-up, land. Lending Territory: NATIONWIDE Except: AK AZ CA HI ID MT ND NH NM NV OR SD UT VT WA WY																													
Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Herzer Financial Services Inc. www.herzer.com (650) 363-8003 david@herzer.com	100K 2M	70				84				Y	Y	Y	Y	Y		Y			Y	Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y
		We are a private, Northern California portfolio lender specializing in fix-n-flip, construction, income properties and owner-occupied loans. Lending Territory: CA																													
Hilton Financial Corp. www.hiltonloans.com (602) 375-8951 jack@hiltoncorp.com	30K 750K	69	69	69		36	0	Y		Y	Y	Y	Y	Y	Y				Y	Y	Y	Y			Y	Y	Y			Y	Y
		Broker friendly lender offering business-use/non-owner occupied, acq, reno, and const loans. NMLS 143636/AZBK 1001945/UTMB 5491797. Lending Territory: AZ CO HI OH UT																													
Kiavi Funding Inc. www.kiavi.com/broker Mike Vandenberg (844) 415-4663 brokers@kiavi.com	50K 1M	90	70	70	0	12	0	Y		Y		Y		Y						Y	Y				Y	Y	Y				
		The nation's largest hard money lender, having funded \$5 billion+ for 20,000+ properties. We offer residential bridge and rental loans. Lending Territory: AZ CA CO CT FL GA IL KY MA MD MI MN MO NC NJ NV NY OH OR PA SC TN TX VA WA WV																													
Lima One Capital www.limaone.com (800) 390-4212 broker@limaone.com	50K 5M	75	75			360		Y		Y		Y	Y	Y						Y	Y				Y	Y	Y				
		The nation's premier lender for real estate investors. Fix-n-flip, rental, multifamily and new construction projects. Brokers protected. Lending Territory: NATIONWIDE Except: AK ND SD VT																													
LYNK Capital www.lynkcapital.com (321) 209-6871 info@lynkcapital.com	100K 5M	75	75	70				Y		Y	Y	Y	Y	Y					Y	Y	Y	Y			Y	Y	Y		Y		
		LYNK Capital will fund up to 90% of the purchase price and up to 100% of build costs. Lending Territory: AL CT DC DE FL GA IL IN KY MA MD MI MO NC NJ OH PA SC TN TX VA WV																													
M & M Private Lending Group LLC www.mmprivatelending.com (719) 284-9166 scotsmanguide@mmprivatelending.com	75K 5M	65	65	65		36	0	Y		Y	Y	Y				Y					Y	Y	Y		Y	Y	Y		Y	Y	Y
		Hard money loan specialists. Collateral based, zero documentation, hard money. Florida, Colorado and New York. NMLS # 860339 Lending Territory: CO FL NY																													



VISIO
Lending

A Better Kind of
Commercial Lender

...

Nationwide Permanent
Financing

Small Balance Commercial

Single-Family Rental

Vacation Rental

Fast. Simple. Dependable.

VisioLending.com

Hard Money

Connect with hard money lenders at: scotsmanguide.com/hard-money

Hard money lenders offer fast closings and short loan terms. Underwriting is based on unencumbered property value.

Min/Max refers to the minimum and maximum loan amounts offered.



Indicates the lender underwent our proprietary process to qualify for this advertising. See an expanded definition on page 14.

LOAN LIMITS

1. Purchase Max LTV%
2. Rate & Term Refi Max LTV%
3. Cash-Out Refi Max LTV%
4. Cash-Out 2nd Max CLTV%
5. Max Loan Term in Months
6. Min Mos. Seasoning to Refi
7. Nonowner-Occupied
8. Owner-Occupied

LOAN TYPES

9. Bridge Loans
10. Business Purpose Residential
11. Fix-n-Flip
12. Construction
13. Rehab/Remodel
14. Balloon Loans
15. Blanket Loans
16. Stand-Alone Seconds
17. Foreclosure Avoidance
18. Interest-Only Payments

BORROWERS



19. Builders, Developers
20. Legal Entities
21. Foreign Nationals

CREDIT

22. Equity Only
23. OK: BK, FC, SS

PROPERTY TYPES

24. Single-Family Residence
25. 2-4 Unit Residential
26. Condominiums, Townhomes
27. Land/Lot
28. Mixed-Use
29. Manufactured Home
30. N/O/O Zoned Other Than Residential

Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Paces Funding www.pacesfunding.com Dean Tilman (404) 814-1644 dean@pacesfunding.com	20K 5M	90	70	70		12	0	Y		Y	Y	Y	Y	Y	Y	Y		Y	Y	Y	Y	Y		Y	Y	Y	Y	Y			
		We are a direct hard money lender to real estate investors. 12 month loans. Fix and flip, new construction, cash out, and commercial. Lending Territory: FL GA NC SC TN																													
Patch Lending patchlending.com Robert Greenberg (972) 679-0636 rgreenberg@patchlending.com	100K 3M	80	80	75		24	0	Y		Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y		Y	Y	Y	Y	Y	Y	Y	
		Patch Lending is a private money lender offering real estate investors fast and reliable financing on Non-Owner Occupied properties. Lending Territory: NATIONWIDE Except: AZ ID MN NV SD UT																													
PB Financial Group Corp. www.calhardmoney.com (877) 700-3703 info@calhardmoney.com	100K 5M	70	70	70		120	0	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		Y	Y	Y
		Short PP; rates from 7.99%+; 1st and 2nd; we do our due diligence before we issue an LOI; not an LOI to do our due diligence. Lending Territory: CA																													
PeerStreet www.peerstreet.com (844) 733-7787 info@peerstreet.com	100K 1.5M	90	80	75	90	24	6	Y		Y	Y	Y	Y	Y	Y				Y	Y	Y	Y	Y	Y	Y	Y	Y				
		Offering fix/flip and bridge financing for single family 1-4, multifamily and portfolio. 30 year fixed DSCR loans with no DTI, no VOE. Lending Territory: NATIONWIDE Except: MN SD																													
Persevere Lending www.perseverelending.com Damon Bowers (925) 837-1314 damon@perseverelending.com	50K 5M	75	75	75	75	18	3	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	
		Persevere Lending specializes in arranging strategic, creative, and short-term real estate collateralized loans for borrowers. Lending Territory: AZ CA CO HI ID NV OR																													
Quick Fast Capital quickfastcapital.com Shawn Hubbard (972) 792-3766 shawn@quickfastcapital.com	50K 2M	90	75	70		60	4			Y	Y	Y	Y	Y		Y	Y		Y	Y	Y	Y			Y	Y	Y		Y		Y
		Portfolio, Fix/Flip, Bridge, 1/4, Multi and Ground Up. 5/1, 7/1, 10 IO & 30 yr. Purchase, rehab, rate/term, cash-out. Brokers welcome. Lending Territory: NATIONWIDE Except: AK ND SD VT																													
Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
RCN Capital www.rcncapital.com (860) 432-5858 info@rcncapital.com	50K 2M	90	80	75		360		Y		Y	Y	Y		Y		Y			Y		Y				Y	Y	Y				
		Short-term & long-term financing for N/O/O 1-4 family properties. Options available for purchase, renovation, refinance & cash-out. Lending Territory: NATIONWIDE Except: AK MN ND NV SD VT																													
Red Rock Capital www.fundwithredrock.com Sales Team (719) 900-5400 loans@fundwithredrock.com	75K 10M	80	80	80	0	360	0	Y		Y	Y	Y		Y	Y	Y			Y	Y	Y	Y		Y	Y	Y	Y				
		Looking for a fast, easy, and reliable lender that can lend around the country? Let our team help fund your next deal! Broker friendly! Lending Territory: NATIONWIDE Except: AZ CA ID MN ND NV OR SD UT VT																													
Redwood Mortgage www.redwoodmortgage.com (800) 659-6593 rmc@redwoodmortgage.com	200K 10M	75	75	75	75	180	0	Y		Y	Y				Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	
		Direct, private lender since 1977. Brokers protected, Broker friendly. CA - Metro areas preferred. Lending Territory: CA																													
Renovo Financial renovofinancial.com Daniel Rosen (888) 568-8894 origination@renovofinancial.com	150K 5M	80	75	75		360	0	Y		Y	Y	Y	Y	Y		Y			Y	Y	Y				Y	Y	Y	Y	Y		
		Local residential real estate lender for investors. Single family and multifamily rehab, new construction, and 30-year fixed rental loans. Lending Territory: AZ CA CO CT FL IL MA MO NC NJ NY RI TX																													
Rodeo Lending rodeolending.com (310) 400-5631 loans@rodeolending.com	750K 12M	65	65	65		24		Y		Y	Y	Y	Y	Y		Y				Y	Y	Y		Y	Y	Y	Y		Y		Y
		We are a direct private mortgage fund with a large portfolio of loans. Lending Territory: NATIONWIDE																													
Saratoga Capital Inc. www.saratogacapital.net Kirk Kozlowski (408) 418-5032 kirk@saratogacapital.net	250K 3M	70	70	70	70	36		Y		Y	Y	Y		Y		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y		Y		Y
		STILL LENDING at 8% IO 2nds @ 70% LTV, Single-Source Private Lender, \$250K-\$3M, Cross collateralize, N00 only, Bus Purpose only, CA only. Lending Territory: CA																													



NQM is in our DNA™

As a Non-QM (NQM) pioneer, Impac has helped navigate countless brokers through the often challenging waters of NQM. Our experienced in-house underwriting team understands the nuances of each borrower and which loan option best suits them. In turn, our brokers rely on us for fast underwriting, intuitive tools, and reliable customer service.

Our proven track record in alternative credit speaks for itself. Since our inception in 1995, we've originated and purchased over \$94B in residential mortgage loans and have issued over \$60B in non-agency mortgage-backed securities.

Alternative credit is woven into the fabric of who we are and our story for decades. NQM is in our DNA™.

PRODUCT HIGHLIGHTS*

DSCR | Bank Statement | Full Doc | Asset Qualification | 1099

✓ LTV up to 85% for DSCR

✓ Cash-out refi up to 85% LTV

✓ DTI up to 55%


Expand your business. Visit impacwholesale.com/DNA

*Subject to loan program, underwriting terms and conditions. Restrictions may apply.



 ImpacWholesale.com/DNA

 wholesale@impacmail.com

 (800) 597-4101



Copyright ©2022 Impac Mortgage Corp. NMLS #128231. www.nmlsconsumeraccess.org. Rates, fees and programs are subject to change without notice. Loans are subject to underwriting approval. Other restrictions may apply. Information is intended solely for mortgage bankers, mortgage brokers, financial institutions and correspondent lenders. Not intended for distribution to consumers, as defined by Section 1026.2 of Regulation Z, which implements the Truth-In-Lending Act. Licensed by the California Department of Financial Protection and Innovation, under the California Residential Mortgage Lending Act (License #4131083). Not licensed in DE, MA, ME, MO, & WY. In the state of New York, Impac Mortgage Corp. dba Excel Mortgage. Equal Housing Lender.

Hard Money

Connect with hard money lenders at: scotsmanguide.com/hard-money

Hard money lenders offer fast closings and short loan terms. Underwriting is based on unencumbered property value.

Min/Max refers to the minimum and maximum loan amounts offered.



Indicates the lender underwent our proprietary process to qualify for this advertising. See an expanded definition on page 14.

