MLBWHOLESALE
Making Lives Better



IDENTIFYING & PRESENTING
NON-QM LOAN OPPORTUNITIES

For educational purposes only. Not a commitment to lend. Eligibility & pricing subject to current MLB Wholesale guidelines & underwriting.

Making Lives Better

www.MLBWholesale.com/non-qm

NMLS #1101220

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Why Non-QM Matters

AGENCY RULES MISS A GROWING MARKET

Custom Market Insights projection: 12.1% CAGR, 2024–2033, including self-employed, investor and first-time buyers

Non-QM market size

$204
Billion
2023

$572
Billion
2033 (projected)

~10%
Non-QM mortgage market share (Polygon Research)

16.9M
Self-employed Americans, May 2026 (BLS)

34%
Single-family purchases by investors, Q3 2025

Each reflexive 'no' forfeits a repeatable production channel, not an edge case.

Borrower Profiles

FIVE BORROWERS AGENCY RULES MISS

Each is a documentation mismatch, not necessarily weak repayment capacity

Self-Employed & Business Owners	Deductions shrink taxable income; bank deposits show stronger operating cash flow
Real Estate Investors	Qualify on subject-property rent instead of personal tax returns
ITIN Borrowers	No SSN; qualify on ITIN with U.S. residence, income, credit references and funds
Credit-Event Borrowers	BK, foreclosure or short sale; credit rebuilt, but still inside agency seasoning
High-Net-Worth, Complex Income	Liquidity, trusts or restricted stock; qualify on assets, not recurring income

524K

May 2026 business filings

92%

own under five properties

MLB Wholesale Non-QM

FOUR PRODUCT LANES TO KNOW

Matrices and tools: mlbwholesale.com/non-qm · Non-QM Hotline: 516-549-0200

Self-employed

CORE Alt Doc

Qualify on bank statements, P&L, 1099 or asset depletion instead of tax returns.

Full documentation

CORE Full Doc

W-2s or tax returns for borrowers who fall outside agency rules.

Investors

CORE DSCR

Investment properties qualify on rent ÷ PITIA, with no personal-income qualification in many scenarios.

No SSN

ITIN Core

Borrowers with an ITIN instead of an SSN who have U.S.-based income, assets and repayment capacity.

Pick the lane by occupancy and documentation first, then verify the current MLB matrix.

Product Family · CORE

CORE ALT DOC: QUALIFY ON REAL CASH FLOW

INCOME DOCUMENTATION

12 or 24 months bank statements

Personal or business accounts

P&L statement

Supported by bank statements

1099-only, WVOE or asset depletion

Asset utilization for liquid borrowers

TYPICAL RANGES

Max LTV approx. 80%–85%

Profile dependent

Loan amounts $100K to $3M+

Typical industry range; verify on MLB matrix

SFR, PUD, condo, select 2–4 units

Primary, second home or investment

660–700

Typical min FICO; verify on MLB matrix

IDEAL BORROWER

Self-employed business owners

Deposits stronger than taxable income

1099 and variable-income earners

Consultants, contractors, commission, gig

Package statements completely

All pages, sourced and reconciled

CORE Full Doc

FULL DOC INCOME, NON-AGENCY FLEXIBILITY

W-2 or tax-return borrowers who miss agency on credit event, DTI or loan size

660–680

Typical minimum FICO

Typical industry range. Verify on the current MLB matrix before quoting.

80–85%

Typical maximum LTV

Typical industry range for SFR, PUD, condo and selected 2–4 units. Verify with MLB.

$100K–$3M+

Typical loan amounts

Covers high-balance and jumbo-style needs that fall outside agency limits.

5

Compensating factors that strengthen files

High FICO, low LTV, reserves, clean housing history and stable post-event credit.

CORE DSCR

THE PROPERTY QUALIFIES, NOT THE BORROWER

DSCR = monthly qualifying rent ÷ monthly PITIA. For 1–4 unit, condo, PUD investment; individual or LLC vesting.

DSCR ratio thresholds

0.75x
Lowest common minimum

1x
Standard minimum

1.25x
Best-pricing tier begins

660–700 FICO
Typical min FICO; verify on current MLB matrix

75–85% LTV
Typical max LTV; verify on current MLB matrix

$100K–$3M+
Typical loan amounts; verify on MLB matrix

DSCR drops personal income, not underwriting: credit, assets, reserves, entity docs apply.

Product Family 4 of 4

ITIN CORE: LENDING WITHOUT AN SSN

Typical industry ranges shown — verify every figure on the current MLB matrix

ITIN Core serves borrowers with an Individual Taxpayer Identification Number and U.S.-based repayment capacity. An ITIN is a tax-processing number. It does not establish immigration status or loan eligibility.

