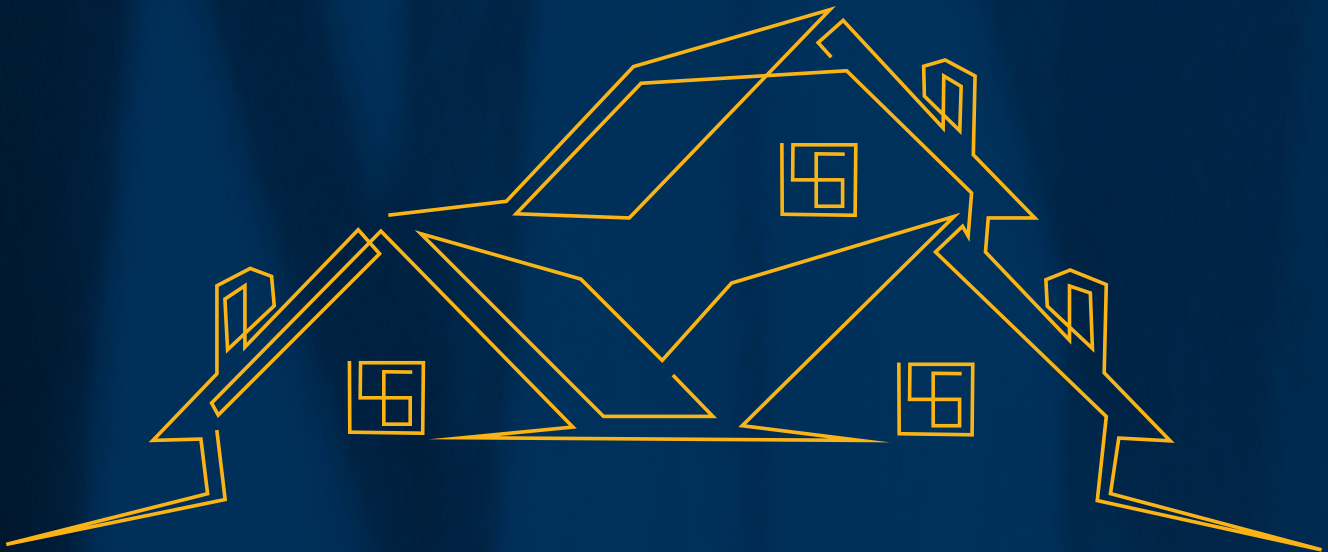




Proud to be Employee Owned

LOAN *Playbook*



Setting the industry standard for
delivering homeownership in America.

creating experiences that matter™

At American Pacific Mortgage, our mission is to **create experiences that matter™**—by serving the home financing needs of individuals and families in the communities we call home. We understand how important every transaction is, and we work hand-in-hand with everyone involved to ensure smooth, professional (and yes, even boring!) closings.

What sets us apart is our open platform—giving our loan officers the **freedom and flexibility** to place loans where they see the best fit for their clients, whether that means banking or brokering. This independence, paired with APM's robust suite of programs, tools, and support, **empowers you** to deliver a home loan experience that's efficient, transparent, and truly personalized.

We take pride in making our Loan Advisors, real estate partners, and all parties in the transaction look good. From education to product offerings, qualifying to closing day, we take ownership of the process—because that's how homeownership should be done.

We're not just aiming to meet the standard. We're here to set it. And that's why APM continues to be recognized as one of the top mortgage companies in the country—year after year.



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First Time *Homeburger* Products

Down Payment Assistance (DPA)

We know some potential homebuyers could really use a little help with their down payment. APM has access to 5 National DPA programs, in addition to hundreds of programs that can help buyers in specific geographic areas. Talk to your Loan Officer about regional assistance programs that may help you buy your home.



DOWN PAYMENT
-SOLUTIONS-

PRODUCT HIGHLIGHTS

> National DPA

- Second mortgage loan up to 4% of the lesser of the appraised value or purchase price (no dollar cap)
- May be paired with FAHE My Place Mortgage, or the Springboard to Homeownership Second
- Not available in all states
- DPA works in conjunction with an FHA loan—FHA product guidelines apply
- Income limits apply
- This DPA has option for repayment or forgivable over time

> Chenoa Fund

- Down payment assistance provided will be 3.5% of the lesser of the sales price or appraised value
- May be used with HomeReady or conventional standard first mortgage
- Proceeds can be used for either down payment assistance, closing cost assistance, or a combination of both. Second mortgage proceeds may be used to fund up to 100% of the borrower's cash to close.
- Min 660 credit score

> Within Reach

- 30-year fixed rate loan
- Down payment assistance
- No minimum down payment
- Loan amounts vary by state/county requirements set by FHA
- Not available in New York

BORROWER ADVANTAGES

- > Get their dream home now – don't wait to save for a down payment
- > Available for first-time or repeat homebuyers, co-borrowers don't have to live in the property
- > With low down payment options, cancelable mortgage insurance and more, homeownership can be more affordable
- > Some options do not need to be paid back if requirements are met

REALTOR ADVANTAGES

- > Get more buyers into homes with DPA loan options
- > Expand your reach with additional programs that provide flexibility and financing alternatives
- > Low down payment and DPA programs enable homeownership faster reality for many

Click n' Close SmartBuy National DPA

The SmartBuy National Down Payment Assistance (DPA) Program is a nationwide initiative designed to help homebuyers overcome the financial barriers of purchasing a home. It combines a 30-year FHA or USDA first mortgage with a second lien that provides down payment assistance. This assistance can be used toward the down payment, closing costs, or to buy down the interest rate.



