

NON-QM SPECIALTY ONLY PRODUCTS AUGUST 2025 BROKER WEBINAR



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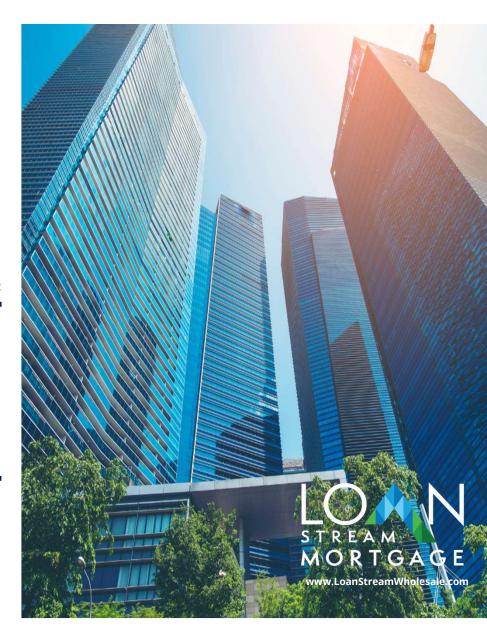
WEBINAR HOSTS



Jenny Beck, Director of Learning and Development



Shaun Dennison, EVP Non-QM





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MONTHLY SPECIALS





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Non-QM & Closed-End Seconds August Special

25 BPS Non-QM (all programs except DSCR 5-8) & Closed-End Seconds August Special

75 BPS Improvement when combined with Non-QM Select

Add 50 BPS for Non-QM Select

50 BPS Select + 25 BPS Non-QM August Special = 75 BPS Improvement

FHA/VA August Specials

25 BPS Price Improvement on ALL FHA/VA (Excludes CalHFA, can be combined with SELECT)*

Get 60 BPS when combined with our Select Government Special

Add 35 BPS Select improvement on Government Loans FICO=> 680 & Loan Amount =>\$250K 35 BPS Select + 25 BPS FHA/VA August Special = 60 BPS Improvement

37.5 BPS FHA/VA Price Improvement Special

Eligible Loans with 600 – 679 FICOs Cannot be combined with Select or any other Special Excludes CalHFA and DPA programs

*25 BPS Price Improvement does not require Select and may be used on its own.

Specials are valid for loans locked 8/1/2025 through 8/31/2025. Offers subject to change at any time, terms and conditions apply.

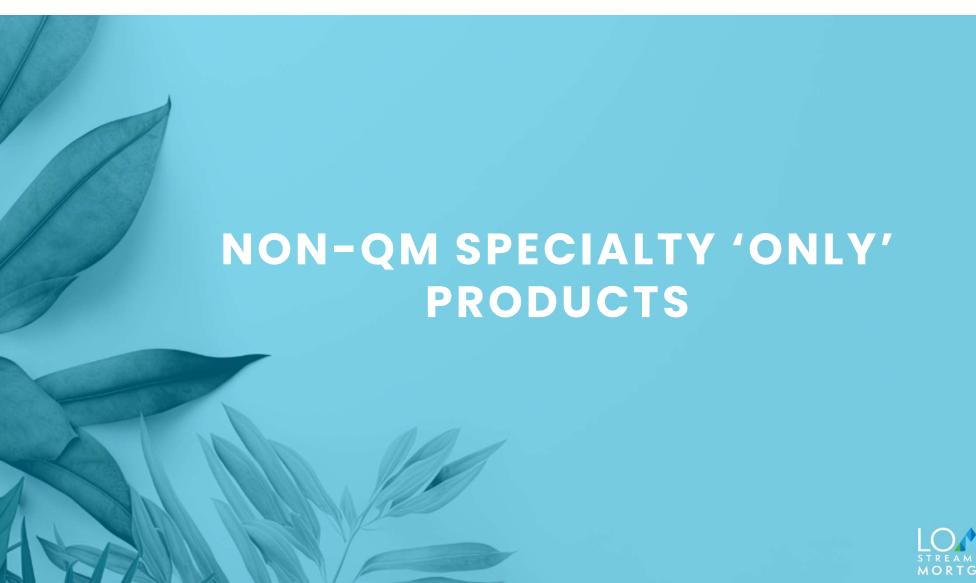
Special applies to all Non-QM, FHA, VA loans, including low/high balance, Closed-End Seconds, and DPA Programs excluding CalHFA DPA programs and Jumbo Programs. Also excludes HELOCs. Offers subject to change at any time, terms and conditions apply. Specials may not be combined with any other price improvement or special unless indicated in the offer.

