

October 2026

LoanNEX[®] MarketINTEL

CORRESPONDENT EDITION

Market & Rate/Product Trends

Fall is proving to be a challenging environment for originators: volume is slowing, margins are tight, and rates are up, with no clear line of sight to this environment changing. Demand is clearly increasing for second-lien products, and a broad set of options is widely available. The same goes for investment property opportunities, as owner-occupied purchasers may be stepping back a bit. This is an opportunity to differentiate with solutions in today's market for today's borrowers.

LoanNEX hosts programs from over 45 correspondent investors and 35 wholesale lenders, all offering Non-Agency programs, with more to come!

As the go-to platform for Non-Agency, LoanNEX makes it easy to find the right solution and feel confident delivering the right options to your borrower. LoanNEX puts options, pricing, and eligibility at your fingertips so you can **navigate every opportunity with confidence.**

[Schedule a demo today!](#)

ACCESS MARKET REPORT

Non-Agency Pro Tips

🚀 Simplify Second-Lien Discovery

Second liens are creating new opportunities for lenders and originators, but navigating product options and eligibility requirements can be challenging.

LoanNEX guides users through the process with dynamic eligibility screening, product discovery tools, and integrated pricing that help identify viable Closed-End Seconds and HELOCs faster and with greater confidence.



👉 **Uncover more second-lien opportunities with LoanNEX.** [Schedule a meeting today!](#)

[Request a Meeting](#)

Announcements



Is now live on LoanNEX!



SG Capital, LoanNEX, & LauraMac announce new expanded partnership
introducing integrated locking within LauraMac!



Capital Alliance has expanded partnership with LoanNEX as their
Enterprise PPE, now integrated in Encompass!



FEATURED CLIENTS



**Unlock 30 Days of Complimentary Logan
Finance Pricing on LoanNEX**

Not yet approved with Logan Finance? Explore our
Non-Delegated and Delegated loan programs and
access live Logan pricing directly through LoanNEX



**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. We're
on pace for a new record with 2026 securitization

for 30 days.

Compare our pricing, support, and execution with 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:** White-labeled resources to help you grow

Ready to see the difference? Contact Chuck Vaughn at cvauhn@loganfinance.com or email support@loanex.com.

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



When the Property Performs, Your Investor Has Options

Not every strong real estate investor fits traditional income guidelines. That does not mean the deal has to stop.

With Oaktree's DSCR solutions, qualification can focus on the **rental income generated by the property**, opening the door to more investment opportunities.

DSCR and Home Equity Demand Continues to Grow

Despite today's rate environment, two key Non-Agency products continue to gain real traction - Debt Service Coverage Ratio (DSCR) loans and Closed-End Seconds.

We're seeing this growth play out firsthand, with increased interest in DSCR financing and closed-end second mortgages from our correspondent partners. Non-QM originations are on track for 60%+ YOY growth, driven largely by DSCR programs. Closed-end seconds have also increased in popularity as borrowers seek access to liquidity while preserving the favorable rate on their first lien.

Non-Agency Program Highlights:

issuance already topping full-year 2025 volume, and 2026 fundings on track to surpass 2025.

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.



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Why send your next DSCR scenario to Oaktree?

- DSCR options starting at .50
- Loan amounts up to \$3.5 million
- Purchase LTV up to 85%
- Cash out options available
- Interest only options available
- Multiple property types, including 2 to 4 units and condos
- Foreign Nationals eligible

Your clients are looking for ways to keep growing their portfolios.

Give them another way to get there.

Send your next investor scenario to Oaktree Funding.



- **Non-QM DSCR** financing for investment properties up to 4 units.
- **AUS Jumbo Express** for loan amounts up to \$3 million; up to 89.99% LTV.
- Bank statement, asset qualifier, and full doc options also available.

Looking for non-agency solutions and pricing? Get Started with AmeriHome on [LoanNEX](#)



Expand Your Second-Lien Strategy

Arc Home's Closed-End Second gives Correspondent lenders more ways to serve borrowers looking to access home equity while keeping their existing first mortgage in place.

With options including 1-Year Full Doc and 12- or 24-Month Bank Statements, plus fixed-rate terms from 10 to 30 years, Arc Home can help you address a wider range of second-lien scenarios.

Loan amounts are available up to \$500,000, with programs for primary residences, second homes and investment properties.

Contact John Gibso jgibson@archome.com to learn more about Arc Home's Closed-End Second.



Meet **Joe Retiree**. At 63, Joe wanted to purchase a second home in Palm Springs, but his traditional retirement income alone wasn't enough to qualify.

AHL's **Asset Qualifier Program** gave us another way to look at his financial picture.

See how the numbers worked:

- **\$720,000** Loan Amount
- **\$1,270,000** Adjusted Qualifying Assets
- **\$21,167** Qualified Monthly Income
- **\$208,500** Above Minimum Asset Requirement

Joe's eligible assets generated **\$21,167 in qualifying monthly income, without requiring him to liquidate those assets**, helping create a path to his second home.

Think retirees, empty nesters, snowbirds and high-

Expand your reach with Pennymac Correspondent's robust Non-QM product suite.

Designed to help you maximize market opportunities, our flexible Non-QM offerings empower you to serve high-credit self-employed borrowers, high-net-worth clients, and active real estate investors.

Capitalize on expanded guidelines featuring Bank Statement, 1099, Asset Utilization, and investor-focused DSCR programs—qualifying properties directly on rental cash flow.