PRODUCT HIGHLIGHTS

- › Meets FHA & USDA minimum required investment
- › First lien is an FHA or USDA 30-Year fixed-loan
- › Up to 5% of purchase price can be used towards down payment, closing costs, or to lower the rate on the underlying mortgage
- › No income or first-time homebuyer restrictions
- › Minimum 660 Credit Score
- › Available nationwide
- › Repayable 10 year option can have 10, 20, or 30 year amortization
- › Forgivable 5-year option has ZERO interest and NO payments
- › Temporary interest rate buydowns allowed

BORROWER ADVANTAGES

- › **Down Payment Help Nationwide:** Offers 3.5% or 5% in assistance—usable toward down payment or closing costs.
- › **No First-Time Buyer Requirement:** Available to both first-time and repeat buyers.
- › **Flexible Program Options:**
 - 5-year forgivable second lien.
 - 10-year repayable second lien.
- › **Fewer Barriers to Entry:** No additional income limits outside of standard loan guidelines.
- › **Avoid Waiting to Save:** Helps buyers get into a home sooner without needing to save a full down payment.
- › **Potential to Buy Down Rate:** Funds can be applied to reduce the interest rate on the loan.

REALTOR ADVANTAGES

- › **Expanded Buyer Pool:** Helps clients who are financially ready to own but lack down payment funds.
- › **Speeds Up Transactions:** Buyers don't have to wait months or years to save for a down payment.
- › **Increases Affordability:** Clients can potentially afford more home by using the assistance to lower costs.
- › **Great Selling Point:** A unique offering that helps differentiate you as a resourceful agent.
- › **Versatile Program:** Works for a variety of buyers and property types across most states (excluding NY).
- › **Helps Close Deals:** Easier to convert "on-the-fence" buyers into homeowners.
- › **Improves Buyer Confidence:** Buyers feel supported and empowered to move forward.

Pathway DPA

Pathway DPA is a down payment assistance program that provides financial assistance to homebuyers for down payments and closing costs. It's designed to make homeownership more accessible, especially for those with lower credit scores.

PRODUCT HIGHLIGHTS

- › 30-year fixed rate first FHA loan
- › 580 minimum credit score
- › No income or first-time buyer requirements
- › Down Payment Assistance 2nd mortgage
 - Choose 3.5% or 5% assistance, based on lower of purchase price or appraised value
 - Second loan is a 10-year fixed rate loan
 - Pricing for second is 2% higher than the primary



BORROWER ADVANTAGES

- › **Flexible Eligibility:** Available to buyers with credit scores as low as 580, with no income limits or first-time homebuyer requirement.
- › **Affordable Assistance:** 3.5% or 5% second mortgage at a fixed rate only 2% higher than the primary loan—more affordable than many DPA options.
- › **Covers More Costs:** Assistance can be used toward down payment, closing costs, or to buy down the interest rate.

REALTOR ADVANTAGES

- › **More Qualified Buyers:** Helps buyers with limited savings or moderate credit scores enter the market confidently.
- › **Faster Closings:** Streamlined, in-house program allows for a smoother and quicker transaction process.
- › **Expanded Reach:** Makes homeownership attainable for a wider range of clients, opening up new sales opportunities.

1% Home

Homeownership just got 2% easier! Borrowers can now buy a home with as little as a 1% down payment. They'll contribute a 1% down payment, and APM will provide a 2% grant (not to exceed \$4,500), providing them an automatic 3% equity in your home at closing. Customers who qualify for this program may contribute up to a 3% down payment and still receive the 2% lender grant from APM. They don't have to be a first-time homebuyer to qualify. There are no location restrictions.



