

APRIL 2024

# LoanNEX<sup>®</sup> MarketINTEL

CORRESPONDENT EDITION

The Latest Insights Shaping Capital Markets

**LoanNEX has all the latest insights shaping the Non-QM mortgage market from the widest spectrum of products, programs, lenders and investors. Last month saw volumes continuing to grow with more and more originators accessing these products for their borrowers!**

## Market Trends

Loan scenarios priced on LoanNEX hits a new milestone of over 40,000 unique loans. Volume growth remains robust across all channels, with wholesale volume witnessing a remarkable 16% month-over-month increase.

Non-QM volume continues its ascent, driven by strong market support and heightened borrower demand, notably from self-employed individuals and investment property seekers. Spreads for prime jumbo, second homes, and non-QM loans have shown improvement, reflecting the growing market liquidity.

Depositories continue to scale back on portfolio loan options, redirecting focus to non-bank investors. In response, we actively collaborate with lenders and brokers to seek alternative options to meet customer demand and expand their product offerings. With LoanNEX hosting 85% of non-agency products, we stand ready to support you and your team in navigating these changes and growing your business.

Rate Trends: In Q1 2024, 3-30-year Treasury rates experienced an upward shift of 50-75 basis points and the spread between Non-Agency and Agency 30-year fixed rates narrowed by approximately 50 basis points.

## Announcement

LoanNEX was established with a mission to provide intuitive and relevant solutions to mortgage participants, facilitating access to a broader borrower base. We are delighted to announce the launch of our services with **Redwood Trust** as their enterprise pricing engine (PPE) and lock management platform.

# LoanNEX<sup>®</sup> Market Intel SERIES



## Future Market Intel SERIES Dates

**May 16, 3:00pm EST**

**June 27, 3:00pm EST**

## Correspondent Investors

AD Mortgage  
Arc Home Loans  
Angel Oak  
Acra Lending\*\*  
Apollo\*\*  
Bayview Loans\*\*  
Carrington Mortgage Services  
Deephaven  
eRESI\*\*  
First Nation Bank of America\*\*  
Flagstar Mortgage\*\*  
LoanStream  
Logan Financial

Luxury Mortgage  
Maxex  
NQM Funding\*\*  
Newfi  
NewRez  
OakTree Funding  
Onslow Bay  
Redwood Trust\*\*  
SG Capital Partners  
Stronghill Capital  
Titan Bank  
Verus\*\*  
Vista Point  
Western Alliance Bank\*\*

\*\*Lock Management Services

[Schedule a Demo](#)

## LoanNEX Integration Partnerships



### Encompass

- **Buy-side Enterprise Solution:** Available to all channels for pricing, eligibility and full lock management services in Encompass and TPO Connect.
- **Retail Enterprise Solution:** PPE, lock management and secondary services available for all products or delivered as a Non-Agency specific service to augment your existing PPE services.

Modern technology for the mortgage industry. LauraMac delivers SaaS solutions that enable valuable insight and powerful control for originating, trading, and reviewing loans.

Empower buyers and sellers with transaction transparency. An intuitive suite of capital markets components that enable deep insight and full control

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## Correspondent Partner Announcements



Meet with **MAXEX** at the MBA Annual in Philadelphia! MAXEX, the first multi-seller to multi-buyer mortgage exchange, wants to help you expand your business with access to multiple high-quality investors for Jumbo, Non-QM, DSCR, Agency-eligible, Scratch and Dent loans plus so much more. Book a meeting with us today by clicking the link below.

Link: <https://www.maxex.com/mba-annual>  
Contact: Jennifer Bates, [JBates@maxex.com](mailto:JBates@maxex.com), for more information.



**NQM Funding** is a national lender that focuses solely on the Non-QM / Nonagency space. Deliver Delegated or Nondelegated:

- **Loan amounts to \$8,000,000**
- Bank Statement LTV's up to 90%



By year end 2022, a remarkable 82% of homeowners enjoyed an interest rate below 5%. Consequently, there has been a decline in the demand for traditional cash-out refinancing. This is exactly where Vista Point's Closed-End Second loan proves valuable! Rather than discarding the original low interest rate, a second loan creates a blended rate giving your borrower a lower payment solution. Discover the potential savings for your specific situation by visiting [www.Blendedrate.com](http://www.Blendedrate.com) and see how much your borrower can reduce their monthly mortgage payment by using our Closed-End Second Cash Out Equity Solution.

For more information, please contact [info@vistapointmtg.com](mailto:info@vistapointmtg.com).



- ITIN (Full Doc and Bank Statement)
- DSCR less than 1% (and No Ratio)
  - Mixed Use
  - 5-10 unit residential DSCR
- Asset Utilization to 90%

For more information on this program or about partnering with them, please visit their [website](#) or email [Rudy Orman](mailto:Rudy.Orman).




