

LENSUREHOMELOANS.COM

MASTERING NON-QM

A realtor's guide to understanding financing solutions to better serve their clients, negotiate effectively, and streamline transactions.

LendSure
HOME LOANS

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ABOUT LENDSURE HOME LOANS

Fewer restrictions. More opportunities.

Headquartered in San Diego, California, LendSure Home Loans is dedicated to empowering realtors with innovative loan solutions and sensible underwriting that cater to the unique financial needs of every client. Our mission is to support you in delivering exceptional service by offering personalized mortgage options that create a positive transaction experience for both future homeowners and investors.

Our comprehensive range of alternative financing programs, designed for borrowers that don't fit conforming guidelines, include:

- Self-Employed Loans
- Property Investor Loans
- Foreign National Programs
- Bridge Loans
- Fix and Flip Loans
- Other Non-QM Programs



WHAT ARE NON-QUALIFIED MORTGAGE LOANS?

If you're like typical real estate professionals, you've been familiar with conforming loans for most of your career.

Some strong credit borrowers don't fit into the traditional mortgage mold. When you partner with LendSure Home Loans, your clients have access to innovative Non-QM loans to meet their unique needs. Trust us to handle all of the details so you can continue to provide outstanding solutions to your clients.

Historically, low mortgage rates are in the rear-view mirror, and the demand of rate-and-term finances has diminished. Non-QM loans are especially relevant in today's housing market.

Non-QM loans allow creditworthy borrowers who don't fit the strict requirements of conforming mortgages to receive financing.

Borrowers in the Non-QM category include creditworthy borrowers such as:

- Business owners and self-employed investors
- Property investors
- Foreign nationals
- Borrowers purchasing non-warrantable condos or condotels
- Borrowers with multiple streams of income, including significant assets

This category of borrower relies on, but is not limited to, alternative income qualification such as:

- Bank Statements
- Assets
- Rental Property Cash Flow



THE GROWTH OF NON-QM

The Non-QM market has continued to show demand in 2024, with an estimated loan volume of around \$25 billion, highlighting its stability amid broader market challenges ([S&P Global](#)).

The growth in the Non-QM market can be attributed to the rising demand from various borrower segments. Self-employed individuals, borrowers relying on non-traditional sources of income, and those facing credit challenges or unique financial circumstances are among the key drivers of this expansion.

Notably, Fannie Mae and Freddie Mac have implemented significant changes in their lending policies, such as introducing condo questionnaires to determine warrantability and applying second home loan-level price adjustments (LLPAs). These adjustments reflect the evolving landscape of the mortgage market.

Looking ahead, the Non-QM market is expected to continue its growth trajectory in the coming years. Borrowers with non-traditional financial situations will continue to seek alternative mortgage options to fulfill their home financing needs, and here is where LendSure Home Loans can help!

Financing Non-Traditional Loans

Differentiating Non-QM & Conforming Loan Approval Process

Many still believe there is only one path for well-qualified borrowers to get a mortgage. However, there is another road to approval for borrowers who have strong finances but who need to document their income differently to qualify for a loan.

Conforming Loans	Non-QM Loans
 <p>Bound by Fannie and Freddie guidelines</p>	 <p>Not bound by Fannie and Freddie guidelines</p>
 <p>Heavily automated process</p>	 <p>Individual review done by humans</p>
 <p>Lengthy underwriting process</p>	 <p>Pre-Underwriting typically done within 48 hours</p>
 <p>Prone to reject borrowers</p>	 <p>Find ways to say "yes"</p>
 <p>Income typically verified via borrower's W2, recent pay stubs, and tax returns (personal and business) if applicable</p>	 <p>Income documentation options include investor property cash flow, foreign income, personal/business bank statements, and a combination of income types</p>
 <p>Increasing restrictions on condos</p>	 <p>Less restrictions on condos, and will consider non-warrantable including high-rise and condotels</p>



INVESTMENT PROPERTY LOANS

To invest or not to invest? That is the question today's investors surely ask themselves every day as the investment property market is in a constant state of flux.

Fortunately for you and your real estate business, investors are leaning more toward investing in recent years. Not only because real estate generally appreciates in value over time, offering greater potential long-term gains, but also because owning investment properties gives borrowers a chance to earn passive income and boost their monthly income with a steady stream of cash flow.

There's a wide spectrum of borrowers in the real estate market. They each have unique needs and challenges. That's why we offer innovative solutions and common-sense underwriting designed to provide your clients with more options, great rates, and a smooth funding experience.

