

August 2026



## Market & Rate/Product Trends

The yield curve is rising, while tightening Non-Agency spreads are creating a unique dynamic between Agency and Non-Agency products. This is most clearly reflected in DSCR pricing, which has moved INSIDE Agency pricing for the first time and remained there for the past three weeks. This is a significant development, highlighting the impact of strong institutional demand and the value investors place on prepayment structures.

This rate environment has created pockets of opportunistic refinance activity, with the refi mix increasing slightly as Non-Agency pricing tightened relative to Agency. We are also seeing increased Second Lien activity across all property types. Historically, we have seen a volume spike in the fall months, and with rates and spreads changing quickly, we do expect the Non-Agency market to remain strong through the rest of the year.

One thing remains constant: change. LoanNEX keeps you ready for what's next. As the go-to platform for Non-Agency, LoanNEX puts product options, pricing, and eligibility at your fingertips so you can **navigate every opportunity with confidence.**

[Schedule a demo today!](#)

ACCESS MARKET REPORT

## Pro Tips

### Exception Management in LoanNEX!

Did you know exceptions account for 30-40% of Non-Agency volume, yet most teams still manage them through emails, spreadsheets, or manual overrides? LoanNEX's integrated Exception Management brings the full process, from request to resolution, directly into your lock and delivery workflow.

#### With Exception Management, your team can:

- ✓ Submit and review requests without leaving LoanNEX
- ✓ Approve at the line-item level with fully customizable request forms
- ✓ Track status and pricing impact in real time, tied to the loan record
- ✓ Manage guideline and pricing exceptions in one workflow with built-in audit trails
- ✓ Pull exportable reports, or have automatically delivered files on a scheduled cadence

**Interested?** Contact your Account Manager or [request a meeting to explore options!](#)

[Request a Meeting](#)

## Events

### **LoanNEX Virtual Roundtable**



Join us for a timely discussion on how lenders are adapting to a more diverse borrower landscape, expanding product reach, and finding more opportunities beyond traditional Agency guidelines.

#### **Hear from:**

- > Bryan Budd - Rocket Corr+
- > Tony Blond - Carrington Mortgage
- > Eloise Schmitz - LoanNEX
- > Raj Parekh - LoanNEX

 **Date:** September 10th

 **Time:** 11:00 AM CT

 [\*\*Register now!\*\*](#)

[Register Here!](#)

### **MBA Annual in Chicago**



LoanNEX is headed to MBA Annual in October, and we're not just attending, we're transforming the conversation.

 If you can't see it, you can't sell it. Let's fix that.

 [\*\*Book time with us in October!\*\*](#)

[Schedule a Meeting](#)

## FEATURED CLIENTS



In honor of Bad Poetry Day on August 18, the eRESI team would like to share a truly terrible poem.

There once was a lender named Rex,  
Who spent all day hunting for specs.  
But with eRESI's tools,  
And fewer workflow snafus,  
The path to purchase became less complex.

The poem may be bad, but the eRESI experience is better than ever.

Whether you work in Encompass or LoanNEX, eRESI is making it easier to move loans from origination to purchase. New enhancements streamline eligibility, locking, and loan delivery. Encompass users can complete eligibility reviews, access pricing, and streamline closed loan delivery, all within the Encompass ecosystem. LoanNEX users benefit from integrated product selection, pricing, and locking, plus a new Eligibility Certificate that helps determine guideline alignment.

**Learn more about the new eRESI Eligibility Certificate, available in LoanNEX today.** Email [sales@eresimortgage.com](mailto:sales@eresimortgage.com).



#### Oaktree Funding's **Equity Advantage**

**HELOC** gives correspondent lenders a faster, more flexible way to help borrowers access their home equity while keeping deals moving.

Available in first and second lien positions, the program offers loan amounts from **\$150,000 to \$750,000**, with options for primary residences, second homes, and eligible investment properties. Flexible documentation, including Full Doc, Bank Statement, 1099, and P&L programs, allows you to qualify a broader range of borrowers with confidence. Even better, we've streamlined the process to help you close loans faster.

**Beginning today, brokers can independently price and lock first and second lien HELOCs up to \$750,000 without requesting an exception. Additionally, all HELOCs and Closed-End Second Liens can now be locked immediately by the broker**, eliminating the wait for initial underwriting approval before securing a rate.

Combined with competitive guidelines, financing up to **90% CLTV** on eligible transactions, and responsive correspondent support, Equity Advantage HELOC delivers.

## ONSLOW BAY FINANCIAL

An Annaly Company

**Looking to expand your non-QM production?** Partner with Onslow Bay Financial – We had a record-setting 2025. Our flow channel funded \$16.5B in loans and completed 29 securitizations totaling \$15.2B in proceeds. And starting off 2026, with a record first quarter. We funded just shy of \$2 billion in March and ended the quarter at \$5.1 billion of purchases.

With a full suite of Non-QM, Agency 2nd Home / Investor, CES, HELOC, and Jumbo products, Onslow Bay offers unparalleled product flexibility and superior secondary market execution with both Delegated and Non-Delegated options. New technological innovations like our Laminr bank statement calculator help streamline purchases.

