

# BROKER REFERENCE GUIDE



| Heading                        | Details  |
|--------------------------------|--|
| <b>Appraisal</b>               | <ul style="list-style-type: none"> <li>• Required on all deals.</li> <li>• Refer to our Approved Appraisers list.</li> <li>• Lower of original purchase price or appraised value in pre-build purchases.</li> </ul>  |
| <b>Borrower(s)</b>             | <ul style="list-style-type: none"> <li>• Individuals or Corporate Holding Companies (with personal guarantee).</li> <li>• Operating Companies with Guarantees &amp; GSA.</li> </ul>  |
| <b>Broker Fees</b>             | <ul style="list-style-type: none"> <li>• You can charge your own broker fee, however, lender disclosure &amp; approval is required.</li> </ul>   |
| <b>Credit History</b>          | <ul style="list-style-type: none"> <li>• No minimum beacon scores.</li> <li>• Previous bankruptcy / proposal up to 60% LTV.</li> <li>• Credit Bureau required.</li> <li>• Explain credit issues in deal notes.</li> </ul>  |
| <b>Debt Servicing / Income</b> | <ul style="list-style-type: none"> <li>• Stated income only, GDS / TDS not applicable.</li> <li>• Latest Notice of Assessment for all borrowers, to confirm taxes payable.</li> <li>• Property Tax payment proof (if applicable).</li> <li>• Three months bank statements for cash flow.</li> </ul>        |
| <b>Down-payment</b>            | <ul style="list-style-type: none"> <li>• No documentation required.</li> <li>• Stated source required.</li> </ul>  |
| <b>Interest Rate</b>           | <ul style="list-style-type: none"> <li>• Fixed interest rate.</li> <li>• Rate Buy Down available (please ask underwriter)</li> </ul>   |
| <b>Lender Fees</b>             | <ul style="list-style-type: none"> <li>• Range between 1% - 3%.</li> <li>• Varies depending on basis of Charge &amp; LTV.</li> </ul>   |
| <b>Lending Areas</b>           | <ul style="list-style-type: none"> <li>• BC only.</li> <li>• Regions with population greater than 10,000.</li> </ul>   |
| <b>Loan-to-Value</b>           | <ul style="list-style-type: none"> <li>• Up to 75% LTV.</li> <li>• On 1st, 2nd &amp; 3rd Mortgages.</li> </ul>   |
| <b>Payment / Amortization</b>  | <ul style="list-style-type: none"> <li>• No amortization.</li> <li>• Interest Only payments.</li> </ul>  |
| <b>Pre-payment</b>             | <ul style="list-style-type: none"> <li>• Closed: 3 months interest.</li> <li>• 30 days notice required for all mortgages.</li> </ul>   |
| <b>Property</b>                | <ul style="list-style-type: none"> <li>• Residential, Condo, Townhome, Row-house, Commercial &amp; Retail</li> <li>• No Mobile, Manufactured &amp; Leasehold.</li> </ul>   |
| <b>Purpose / Deal Notes</b>    | <ul style="list-style-type: none"> <li>• Purchase, Refinance, Equity Takeout, Inter-alia, Renovation, Debt Consolidation, Foreclosure, Land only, Consumer Proposal, Re-mediated Grow-ops, Commercial &amp; Retail units.</li> <li>• Include purpose of funds &amp; exit strategy where needed.</li> </ul> |
| <b>Renewal</b>                 | <ul style="list-style-type: none"> <li>• Offer will be made at the time of Renewal.</li> </ul>   |
| <b>Submission Process</b>      | <ul style="list-style-type: none"> <li>• Filogix &amp; Velocity.</li> <li>• Supporting docs by email at <a href="mailto:deals@rightavenuemic.ca">deals@rightavenuemic.ca</a></li> </ul>  |
| <b>Term</b>                    | <ul style="list-style-type: none"> <li>• 1-year Open or Closed.</li> <li>• State preference in deal notes.</li> </ul>  |