MARKET OPPORTUNITY

Property investors form a diverse community encompassing individuals with distinct requirements. As a realtor, your role is crucial in understanding their specific goals and helping them identify properties that align with their investment strategies. By taking a consultative approach, you can advise investors on the best loan options available and guide them in making informed real estate decisions.

Investor interest in real estate continues to grow. With property values increasing over time and the potential for high returns, owning an investment property offers the dual benefit of growing wealth but also increased monthly cash flow.

In the US, there are over 19 million rental properties, and about 70% are owned by individual investors, according to [Census Data](#). Vacation rental properties, like those listed on Airbnb or VRBO, as well as condotels, present another area of opportunity for investors—particularly in popular vacation destinations or cities with high tourism.

This presents a great chance to expand your borrower network and attract more investor clients searching for your expertise to navigate the real estate investment market.

SOURCING DEALS

In searching for property investors and real estate investors, you can leverage the power of Google, Facebook, LinkedIn, Reddit and X. You can use these platforms to find specific groups or individuals who are involved in property investment in your city.

Facebook can be particularly useful in this regard, as you can search for “Property Investors [your city name]” groups and start networking with members there. Engaging with these groups and individuals can open up opportunities for collaboration and knowledge sharing.

It’s worth noting that many investors might be unaware of the various loan programs available to them. By connecting with them, you can empower borrowers by informing them about the multiple options they have when it comes to financing their investment properties.

When interacting with these groups, be cautious not to come on too strong with a “hard sell” approach. Listen to their conversations and advise on their concerns. It’s important to be seen as a valuable member of the group as opposed to a vendor.

LENDSURE INVESTOR FULL DOC PROGRAM HIGHLIGHTS

- Loan amounts up to \$1,500,000
- Full Doc, Bank Statement, Debt Service Coverage Ratio (DSCR Investor Cash Flow), Foreign National, and Fix and Flip loan options
- Loan-to-value (LTVs) up to 80% and Debt To Income (DTI) Ratios up to 50%
- No cap on the number of properties owned
- Up to 10 loans for any one investor (more with comp factors)
- Rate buy-down feature available
- 10/40 Fixed-Rate Interest-Only option to help maximize initial monthly cash flow



DSCR LOAN PRICING, SIMPLIFIED WITH LENDDSCR

Our LendDSCR loan pricing engine makes financing easier for real estate investor clients by focusing on property cash flow instead of personal income. With this easy-to-use tool, you can help clients quickly pre-qualify, receive tailored product recommendations, and get preliminary rate quotes—all in one place. Make every investment opportunity count with LendDSCR and close deals faster with greater confidence.

Landscape of Investment Financing Options



DSCR

Target Audience:

Multiple-property owners, focused on cash flow, minimal documentation.

Scenario:

Sally is an experienced investor with 12 properties. She's focused on maximizing cash flow – rent in, rent out. This program offers Sally hassle-free financing.

Program Highlights:

- Loans up to \$1,500,000 (higher with compensating factors)
- Cash out up to \$500,000
- No limit on number of properties owned, finance up to 10 properties for 1 investor
- Interest-only payments for 10 years with a 40-year term – great for qualification and cash flow



FULL DOC

Target Audience:

Interested in low rates, DTI is too tight for conventional financing.

Scenario:

Joe and Suzy have a primary residence but want to purchase investment homes in their neighborhood. They want the lowest rate and to maximize their DTI ratio. This program calculates their DTI ratio differently from Fannie/Freddie.

Program Highlights:

- DTI calculations done differently for borrowers with other rental properties
- Accept 1-year full docs



FOREIGN NATIONAL

Target Audience:

Foreign Nationals looking to purchase investment properties in the U.S.

Scenario:

Carlos lives in Mexico. He visits Los Angeles often and wants to add a couple of investment properties to his portfolio. He decides L.A. is a profitable market to invest in. This program positions him to get financing instead of paying cash.

Program Highlights:

- Income verification letter from employer or CPA accepted
- No tax returns required
- Foreign credit report allowed
- Foreign assets can be used as reserves



BANK STATEMENT LOANS

Target Audience:

Self-employed borrowers who use their bank statements to buy an investment property.

Scenario:

James owns real estate in Miami and wants to buy more investment properties there because condos and non-warrantable condos are trending. This program caters to his unique needs as a self-employed borrower with great program options and commonsense underwriting.

Program Highlights:

- 12- and 24-month programs
- Loan amounts up to \$2,000,000
- 100% owner of the business not required
- Business expense ratio as low as 10%



FIX AND FLIP

Target Audience:

Investors who intend to renovate a property and exit with the sale of the property or a refinance into a long-term rental loan.

