

A direct portfolio lender providing quick decisions and product options to meet your unique needs.

Expanded Guidelines. In-house Decisions. Common Sense Underwriting.

Expertise formed through 20 years of successful operation.

The resources accessible only from a full-service bank. A reputation earned by delivering what's promised.

Complex and Non-QM Loans

- Loan amounts up to \$25M+
- Interest-only programs available (O/O, 2nd home and NOO).
- No seasoning for Cash Recapture and no max cash out amount (must be within LTV limits).
- Non-warrantable condos considered¹
- Exceptions considered for FICO and seasoning of major derogs (ie. SS, BK...).
- Trailing property to be rented: rent survey to offset PITI - no equity requirement or rental history requirement.
- Trailing property to be sold: MLS listing agreement and additional 6 mo. PITI to carry the property. We do not count the additional PITI in the DTI.

Vesting Title in Entities

- We allow all types of trusts, LLCs, Sub S Corps, Partnerships.
- Pre-approval of entity is required.
- Standard LTV matrix applies.
- Expedited process with minimal paperwork.
- No interest rate add-ons.

While title may be vested in an entity, the borrower must be a natural person who completes the loan application and whose Social Security number, employment, assets and credit are used to qualify for the loan. The borrower is personally responsible for the indebtedness.

Asset Utilization: Ability to leverage your borrower's post-close liquidity to document additional qualifying income.

> NRA Lending

- No work Visa or Green Card.
- Take advantage of current real estate opportunities by providing lending options to individuals your competitors cannot cater to, including non-resident aliens with no work Visa or Green Card.

> Bridge to Sale

- 1-4 Unit Single Family Residence
- Primary residences, second homes and investment properties
- Interest only
- 680 minimum FICO
- One Year term with a renewal option
- \$750,000 minimum loan amount
- 55% maximum LTV
- Property must be listed on MLS

> Cross Collateralization

- Primary residences, second homes, investment, property types accepted
- Purchase and Refinance Transactions
- Available for Wholesale Portfolio Products only
- 100% Financing when the following conditions are met
- Purchase transactions
- Combined LTV is at least 10% below the published guidelines
- 12 months reserves

> Privacy Mortgage⁴

- Confidentiality for actors, athletes, public officials and high net worth individuals
- Private ownership not disclosed through recording, except where required by law
- Title can be held in a qualifying trust or other entity

> Multifamily and Small Balance Commercial

- Personalized webinar training
- Multifamily lending (5+ units)
- YSP (Yield Spread Premium) programs offered nationwide
- Apartments, Mixed-Use, Student Housing and Mobile Home Parks
- Small-Balance Commercial Transactions
- Extremely competitive pricing structure (YSP Paid)
- Private label partnership

> Pledged Asset Lending

- Ability to go 90% LTV
- Allows borrowers to maximize their returns without the requirement of liquidating accounts and incurring capital gains implications. Consult your tax professional.
- Enables borrowers to achieve higher LTVs (Loan-to-Values) and larger loan amounts by leveraging their investments or savings account in conjunction with their new loan.

¹ Condotel (restrictions apply) see Axos sellers guide for full requirements (max 50% LTV).

² Co-op eligibility (New York only). No TEXAS (a)6 Home Equity. Interest Only Option is for 5 years and is available on the 5/1 program. The LTV/CLTV is the lesser of the matrix or 60%.

³ Investment Credit Score and Debt to Income exceptions considered.

⁴ The Privacy Mortgage is intended to reduce, but not eliminate, the risk of disclosure of one's residential address through the official real estate transaction recording public records ("real estate records"), namely through searches of the applicable Grantor-Grantee Index (or its equivalent), and by extension reduce, but not eliminate, the risk of misappropriation of identifying information through opportunistic searches of real estate records. The Privacy Mortgage is not intended, in each case, as a means to protect assets or wealth, to shield property from creditors, to provide any tax benefit, or to conceal the beneficial ownership of real property or any other asset. The privacy mortgage does not guarantee privacy. Axos Bank and its borrowers are required to comply with all applicable laws related to any loan. All prospective borrowers must meet credit and other eligibility qualifications. Trusts and other entities must also meet eligibility requirements.

Loans from \$300,000 to \$30,000,000

Expanded Guidelines. In-house Decisions. Common Sense Underwriting.