PRODUCT HIGHLIGHTS

- › 1% minimum down payment is required from the buyer
- › 2% lender grant is issued from APM—not to exceed \$4,500
- › 620 minimum credit score
- › Loan amount cannot exceed \$275,000
- › Applicants' Income cannot exceed 80% of the AMI
- › Property must be purchased as a primary residence
- › Single-family residence only (no multi-family)
- › New construction is allowed
- › First-time and repeat homebuyers acceptable
- › No pre-payment penalty

BORROWER ADVANTAGES

- › Available for first-time and repeat homebuyers
- › Allows more options for buyers in home search due to reduced cash needed to close
- › May be combined with other DPA programs
- › Owner-occupied purchase loans only
- › Single-family, condo, PUD & manufactured homes allowed

REALTOR ADVANTAGES

- › Assist underserved communities in building wealth and becoming homeowners over the long term
- › Help clients get into a home now instead of waiting
- › Buyers contribute 1% and APM provides a 2% grant – giving them 3% equity

Community Lending

American Pacific Mortgage is dedicated to strengthening the communities we serve by building generational wealth through homeownership. Properties within pre-determined areas will see notable price improvements and may qualify for a Loan Level Price Adjustment waiver.

PRODUCT HIGHLIGHTS

- › Primary residences only
- › 1-4 unit family homes
- › Condo, PUDs & Co-Ops allowed
- › First-time or repeat buyers eligible
- › Geographic restrictions apply
- › Pricing improvement for qualified buyers

COMMUNITY LENDING

BORROWER ADVANTAGES

- › Buy a home in specific areas at a lower interest rate
- › Buy a home with as little as 3% down payment
- › Ability to leverage other homebuyer grants and programs for further assistance
- › Use with FHA, VA and other programs

REALTOR ADVANTAGES

- › Expand your footprint in underserved communities
- › Help clients access homeownership who otherwise might not have been able to

Low Down Payment Loans

HomeReady and Home Possible are conventional programs designed as alternatives to FHA lending. These products may be the right solution for low-income buyers who need low down payments or flexible guidelines.



PRODUCT HIGHLIGHTS

- › Purchase/rate and term refinance
- › 97% LTV & 105% CLTV with qualifying 2nd
- › Temporary buydowns allowed
- › Boarder Income allowed
- › Non-occupying borrowers permitted
- › No minimum contributions required from borrowers own funds (i.e. gifts allowed)
- › Income restrictions apply: 80% of AMI
- › Single family (1-4 units), condo, PUD allowed

BORROWER ADVANTAGES

- › Program offers qualified low-income borrowers a low 3% down payment financing option.
- › Non-occupant co-borrowers may help borrowers qualify for a 1-unit property.
- › Many types of down payment sources are acceptable, including family, employer-assistance programs, secondary financing, and sweat equity.
- › At 20% equity, borrowers may cancel mortgage insurance, reducing monthly mortgage payments

REALTOR ADVANTAGES

- › These programs may qualify buyers, including:
 - › Buyers with parents as co-signers
 - › Seniors looking to downsize
 - › Newlywed couples short on savings but able to cover down payment with wedding funds
 - › Renters with two long-term roommates who wants to jump to homeownership and bring their roommates (and their rent) with them

Government *Products*

FHA Loans

This loan was designed to make homeownership possible by allowing **flexibility with credit and down payments**. FHA financing is **not just for first-time homebuyers** and provides opportunities for many clients that meet the loan guidelines.



PRODUCT HIGHLIGHTS

- › Must be owner's primary residence (co-borrower does not need to live in home)
- › Mortgage insurance is required
- › Max loan amount varies based on the area
- › Debt-to-income limits apply
- › Bankruptcy seasoning: 24 months
- › Short sale/foreclosure seasoning: 36 months
- › FHA guarantees mortgage
- › Can be used on homes with 1-4 units
- › More liberal guidelines than conventional loans
- › Flexible credit review
- › Fixed or adjustable rates
- › No prepayment penalty
- › Temporary or permanent rate buydowns available

BORROWER ADVANTAGES

- › Down payment options as low as 3.5%
- › Used with most DPA programs
- › Down payment and other required funds may be gifts
- › Seller concessions to help with closing costs and/or buydown costs
- › Don't need to be a first-time homebuyer
- › Streamline refinance possible with no appraisal, no income verification and no credit check required

REALTOR ADVANTAGES

- › Grow your client base: options for people with student loan debt or lower credit scores
- › Specialize in first-time home buyers
- › Seller/Agent contributions up to 6% are allowed for closing costs
- › Low credit requirement
- › Low down payment options
- › Can be paired with DPA programs

USDA Loans

Working in a rural area with USDA coverage? Then this is a great loan for your clients! This loan was created to help people become homeowners in rural America with **no down payment** needed.

The USDA loan provides **flexibility on credit**, but does have household income restrictions.



PRODUCT HIGHLIGHTS

- › Available in rural and some suburban areas
- › Must be owners' primary residence
- › Minimum credit score of 580
- › Household income limits vary based on location
- › Debt-to-income limits apply
- › Bankruptcy/foreclosure/short sale seasoning: 36 months
- › Streamline refinance available with no appraisal, no credit check and reduced fees.

