



DSCR Lending

Products Overview and Information

Investor Products Mix Overview



Great Lakes Mortgage offers several business purpose loan programs aimed at providing investors with financing solutions that will maximize their investment portfolios. Please refer to the full guidelines and matrices for any additional information not expressed herein.



1

DSCR – Residential (SFR & 2-4 / 5-10- & 2-8-Units Mixed Use

2

NCF DSCR – Multifamily & Mixed Use

3

Bridge – Construction, Stabilized, & Transitional

4

Bank Statement (DTI) – Residential (SFR & 2-4 Units)





Residential DSCR (SFR & 2-4 Unit)

Residential DSCR options are loan products designed to assist SFR & 2–4-unit investors obtain 30-year fixed rate permanent financing solutions. This product is intended for stabilized and cash flowing properties.



Tiered Program Pricing Incentives

DSCR Shortfall
Min: 0.80x

DSCR Standard
Min: 1.00x

DSCR Premier
Min: 1.30x
500k Loan
3+ Year PPP
FICO \geq 720

PREMIUM PRICING





DSCR Premier Program Highlights

Our **Premier** DSCR Loan Product – Major Pricing Incentives

DSCR Premier Outline	
Minimum FICO	720
Eligible Property Types	SFR PUD D-PUD Warrantable Condo 2-4 Unit
Minimum Loan Amount	\$500,000
Max LTV	Purchase: 75% Rate & Term: 75% Cash Out: 70%
Reserves Required	9 Months of PITIA Payments
Borrower & Vesting	U.S. Citizen / Permanent Resident Alien Only Entity Vesting ONLY
Minimum Prepayment	3 Year PPP (Fixed or Declining)
Cash Out Limits	Maximum of \$500,000 Exceptions reviewed on case-by-case basis
Minimum DSCR	1.30x
Experience Requirements	Experienced Investors ONLY



DSCR Standard Program Highlights

Our Market Standard DSCR Loan Product

DSCR Standard Outline	
Minimum FICO	660
Eligible Property Types	SFR PUD Warrantable Condo Non-Warrantable Condo 2-4 Unit
Minimum Loan Amount	\$125,000 - (\$75,000 on case-by-case exception basis)
Max LTV	Purchase: 80% Rate & Term: 80% Cash Out: 75%
Reserves Required	6 Months of PITIA Payments
Borrower & Vesting	U.S. Citizen Permanent & Non-Perm Resident Alien Foreign National
Minimum Prepayment	None (0–5-year options subject to state law restrictions)
Cash Out Limits	Maximum of \$500,000 Exceptions reviewed on case-by-case basis
Minimum DSCR	1.00x
Experience Requirements	Case-by-case basis (must have minimum of 12 months ownership history)



DSCR Shortfall Program Highlights

Our **Shortfall** DSCR Loan Product

DSCR Shortfall Outline

Minimum FICO	660
Eligible Property Types	SFR PUD Warrantable Condo Non-Warrantable Condo 2-4 Unit
Minimum Loan Amount	\$125,000 - (\$75,000 on case-by-case exception basis)
Max LTV	Purchase: 75% Rate & Term: 75% Cash Out: 70%
Reserves Required	12 Months of PITIA Payments
Borrower & Vesting	U.S. Citizen Permanent & Non-Perm Resident Alien Foreign National
Minimum Prepayment	None (0–5-year options subject to state law restrictions)
Cash Out Limits	Maximum of \$500,000 Exceptions reviewed on case-by-case basis
Minimum DSCR	0.80x
Experience Requirements	Experienced Investors ONLY

Multifamily & Mixed Use NCF DSCR



Multi & Mixed DSCR loan options contains 3 separate product categories. We offer 3- and 5-year term products (CMBS & Insurance Fund). These products are underwritten using NCF DSCR (true cash flow). CMBS and Insurance products have no maximum unit count. We also offer a 30-year fixed rate product for 5–10-unit properties. The 30-year product is underwritten with a gross basis DSCR calculation.

