



MLBWHOLESALE
Making Lives Better

MLB
STEP FORWARD
PROGRAM

Powered by:



www.MLBWholesale.com

 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-Servicer, 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



Buy Your Next Home, Before Selling Your Current One

- Purchase a new home without a home-sale contingency
- Powered by Calque's Guaranteed Backup Offer (GBO)
- Less Stress. Stronger Offers. More Certainty.





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





Calque – MLB's BBYS Partner

- Fintech provider of Guaranteed Backup Offers
- Acts as a backup buyer, not a lender
- Does not originate or fund mortgages
- Supports MLB's partners nationwide



calque



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



Borrowers Keep the Upside

- 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*



Property Eligibility

What Qualifies:

- Owner-Occupied primary residences
- Conventional purchase on the next home
- Single-family homes
- Select condos, duplexes, modular homes
(restrictions may apply)
- Up to \$1.5M offer value

What does NOT qualify:

- Investment or rental properties
- Second homes
- Manufactured/mobile homes
- Properties over 5 acres
- Active renovations
- Short sales or foreclosures
- In high-risk flood zones
- Listings over 100 Days on Market (DOM)



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

Trade-In Mortgage

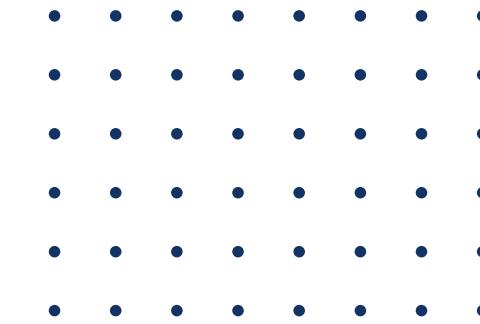
- **Second Lien used to access equity**
- **Funds may be used for:**
 - Down Payment
 - Debt payoff
 - Other approved needs
- **Departing home and second lien removed from DTI**





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





EASY PROCESS, SUPPORTED BY CALQUE

Borrower Inquiry

01

The borrower completes a 3-minute questionnaire on the MLB's microsite, and a Calque Client Experience Specialist contacts them within one business day to discuss the departing residence.

Property Evaluation

Calque schedules a virtual walk-through, orders the title and a desktop valuation if needed, and delivers a binding backup offer within **1-9 business days**, depending on the program.

02

Financing Arranged

03

Loan officer originates the new home loan; if equity is needed for the down payment, Calque facilitates a second lien through its Figure partnership and delivers a Guaranteed Backup Offer with a 30-day review period.

04

Close, Move, Market

The borrower signs the Guaranteed Backup Agreement, closes on and moves into their new home, then lists their previous home for sale.

Sell Original Home

05

Upon sale of the original home, all existing liens are paid in full, and Calque collects its fees.



Turnaround & Timing

GBO Turnaround:

- **Contingency Buster:** 1-2 business days
- **Trade-in Mortgage:** 5-9 business days

30 days to accept GBO

180 days to sell the departing residence





Fees & Costs

No Upfront Borrower Costs

- \$2,000 flat administration fee
- 1% of the GBO amount
- Paid from sale proceeds
- No increase if the home sells for more



For example, if the GBO was \$450,000 for a borrower's current home, the fee would be \$2,000 plus \$4,500 (1% of \$450,000) for a total of \$6,500



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



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.



RESOURCES

Book a 1:1 training with the Calque team

Submit your application **here**

Review Calque's **Property Eligibility Guidelines**





Step Forward

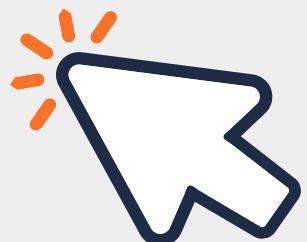


MLBWHOLESALE

Making Lives Better



www.MLBWholesale.com
 (973) 564-0866



841 Mountain Ave, Suite 400, Springfield, NJ 07081

 NMLS #1101220

Equal Housing Opportunity Lender.

Please note that all information is provided for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for distribution to the public.

This information does not represent an offer or commitment to enter a loan agreement by MLB Residential Lending LLC.

Not all programs are available in all areas, and the rates and costs stated do not apply to all loans made. MLB's underwriting guidelines and program restrictions apply.

Terms and programs listed are subject to change without notice. MLB only conducts business in approved states.

MLB is an Equal Housing Opportunity Lender.

For complete licensing information, go to <http://www.nmlsconsumeraccess.org>.