BORROWER ADVANTAGES

- › No down payment required
- › Fixed-rate mortgage
- › U.S. Dept. of Agriculture guarantees mortgage
- › Rates are often better than conventional loans
- › Seller contributions toward closing costs allowed
- › Reduced fees
- › Not limited to first-time homebuyers
- › Flexible credit and underwriting terms

REALTOR ADVANTAGES

- › Great for Realtors wanting to expand their coverage areas
- › Good option for those buying in rural areas (and many suburban areas)
- › Seller can make contributions
- › Low credit scores requirement

VA Loans

If your clients are currently serving in the Military, an eligible Veteran, or are a surviving spouse, then it is time to take advantage of one of the most useful military benefits!

We work to knock down barriers and help get VA offers accepted. We strive to make your purchase offer viewed as equal to or more desirable than FHA or conventional loans. We can also provide full underwriting approval before looking for a home.



PRODUCT HIGHLIGHTS

- › Guaranteed by the Veterans Administration (VA)
- › To qualify, borrower must be a current member of the U.S. armed forces, a veteran, a reservist/national guard member, or an eligible surviving spouse
- › No down payment required in most cases
- › No PMI requirement
- › No maximum loan limit
- › Must be owner's primary residence for at least one year
- › Can be used to buy a single family residence, condo, townhouse, manufactured home, or new construction.
- › Minimum credit score of 580
- › One time VA funding fee (based on down payment, but may be waived in certain circumstances)
- › Termite report required on most VA loans
- › Certificate of Eligibility (COE) needed

BORROWER ADVANTAGES

- › Low fees
- › More relaxed credit and income qualifications
- › No loan limits with full entitlement
- › VA home loan benefit may be used more than once
- › Gifts, grants, and seller contributions (6% max) allowed
- › 100% gift funds allowed

REALTOR ADVANTAGES

- › We handle all the paperwork!
No significant time delays
- › Assumable (if seller agrees)
- › Ability to give back to our veterans

Reverse Mortgages

Owning a home and leveraging the equity they've built can help make the retirement years less stressful for your clients, while providing them and their heirs with peace of mind.



PRODUCT HIGHLIGHTS

- › May be used for purchase or refinance
- › Borrower maintains ownership
- › Proceeds typically tax free
- › Does not affect Social Security or Medicare
- › Borrower is not forced to leave the home
- › Debt does not pass to heirs
- › Primary residence only
- › All HECM borrowers must be 62 or older

Reverse mortgages are loans offered to homeowners who are 62 or older who have equity in their homes. The loan programs allow borrowers to defer payment on the loans until they pass away, sell the home, or move out. Homeowners, however, remain responsible for the payment of taxes, insurance, maintenance, and other items. Nonpayment of these items can lead to a default under the loan terms and ultimate loss of the home. FHA-insured reverse mortgages have an up front and ongoing cost; ask your Loan Advisor for details. These materials are not from, nor approved by HUD, FHA, or any governing agency.

BORROWER ADVANTAGES

- › Use for up-sizing or downsizing current home with access to equity
- › Buy a property closer to family or pay off existing mortgage and debts
- › Creates another source of income
- › Financial planning tools available to assist in long range planning
- › Use Reverse Mortgage 2nd to pay off debt, build generational wealth and more

REALTOR ADVANTAGES

- › Use with purchase to allow older buyers to access their equity
- › Expands accessibility to properties for seniors

Standard *Products*

Conventional Loans

Fannie Mae (FNMA) and Freddie Mac (FHLMC) buy about half of all the mortgage loans made by lenders. This provides lenders with the capital to make more loans. These loans are great for anyone with solid credit that can meet Fannie and Freddie loan standards.



PRODUCT HIGHLIGHTS

- › Conforms to Fannie Mae and Freddie Mac standards
- › No primary residence requirement
- › Minimum credit score of 620
- › Max loan amount varies based on the area
- › Debt-to-income limits apply
- › Bankruptcy seasoning is 48 months, foreclosure 7 years and short sale is generally 4 years.
- › Not insured or guaranteed by the federal government
- › If less than 20% down on a property, borrower pays for PMI
- › Borrower must have good credit, a steady income, and money for a down payment
- › Borrowers with good credit receive lower rates
- › Owner occupied multi units allowed to 95% LTV

BORROWER ADVANTAGES

- › Down Payment options as low as 3%
- › No mortgage insurance with 20% or more down
- › Removable mortgage insurance at 20% equity
- › Can be used for second homes or investment properties
- › No limits on income, area or occupancy type.
- › Gifted money can be used for the down payment
- › Seller contributions allowed

REALTOR ADVANTAGES

- › The most popular loan product — provides easier loan approvals
- › Appraisal requirement flexible for certain scenarios
- › Low down payment options
- › These products fit most buyers, including primary homebuyers and investors

First Responders/ Nurses/Teacher Options

Teachers, law enforcement, first responders and nurses are all vital to our communities. We offer the STaR program to these professionals with incentives and reduced fees. It's our way of saying thank you for the vital services each of these professions provide to our communities.



