

MAY 2024

LoanNEX[®] MarketINTEL

CORRESPONDENT EDITION

Market Trends

The Non-QM market is always changing, and the first few months of 2024 are no different. LoanNEX is your resource for staying on top of trends and having access to all the market options.

Interest Rate Trends

- The yield curve is flattening, with long-term rates rising.
- Spreads between the LoanNEX Gold rates (prime Non-QM) and Fannie 30-year fixed rate are tightening, indicating strong investor demand for strong credit Non-Agency products.
- Pricing for DSCR products has also tightened to LoanNEX Gold pricing, showing continued strong demand for Investment Property loans.

Product Trends

- Full Doc loan volume is growing with the growth of prime jumbo demand.
- Increasing demand for ARMs as long-term rates are increasing.

MARKET REVIEW REPORT

LoanNEX News

We have been listening to our clients, and based on your feedback and market trends, LoanNEX is excited to announce significant platform updates that will be released early this summer. Several enhancements are being made to expand product navigation with more refined results, including CES and HELOC loans, expanded prepay navigation for investment properties, and several

Announcement

At LoanNEX we have long been committed to transforming the lending landscape with solutions that leverage technology to drive efficiency, access, transparency, and success for our valued clients.

Our relationship with Redwood Trust, Inc. and Verus on our enterprise pricing engine (PPE) and lock management platform inside the **LauraMac** Loan Acquisition System represents a significant

other PPE enhancements. Additionally, we are significantly expanding our lock management and capital markets tools for even more robust and sophisticated enterprise lock management services.

milestone in this journey.

Watch your email for information, or contact your LoanNEX rep for a preview of things to come.

Pro Tip to Pass Along to Your Loan Officers

Loan Officers, are you exhausted from reading guidelines to decipher all the additional requirements? LoanNEX is your time-saving solution. Once you've priced a scenario, click on the Eligibility Q&A in the pricing table to access the Lender's customized Q&A. This series of Y/N questions will efficiently guide you through everything you need to know for that specific Lender Program, adjusting pricing and eligibility based on your answers. No more endless guessing or time-consuming research. Log in to your LoanNEX account now.

	Eligibility Q&A	Scenario Details	
d)			
d)			

[SIGN IN](#)

LoanNEX[®] Market Intel SERIES

Discover Opportunities in Today's Mortgage Market Webinar

May 16, 3:00pm EST



BRIDEEN



RAJ



ELOISE



ALLISON

This insightful webinar features renowned leaders Eloise Schmitz and Raj Parekh of LoanNEX, Allison Ashmore of Vista Point Mortgage, and Brideen Gallagher of SG Capital Partners.

Why Should You Attend?

- Gain insights into Non-QM market trends relating to pricing and products.
- Understand borrower demand for expanded products. Are you missing out?
- Learn about why your partners and their products matter in today's market.
- Learn about trends and pro-tips for serving the Second Lien market.
- How current rates are impacting pricing by product and credit profiles.

REGISTER TODAY

Future Market Intel SERIES Date

June 27, 3:00pm EST

Upcoming Conference

LoanNEX

MBA Secondary Conference
NY 2024

Let's Connect

Marriott Marquis >



LoanNEX will be at the Secondary Conference in NYC. Set up a time to meet with Raj Parekh or Eloise Schmitz, and let us discuss how LoanNEX can help expand your business.

SCHEDULE TIME HERE

Correspondent Investors

AD Mortgage
Arc Home
Angel Oak
Acra Lending**
Apollo**
Bayview Loans**

Luxury Mortgage
Maxex
NQM Funding**
Newfi
NewRez
OakTree Funding

Carrington Mortgage Services
Deephaven
eRESI**
First Nation Bank of America**
Flagstar Mortgage**
LoanStream
Logan Financial

Onslow Bay
Redwood Trust**
SG Capital Partners
Titan Bank
Verus**
Vista Point
Western Alliance Bank**

[LEARN MORE](#)

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** Lock Management Services

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.

Correspondent Partner Announcements



SG Capital offers Correspondent sellers access to competitive NonQM, DSCR and Second Lien options uniquely leveraging Agency AUS and our Fund, as well as market leading customer service, to create differentiation in an increasingly competitive environment. Contact us to learn more about how we can partner and help you



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

take advantage of this growing segment of the residential mortgage market.

Brideen Gallagher

Senior Business Development Manager
bgallagher@sgcp.com



Meet with **MAXEX** at the MBA Secondary show in New York City! 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. Come see us at the Iroquois Hotel May 20-21.

Link: <https://www.maxex.com/mba-annual>
Contact: Jennifer Bates, 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%
- 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).



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 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.



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, 2nd 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, 2nd 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](#)

- 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.



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

Learn More: <https://deephavenmortgage.com/>



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, 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.



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 or 202-534-1821.



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

Onslow Bay has been the largest non-bank securitizer over the last two years (2021-2022) according to Inside Mortgage Finance.

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



Newfi Correspondent, a national Non-QM and Second Lien Mortgage Banker, is excited to announce that Todd Lautzenheiser was appointed as Senior Vice President of Correspondent Sales! He will lead a group of talented VP, Correspondent Account Executives that also joined the Newfi team including Alex Clark, Bill Parnell, Joe Matteo, Marty Yocum, Michael Milich, and Zeenat Zonte. This growth exemplifies Newfi's ongoing commitment to and leadership in the Non-Agency space. Reach out to [Todd Lautzenheiser](#) or [John Wise](#) to connect with our team or schedule a meeting for the MBA Secondary.

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 or contact Matt Brammer at 440.382.3183 or mbrammer@stronghill.com. (Stronghill Capital, LLC NMLS ID 2321153)



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You can update your preferences or unsubscribe from this list.