



NON-QM | MLBWHOLESALE
Making Lives Better



THE INVESTOR MINDSET:

Source & Structure DSCR Loans for Today's Investor with MLB Wholesale

Making Lives Better

www.MLBWholesale.com/non-qm

🏠 NMLS #1101220

MLB Residential Lending, LLC, NMLS 1101220, is a Residential Mortgage Lender, located at 841 Mountain Ave, Suite 400, Springfield, NJ 07081. Phone 732-243-0140. MLB is licensed by NJ Department of Banking and Insurance, AL State Banking Department, AK Division of Banking & Securities, AR Combination Mortgage Banker-Broker-Service, AZ Department of Insurance and Financial Institutions, CA Department of Financial Protection and Innovation, CO Division of Real Estate, CT Department of Banking, DC Department of Insurance, Securities, and Banking, DE Office of the State Bank Commissioner, FL Office of Financial Regulation, GA Department of Banking and Finance, IA Division of Banking Finance Bureau, ID Mortgage Broker Lender License, IL Department of Financial & Professional Regulation, IN Department of Financial Institutions, KS Office of the State Bank Commissioner, KY Department of Financial Institutions, LA Office of Financial Institutions, MD Office of the Commissioner of Financial Regulation, ME Bureau of Consumer Credit Protection, MI Department of Insurance and Financial Services, MN Department of Commerce, MS Department of Banking and Consumer Finance, MO Division of Finance, MS Department of Banking and Consumer Finance, MT Division of Banking & Financial Institutions, NE Department of Banking and Finance, NV Division of Mortgage Lending, NH Banking Department, NC Commission of Banks Office, ND Department of Financial Institutions, NM Mortgage Loan Company License, NY Department of Financial Services, OH Division of Financial Institutions, OK Department of Consumer Credit, OR Department of Consumer and Business Services, PA Department of Banking and Securities, RI Department of Business Regulation, SC Board of Financial Institutions, SD Division on Banking, TN Department of Financial Institutions, TX Department of Savings and Mortgage Lending, UT Department of Financial Institutions, VT Department of Financial Regulation, VA Bureau of Financial Institutions, WA Department of Financial Institutions, WI Department of Financial Institutions, WV Division of Financial Institutions, WY Division of Banking. All Rates subject to change without notice. MLB, in no way, claims to represent or to conduct business on behalf of HUD or the Federal Government. EQUAL HOUSING LENDER



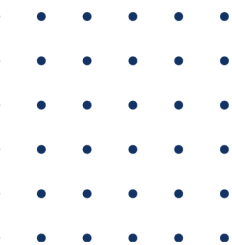
TODAY'S AGENDA

The Opportunity

The real estate investor market is evolving. We'll show you how to tap into this lucrative, underserved client base and move beyond traditional, saturated referral channels.

What You'll Learn

1. How to identify and source investor clients.
2. An overview of our powerful DSCR Loan Program.
3. How to structure deals for maximum success.
4. A look into the Short-Term Rental (STR) opportunity.





THE INVESTOR OPPORTUNITY

Business-purpose loans are a high-growth area, driven by sophisticated investors.



Beyond W-2

Investors often have complex or self-employed income streams, making traditional financing difficult.



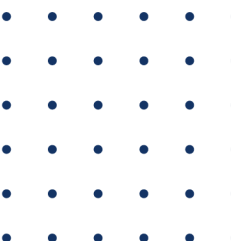
Portfolio Growth

The goal is velocity. Investors need a financing partner who can keep pace with their acquisitions.



Asset-Focused

The property's cash flow is the key. Underwriting should focus on the asset, not personal income.





SOURCING BEYOND REALTORS

Build a resilient business by diversifying your referral streams.



Property Managers

They have direct access to landlords and know who is looking to expand their portfolio.



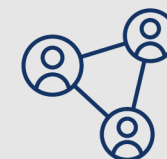
CPAs & Financial Advisors

They advise clients on investment strategies and asset acquisition. Become their go-to lender for real estate.



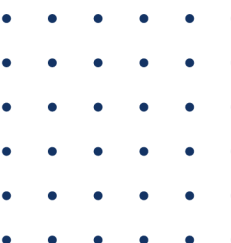
Builders & Contractors

Connect with builders of duplexes, 4-plexes, and ADUs. They often have investor buyers lined up.



Local Investor Meetups

Engage with investors directly. Attend local REIA (Real Estate Investors Association) meetings.





UNDERSTANDING DSCR LOANS

What is a DSCR Loan?

A DSCR (Debt Service Coverage Ratio) loan is a type of mortgage for investment properties. Instead of verifying the borrower's personal income, the loan is underwritten based on the property's cash flow.

It's a business-purpose loan for residential rental properties.

The DSCR Formula

Monthly Gross Rental Income

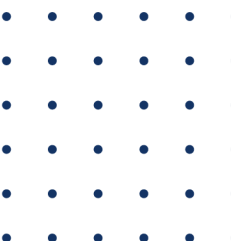


PITIA (Principal, Interest, Taxes, Insurance, HOA)



DSCR Ratio

A ratio of 1.0 means the property's income exactly covers its expenses.





PROGRAM OVERVIEW: MLB DSCR CORE

Designed for the modern investor. Speed, flexibility, and common-sense underwriting.



No Personal Income Needed

Qualification is based on property cash flow. No tax returns or W-2s required.