Scenario:

Sarah, an aspiring Fix and Flip investor, sees an opportunity to renovate an older house in her neighborhood and flip it for a profit. This program allows her to purchase, renovate, and sell the property for a substantial profit.

Program Highlights:

- Decisions and term sheets are typically issued in hours, not days
- Any level of investor experience
- Credit scores as low as 660
- Non Owner-occupied up to four units
- Total loan amount is up to 85% of the total cost (maximum after repair value LTV 70%)
- 12-month loan term with Interest-only payments



BRIDGE LOAN FINANCING

In a competitive real estate market, homebuyers need every advantage they can get.

Our bridge loan program allows your clients to tap into their current home's equity, empowering them to make non-contingent offers and increase their chances of winning bidding wars.

The bridge loan pays off the existing mortgage and offers homebuyers a cash-out option to purchase a new property, all with no monthly payments for up to TWELVE months. That gives borrowers time to improve, repair, and stage their previous property for the best possible sale price.

MARKET OPPORTUNITY

The potential for bridge loans in today's market is vast and full of promise. Buyers and sellers are constantly seeking flexible and efficient solutions to facilitate property transactions.

The bridge loan offers a compelling solution. It allows buyers to access equity from their departure property without having to sell it immediately, enabling them to move forward with confidence and negotiate from a stronger position.

As the real estate sector evolves, the demand for bridge loan financing is expected to grow, catering to the needs of both buyers and sellers. Our bridge loan program is perfectly positioned to play a significant role in this expansion, opening up new avenues in real estate transactions.



PROGRAM ADVANTAGES

- Non-contingent offers are very important in today's highly competitive real estate market.
- Full Doc, Bank Statement, Debt Service Coverage Ratio (Investor Cash Flow), Foreign National, and Fix and Flip loan options.
- Loan pays off the existing mortgage on departure property.
- Provides equity used for down payment for the new home.
- No monthly payments for up to TWELVE MONTHS on the bridge financing.
- The "No Payment" feature enables a qualifying Debt To Income (DTI) Ratios on the new home purchase.
- Prequalification enables simultaneously opening of escrows so debt is not accumulated on the bridge while you shop —possible escrow discounts!

Bridge Financing Program

Gain a competitive edge in a hot purchase market

In today's housing market, borrowers often need to gain a competitive advantage when inventory is low. LendSure's Bridge Financing program allows them to make a non-contingent offer on a property, using equity in their current home as a down payment on a new one. What's more, there are no monthly payments on this short-term financing.



Bridge Financing Program Features

Up to 75% LTV	on \$1MM to \$1.5MM for primary residence
Up to 65% LTV	on \$1.5MM to \$2MM for primary residence
Up to 60% LTV	on loan amounts up to \$1MM for non-owner occupied or second home

Balloon payment due in **12* months** with **No Monthly Payments Required**

*** 6 months for investment properties**

Bridge Loan Scenario



Current Departure Home

Home Value:	\$1,000,000
LTV:	70%
Existing Mortgage:	- \$300,000
Total Equity:	\$700,000

1

Borrower found his dream home, which has a purchase price of \$1.5MM. The borrower has \$250K in liquid assets, and wants to keep the new mortgage to maximum \$850K. His current home is worth \$1MM.



Bridge Loan

Pay Off Existing Mortgage:	\$300,000
Cash Out Equity:	\$400,000
Loan Amount:	\$700,000

2

LendSure's Bridge Financing Program would allow the borrower to use the equity in current home and get cash out for a down payment on the new home.



Financing on New Home

Purchase Price:	\$1,500,000
Equity from Bridge Loan:	-\$400,000
Cash from Liquid Asset:	-\$250,000
Total Loan Amount:	\$850,000

3

No Monthly payments due on the bridge loan - single balloon payment due when the home is sold.

EMPOWER
Your Borrowers



Upgrade to new home **without selling current home first**



Make **non-contingent offers**



Leverage equity from current home



Wait to **get best price** possible on sale of current home



NON-WARRANTABLE CONDO LOANS

As housing affordability continues to challenge homebuyers, condos act as an important pressure valve. Condos and townhouses are generally less expensive than single-family homes, and that makes them an attractive option for first-time buyers.

There's a catch, though: Getting a mortgage for a condo can be quite challenging. Onerous rules from agency lenders create obstacles for borrowers – and many buyers simply opt to pay cash for their units.

Now, with LendSure Home Loans, you can offer financing for non-warrantable condos. By providing access to these sought-after loan solutions, you can meet the needs of more buyers and help close more condo deals.

MARKET OPPORTUNITY

Non-warrantable condos offer a significant market opportunity in the U.S. real estate industry. With countless individual condo units overseen by approximately 175,000 condo associations nationwide, the potential is vast ([Community Associations Institute](#)).

