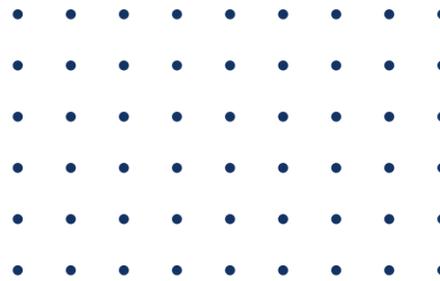
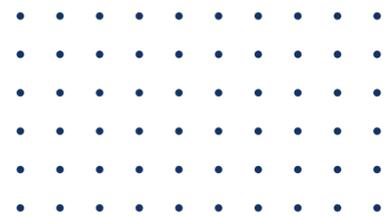




MLBWHOLESALE
Making Lives Better



Buy Before You Sell MLB Step Forward & Knock



www.MLBWholesale.com

NMLS #1101220



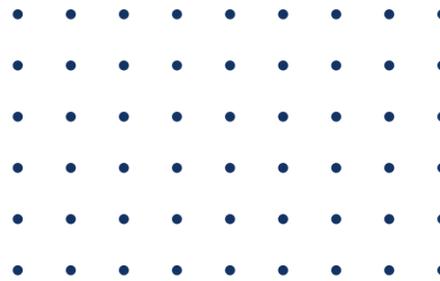
The Catch-22 Buyers Face

- Need equity to buy
- Can't buy until they sell
- Lose offers to non-contingent buyers
- Stress, double moves, timing risk



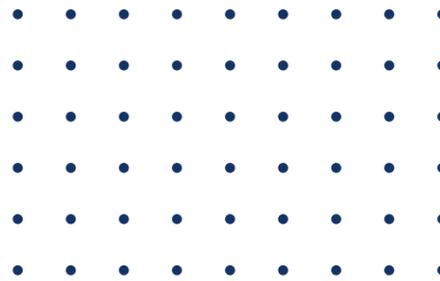


What Is Buy Before You Sell (BBYS)?



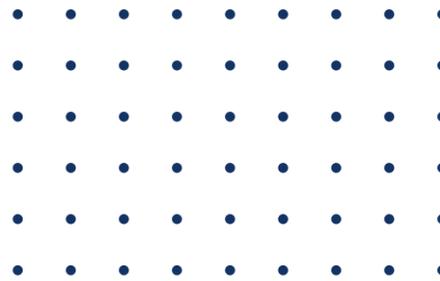
- Allows borrowers to **buy first, sell later**
- Removes the **home-sale contingency**
- Provides **peace of mind** with a backup plan if the home doesn't sell





Two Solutions. Same Goal.

Feature	MLB Step Forward	Knock Bridge Loan
Core Product	Guaranteed Backup Offer (GBO)	Bridge Loan
Who Funds	MLB funds new purchase loan	Knock funds bridge loan
Backup buyer	Calque	Knock
Goal	Open Market Sale	Open Market Sale



Guaranteed Backup Offer (GBO)

- Binding backup contract on the departing residence
- If the home doesn't sell in 180 days, **Calque purchases it**
- Goal is always an open market sale



- Borrower lists and sells on the open market
- If Calque purchases and later resells for more:
 - Net profit goes back to the borrower
 - *After standard selling expenses*



Up to a 70% Backup offer, offers vary based on multiple factors

Trade-In Mortgage

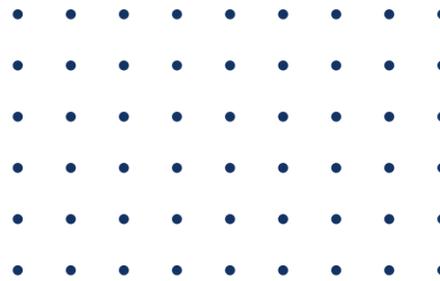
- **Second Lien used to access equity**
- **Funds may be used for:**
 - Down Payment
 - Debt payoff
 - Other approved needs
- **Departing home and second lien removed from DTI**





Contingency Buster

Based on the Backup Offer for only the total mortgage/lien balance owed, offers vary based on multiple factors



- **Removes departing residence from DTI**
- **No equity access**
- **Lower fees**
- **Faster offer turnaround**
- **Ideal for strong liquidity borrowers**





Figure 2nd

Minimum FICO: 640

If available:

- Max CLTV: 85%
- Max DTI: 50%

Origination Fees: 1.50% up to 4.99%

Loan Amounts range from a minimum of \$15k to a maximum of \$750k (*loan amounts above \$400k are subject to appraisal*)

Minimum Loan Amount:

- \$15k
- **TX:** \$35k

Mobile/Manufactured Homes ineligible

Ineligible Property Usage:

- NY & TX: No secondary or investment

Employment Status:

Full Time, Part Time, Self-Employed, or Military

Figure Home Equity is available in:

AK, AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, IA, ID, IL, IN, KS, KY, LA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WA, WI, WV, WY



