

Power Your Pipeline with Freedom Mortgage Wholesale

CALYX[®]
software


FREEDOM MORTGAGE[®]
—
WHOLESALE

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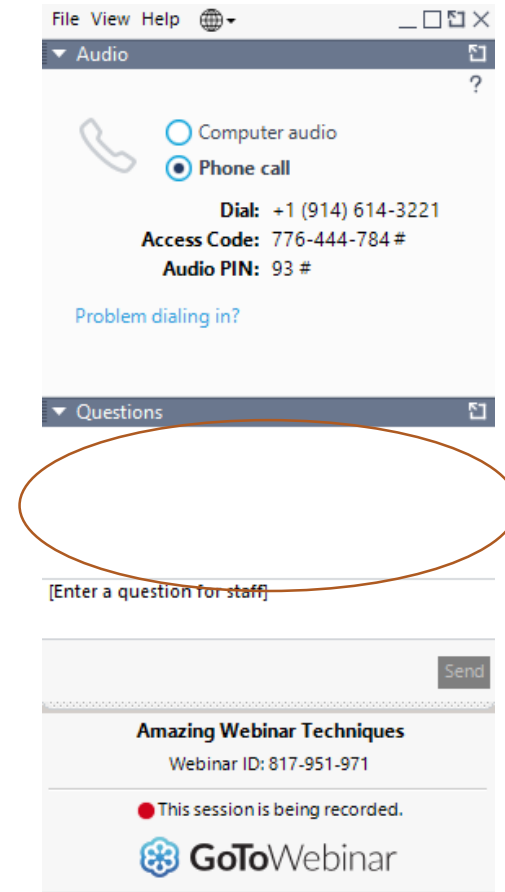
Type questions into the Questions box

Handouts are available for download

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Presenters



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Wholesale



Allen Middleman
Senior Vice
President



Garrett Reilly
Marketing Director



Agenda

About Freedom Mortgage Wholesale

Getting Creative with Condos

Helping You Win with the Best VA/FHA Price Guarantee

A New, Innovative Cash-Out Solution



About Freedom Mortgage Wholesale

#4 Wholesale Lender by Volume*

Serving Independent Mortgage Brokers
and Wholesale Correspondents
for over 25 years

A “face to face” sales model supported by
3 Regional Operations Centers

4.9 out of 5 Stars — Customer Satisfaction
rating**

* Inside Mortgage Finance, 3Q2018.

** Rating is based on aggregated Freedom Mortgage internal data, for customer reviews from January 2018-February 2019.



WHOLESALE





We pride ourselves on our face-to-face business model.

The Best People



Accessible, Efficient
Underwriting &
Ops Support



Comprehensive
Products
& Solutions



Getting Creative with Condos



The Freedom Mortgage Condo Advantage



Freedom Mortgage Condo Project Review Desk



Expertise – Staffed by seasoned, committed industry professionals

Speed – Accelerated evaluation begins immediately after Loan Set Up

Relax! We do it all - The team contacts the client, coordinates condo project information collection, explains requirements, provides clear communication through updates and regular notifications

Limited Time! Special Offer

Freedom Mortgage absorbs Condo Questionnaire Request Fees



The Slam Dunk Price You've Been Waiting For!



VA/FHA Best Price Guarantee! We Won't Be Beat on Any Price.

- We guarantee the best VA & FHA Price for fixed-rate purchase / full doc refinance with a FICO ≥ 640 .
- If you find a better price, we'll reduce our Lender Fee by \$150.

Product exclusions apply. Ask for details.

Guaranteed Best Price!

Introducing Freedom Flex

Available for Broker Clients

*A New, 95% LTV/CLTV Cash-Out Solution
with No MI*



WHOLESALE



Featured guidelines are provided in this overview. Please see AllRegs for complete product guide details.



Freedom Flex provides an expanded LTV/CLTV to 95% with no Mortgage Insurance for borrowers requiring more flexibility to access cash for many needs.



Win More Business...^{*CoreLogic}
Expanded Cash-Out Eligibility

Differentiate Yourself... Your New Competitive Advantage

Only available to select Freedom Mortgage Brokers.

Expand your market. Serve your borrowers with a cash out offering exclusively available through you!

