

# LoanNEX<sup>®</sup> MarketINTEL

CORRESPONDENT EDITION

## Interest and Market Trends

Trends across the Non-Agency industry remain strong in both Non-QM and Prime Jumbo. Non-QM interest rates have decreased slightly over the past month, indicating strong investor demand, however agency pricing has seen a slight uptick. This tightening can be attributed to the strong liquidity in the Non-QM market including Second Lien. Second Lien products continue to be a go to option for borrowers to tap the equity in their homes while today's higher rates keep refi options from making economical sense.

LoanNEX is also seeing strong increase in LO engagement in Non-Agency products. More products, more investors and more LOs driving more solutions to borrowers!

## Product Trends

- Loans Priced in May exceed \$22B and locked loans were \$1.4B
- Mix of Purchase vs Refi was 67%/33%, respectively, a 1 point increase for Refi. This increase is from investment properties refis and second liens classified as C/O refis
- Doc Type
  - Full Doc down in mix by 2%.
  - Alt-Doc trending up in 1099 and Asset Depletion doc types.

## LoanNEX NEWS

- LoanNEX 2.0 updates coming soon! We are very excited to launch our updated NexApp and Secondary Marketing enhancements! See our webinar information for more details
  - Expanded second lien product support and enhanced navigation
  - Lock management tools delivering expanded end-to-end lock management tools
- Eloise Schmitz was recently featured on a podcast with Michael Hammond discussing current market trends.

Congratulations to our CEO, Eloise Schmitz, on being named one of the Progress In Lending Association's Most Powerful Women in Fintech.

### Eloise Schmitz named in the Most Powerful Women in Fintech



[Click here to see the full article.](#)

### Podcast: Eloise Featured on Fintech Hunting with Michael Hammond



[Click here to listen.](#)

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



## Navigating Today's Mortgage Market: Innovations and Opportunities

**June 26 2:00pm CST**

Join us for an enlightening webinar that explores the dynamic landscape of today's mortgage market, hosted by the distinguished Eloise Schmitz and Raj Parekh from LoanNEX. As the industry continues to evolve, understanding the nuances of market trends, borrower demands, and technological advancements is crucial for every mortgage professional. This session is designed to arm you with the knowledge and tools to adapt and thrive in an ever-changing environment.

### Why Should You Attend?

- Market Insights
- Broadening Product Horizons
- Focused Expertise on Second Liens
- Technology Showcase Introducing LoanNEX 2.0:
  - NEXapp Enhancements
  - Expanded second lien product support and enhanced navigation
  - Expanded end-to-end lock management tools

REGISTER TODAY

### Correspondent Investors

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

Maxex  
NQM Funding\*\*  
Newfi  
NewRez  
OakTree Funding  
Onslow Bay  
Redwood Trust\*\*  
SG Capital Partners  
Titan Bank  
Verus\*\*

[SIGN IN](#)[SIGN UP](#)

## Correspondent Partner Announcements

**SG CAPITAL PARTNERS**

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

**Brideen Gallagher**

Senior Business Development Manager  
[bgallagher@sgcp.com](mailto:bgallagher@sgcp.com)

**BAYVIEW**<sup>®</sup>  
LOAN SERVICING

We are excited to announce that the Bayview Agency Investor Plus (AIP) product has been updated to include a pre-payment penalty option and/or an interest only option for the 30 Year Fixed Rate product term.

**Key features:**

- Max price of 103.0 - 104.5 depending on program options.
- Ability to close in an LLC and up to 50 properties (certain products).
- Ideal for maximizing cash flow on rental properties.
- Rate sensitive borrower: 30yr w/ PPP offers lower note rate than standard 30yr offering.
- Payment sensitive borrower: IO payment option allows for significant monthly payment savings.
- Up to \$1.5M loan amount.

Contact our sales team to learn more.



eRESI Mortgage is looking to be your NonQM partner of choice. The eRESI difference is in the combination of our capital strength, our breadth of product, including Closed End 2nds, plus our common-sense exceptions and a Client Services team that works hard for you. Our foundation is built on experience and knowledge, and our dynamic proprietary technology gives you the transparency you need at every step!

To learn more, please contact our Business Development team at [sales@eresimortgage.com](mailto:sales@eresimortgage.com).



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