HELOC ONE Presentation

LO N STREAM MORTGAGE

www.LoanStreamWholesale.com



HELOC ONE Overview Home Equity Line of Credit



HELOC ONE

AGENDA

- HIGHLIGHTS & OVERVIEW
- ELIGIBILITY REQUIREMENTS
- HOW BROKER SIGNS UP
- BROKERS LEAD PORTAL
- APPLICANT EXPERIENCE
- QUESTIONS



HIGHLIGHTS

- ✓ Borrowers can get fast access to cash, funding in as few as 5 business days*
- ✓ Know instantly what the borrower prequalifies for with automated systems generating offers in seconds
- ✓ BPO option available on properties that receive no AVM
- ✓ Getting prequalified offers only requires a soft credit inquiry
- ✓ Lower fixed rates, compared to alternatives such as personal loans and credit cards
- ✓ No out-of-pocket closing costs, one-time origination fee applies





Applicants

- · Single primary applicant
- · Credit pulled for the primary applicant only
- · Additional signers
- · Additional signers are added at the end of the application for the notary



Full Disbursement

- 100% at closing
- · Fully amortized loan
- · They will receive the full amount in their linked disbursement account at funding



Offer Selection

- \$25,000 \$400,000
- · Variable origination fee
- 5, 10, 15, and 30-year terms
- Promotion discounts such as autopay discount



Notary

- · eNotary where available
- Manual notary requires scheduling
- Manual notary fee
- · Funding initiated after Rescission (if applicable)



| Loan Term | Draw Term |
|-----------|-----------|
| 5 year | 2 year |
| 10 year | 3 year |
| 15 year | 4 year |
| 30 year | 5 year |



Draw Terms

- · Set by the loan term selected
- · Can redraw during this period



Redraws

- Minimum = \$500
- Maximum = Initial Draw + Fees
- Each draw has its own fixed rate
- · Updated monthly payment
- Recast with payments over 10% principal



Eligibility

Lien Position

- Max of third lien position (primary)
- Max of two lien position (non-owner occupied)

Credit Score (Experian FICO 9)

- Minimum 640 (primary)
- Minimum 680 (non-owner occupied)

Post-Loan CLTV

- Max 75% (FICO 640-659)
- Max 80% (FICO 660+)
- Max 85% (FICO 680+)
- Max 70% (FICO 680+ non-owner occupied)

Post-Loan DTI

• Less then 50% Intended for Mortgage/Real Estate Professionals

Property Types





Single-Family Residences

Investment / Secondary







Condominiums



Planned Unit Developments



Credit, Income & Underwriting

- Automated underwriting system
- Provides prequalified offers quickly and allows the applicant to customize their offer.
- If an applicant is declined, they will get an Adverse Action Notice (AAN)

Note: No Exception Requests, Reconsideration of Value, Income, etc.

Income verification

- Completed via automated third-party systems.
 Income can be verified in minutes.
- Applicants will have a variety of methods to link their personal accounts.



Example of the Eligibility Matrix



LoanStreamWholesale.com Effective Date: 04/18/2024

LoanStream HELOC ONE Matrix

| _ | | | | | | | | |
|----|--|----------|--------------------|--|---------------------------------------|----------|--------------------|--|
| | Eligibility Matrix | | | | | | | |
| | Primary Residence - 1st or 2nd Lien Position | | | | Primary Residence - 3rd Lien Position | | | |
| ┰ | Max Loan Amount | Max CLTV | Credit Score Range | Max | Loan Amount | Max CLTV | Credit Score Range | |
| \$ | 125,000 | 75% | 640-659 | \$ | 100,000 | 70% | 680+ | |
| \$ | 125,000 | 80% | 660+ | \$ | 150,000 | 70% | 760+ | |
| \$ | 150,000 | 85% | 680+ | | | | | |
| \$ | 200,000 | 80% | 680+ | Second Home or Investment - 1st or 2nd Lien Position | | | | |
| \$ | 250,000 | 80% | 700-739 | | | | | |
| \$ | 250,000 | 85% | 740+ | Max | Loan Amount | Max CLTV | Credit Score Range | |
| \$ | 300,000 | 80% | 740+ | \$ | 200,000 | 70% | 680+ | |
| \$ | 350,000 | 75% | 740+ | \$ | 225,000 | 70% | 720+ | |
| \$ | 400,000 | 75% | 760+ | \$ | 250,000 | 70% | 760+ | |
| | | | | | | | | |

Terms and Draw Feature:

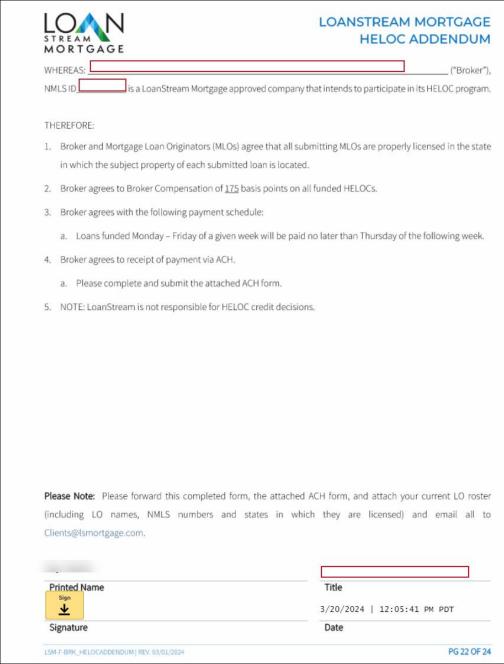
- Standalone transactions only
- · Full draw required at funding
- Fixed rate fully amortized loan
- Additional draw limit is 100% of total line of credit
- Minimum additional draw amount is \$500 or as required by law
- . Borrower must complete application within 14 days or application is cancelled
- No prepayment penalties
- . Funds may not be used to pay off existing debt to qualify

| Term | Draw Period |
|----------------------------|-------------|
| 5-Year Fixed (60 months) | 2 years |
| 10-Year Fixed (120 months) | 3 years |
| 20-Year Fixed (240 months) | 4 years |
| 30-Year Fixed (360 months) | 5 years |

| Details | Key Program Parameters |
|---------------------------------|---|
| | |
| Acceptable IDs | Valid Driver's License, State ID, Passport, Passport Card or Permanent Resident Card required |
| | US Citizens and Permanent Resident Allens allowed |
| | Borrower must be on title and must be held solely, jointly or in a revocable trust |
| Borrower Eligibility | When property is owned jointly, all owners must sign the security instrument as an additional signer |
| Compliance | State and Federal High-Cost loans not allowed |
| | 60 months seasoning required for major derogatory credit event (BK.SS.FC.DIL) |
| | ≥ 60 delinquencies on any tradelines within the last 12 months are not allowed |
| | Non-medical collections > \$500 are ineligible |
| | Credit cannot be frozen |
| Credit | Valid for 30 calendar days |
| | SON max DTI |
| DTI | |
| | Origination fees range between 1.99% & 3.99% |
| | Manual notary fee required, as applicable |
| | Manual notery required in the following states: AK, AL, AZ (Pima co. only), CA, CT, DC, FL, GA, IL, IN, KS, |
| Fees | LA, MA, ME, MI, MN, MO, MS, MT, NC, ND, NH, NM, OH, OK, OR, PA, RI, SD, TN, VA, UT, VT, WA, WY |
| | US Territories & following states ineligible: DE, NJ, NY, VT, WV |
| | TX allowed with restrictions, refer to Texas HELOC Requirements (below) for details |
| Geographic Restrictions | May only be originated by a Broker and/or Loan Officer that is licensed in the state where the subject property is located |
| Housing History | Oct SOx 6 |
| | Income may be a combination of earnings and/or asset depletion |
| | Income from spouse may be included for qualifying in community property/homesteed states |
| | States where dual income is prohibited: CT, GA, HI, IN, ME, MD, MA, NY, OR, PA, RI, UT, VA |
| | Income is verified directly with borrower's source of choice |
| Income | Income sources borrower can choose from are: Bank accounts, Asset accounts, Paystubs, IRS Tax Filing |
| | Primary Residences - 1st, 2nd, and 3rd lien position allowed |
| | Second Homes & Investment Properties - 1st and 2nd lien position allowed |
| Uen Position | Solar liens are included in lien count |
| | \$25,000 |
| Minimum Loan Amount | *************************************** |
| | 1-Unit properties only - Single Family Residences (SFR), Townhomes, Planned Unit Developments (PUD), Condos |
| | Flee simple only Maximum property size allowed is 20 acres. |
| Property Type Eligibility | Maximum property size allowed is At acres: |
| Book that Book Book | 80% max CLTV |
| Recently Listed Properties | Properties purchased within the last 90 days are ineligible |
| Sessoning | |
| | Allowed with the following restrictions: |
| | Primary residence, |
| | SON max CLTV |
| | Third lien position not allowed |
| | No cash-out lien, open HELOC or previous HELOAN originated within the past 12 months |
| | Properties with title changes require \$1 days seasoning |
| | Property condition report (POI) with a greater than or equal to average rating required |
| | Borrowers are required to go through a 12 day cooling off period before scheduling with the notary |
| Texas HELOC Requirements | All notary session must occur in a recording office |
| Valuation | Value determined by AVM, appraisals are not allowed |
| | Acceptable forms of yeating are as individuals or in a trust |
| | Properties vested in LC/entities are not allowed |
| | Revocable trusts only, Certificate of Trust required for properties held in a trust (Trust agreement is not acceptable) |
| Vesting and Trust Requirements | Revocable Trust Eligible States: AR, AZ, CA, CD, CT, CE, DC, FL, IA, ID, IL, KS, MA, ME, MI, MS, MN, NH, NV, OR, SC, SD, TN, UT, VA, WA, WY |
| vesting and i rust requirements | and and and and and and and and an analysis and and and and and and and and and |