*CoreLogic





The cash-out share of new refinances exceeded 40% during the fourth quarter of 2018 – the highest in 14 years – a higher share is expected in 2019.*

*CoreLogic



WHOLESALE

Serve An Expanding Cash-Out Market

Key Features



WHOLESALE

- 95% LTV/CLTV Cash-Out with a credit score of 640 or above for 1-4 Unit Owner-Occupied primary residences only
- Fixed-rate only
- 10-30 Year Terms (in 5 Year Increments)
- No Mortgage Insurance Required
- Loan Limits – Minimum \$100,000 up to HUD Maximum
- HUD-determined low and high cost loan limits apply
- Jumbo loan amounts eligible (1-unit property with a base loan amount greater than \$484,350)
- No Case Numbers
- Not available in New York and Texas

*CoreLogic

Property Types	Maximum LTV/CLTV	Maximum Loan Amount	Minimum Credit Score	Maximum DTI Ratio
1-4 Unit PUD Condo	95%	Up to FHA maximum	640	50%



Borrower Profile and Product Snapshot

Borrower Profile

- Designed to meet the needs of the cash-out borrower who requires a higher LTV/CLTV

A Hybrid (Conventional/FHA) Product with Unique Features

- Available for select Broker Clients only
- Unique “hybrid” product follows conventional product selection/loan processing requirements with FHA credit guideline features
- Manually underwritten - as a Non-Conforming / Non-QM product, an AUS will not be required
- Although not an FHA product, FHA TOTAL Scorecard* income, credit, liabilities and asset guidelines will be utilized
- Loans will not be required to be downgraded to FHA Manual unless specifically noted within the guidelines
- Where the product guide is silent, refer to FHA TOTAL Scorecard guidelines
- Appraisal requirements and collateral review follow Fannie Mae guidelines
- Two Rate Tiers with Base/Par Pricing



* per HUD Handbook 4000.1 II Section 4 (TOTAL)



Borrower Eligibility

- Where the product guide is silent, refer to FHA TOTAL Scorecard guidelines
- 640 minimum representative credit score (minimum of two credit scores for all borrowers)
- Total 50% maximum DTI (front and back end)
- No reserve requirement (1-2 units)
- Borrowers who otherwise qualify for an FHA loan are not eligible
- Non-Occupant co-borrowers are not permitted

Eligible Borrowers

- Individual or Natural Person with U.S. Citizenship
- Permanent Resident Aliens
- Non-Permanent Resident Aliens

*CoreLogic



Borrower Eligibility (continued)



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Housing Payment History

- The borrower must have owned and occupied the subject property as their principal residence for 12 months prior to application. Occupancy is to be verified according to FHA guidelines
- Mortgage/Housing History - 12 months history is required. The minimum requirement and maximum number of late payments are as follows: 0x30 over the last 12 months, through closing. Rolling delinquencies are not permitted. The mortgage must be current at the time of closing
- Properties with mortgage must have a minimum of six (6) months* of mortgage payments made; not required for properties owned free and clear
- The six month payment requirement refers to circumstances where the borrower recently refinanced the property; in those situations, a minimum of six payments must have been made on the current mortgage we are refinancing.

*CoreLogic



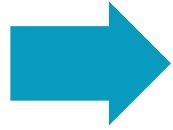
Borrower Eligibility (continued)

- Self-employed income must have a 2 year history; a 1-2 year history may be considered only if the borrower was previously employed in the same line of work in which the borrower is self-employed or in a related occupation for at least two years. Less than one (1) year of self-employment is not permitted
- Business income with more than a 20% decline over the analysis period must be downgraded and manually underwritten (example where we will use FHA manual downgrade eligibility)

*CoreLogic



Registration & Disclosure Process



Appraisal and Collateral Review / Property Eligibility



Credit/Underwriting

- Conventional Registration & Disclosure Process
- HPML (Higher Prices Mortgage Loan Overrides will occur)
- FHA CAIVRS Check Required (Credit Alert Interactive Verification Reporting System)

- Conventional Appraisal (No Water Test etc.)
- Agency Warrantable PUDs
- FHA Condos (HRAP Approved Only)

- Manual – No AUS
- 640 Min Score
- 50% DTI
- BKO Wait Period is 5 years
- No History of Foreclosure Permitted

Notable Conventional/FHA Distinctions

Access Freedom Mortgage Wholesale in Point

From your
loan file

Lenders >

Freedom
Mortgage
Wholesale

The screenshot shows the Point software interface with the 'Lenders' menu open. The menu lists various lenders, with 'Freedom Mortgage Wholesale' highlighted. The background shows a loan file for 'AMERICA, ANDY' with fields for Borrower Information, Subject Property, Loan Summary, and Income Details.