While condos come with financing challenges, LendSure specializes in finding ways to say “yes” to condo financing when conforming lenders may say “no.”

SOURCING DEALS

Finding opportunities in non-warrantable condos requires a multifaceted approach. Start by engaging with condo associations and property management companies—they’re a great source of leads and insights into this niche. Attend real estate events, too, to connect with developers, investors, and industry stakeholders who are in the know about non-warrantable condos.

Consider collaborating with real estate attorneys specializing in condominium law. Their expertise can offer guidance as well as potential referrals, giving you an edge in the non-warrantable condo market.

PROGRAM HIGHLIGHTS

- Up to 50% commercial buildings permitted
- New construction permitted
- Allowed on Debt-Service Coverage Ratio / Investor Cash Flow, Foreign National, and Bank Statement Programs
- Purchase, Rate & Term Refi and Cash-Out Refinance available
- Loan-To-Value up to 80%
- Loan amounts up to \$3,000,000



CONDOTEL LOANS

From beachfront properties in Florida to mountain resorts in Colorado, condotels are a common form of property ownership in tourist areas.

Condo hotels are typically buildings developed and partially operated as hotels, usually in major cities and resort areas. They enjoy all the amenities and services of the hotel, and when not in residence, investors can place their condo in the hotel's rental program. This property presents a lucrative opportunity for buyers, offering the potential to generate substantial additional revenue.

MARKET OPPORTUNITY

The market for condotel loans presents a lucrative opportunity, especially in sought-after destinations such as Aspen, Park City, Chicago, Fort Lauderdale, the Hawaiian Islands, Las Vegas, Miami, Myrtle Beach, New York City, and Orlando. These popular locations boast a vibrant real estate scene, attracting discerning buyers and investors.

For example, high-end units in prime South Florida locations command impressive prices, ranging from \$800 to \$900 per square foot (psf), with some exceptional properties even reaching \$1,000 psf. In comparison, luxury beachfront condominiums without the hotel component typically sell for \$500 to \$600 psf (CCIM Institute). This stark price difference highlights the potential for significant returns on investment in condotel properties.

With their unique blend of luxury amenities, hotel services, and prime locations, condotels present an attractive proposition for both buyers and developers looking to capitalize on the growing demand for exclusive, high-value real estate offerings.

SOURCING DEALS

When it comes to exploring the world of condotel loans, there are a few strategies to keep in mind. First, engaging with condotel associations can be a fantastic way to connect with potential borrowers. These associations are often filled with individuals who have a keen interest in condotel properties, making them an excellent resource for finding interested borrowers.

Second, collaborating with property management companies that specialize in handling condotel properties can be highly advantageous. These companies often have direct contact with condotel owners and can provide valuable referrals to interested borrowers.

Lastly, building referral partnerships with professionals like real estate attorneys and financial advisors can expand your network even further. These industry experts often come across individuals who express an interest in condotel loans, and by partnering with them, you can receive valuable borrower referrals.

By implementing these strategies, you can enhance your chances of connecting with potential borrowers and making the most of the condotel loan market.

PROGRAM HIGHLIGHTS

- Loan-to-Value up to 75% for Purchase Loans
- Loan-to-Value up to 70% for Rate & Term Refinances
- Loan-to-Value up to 65% for Cash-Out Refinances
- Minimum FICO score 720
- Investment Property and Second Home Only
- Loan amounts up to \$3,000,00



FIX AND FLIP LOANS

A Fix and Flip loan allows borrowers to finance both the purchase of a property and the construction budget for renovations. They are designed for investors who are in the business of buying distressed homes, repairing them, and then either selling or holding it for rental income.

It's a short-term loan, so our investor Fix and Flip solutions are designed for entrepreneurs who intend to exit with the sale of the property or to refinance into a long-term rental loan. A Fix and Flip loan is a great alternative to hard-money loans.

MARKET OPPORTUNITY

The current real estate market presents a significant opportunity for realtors to find clients looking for Fix and Flip loans. As city dwellers seek refuge from urban pandemic life and shift their focus towards suburban living, flippers are capitalizing on this trend and reaping profits. The scarcity of available homes has motivated investors to purchase older or neglected properties, renovate them, and contribute to the growing supply of homes for sale.

In the third quarter of 2024, approximately 6% of home sales were attributed to investor buyers in the U.S., marking a slight decrease from the 6.6% recorded in the same period in 2023 (ATTOM). This surge in demand for Fix and Flip properties creates a prime opportunity for realtors to step in and provide tailored loan products specifically designed for investors, helping them maximize their returns in the Fix and Flip market.