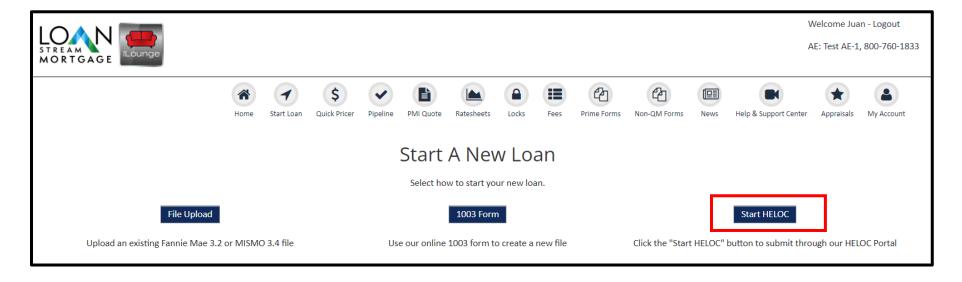


Example: HELOC Addendum





Go to Start Loan and you will have access to the HELOC Lead Portal by clicking Start HELOC

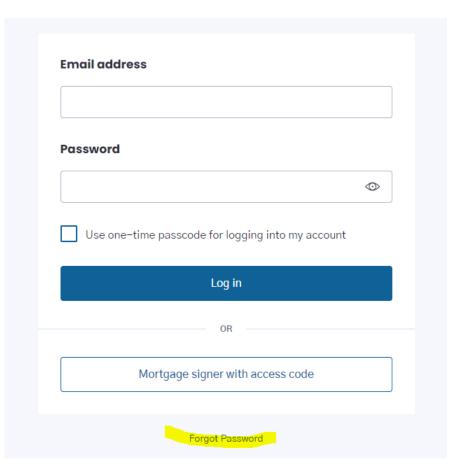




Broker and Loan Officer access only.

First time users click Forgot Password.

You will receive an email with instructions to reset your password.





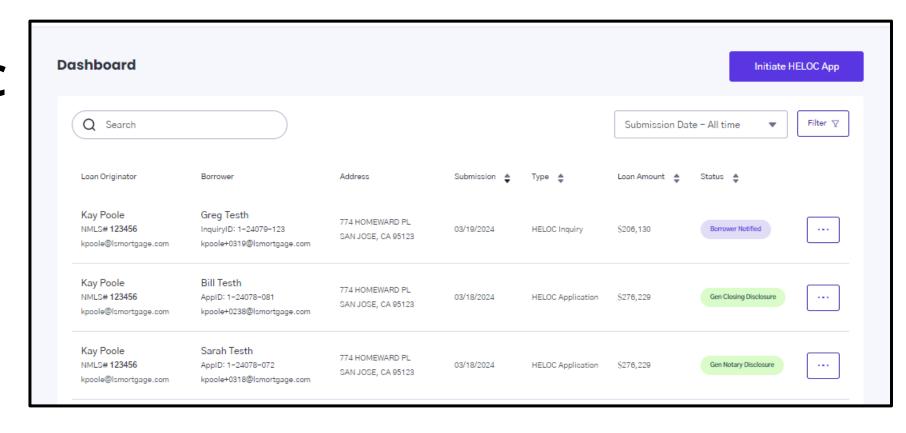
Check Your Email

Please check the email address kpoole@lsmortgage.com for instructions to reset your password.

