

ONE TEAM
One Dream



NATIONS DIRECT
MORTGAGE

Ignite Product
Training for Partners

Your Hosts



Tascha Bartek

Director of Corporate Training

Michelle Berry
VP – Alternative Lending



Disclaimer

- This training is for Mortgage Professional Use Only
- Information contained within this training is subject to change

You will receive a link to the recording of the training, as well as a link to the presentation deck, tomorrow.

Watch for a follow up email from Zoom! 😊

Agenda

What is Ignite?

Document Types

Mortgage History & Seasoning Requirements

Reserve Requirements

Higher LTV's and Loan Amounts

Resources

How to Become an Approved Partner

Q&A

What is Ignite?

NonQM Product that offers all the same document types as a typical program, except with added flexibility

- Dropped minimum credit score to 640
- Reduced seasoning requirements on major credit events
- Mortgage late flexibility
- Reduced reserve requirements
- Higher LTVs in many credit score buckets and with higher loan amounts
- Unlimited cash out without an LTV threshold
- Appraised value used to calculate LTV when the property has only been owned 6-months or more at application date

Document Types

Ignite is a separate product with all the same document types available

- ✓ Full Doc
- ✓ Bank Statements
- ✓ 1099
- ✓ Express DSCR
- ✓ Profit & Loss

Mortgage History & Seasoning Requirements

	Base NonQM Programs	Ignite NonQM Program
Mortgage History	Permits (1) 30-day late in the last 12 months	Permits (1) 30 day late in the last 12 months ~OR~ if there are multiple 30 days lates, can qualify with a 5% LTV reduction
Foreclosure, Deed in Lieu, Short Sale, Loan Modification, etc.		36 months ~OR~ 24 months with a 5% LTV reduction
Bankruptcy Chapter 7/11/13 <i>Seasoning from Discharge/Dismissal Date</i>	48 months	Cannot have multiple credit events in 7 years

Reserve Requirements

- Reserve Requirement can be reduced by 3 months with a 5% reduction from the maximum qualifying LTV
- Cash Out can be used towards Reserves

Higher LTV's and Loan Amounts



Ignite Bank Statements

Effective Date: 11/15/2025

Self Employed Only											
Program Maximum LTV/CLTVs			Primary Residence			Second Home			Investment Property		
Loan Amount	FICO	Purchase	Rate & Term	Cash Out	Purchase	Rate & Term	Cash Out	Purchase	Rate & Term	Cash Out	
< \$1,000,000	720	90%	90%	80%	85%	85%	80%	85%	85%	80%	
	700	90%	90%	80%	85%	85%	80%	85%	85%	80%	
	680	90%	90%	80%	85%	85%	80%	80%	80%	75%	
	660	80%	80%	75%	80%	80%	75%	80%	80%	70%	
	640	80%	80%	70%	80%	80%	70%	N/A	N/A	N/A	
\$1,000,001 - \$1,500,000	720	90%	90%	80%	85%	85%	80%	85%	85%	80%	
	700	90%	90%	80%	85%	85%	80%	80%	80%	75%	
	680	85%	85%	75%	85%	85%	75%	80%	80%	75%	
	660	80%	80%	75%	80%	80%	75%	75%	75%	70%	
	640	70%	70%	65%	70%	70%	65%	N/A	N/A	N/A	
\$1,500,001 - \$2,000,000	720	90%	90%	80%	85%	85%	80%	80%	80%	75%	
	700	85%	85%	75%	85%	85%	75%	80%	80%	75%	
	680	80%	80%	70%	80%	80%	70%	75%	75%	70%	
	660	75%	75%	65%	75%	75%	65%	70%	70%	65%	
\$2,000,001 - \$2,500,000	720	80%	80%	75%	80%	80%	75%	75%	75%	70%	
	700	75%	75%	65%	75%	75%	65%	70%	70%	65%	
	680	75%	75%	65%	75%	75%	65%	70%	70%	65%	
	660	70%	70%	65%	70%	70%	65%	70%	70%	65%	
\$2,500,001 - \$3,000,000	720	75%	75%	70%	75%	75%	70%	75%	75%	65%	
	700	75%	75%	65%	75%	75%	65%	70%	70%	60%	
	680	70%	70%	65%	70%	70%	65%	70%	70%	60%	
\$3,000,001 - \$3,500,000	720	70%	70%	55%	70%	70%	55%	70%	70%	55%	
	700	70%	70%	55%	70%	70%	55%	70%	70%	55%	
\$3,500,001 - \$4,000,000	720	70%	70%	50%	70%	70%	50%	N/A	N/A	N/A	