SOURCING DEALS

To find clients interested in Fix and Flip financing, realtors can start by leveraging their existing networks. Let your clients and real estate contacts know you have access to Fix and Flip loan solutions, which can attract investors looking for these opportunities.

Another valuable step is to join local investor clubs where you can network with potential partners and expand your reach in the industry. Attend trade shows related to real estate and construction to stay updated on market trends and connect with industry professionals. Utilize social media platforms like Facebook to join Fix and Flip groups, where you can engage with investors and share valuable insights. It's also beneficial to join online contractor groups or clubs and attend contractor meetings to establish relationships with reliable contractors.

Lastly, make use of foreclosure radar tools to identify distressed properties that could be attractive to Fix and Flip investors. By incorporating these strategies into your business approach, you can position yourself as a valuable resource for Fix and Flip opportunities and strengthen your presence in the market.

PROGRAM HIGHLIGHTS

- Investors with any level of experience are eligible for our Fix and Flip loans, although first-time investors will qualify for a lower loan-to-cost level
- Decisions and term sheets typically issued in hours, not days
- FICO score: as low as 660
- Purchase loan amount: up to 85% of cost
- Construction loan amount: up to 100% of cost
- 12-month loan term with interest-only payments



LendSure Fix and Flip Program

Who are they?



Flippers are housing market investors who are profiting from the ability to purchase older derelict properties, fix them up, and either resell, or rent out these properties for passive income. Investors don't usually stop with just one property. As they build their own portfolio, these buyers may bring you a steady stream of business for years to come.

LendSure

Fix and Flip Program



Loan Size
\$150,000 to \$1M



Financing Up to
100% of Construction Cost



Financing Up to
85% of Purchase Price



Total Loan Amount Up to
85% of the Total Cost
(maximum after repair value LTV 70%)



Credit Score as Low as
660



12-month Loan term
with **Interest-Only Payment**



Fix and Flip financing

is a tool you **NEED** to have in your tool bag to meet the ever growing needs of today's investors



8.1% of home sales in 2023 were investors buying up older properties to fix and resell
Second highest percentage for any year since 2012



This **Fix and Flip program** is designed for **investors** with any level of experience



Ease of submission

No pre-payment penalties, debt-to-income or income analysis needed



Decisions and term sheets are typically issued in **hours**, not days, providing an innovative opportunity for your borrowers to close **FAST**



BANK STATEMENT LOANS

Non-traditional borrowers – including business owners, the self-employed, and high-commission sales workers – have always struggled to document income in a way that satisfies the requirements of conforming loans. Savvy tax planning means that business owners should reduce their income via business expenses. But, the approval process for a traditional mortgage doesn't accommodate this reality.

Bank-statement loans help self-employed borrowers qualify based on their actual income rather than the number that appears on their tax returns. At LendSure Home Loans, we're a match for every financial profile – including your most unique clients.

MARKET OPPORTUNITY

Realtors have an exceptional market opportunity to offer bank statement loans, particularly due to the surge of entrepreneurs and self-employed individuals that emerged during the pandemic.

The economic upheaval caused by the pandemic prompted many individuals to explore new avenues of income generation, leading to a significant increase in the number of self-employed borrowers. With more entrepreneurs venturing into business ownership or opting for self-employment, there is a pressing need for loan options that can accommodate their unique financial situations.

By offering bank statement loans, you can tap into this expanding market and position yourself as a trusted partner for these clients.

SOURCING DEALS

To find clients in need of bank statement loans, start by leveraging your existing network, especially clients who are self-employed or business owners. Attend local business and networking events to meet potential clients face-to-face.

Consider distributing marketing materials like postcards that highlight loan solutions for self-employed buyers. Hosting webinars for business owners is a great way to showcase your expertise in this niche.

Engage with business-focused social media groups, and join local organizations like Rotary Clubs to expand your network.

By implementing these strategies, you can connect with clients who may benefit from bank statement loans.

PROGRAM HIGHLIGHTS

- Loan amounts up to \$3,000,000
- Loan-to-Value up to 90%
- 12 or 24-month of business bank statements and personal bank statements permitted
- Borrower does not have to be 100% owner of the business
- W-2 with Bank Statements combinations allowed
- Profit and Loss statement NOT required
- Business expense ratio as low as 10%
- Multiple business bank accounts acceptable

At LendSure Home Loans, we understand that not all business owners manage their finances in the same way. When underwriting bank statement loans, we conduct thorough due diligence to account for various scenarios:



The Restaurant Owner:

Restaurant businesses often have separate bank accounts for cash receipts and credit card payments, as well as multiple locations. We review all relevant accounts to obtain a complete financial picture.