Interested in learning more about how our products, pricing, and technology can work for you? Please reach out to [OBSales@onslowbayfinancial.com](mailto:OBSales@onslowbayfinancial.com).



Many borrowers assume rural properties are difficult to finance, but that doesn't have to be the case. American Heritage Lending's **All Star Program** now helps brokers finance eligible rural properties with competitive Non-QM solutions designed to expand financing opportunities beyond traditional guidelines.

Qualified borrowers can finance eligible rural properties with **up to 80% LTV for purchases, 75% for rate & term refinances, and 70% for cash-out refinances**. The program supports properties with **up to 10 acres, a 680 minimum FICO**, and straightforward eligibility requirements, making it easier to help clients looking for more space without sacrificing financing options.

Whether your borrowers are purchasing a home with acreage or refinancing an existing rural property, AHL provides the flexibility, competitive pricing, and dedicated broker support to help you close more loans.

Run your next rural property scenario in **LoanNEX** and discover how American Heritage Lending can help you grow your pipeline with more financing solutions.

Join us today at [www.ahlendtpo.com](http://www.ahlendtpo.com) and start offering smarter solutions to your clients. Contact us today, [James.Gueltzow@ahlend.com](mailto:James.Gueltzow@ahlend.com).

## Supercharge your pipeline with Pennymac Correspondent's Non-QM Suite

You clients don't always fit into a neat box. Your loan product offering shouldn't either. Pennymac's new Non-QM Product Suite (DSCR, A+, A, & A-) is designed for the modern borrower offering flexible solutions to help capture business that traditional Agency guidelines leave behind..

For self-employed entrepreneurs to first time and seasoned investors, our programs empower you to say "yes" more often. Our expanded line up includes: DSCR, 12 or 24 months Bank Statements, 1 or 2 years Full Documentation, WVOE, 1 year 1099, and two Asset Based programs - Asset Depletion and Asset Qualifier.

Expand your reach, grow your pipeline, and deliver the dream of homeownership to a wider range of Clients. Contact your Pennymac Correspondent Sales Rep to get started.



Arc Home's Closed-End Second program gives Correspondent lenders another way to serve homeowners with competitive pricing, flexible qualification options, and fixed-rate terms designed for today's market.

### Highlights:

- Pricing up to 107.50 on select scenarios
- Loan amounts up to \$500K
- Full Doc & Alt Income options
- Fixed-rate terms from 10–30 years

Contact John Gibson [jgibson@archome.com](mailto:jgibson@archome.com) to learn more.



### Expand Your Non-QM Takeout Options with BluePoint Correspondent

Select **BluePoint** as an investor in LoanNEX today to review pricing, eligibility, and takeout opportunities for Non-QM production.

#### Product Highlights:

- **12-Month Bank Statement, P&L Options:**
  - Loan amounts up to \$4MM
  - Min. FICO 620
  - Up to 90% LTV
- **Closed End Seconds**
  - Up to 90% CLTV
  - Loan amounts up to \$500,000
  - Min. FICO 680
- **DSCR Options:**
  - Min. FICO 640



### Get 30 Days of Complimentary Access to Logan Finance Pricing on LoanNEX

For 30 days, correspondent lenders not yet approved with Logan Finance can access our Non-Delegated and Delegated loan programs and live pricing on LoanNEX.

### See how Logan compares on pricing, support, and execution — no commitment required.

- **Pricing Execution:** Consistent, competitive pricing you can count on
- **Operations Support:** Direct, high-touch communication backed by real technology
- **Scenario Driven:** Direct answers from real underwriting experts
- **Marketing/Training:** Co-branded resources to help you grow

Ready to see the difference? Contact Chuck Vaughn or email [support@loanex.com](mailto:support@loanex.com).

Logan Finance Corporation | NMLS #127722 | Equal Housing Opportunity Lender



### Expand Your Non-QM Opportunities with Mega's MVP Program

Mega Capital Funding's MVP Non-QM program provides Non-Delegated Correspondent partners with flexible financing solutions for borrowers who may not qualify under traditional agency guidelines.

#### MVP Program Highlights:

- Loan amounts up to \$3 million
- Max 90% LTV on eligible purchase and rate-and-term transactions
- Minimum 660 FICO
- DTI ratios up to 50%
- Fixed-rate, ARM, and interest-only options
- One-year full doc, Bank Statements
- 1099, P&L, and Asset Depletion

Take Advantage of Our Purchase Special!

Receive an additional 25-bps pricing improvement on eligible MVP purchase loans.  
Lock by 8/31/26  
Fund by 9/15/26

- Loan amounts up to \$3.5MM
- DSCR ≥ 1.00 option available

[BPCorr.com](http://BPCorr.com) | (949) 771-2305 | Become a Partner **Today!**



**Planet's correspondent Non-Agency program is built around the way you do business, offering operational flexibility and support from underwriting through servicing.**

Choose delegated or non-delegated delivery based on loan type and your business needs. Before loan submission, leverage our scenario desk for bank statement income calculations, non-warrantable condo approvals, and quick evaluations of complex lending scenarios.