Resend email



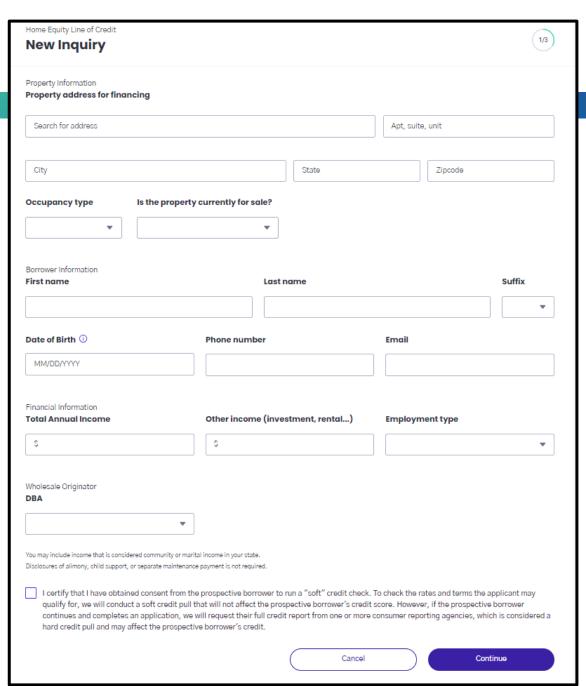
Initiate HELOC Application





Complete Inquiry

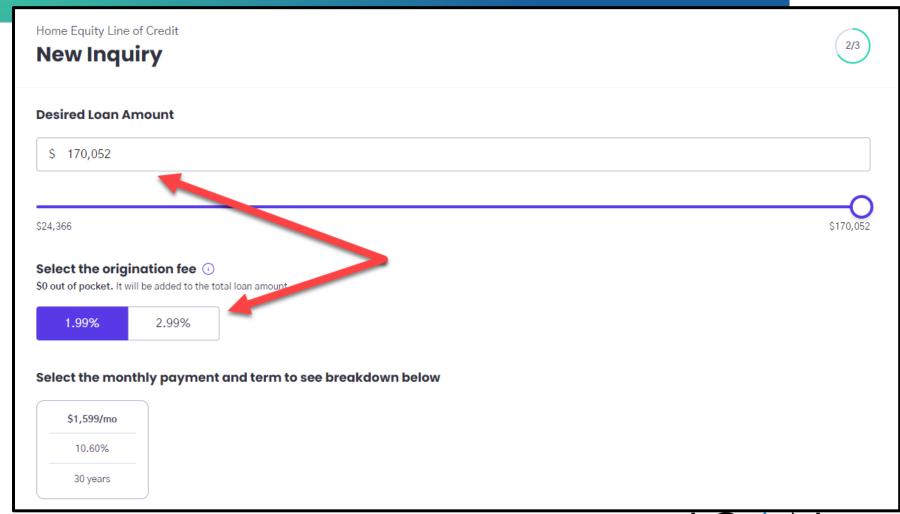
- 1. Address
- 2. Occupancy
- 3. Listed for sale y/n
- Borrower first name
- Last name
- Date of Birth
- 7. Phone number
- 8. Email address
- 9. Total **annual** income
- 10. Employment Type
- 11. Liens against the property