The Doctor:

Physicians may have different accounts for insurance reimbursements and patient payments. To ensure accurate assessment, we consider activity in all applicable accounts, especially in practices with multiple locations.



The Landlord/Artist/Musician Combo:

In cases where a married couple has separate bank accounts, such as one for rental income and another for business receipts (e.g., art and music), we request all necessary statements to evaluate their overall financial situation. This ensures fair consideration for mortgage qualification.

Our approach to bank statement loans involves diligent analysis that recognizes the diverse ways business owners manage their accounts, allowing us to make informed lending decisions.



FOREIGN NATIONAL LOANS

Foreign National Loans are an alternative Non-QM mortgage solution for non-U.S. citizens who want to finance a second home or an investment property in the U.S. It's typically harder for these individuals to secure funding, but it's not impossible – especially if you're working with the right lender.

By familiarizing yourself with Foreign National loans, you can also stand out from the competition and help clients who may not be aware of this loan option.

Foreign buyers do not need U.S. credit. They can expect to verify foreign credit via three active trade lines, each with a two-year history and foreign-based checking and savings accounts may count as trade lines.

Foreign National Loans are based on letters. Loan letters, credit letters and an income-verification letter from a certified public accountant in the borrower's home country are required.

With LendSure Home Loans, you can work with a trusted lender to guide you and your borrowers through the Foreign National loan process so loans fund on time and there's minimal hassle.

MARKET OPPORTUNITY

Foreign nationals spend billions annually on U.S. homes, and many pay cash—despite mortgages often being a better financial choice. These buyers, whether investing in second homes or rental properties, can be an excellent source of new and repeat business, as well as referrals.

You can tap into this lucrative market by introducing specialized financing solutions and guiding foreign-national clients through the complexities of U.S. property purchases. This is a prime opportunity to expand your business and position yourself as a trusted resource for foreign buyers seeking smart financing options.

SOURCING DEALS

To find clients looking for foreign national loans, you can employ these strategies:

- A.** Utilize search engines and social media platforms like Google, Facebook, LinkedIn, Reddit and X to find:
 - a.** International real estate attorneys in [your town name here]
 - b.** International tax attorneys in [your town name here]
 - c.** Real estate agents for [nationality] buyers
 - d.** [Your town name here] CPA for foreign nationals
 - e.** Immigration lawyers in [your town name here]
- B.** Look for real estate listings in different languages
- C.** Connect with groups such as NAHREP (National Association of Hispanic Real Estate Professionals) or AREAA (Asian Real Estate Association of America)

By implementing these strategies, you can effectively reach and cater to clients seeking foreign national loans.

PROGRAM HIGHLIGHTS

- Loan amounts up to \$1,000,000
- Cash out up to \$500,000
- Loan-to-Value up to 75% for Purchase and Rate & Term Refinance
- Loan-to-Value up to 70% for Cash-out Refinance
- Income verification letter from employer or CPA accepted or Investor Cash Flow (Debt-Service Coverage Ratio)
- Various Visa types accepted
- Foreign credit report allowed
- Available for second homes and investment properties



Foreign National Program

Expertise to Fund Fast and with a Minimum of Hassle

Who are they?

A Foreign National is a non-resident alien who is not authorized to live or work in the U.S. or holds a work Visa indicative of a more temporary residency.

Bucket of Opportunity



\$53.3 Billion

Dollar annual purchase volume during April 2022–March 2023



84,600

Foreign National buyers annually



15%

of those buy homes for \$1,000,000 or more



\$396,400

foreign buyer median purchase price - 3.2% higher than U.S. existing homes sold

Top 5 Foreign Buyers

APPROVED



13% China
\$13.6 B



11% Mexico
\$4.2 B



10% Canada
\$6.6 B



7% India
\$3.4 B



3% Colombia
\$0.9 B

Hot Markets



Source: 2023 Profile of International Transactions in U.S. Residential Real Estate

Foreign National Program

- ▲ Domestic credit score not required
- ▲ Up to 75% LTV with no MI
- ▲ Cash out to 65% LTV
- ▲ DSCR Program available
- ▲ Non-Warrantable Condos

How to Find Prospects?



1. International real estate attorneys in **[your town name here]**
2. International tax attorneys in **[your town name here]**
3. Immigration lawyers in **[your town name here]**

4. **[Your town name here]** CPA for foreign nationals

5. Real estate agents for **[nationality]** buyers

- ▲ Look for real estate listings in different languages
- ▲ Connect with groups such as





PROFIT AND LOSS (P&L) LOANS

Entrepreneurs, freelancers, and individuals with irregular incomes typically have trouble securing traditional mortgage funding.