Loans may qualify for additional price improvement with Select Specials as indicated on our Prime and Non-QM Rate sheets. These specials, and their details may change at any time and are subject to the loan qualifying as 'Select'.

LoanStream Mortgage is not affiliated with or acting on behalf of or at the direction of the Federal Housing Administration, Veterans Administration, or the Federal Government.

Closed-End Seconds: Loans originated in US Territories and the following states are ineligible: MI, NJ, NY, TN, TX, WV

Restrictions apply, contact your Account Executive for details. Important to note that a Closed-End Second Mortgage may typically have a higher interest rate than the first lien mortgage.





Non-QM, A Growing Market!

In 2024, Non-QM loans accounted for around 5% of total mortgage originations, according to CoreLogic, reflecting a steady rise in demand from borrowers who don't fit the mold of traditional financing.

Looking ahead, S&P Global predicts that in 2025, Non-QM loans will make up nearly 30% of non-agency mortgage-backed securities.*









WRITTEN VERIFICATION OF EMPLOYMENT (WVOE)!

Reach more borrowers with our WVOE ONLY guidelines!

Ideal for union workers employed by multiple businesses throughout the year and wage earners who also receive additional compensation such as overtime, bonus and K-1 income. A written verification of employment is utilized to document income.

This program is now open to ALL OCCUPANCIES! No longer Primary Residence only!

- The following criteria applies:
 - Two-year history in the same line of work required
 - Charge-offs, collections, or tax liens are not allowed within the last 3 years
 - Two months personal bank statements, dated within 60 days of closing, to be provided supporting the WVOE income
 - Additional compensation, such as K-1 income, documented on the WVOE may be used for qualifying income when the documented ownership is <25%.
 - Eligible income i.e., base wages, overtime, bonus and additional compensation, will be determined according to Fannie Mae Selling Guide
 - If paystubs, W-2, or tax returns or are submitted, loan will be reviewed as Full Doc



WVOE ONLY- THE PROFESSIONAL BORROWER

The Professional Borrower can now take advantage of the WVOE Only Program!

Open now to borrowers who earn K-1 income!

- Do you have a borrower this is not 'technically' self-employed because they don't own 25% of their business?
- This borrower may only receive a K-1 and can't go with the NQM Bank Statement program because they don't own the required 25% of the qualifying entity.
- This borrower gets pushed into Full Doc programs (required full tax returns) even though they are looking for a NQM Alt Doc solution

We have the ONE solution for this borrower= WVOE Program! Document the K1 income under the 'other' on the WVOE form!

Examples of Professional Borrowers:

- Doctors
 - Medical Doctors
 - Doctor of Dental Surgery (DDS)
 - Doctor of Dental Medicine (DMS)
 - Doctor of Optometry (OD)
 - Doctor of Ophthalmology (MD)
 - Doctor of Pharmacy (PharmD)
 - Doctor of Osteopathy (DO)
 Doctor of Veterinary Medicine (DVM)
- Professionals
 - Attorney
 - Engineering
 - Architecture
 - Accounting
 - Finance



WHAT IS A SCHEDULE K-1?



What is a Schedule K-1?

Schedule K-1 is a federal tax document used to report the income, losses, and dividends for a corporations' or financial entity's partners or an S corporations' shareholders. The K-1 form is also used to report income distributions from trusts and estates to beneficiaries.

