



As a **Business For Self** applicant, providing traditional documentation to substantiate income may be difficult. In these instances, we can offer alternatives. Prime & Sub-Prime lender financing.

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| Purpose | Purchase, refinance, transfer/switch or debt-consolidation, Purchase/Refinance plus improvements |
| Property Type | <ul style="list-style-type: none"> • Owner occupied with a maximum of 4 units • Rental • Secondary Home • City or Country |
| Term | 1, 2, 3, 4, 5, 7, 10 year closed 3,5 year variable closed |
| Rate | Fixed Variable |
| Loan Amount | \$100,000 - \$950,000 (insured) \$100,000 - Unlimited (conventional; conditions apply; may be subject to sliding scale) |
| Maximum LTV | <ul style="list-style-type: none"> • 90% for 1-4 unit owner occupied (purchase) • 80% for 1-4 unit owner occupied (refinance) • 80% for 1-4 unit non-owner occupied (rental) |
| Confirming Income | <p>Prime Financing: Government legislation requires that lenders use a “reasonability test” and gather verification documents to confirm the borrower’s stated income. They will also use predictive models and online human resources data to substantiate Required documentation may include (dependant on lender program):</p> <ul style="list-style-type: none"> • Bank statements to verify deposits to account over a 90 day period • Borrower’s Notice of Assessment (to verify <u>no</u> income tax arrears) • Borrower’s T1 General (to look at add-back & gross-up allowances) • Minimum of 3+ years in the same line of work |
| Down Payment | Own resources |
| Amortization | <ul style="list-style-type: none"> • 5-30 years conventional • 5-25 years insured |
| Payment Options | Monthly, semi-monthly, bi-weekly, weekly |
| Interest Rate | May be surcharged for a “stated income” application |
| Pre-payment Privilege | <ul style="list-style-type: none"> • Lump sum up to 20%* of the original principal amount (*some lenders are 10-15%) • Monthly payment top-up up to 20%* of the regular monthly payment amount (*some lenders are 10-15%) |
| Early Payout | Early Payout Premium: Greater of 3 months interest or Interest Rate Differential Reinvestment Fee may apply |
| Other | Portable and assumable upon approval |
| Borrower Qualification | <p>Insured/High Ratio</p> <ul style="list-style-type: none"> • For terms less than 5 years, must qualify at the contract/MQR/benchmark rate, whichever is greater • For terms 5 years or greater, must qualify at the contract rate • Mortgage insurance is NOT available for homes with a purchase price of over \$1.0M • A minimum beacon score of 680 (650 on exception) • Reasonable income verification • Down payment verification • No tax arrears, previous bankruptcy or judgements |

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| Borrower Qualification | Conventional |
| | <ul style="list-style-type: none"> • For terms less than 5 years, must qualify at the contract/MQR/benchmark rate, whichever is greater • For terms 5 years or greater, must qualify at the contract rate • A minimum beacon score of 680 (650 on exception) • Reasonable income verification • Down payment verification • No tax arrears, previous bankruptcy or judgements |
| Borrower Qualification | Sub-Prime |
| | <ul style="list-style-type: none"> • Must qualify at the contract rate • No minimum beacon score requirements; anything below 580 is difficult to finance • Reasonable income verification • Down payment verification to ensure anti-money-laundering guidelines are met • Interest rate will be higher as lender is assuming a higher-risk file; higher the risk the higher the rate |