






Financing Non-Traditional Loans

Differentiating Non-QM & Conventional Loan Approval Process

Many still believe there is only one path for well-qualified borrowers to get a mortgage. However, there is another road to approval for borrowers who have strong finances but who need to document their income differently to qualify for a loan.

| Conforming Loans | Non-QM Loans |
|---|---|
|  Bound by Fannie and Freddie guidelines |  Not bound by Fannie and Freddie guidelines |
|  Heavily automated process |  Individual review done by humans |
|  Lengthy underwriting process |  Pre-Underwriting typically done within 48 hours |
|  Prone to reject borrowers |  Find ways to say "yes" |
|  Income typically verified via borrower's W2, recent pay stubs, and tax returns (personal and business) if applicable |  Income documentation options include investor property cash flow, foreign income, personal/business bank statements, and a combination of income types |
|  Increasing restrictions on condos |  Less restrictions on condos, and will consider non-warrantable including high-rise and condotels |

lendsurehomeloans.com



LendSure Home Loans is a registered trade name of LendSure Mortgage Corp. NMLS ID# 1326437 (www.nmlsconsumeraccess.org). 12230 World Trade Drive, Suite 250, San Diego, CA 92128. 888.707.7811. All rights reserved. LendSure Mortgage Corp. is authorized to conduct business under the LendSure Home Loans trade name in Arizona, California, Georgia, Illinois, and Texas. For licensing information, please visit our Licensing Information Page. Some products and services may not be available in all states. Credit and collateral are subject to approval. Terms and conditions apply. This is not a commitment to lend. Programs, rates, terms, and conditions are subject to change without notice.

LendSure
HOME LOANS