A Schedule K-1 document is prepared for each relevant individual (partner, shareholder, or beneficiary). A partnership then files Form 1065, the partnership tax return that contains the activity on each partner's K-1.

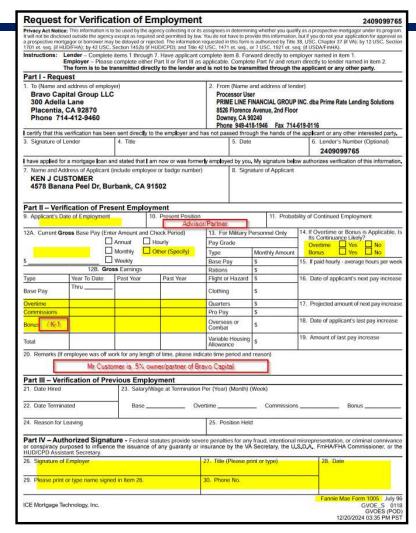
An S corporation reports activity on Form 1120-S. Trusts and estates report the K-1 form activity on Form 1041.

Schedule K-1 2024	Part III Partner's Share of Current Year Income, Deductions, Credits, and Other Items				
epartment of the Treasury	1	Ordinary business income (loss)	14	TOTAL STATE OF THE	
nternal Revenue Service For calendar year 2024, or tax year	10	Ordinary additional modern (cost)	33	our empoyment carmings (ross	
beginning / / 2024 ending / /	2	Net rental real estate income (loss)			
Partner's Share of Income, Deductions,					
Credits, etc. See separate instructions.	3	Other net rental income (loss)	15	Credits	
Part I Information About the Partnership	4a	Guaranteed payments for services			
A Partnership's employer identification number	4b	Guaranteed payments for capital	16	Schedule K-3 is attached if	
B Partnership's name, address, city, state, and ZIP code	, AD	Guaranteeu payments for capital	10	checked	
	4c	Total guaranteed payments	17	Alternative minimum tax (AMT) item	
	5	Interest income			
C IRS center where partnership filed return:					
D Check if this is a publicly traded partnership (PTP) Part II Information About the Partner	6a	Ordinary dividends			
E Partner's SSN or TIN (Do not use TIN of a disregarded entity. See instructions.)	6b	Qualified dividends	18	Tax-exempt income and nondeductible expenses	
F Name, address, city, state, and ZIP code for partner entered in E. See instructions.		Dividend equivalents			
		Royalties			
G General partner or LLC Limited partner or other LLC member-manager member	8	Net short-term capital gain (loss)	19	Distributions	
H1 Domestic partner Foreign partner H2 If the partner is a disregarded entity (DE), enter the partner's:	9a	Net long-term capital gain (loss)		hasansertists.	
TIN Name	9b	Collectibles (28%) gain (loss)			
11 What type of entity is this partner?			20	Other information	
If this partner is a retirement plan (IRA/SEP/Keogh/etc.), check here Partner's share of profit, loss, and capital (see instructions):	90	Unrecaptured section 1250 gain			
Beginning Ending	10	Net section 1231 gain (loss)			
Profit % % Loss % %	11	Other income (loss)			
Capital % %					
Check if decrease is due to:					
Sale or Exchange of partnership interest. See instructions.	10	Section 179 deduction	21	Foreign taxes paid or accrued	
K1 Partner's share of liabilities: Beginning Ending	12	Section 179 deduction	21	r oreign taxes paid or accrued	
Nonrecourse \$ \$	13	Other deductions			
Qualified nonrecourse financing \$ \$					
Recourse \$ \$					
K2 Check this box if item K1 includes liability amounts from lower-tier partnerships					