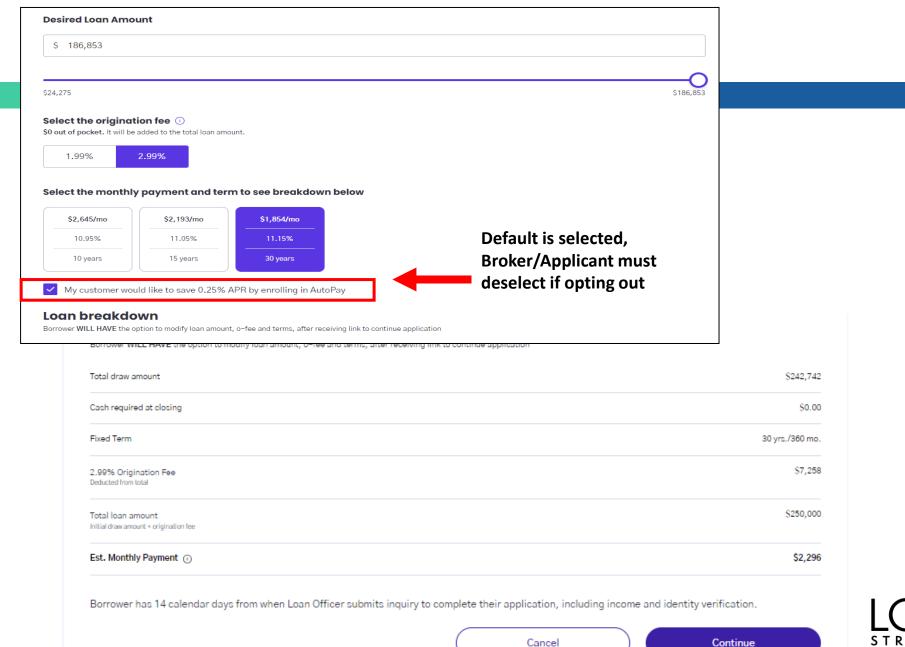


Desired Loan Amount

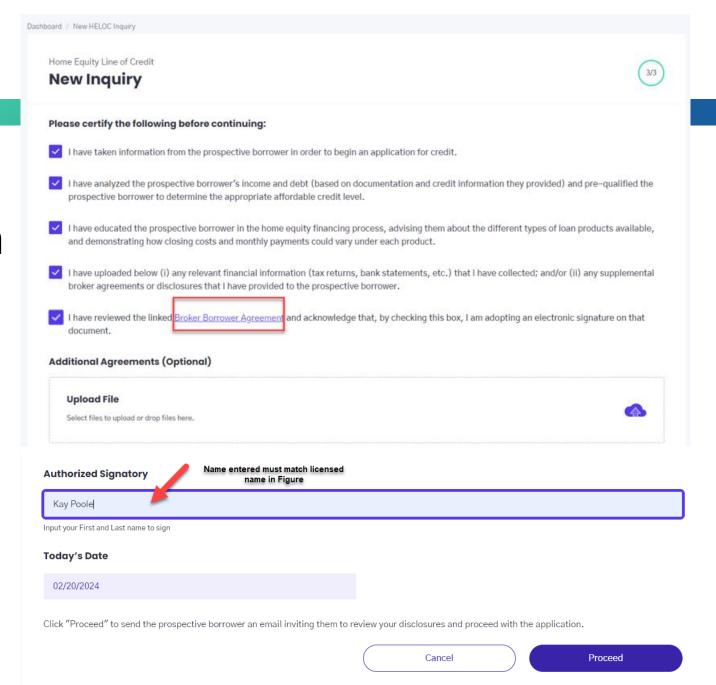
Select Origination Fee







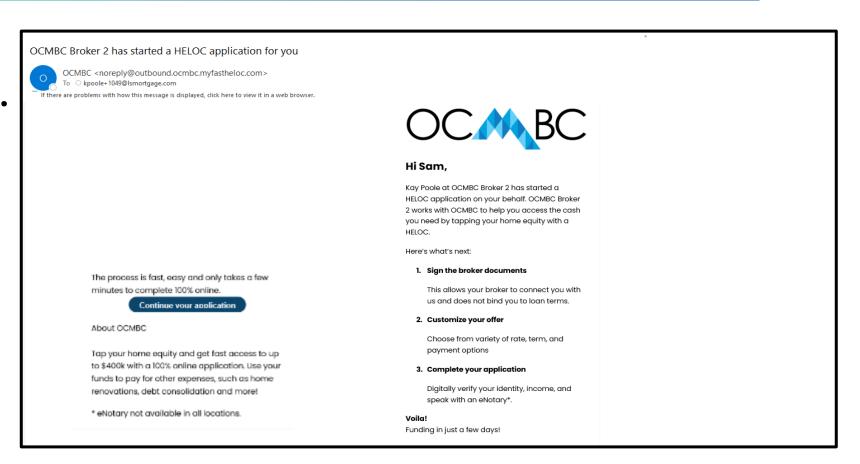
Broker Certification





Example of the Email sent to the Applicant.

All communication will come from **OCMBC**





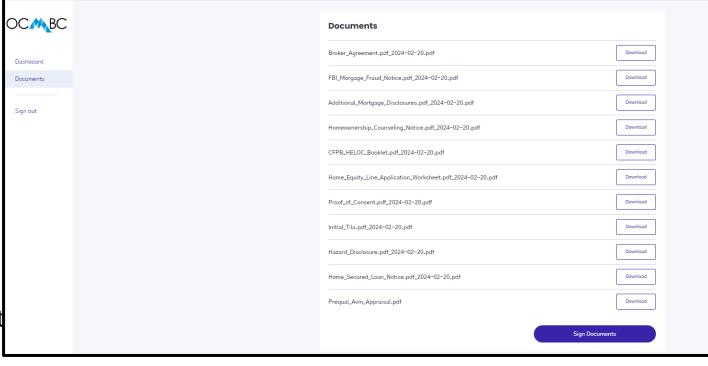
Applicant will be prompted to agree to the following:

- ✓ Terms of Service- https://ocmbc.com/terms
- ✓ Privacy Policy- https://ocmbc.com/privacy-policy/
- ✓ Electronic Communications Policy

Applicant will be prompted to sign the upfront loan documents (vary by State)

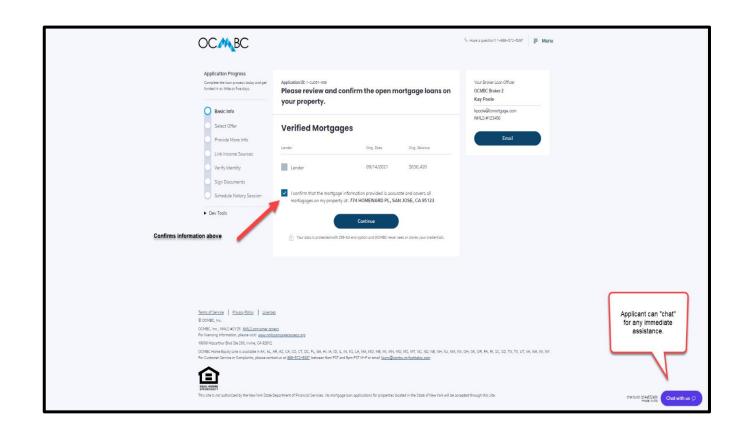
- ✓ Mortgage Loan Origination Agreement
- ✓ Home Equity Line Application
- ✓ Electronic Communications Proof of Consent
- ✓ Home Equity Loan Disclosure

