

MAY 2024

LoanNEX[®] MarketINTEL

WHOLESALE 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

LoanNEX is Launching New Look and Expanded Features: 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 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.










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

LoanNEX is excited to announce the launch of our enterprise PPE and Lock Management services with Redwood Trust in the LauraMAC LAS platform. We are proud to be partnering with Redwood Trust as their new lock management service and look forward to working with their clients.

LoanNEX Pro Tip

Tired of reading guidelines to figure out all the additional guideline requirements? LoanNEX has the solution for you. After you price a scenario, just click on the Eligibility Q&A in the pricing table to access the Lender customized Q&A. The series of Y/N questions will guide you through everything you need to know for that specific Lender Program and it will adjust pricing and eligibility based on your answers. No more guessing or researching. Just login to LoanNEX account through the LoanNEX Broker Marketplace or through your Lender's URL, and be the Non-QM hero your borrower needs.

LoanNEX Pro Tip

	Eligibility Q&A	Scenario Details	
d)			
d)			
			



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. We are excited to be joined by Allison and Brideen as they share their knowledge and expertise, highlight trends for Second Lien products, and provide tips for navigating today's market.

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

Wholesale Lenders

ACC Mortgage

Flagstar Mortgage

AD Mortgage
AHL Funding
Angel Oak Mortgage
Arc Home
AXOS
Bluepoint Mortgage
Broadview
Capital Alliance
CLOUT WMB
Deephaven Mortgage
Developer's Mortgage
DG Pinnacle
Easy Street Capita

Loan Guys
Loan Lock Prime
Loan Stream
Logan Financial
Luxury Mortgage
MC Financial
Newfi
NQM Funding
Ponce Wholesale
Solve Mortgage
Stronghill Capital
Visio Lending

Experience the power of LoanNEX Broker Marketplace: your one-stop hub for Non-Agency wholesale options. Uncover options, test scenarios, and collaborate seamlessly with 25 leading lenders. LoanNEX simplifies the Non-QM program maze, empowering your journey. Log in today and unleash the possibilities. Also accessible on LendingPad for all LendingPad Brokers.

[SIGN IN](#)

[SIGN UP](#)

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.

Product and Pricing discovery for wholesale brokers.

Your insights drive our service enhancements to meet evolving needs. If you have specific vendors in mind for LoanNEX partnerships, please let us know here.

Wholesale Partner Announcements



Supercharge your lending success with AHL Funding, the Non-QM wholesale powerhouse. Our tailored solutions redefine what's possible, offering brokers a seamless path to 'yes' for every borrower. Backed by a dedicated team of experts, AHL Funding ensures your deals close smoothly, with competitive rates and streamlined processes. Elevate your business with AHL Funding – your strategic ally in navigating the dynamic landscape of Non-QM lending. Join us and unlock a world of possibilities, where every loan is a success story waiting to happen.

For more Information, please contact: info@ahlfunding.com or call (949) 566-1515.



If you have a self-employed borrower who you've been struggling to find an outlet for be sure to check out Flagstar Bank's newly unveiled Advantage Bank Statements Plus loan. It offers a lot of extras including No reserves are required on rate/term refis <=65%, asset depletion can be included as supplemental income, and subordinate financing is allowed. Another advantage—the loan comes with fixed, ARM, and interest-only options.

If you are not yet a customer of Flagstar's visit Flagstar.com/why to learn more or email tpleads@flagstar.com to get in contact with an AE in your area.



Fund more loans with LoanLock Prime! We specialize in unique loans and have a broad range of products. February pricing specials with 0.500% bonus on Non-QM for newly locked loans in February.

Our most popular programs include:
 DSCR Blanket Loans with No Lender Points, Loans to \$6.25MM.
 Down Payment Assistance- Loans to 3.5% of Sale Price/Appraised Value, LTV to 100%.

Contact us today at marketing@loanlockprime.com or call (855) 671 LOCK, www.loanlockprime.com



NQM Funding focuses solely on the Non-QM / Non-Agency space. You can broker your business to us or sell on a Delegated or Nondelegated basis. Key Features:

- Bank Statement loans starting at 660 score, LTV's up to 90% (12mo or 24mo)
- P&L with 2 months bank statements to 90%
- **Loan amounts to \$5,000,000 (higher on exception)**
- DSCR less than 1% (and No Ratio), DSCR up to 10 units, mixed use up to 8 units
- 1099 income
- Asset Utilization to 90%
- ITIN (Full Doc and Bank Statement)
- Foreign National
- Condotels

Solve Mortgage has recently launched a new Suite of Investor DSCR Programs, which features:

1. No Ratio Loans
2. Vacant Refinances
3. Short Term Rentals & Condotels
4. First Time Investors & Homebuyers
5. Currently Listed Properties
6. Rural Properties
7. 6+ Months Seasoning for Cash Out Refinances
8. 5-10 Unit Apartments
9. 5-8 Units Mixed-Use
10. Only 50%+ of LLC Members
11. LLCs members of LLCs...and more.

Solve Non-QM Smoothly: Superior Rates & Flexible Guidelines.



- 2nd Lien (purchase money or cash out) to \$500,000

Contact us:

Wholesale - Chris Penesso -

cpenesso@nqmf.com

Correspondent - Rudy Orman -

rorman@nqmf.com



AD Mortgage

A&D Mortgage announces the launch of our ITIN Mortgage program, offering a unique home financing solution for individuals without Social Security numbers. Tailored for non-U.S. citizens and residents, this program features competitive rates, a simplified application process, and loan amounts up to \$1 million. Our commitment is to inclusivity and financial empowerment, ensuring that the dream of homeownership is accessible to a wider community. Explore this opportunity and take a step closer to owning your dream home!

LINK: <https://admortgage.com/blog/ad-mortgage-launches-innovative-itin-mortgages/>



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