PRODUCT HIGHLIGHTS

- **Teachers/Principals/School Counselors**
 - Retired* or currently full-time employed with a teaching credential in a public/private K-12 school
- **Police/Sheriff/Highway Patrol/Trooper/Border Patrol/Correctional Officers**
 - Retired* or currently full-time employed with city/county/state/federal law enforcement
- **Firefighters/First Responders**
 - Retired* or currently full-time employed with city/county/state or private company
- **Nurses**
 - Retired* (RN and CNA) or currently full-time employed in a hospital or clinic
- Available for VA, FHA or conventional mortgages
- Reduced lender fees for eligible buyers (up to \$800)
- Gift funds can be used for 100% of the home purchase down payment
- Potential exclusion of student loan payments with proof of deferment

**Must be able to show proof of retirement, i.e. retirement statement*

BORROWER ADVANTAGES

- Reduce lending fees by as much as \$800
- Can be easier to obtain a mortgage with DPA options to give more purchasing power and less out-of-pocket expenses
- Reduce monthly mortgage payment with lender paid mortgage insurance
- Take advantage of a float-down option if rates go down prior to signing loan documents

REALTOR ADVANTAGES

- Expand your homebuyer pipeline to include teachers, police, fire fighters, first responders and correctional officers
- Give your buyer more purchase power with 100% gift fund DPA and/or lender paid mortgage insurance options
- Reduction in lender fees only given to our Star professionals

Doctor Loans

Doctors and recent medical school grads often face unique challenges when it comes to buying a home—student loan debt, limited credit history, and non-traditional income structures can all make financing feel out of reach.

That's where our Doctor Loan comes in. This specialized loan program was designed to address the financial realities many medical professionals face—offering solutions for buyers who may have high debt-to-income ratios, limited savings for a down payment, or are just beginning their careers with an employment contract in hand. Whether you're working with a newly matched resident or an established physician ready to upgrade, this program can help you guide them into homeownership with confidence.

PRODUCT HIGHLIGHTS

- › Up to 100% financing with no MI required
- › Loan amounts as high as \$2.5 Million
- › Contributions from 3rd parties allowed (some conditions apply)
- › Available for medical doctors, dentists, veterinarians
- › New 1099 contract income allowed without 1-2 years of employment history
- › Not available for chiropractors, nurses, or pharmacists
- › Not available in AK, CA, DC, HI, ME or NV



MEDICAL PROFESSIONALS LOAN PROGRAM

BORROWER ADVANTAGES

- › Tailored for medical professionals
- › Up to 100% financing
- › High loan amounts with more flexibility
- › Future employment contracts or terms of employment acceptance acceptable
- › Short or incomplete job history accepted with employment contract
- › Low reserve requirements

REALTOR ADVANTAGES

- › Provides a solution for buyers who have recently graduated medical school and are buying a home (including buying a home in a new city or state)
- › Expands your reach to enable targeting medical professionals in community or those preparing to graduate

Jumbo Loans

Have a borrower that exceeds the conforming loan limit? Not to worry—we have tons of jumbo solutions to meet most borrowers' needs. Combine that with in-house delegated underwriting, and we control the process end-to-end. Jumbo lending is not limited to the banks, APM is a top lender in the jumbo space.



PRODUCT HIGHLIGHTS

- › Loan amounts up to \$10,000,000
- › Max LTV/CLTV is 90% for Primary Residence or Second Home
- › ARM, fixed and interest-only options available*
- › Options for credit scores as low as 660
- › Asset depletion options available
- › Departing Residence Waiver options available
- › Non-warrantable condo programs
- › Allowable short-term rental options
- › Split mortgage options available — solutions that may qualify more borrowers
- › Primary Residence, Second Home & Investment Properties allowed
- › 2nd lien as an alternative option to Jumbo:
 - No MI over 80% LTV
 - AUS program options available
 - Some options may exclude departing residence debt when under contract
 - No minimum trade line requirements
 - Unlimited acreage offered
 - Unlimited cash-out options
 - Restricted stock unit income eligible

BORROWER ADVANTAGES

- › Gift funds can be used for a down payment
- › Stock (RSU) income allowed
- › Split mortgage options can provide an overall better payment than a traditional one mortgage solution

REALTOR ADVANTAGES

- › In-house operations team handles from end-to-end — controlling the experience and closing on time
- › Expand your client reach with more jumbo options
- › Split mortgages can be a great solution for homes that exceed high-balance conforming limits where rates are often higher. The house payment is split between a first and second mortgage, often providing a lower payment
- › Down payment may be as low as 10%*

**Restrictions/guidelines may apply*

Manufactured Loans

Today's manufactured homes break all the molds, opening the market for buyers to get into a home where they previously could not. APM provides a variety of loan programs to support the purchase or refinance of a manufactured home.



MANUFACTURED HOUSING

PRODUCT HIGHLIGHTS

- › Conventional, FHA and VA loans
- › Primary residences and second homes
- › Up to 97% LTV on a primary purchase and rate-term refinance
- › Similar features to site-built homes
- › Cash-out refinance available
- › Specific guidelines by program regarding foundations, roof pitch, garages, etc.