Navigation Panel

- Loans
- AMERICA, ANDY
- Stars Mortgage - Calyx (In Process) [PDS]
- Borrower Information
- Loan Application-1
- Loan Application-2
- Loan Application-3
- Loan Application-4
- Loan Application-5
- Loan Application-Addendum
- Prequalification
- Amortization Schedule
- Rent vs. Own
- Cash-To-Close
- Loan Comparison
- Fees Worksheet
- Loan Estimate
- Good Faith Estimate
- Service Providers List
- HOEPA Homeownership Counseling
- Closing Costs Worksheet
- Closing Disclosure
- Written List of Service Providers
- HUD-1 Settlement Statement
- HUD-1A Settlement Statement
- Truth-in-Lending
- TIL Section 32
- CA MLDS Traditional - 882 and 883
- CA MLDS Non-Traditional 885
- Transmittal Summary
- Combined Transmittal
- Mtg Loan Commitment
- Cash Flow Analysis-1
- Cash Flow Analysis-2
- Cash Flow Analysis-3
- Self Emp Inc Analysis-A
- Self Emp Inc Analysis-B
- Loan Submission
- Patriot Act: Organization Identification
- Patriot Act: Borrower Identification
- Patriot Act: Co-Borrower Identification
- Request for Appraisal
- Request for Insurance
- Request for Payoff
- Request for Tax Return (4506 / 4506-T)
- Request for Title
- Social Security Number Verification (SSA-B)
- Notice of Action Taken
- Credit Score Info Disclosure
- Flood Certification
- Flood Hazard Det.
- Flood Hazard Notice
- Home Equity Line of Credit (HELOC)
- Anti-Steering Disclosure
- Affiliated Business Disclosure
- ARM Disclosure (Initial)
- Brokerage Business Contract (Generic)
- Florida Lender Disclosure
- Mtg Loan Agreement
- Aggregate Escrow Act
- Request for Survey

Navigation Panel

- Pipeline
- Tasks
- Reports & Marketing
- Templates [PDS]

MarketPlace

- Freedom Mortgage Wholesale
- Quicken Loans Mortgage Services
- Stearns Lending
- 1st Tribal Lending
- Caliber Home Loans - Smart Start
- Constructive Loans
- Deephaven Mtg IDENTIFI AUS (Non-QM)
- Federal Home Loan Bank
- Flagstar Bank
- LENDING IQ
- NewRez (Non-QM)
- Newfi Wholesale (Non-QM)
- Plaza Home Mortgage, Inc.
- Sierra Pacific Mortgage, Inc.
- Sprout Mortgage

Borrower Information

Borrower

Name: ANDY AMERICA

SSN: 999-60-3333

DOB: 03/06/1968

H Phone: 972-144-5555

Cell/Alt: 949-494-9494

E-Mail: [ate@yoursers.com]

Present Address: Own Rent No of Yrs: 4

Street: 4321 Cul de Sa

City: Fall River State: MA Zip: 02723

Country: United States

Subject Property

Copy From Present Address

Street: 303 lake wichita

City: Fall River State: MA Zip: 02723

County: Bristol

Property Type: [Dropdown]

Credit Scores

	Brw	Co-Brw
Experian/FICO		
TransUnion/Emprica		
Equifax/BEACON		
Minimum FICO		

Loan Summary

Loan Program: [Dropdown]

CC Scenario: [Dropdown]

Originator: Originator Mark

Processor: Processor Paul

Conventional FHA VA USDA/RHS Other

Primary Secondary Investment

Gross Rent: 400.00

Occ Rate: 95 %

Purchase No Cash-Out Refi Cash-Out Refi Construction Construction-Perm Other: [Dropdown]

Note Rate: 3.500 % Term/Due: 360 / 360 mths

Appr Value: 220,000 LTV: 98.000 %

Sales Price: 115,000 CLTV: 98.000 %

Down Pmt: 2.000 % 2,300.00 Top: 14.559 %

Loan Amt: 112,700 Bottom: 17.391 %

Other: [Dropdown]

First Mtg Second Mtg Simultaneous Second w/ MIP, FF

HELOC

QM Finding: [Dropdown]

QM Date and Time: [Dropdown]

Income Details

	Borrower	Co-Borrower	Total
Base Inc	4,160.00	5.00	4,165.00
Overtime			
Bonuses			
Commissions			