Exceptions to Guidelines

- 6 months reserves required - Multiple exceptions down to 3 or 4 months
- Business account had 12+ NSF's
- 5% LTV exception: Appraiser insisted subject was rural - we disagreed
- 5% LTV exception: Due to property type (2-4 Units and Condo)
- Waived vacancy/expense factor on Short Term Rental on DSCR
- Rental income from schedule E used on a vacant property
- Reduction for vacant property on DSCR waived due to recent renovations or property was not vacant for very long and new tenant getting ready to occupy
- Documentation exceptions - Soft Pull over 10 days from Note Date, Credit Report was 2 days expired at Note Date

Exceptions to Guidelines

Credit Score 20 points greater than minimum required for qualifying
Reserves exceed minimum requirement by an additional six months or more
DTI \leq 36% OR 10% below maximum for Program
Residual income exceeds \$3000/month
LTV is 10% below the maximum qualifying
Purchase money with payment shock \leq 50%
Rate and term refinance payment reduction \geq 10%
0x30 for a minimum of 48 months on mortgages held by the Borrower
Current employment \geq 5 years
Current homeownership $>$ five years and/or owns multiple investment properties $>$ five years
DSCR factor is greater than 1.15%
Cash out Refi with debt consolidation with payments reduced by a min of \$500 or 20% of total debt
Borrower down payment exceeds 10% of own funds

Resources



Home [Products](#) [Resources](#) [Non-Delegated Correspondent](#)

[Make A Payment](#)

[Login](#)

Nations Direct Mortgage

Expanded NonQM



Discover our expanded NonQM guidelines, built to help you reach more borrowers than ever before.

Conventional

FHA

VA

Axis DPA

[Ignite NonQM Expanded Guidelines](#)

NonQM Full Doc

NonQM Bank Statements

Non-QM Express DSCR

NonQM 1099

NonQM 2nd

NonQM P&L

- [Ignite Full Doc Matrix](#)
- [Ignite Bank Statement Matrix](#)
- [Ignite Express DSCR Matrix](#)
- [Ignite 1099 Matrix](#)
- [Ignite P&L Matrix](#)
- [NonQM Guidelines](#)

[Ignite Expanded NonQM – Nations Direct Mortgage](#)



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Marketing Materials

EXPANDED NON-QM

Life happens. It shouldn't stop you from coming home.

A credit event is a chapter, not your whole story. We've removed traditional obstacles that stand between you and homeownership. We offer flexible Non-QM loan solutions tailored to your unique story. Let's get you home.

- ✓ Dropped minimum credit score to 640
- ✓ Reduced seasoning requirements on major credit events: 36 month and 24-month options
- ✓ Allows for multiple 30 day mortgage lates in the last 12 months
- ✓ Full Doc, Bank Statement, P&L, 1099 income and DSCR Options

READY TO IGNITE YOUR PIPELINE? **LET'S TALK!**

COMPANY / LO NAME

TITLE

EMAIL

PHONE



UPLOAD LOGO HERE



Insert disclaimer here.

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How to Become an Approved Partner?



Our Website: myndm.com

[Make A Payment](#)

[Login](#)

Get Approved

STEP 01

Please complete these two forms, so we can create your logins.

Once this is completed, you will be able to start submitting.

[Compensation Form](#)

[Contact Form](#)

Send Forms once complete to:

ApprovalDesk@myndm.com

If your company wishes to complete our application b

tner, we welcome you to Nations Direct Mortgage.

[Broker Package](#)

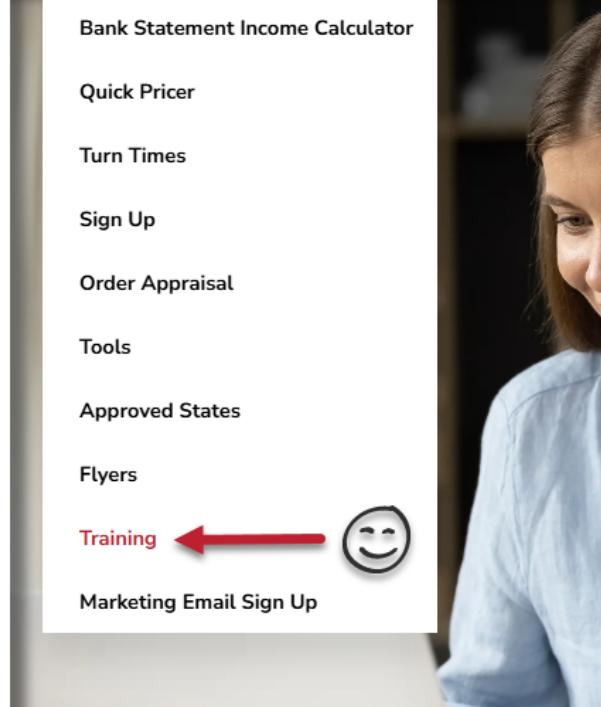
[Branch Addition Form](#)

[Express DSCR Addendum](#)

[Annual Recertification Agreement](#)



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Thank you