BORROWER ADVANTAGES

- › The Manufactured Housing Select program offers a relatively inexpensive way to enter the housing market through the purchase of a manufactured home
- › Many loan products available to fit the needs of a buyer
- › Construction financing available

REALTOR ADVANTAGES

- › Open doors for your clients to an affordable housing option
- › Offer a service many other real estate agents cannot by including manufactured properties in your home search

Condos

Condos can be ideal for young professionals and families just starting their homeownership journey, as well as empty nesters who are ready to downsize. Regardless of age, the benefits of condos may be worth exploring for a buyer. Often, there is less competition for a condo than there is for a single-family house, making these dwellings more attractive to those who don't want to deal with a massive bidding war.

PRODUCT HIGHLIGHTS

- › Flexible occupancy guidelines
- › No Mortgage Insurance required on many programs
- › Up to 97% LTV
- › Minimum 580 credit score
- › Purchase, rate & term and cash-out refinance available
- › Primary, second home and investment properties
- › Non-warrantable condos allowed
- › No prepayment penalty

CONDO MINIUMS

BORROWER ADVANTAGES

- › Condos often come with community shared amenities
- › It is possible to buy a condo in an unapproved complex if it qualifies for a spot approval
- › Condos tend to have less cost for maintenance and can even have lower costs for insurance if the HOA covers the exterior

REALTOR ADVANTAGES

- › Ability to list and sell non-warrantable condos
- › Loan Officers have access to specialists with specific condo expertise to help agents with their transactions

Construction *Solutions*

Construction Financing

Building a home brings a whole new set of decisions, excitement, and frustration. APM has **certified Builder Pros that have specific construction financing training and expertise** that provide peace of mind. Whether it's their first new build or not, we can get the financing in place to make your client's dream home a reality.

PRODUCT HIGHLIGHTS

> Construction financing:

- Up to 95% LTV financing
- 660 minimum credit score
- 50% max DTI ratio
- Single family properties only
- Reserve requirements per AUS
- 10% contingency fund
- Up to 12 months to build
- Conventional, FHA, and VA loans available

> Permanent financing

- Conventional, FHA and VA loans
- 30-, 20-, 15-, and 10-year fixed-rate options
- Permanent loan based on final appraised value



BORROWER ADVANTAGES

- > Ability to build dream home on a piece of property with one loan
- > Streamlined approvals and draws
- > Dedicated construction team for quick processing
- > SecureLock™ available with up to 365-day rate lock
- > Don't need to sell home to qualify
- > Owned land can be used for down payment
- > Manufactured homes allowed

REALTOR ADVANTAGES

- > Expands accessibility for buyers wishing to purchase property and build their dream home
- > Allows for agents to sell properties in builder projects and offer a one-time close option
- > APM's Loan Officers complete a three part education course, to ensure clients are in good hands

Builder Advantage

Partnering with builders opens doors to long-term referral opportunities—but it takes the right knowledge and support to do it well. APM equips loan officers with builder-specific tools, marketing materials, and training to build strong, lasting relationships. Whether it's working onsite at model homes, supporting builder incentives, or navigating extended rate locks, we help you deliver value at every stage. With the backing of APM's Builder Division, you can confidently position yourself as a go-to resource for new home communities.



PRODUCT HIGHLIGHTS

- › Preferred pricing
- › Prioritization of your files
- › Appraisal review panel for your project
- › Forward Lock Commitments up to 90 Days
- › Streamlined approvals
- › Use Temporary Buydowns to widen buyer pool
- › Use concessions to sweeten the offer
- › Ability to offer both conventional & government loans for buyers

BORROWER ADVANTAGES

- › Keys on Time™ Closing Guarantee
- › Long-term locks
- › Streamlined approvals
- › Detailed status reports

REALTOR ADVANTAGES

- › Variety of loan programs qualify for Builder Advantage program
- › Extended rate locks available for buyers
- › Flexibility on lock minimums, allowing for more streamlined pricing based on inventory

Home Renovation

American Pacific Mortgage has a full suite of renovation lending programs to fit renovation projects large and small, including FHA 203(k), Freddie Mac CHOICERenovation. These programs allow buyers to **purchase or refinance a home in need of repairs** or renovation and roll the cost of improvements into the mortgage. The loan amount is based on the future assessed price of the home, which helps expand the purchase market to provide financing for short-sale or foreclosure properties in need of renovation.