**Forward commitments, flexible reliance letter options, and rated residential and commercial servicing platforms** give you the operational flexibility and specialized expertise to support your Non-Agency business at every stage of the loan lifecycle.

To explore partnership opportunities and view our Non-Agency offerings, visit [info.phlcorrespondent.com/non-agency/](http://info.phlcorrespondent.com/non-agency/).



#### Non-QM Strategies & Tools Webinar

Join Rocket Corr+ on August 20th at 2PM, for a live webinar focused on how to simplify non-QM discovery, approval, and execution through a more connected workflow.

In this session, we will cover:

- The Rocket Corr+ difference in Non-QM Delegated Correspondent
- Expanded eligibility and where Non-QM fits in today's market
- Best practices and FAQ's for Non-QM execution

Looking to scale your strategy, this webinar is designed to help your team move forward with greater confidence and clarity.

[Reserve your spot today.](#)



Is your borrower buying a new home but hasn't sold or started renting out their current property?

Mega is also updating MVP pricing and LLPAs. Many LTV/FICO combinations will receive meaningful improvements, helping strengthen pricing around 7% and below.

Turn more Non-QM opportunities into successful closings.

Contact your Mega representative today to discuss your next scenario or review the complete MVP Matrix and Guidelines.



#### Expand Your Non-QM Opportunities with Homebridge Correspondent

Homebridge Correspondent is a national lender delivering Non-QM mortgage solutions, competitive pricing, and exceptional service to help our correspondent partners serve more borrowers and close more loans.

#### DSCR Highlights (Access Investor Cash Flow)

- Loan Amounts Up To \$3 Million
- No Minimum DSCR
- Gift Funds Eligible
- Short-Term Rental Income Allowed
- Cash-Out Available with No Seasoning
- Unlimited Cash-Out
- Minimum FICO of 620
- Non-Warrantable Condos Allowed
- Close in an LLC or Corporation
- Up to 20 Properties Owned Allowed on 2nd home/investment transactions
- Prepayment Options Available in Certain States

Want to learn more about our Non-QM product offerings or how to become a Homebridge Correspondent partner?

Contact: Marty Yocum, Account Executive  
(214) 668-3353 | [martin.yocum@homebridge.com](mailto:martin.yocum@homebridge.com)

Visit [HomebridgeCorrespondent.com](http://HomebridgeCorrespondent.com) for additional product and partnership information.



**Vista Point Mortgage continues to expand its Non-QM platform** with enhanced WVOE 1st Lien and Full Doc Closed-End Second (CES) guidelines designed to create more opportunities for our Correspondent partners.

#### RECENT EXPANSIONS INCLUDE:

- ✓ WVOE 1st Mortgages up to 85% LTV
- ✓ WVOE now eligible for Non-Owner-Occupied properties
- ✓ Full Doc CES with credit scores as low as 640\*
- ✓ Warrantable condos up to 90% CLTV \*\*

Use projected rent to offset mortgage and qualify them without needing the sale first.

**Here is the breakdown of how we handle the math:**

- Income Calculation: We use market rent and apply the 75% rule to determine cash flow.
- Minimal Paperwork: No lease or listing agreement is required to move forward.
- Reserve Requirements: The borrower must show an additional 2 months of PITIA for the subject property.
- Qualifying Note: While we use the 75% rule for calculations, positive cash flow from a departing residence cannot be used as qualifying income without an active lease.

Interested in learning more? Reach out to your Account Executive today to learn more or find our pricing in LoanNEX.

- ✓ 2-4 units up to 85% CLTV
- ✓ More flexible listing and ownership seasoning\*\*

Backed by more than \$13B+ in total funded volume, Vista Point delivers the experience and reliable execution you need to expand eligible production.

Learn more at [www.VistaPointMortgage.com](http://www.VistaPointMortgage.com).

\*Eligible owner-occupied loans up to \$350K; maximum 70% CLTV. \*\*Eligible Full Doc CES loans up to \$500K. Program restrictions apply.

## INTEGRATED PARTNERS



## Newly Released!



## CORRESPONDENT INVESTORS

Acra Lending  
AD Mortgage  
ADAMAS  
American Heritage Lending  
Amerihome Mortgage Company  
Angel Oak Mortgage  
Arc Home Loans  
Arch Mortgage Funding  
Athene Asset Management  
BluePoint Mortgage  
Button Finance  
Carrington Mortgage Services  
Champions Funding  
ClearEdge Lending  
Deephaven  
Ellington Management Group

Logan Finance Corp.  
Lone Star Funds  
Luxury Mortgage  
Maxex  
Mega Capital Funding  
Newfi  
Newrez  
NQM Funding  
Oaktree Funding Corp.  
Onslow Bay Financial  
PennyMac  
Planet  
Onity Mortgage Corp f/k/a PHH Mortgage  
Redwood Trust  
Rocket Corr+  
SG Capital Partners

eResi  
First National Bank of America  
Homebridge Financial Services, Inc.  
HomeXpress  
LenderMac  
LoanStream Mortgage

Silver Hill Capital  
The Money Source  
Verus  
Vista Point  
Western Alliance

**SIGN IN**

**SIGN UP**



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