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## Deephaven

Grow Your Correspondent Business with Deephaven!

Deephaven has improved pricing for their DSCR cash flow loan! If you have an investment deal on your desk that requires a cash flow loan, send it to Deephaven. Get the word out to your clients that you have access to a DSCR product that is competitively priced! Deephaven's DSCR product includes a Business Purpose loan that allows brokers not licensed in certain states. Loan amounts up to \$2 million, no income or employment information required.

Contact Tom Davis  
at [tdavis@deephavenmortgage.com](mailto:tdavis@deephavenmortgage.com)  
**Learn More:** <https://deephavenmortgage.com/>




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## ONSWLOW BAY FINANCIAL

An Annaly Company

**Onslow Bay Financial LLC** ("Onslow Bay") is a wholly owned subsidiary of Annaly Capital Management, the largest US mortgage REIT. Onslow Bay has been purchasing non-QM loans since 2016 and honored all commitments throughout the COVID crisis and the most recent rate/credit volatility.

Onslow Bay offers a comprehensive suite of competitively priced programs, fully delegated, or non-delegated, bulk or flow, including full and streamline documentation, bank statement, WVOE,



### Choose the Best Non-QM Partner...Verus

In this challenging market, non-QM can be a much needed, new revenue stream. Start serving borrowers who require more flexibility – those with nontraditional income, property investors, foreign nationals or borrowers seeking interest-only options. Grow your pipeline with non-QM and the right partner, Verus – the largest issuer of non-agency securitizations. Ask about our Closed End Second Lien Mortgage Program that lets borrowers access their home equity – without impacting the interest rate on their first mortgage.

Contact Jeff Schaefer, EVP – National Sales,  
at [jschaefer@verusmc.com](mailto:jschaefer@verusmc.com) or 202-534-1821.



Know your options with [Newrez Correspondent](#).

We offer 3 key Non-QM programs named the Smart Series to help you close more loans.

**[Smart Edge – Full Documentation – Primary Home, 2<sup>nd</sup> Home and Investment Properties](#)**

- Non-Warrantable Condos & Condotel
- 40 year interest only
- Assets to Qualify
- LTV's to 85% with no MI
- Buydowns available

**[Smart Self – Self-Employed borrowers - Primary Home, 2<sup>nd</sup> Home and Investment Properties](#)**

- 12 or 24 month bank statements or 1099's to Qualify
- Personal or business bank statements acceptable
- LTV's to 85% with No MI
- Buydowns available

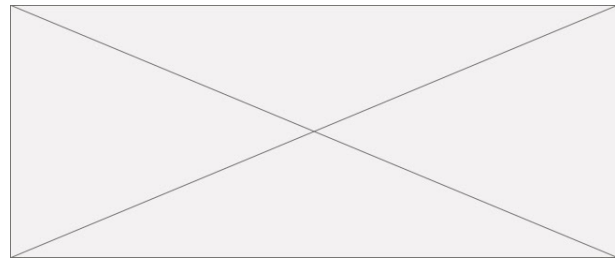
**[Smart Vest – Investment Properties - DSCR program with options below 100](#)**

P&L, asset depletion, asset utilization, and DSCR income documentation analysis for US borrowers and foreign nationals. We also recently added cross collateralization loans, and second trust deeds. Onslow Bay has been the largest non-bank securitizer over the last two years (2021-2022) according to Inside Mortgage Finance.

- First time investor allowed
- Interest only options available
- Borrower can own unlimited properties
- Short term rental income can be used on refinances

Whether you are currently approved or looking to expand your investor base [contact us](#) now.

For more information, please email [sales@onslowbayfinancial.com](mailto:sales@onslowbayfinancial.com) or call the Onslow Bay sales line at (646) 979-1460.



**Stronghill Capital, LLC** is excited to announce that we have expanded our Correspondent footprint to include Consumer Purpose and Business Purpose properties located in all 50 states! In addition, our Non Delegated footprint is in all but the Northeast Corridor of the U.S. for Consumer and Business purpose. And our Wholesale Channel also continues to grow, lending in 14 states and growing for Consumer purpose and all states minus IA and NV for Business Purpose. With our **DSCR program** that supports **1-4 Unit properties**, your investor clients can qualify using rental cash flow only with a ratio of **0.75**. We allow for Delegated and Non-Delegated Correspondent delivery on all Consumer and Business Purpose loan products. Vesting in a naturalized person or an entity is also permitted with **Stronghill Capital, LLC**.

We are growing and we want your company to grow with us!

Send your scenario to our Structure Desk at [IncomeReview@stronghill.com](mailto:IncomeReview@stronghill.com) or contact Matt Brammer at 440.382.3183 or [mbrammer@stronghill.com](mailto:mbrammer@stronghill.com). (Stronghill Capital, LLC NMLS ID 2321153)



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You can update your preferences or unsubscribe from this list.