Our Profit and Loss loan is a type of business loan designed specifically for self-employed individuals or business owners that may experience fluctuations in their income and revenue that may not be accurately reflected on their tax returns.

This approach enables borrowers to qualify based on their business's real financial performance, as demonstrated in their Profit and Loss statements. This is a more precise representation of a borrower's ability to repay the loan.

By utilizing the actual earnings and financial stability shown in P&L statements, we're making property ownership accessible to a broader range of borrowers.

PROGRAM HIGHLIGHTS

- Easy review with no bank statements required for loan amounts up to \$1,000,000
- Loan amounts up to \$1,500,000 with two months business bank statements
- Loan-to-Value up to 80%, based on borrower's FICO score
- Cash-out options: up to \$500,000 for Loan-to-Value up to 65%, and \$350,000 for Loan-to-Value up to 75%
- No self-employment questionnaire required
- The Profit and Loss must cover the most recent 12 months (dated within 60 days of closing date)
- Borrower must have been self-employed in the same business for 2 years, verified by one of the following: business license, letter from tax preparer, Secretary of State filing or equivalent
- Borrower must own a minimum of 50% of the business
- Profit and Loss must have been provided by a CPA, IRS Enrolled Agent, or California Tax Education Council



P&L vs Bank Statement Loans

Which loan option works best for self-employed borrowers?

There are alternative loan options that are geared towards self-employed borrowers. With Profit and Loss (P&L) and Bank Statement loans, these borrowers can secure strong financing that makes sense for their specific financial needs.

Not sure which solution works best? Here's a quick breakdown of what you need to know about P&L and Bank Statement loan solutions:



Similarities

- 1 Borrower Type:** Both Bank Statement and P&L loans are ideal for small-business owners and self-employed individuals
- 2 Alternative Underwriting:** Both Bank Statement and P&L loans use alternative underwriting methods that provide borrowers with more options for funding.
- 3 No Tax Returns Required:** By focusing on bank or income statements, these programs eliminate the need for providing tax returns.

Differences



Loan Program	Documents Needed	Eligibility	Review Process
PROFIT AND LOSS (P&L) LOANS	P&L Statements *	Must be at least 50% owner of the business. Self-employed for 2 years in the same business.	LendSure verifies a business's contribution to the borrower's income by examining the business's income, revenue trends, and profit margins.
BANK STATEMENT LOANS	12- or 24-month Bank Statements	Must be at least 25% owner of the business. Self-employed for 2 years in the same business.	LendSure evaluates the borrower's cash flow by analyzing inflows and outflows from bank accounts to gauge income consistency.

*P&L must be provided by a Certified Public Account, an IRS Enrolled Agent, or the California Tax Education Council. In addition:

1. Preparer must provide a copy of the current license.
2. The P&L must be signed both by provider and borrower.
3. The P&L must cover the most recent 12 months (dated within 60 days of closing date).
4. P&L preparer must certify they have analyzed the borrower's business financial statements during the preparation of the P&L.
5. P&L preparer must certify they have filed the borrower's most recent business and personal tax returns.
6. P&L preparer must also certify they are not related to the borrower or associated with the business.

OTHER NON-QM SOLUTIONS

As the real estate market expands, investors and homebuyers are looking for flexible financing options. Partnering with the right lender allows you to offer mortgage solutions tailored to meet a variety of client needs.

With our common-sense approach and extensive lending experience, we empower homeowners and investors across the country to reach their financial goals.

Here are other Non-QM loan programs that can benefit you and your clients today:

1. Investor Cash Flow (DSCR)

Help your investor clients finance properties without the hassle of tax returns. Our DSCR loans qualify them based on the property's cash flow, not their personal income. Clients can finance up to 10 properties at once, and the 10-year interest-only option helps keep monthly payments lower, maximizing cash flow. It's a smart choice for investors looking to grow their portfolios.

2. Asset Depletion/Qualifier

Borrowers with great credit, but no steady monthly income, may be able to use their assets to qualify for a mortgage. Compared to Asset Depletion, our Asset Qualifier program essentially doubles the qualifying monthly income, since the draw period is only 5 years (qualifying assets / 60 months).

3. Jumbo loans

For clients seeking high-value properties, our Jumbo loans offer financing up to \$3MM with loan-to-value ratios up to 90%, allowing for lower down payments. With pre-qualification available in as little as 24 hours, you can help your clients secure their dream home or investment property quickly and with confidence.