CMBS (Short Term)

1. Unlimited Unit Count
2. Multifamily & Mixed Options
3. NCF DSCR Calculation
4. 3-5 Year Term
5. Minimum Occupancy: 90%
6. Purchase / R&T LTV: 80%
7. Cash Out LTV: 75%
8. Recourse / Non-Recourse

Uses: Higher unit count and loan balance options. Generally lower rate options. Yield maintenance PPP. Highly dependent on overall investor story, history / experience and collateral

Insurance (Short Term)

1. Unlimited Unit Count
2. Multifamily & Mixed Options
3. NCF DSCR Calculation
4. 3-5 Year Term
5. Minimum Occupancy: 80%
6. Purchase / R&T LTV: 75%
7. Cash Out LTV: 70%
8. Recourse / Non-Recourse

Uses: Higher unit count and loan balance options. Fixed and declining PPP options. Highly dependent on overall investor story, history / experience, and collateral.

30 Year (Permanent)

1. 5-10 Unit ONLY
2. Multifamily & Mixed Options
3. Minimum DSCR: 1.00x
4. 30 Year Term
5. Minimum Occupancy: 80%
6. Purchase / R&T LTV: 75%
7. Cash Out LTV: 70%
8. Full Recourse ONLY

Uses: 30-year permanent financing option. Loan balance maximums of \$2.5MM. Ignores net cash flow calculations.



Multifamily & Mixed-Use Term Matrices

INSURANCE	Purchase ¹		Rate/Term		Refinance Cash Out ²	
FICO	Max LTV/LTPP (LTC)	CRE DSCR ³	Max LTV	CRE DSCR ³	Max LTV	CRE DSCR ³
700+	75%	1.25x	75%	1.25x	70%	1.30x
680-699	75%	1.25x	75%	1.25x	70%	1.30x
Foreign National ⁴	70%	1.30x	70%	1.30x	65%	1.40x

SHORT TERM SALE	Purchase ¹		Rate/Term		Refinance Cash Out ²	
FICO	Max LTV/LTPP (LTC)	CRE IO DSCR ³	Max LTV	CRE IO DSCR ³	Max LTV	CRE IO DSCR ³
700+	80%	1.25x	80%	1.25x	75%	1.30x
680-699	80%	1.25x	80%	1.25x	75%	1.30x
Foreign National ⁴	75%	1.30x	70%	1.30x	65%	1.40x

LONG TERM SALE	Purchase ¹		Rate/Term		Refinance Cash Out ²	
FICO	Max LTV/LTPP (LTC)	RESI DSCR ³	Max LTV	RESI DSCR ³	Max LTV	RESI DSCR ³
700+	75%	1.00x	75%	1.00x	70%	1.00x
680-699	70%	1.00x	70%	1.00x	70%	1.00x
Foreign National ⁴	65%	1.20x	65%	1.20x	65%	1.20x



Bridge Lending - “Power of our Balance Sheet!”

-> Stabilized, Light Rehab, Heavy Rehab, Ground Up

We offer a variety of bridge lending products to fit investor needs. These products do not follow an exact science and are highly based on sponsor experience, collateral, location, business plan, and exit strategy. Bridge loans are short term (12-18 month) financing solutions most often used to finance the construction or rehabilitation of investment property. Bridge loan rates range from 8.99 – 12.50% (interest only balloon).

Fix & Flip



Heavy Rehab

Light Rehab

Budget > 100% of AIV
Change of Use
Expansion > 20%

Budget < 100% of AIV
No Change of Use
Minimal Expansion

ARV > 3x AIV (1-4 unit) ARV < 3x AIV (1-4 Unit)

Uses: Finance the rehabilitation or transition of the subject property. Purchase / Cash Out / Rate Term Options. Loans designed with a construction reserve held and released by lender via percentage of completion method.