		Final K-1 Amende		OMB No. 1545-012
Schedule K-1 (Form 1120-S)	1 P	Shareholder's Shar Deductions, Credit	e of C	Current Year Income,
Department of the Treasury Internal Revenue Service For calendar year 2024, or tax y	1	Ordinary business income (loss)	13	
beginning / / 2024 ending / /	2	Net rental real estate income (loss)	
Shareholder's Share of Income, Deductions,	3	Other net rental income (loss)	-	
Credits, etc. See separate instructions.				
Part I Information About the Corporation	4	Interest income	ĺ	
A Corporation's employer identification number	5a	Ordinary dividends		
B Corporation's name, address, city, state, and ZIP code	5b	Qualified dividends	14	Schedule K-3 is attached if checked
	6	Royalties	15	Alternative minimum tax (AMT) items
	7	Net short-term capital gain (loss)		
C IRS Center where corporation filed return	8a	Net long-term capital gain (loss)		
D Corporation's total number of shares Beginning of tax year	8b	Collectibles (28%) gain (loss)	1	
End of tax year	8c	Unrecaptured section 1250 gain		
Part II Information About the Shareholder	9	Net section 1231 gain (loss)	16	Items affecting shareholder basis
E Shareholder's identifying number	10	Other income (loss)		
F1 Shareholder's name, address, city, state, and ZIP code				
F2 If the shareholder is a disregarded entity, a trust, an estate, or a nominee or			17	Other information
similar person, enter the individual or entity responsible for reporting: TINName	11	Section 179 deduction	-	5 5001112.0 W 150000
F3 What type of entity is this shareholder?	77			
- F	12	Other deductions		
G Current year allocation percentage	96			
H Shareholder's number of shares Beginning of tax year			Ĭ	
End of tax year	-			
Loans from shareholder Beginning of tax year \$				
End of tax year \$				

WVOE FORM- KEY SECTIONS TO FOCUS

Key Sections to Focus on!







NON-QM P&L+ 3 MONTHS BANK STATEMENTS

Profit and Loss Statement (P&L)

Income/Revenue must be supported by the provided bank statements. Total deposits per bank statements, minus any inconsistent deposits, must be no more than 10% below income/revenue reflected on P&L. The bank statements and P&L must cover the same period.

Expenses must be reasonable for type of business

Qualifying income is Net Income indicated on the P&L divided by the number of months it covers

P&L completed by licensed 3rd party tax preparer:

CPA, EA, CTEC, Tax Attorney, PTIN

Example:

✓ P&L indicates \$316,717 in gross revenue (\$52k per month) – when comparing to bank statement deposits, this is our target

TOTAL INCOME:

CAR AND TRUCK EXPENSES: RENT: DEDUCTIBLE MEALS: UTILITIES: PHONE: OFFICE EXPENSE: LEGAL FEE'S:

2021 YTD PROFIT & LOSS JAN 2021 - JUNE 22ND 2021 INCOME

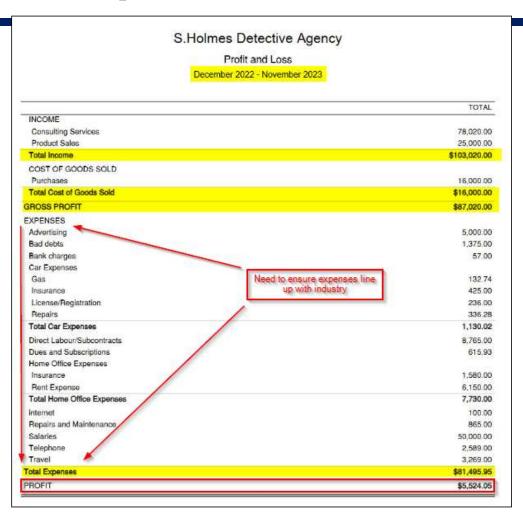
EXPENSES:

\$265,942 6/22/21

- ✓ Bank statement deposits total \$48k on average over 3 months
- ✓ Calculated deposits are 8% less than P&L revenue
- ✓ Qualifying Monthly Income in this example = \$265,942/6 = \$44k
- ✓ Why \$44k? Bank statement deposits are within 10% of P&L revenue and qualifying income is **net income** from P&L
- ✓ What happens if the bank statement income exceeds the 10% threshold? Obtain additional bank statements until threshold is met. If 10% variance is never realized, file will come a bank statement loan.