LOAN LIMITS

- 1. Purchase Max LTV%
- 2. Rate & Term Refi Max LTV%
- 3. Cash-Out Refi Max LTV%
- 4. Cash-Out 2nd Max CLTV%
- 5. Max Loan Term in Months
- 6. Min Mos. Seasoning to Refi
- 7. Nonowner-Occupied
- 8. Owner-Occupied

LOAN TYPES

- 9. Bridge Loans
- 10. Business Purpose Residential
- 11. Fix-n-Flip
- 12. Construction
- 13. Rehab/Remodel
- 14. Balloon Loans
- 15. Blanket Loans
- 16. Stand-Alone Seconds
- 17. Foreclosure Avoidance
- 18. Interest-Only Payments

BORROWERS

- 19. Builders, Developers
- 20. Legal Entities
- 21. Foreign Nationals

CREDIT

- 22. Equity Only
- 23. OK: BK, FC, SS

PROPERTY TYPES

- 24. Single-Family Residence
- 25. 2-4 Unit Residential
- 26. Condominiums, Townhomes
- 27. Land/Lot
- 28. Mixed-Use
- 29. Manufactured Home
- 30. N/O/O Zoned Other Than Residential

Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Seattle Funding Group Ltd. www.seattlefundinggroup.com (888) 734-3863 info@sfgfunds.com	500K 15M	75	75	75	75	60	0	Y		Y	Y	Y	Y	Y		Y		Y		Y	Y	Y	Y		Y	Y	Y	Y	Y		Y
		Offices in Solana Beach, CA 858-751-0556; Scottsdale, AZ 480-450-3980 and Bellevue, WA 425-455-1733. Lending Territory: AK AZ CA CO HI ID NV OR UT WA																													
Sprout Mortgage www.sproutwholesale.com/loan-programs/fix-flip Larry Brand (844) 344-0369 ffinquiries@sproutmortgage.com	50K 1.5M	90				12		Y			Y	Y		Y					Y	Y	Y				Y	Y	Y	Y			
		We find a way to say 'Yes' to your rehabilitation financing needs! Lending Territory: NATIONWIDE																													
Sunset Equity www.sunsetequityfunding.com (866) 632-7001 lending@sunsetequitygroup.com	250K 50M	80	75	70		360	0	Y		Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y		Y	Y	Y
		Nationwide direct lender funds up to 90% of purchase price/100% rehab cost w/competitive rates & terms. No rehab holdback or deposit. Lending Territory: NATIONWIDE																													
Taylor Made Lending LLC taylormadelendingllc.com (954) 614-5109 jm@tmlending.com	100K 5M	65	65	65		36		Y		Y	Y	Y	Y	Y		Y				Y	Y	Y	Y	Y	Y	Y	Y		Y		
		Florida only. We are a hard money lender up to \$5M. Fast underwriting on commercial and residential property. We can fund in 5 days. Lending Territory: FL																													
Val-Chris Investments Inc. www.val-chris.com (949) 252-8020 info@val-chris.com	25K 4M	75	70	70	70	84	0	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		CA: 1st, 2nd & 3rd TDs; rates from 7.99%-12.99%; low points; N/O/O and O/O; no prepay available. For pricing, email to info@val-chris.com. Lending Territory: CA																													
Velocity Mortgage Capital www.velocitymortgage.com Jason Haye (866) 505-3863 info@velocitymortgage.com	75K 2M	75	75	75		24	0	Y			Y	Y		Y	Y	Y			Y	Y	Y	Y		Y	Y	Y	Y				Y
		Offer clients a better alternative with 10-day funding, lower rates, higher LTVs and longer terms than hard money on investment properties. Lending Territory: NATIONWIDE Except: MN ND SD VT																													
Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Visio Lending www.visiolending.com (888) 521-0353 loans@visiolending.com	45K 2M	75	70	70		360	1	Y			Y					Y					Y			Y	Y	Y	Y		Y		
		Fast, simple and dependable rental loans for residential investors. No personal DTI. 30-yr. term. Small Balance Commercial now available. Lending Territory: NATIONWIDE Except: AK DE ID MN ND NE OR RI SD UT VT																													
WADOT Capital Inc. www.wadotcapital.com (206) 362-4444	10K 2M									Y			Y	Y						Y	Y	Y					Y			Y	
		Lending Territory: ID OR WA																													
Western Development LLC www.westerndevelopment.biz Art Bennett (703) 988-4666 abennett@wdllc.biz	50K 750K	65	65	65	65	60	0	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Non-owner-occupied residential and small commercial. No upfront lender fees. Call for an immediate decision! Lending Territory: DC DE MD VA																													

Fund your hard money deal fast

Join 150,000+ originators that use Lender Search to connect with verified lenders and close more loans.

Fund your deal fast at scotsmanguide.com/hard-money



Fund Your Deal

with our Non-QM Lender Search



In Q1 2022, 9,000+ high-producing brokers used Lender Search to fund thousands of non-QM deals.

Self-employed
Bank Statement
Jumbo

Foreign National/ITIN
DSCR
And more



Scotsman Guide

scotsmanguide.com/non-qm




Construction

Connect with construction lenders at: scotsmanguide.com/construction


These wholesale lenders offer construction financing to build or renovate homes with one to four units, whether the land is owned or will be included in the financing.

Min/Max refers to the minimum and maximum loan amounts offered.



Indicates the lender underwent our proprietary process to qualify for this advertising. See an expanded definition on page 14.

- LOAN LIMITS**
 - One-Time-Close Max LTV%
 - Completed Value Max LTV%
 - Ground-Up, Already Own Land LTC%
 - Builder Line of Credit Max Amount (\$K)
 - Construction Completion Max CLTV%
 - Construction Take-Out Max LTV%
 - Lot and Construction Max LTC%
 - Rehab/Reno/Remodel Max LTC%
 - Max Loan Term in Months
- LOAN TYPES**
 - Agency-Backed Loans
 - Blanket Loans
 - No Prepayment Penalty
 - Draw Disbursements
 - Interest-Only Until Take-Out
 - No Exit Fee Required
 - Subordinate Financing Allowed
- BORROWERS**
 - Builder/Developer
 - Foreign National
 - Homeowner Using a Builder
 - Legal Entities**CREDIT**
 - DTI Max %
 - Credit Score Required
 - Stated Income/Light Doc
- PROPERTY TYPES**
 - Single-Family Residence
 - Duplex
 - 3-4 Unit Residential
 - Manufactured Homes
 - Rural Property
 - Few Comparables (log, earth, off-grid)
 - Mixed-Use
 - N/O/O, 1-4 Units, Zoned Other Than Residential

Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Bismark Mortgage Co. www.bismarkmortgage.com David G. Perry (425) 999-4772 davidp@bismarkmortgage.com	50K 1M		65					85		9			Y	Y		Y		Y	Y		Y			Y	Y	Y	Y					
		Short-term spec financing for experienced homebuilders, building to sell. Lending Territory: AZ CA CO ID IL MI NC OH OR TX UT WA																														
Broadmark Realty Capital www.broadmark.com (206) 971-0800 info@broadmark.com	500K 50M	70	70	90				90	90			Y	Y	Y		Y	Y	Y	Y	Y	Y		Y		Y	Y	Y	Y			Y	Y
		Broadmark provides private capital for residential and commercial opportunities that require complex financing and rapid response times. Lending Territory: AL AZ CO CT DC FL GA ID IL KS KY MD MO MS MT NC NV OR PA SC TN TX UT VA WA WV WY																														
Builder Finance Inc. www.builderfinance.com Inquiries (800) 752-0401 team@builderfinance.com	75K 2.5M		75	90				90		16		Y	Y	Y	Y	Y	Y	Y	Y		Y				Y	Y	Y	Y	Y	Y	Y	Y
		Direct lender to builders, developers and investors for 1-4 and multifamily properties. Financing ground up construction, A & D, Fix & Flip. Lending Territory: NATIONWIDE Except: AK HI ND VT																														
Center Street Lending www.centerstreetlending.com (949) 244-1090 avanderwall@centerstreetlending.com	250K 10M	75	70	80		95	75	80	80	24			Y	Y	Y		Y	Y	Y		Y		Y		Y	Y	Y				Y	
		Ground-up direct lender up to \$5M. Business purpose, N00, up to 80% LTC, 680+ credit score. Broker clients protected. Call us for pricing! Lending Territory: AZ CA CO DC FL NC NY OR PA TX VA WA																														
Crosswind Financial www.crosswindfinancial.com (310) 597-4001 info@crosswindfinancial.com	1M 20M	75	70	75	75	100	75	75	75	30			Y	Y	Y	Y	Y	Y	Y		Y				Y	Y	Y		Y		Y	Y
		Crosswind Financial is a relationship-based direct private lender serving West Coast developers, builders, and real estate investors. Lending Territory: AZ CA CO TX UT WA																														
DLP Lending www.directlendingpartners.com Don Wenner (904) 729-4306 donaldw@directlendingpartners.com	75K 25M	70	70	100	25M	70		75	90	24	Y	Y	Y	Y	Y	Y		Y	Y		Y		Y	Y	Y	Y	Y		Y	Y	Y	Y
		DLP is a private lender with full discretionary capital providing fast closings & common-sense underwriting to Res & Multifamily investors. Lending Territory: NATIONWIDE Except: AK AZ CA HI MI																														
Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Flagstar Bank www.flagstar.com/why Jim Restaneo (248) 312-0592 tpoleads@flagstar.com	10K 2M	89.9	89.9				89.9			372	Y			Y	Y					Y		Y	Y		Y				Y			
		Conforming and Jumbo one-close construction. Lending Territory: NATIONWIDE																														
FMC Lending fundmtg.com (888) 297-4440 scenario@fundmtg.com	25K 15M	70	70	80	5M	100	80	70	70	24		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y
		Direct wholesale lender. Asset based. No credit needed. No doc stated programs. Private construction money. Start at 8.9% 10 day close. Lending Territory: CA FL NC TX WA																														
GO Mortgage www.singleclosing.com Robert Stephens (800) 444-7283 rstephens@gomortgage.com	75K 510.4K										Y									Y		Y	Y		Y	Y		Y	Y			
		Our Single Close Construction loan program allows FHA 96.5% LTV, USDA 100% LTV, VA 100% LTV, and conventional up to 95% LTV. Lending Territory: NATIONWIDE Except: AL CT GA HI ID ME MT ND NE NH NM NV NY RI VT WV WY																														
Lima One Capital www.limaone.com (800) 390-4212 broker@limaone.com	50K 5M	75	75	100		75	75	90	90	13		Y	Y	Y	Y	Y			Y		Y		Y		Y	Y	Y					
		The nation's premier lender for real estate investors. Fix-n-flip, rental, multifamily and new construction projects. Brokers protected. Lending Territory: NATIONWIDE Except: AK ND SD VT																														
LYNK Capital www.lynkcapital.com (321) 209-6871 info@lynkcapital.com	100K 5M	70	70	85				85					Y		Y	Y		Y	Y		Y				Y	Y	Y				Y	
		We fund up to 50% of land value or purchase price and up to 100% of build costs. Lending Territory: AL CT DC DE FL GA IL IN KY MA MD MI MO NC NJ OH PA SC TN TX VA WV																														
Normandy www.normandy.com Ask For A Loan Officer (585) 256-2600 info@normandy.com	100K 5M		85	100	5M	85	85	85	85	18		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y
		Normandy offers a full line of Mortgage Loan Products specializing in residential and commercial construction loans. Lending Territory: NATIONWIDE Except: AR AZ DC IL LA MN MS ND NE NH NM NV SD VT WI WV																														

MORE OPTIONS MORE FUNDED LOANS

CALL TODAY!
855.455.7026

1ST TD HELOC – NO PREPAY

5/6 ARM Bridge Loan

- ▶ Par Pricing / Borrower Paid
- ▶ Self-Employed Stated Income OK
- ▶ Wage Earner State Income (20% within Salary.com)
- ▶ Minimum 660 FICO
- ▶ Loan Amount up to \$2 Million

MULTI-FAMILY PROGRAM

- ▶ 5-8 Units DSCR* with FICO as low as 660
- ▶ Multi-family or commercial appraisal
- ▶ Up to 2 acres (not rural)
- ▶ DSCR* minimum ratio 1.00 or greater

*Business Purpose Loans -Debt Service Coverage Ratio (DSCR) is a business purpose loan and not for personal household use.



Excelerate Capital is a registered DBA of Castle Mortgage Corporation; NMLS #61382; Equal Housing Lender. For more licensing information, please visit [ExcelerateCapital.com/licensing](https://www.ExcelerateCapital.com/licensing)

FAST. FRIENDLY. FLEXIBLE.

Ready to share your expertise?

Write For Us.

Put your knowledge on display by contributing to Scotsman Guide's award-winning content. When you write for Scotsman Guide, people listen. Our writers fuel the residential mortgage industry and gain immediate attention as thought leaders.

Writing for Scotsman Guide will let your voice be heard by the most targeted audience of mortgage brokers, bankers and loan originators available.

scotsmanguide.com/write

UPCOMING DEADLINES

OCTOBER ISSUE:

Article Submission Deadline:
Aug. 8, 2022

NOVEMBER ISSUE:

Article Submission Deadline:
Sept. 8, 2022

DECEMBER ISSUE:

Article Submission Deadline:
Oct. 7, 2022


 **Scotsman Guide**

Construction


Connect with construction lenders at: scotsmanguide.com/construction

These wholesale lenders offer construction financing to build or renovate homes with one to four units, whether the land is owned or will be included in the financing.

Min/Max refers to the minimum and maximum loan amounts offered.

 Indicates the lender underwent our proprietary process to qualify for this advertising. See an expanded definition on page 14.