Knock Bridge Loan



How the Knock Bridge Loan Works

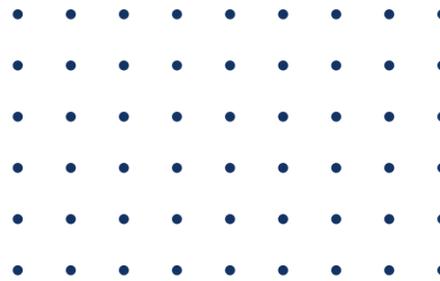
- **620 minimum FICO**
- Covers up to **6 months of mortgage payments** on the old home — **0% interest**
- Use equity from your current home to fund up to **50% down payment**
- **Access up to \$1M**
- Remove home-sale contingency to **make competitive, non-contingent offers**



Why Brokers Love It

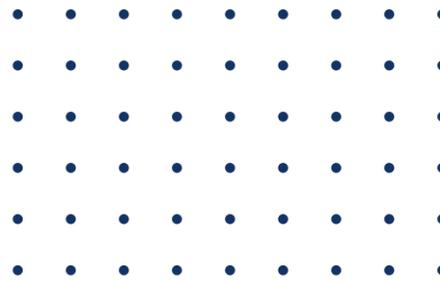
- ✓ **Certainty** – No more timing headaches
- ✓ **Convenience** – Up to **\$35,000 in Home Prep** funding, including **\$5,000 for moving costs**
- ✓ **Cash Power** – Tap home equity without refinancing
- ✓ **Competitive Edge** – Win bids with stronger offers
- ✓ **No Cost to You** – No fees for Real Estate agents and Mortgage Brokers





Access to Funds

Category	MLB Step Forward	Knock Bridge Loan
Equity Access	Optional 2 nd Lien (Trade-In)	Built-in bridge loan
Down Payment Help	Yes (via Figure 2 nd lien)	Yes
Home Prep/Moving	Limited	Yes
PITI Coverage	No	Up to 6 months

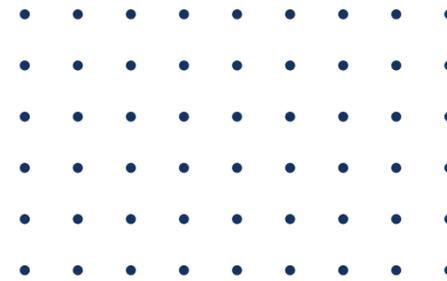


Speed & Simplicity

Factor	MLB Step Forward	Knock Bridge Loan
Backup Offer Turnaround	1-9 days	24-48 hrs pre-approval
Docs Complexity	Low	Higher
Fees	\$2k flat + 1% of GBO	2.25% + closing costs
Interest	N/A	0% for 6 months



Match the Program to the Buyer



MLB **STEP FORWARD** PROGRAM

- Strong liquidity
- Minimal cash needs
- Simple scenario
- Want fastest approval



Knock Bridge Loan

- Needs cash for DP, PITI, prep
- Tight DTI
- High equity
- Competitive markets



Why You Win

- **Remove Contingencies**
- **Stronger purchase offers**
- **Higher close rate**
- **More “almost qualified” deals funded**
- **Differentiation with realtors**





FREQUENTLY ASKED QUESTIONS

Q: Does Calque want to purchase the borrower's home?

A: No. The goal is for the borrower to sell on the open market. Historically, Calque purchased **less than 2% of homes**, and in 2024 & 2025, Calque purchased **zero homes**.

Q: How long does the borrower have to sell their home?

A: After signing the GBO, the borrower has 180 days to sell the departing residence on the open market.

Q: Who handles loan funding?

A: MLB originates the mortgage on the new home. If equity access is needed, the loan officer originates or brokers the second lien. Calque does **not** fund loans.

Q: Is there a cost if the home sells for more?

A: No. Fees do not increase if the property sells above the GBO amount.

Q: Can equity be used for the down payment?

A: Yes, through the Trade-In option using a second lien (if needed).

Q: Is the borrower responsible for making monthly payments on the departing residence prior to sale?

A: Yes, the borrower is responsible for this payment. It is not escrowed.



FREQUENTLY ASKED QUESTIONS

Q: Does Knock want to purchase the borrower's home?

A: No. The goal is for the borrower to sell on the open market. Historically, Calque purchased **less than 1% of homes tied to bridge loans.**

Q: How long does the borrower have to sell their home?

A: They have 6 months to sell their departing residence on the open market before the backup option is available.

Q: Who handles disclosures and loan funding?

A: Knock handles all bridge loan disclosures and wires bridge loan funds directly to the settlement agent on the day of purchase closing. MLB handles the purchase transaction.

Q: How fast is the Knock Bridge loan process?

A: Pre-approvals are typically issued within 24-48 hrs. once required documentation is received. Closings can occur in as few as 12 business days after Knock signed disclosures

Q: Can the purchase loan be FHA?

A: No, the purchase loan must be Conventional or Non-QM



CALQUE RESOURCES

[Book a 1:1 training](#) with the Calque team

Submit your application [here](#)

Review Calque's [Property Eligibility Guidelines](#)





KNOCK RESOURCES

[Contact](#) the Knock team

Submit your application [here](#)

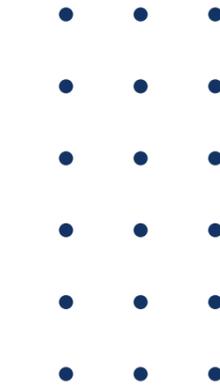
Review Knock's [FAQs](#)





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