Backed by our deep liquidity, competitive purchase pricing, and institutional scale, Pennymac delivers the fast, predictable turn times and operational stability you need to commit funds with confidence. Our dedicated Non-QM fulfillment teams provide expert scenario reviews and high-touch support, enabling seamless liquidity and smooth post-closing purchases.

Diversify your loan pipeline, increase production capacity, and capture high-margin Non-QM market share by partnering with Pennymac Correspondent today.



EThe trick? Turning Non-QM into a repeatable business line. The treat? eRESI can help you get there. Non-QM is more than a solution for the occasional edge case. With the right products, process, and support, it can become a consistent way to serve more borrowers and create more opportunities.

eRESI brings deep Non-QM expertise and a broad range of solutions to help grow your non-agency business. From Bank Statement to DSCR, Asset Utilization, and other unique income solutions, we give lenders more ways to meet borrower needs. And with a dedicated scenario desk, your team has an experienced resource to help navigate the nuances and keep deals moving.

This October, take Non-QM from occasional to intentional. [Become an approved eRESI Seller today](#) and start building a more repeatable Non-QM business.

net-worth borrowers whose assets may tell a stronger story than their traditional income.

Have a borrower like Joe? Price your next Asset Qualifier loan in your pricing engine today and see how the numbers could work.

Join us today at www.ahlendtpo.com and start offering smarter solutions to your clients. Contact us today, **James.Gueltzow@ahlend.com**.



No two businesses have the same goals, strategy, or metrics for success. At Newfi, we understand that means the level of support needed from your Non-QM lender partners varies too.

We offer 2 pathways to working with us, designed to seamlessly fit into what your business needs to succeed.

Here's a bit about how we do it:

- Competitively priced Non-QM, DSCR & Second lien programs
- Niche guidelines designed to help you stand out
- Fully self-serve pricing engine
- Fast & efficient operations process
- Quick approvals

Your success drives us too and we're committed to providing you with the support that helps you reach your goals. Call your account executive today or price a loan in LoanNEX!



Expanding Our Non-QM Correspondent Lending Network

Imperial Fund Asset Management is expanding its correspondent loan acquisition program, offering mortgage lenders an opportunity to partner with an established institutional investor in the Non-QM market.

With over \$12 billion in residential mortgage loans securitized and under management, Imperial Fund operates a programmatic Non-Agency RMBS securitization platform, providing a consistent channel for Non-QM loan acquisitions.

Imperial Fund focuses on building long-term



Grow Your Business with Mega's Non-Del Correspondent Program

Take greater control of your lending operation with Mega Capital Funding's Non-Delegated Correspondent program. Designed for mortgage companies looking to strengthen their brand and expand flexibility, the program gives you access to a broad product mix, including conventional, government, Non-QM, and specialty loan solutions.

Mega offers two business model options: let our team handle disclosures, Closing Disclosures, and loan documents, or maintain full control of those functions yourself. You'll also have the ability to redisclose with ease through our updated portal, helping make changes faster and more efficient throughout the loan process.

Gain more control over settlement coordination and funding schedules while keeping your company's name on the loan to strengthen your presence with borrowers and referral partners.

Plus, Mega Capital's average purchase time is 3 business days or less.

Ready to become a correspondent? Get approved today.



Unlock more lending opportunities with Homebridge Correspondent, your trusted partner for innovative Non-QM mortgage solutions, competitive pricing, and exceptional service. As a national lender, we're committed to helping our correspondent partners expand their product offerings, reach more borrowers, and close more loans with confidence.

DSCR Highlights (Access Investor Cash Flow)

- Loan Amounts Up To \$3 Million
- No Minimum DSCR
- Gift Funds Eligible
- Short-Term Rental Income Allowed
- Unlimited Cash-Out with No Seasoning
- Minimum FICO of 620

relationships with correspondent lenders through a structured loan acquisition process, including seller onboarding, defined eligibility guidelines, loan-level due diligence, and coordinated purchase execution.

Our acquisition programs cover a range of Non-QM products, including Full Documentation, Bank Statement, DSCR, Asset Utilization, and Foreign National loans.

We welcome opportunities to connect with mortgage originators interested in establishing an ongoing loan sale relationship.

To learn more about our purchase programs, eligibility requirements, and seller approval process, please contact our team.

Contact: Todd Lautz,
correspondent@imperialfund.com
Website: <https://www.imperialfund.com/corr/>

- 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

Interested in exploring our Non-QM product offerings or becoming a Homebridge Correspondent partner?

Contact:
Marty Yocum
Account Executive
(214) 668-3353
martin.yocum@homebridge.com

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

Logan Finance Corp.
Lone Star Funds
Luxury Mortgage
Maxex
Mega Capital Funding
Newfi
Newrez
NQM Funding

Athene Asset Management
BluePoint Mortgage
Button Finance
Carrington Mortgage Services
Champions Funding
ClearEdge Lending
Deephaven
Ellington Management Group
eResi
First National Bank of America
Homebridge Financial Services, Inc.
HomeXpress
LenderMac
LoanStream Mortgage

Oaktree Funding Corp.
Onslow Bay Financial
PennyMac
Planet
Onity Mortgage Corp f/k/a PHH Mortgage
Redwood Trust
Rocket Corr+
SG Capital Partners
Silver Hill Capital
The Money Source
Verus
Vista Point
Western Alliance

SIGN IN

SIGN UP



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