- LOAN LIMITS**
 - One-Time-Close Max LTV%
 - Completed Value Max LTV%
 - Ground-Up, Already Own Land LTC%
 - Builder Line of Credit Max Amount (\$K)
 - Construction Completion Max CLTV%
 - Construction Take-Out Max LTV%
 - Lot and Construction Max LTC%
 - Rehab/Reno/Remodel Max LTC%
 - Max Loan Term in Months
- LOAN TYPES**
 - Agency-Backed Loans
 - Blanket Loans
 - No Prepayment Penalty
 - Draw Disbursements
 - Interest-Only Until Take-Out
 - No Exit Fee Required
 - Subordinate Financing Allowed
- BORROWERS**
 - Builder/Developer
 - Foreign National
 - Homeowner Using a Builder
 - Legal Entities**CREDIT**
 - DTI Max %
 - Credit Score Required
 - Stated Income/Light Doc
- PROPERTY TYPES**
 - Single-Family Residence
 - Duplex
 - 3-4 Unit Residential
 - Manufactured Homes
 - Rural Property
 - Few Comparables (log, earth, off-grid)
 - Mixed-Use
 - N/O/O, 1-4 Units, Zoned Other Than Residential

Lender Name and Contact Info	Min/Max	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
RCN Capital www.rcncapital.com (860) 432-5858 bisdev@rcncapital.com	100K 3M	75	75	90		90	75	90	90	24				Y	Y			Y			Y		Y		Y	Y	Y					
		Short-term & long-term financing for N/O/O 1-4 family properties. Options available for purchase, renovation, refinance & cash-out. Lending Territory: NATIONWIDE Except: AK MN ND NV SD VT																														
Renovo Financial renovofinancial.com Daniel Rosen (888) 568-8894 origination@renovofinancial.com	150K 5M	75	75	90			75	90	95	24		Y	Y	Y	Y	Y		Y			Y		Y	Y	Y	Y	Y					Y
		Local residential real estate lender for investors. Single family and multifamily rehab, new construction, and 30-year fixed rental loans. Lending Territory: AZ CA CO CT FL IL MA MO NC NJ NY RI TX																														
Seattle Funding Group Ltd. www.seattlefundinggroup.com (888) 734-3863 info@sfgfunds.com	500K 15M	75	75	85		85	85	85	85	24		Y	Y	Y	Y			Y	Y		Y				Y	Y	Y			Y	Y	Y
		Offices in Solana Beach, CA 858-751-0556; Scottsdale, AZ 480-450-3980 and Bellevue, WA 425-455-1733. Lending Territory: AK AZ CA CO HI ID NV OR UT WA																														
Sundance Bay Debt www.sundancedp.com Andrew Peterson (801) 923-3620 loans@sundancebay.com	2M 30M	80	80	85	20M	80	80	85	85	36		Y	Y	Y	Y	Y		Y	Y		Y	Y	Y	Y			Y	Y	Y		Y	Y
		80% LTV & 90% LTC. We specialize in construction lending. Term 3-36 months. \$2M - \$30M. Fast & flexible closings. Broker friendly. Lending Territory: NATIONWIDE																														
Trueline Capital www.truelinecapital.com (800) 292-6561 info@truelinecapital.com	200K 10M		75	85		75		85	85	24				Y	Y		Y	Y			Y		Y	Y	Y	Y	Y					Y
		New construction, fix-and-flip, and bridge financing for builders in OR, WA, and ID. Up to 95% LTC. Quick-to-close. Lending Territory: ID OR WA																														
WADOT Capital Inc. www.wadotcapital.com (206) 362-4444	0 2M	75											Y	Y	Y			Y			Y							Y		Y	Y	
		LTV based on cost-to-construction. Lending Territory: ID OR WA																														



The ORIGINATOR

Daily News, Market Trends and Lender Connections

Content and connections for what's critical

Sign up for the daily newsletter that delivers the information you need to immediately proceed.

 Scotsman Guide

scotsmanguide.com/originator-news

Residential Directory

5TH STREET CAPITAL

www.5thstcap.com
2020 Camino Del Rio N., Suite 700
San Diego, CA 92108
(877) 220-8315
sales@5thstcap.com

COMMENTS: Welcome to wholesale lending that makes sense. We take the guesswork out of prime jumbo fallout, Alt-A and Non-QM loan products for our clients. Try us and you will see why we are the obvious choice for your just-miss conforming and jumbo loans.
AZ, CA, CO, FL, GA, IL, NM, NV, OR, SC, TX, UT, WA.

Nationwide: Glen Arellano, Account Executive glen.arellano@5thstcap.com (951) 323-6275
Nationwide: Jaime Pierce, Account Executive jaime.pierce@5thstcap.com (858) 405-0401



A & D MORTGAGE

www.admortgage.com
1040 S. Federal Highway Hollywood, FL 33020 (855) 710-7100

COMMENTS: As a premier direct lender, A&D Mortgage offers a full spectrum of Conventional, Government and Non-QM loan products. Fast 48-Hour Turn Times & Highly Competitive rates. We say "Yes" when other say "No." Visit our website to become a Partner.

Contact: Vera Bay sales@admortgage.com (855) 710-7100

ACADEMY MORTGAGE CORP.

www.academymortgage.com/careers
339 W. 13490 S. Draper, UT 84020 (410) 963-2308

COMMENTS: Academy Mortgage offers a unique company culture that supports advancement and success. Every system is designed for loan originators to achieve their goals.


Nationwide: Bill Sohan bill.sohan@academymortgage.com (410) 963-2308

ACC MORTGAGE INC.

www.weapprove loans.com
1801 Research Blvd., Suite 410
Rockville, MD 20850
(877) 349-0501
robert@accmortgage.com

COMMENTS: We are the oldest Non-QM lender. Since 1999, we have been doing the deals other lenders can't: ITIN, recent housing events, 1 year of tax returns only, foreign national, bank statement, no-doc. We have the experience. We have the programs. We have the pricing.

Nationwide: Kevin Kirk, Regional Sales Manager kevin.kirk@accmortgage.com
Nationwide: Mike Quintero, VP of Wholesale mikeq@accmortgage.com
Nationwide: Chris Connelly, Inside Wholesale Rep. cconnelly@accmortgage.com
Nationwide: Kenny Brown, Inside Wholesale kennith.brown@accmortgage.com




ACRA LENDING

www.acralending.com
25531 Commercentre Drive
Lake Forest, CA 92630
(888) 800-7661
sales@acralending.com

COMMENTS: Industry's Leading Private Money Lender specializing in Non-QM programs - 3, 12 & 24 month Bank Statement, Investor Cash Flow / DSCR, Foreign National, ITIN, Jumbo Prime, Small Balance Multifamily, Fix & Flip, Bridge Loans, Long-Term Rental, Business Purpose and more.

Nationwide ex. AK, HI, IA, MA, MO, MS, ND, NM, NY, SD, RI, WV:
General Info sales@acralending.com (888) 800-7661
Nationwide: Sales Department sales@acralending.com (888) 800-7661



ADVANCIAL FEDERAL CREDIT UNION

www.advancial.org/wholesale
1845 Woodall Rodgers Freeway, Suite 1300 Dallas, TX 75201 (888) 876-2328

COMMENTS: Federally Chartered Credit Union lending in all 50 states with a focus on hard to place loans including: Unique collateral, Asset depletion, Jumbo cash out, Foreign Nationals, Acreage and Hobby farms, Co-ops, Non-warrantable Condos and Condotels – Loans up to \$3.5M.


Nationwide: John Burkel, VP - COO loans@advancialmortgage.com (888) 876-2328

ADVISORS MORTGAGE GROUP LLC

www.advisorsmortgage.com
1411 Highway 35
Ocean, NJ 07712
(800) 778-9044
lmccann@advisorsmortgage.com

COMMENTS: A seamless, stress-free mortgage experience.

Nationwide: Luke McCann, Dir. of Business Development, x140
..... lmccann@advisorsmortgage.com (800) 778-9044



AGOURA HILLS FINANCIAL

www.agourahillsfinancial.com
28348 Roadside Drive Agoura Hills, CA 91301 (310) 403-2161

COMMENTS: Broker friendly, close fast! NOO 1-4 residential, commercial, fix-n-flip to \$1.5M.
We do not lend on owner occupied. Southern California only.


Southern California: Bentley Richards bentley@agourahillsfinancial.com (310) 403-2161

ALLIANCE PORTFOLIO PRIVATE EQUITY FINANCE

www.allianceportfolio.com
120 Vantis
Aliso Viejo, CA 92656
(949) 382-7300
jperry@allianceportfolio.com

COMMENTS: Direct Lender. California only. Loan amounts from \$100K-\$5M. Residential, commercial & construction. 1st, 2nd and 3rd trust deeds. Flexible deal maker and broker's best friend.

CA: James Perry jperry@allianceportfolio.com (949) 382-7300




AMERICAN FINANCIAL NETWORK INC.

www.afnretailbranch.com
retailbranch@afncorp.com

COMMENTS: Stop losing deals to pricing. Don't leave money on the table. Join a team that's licensed in 50 states, rich in culture and possesses all of the product, technology and marketing to help you run and grow a success enterprise branch. We're growing, come join us.

Nationwide: Matthew Schultz retailbranch@afncorp.com (888) 212-6331




AMERIFUND HOME MORTGAGE LLC

www.amerifundalternativeloans.com
575 Fifth Ave., 16th Floor
New York, NY 10017
(888) 326-2062
deals@amerifund.us

COMMENTS: Super Jumbo Expanded combines the ability to originate non-traditional mortgages with common-sense and limited underwriting. Loan amounts \$500K-\$20M.


Nationwide: Originations Department, Senior Loan Officer, x2566
..... info@amerifund.com (212) 922-9555



AMERIHOME MORTGAGE

correspondent.amerihome.com
1 Baxter Way 3rd Floor
Westlake Village, CA 91362
clsales@amerihome.com

COMMENTS: AmeriHome is the 3rd largest Correspondent Investor in the country, with clients including mortgage originators of all sizes. They offer a full suite of Agency, Government and specialty products, and a true relationship to like-minded companies.



AMPLIFY CREDIT UNION

www.goamplify.com
2800 Esperanza Crossing Austin, TX 78758 (512) 601-5149


COMMENTS: With a mortgage product for every client, Amplify Credit Union is the wholesale lender you need to navigate the Texas real estate market.

AMRES

1 Neshaminy Interplex, Suite 310
Trevose, PA 19053
(610) 822-4375
recruiting@amres.com

COMMENTS: Tailored for originators because our owners are originators. Guaranteed best pricing, flexible comp plans available. We know what it takes to grow your business, your way! No overlays, all products available w/very strong fulfillment. Always close on time! Take the challenge to find a better option.

Contact: Jessica MacFarlane, Talent Acquisition Specialist recruiting@amres.com (610) 822-4375



Residential Directory

ANGEL OAK MORTGAGE SOLUTIONS

www.angeloakms.com
980 Hammond Drive, Suite 850
Atlanta, GA 30328
(855) 539-4910
info@angeloakms.com



COMMENTS: Serving underserved borrowers such as the self-employed, property investors and those with credit events. Top programs include our bank statement program, no income (DSCR) and Platinum jumbo. Contact us today to experience the Power of Angel Oak.

AL, CO, GA, IN, LA, MI, MN, OH, TN, WI: Larry Mize, Regional VP, Sales
.....larry.mize@angeloakms.com(615) 579-6506

CT, DC, IL, MD, ME, NC, NJ, PA, RI, SC, VA: Ben Scribner, Regional Sales Manager
.....ben.scribner@angeloakms.com(443) 413-4611

AZ, FL, NV, Southern CA, TX: John Jeanmonod, Regional VP, Sales
.....john.jeanmonod@angeloakms.com(214) 683-6096

Northern CA, HI, OR, UT, WA: John Wise, Regional VP, Sales
.....john.wise@angeloakms.com(818) 391-4131

AR, DE, IA, ID, KS, KY, MS, MT, NE, NH, NM, OK, SD, WV, WY: Moises Bonet, Regional Sales Manager
.....moises.bonet@angeloakms.com(786) 252-1671

ANNIE MAC

annie-mac.com
700 E Gate Dr
Laurel, NJ 08054
(866) 850-7605
krauchut@annie-mac.com



COMMENTS: AnnieMac is a nationwide mortgage loan provider dedicated to the principle of providing MORE products, services, support & value to clients, partners & community. Headquartered in Mount Laurel, N.J., with branches throughout the U.S., we've emerged as one of the fastest-growing lenders.

National: Kelsey Rauchut, Natl Business Development Mgr
.....krauchut@annie-mac.com(866) 850-7605

ARC HOME

www.archomeloans.com
4000 Midlantic Drive, Suite 102
Mount Laurel, NJ 08054
(844) 851-3600
sales@archomeloans.com



COMMENTS: Arc Home is a mortgage professional's full spectrum lender. Arc Home is on a mission to deliver the best possible broker/corr./borrower experience. From Prime to Non-QM Arc Home offers proprietary products, pricing and a technology platform bolstered by industry veterans committed service.

Eastern United States: Jim Young, Regional Vice President
.....jyoung@archomeloans.com(714) 941-1795

Central United States: Marianne Kozak, Regional Vice President
.....mkozak@archomeloans.com(215) 360-3917

ARIXA CAPITAL

www.arixacapital.com
10960 Wilshire Blvd., Suite 1050
Los Angeles, CA 90024
(310) 740-9950
info@arixacapital.com



COMMENTS: Arixa Capital is a relationship-based direct private lender serving developers, builders, and real estate investors.

Contact: Greg Hebner, Managing Directorghebner@arixacapital.com(310) 729-6482

Contact: Seth Davis, Managing Directorsdavis@arixacapital.com(480) 440-8200

ATHAS CAPITAL GROUP

www.athascapital.com
27001 Agoura Road, Suite 200
Calabasas, CA 91301
(877) 877-1477
brian@athascapital.com



COMMENTS: Athas Capital maintains an appetite for consumer and business-purpose residential loans. ACG offers owner- and non-owner-occupied programs on both consumer and business transactions. Up to a 2 point rebate! Call one of our friendly desk reps!