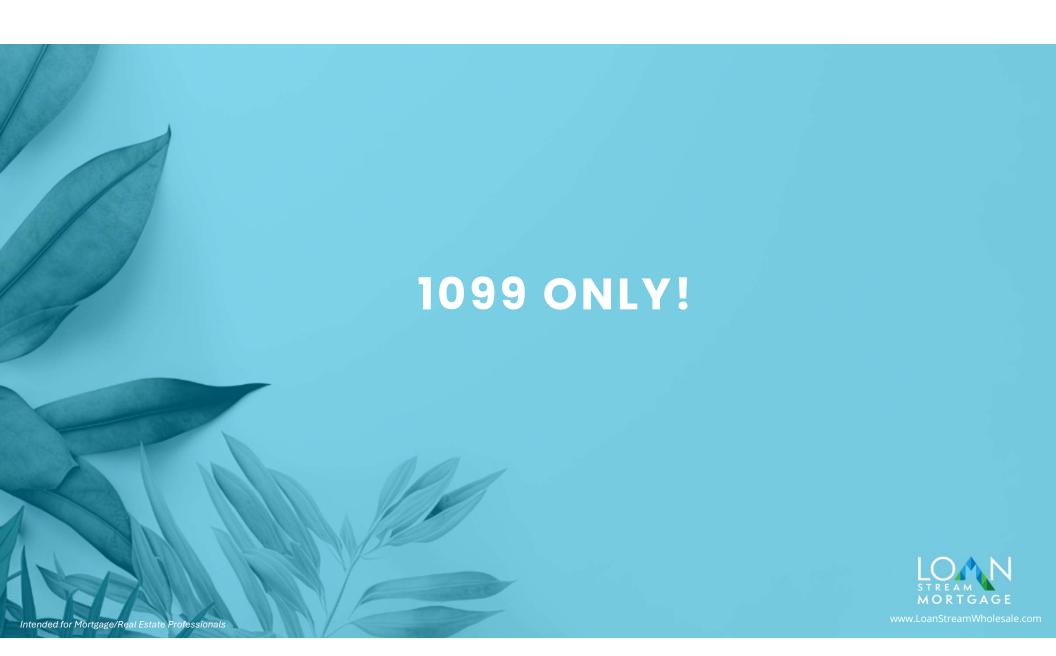


NON-QM P&L ONLY- NEW!

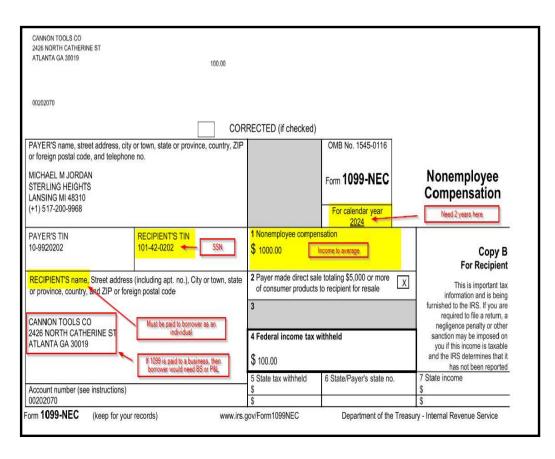


- Min FICO 660
- Max LTV 80%
- \$2.5M Max Loan Amount
- 1x30x12 Allowed
- 36 Month Credit Event Seasoning
- NO Bank Statements Required!
- P&L Prepared by a Licensed Tax Preparer who filed previous tax year (PTIN Not Allowed)