PRODUCT HIGHLIGHTS

- › 96.5% max LTV for FHA 203(k) program (110% of the after improved value/100% for condos)
- › Freddie Mac CHOICERenovation® programs
- › New construction or never-finished homes are not eligible
- › Eligible properties must be owner-occupied; can be 1-4 units, planned unit developments and condos (for condos, only interior rehabilitation is permitted)

** FNMA Homestyle Renovation subject to funding releases by agency.*



DREAM HOME RENOVATION

BORROWER ADVANTAGES

- › If a borrower has found the location of their dreams, but not the home APM can help
- › Not just for new home purchases! Clients can stay in their homes and make those additions or improvements they've dreamed of a reality
- › Manufactured homes allowed

REALTOR ADVANTAGES

- › Expands the inventory available to buyers
- › Focuses on location, not condition
- › Make clients for life by helping buyers create the home of their dreams in their desired neighborhood

Purchase Tools

Secure Lock

Shop, negotiate and close your transaction confidently knowing your buyer's home loan is approved, locked and ready to close. Our SecureLock™ program allows buyers to obtain credit approval and **lock in their interest rate before they find or build their homes. If rates drop within 21 days of closing, so does the rate!** If interest rates rise, we've got them covered—the rate stays right where they locked it.

PRODUCT HIGHLIGHTS

- › Lock the interest rate while shopping for a home
- › Secure the interest rate for up to 360 days on new construction properties
- › Secure the interest rate for up to 180 days on regular purchases
- › Protects the interest rate if rates go up
- › Ability to lower the interest rate if rates go down
- › Most primary residence, conventional, high balance and FHA loans are eligible*

**For primary residence only. Conforming and Government fixed loans up to \$726,200 and fixed high balance to \$1,089,300. Any 90 day locks require an upfront fee payable to APM within 5 days of the lock. Full credit approval required. Speak with your new home mortgage expert or Loan Advisor for full details. Rules, fees and programs may change at any time for any reason*



SECURELOCK

BORROWER ADVANTAGES

- › Peace of mind while shopping or waiting to build a home
- › Protection if rates rise, and the advantage to lower before closing if rates go down
- › Combine with Keys on Time program for double the security and confidence

REALTOR ADVANTAGES

- › Having your buyer's home loan approved, locked and ready to close can give you assurance while you're out shopping, negotiating or closing your transactions
- › Our program allows your buyers to obtain credit approval and lock in their rate BEFORE they find or build their new home. Locks available up to 360 days
- › A locked loan during a rising rate environment brings peace of mind

Keys on Time™

Help your buyers get their offers accepted. Present an offer backed by the purchasing power of full loan approval, and the commitment to close on time. If we don't meet the closing date, **we'll pay \$2,000 to the buyer or seller** (buyer's choice).



PRODUCT HIGHLIGHTS

- › The buyer completes application prior to an accepted offer, APM processes and provides a full loan approval
- › Over 90% of owner-occupied homes qualify
- › First-time and move-up homebuyers are eligible
- › Available for purchase transactions for single-family, condos, primary, investment and second homes
- › TBD properties are eligible

BORROWER ADVANTAGES

- › Many loan companies will not offer a full approval prior to a property going under contract. This gives buyers the advantage when competing against other offers without a full loan approval included
- › Be competitive with cash offers
- › Only an appraisal contingency needed in most cases
- › May be combined with SecureLock™ program

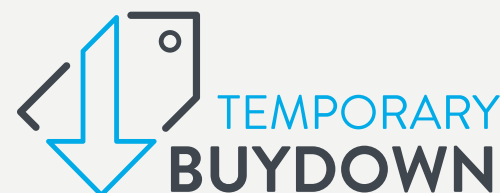
REALTOR ADVANTAGES

- › Your clients' offer has a competitive advantage
- › The \$2,000 can be given to your client **or** the seller if funding is delayed, which could help the offer if needed
- › Feel confident about your timelines
- › Quick turnarounds once a home is found

Home Buying & Selling Assistance

Temporary buydowns are great solutions for buyers **looking for a lower payment** for those first few years. A temporary buydown fee can reduce the rate by 3%, 2% or just 1% per year.

For example, on a 2/1 buydown rate is reduced by 2% in the first year, 1% in the second year, then remains at the note rate for the remaining life of the loan for fixed-rate loans. These buydowns work great when the **seller provides sales concessions to assist in buydown program**.



PRODUCT HIGHLIGHTS

- › Buydown may only be paid by seller, builder or lender
- › Available on most conventional, FHA and VA loans
- › Purchase loans of primary and second homes only
- › Borrower's rate cannot increase more than 1% per year including the buydown annual increase
- › Borrower qualifies for monthly payment at the note rate (if a fixed rate) not the temporary rate reduction
- › 3/2/1 buydown, 2/1 buydown or 1/0 buydown options available
- › Fixed and ARM available

BORROWER ADVANTAGES

- › Frees up cash in the beginning of the loan, allowing buyer to ease into monthly payments
- › Extra cash is particularly handy for costs after purchasing a home (furniture, landscaping and home improvements, etc.)
- › If paid off through a sale or refinance, any remaining buydown fees are returned and paid against the balance

REALTOR ADVANTAGES

- › Provides the ability to offer an incentive to buyers without lowering the list price
- › Seller can buydown the rate for their buyer and create an optimal solution

Bridge Loans

Sellers sometimes need help with buying a home before their current home is under contract. Other times, they need a way to sweeten the deal to entice buyers in a buyers' market. APM has programs to help bridge the gap in financing.