Nationwide ex: AK, AR, DC, DE, IA, IN, MI, MN, ND, NV, OH, PA, RI, SD, VT: Desk Rep(877) 877-1477

AXOS BANK

www.axosbank.com
4350 La Jolla Village Drive
San Diego, CA 92122
(858) 753-3157
lendingpartners@axosbank.com



COMMENTS: Nationwide lender, Wholesale, Correspondent and Warehouse channels. Super Jumbo, Non-QM, expanded guidelines, exception lending. Pledged Assets, Cross-collateralization, Deferred Interest, No cash out limits, DSCR, Bank Statement qualifying, foreign nationals, loan amounts up to \$30M.

Nationwide: J. Shoop, FVP National Sales Directorjshoop@axosbank.com(858) 753-3157

BISMARK MORTGAGE CO.

www.bismarkmortgage.com
10500 NE 8th St., Suite 700
Bellevue, WA 98004
(425) 999-4772
davidp@bismarkmortgage.com



COMMENTS: Spec construction financing for experienced builders, building to sell. Please see our website for additional details.

Contact: David Perrydavidp@bismarkmortgage.com(425) 999-4772

BLUPRINT HOME LOANS

bluprinthomeloans.com
607 N. Vulcan Avenue
Encinitas, CA 92024
(619) 213-2898
lpoe@mybploan.com



COMMENTS: We are growing! If you want transparency, a strong foundation to build your career, and the opportunity to make an impact on your local market, contact us today. At BluPrint, everyone has a seat at the table, and every person matters. We succeed together!

BROADMARK REALTY CAPITAL

www.broadmark.com
1420 Fifth Ave. Suite 2000
Seattle, WA 98101
(206) 971-0800
info@broadmark.com



COMMENTS: Broadmark is a specialty real estate finance company providing financing solutions across the entire debt capital stack for commercial and residential real estate opportunities. Broadmark is particularly well equipped to address complex financing requirements that require rapid response.

Pacific Northwest & Southwest: Bryan Grafbryan@broadmark.com(206) 971-8699

Mountain West: Tom Gunnisontom@broadmark.com(720) 443-4752

Southeast: Jordan Siaojordan@broadmark.com(678) 902-4899

Mid Atlantic: Brian Dubinbdubin@broadmark.com(240) 338-0605

BROOKVIEW FINANCIAL

www.brookviewfinancial.com
2321 Whitney Avenue
Hamden, CT 06518
(877) 734-2211
rehabs@brookviewfinancial.com



COMMENTS: Direct private lender. Fix-n-flip. 24-hour borrower approval. Brokers protected. Register online today! 25 years serving real estate investors.

Nationwide: Michael Smolkis, x307msmolkis@brookviewfinancial.com(203) 230-8500

Nationwide: Ed Kirk, x304ekirk@brookviewfinancial.com(203) 230-8500

Nationwide: John McEwan, x306jmcewan@brookviewfinancial.com(203) 230-8500

BUILDER FINANCE INC.

www.builderfinance.com
(800) 752-0401

COMMENTS: Direct lender to builders, developers and investors for 1-4 and multifamily properties. Financing ground up construction, A & D, Fix & Flip, Build/Fix-to-Rent and Rental properties.

Nationwide ex AK, HI, ND & VT: Michael Maxwell, Head of Originations
.....team@builderfinance.com(800) 752-0401

CALIFORNIA TD FUNDING INC.

www.catrustdeeds.com
215 Avenida Del Mar, Suite M San Clemente, CA 92672.....(949) 492-0400

COMMENTS: True Direct Funds. We do not broker loans elsewhere. Low fees. Emails get the fastest response. Investors contact Joseph Kenney, 888-447-8882 ext. 2.

Submissions/Questions: Joseph A. Kenney, Presidentjkenney@catrustdeeds.com(949) 413-7863

South Orange County: Jenny Kenney, Realtorjenny@catrustdeeds.com(949) 492-0400

Residential Directory

CAPITAL FUNDING FINANCIAL

www.capitalfundingfinancial.com
5550 Glades Rd. Ste 200
Boca Raton, FL 33431
(866) 999-2011
david@capitalfundingfinancial.com



COMMENTS: Capital Funding Financial is a DIRECT PRIVATE LENDER. Loans are closed in as little as 5-7 DAYS. 24 HR Internal Approval Process. A+ Rated with the BBB. BPO's allowed. No Minimum Credit Req. Sweet Spot = SFR, Multifamily, Ground Up Construction, Office & Retail. \$75K to \$15M. Broker Loyalty Program.

Nationwide: Amanda Ramsdell amanda@capitalfundingfinancial.com (866) 999-2011
Nationwide: Heather Murray, Sr. Underwriterheather@capitalfundingfinancial.com (866) 999-2011
Nationwide: David DiNatale, Managing Partner ... david@capitalfundingfinancial.com (954) 320-0242
Nationwide: Debbie D debbie@capitalfundingfinancial.com (954) 320-0242

CAPITAL THREE SIXTY LLC

www.capitalthreesixty.com
7 Towpath Lane
Avon, CT 06001
(860) 673-2300
jon@capitalthreesixty.com



COMMENTS: Direct lending for Residential fix and flip & 30yr Fixed for 1-4 units, \$75K to \$5M. Commercial Multifamily Apartments 5+ units and Mixed use. Rehab, Bridge and 30yr Fixed Programs, \$250K - \$10M. Purchase or Refinance, Min FICO 650. Fast quotes & turn times, brokered protected.

Nationwide ex AK, MN, NV, ND, SD, VT: Jon Finman, Managing Partner
.....jon@capitalthreesixty.com (860) 673-2300
Nationwide ex AK, MN, NV, ND, SD, VT: Loan Scenario Desk, Account Executive
.....apply@capitalthreesixty.com (860) 673-2300

CAPSTONE FINANCIAL

www.capstonefi.com
1620 N 82nd Pl.
Scottsdale, AZ 85257
(480) 737-3268
tstone@capstonefi.com



COMMENTS: Capstone Financial is a private lender that focuses on loan sizes \$50K-\$3M. Multifamily, mixed use, residential investment and fix-n-flip are our DNA. Please contact us. Brokers always protected! 1 to 3 year terms, bridge loans, special needs...run your scenario and we will find a solution!

Nationwide: Tyler Stone, Presidenttstone@capstonefi.com (480) 737-3268
Nationwide: Warren Transgrud, CEOwarren@capstonefi.com (480) 540-1098

CENTER STREET LENDING

www.centerstreetlending.com
18301 Von Karman Ave., Suite 330
Irvine, CA 92612
(949) 244-1090
avanderwall@centerstreetlending.com



COMMENTS: Direct lender and equity provider. 24-hr conditional loan approval. Competitive rates & no hidden fees. Business purpose and NOO. Brokers always protected. No prepayment penalties. Fix & flips, buy & hold, rental program, bridge & ground-up construction loans. Contact us today for pricing!

CHAMPIONS FUNDING

www.champstpo.com
365 E Germann Road Suite 140
Gilbert, AZ 85297
(800) 305-7130
wholesale@champstpo.com



COMMENTS: Champions is a CDFI certified, Non QM wholesale lender that empowers our broker partners to fund loans that others can't, including no income & no employment verification for O/O & 2nd homes. We fund business purpose loans in as few as 5 days & consumer loans in as few as 10 days. Lend like a Champ!

Nationwide: Kimberley Torres, Executive Vice President kt@champstpo.com (949) 763-9494
Nationwide: Denis Kelly, Senior Vice President..... denis@champstpo.com (888) 943-2833

CHANGE WHOLESALE

www.changewholesale.com
16845 Von Karman Ave, Suite 200
Irvine, CA 92606
(949) 255-6085



COMMENTS: Change Wholesale helps originators expand their business by providing an innovative portfolio of loan programs that allow diverse borrowers to secure the mortgage lending solution that best fits their needs. Contact us today to learn more.

CITYWIDE HOME LOANS

www.citywidehomeloans.com
9785 S. Monroe St. Suite 200
Sandy, UT 84070
(801) 747-0200
qrichins@citywidehomeloans.com



COMMENTS: Citywide Home Loans was founded on December 7, 1998, by Steven J. Goorman as Citywide Funding. His entrepreneurial, dynamic, and determined style has grown the small broker company to the large corporation it is today. Steve Goorman lives by the motto, "Leadership is taught by example."

AZ, CA, CO, ID, NV, TX, UT: Quinn Richins, Marketing Director/ Senior LO
.....qrichins@citywidehomeloans.com (801) 747-0200

CONSTRUCTIVE LOANS LLC

www.constructiveloads.com
1801 S. Meyers Road, Suite 10
Oakbrook Terrace, IL 60108
(833) 855-3811



COMMENTS: Fix & flip and rental loans for purchase or refinance of 1-4 unit, NOO single-family homes, condos and townhouses. Also offering multi-property portfolio loans and ground up construction loans. Our products are available nationwide except ID, ND, UT, and VT.

CROSSCOUNTRY MORTGAGE LLC

www.crosscountrymortgage.com
6850 Miller Road Brecksville, OH 44141..... (440) 262-3511

COMMENTS: We're expanding. Discover why talented branch managers and high-producing originators are making the move to CrossCountry Mortgage Inc.

Nationwide: Craig Montgomery, Chief Production Officer
.....craig.montgomery@myccmortgage.com (440) 262-3511

CROSSWIND FINANCIAL

www.crosswindfinancial.com
10940 Wilshire Blvd., Suite 2300
Los Angeles, CA 90024
(310) 597-4001
info@crosswindfinancial.com



COMMENTS: Crosswind Financial is a relationship-based direct private lender servicing leading developers, builders and investors.

Contact: Greg Hebner, Managing Directorghebner@crosswindfinancial.com (310) 409-4511
Contact: Kristina Sawyer, Vice Presidentksawyer@crosswindfinancial.com (310) 383-6237
Contact: Seth Davis, Managing Directorsdavis@arixacapital.com (480) 440-8200

DEEPHAVEN MORTGAGE

www.deephavenmortgage.com
3530 Toringdon Way, Suite 300
Charlotte, NC 28277
(800) 983-0457
contact@deephavenmortgage.com



COMMENTS: Deephaven: Lending Inspiration. Providing innovative mortgage products to the millions of borrowers underserved by the traditional mortgage industry.

Nationwide Except: AK, HI, MA, MO, NY, WV:
Luke Turner, Regional Sales VP of Wholesalelturner@deephavenmortgage.com..... (704) 885-5079

DIRECT MORTGAGE INVESTORS INC.

www.mtg101.com
5533 W. 109th St. Suite 103
Oak Lawn, IL 60453
(855) 456-9782
vp@mtg101.com



COMMENTS: It's time to fire your mortgage company and start increasing your revenue. Highest paid YSP & payout within 24-48 hrs of funding. We do FHA, conv., VA, jumbos, HELOCs, USDA, non-QM, SBA and commercial funding. Never lose a loan due to pricing. In-house underwriters and processors, quick turn times.

DLP LENDING

www.dlplending.com
95 Highland Ave., Suite 300
Bethlehem, PA 18017
(484) 218-0140
info@dlplending.com



COMMENTS: DLP Lending is a private lender that offers fast and flexible bridge financing through our innovative Line of Credit to experienced investors.

Multifamily Acquisition / Disposition: Don Wenner, CEO donaldw@dlplending.com (904) 729-4306
Loans and Lines of Credit: Nathan Trunfio, President nathan@dlplending.com (484) 218-0141
Business Development: Brion Yarnell, VP Business Development brion@dlplending.com.. (610) 703-4353

Residential Directory

DRAPER AND KRAMER MORTGAGE CORP.

joindkmortgage.com
1431 Opus Place, Suite 200
Downers Grove, IL 60515
(630) 376-2100
recruiting@dkmortgage.com



COMMENTS: Draper and Kramer Mortgage Corp., headquartered in Chicago, is the residential mortgage division of Draper and Kramer, one of the nation's premier full-service real estate and financial firms, founded in 1893. Draper and Kramer Mortgage Corp. has an A+ BBB rating & 98% customer satisfaction rating.

Contact: Paul Lueken, CEOpaul.lueken@dkmortgage.com (630) 376-0507

Contact: Chris Knapp, EVP of Business Developmentknapp@dkmortgage.com (773) 301-9344

Contact: Matt Patterson, EVP of Business Development
..... matt.patterson@dkmortgage.com (630) 376-0452

EQUITY WAVE LENDING

www.equitywavelending.com
2355 Main St., Suite 230
Irvine, CA 92614
(888) 399-8881
debbi@equitywavelending.com



COMMENTS: We are currently looking for wholesale reps with a current broker base.
Fax resume to 949-252-0525 or email it to info@equitywavelending.com.

