

# ***THE NON-QM ADVANTAGE: SERVING UNIQUE BORROWER NEEDS***

*MICHAEL BROWN AND DAMIAN FISCHER*



**CHURCHILL**  
MORTGAGE®





UNLOCK YOUR POTENTIAL



***MICHAEL BROWN***

Brentwood, TN



***DAMIAN FISCHER***

Oaktree Funding

# ***WHAT IS NON-QM?***

Loan products for those who can't meet the strict criteria needed for Fannie/Freddie by utilizing alternative income verification.

## ***DOCUMENTATION TYPE:***



FULL



ALT



REDUCED



EXPRESS



INVESTOR  
ADVANTAGE



PRIME  
JUMBO





# ***NON-QM HIGHLIGHTS***

- All Occupancy types
- Up to 90% LTV
- Up to 50% max DTI
- NON-Warrantable condos
- Purchase or Refinance
- Mortgage history 0x90x12
- As low as 620 FICO®
- Highest wage earners credit to qualify
- As low as 3 months reserves & ability to use cash out funds



# ***BANK STATEMENT PROGRAM***



3, 12 or 24 month  
program



Up to 3 bank accounts  
(Business or Personal)



No tax returns  
needed



Can combine with  
additional income



# ***DEBT SERVICE COVERAGE RATIO (DSCR)***



Rental Income

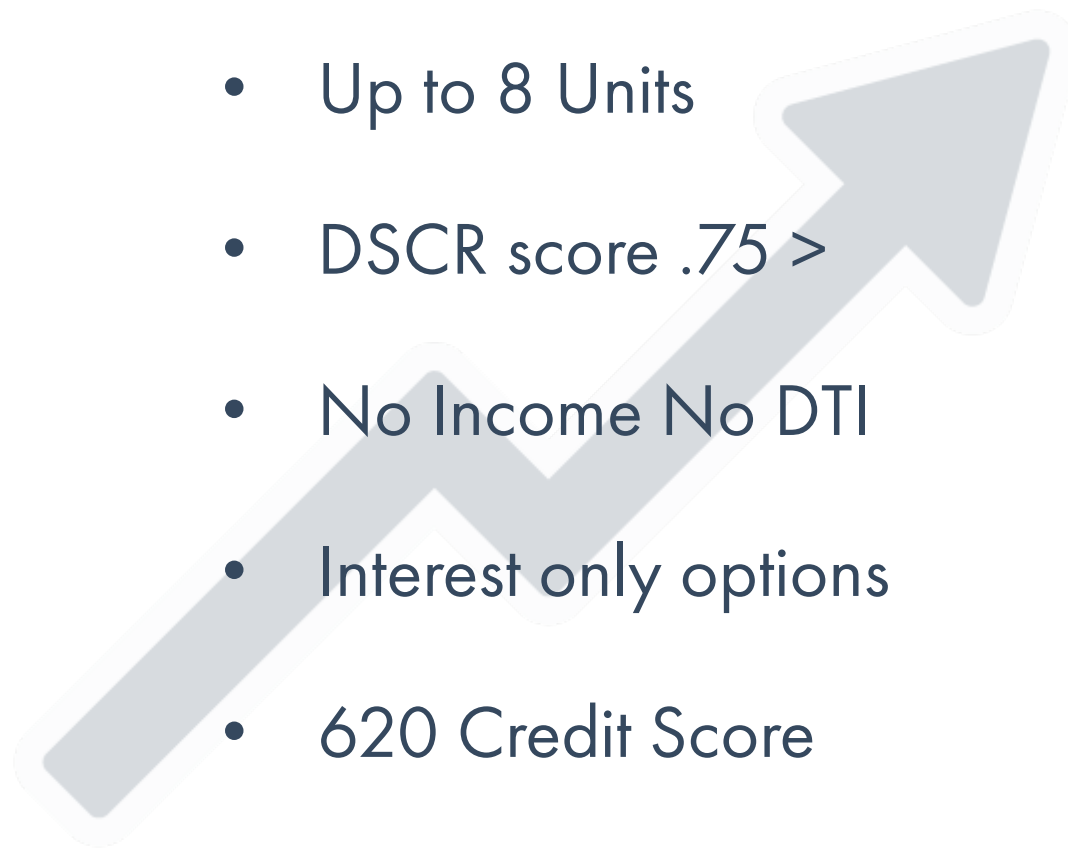
---

## **Mortgage Payments**

(Principle, Interest, Taxes,  
Insurance, & Associations)



- Up to 8 Units
- DSCR score  $.75 >$
- No Income No DTI
- Interest only options
- 620 Credit Score



# ***BLANKET MORTGAGE***



- 3 Million Loan Amounts
- Up to 70% LTV
- Up to 25 Properties
- DSCR Income Calculation
- 1-4 Units
- Combine Refinance & Purchase





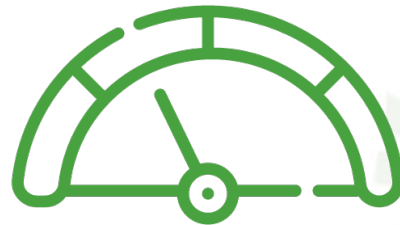
# ***ASSET DEPLETION***

Monthly Income = Net Qualified Assets / 60 Months

(stocks, bonds, mutual funds, vested amount of retirement accounts and bank accounts)



Primary Residence



700 Credit Score



75% LTV



# ***1-YEAR 1099/TAX RETURN***

- 15% expense factor
- Down to 600 Credit Score
- Can be combined with other forms of income
- Exceptions made for less than 2 years of employment



# ***FIX AND FLIP/HOLD***

- 85% LTV on Purchases-100% on Rehab
- 24-48 hour underwriting approval
- 1-4 units, condos & town homes
- \$2.5 million loan amount
- 12-month term



# ***BRIDGE LOAN***



- Fastest turn-times
- 12-month loan term
- Interest-only payments
- 1–4-unit properties up to \$2.5 million





UNLOCK YOUR POTENTIAL

***QUESTIONS?***



***THANK YOU!***



**CHURCHILL**  
MORTGAGE®