Ground Up Construction



Uses: Finance the construction of undeveloped “shovel ready” land. We provide the vertical financing for ground up construction. Leverage on initial land value is very low. We do not offer cash out on land value.

Stabilized



Uses: Provide the sponsor time to obtain permanent financing on SFR, Multifamily and Mixed-Use assets. Purchase / Cash Out / Rate & Term options.



SFR & 2-4 Unit Bridge Matrices

Leverage Matrix					
Loan Product Types		Max LTV ("As Is")	Max LTC ("Loan to Cost")	Max ARV-LTV ("As Repaired")	
Stabilized Bridge	Purchase	75%	75%	N/A	
	Rate & Term	65%	N/A	N/A	
	Cash-Out	60%	N/A	N/A	
Experienced Sponsor ¹	Light Rehab	Purchase	85%	85%	70%
		Rate & Term	70%	N/A	60%
		Cash-Out	60%	N/A	55%
	Heavy Rehab	Purchase	75%	75%	60%
		Rate & Term	70%	N/A	60%
		Cash-Out	Ineligible	Ineligible	Ineligible
Inexperienced Sponsor ¹	Light Rehab	Purchase	75%	75%	65%
		Rate & Term	65%	N/A	60%
		Cash-Out	Ineligible	Ineligible	Ineligible
	Heavy Rehab	Purchase	60%	60%	50%
		Rate & Term	Ineligible	Ineligible	Ineligible
		Cash-Out	Ineligible	Ineligible	Ineligible

¹ Generally, experience is defined as 3+ round trip investment property transactions or other related experience w/ in last 36 months.



Multifamily / Mixed Use Bridge Matrices

Leverage Matrix					
Loan Product Types		Max LTV ("As Is")	Max LTC ("Loan to Cost")	Max ARV-LTV ("As Repaired")	
Stabilized Bridge	Purchase	75%	75%	N/A	
	Rate & Term	70%	N/A	N/A	
	Cash-Out	65%	N/A	N/A	
Experienced Sponsor ¹	Light Rehab	Purchase	75%	75%	65%
		Rate & Term	70%	N/A	60%
		Cash-Out	65%	N/A	55%
	Heavy Rehab	Purchase	70%	70%	65%
		Rate & Term	65%	N/A	60%
		Cash-Out	Ineligible	Ineligible	Ineligible
Inexperienced Sponsor ¹	Light Rehab	Purchase	70%	70%	65%
		Rate & Term	Ineligible	Ineligible	Ineligible
		Cash-Out	Ineligible	Ineligible	Ineligible
	Heavy Rehab	Purchase	Ineligible	Ineligible	Ineligible
		Rate & Term	Ineligible	Ineligible	Ineligible
		Cash-Out	Ineligible	Ineligible	Ineligible
Minimum Debt Yield		8.50%			

¹ Generally, experience is defined as 3+ round trip investment property transactions or other related experience w/ in last 36 months.



Bank Statement Loan Product (12 or 24-Month Option)

Our bank statement loan product is perfect for self employed sponsors and those ratio challenged DSCR loans. This is an income qualifying product; however, no tax returns are required. Income is derived from personal or business bank statement eligible deposits.

The qualification method is DTI (debt to income) similar to agency underwriting.



1. Maximum DTI = 49.99%
2. Gross Deposit Expense Factor = 50%
3. Minimum 2 Year Self Employed
4. 1099 Income Permitted!

Investment Property – Bank Statement Loans				
Transaction Type	Units	FICO	Max LTV	Max Loan Amount
Purchase R&T Refinance	SFR & 2-4 Units	700	75%	\$2,000,000
		680	70%	\$1,500,000
		680	75%	\$1,000,000
Transaction Type	Units	FICO	Max LTV	Max Loan Amount
Cash-Out Refinance ¹	SFR & 2-4 Units	720	65%	\$2,000,000
		700	70%	\$1,500,000
		680	65%	\$1,000,000

¹ Refer to cash out limits per FICO / LTV per lending guidelines



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