1099 ONLY!



- \$3M Max Loan Amount
- 1X60X12 ok
- FTHB OK!
- NO W2, Pay Stubs or Tax Returns
- Two- year history of 1099 employment
- Two Month Bank Statement to support income
- Borrower prepared, CPA prepared or Tax
 Professional P&L with business narrative required or CPA, CTEC, PTIN or EA Expense factor letter is acceptable



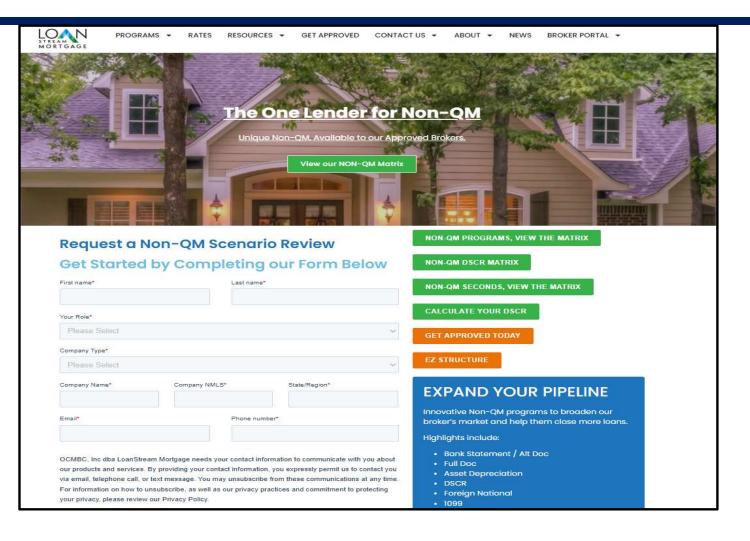
HIGHLIGHTS AT A GLANCE...