Nationwide ex: AZ, DC, ID, MN, NV, NY, NC, ND, OR, RI, SD, UT, VT, VA:
Debbi Suddarth, Sales Manager, x103 debbi@equitywavelending.com (949) 252-0025

Nationwide ex: AZ, DC, ID, MN, NV, NY, NC, ND, OR, RI, SD, UT, VT, VA:
Jack Suddarth, Secondary Marketingjack@equitywavelending.com(888) 399-8881

EQUITYMAX

www.equitymax.com
6216 N. Federal Hwy.
Fort Lauderdale, FL 33308
(954) 267-9103
info@equitymax.com



COMMENTS: Real estate investing? Need money? You found us! Realtors & hard money lending specialists for real estate investors! R.E. brokers and mtg. bkrs. welcome. Now is the time & real estate is the way. Competitive rates, aggressive LTVs, residential & commercial. Don't miss the opportunity. Ask us how!

Nationwide: Brad Emmer, Trusteebrademmer@equitymax.com (954) 655-4608

Nationwide: Gregory Emmer, Vice President gregoryemmer@equitymax.com (954) 663-5410

Nationwide: Elly Luechauer, Operations Managerellyluechauer@equitymax.com (954) 326-8165

Nationwide: Maria Pejdanovska, Business Developmentmaria@equitymax.com (954) 600-3736

EXCELERATE CAPITAL

ec-tpo.com
4000 MacArthur Blvd
Newport Beach, CA 92660
(844) 432-3685
rto@exceleratecapital.com



COMMENTS: Excelerate Capital is a full-service mortgage banker that provides innovative mortgage lending solutions to address the challenges of today's economic and regulatory environment. The Company is an established industry leader in Non-QM lending.

FAMILY FIRST FUNDING LLC

www.joinfamilyfirst.com
44 Washington Street, Suite 200
Toms River, NJ 08753
(800) 542-7895
tsirico@fam1fund.com



COMMENTS: Direct lender. Top investors, unmatched technology & branch and LO support.
All loan programs banked, non-QM, 203(k), reverse and jumbo.

AL, CA, CO, CT, DE, DC, FL, GA, KS, KY, LA, ME, MD, MA, MS, NH, OH, OK, OR, PA, RI, SC, TN, TX:
Thomas Sirico, Executive Business Director tsirico@fam1fund.com (732) 945-1005

FINANCE OF AMERICA MORTGAGE

www.foamortgage.com
1 West Elm Street, Suite 450
Conshohocken, PA 19428
(800) 355-5626
customerrelations@financeofamerica.com



COMMENTS: We surround our mortgage advisors with the technology, products, services, and people they need to empower themselves to grow their book of business and keep clients returning for every home they finance in the future.

National: Tim Cotten, Director, Market Developmenttim.cotten@financeofamerica.com.....(972) 989-5480

FIRST ALLIANCE HOME MORTGAGE

www.fahmloans.com
20 Jackson Drive, 2nd Floor Cranford, NJ 07016 (201) 410-5728

COMMENTS: "Helping families achieve the American Dream." Our secret is in our name. Call to discuss the benefits of joining our FAHMily!

Contact: Sam Khalil sam@fahmloans.com (201) 410-5728

FIRST GUARANTY MORTGAGE CORP.

www.fgmc.com
5800 Tennyson Parkway Plano, TX 75024.....

COMMENTS: FGMC offers a variety of products, including government, conventional, & a proprietary suite of Non-QM products, Maverick Solutions in both the Wholesale & Correspondent channels. With options for jumbo, expanded credit, and investment, Maverick Solutions has a product for every scenario. NMLS #2917

Nationwide: Patrick Creek, SVP, Wholesalepatrick.creek@fgmc.com (866) 739-9200

Nationwide: Lynn Bristow, SVP, Correspondentlynn.bristow@fgmc.com (866) 739-9200

FIRST NATIONAL BANK OF AMERICA

www.fnba.com/mortgagebrokers
241 E. Saginaw
East Lansing, MI 48823
(800) 400-5451
Fax: (866) 843-1433
resbrokers@fnba.com



COMMENTS: Non-QM lender offering 12-month income documentation on all loan programs.
Previous credit event (no seasoning), bank-statement program for self-employed borrowers, ITIN Loans, agency fallout and ready asset program. LTV up to 85% and DTI up to 55%.

Nationwide: Keith Hall, Residential Loan Manager khall@fnba.com (517) 324-8417

FLAGSTAR BANK

www.flagstar.com/why
5151 Corporate Drive
Troy, MI 48098
(248) 312-0592
tpoleads@flagstar.com



COMMENTS: For over 35 years, Flagstar has been an industry-leading mortgage lender in the correspondent, wholesale, warehouse and subservicing arena. We are a top 10 correspondent investor, leading government lender, and 2nd largest warehouse lender in the country.

TPO, Correspondent, Wholesale: James Restaneo, TPO New Business Development
..... james.restaneo@flagstar.com (248) 312-0592

Warehouse Lending: Jeff Neufeld, SVP Director of Warehouse
..... jeffrey.neufeld@flagstar.com (248) 312-5173

Subservicing: Don Klein, SVP, New Business Developmentdon.klein@flagstar.com (561) 226-1571

FLCBANK FLORIDA CAPITAL BANK N.A.

www.flcbmtg.com
10151 Deerwood Park Blvd. Bldg. 100, Suite 200 Jacksonville, FL 32256 (866) 295-0014

COMMENTS: National lender. Dedicated team with personalized service. Wholesale, NDC and warehouse. Fannie Mae and Freddie Mac Seller/Service.

Nationwide: Andrea Lefebvre, National Production Manageralefebvre@flcb.com (617) 899-1428

Nationwide: Jacqueline Ring, VP Warehouse Line Managerjring@flcb.com (904) 245-7096

FMC LENDING

www.fundmtg.com
380 Beach Road Suite D
Burlingame, CA 94010
(888) 297-4440



COMMENTS: Direct wholesale lender. Asset based. No credit needed. No doc stated programs.
Private money, hard money & soft money programs. Fast 7-day close. Rates as low as 7.99%.
All property types all property conditions. No seasoning needed. 100% CLTV OK. OO, NOO, construction, rehab, land, apartments.

CA, FL, NC, TX, WA: James Pierce, Vice Presidentscenario@fundmtg.com (888) 297-4440

CA, FL, NC, TX, WA: Bob Michaelson, Vice Presidentscenario@fundmtg.com (888) 297-4440

CA, FL, NC, TX, WA: Jeremy Bloom, Vice Presidentscenario@fundmtg.com (888) 297-4440

FUND THAT FLIP

www.fundthatflip.com
10 E. 23rd St., 5th Floor
New York, NY 10010
(646) 895-6090
deals@fundthatflip.com



COMMENTS: Fast, convenient, affordable capital for experienced real estate investors and brokers rehabbing residential properties. Leverage your experience and success to lower your cost of capital over time by gaining access to our large network of institutional and individual high-net worth investors.

Residential Directory

FUNDLOANS

www.fundloans.com
662 Encinitas Blvd., Suite 270
Encinitas, CA 92024
(760) 388-5888
dhidy@fundloans.com

FUNDLOANS

COMMENTS: FundLoans takes a make-sense underwriting approach. If your borrower can prove an ability to repay in an unconventional way, they may still be approved. We understand and can overlook credit events. We thrive in the Jumbo Non-QM area, even after a foreclosure or short sale.

AZ, CA, CO, FL, GA, HI, ID, IL, MT, NV, NC, OR, SC, TN, TX, UT, WA, WY:
David Hidy, Chief Lending Officer dhidy@fundloans.com (760) 388-5888

GBC FUNDING

www.gbcfunding.com
6190 Powers Ferry Road NW, Suite 450 Atlanta, GA 30339 (770) 373-2357

COMMENTS: Warehouse funding since 1998! Broker-banker welcome; 100% advance rates; no non-usage fees; flexible terms.

Nationwide ex AK, HI, NY: Monroe B. Thrower III mthrower@geobanking.com (770) 373-2357

GO MORTGAGE

www.singleclosing.com
15430 W. Capital Drive Brookfield, WI 53005 (800) 444-7283

COMMENTS: Offers 30-yr fixed FHA @ 96.5%, VA @ 100%, USDA @ 100% and conforming @ 95%. No re-qualification of borrower after close. Site, manufactured, modular.
Nationwide ex AL, CT, GA, HI, ID, ME, MT, ND, NE, NH, NM, NV, NY, RI, VT, WV, WY

Contact: Robert Stephens rstephens@gomortgage.com (262) 957-8905

GOLD STAR MORTGAGE FINANCIAL GROUP

www.goldstarmtg.net
100 Phoenix Drive, Suite 300
Ann Arbor, MI 48108
(888) 696-1344 x729
emitchell@goldstarfinancial.com



COMMENTS: We help our LO's surpass 15+ fundings per month while working 40 hrs/week. Our unique value propositions are the most compelling in the industry. As we continue to disrupt the mortgage industry, call us today for a private demonstration on how we can help you, too!

Contact: Eric Mitchell, Executive Vice President (888) 696-1344

GOLDEN EMPIRE MORTGAGE INC.

www.gemcorp.com
1200 Discovery Drive, Third Floor Bakersfield, CA 93309 (800) 320-1758

COMMENTS: Unmatched product, pricing and technology married with 26 years of experience in mortgage banking.

Contact: Joe Ewens jewens@gemcorp.com (800) 320-1758

GOPRIME MORTGAGE INC.

www.goprime.com
320 N. Salem St., Suite 300
Apex, NC 27502
(877) 307-5667
recruiting@goprime.com



COMMENTS: You work hard to build a great reputation; we will make sure you keep it. All senior managers have strong sales backgrounds and understand what you need to be successful.

Contact: John Rodgers, President getinfo@goprime.com (877) 307-5667

Contact: Kevin Neely, Branch Resource Manager kneely@goprime.com (919) 355-6148

Contact: Gabrielle Zika, Managing Director, West Coast gzika@goprime.com (775) 376-9088

Contact: Alexis Ford, Executive Vice President aford@goprime.com (919) 367-5050

GREENBOX LOANS INC.

www.greenboxloans.com
3250 Wilshire Blvd. Suite 1900 Los Angeles, CA 90010 (800) 919-1086

COMMENTS: GreenBox thinks outside the box with a common-sense approach in helping qualified borrowers obtain the financing they need. AZ, CA, CO, CT, DE, FL, GA, ID, IL, LA, MD, MA, NV, NJ, NC, OK, OR, PA, TN, TX, VA, WA

Contact: Wholesale Information wholesaleinfo@greenboxloans.com (800) 919-1086

GUARANTEED RATE INC.

www.joingrnow.com
3940 N. Ravenswood Ave.
Chicago, IL 60613
(773) 290-0314
aaron.hahn@rate.com



COMMENTS: The platform to double your purchase business.

Contact: Aaron Hahn, SVP of Recruiting aaron.hahn@rate.com (773) 290-0314

GUILD MORTGAGE COMPANY

www.switchtoguild.com
5895 Copley Drive
San Diego, CA 92111
switchtoguild@guildmortgage.net



COMMENTS: Guild Mortgage is committed to supporting top producers by offering integrated technology, niche products and in-house training and sales coaching.

Nationwide ex DE, IN, KY, MD, MI, NJ, NY:
Guild Mortgage switchtoguild@guildmortgage.net

HAMILTON HOME LOANS INC.

www.hgfloans.com
1551 Sawgrass Corporate Parkway, Suite 300
Sunrise, FL 33323
(786) 355-5262
myriam.nunez@hgfloans.com



COMMENTS: Call today! Learn why branches partner with us for over 5 years. Aggressive comp/benefits/marketing. Won Tech Savvy Award. Onboarding Team for you. We invest in your 2021 success! AL, CA, CO, DC, FL, GA, ID, IL, IN, KY, LA, MD, MI, MN, NC, NJ, NM, OH, OK, PA, SC, TN, TX, VA, WI

Contact: Myriam Nunez, Senior Vice President myriam.nunez@hgfloans.com (786) 355-5262

HERZER FINANCIAL SERVICES INC.

herzer.com
1779 Woodside Road Redwood City, CA 94061 (650) 363-8003

COMMENTS: We are a private, Northern California portfolio lender specializing in fix-n-flip, construction, income properties and conservative owner-occupied loans.

HILTON FINANCIAL CORP.

www.hiltonloans.com
11024 N 28th Drive, Suite 170
Phoenix, AZ 85029
(800) 832-1771
jack@hiltoncorp.com



COMMENTS: Hilton Financial Corp. provides private money for acquisition, renovation, and/or spec construction of NOOC 1-4 unit SFR's, mfd. homes, apartments, condos, and townhomes. Lending in AZ and UT. BTB only in CO, HI, and OH. NMLS 143636 AZ BK-1001945 UTMB 5491797.

AZ, CO, HI, OH, UT: Jack Hilton Sr., President, NMLS 165825 (602) 375-8951

AZ, CO, HI, OH: Jack Hilton II, Loan Officer, NMLS 1471011 (602) 375-8951

HOME MORTGAGE ALLIANCE CORP. (HMAC)

www.homemac.com
4 Hutton Centre Drive, Suite 500
Santa Ana, CA 92707
(800) 900-7040 x79997
alfred@homemac.com



COMMENTS: HMAC is seeking true retail partnerships with existing growth-minded branch offices and brokers. This can be an exclusive relationship. HMAC has the capacity for unlimited growth and will provide support tools from the back end. We can brand your existing name. Must be ready to become a lender.