Applicants can also access the documents under the Documents Tab

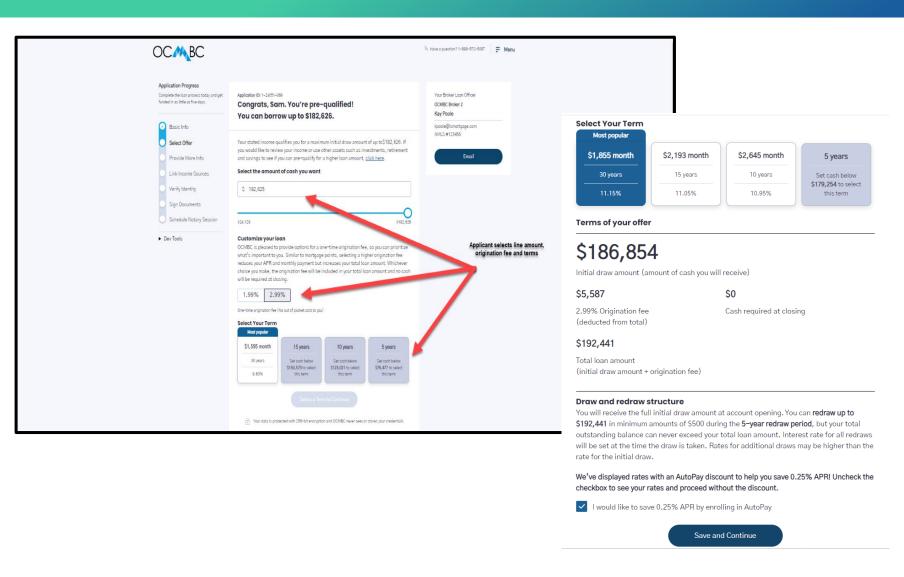




Applicant will confirm Basic Info and verify open mortgages on the property.







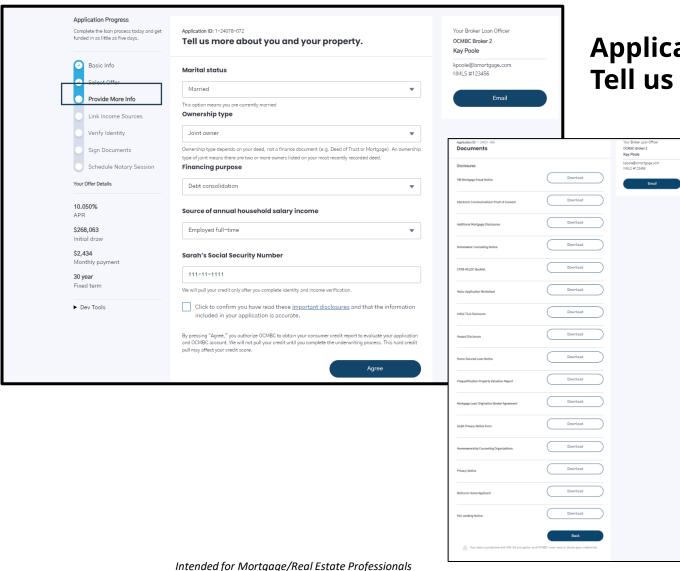
Applicant selects line amount, origination fee and terms.

It DOES NOT default to what the Broker originally selected and allows applicant to select instead.

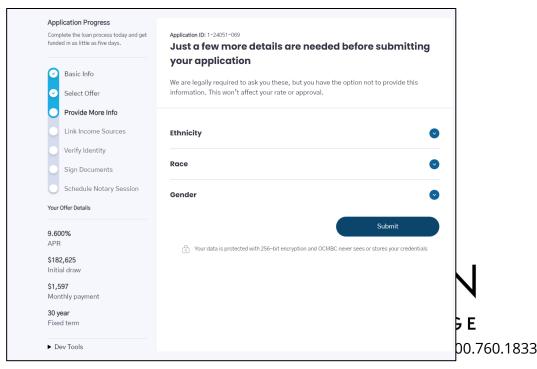
Applicant makes selection to de-select AutoPay.

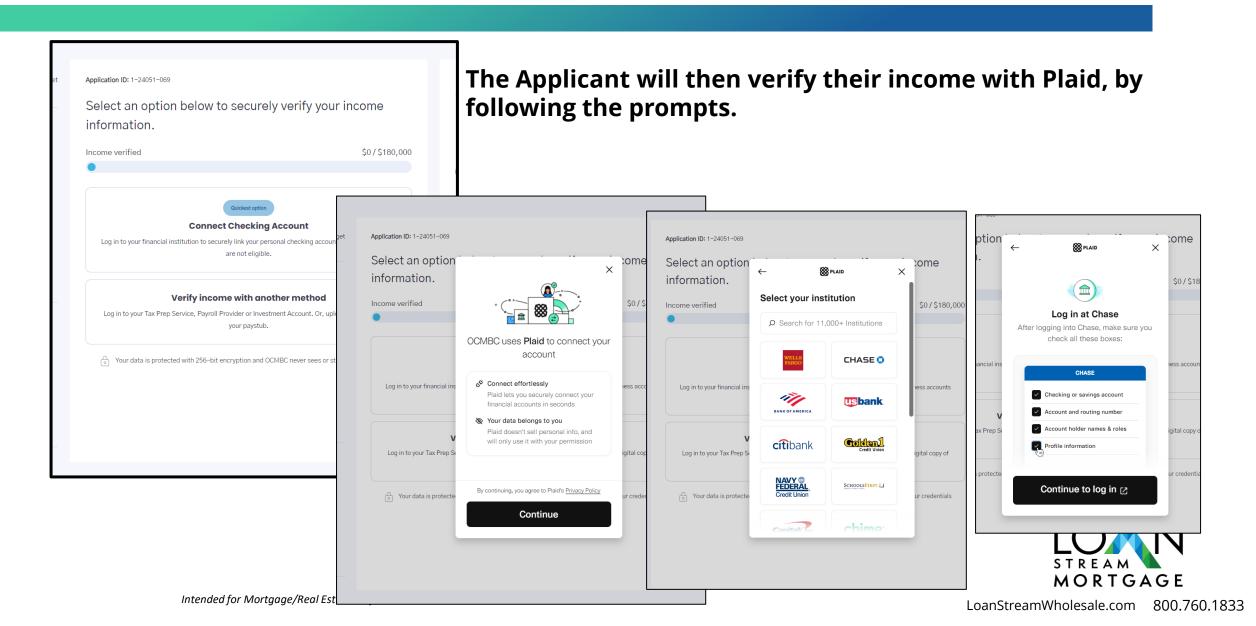
If deselected, rate will change in real time.