> Primary Home

LTV—Purchase

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 70 | 70 | 65 | 60 | By Exception |
| 2-4 Unit | 70 | 70 | 65 | 60 | By Exception |
| Condo ¹ | 65 | 65 | 65 | 60 | By Exception |
| Co-Op ² | 65 | 65 | 65 | 60 | By Exception |

LTV—Refinance (Rate/Term)

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 70 | 65 | 65 | 60 | By Exception |
| 2-4 Unit | 70 | 65 | 65 | 60 | By Exception |
| Condo ¹ | 65 | 65 | 60 | 55 | By Exception |
| Co-Op ² | 65 | 65 | 60 | 55 | By Exception |

LTV—Refinance (Cash Out)

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 65 | 60 | 60 | 55 | By Exception |
| 2-4 Unit | 65 | 60 | 60 | 55 | By Exception |
| Condo ¹ | 60 | 60 | 60 | 50 | By Exception |
| Co-Op ² | 60 | 60 | 60 | 50 | By Exception |

> Investment

LTV—Purchase

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 60 | 60 | 65 | 55 | By Exception |
| 2-4 Unit | 60 | 60 | 60 | 50 | By Exception |
| Condo ¹ | 55 | 55 | 55 | 45 | By Exception |
| Co-Op ² | 55 | 55 | 55 | 45 | By Exception |

LTV—Refinance (Rate/Term)

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 60 | 60 | 60 | 50 | By Exception |
| 2-4 Unit | 60 | 60 | 60 | 50 | By Exception |
| Condo ¹ | 55 | 55 | 55 | 45 | By Exception |
| Co-Op ² | 55 | 55 | 55 | 45 | By Exception |

LTV—Refinance (Cash Out)

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 60 | 60 | 60 | 50 | By Exception |
| 2-4 Unit | 60 | 60 | 60 | 45 | By Exception |
| Condo ¹ | 55 | 55 | 55 | 40 | By Exception |
| Co-Op ² | 55 | 55 | 55 | 40 | By Exception |

> Second Home

LTV—Purchase

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 65 | 65 | 65 | 60 | By Exception |
| 2-4 Unit | 65 | 60 | 60 | 55 | By Exception |
| Condo ¹ | 65 | 60 | 60 | 55 | By Exception |
| Co-Op ² | 65 | 60 | 60 | 55 | By Exception |

LTV—Refinance (Rate/Term)

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 60 | 60 | 60 | 50 | By Exception |
| 2-4 Unit | 60 | 60 | 60 | 50 | By Exception |
| Condo ¹ | 60 | 60 | 60 | 50 | By Exception |
| Co-Op ² | 60 | 60 | 60 | 50 | By Exception |

LTV—Refinance (Cash Out)

| Property | ≤\$1M> | \$1M ≤\$2M | >\$2M ≤\$3M | >\$3M ≤\$5M | >\$5M |
|--------------------|--------|------------|-------------|-------------|--------------|
| 1 Unit | 60 | 60 | 60 | 50 | By Exception |
| 2-4 Unit | 60 | 60 | 60 | 50 | By Exception |
| Condo ¹ | 60 | 60 | 60 | 50 | By Exception |
| Co-Op ² | 60 | 60 | 60 | 50 | By Exception |

Reserves: 6 months PITI

FICO³: 680 for owner occupied and 700 for non-owner occupied

Interest-Only: Available on 5/1 at 60% LTV or less

Products: 5/1, 7/1, 10/1.

Caps: 6/2/6 **Margin:** 3.25 **Index:** 1 year LIBOR

PPP: 18 months for non-owner occupied

Floor: Note Rate

Stephen DiFabio

858-649-2007

SDiFabio@axosbank.com

¹ Condo (restrictions apply) see Axos sellers guide for full requirements (max 50% LTV).

² Co-op eligibility (New York only). No TEXAS (a)6 Home Equity. Interest Only Option is for 5 years and is available on the 5/1 program. The LTV/CLTV is the lesser of the matrix or 60%.

³ Investment Credit Score and Debt to Income exceptions considered.

Axos Bank NMLS #524995

©2019 Axos Bank. All Rights Reserved.
CNL 131 (02/19)