					Select No	QM and Core No	nQM*				
		Alt Doc - 1	099, WVOE, Asset U	Itilization, Bank State	ements, P&L with	clude: Full Doc - 12, 2 3 mos Bank Stmt, P8	L Only, One Yr Self	f-Employment, Assets	as Blended Income		
Select NonQM					Core NonQM						
FICO to Max LTV/CLTV					FICO to Max LTV/CLTV						
oan Amount		Credit Score	Purchase	Rate/Term	Cash-Out	Loan Amount	Credit Score	Purchase	Rate/Term	Cash-Out	
	1,000,000	700+ 680+	85%	80%	75%	\$ 1,000,000	700+	90%	85%	80%	
.,	1,000,000	600+	80%	80%	75%	1,000,000	680+	85%	85% 80%	80% 75%	
		720+	85%	90%	75%	1	720+	90%	85%	80%	
	5.5.7.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.	700+	80%	80%	75%	s 1,500,000	700+	90%	85%	80%	
	1,500,000	680+	75%	75%	70%		680+	85%	85%	80%	
	_	640+					640+	80%	80%	75%	
		600+ 740+					600+	75%	75%	70%	
	_	740+	85%	80%	75% 75%	s 2,000,000	740+ 720+	85%	85% 85%	80%	
	2,000,000	700+	75%	75%	70%		700+	85%	85%	80%	
		680+	75%	75%	70%		680+	80%	80%	75%	
		640+					640+	75%	75%	70%	
		740+	80%	90%	75%	1 .	740+	80%	80%	75%	
	_	720+	75%	75%	70%		720+	80%	80%	75%	
	2,500,000	700+	75%	75%	70%	\$ 2,500,000	700+	80%	80%	75%	
	_	680+	65%	65%	60%		680+	75% 70%	75% 70%	70% 65%	
		720+	75%	75%	70%		720+	80%	80%	75%	
	_	700+	65%	65%	60%	1.	700+	75%	75%	70%	
	3,000,000 —	680+	60%	60%	55%	\$ 3,000,000	680+	70%	70%	65%	
		660+			55.4	1	660+	60%	60%	55%	
5	** ***					1	740+	75%	75%	65%	
>	\$3,000,000		See Guides for Apprais	al & Credit Overlay		\$ 3,500,000	720+	70%	70%	65%	
							680+	60%	60%	55%	
							660+	50%	50%	45%	
						40 000000000000000000000000000000000000	740+	65%	65%	60%	
						\$ 4,000,000	720+ 700+	60% 50%	60%	55% 45%	
		Fixed			ARM	AN PROGRAMS			terest Only (IO)		
- 1		• 30-Year Fixed • 40- andard Terms Availab		• 5/6 SOFR (2/1/5 Cap) • 7/6 SO Available on Select	NonQM		 40-Year Fixed IO (12 5/6 IO SOFR (2/1/5 	20 mos, IO + 240 mos Amor 20 mos, IO + 360 mos Amor 3 Cap) • 7/6 IO SOFR (5/1/ lable on Select NonQM	tization)	
			Select No	onQM		Core NonQM					
	Max LTV	Non-Owner Occupied - 75% 2nd Home - 75% Condo - 85% (FL Condo - 75%) Condo Non-Warrantable - NA (FL Condo - NA) 2 Unit - 80 Unit - 75%				Non-Owner Occupied - 85%					
Min Low	n Amount		\$150.0			\$125,000					
	t Only (IO)		Not Allo			640 min FICO + 80% max LTV + Reserves based on IO payment					
	ng History		0 x 30 x Rent free no	24		0 x 30 x 12 1 x 30 x 12: 5% LTV reduction, > \$2.5M: 10% LTV reduction, \$3.5M max LA 1 x 60 x 12 (must be 0 x 60 in most recent 6): 10% LTV reduction, > \$2.5M: 15% LTV reduction, \$3.0M max LA					
Cre	redit Event		48 Mon Multiple unrelated credit			1 x 30 x 6: 10% LTV reduction, > \$2.5M: 20% LTV reduction 36 Months (12 mos seasoning on discharged Bit 13 or CCC whay history allowed) 24 Months - 10% LTV reduction, \$3.5 max LA (discharged Bit 13 or CCC whay history allowed) 12 Months - 15% LTV reduction, \$3.6 max LA (discharged Bit 13 or CCC allowed)				history allowed)	
			45% m	ax		12 Months - 10 to ETV resolution, 35.5 max EV (also harged EV 13 or CCC anowed) - 50% max, 45% max if 2 85% LTV (50-55% allowed wirestrictions, see product details below)					
	DTI		45.0.11			• 80% max LTV • 660 min FICO • \$2.5M max LA • 1 x 30 x 12 allowed • 36 mos credit event seasoning					
	P&L Only		Not Allo	wed			- 80 - 1 x 3	% max LTV • 660 min FIG 0 x 12 allowed • 36 mos	CO • \$2.5M max LA credit event seasoning		
							- 1 x 3	0 x 12 allowed • 36 mos	credit event seasoning	ed	
Self-E	One Year Employed Utilization		Not Allo Not Allo Not Allo	wed			• 660 min FICO	0 x 12 allowed + 36 mos •80% max LTV • 75% or 0 • Income - Bank Statem 75% max LTV - C/O • \$2	max LTV - C/O ent only • 1 x 30 x 12 allow .0M max LA • 1 x 60 x 12 a	allowed	
Self-E	P&L Only One Year Employed		Not Allo	wed wed wed			• 1 x 3/ • 660 min FICC • 80% max LTV • • \$3.0M max	12 allowed • 36 mos *80% max LTV • 75%, • Income - Bank Statem 75% max LTV - C/O • \$2 LA • 2 mos recent Bank	max LTV - C/O ent only • 1 x 30 x 12 allow	sllowed	

Resources on our Website!





Resources on our website!

- Matrices
- Rate Sheets
- Price your Non-QM
- > EZCalc/EZStructure
- Credit Upgrade
- Calculate your DSCR
- Webinar Recordings/Decks
- Marketing Material
- Get Approved
- Access to Portal
- > Forms
 - Business Narrative

QUESTIONS





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THANK YOU



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