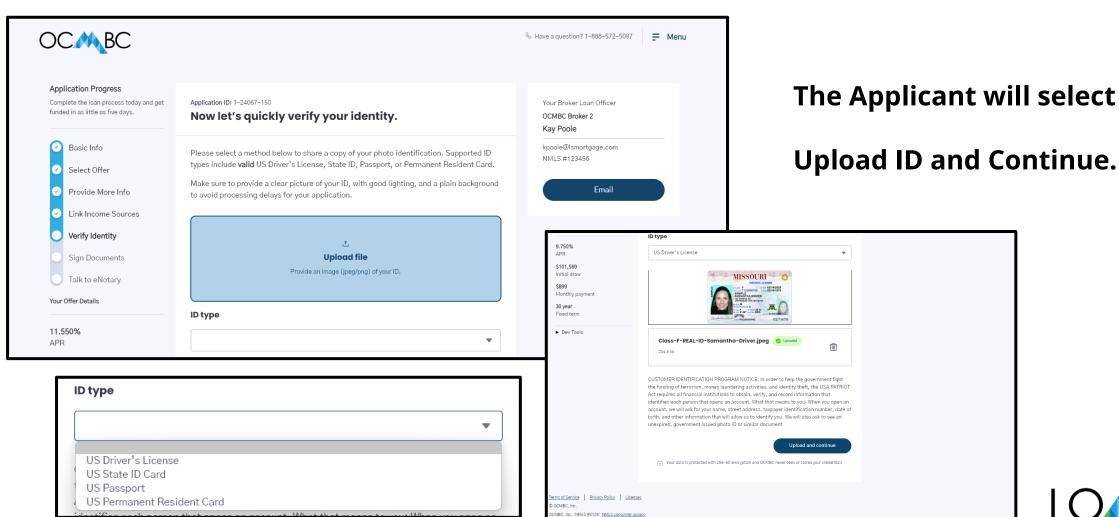




Applicant will complete the information page Tell us more about you and your property





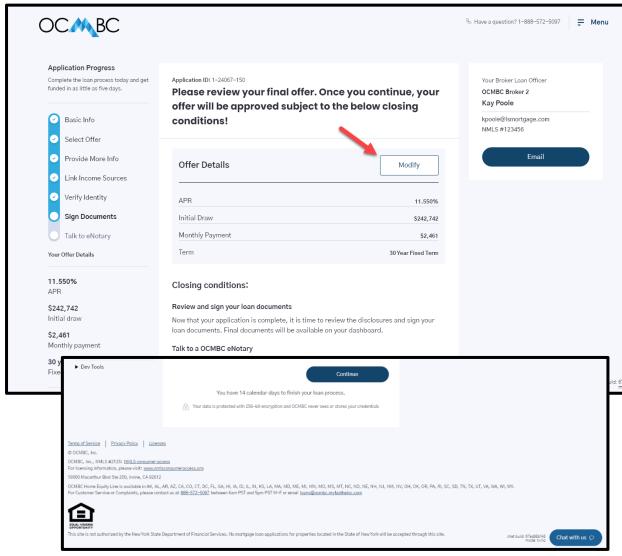


MBC Home Equity Line is available in AK, AL, AR, AZ, CA, CO, CT, DC, FL, GA, HI, IA, ID, IL, IN, KS, LA, MA, MD, ME, MII, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, WA, WI, WY.

ustomer Service or Complaints, please contact us at 888-572-5097 between 6am PST and 5pm PST M-F or email loans@ocmbc.myfastheloc.com

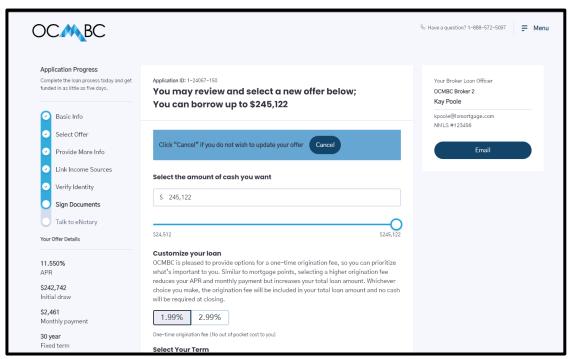
The Applicant will select ID type.