Real Estate Agents: Tips to Originate More Business

As the housing space becomes increasingly competitive, it is vital to find ways to set yourself apart and be able to provide dynamic solutions to commonly faced challenges.



Become a bridge loan expert

Clients may lose out on a desired property if they need to wait on selling their current home first. LendSure's Bridge Financing Program will allow borrowers to access the equity in their current home in order to make an advantageous, non-contingent offer on the new property.

Loan Programs:
Investor Income Qualified,
Investor Cash Flow and Fix
and Flip Programs



Market to property investors

Working with property investors can bring a steady stream of purchase and refinance transactions for years to come.

Loan Program:
LendSure Expanded Investor
(DSCR Investor Cash Flow)



Market to business owners

Bring in more self-employed buyers with Non-QM loan options that cater to their needs.

Loan Program:
LendSure 12-, and 24-Month
Bank Statement Programs



Tap into the luxury market

High-net worth borrowers may find it difficult to make a big purchase through the conforming mortgage market despite their ample funds.

Loan Program: LendSure Jumbo



Tap into the foreign national market

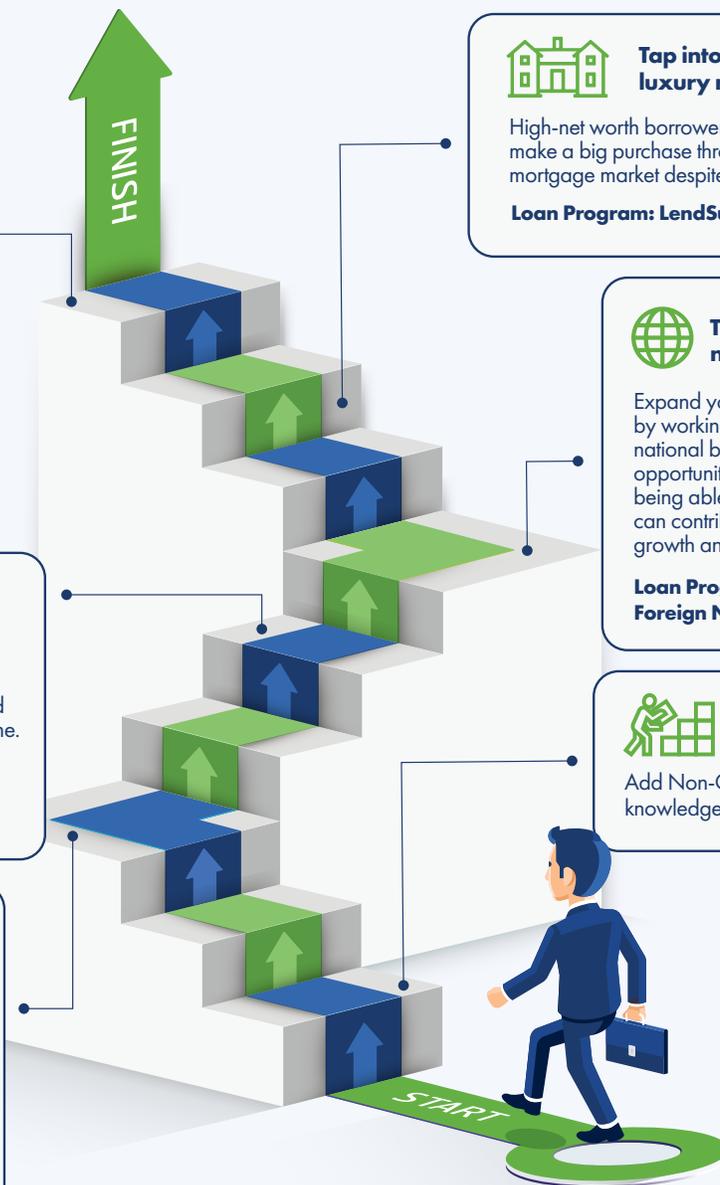
Expand your roster of clients by working with foreign national buyers. There is big opportunity in the market and being able to offer a solution can contribute to business growth and referrals.

Loan Program: LendSure Foreign National Program



Expand your loan knowledge

Add Non-QM solutions to your knowledge base.



GET STARTED WITH US!

Our mission is to support you in delivering exceptional service by offering personalized mortgage options that create a positive transaction experience for both future homeowners and investors.

At LendSure Home Loans, we take the time to learn about your client's unique situation and match them with a flexible loan program that fits their needs, helping you provide faster funding.

With the demand for alternative financing expected to skyrocket within the next couple of years, now is the perfect time for realtors to tap into this market and incorporate these programs into their product sets to stay competitive.



LendSure Home Loans

877-395-9002

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