Nationwide ex NV, NY, OH, UT, VT: Alfred Hanna, x79997 alfred@homemac.com (800) 900-7040

HOMETOWN LENDERS

www.htlenders.com
350 The Bridge Street, Suite 200 Huntsville, AL 35806 (256) 828-8883

COMMENTS: Hometown Lenders Inc. is a fully integrated, multi-channel mortgage lender. We leverage technology and the power of the Internet with a traditional brick and mortar business in order to bring you efficient mortgage financing and unsurpassed customer service.

HOMEXPRESS MORTGAGE CORP.

www.homexmortgage.com
1936 E. Deere Avenue Santa Ana, CA 92705 (855) 598-1430

COMMENTS: Credit scores starting at 600, loans to \$3M. Alternative documentation programs: bank statements, asset depletion, lease agreements, hybrid bank statements, short-term rental program. Flexible rural guidelines, lease options treated as refi, DSCR program, no tax return programs, no MI.

Nationwide ex AK, ND, NY, SD, VT, WY:
General Info marketing@homexmortgage.com (855) 598-1430

HORIZON BANK N.A.

www.accesshorizon.com
515 Franklin St. Michigan City, IN 46360 (219) 873-2609

COMMENTS: Repurchase facility, same-day funding, online requests, TPOs.

Nationwide: Kori Riggs kriggs@horizonbank.com (219) 873-2609

Residential Directory

JMAC LENDING


www.jmac lending.com
2510 Red Hill Ave. Santa Ana, CA 92705.....(833) 438-5622

COMMENTS: Fast turn times, competitive rates & diverse products. Approved issuer for Ginnie Mae & Seller/Servicer for Fannie Mae & Freddie Mac.

22 States: Anne Nguyen, SVP Client Relations, x2614ask@jmachomeloans.com (949) 390-2688

KIAVI FUNDING INC.

www.kiavi.com/broker
575 Market Street, Suite 1600
San Francisco, CA 94105
brokers@kiavi.com




COMMENTS: Kiavi (formerly LendingHome), one of the largest lenders to real estate investors in the U.S., offers fix-and-flip and rental property loans and has funded over \$7 billion in loans across 35,000 projects. Our broker program is built for us to win together.

Nationwide: Michael Vandenberg, Team Lead brokers@kiavi.com(844) 415-4663

KIND LENDING


www.kindlending.com
4 Hutton Centre Dr
Santa Ana, CA 92707
(707) 217-5214
recruiting@kindlending.com



COMMENTS: Glenn Stearns founded Kind Lending to bring, well, kindness to the industry he loves. We prioritize doing the right thing for employees and clients alike. We invest in the best people, products and technology to serve you. It's a difference you feel everywhere at Kind Lending.

LENSURE MORTGAGE CORP.

www.lendsure.com
16959 Bernardo Center Drive, Suite 102
San Diego, CA 92128
(888) 910-0360
sales@lendsure.com



COMMENTS: LendSure's focus on hands-on customer service, common-sense underwriting, innovative loan programs, and unsurpassed funding times has made it one of the nation's fastest growing and leading Non-QM wholesale lenders. Headquartered in San Diego, CA, LendSure has Regional Centers in RI & GA.

LIMA ONE CAPITAL

www.limaone.com
201 E. McBee Ave., Suite 300
Greenville, SC 29601
(800) 390-4212
broker@limaone.com




COMMENTS: The nation's premier lender for real estate investors. Fix-n-flip (purchase & rehab, bridge plus, construction, cash out), rental (single properties & portfolios, amortized, ARM, bridge 2+1) and multifamily (value-add, short-term, interest only). Brokers protected. Dedicated analyst per loan file.

Nationwide: Cortney Newmans, Director Business Developmentcortney@limaone.com..... (800) 390-4212

Nationwide: Dalton Elliott, Broker Program Manager broker@limaone.com (800) 390-4212

LOANSTREAM

www.lsmortgage.com
1900 MacArthur Blvd., Suite 200
Irvine, CA 92612
(800) 760-1833
inquiries@lsmortgage.com



COMMENTS: Our business focuses on people, people like our employees, our brokers, our borrowers, our industry colleagues. Give us a call to learn more of what makes LoanStream 'The One Lender.'


Wholesale / Broker Inquiries: Broker Supportinquiries@lswholesale.com (800) 760-1833

Branch Inquiries: Greg Armstrong, Chief Operations Officerinquiries@lsmortgage.com..... (800) 760-1833

Commercial Broker Inquiries: Will Fisher, EVP of Non-Conforming Lending, x158 inquiries@lsmortgage.com (800) 760-1833

LYNK CAPITAL

www.lynkcapital.com
7100 Six Forks Road, Suite 335
Raleigh, NC 27615
(321) 209-6871
jarrod@lynkcapital.com



COMMENTS: LYNK Capital is your source for private funding. We're a direct private lender offering residential renovation, construction and bridge loans. The team at LYNK is experienced and understands the importance of fast, knowledgeable service. Have a project in the pipeline? We'd love to fund it.

Contact: Jarrod Ellis, Dir. Business Developmentjarrod@lynkcapital.com(321) 209-6871

M & M PRIVATE LENDING GROUP LLC

www.mmprivatelending.com
One West Las Olas Blvd. Suite 500 Ft. Lauderdale, FL 33301.....(719) 284-9166

COMMENTS: Hard money loan specialists. Collateral based, zero documentation, hard money. Florida, Colorado and New York. NMLS # 860339

Florida: Paul Diaz, Account Executive, x4 pdiaz@mmprivatelending.com(305) 899-2201


Colorado: Edduar Trillo, Account Executive, x5etrillo@mmprivatelending.com(305) 899-2201

New York: Michelle Mota, Managing Directormmota@mmprivatelending.com(646) 286-0606

Pay-offs: Alejandra Parra, Account Executive, x3 aparra@mmprivatelending.com(305) 899-2201

MARQI

marqi.vip/home
1925 Century Park East, 18th Floor
Los Angeles, CA 90067
(619) 324-8385
mportal@marqi.us



COMMENTS: Built by top producers for top producers. Grow your business with Marqi and its all-in-one platform. Start earning higher compensation by partnering with us! Have access to clean and modern marketing, cutting-edge technology, and a deluxe service! Become a CEO today! Only 3 steps!

MIMUTUAL MORTGAGE


www.mimutual.com
911 Military St. Port Huron, MI 48060..... (844) 431-9538

COMMENTS: Founded in 1992, MiMutual Mortgage is an agency-direct, top-5 203(k) lender focused on supporting successful, entrepreneurial mortgage bankers.

Contact: Lauren Mitchell, Marketing Coordinator lmitchell@mimutual.com (980) 495-2039

MORTGAGERIGHT

www.branchright.com
1 Perimeter Park S., Suite 130
Birmingham, AL 35243
(888) 518-4488
explodemyincome@branchright.com




COMMENTS: What would your business look like if you earned more BPS, sold lower rates, closed all of your purchase loans on time and you had access to a proven marketing system? Call now and let us show you how we increased one of our branch manager's income by 338% and how we can do the same for you!

AL, AR, CA, CO, CT, FL, GA, IL, IN, KY, LA, MA, MD: Al Moreira, Branch Manageral@mortgageright.com(404) 419-6710

MI, MN, MS, NC, NH, OH, OR, PA, SC, TN, TX, VA, WA: Mike Russo, Branch Managermike@mortgageright.com (678) 695-8555

MOTTO MORTGAGE

www.mottomortgage.com
5075 S. Syracuse St.
Denver, CO 80237
(866) 668-8649
info@mottomortgage.com



COMMENTS: Motto Mortgage is a different idea - network of mortgage broker franchisees, focused on providing personalized guidance with more clarity and less jargon. Loan originators in the Motto Mortgage network work close by, and closely with, real estate agents to deliver a one-stop solution.

Nationwide: Franchise Sales info@mottomortgage.com(866) 668-8649

38 States & WDC: Recruiting Team recruiting@mottomortgage.com(866) 668-8649

MOUNTAIN WEST FINANCIAL INC.

www.mwfinc.com
1209 Nevada St., Suite 200 Redlands, CA 92374.....(888) 793-6470

COMMENTS: Our 30+ years of success have been based on aligning ourselves with the industry's best. For a purchase-money lender, look no further!

AZ, CA, CO, MN, NM, NV, OR, TX, UT, WA: Laura Martell info@mwfinc.com(888) 793-6470

NETWORK FUNDING LP

www.join.nflp.com
9700 Richmond Ave. Houston, TX 77042..... (832) 545-4653

COMMENTS: Over 70% of our branches experienced 20% growth in 2017. Come grow with us! Direct Fannie, Freddie, Ginnie lender. Non-QM products available. #ComeHome

Nationwide: Brett Snortland, Executive VP brett.snortland@nflp.com (832) 545-4653

Nationwide: Richard Jefferson, Sales and Branch Operationsrichard.jefferson@nflp.com (480) 370-3600

Residential Directory

QUICK FAST CAPITAL

quickfastcapital.com
4514 Cole Ave
Dallas, TX 75205
(972) 792-3766
shawn@quickfastcapital.com



COMMENTS: Our Account Executives are seasoned professionals with over 30 years experience. We are a Direct Lender and expedite our processing using accelerated scheduling tailored for Investors and Brokers who specialize in Investment Property. Ready to exceed your expectations with our service and pricing.

RCN CAPITAL

www.rcncapital.com
75 Gerber Road E.
South Windsor, CT 06075
(860) 432-5858
info@rcncapital.com



COMMENTS: RCN Capital is a national, direct, private lender. Established in 2010, we provide short-term and long-term commercial loans for the purchase of non-owner-occupied residential and commercial properties, financing of renovation projects and bridge funding.

Nationwide: Stephen Ballard, Sr. Business Dev. Coordinator
.....sballard@rcncapital.com (860) 479-6399

REALFI HOME FUNDING CORP.

www.rhfbbranch.com
707 Westchester Ave White Plains, NY 10604..... (866) 319-4442

COMMENTS: 203(k) renovation-loan and reverse-mortgage experts underwritten and funded in-house as banked direct-lender products. Fannie Mae Seller/Servicer.

AL, CO, CT, DC, DE, FL, GA, KY, MD, NC, NJ, NY, PA, SC, TN, TX, VA:
Anthony Pepe, VP Branch Developmentapepe@rhfunding.com (516) 790-5418

RED ROCK CAPITAL

www.fundwithredrock.com
2139 Chuckwagon Road, Suite 315 Colorado Springs, CO 80919..... (719) 900-5400

COMMENTS: Loans up to 80% LTV (up to 90% LTC) on 1-4 unit investment property purchases. New construction/renovation/bridge loans available! Long Term 30 year rental loans with easy qualifying and rates starting at 5.375%! We provide Non-Recourse Loans to Self-Directed IRA's and 401K's.

Nationwide: Jennifer Manier, Sales Managerjennifer@fundwithredrock.com (719) 900-5400

REDSTONE FUNDING LLC

www.rsmtg.com
200 W Jackson Blvd Suite 900
Chicago, IL 60606
(312) 682-9000
tpo@rsmtg.com



COMMENTS: Exceptions granted, Mixed Income Allowed, Cash Out Equals Reserves, Doc Types: Bank Statements, P&L, WVOE, 1099, Asset Utilization, DSCR No Min Ratio Required, Innovative Technology.

REDWOOD MORTGAGE

www.redwoodmortgage.com
177 Bovet Road, Suite 520
San Mateo, CA 94402
(800) 659-6593
Fax: (650) 364-1665
rmc@redwoodmortgage.com



COMMENTS: Private, direct lender for more than 40 years, funding all investment property types. CA metro areas only. Brokers protected.

Manager: Steve Belleville, Director Sales & Marketing ...steve@redwoodmortgage.com..... (650) 645-9727
Special Accounts: Jim O'Dea, Broker Associatejimodea@redwoodmortgage.com (650) 575-0778
Special Accounts: Tim Burwell, Sr. Account Executivetim@redwoodmortgage.com (310) 540-2777
No. Cal - San Francisco / Oakland / Marin: Curtis Gaspard, Account Executive
.....curtis@redwoodmortgage.com (415) 988-1566
So. Cal - Orange County / San Diego: Mike Micci, Account Executive
.....mike.micci@redwoodmortgage.com (949) 793-5130

RENOVO FINANCIAL

renovofinancial.com
222 W Adams St. Suite 3150
Chicago, IL 60606
(888) 568-8894
origination@renovofinancial.com



COMMENTS: Residential real estate lender for experienced investors who rehab or build investment properties. Local market expertise, real-world underwriting, & a service-driven approach. Delivering more than just capital. Single & multifamily rehab, new construction, and 30-yr fixed rental loans.