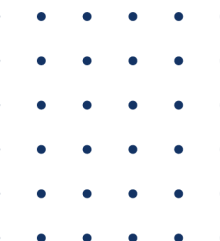
First-Time Investors Welcome

No prior investor experience required. We allow first-time homebuyers with a 700 FICO and 12 months reserves.



LLC & Corp Vesting

Allows investors to purchase and hold properties in their business entity for liability protection and tax purposes.

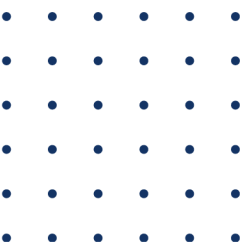




DSCR CORE MATRIX: LTV & FICO

For DSCR ≥ 1.00. Loan amounts up to \$3M.

FICO	Max Loan Amount	Max LTV Purchase	Max LTV R/T Refi	Max LTV Cash-Out
740+	\$1.5M	85%	80%	75%
740+	\$2.0M	75%	75%	60%
720+	\$1.5M	85%	80%	75%
720+	\$2.0M	75%	75%	60%
700+	\$1.5M	80%	80%	75%
680+	\$1.0M	80%	80%	75%
660+	\$1.0M	75%	75%	70%
640+	\$1.0M	75%	75%	70%





MATRIX FLEXIBILITY: LOWER & NO RATIO DSCR

For DSCR ≥ 1.00. Loan amounts up to \$3M.

DSCR < 1.00 to ≥ 0.75

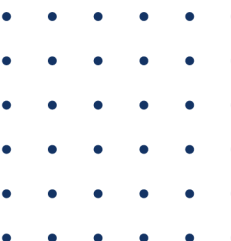
FICO	Max LTV (All Types)
740+	75%
720+	75%
700+	75%
680+	65%
660+	N/A

For loan amounts up to \$1M. See matrix for full details.

No Ratio DSCR

FICO	Max LTV (All Types)
740+	75%
720+	70%
700+	65%
680+	N/A

For properties not yet leased or when rent cannot be determined. 3 years housing event seasoning required.





ELIGIBLE PROPERTIES & LTV NOTES

Eligible Property Types

- ✓ Single Family Residence (SFR)
- ✓ PUD (Planned Unit Development)
- ✓ 2-4 Unit Properties
- ✓ Warrantable Condominiums
- ✓ Non-Warrantable Condominiums
- ✓ Condotels (with restrictions)

LTV Restrictions

1-4 Units (Purchase)
Up to 85% LTV

2 Units (Refinance)
Up to 80% LTV

3-4 Units (Refinance)
Up to 75% LTV

Condos (FL)
75% LTV Max

Condos (<720 FICO)
75% LTV Max (Purchase)

Rural (Vacation Areas)
65% LTV Max





BORROWER PROFILE



Credit Score

640

Minimum FICO

Representative score is the middle of 3, or lower of 2. For entities, we use the guarantor with the highest ownership (min 25%).



Investor Experience

0x30x12

Housing History

First-Time Investors are allowed!
FTHB eligible with 700 FICO, 12mo reserves,
and 75% Max LTV.



Tradelines Requirements

3x12

Open & Reporting

Three open tradelines reporting for 12 months,
OR two for 24 months. A 24-month mortgage
rating also satisfies this.





STRUCTURING THE DEAL



DSCR Calculation

Use the lesser of the appraiser's market rent (1007/1025) or the actual lease. You may use actual rent if it's higher, with 2 months proof, up to 120% of market rent.



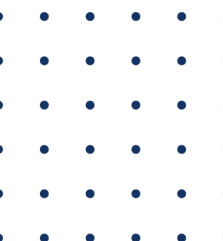
Reserve Requirements

6 months PITIA for loans up to \$1M. 9 months for loans >\$1M to \$2M. 12 months for loans >\$2M. Cash-out can be used to meet this requirement.



Assets & Gifts

Gift funds are allowed after a minimum 10% borrower contribution. However, gift funds cannot be used to meet reserve requirements. 30-day asset verification required.





HOT TOPIC: SHORT-TERM RENTALS (STRS)

What Qualifies as an STR?

Properties leased on a nightly, weekly, or seasonal basis. We require third-party validation that local laws permit STR operation.

Income Calculation

Use a 1007, an alternative STR analysis from an AMC, or a 12-month lookback of rental statements.

STR Requirements

Minimum DSCR

≥ 1.15

Maximum LTV

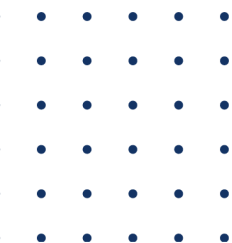
75% (or matrix LTV, whichever is less)

No Ratio

Ineligible for STRs

NYC (All Boroughs)

Ineligible for STRs





YOUR PARTNER IN INVESTOR FINANCING



Competitive & Flexible Programs

Our DSCR Core product is designed with the flexibility to get more of your investor deals closed, from first-timers to portfolio pros.



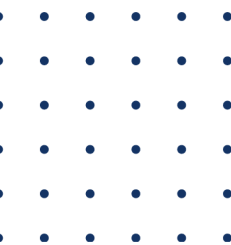
Expert Support

Our team lives and breathes Non-QM. We're here to help you navigate guidelines and structure deals for success.



Common-Sense Underwriting

We look for ways to make deals work. Our focus is on the asset's quality and the loan's viability.





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READY TO WIN MORE DEALS?



www.MLBWholesale.com

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