

Power Your Pipeline With

Direct
Qual 

 **NATIONS DIRECT**
M O R T G A G E

Presenters

Martin Warren

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Nations Direct Mortgage



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Executive Director
LoanScorecard



Housekeeping

Handouts

Be sure to download the handouts

Questions

We'll answer your questions at the end of our presentation today

Presentation Slides

We'll send you this webinar recording and presentation by tomorrow

Agenda

Non-QM Direct Enhancements

Full & Alternative Documentation

DirectQual Demo

How to utilize our Non-QM AUS

Non-QM Help Team

Not sure where to start?

Q&A

We're here for you

Credit Statistics

Average Loan Balance \$487k

Loan to Value 69.17%

Adjustable Rate: 66% (15% I/O)

Full Doc: 35%

12 Month Bank Statement: 39%

Primary Residence: 74%

Purchase: 58%

Source: Securitization Collateral Comparison July, 26, 2019 – September 18, 2019

Non-QM Direct

Prime Products

Prime Direct

For Borrowers Outside of Agency and Jumbo Guidelines

Catches both conventional and jumbo fallout by going down to 660 FICO with DTI up to 50% with aggressive rates starting in the 3's

Maximum loan amount of \$3M;
Minimum loan amount is \$100,000

Allows investment properties up to 80% LTV, 2-4 units at a very competitive price without prepay

Allows impound waivers at minimal cost

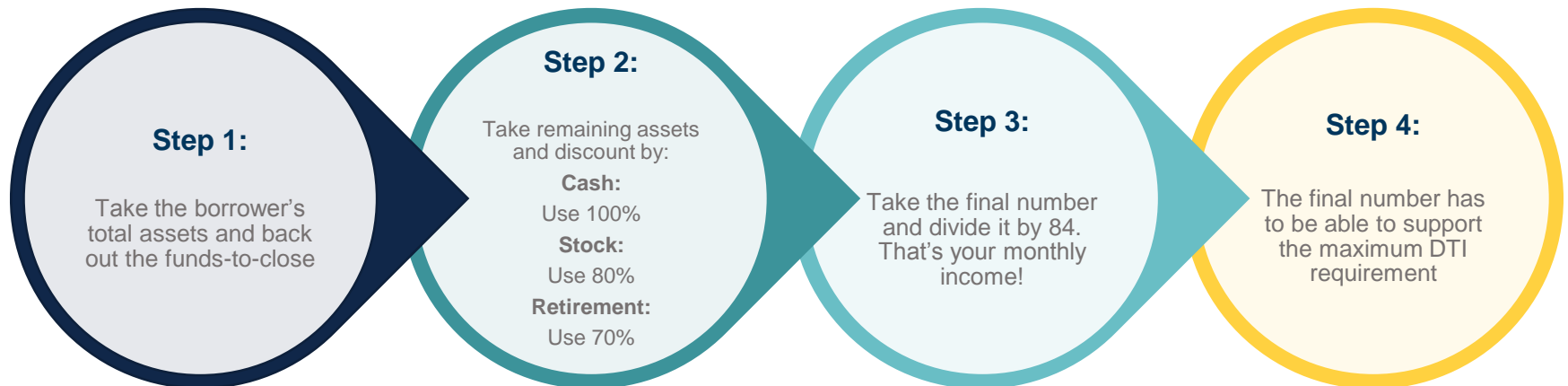
Offers 40 year interest only option



Asset Direct Depletion Program

Convert assets to income
No additional income documentation
Minimum \$250,000 Qualified Assets

Steps for Income Calculation



Income Direct

12-Month Bank Statements

NDM will analyze deposits from 12 months of personal and/or business accounts

Two Routes to Calculate Income:

Requirements:

Business Statements:

50% of Gross Business-Related Deposits

- 50% of Gross Business-Related Deposits
- Borrower must be at least 25% owner of the business
- Expense letter optional if borrower operates more efficiently

Personal Statements:

100% of Gross Business-Related Deposits

- 100% of Gross Business-Related Deposits
- Borrower must be 100% owner of the business (Example: consultants, independent contractors and realtors)
- Multiple Personal bank statements may be used

- Borrower must be S/E for a minimum of 2 years
- Business must be in existence for at least 2 years
- Supplemental Income
 - W2 from co-borrower allowed
- Business assets accepted
 - Down Payment
 - Closing Costs
 - Reserves
- 50% Max DTI
- Fully Amortized or Interest only available

DCR Direct

Debt Service Coverage Ratio

The Investment Purpose Loan
Borrower income is not needed to qualify

NDM vs. The Competition

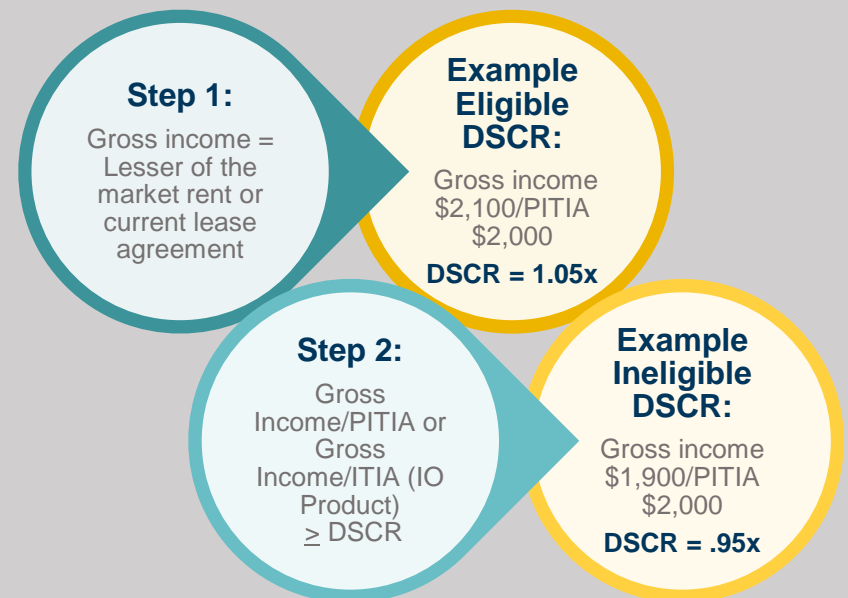
Will use the current lease agreement or the net operating income

Will use the ITIA versus PITIA on Interest only

DSCR for the subject property needs at least 1.0x versus 1.25x

Gift funds on LTV's \leq 70% LTV

DSCR Calculation:



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www.DirectQual.com

Non-QM Help Team

Answering guideline and pricing

Running scenarios and helping to structure Non-QM loans

Validating mortgage and credit history

Reviewing and analyzing bank statements

Preparing loans for submission

Contact our team today!

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Q & A

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