RODEO LENDING

www.rodeolending.com
11755 Wilshire Blvd, Suite 1250 Los Angeles, CA 90025 (310) 400-5903

COMMENTS: Direct portfolio lender! We provide senior debt to 65% LTV & 85% LTP on residential assets. We will consider JV & can provide a POF.

SARATOGA CAPITAL INC.

www.saratogacapital.net
485 Alberto Way, Suite 200 Los Gatos, CA 95032..... (408) 418-5032

COMMENTS: STILL LENDING at 8% IO, Single-Source Private Lender, \$250K-\$3M, 2nds @ 70% LTV, Cross Collateralize, NOO only, Bus Purpose only, CA only.

Northern California: Kirk Kozlowski, Presidentkirk@saratogacapital.net (408) 418-5032

Multifamily Underwriting: Kirk Kozlowski, Presidentkirk@saratogacapital.net (408) 418-5032

SEATTLE FUNDING GROUP LTD.

www.seattlefundinggroup.com
11245 SE 6th St Ste 210
Bellevue, WA 98004
(888) 734-3863
Fax: (425) 454-7655
info@sfgfunds.com



COMMENTS: For over 33 years, SFG remains one of the longest standing, most active private money lenders in the Western U.S. All types of borrowers and real estate considered for any business purpose. No prepayment penalty. LOIs in 24 hours. Quick 1-2 week closings.

AK, CO, HI, ID, NV, OR, UT, WA: John Odegardjodegard@sfgfunds.com (425) 455-1733

AK, CO, HI, ID, NV, OR, UT, WA: Kent Rowekrowe@sfgfunds.com (425) 455-1733

AK, CO, HI, ID, NV, OR, UT, WA: Chris Stafford, Business Development Officer
.....chris@sfgfunds.com (425) 455-1733

CA: Charles Salaschuck@sfgfunds.com (858) 751-0556

AZ: Rodd Wagnerrodd@sfgfunds.com (480) 450-3980

SISTAR MORTGAGE CO.

www.gosistar.com
51650 Oro Drive Shelby Township, MI 48315..... (888) 841-4238

COMMENTS: Sistar Mortgage has been licensed in 26 states for 15 yrs. We specialize in loans for self-employed & visa-holding borrowers like H1, L1, EAD and TN.

Contact: Vinita Gandhi, COOvinita.gandhi@sistarmortgage.com (586) 802-7312

Contact: Dinesh Goswami, Regional VPdinesh.goswami@sistarmortgage.com (609) 506-7031

Contact: Rajeev Gandhi, Presidentrajeev.gandhi@sistarmortgage.com (586) 909-2195

SOLVE MORTGAGE

www.solvemortgage.com
5016 N Parkway Calabasas Calabasas, CA 91302..... (888) 594-3221

COMMENTS: Solve Mortgage is a Jumbo and Non-QM National Wholesale Lender located in Los Angeles, CA. Part of a 20+ year old mortgage banking firm, the Company is well-funded as one of the nation's top Loan Aggregators and Warehouse Banks.

Nationwide: Blake Scheifeleblake@altloan.com (888) 533-4829

SOUTHWEST FUNDING

www.southwestfunding.com
13150 Coit Rd Dallas, TX 75240 (469) 378-4857

COMMENTS: At Southwest Funding, our motto is A Better Way To Mortgage, it drives everything we do. Providing world-class support, our branches work with dedicated in-house processors, underwriters, and operations team, every day, every file.

SPROUT MORTGAGE

www.sproutmortgage.com
6501 Irvine Center Drive, Suite 250
Irvine, CA 92618
(866) 707-8800
info@sproutmortgage.com



COMMENTS: Sprout Mortgage - your investor of choice for agency & non-agency programs: bank statement, alt qualifying, near-miss jumbo, super jumbo, non-warrantable condos, and investor options - including fix & flip loans. Market-leading execution, products & price empower our partners to grow and diversify.


Nationwide: Sam Bjelac III, EVP, TPO Salessam.bjelac@sproutmortgage.com (866) 707-8800

FIX & FLIP, Nationwide: Larry Brand, SVP, Rehabilitation Lending
.....larry.brand@sproutmortgage.com (800) 642-3354

Residential Directory

STRONGHILL CAPITAL

stronghill.com
7200 N. MoPac, Suite 100
Austin, TX 78731
(855) 490-6671
scotsman@stronghill.com




COMMENTS: Nationwide direct commercial real estate lender specializing in small balance investment residential and commercial financing. Offering fast closing loan solutions that best meet clients' goals. Rates from 4.50%, DSCRs from 1.10x, LTVs up to 75%, 5/1, 7/1, 10/1 ARMs, and 25-30 year amortizations.

Nationwide: Brian B. Simmons, Managing Director - Lending brian@stronghill.com (360) 799-5475
Nationwide: Missi Snowden, Director - Lending melissa@stronghill.com (512) 672-7106
Nationwide: Justin Long, Managing Director - Lending justin@stronghill.com (512) 672-7074

SUMMIT FUNDING

www.summitfunding.net
3900 Lennane Drive Suite 210
Sacramento, CA 95834
(916) 571-3000
marketing@summitfunding.net



COMMENTS: Since founding Summit Funding in 1995, Todd Scrima has built the company to what it is today, a Top 30 Mortgage Lender nationwide with over 80 locations and over 250 loan originators.

SUNDANCE BAY DEBT


www.sundancedp.com
1240 E. 2100 S. Salt Lake City, UT 84106 (801) 923-3620

COMMENTS: 80% LTV & 90% LTC. Construction, bridge, value-add, refinance, and notes. Term 3-36 months. \$2M-\$30M. Fast & flexible closings. Broker friendly.

Nationwide: Andrew Peterson, Director of Originations (801) 923-3620

SUNSET EQUITY

www.sunsetequityfunding.com
6125 Washington Blvd., 3rd floor
Culver City, CA 90232
(866) 632-7001
lending@sunsetequitygroup.com




COMMENTS: Sunset Equity is a nationwide direct lender who can fund up to 90% of your total cost and 100% of your rehab cost with competitive rates and terms. No interest on rehab holdback.

Nationwide: Originations Dept. lending@sunsetequitygroup.com (866) 632-7001

SWBC MORTGAGE CORP.

www.swbcmortgage.com/andyou
9311 San Pedro Ave, Ste. 100
San Antonio, TX 78216
(615) 260-2382
scottbrown@swbc.com



COMMENTS: At SWBC Mortgage, we combine innovation with personal interaction, empowering our loan officers to serve the communities where they live and lend. Contact us to learn more about how our unique setup helps maintain LO compensation and pricing, while offering industry-leading benefits.

Nationwide: Scott Brown, EVP, Retail Sales scottbrown@swbc.com (615) 260-2382

TAYLOR MADE LENDING LLC


www.taylormadelendingllc.com
1400 E. Oakland Park Blvd., Suite 103 Fort Lauderdale, FL 33334 (954) 614-5109

COMMENTS: Direct hard money lender up to \$5M. Broker-friendly, fast underwriting on FL commercial and residential property; max LTV 65%; five-day funding.

Florida only: Jarrod Markofsky, Principal jm@tmlending.com (954) 614-5109

TOP FLITE FINANCIAL

www.tffinc.net
201 School St Suite 200
Williamston, MI 48895
(517) 655-2140
mcornett@tffinc.net



COMMENTS: We are excited to offer Branch Manager as well as remote corporate loan officer opportunities. Midwest based with branches nationally we have the technology, support staff and comp you are looking for. Contact us today to find out what you've been missing and the Top Flite Financial difference.

Contact: Matthew O. Cornett, National Sales Manager mcornett@tffinc.net (219) 808-5941

TRUELINE CAPITAL

www.truelinecapital.com
960 SW Disk Dr., Suite 104 Bend, OR 97702 (800) 292-6561

COMMENTS: New construction, fix-and-flip, and bridge financing for builders in OR, WA, and ID. We'll work with you to get the financing you need; call us today!

WA: Timothy Doyle, Director of Real Estate (206) 702-2731
ID, OR: Ben Rowe, Senior Loan Officer (541) 640-8637
ID, OR, WA: Chris Maskill, Principal (206) 235-1386

UB WAREHOUSE, A DIVISION OF UNIVERSITY BANK

www.university-bank.com/warehouse
102 E Grand River Ave
Brighton, MI 48116
(727) 741-7926
jwalters@university-bank.com




COMMENTS: Knowledgeable, Efficient, Competitive. We are here to deliver an excellent customer experience. Profitably grow with us!

Nationwide: Jerry Walters, Director jwalters@university-bank.com (727) 741-7926

VAL-CHRIS INVESTMENTS INC.

www.val-chris.com
2601 Main St., Suite 400
Irvine, CA 92614
(949) 252-8020
info@val-chris.com




COMMENTS: Private-money experts since 1975. Call for a quick quote. Direct lender; in-house U/W. A true private-money lender serving CA. Approvals in as few as 4 hours; broker friendly. We are still lending on owner-occupied properties. No appraisals for low LTV; all decisions and funds in house.

CA: Val-Chris Investments info@val-chris.com (949) 252-8020

VANDYK MORTGAGE CORP.

vandykcareers.com
2449 Camelot Court SE
Grand Rapids, MI 49546
(888) 482-6395
blovell@vandykmortgage.com




COMMENTS: A purchase-centric company with the resources, models and tools designed to help Loan Originators and Branch Managers increase their business and gain leverage, marketing, coaching, and deal making support. FNMA/GNMA seller servicer offering a complete agency product line as well as Non-QM.

Nationwide ex HI, KS, NE, RI, VT, WV: Bryan Lovell, Director Business Growth blovell@vandykmortgage.com (813) 727-1867

VELOCITY MORTGAGE CAPITAL

www.velocitymortgage.com
30699 Russell Ranch Road, Suite 295
Westlake Village, CA 91362
(866) 698-3562
info@velocitymortgage.com



COMMENTS: Velocity Mortgage Capital is focused on helping brokers to grow their business by meeting the unique needs of independent real estate investors and small-business owners. We offer alternative, asset-based mortgage programs for 1-4 investment, multifamily, mixed-use and small commercial properties.

Nationwide: Loan Originations info@velocitymortgage.com (866) 505-3863
Nationwide: Jason Haye, National Sales Manager jhaye@velocitymortgage.com (866) 505-3863
West Coast: Robert Grant, Regional Manager- West rgrant@velocitymortgage.com (866) 505-3863
East Coast: Troy Kane, Regional Manager - East tkane@velocitymortgage.com (866) 505-3863

VERITAS FUNDING

www.vfund.com
7730 S. Union Park Ave. STE 200
Midvale, UT 84047
(801) 641-8788
csteel@vfund.com



COMMENTS: Whether working directly with borrowers, Realtors or our own originators, our dedication to providing the best possible experience is unwavering. The impeccable process we've put in place provides the resources to make our jobs more efficient, and gives us the unique opportunity to love what we do.

AZ, AR, CA, CO, FL, ID, IN, NC, OH, OR, SC, TN, TX, UT, WA, WI, WY:
Craig Steel, Director of Sales & Biz Dev csteel@vfund.com (801) 641-8788

Residential Directory

VISIO LENDING

www.visiolending.com
1905 Kramer Lane, Suite B-700
Austin, TX 78758
(888) 521-0353
loans@visiolending.com

COMMENTS: Fast, simple and dependable rental loans for residential investors, including vacation rentals. No personal DTI. 30-yr term.

Nationwide: Sales Manager loans@visiolending.com (888) 521-0353



WADOT CAPITAL INC.

www.wadotcapital.com
5413 Meridian Ave. N. Seattle, WA 98103 (206) 362-4444

COMMENTS: We provide direct, reliable, collateral-based funding for construction, real estate rehabilitation, and agriculture in Washington, Oregon, and Idaho.

ID, OR, WA: Erik Egger (206) 362-4444

WESLEND FINANCIAL

www.weslendwholesale.com
200 E Sandpointe Santa Ana, CA 92707

COMMENTS: A full-service mortgage banker specializing in conventional, government & non-QM mortgages to brokers who expect the best. Licensed in 40 states & providing innovative loan solutions for over 22 years, our strength lies in our talented team who know how to solve your most difficult loan scenarios.

Nationwide: Keith Stubbs, EVP Director Wholesale keith.stubbs@weslend.com (949) 681-5253
Nationwide: Barbara Yobs, VP National Sales Manager barbara.yobs@weslend.com (818) 938-5923

WESTERN DEVELOPMENT LLC

www.westerndevelopment.biz
3610 South Place Alexandria, VA 22309 (703) 988-4666

COMMENTS: Non-owner-occupied residential property. If owner-occupied, funds must be for business use. No upfront lender fees. Call for an immediate decision!

DC, DE, MD, VA: Arthur Bennett abennett@wdllc.biz (703) 988-4666

CONNECT WITH SCOTSMAN GUIDE!

Get updates on industry news, featured content, mortgage events and more!