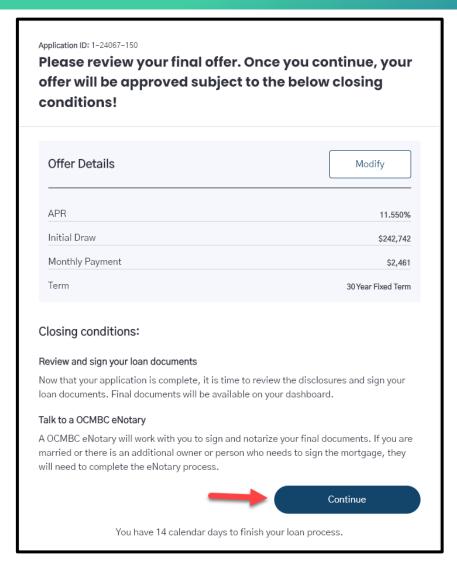


The applicant will review the final offer.

If Applicant selects "Modify", a new offer can be selected.

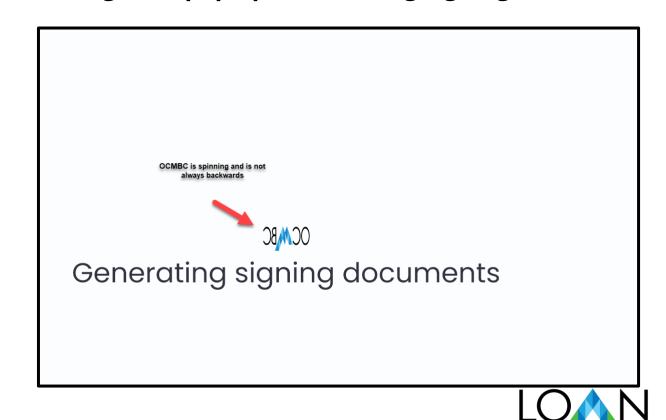






The Applicant will review the final offer and click Continue

A message will pop up "Generating Signing Documents"



MORTGAGE

Lead Portal Applicant/Broker Support

APPLICANT SUPPORT

 Encourage the Applicant to use the chat feature on the application.

OCMBC OUTREACH

 If additional information is needed our outreach team will reach out to the applicant

LEAD PORTAL

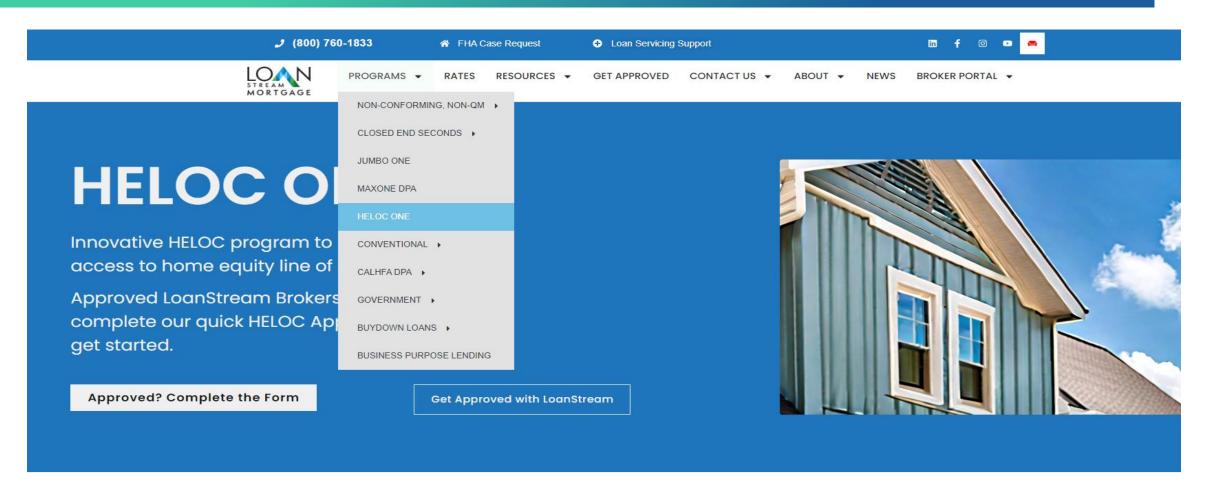
- Track your pipeline directly on the dashboard
- Get insight into your borrower's application details

BROKER SUPPORT

- Contact internal support team, AE,
 Portal Support Chat
- Training Job Aids and Knowledge Base Resources



WEBSITE RESOURCES



HELOC ONE our Home Equity Line of Credit - Now Available!

HELOC ONE Matrix



Questions?





800.760.1833

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THANK YOU



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