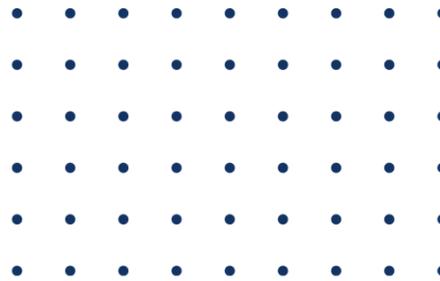




MLBWHOLESALE
Making Lives Better



NON-QM 101

Unlocking the Modern Market: The Power of Non-QM

Making Lives Better



www.MLBWholesale.com/non-qm

🏠 NMLS #1101220

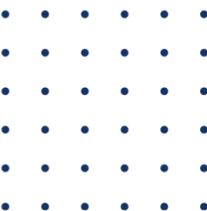
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WHAT IS NON-QM? (THE DEFINITION)

Non-QM (Non-Qualified Mortgage) refers to loans that do not fit the strict criteria set by the CFPB's "Qualified Mortgage" rule, typically due to how income is documented.

- ✔ **The "Why":** It allows for manual underwriting flexibility.
- ✔ **The Core Concept:** Ability to Repay (ATR). We aren't checking boxes; we are telling a story.
- ✔ **Key Pillars:**
 - Alternative documentation (Bank statements, P&L).
 - Asset depletion/utilization.
 - Debt Service Coverage Ratio (DSCR) for investors.



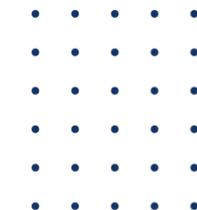


THE ELEPHANT IN THE ROOM: NON-QM SUBPRIME

Non-QM (Non-Qualified Mortgage) refers to loans that do not fit the strict criteria set by the CFPB's "Qualified Mortgage" rule, typically due to how income is documented.

Feature	Subprime (Pre-2008)	Modern Non-QM
Verification	"Ninja" Loans (No Income, No Job)	Full Ability to Repay verification
Risk	Predatory terms / Teaser rates	Risk-based pricing / Stable terms
Borrower	Poor credit / No equity	High Net Worth / Self-Employed / Savvy Investors
Regulation	Wild West	Dodd-Frank Compliant

Subprime was about bad credit. Non-QM is about complex income.





WHO IS THE NON-QM BORROWER?



The Self-Employed

Great income, but high tax write-offs.



The Real Estate Investor

Needs to scale without DTI constraints (DSCR).



The Retiree

Massive assets, but low "monthly income."



Multi income

Multiple income streams or asset heavy borrowers using assets for income





THE MLB WHOLESALe ADVANTAGE



Common Sense Underwriting

We look at the "gray areas" that big banks reject.



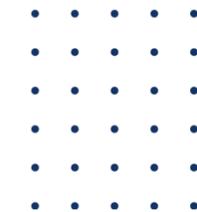
Speed to Close

We look at the "gray areas" that big banks reject.



Marketing Support

Mention the tools available at MLBwholesale.com.



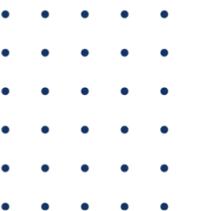


HOW TO SELL NON-QM TO THE CONSUMER

Struggling with "higher rate" conversation?

Give these scripts a try:

- ✔ **Focus on the Opportunity Cost:** "Would you rather have a 7% rate on a house you can't get, or an 8.5% rate on the home of your dreams today?"
- ✔ **The "Bridge" Strategy:** "This is a 24-month solution to get you into the property now; we can look at traditional refinancing later."
- ✔ **Business Growth:** For investors, emphasize that the loan is a business tool, not just a debt.





THE BLUEPRINT: HOW TO SUBMIT A WINNING SCENARIO

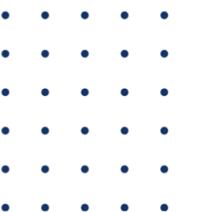
Don't guess. Let's build the deal together.

To ensure a smooth process, we use a dedicated **Non-QM Scenario Form**. This is your "fast track" to an underwriting opinion.

Key Components of a Strong Submission:

- **Income Strategy:** Check the box for the documentation that fits, whether it's **P&L + 2 months, 1099, Bank Statements, or Asset Utilization**.
- **The "Story" (Narrative):** Use the narrative section to explain the details and highlight **compensating factors**. This is where you sell the strength of the borrower.
- **Self-Employment Details:** If they have been self-employed for less than 2 years, we look for a professional license or 3+ years of experience in the same field.
- **Investment Clarity:** For DSCR deals, specify if it's a **Short-term rental** and if the borrower is

Pro-Tip: This form is required for all loan submissions. Filling it out accurately up front is the fastest way to get your Credit Risk Manager review and exception approval.



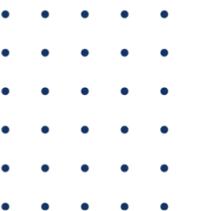


CHECKLIST FOR SUCCESS

What you need for an MLB Non-QM pre-flight.

Before you hit "send" on that form at [MLBwholesale.com](https://www.mlbwholesale.com), make sure you have:

- ✔ **Asset Breakdown:** Total liquid, retirement (401k/SEP), and investment assets.
- ✔ **Housing History:** Be ready to document the last 24 months of VOR/VOM.
- ✔ **The Numbers:** Have a firm Purchase Price, Loan Amount, and FICO.





EXPLORING NON-QM OPPORTUNITIES

• Non-QM Programs

- Bank Statement 12/24 Month
- DSCR (Min FICO 640 Up to 85% LTV)
- Alt/Full Doc
- Non Warrantable Condos
- Mix & Match
- Asset Utilization
- P&L Only/1099

Home Products Resources Help Desk About Us Webinars MLB Lead Connection Broker's Weekly Special

Current Turn Times [VIEW](#)

NON-QM

- [Non-QM Loan Submission](#)
- [Bank Statement Business Narrative Form](#)
- [Exception Request Form](#)
- [P&L Income Calculator MLB](#)
- [DSCR Premium Matrix](#)
- [CORE DSCR Matrix](#)
- [Premium Alt Doc](#)
- [CORE Alt/Full Doc Matrix](#)
- [Condo Questionnaire](#)
- [Condo Questionnaire - Addendum](#)
- [Business Purpose Licensing & Prepayment Penalty Restrictions](#)
- [LGX](#)

Non-QM Hotline!

Call now and talk

Ask our NQM Experts!



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Making Lives Better

READY TO WIN MORE DEALS?



www.MLBWholesale.com

 (937) 422-9167



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 NMLS #1101220

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