 @SCOTSMANGUIDEMEDIA

 @SCOTSMAN_GUIDE

 @SCOTSMANGUIDE

 SCOTSMAN-GUIDE-MEDIA







You're Invited!

AAPL'S 13TH ANNUAL CONFERENCE

The Nation's Largest Private Lender Event

2022 brings you 3 days of packed sessions, 65+ exhibitors, and 600+ attendees with whom to network and learn.

Oct. 19-21 2022 • Las Vegas • aaplconference.com

Scotsman Guide Residential Edition | July 2022 137

Closings

By Neil Pierson

Pro-housing advocates push the conversation forward



Developers and conservationists in Contra Costa County, California, are battling over a voter- and city council-approved project to build 1,500 single-family homes and 150 accessory dwelling units (ADUs). A judge halted the start of the 600-acre development this past spring on the grounds of an inadequate environmental review, but the homebuilder vowed to address what it called “minor technical details” and move forward with construction.

In the wake of Minneapolis ending single-family exclusive zoning in 2020, a nonprofit organization recently launched an initiative to build 125 ADUs throughout the metro area, leveraging a \$3 million grant in the process. The homes will be offered to formerly homeless veterans and their families.

“If most of your wealth is in your house, you’re going to be very protective of property values.”

Jenny Schuetz

Senior fellow, Brookings Metro

In Hawaii, state lawmakers passed a bill in May 2022 that will create and pay for a focus group on affordable-housing issues. A recent analysis found that Hawaii is the most heavily regulated state for homebuilding and has exponentially more requirements for construction of affordable housing than the U.S. average.

What do each of these events have in common? In one way or another, they’re tied to the long-running not-in-my-backyard (NIMBY) movement, commonly involving people who oppose new housing in their local neighborhoods. As the real estate and mortgage industries look to keep business flowing by combating historically low levels of available inventory and housing costs that are growing much faster than wages, they may look to jump on the yes-in-my-backyard (YIMBY) bandwagon.

This past March, the National Housing Conference held its annual Solutions for Housing Communications event in Washington, D.C. One of the panel discussions focused exclusively on the NIMBY versus YIMBY conflict. Moderated by Laura Grannemann of the Rocket Community Fund, the panel also included Matthew Lewis of the nonprofit advocacy group California YIMBY; urban economist Jenny Schuetz of Brookings Metro; and Matthew Taylor, senior planner for the city of Riverside, California.

Schuetz says many factors play a part in the formation of the NIMBY mindset. Regardless of demographics such as age, race and income, oftentimes these attitudes originate from people who’ve lived in the same neighborhood for a long time and are afraid of change.

“There is also a deep reliance on home equity as the primary form of wealth building in this country,” Schuetz says. “We have been encouraged to buy homes, to pay down the mortgage, as a way of building household wealth. If most of your wealth is in your house, you’re going to be very protective of property values, and so changes

to your neighborhood that might decrease your property values are a pretty scary thing.”

A recent report from the UCLA Lewis Center for Regional Policy Studies discusses ways to “upzone,” or increase housing density, without severe shocks to land values. A key takeaway is that local governments should look to upzone as broadly possible to reduce the potential for runaway values and displacement of residents. The report notes that many zoning changes to increase density over the past few decades have only involved specific neighborhoods or even single lots.

California YIMBY’s Matthew Lewis says that zoning reform to increase density is a “core aspect” of his organization’s mission. Affordable-housing advocates frequently struggle to educate the public about the effects of allowing more neighbors on their block.

“You increase land value, but you can reduce the cost per unit,” Lewis says. “You can lower housing costs for people coming in or for people who need lower-cost housing, but you don’t have to destroy the whole housing market to do that.”

In Riverside, California, elected officials charted a course this past October that could increase the city’s housing supply by 20% in the next decade. The decision reportedly met significant opposition, but it was effectively mandated by state law that required Riverside to plan for a minimum of 18,458 new homes by 2029. About one-quarter of these homes are to be priced for very low-income households. Riverside is at the center of one of the nation’s fastest-growing metro areas and has been adding about 40,000 new residents each decade since the 1960s.

“The state Legislature has started to act to make it more difficult for local jurisdictions to say yes or no on a case-by-case, kind of individually negotiated basis,” says Taylor, the city’s senior planner. “It’s a bad way to do development because it frankly drives up the cost of an individual development ... and then you see situations where the only bets that the development community is willing to take are on the surer shots.”

These battles are being waged elsewhere. In Utah, there is a push to allow more “middle housing” that bridges the gap between single-family homes and large apartment complexes. In another example of NIMBYism, one-third of Utah residents who participated in a recent survey agreed with the statement that “I am more comfortable with development in other nearby cities or towns but not in my own community.” Additionally, Schuetz points to a so-called “shot clock” law that Texas implemented in 2019 to require local governments to act on development applications within 30 days, and a 2021 Massachusetts law that calls for cities to build more apartments near transit stations.

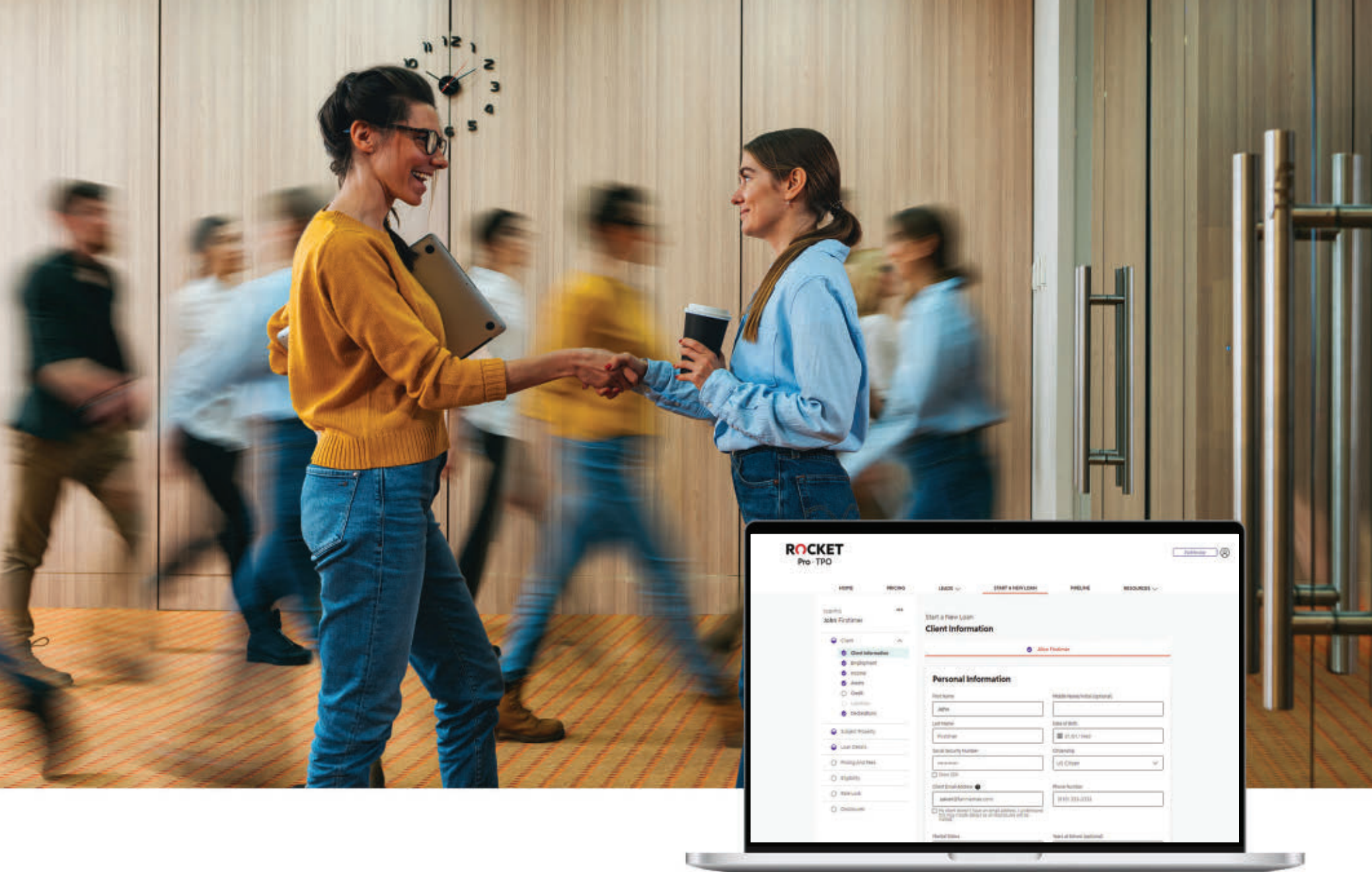
“There are so many arguments on every side (of the pro-housing movement) and I think it’s great that communities are finding the argument that resonates for them,” Schuetz says. ●



Neil Pierson

Editor in chief at Scotsman Guide Inc.

Reach him at (800) 297-6061 or neilp@scotsmanguide.com



When you want to register every loan with certainty, **ROCKET CAN**™

Next Gen Start A New Loan Technology

Our New Loan Registration Experience

How would you like more time back in your day so you can focus on your clients? When you partner with us, you get it. We've completely redesigned our Start A New Loan Technology, giving you more speed, control and certainty. With our intuitive tech, you get more flexible navigation that helps you speed through the portal with confidence. You can also lock a rate during registration, get actual Loan Estimates on 100% of our loan products and do it all with virtually no assistance. That's tech that works for you. When you want to grow and strengthen your business, Rocket Can.

Learn more at RocketProTPO.com

ROCKET
Pro · TPO

Rocket Mortgage, LLC; NMLS #3030; www.NMLSConsumerAccess.org. Equal Housing Lender. Licensed in 50 states. AL License No. MC 20979, Control No. 100152352. AR, TX: 1050 Woodward Ave., Detroit, MI 48226-1906, (888) 474-0404; AZ: 1 N. Central Ave., Ste. 2000, Phoenix, AZ 85004, Mortgage Banker License #BK-0902939; CA: Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; CO: Regulated by the Division of Real Estate; GA: Residential Mortgage Licensee #11704; IL: Residential Mortgage Licensee #4127 – Dept. of Financial and Professional Regulation; KS: Licensed Mortgage Company MC.0025309; MA: Mortgage Lender License #ML 3030; ME: Supervised Lender License; MN: Not an offer for a rate lock agreement; MS: Licensed by the MS Dept. of Banking and Consumer Finance; NH: Licensed by the NH Banking Dept., #6743MB; NV: License #626; NJ: New Jersey – Rocket Mortgage, LLC, 1050 Woodward Ave., Detroit, MI 48226, (888) 474-0404, Licensed by the N.J. Department of Banking and Insurance.; NY: Rocket Mortgage, LLC, 1050 Woodward Ave., Detroit, MI 48226 Licensed Mortgage Banker-NYS Department of Financial Services; OH: MB 850076; OR: License #ML-1387; PA: Licensed by the Dept. of Banking – License #21430; RI: Licensed Lender; WA: Consumer Loan Company License CL-3030. Conditions may apply.

©2000-2022 Rocket Mortgage, LLC. All rights reserved. Lending services provided by Rocket Mortgage, LLC, a subsidiary of Rocket Companies, Inc. (NYSE: RKT).

Rocket Mortgage, 1050 Woodward Ave., Detroit, MI 48226-1906

EXCLUSIVE

How does Change Wholesale give brokers an unfair advantage?



Our groundbreaking Community Mortgage is the only owner-occupied mortgage that doesn't require income, employment, or DTI documentation. This means we qualify borrowers that traditional banks can't. Ready for an unfair advantage? **Sign up now to start closing more prime loans, faster at [ChangeWholesale.com](https://www.ChangeWholesale.com)**

Change
WHOLESALE



Change Lending, LLC dba Change Wholesale is a state-licensed mortgage lender, NMLS ID #1839. To verify licenses, visit www.nmlsconsumeraccess.org. Headquartered at 16845 Von Karman Avenue, Suite 200, Irvine, CA 92606. AZ: Arizona Mortgage Banker License #0925326; CA: Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act and California Financing Law; CO: Regulated by the Division of Real Estate; GA: Georgia Residential Mortgage Licensee #48010; MN: This is not an offer to enter into an agreement and an offer may only be made pursuant to Minn. Stat. §47.206 (3) & (4); NJ: Residential Mortgage Lender License - N.J. Department of Banking and Insurance; OH: Ohio Residential Mortgage Lending Certificate of Registration #RM 804654.000; RI: Rhode Island Licensed Lender #20224336LL. For other states, visit www.changewholesale.com. All loans must meet underwriting guidelines. This information is intended for the exclusive use of licensed real estate and mortgage lending professionals in accordance with local laws and regulations. Subject to change without notice. CHANGE LENDING, LLC AND ITS LOAN PRODUCTS ARE NOT SPONSORED OR ENDORSED OR BEING OFFERED BY THE U.S. TREASURY DEPARTMENT OR ANY OTHER GOVERNMENT AGENCY. © 2022, Change Lending, LLC. All rights reserved.