Expenses

First Mtg	506.22
Other Fin	51.00
HazIns	5.00
Taxes	5.00


Other Obligations

CHASE, INC.	\$ (1,015.00)
SALLIE MAE	\$ 0.00
SALLIE MAE	\$ 50.00
TOYOTA CRE	\$ 25.00

Personal Info Contact Info Mtg Insurance Sub Financing QM Keep open


Freedom Mortgage Wholesale Portal


← Back → Forward ↻ Refresh 🖨 Print 💾 Save As ✖ Close

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 FREEDOM MORTGAGE®
WHOLESALE




10500 Kincaid Drive
Fishers, IN 46037
Toll Free 800-871-6467
Lender NMLS ID: 2767



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About Freedom Mortgage Wholesale

For over 25 years, Freedom Mortgage Corporation has been earning a name for itself as a full-service lender with strong customer service and a unique streamlined process. Today, we're licensed as a mortgage banker in all 50 states, the District of Columbia, Puerto Rico and the Virgin Islands, with offices nationwide. We are dedicated to helping customers achieve the American dream of homeownership.

Freedom Mortgage's Wholesale Division consistently underwrites, closes and funds thousands of loans, providing competitive rates and a full range of products. Our knowledgeable Account Executives, underwriters, processors, product developers, customer service representatives and other professionals are home finance experts. With their years of experience and deep industry insights, they handle every aspect of your loan, from submission to closing. Our customer support team—coupled with our online technology—makes our knowledge, procedures and programs easily available.

 **SECURED SITE**®
networksolutions
256 bit Encryption

REGISTER LOAN

[Start a New Loan](#)[Product Information](#)[Loan Information](#)[Additional Loan Information](#)[Compensation Information](#)[Borrower Information](#)[Property Information](#)[Contacts](#)[Government Monitoring](#)[Additional Comments](#)

Register Loan

[Start a New Loan](#) 


To begin the loan registration process. Select a type of business line loan registration option and loan product.

Type of Business Line: *

- Broker
 Wholesale Correspondent

Is the transaction a PreQualification?: *

Has a Loan Estimate previously been generated for this transaction?: *

Application Date: * 

Product Information

Loan Type: *

Conventional 

Rate Type: *

Fixed 


Amortization Term: *



Loan Product: *



Special Program: *



Special Feature: *



Subordinate Financing:

Loan Information

[Verify Information](#)[Clear/Start Over](#)

Enter
Freedom's
portal at Loan
Registration

REGISTER LOAN

Start a New Loan

Product Information

Loan Information

Additional Loan Information

Compensation Information

Borrower Information

Property Information

Contacts

Government Monitoring

Additional Comments

Borrower Information

Primary Borrower

Last Name: *	First Name: *	Middle Name:
<input type="text" value="AMERICA"/>	<input type="text" value="ANDY"/>	<input type="text"/>
SSN: *	Total Monthly Income:	Email Address:
<input type="text" value="999-60-3333"/>	\$ <input type="text" value="4,310.00"/>	<input type="text" value="tate@yourpersonalizedloan.com"/>
Equifax Score (EQU): *	Experian Score (EXP): *	Transunion Score (TU): *
<input type="text" value="—"/>	<input type="text" value="—"/>	<input type="text" value="—"/>

Contact Phone Numbers

At least one contact phone number is required for Initial Disclosure Pkg eSign authentication

Cell Number:	Work Number:	Home Number:
<input type="text" value="() -"/>	<input type="text" value="(800) 333-3333"/>	<input type="text" value="(972) 144-5555"/>

Co Borrower 1

[- Remove Co-Borrower 1](#)

Last Name: *	First Name: *	Middle Name:
<input type="text" value="AMERICA"/>	<input type="text" value="AMY"/>	<input type="text"/>
SSN: *	Total Monthly Income:	Email Address:
<input type="text" value="500-60-2222"/>	\$ <input type="text" value="105.00"/>	<input type="text" value="tate_kesner@calyxsoftware.com"/>
Equifax Score (EQU): *	Experian Score (EXP): *	Transunion Score (TU): *
<input type="text" value="—"/>	<input type="text" value="—"/>	<input type="text" value="—"/>

Contact Phone Numbers

At least one contact phone number is required for Initial Disclosure Pkg eSign authentication

Borrower Information

Learn More



WHOLESALE

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Senior Vice President
Freedom Mortgage Corporation

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Cell: 954.551.7669

Office: 800.220.3333 EXT 2918

Freedom Mortgage Corporation is a mortgage lender licensed in all 50 states.

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