The Documentation Package

Collect government photo ID and valid ITIN documents, a credit report or permitted alternative credit, and income proof per the chosen method. Add sourced bank statements and residency proof.

Typical Ranges to Verify

Minimum FICO approximately 660–700. Max LTV commonly 75%; loans commonly $100,000 to $1.5 million+. Eligible: primary-residence SFR, PUD, condo and selected 2–4 units.

Confirm Before Quoting

Check the current matrix to see whether it permits investment properties, second homes, gift funds, co-borrowers and non-occupant borrowers before setting expectations.

Compliance Controls

Apply the same fair-lending standards to every applicant and verify identity across all documents. Follow AML, OFAC, CIP, fraud and state rules. Give no immigration, legal or tax advice.

Validate ID, income, credit, occupancy and LTV immediately, before any quote.

START WITH THE BORROWER'S PROFILE

Four common intake profiles and the MLB Wholesale lane to test first, with typical industry LTV ranges

Verify on current MLB matrix

Borrower **Intake profile**	**Start With** **MLB product lane**	**Typical LTV** **Industry range**	**First Check** **Before quoting**
Self-employed borrower Primary or second home	CORE Alt Doc	**80–85** % max LTV	Returns understate cash flow: bank stmts or P&L
Full doc, recent BK W-2 or tax-return income	CORE Full Doc	**80–85** % max LTV	Confirm event type, completion date, seasoning
Investor rental Non-owner-occupied	CORE DSCR	**75–85** % max LTV	Rent ÷ PITIA at or above program minimum
No SSN, ITIN only U.S. income and residence	ITIN Core	**75** % max LTV	Validate ID, income, credit, occupancy first

Typical industry ranges — verify on current MLB matrix. Rule: choose the cleanest documentation path

Communicating to the LO

FRAME THE OPPORTUNITY, NOT THE FALLBACK

FALLBACK

Non-QM as a Last Resort

Says "easy approval," "no-doc," "no income check," "guaranteed"

Leads with the product name, not the borrower's story

Treats a conventional denial as proof of a weak file

Quotes before validating the facts that drive eligibility

OPPORTUNITY

Non-QM as a Documented Path

Lead with profile: "tax returns understate documented deposits"

State the issue, likely solution, missing facts and next action

Use "potential fit," "subject to current matrix," "scenario review"

Denial may reflect agency rules, not repayment capacity

Present Non-QM as a different, documented underwriting path, never as lower standards.

Submitting with MLB Wholesale

SCENARIO FIRST, FULL FILE SECOND

When eligibility is uncertain, a concise scenario beats building the full file first.

01	**Pull the current MLB matrix**	Start at mlbwholesale.com/non-qm; confirm current overlays before quoting.
02	**Build a concise scenario**	Occupancy, purpose, property type, state, loan amount, value, LTV, FICO, reserves.
03	**State the income method and its facts**	Self-employed: ownership %, time in business, deposits; DSCR: rent, PITIA, lease.
04	**Call the hotline: 516-549-0200**	Escalate early, precise ask: 75% LTV, 12 months business statements, 1.05x DSCR?
05	**Reconfirm before disclosures or lock**	Check scenario guidance against the current MLB matrix before borrower commitment.

Avoid These Errors

FIVE MISTAKES THAT COST NON-QM DEALS

Each one is preventable at intake or before submission

01	**Mismatching borrower to product**	Picking a product before confirming occupancy and property purpose misroutes the file	**Fix: confirm occupancy first**
02	**Overlooking DSCR for investors**	Investment property? Start with CORE DSCR: subject-property rent, not personal DTI	**Fix: test DSCR on every rental**
03	**Skipping the current matrix**	Stale matrices and verbal assumptions miss overlays; FICO, LTV and reserve tiers shift	**Fix: verify on current matrix**
04	**Skipping the hotline on complex files**	Credit events, ITIN or uncertain eligibility deserve a concise scenario sent before building	**Fix: call 516-549-0200 early**
05	**Treating one denial as final**	DSCR shortfall? Try lower leverage, more down payment or an income-documentation program.	**Fix: test another lane**

Key Takeaways & Next Steps

SPOT IT EARLY, MATCH IT RIGHT

Then Package It Cleanly

Agency-ineligible is not a dead end. It is a structured lending conversation the processor starts.

Flag Triggers at Intake

Watch for bank-statement income, recent derogatory credit, ITIN or no SSN, rental cash flow and high DTI. Do not wait for an agency file to fail.

Confirm Occupancy, Then Match

Settle owner-occupied versus investment first. Then choose the cleanest documentation lane: CORE Alt Doc, CORE Full Doc, CORE DSCR or ITIN Core.

Package and Verify Every File

Request all pages, all accounts and event chronology upfront. Check the current MLB matrix and give the LO a clear next step.

Training Disclaimer

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READY TO WIN MORE DEALS?



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