Our Bridge loan programs can help with the purchase of a new home before an existing home is sold. If a seller is unwilling to consider offers with sales contingencies, we have several options to choose from.

PRODUCT HIGHLIGHTS

> Close with Confidence Bridge Loan

- For borrowers who are under contract with their existing property
- Loan amounts to \$750,000
- Don't need a sales contingency
- Borrower can use the equity from their current home (pending sale) to fund to the purchase of a new home
- Borrower can omit any liabilities connected to the departing residence when qualifying for the new home purchase

> Debt-Inclusive Bridge Loan

- For borrowers whose existing property isn't yet under contract
- Loan amounts to \$750,000
- Borrower can use a new home
- All of the debts for the departing residence, including any payments on the bridge loan (if any are required), are factored into the borrower's total DTI when purchasing the new home

> HomeLight and Knock Buy Before You Sell Programs

- Access equity of departing residence
- Loan Amounts up to \$2M
- 620 Minimum Credit Score
- Up to 70% CLTV
- 0% Interest loan, no monthly payments
- FNMA/FHLMC Guidelines



BORROWER ADVANTAGES

- > We can help them purchase a new home before their existing home is sold, or allow for a little extra time and flexibility in selling their current home
- > We can help them leverage the equity from their current home (that is a pending sale) and use the funds to purchase a new home
- > If a seller is unwilling to consider offers with sales contingencies, they can close with confidence through our Bridge Loan program to present the strongest offer
- > HomeLight or Knock will enter into contract on the departing residence, enabling the departing residence PITIA expenses to be excluded from DTI on new primary residence purchase

REALTOR ADVANTAGES

- > Expand the inventory of options available by providing your buyer the most flexibility for purchasing a new home while selling their current residence.
- > Allows the borrower to act quickly to take advantage of bargains in the real estate market or in securing their dream property
- > Allows the most competitive purchase offer to be presented with no loan contingencies for the departing residence

Seller PreLock

In today's real estate market, rising interest rates can make it harder for buyers to qualify—and harder for sellers to close quickly. That's where Seller PreLock comes in. This unique program allows APM to forward lock a discounted rate for a future buyer, creating confidence, increasing buyer interest, and helping your home stand out from the rest.

PRODUCT HIGHLIGHTS

- › For primary residence purchases
- › Available on Conventional, FHA, VA loans
- › Up to 100% LTV on some loan programs
- › Seller's PreLock fee of \$995 is refunded to seller if they use APM to finance next purchase

HOW IT WORKS:

- › Seller pays a non-refundable PreLock fee for APM to secure a forward lock with a discounted starting rate for a future buyer
- › Buyer chooses which program to apply the discount to (FHA, VA, Conventional)
- › Buyer applies with APM and leverages the forward locked rate
- › Home sells faster with fewer financing surprises
- › Within 6 months, seller uses APM to finance next purchase & receives credit for PreLock fee in escrow

SELLER PRELOCK

SELLER ADVANTAGES

- › Attract more buyers
- › Avoid lowering list price – use the funds to lock in a rate discount for the buyer
- › Seller decides how much to contribute (up to 3% of sales price)
- › Keep more of the value in your own pocket

REALTOR ADVANTAGES

- › Stand out in listing appointments by offering a unique solution
- › Create urgency and buyer confidence in a high-rate market
- › Attract more serious offers by reducing buyer uncertainty
- › Shorten days on market with an easier path to qualification

Specialty *Products*

Expanded Income Loans

Every now and then a client comes along with **income that's difficult to prove**, or who needs some **expanded criteria to help qualify**. APM has loan programs that open the door to borrowers who need access to financing but don't fit the standard agency or jumbo program guidelines.



PRODUCT HIGHLIGHTS

- › Self Employed borrowers who need to use alternative documentation to qualify
 - 12-24 months bank statements
 - 12-24 months P&L
 - 12-24 months 1099
 - Wage earners using a WVOE
 - Borrowers with a lot of assets can use asset depletion for qualifying
- › Borrowers without a social security number but living & working in US for 2+ years
- › Borrowers with departing residence not yet under contract
- › For self-employed borrowers, income calculated based on alternative income documentation rather than tax returns
 - 2-year history of self-employment (1 year considered case-by-case)
 - 12- or 24-month qualifying options
 - Asset depletion qualifying as low as 60-month depletion
- › 90% LTV purchase to \$1.5M for primary residence
- › 85% LTV purchase to \$1.5M for second homes
- › Loan amounts to \$4M
- › Departing residence waiver options available
- › Interest Only available
- › AUS-based underwriting available

BORROWER ADVANTAGES

- › Alternative ways to calculate income—such as bank statements, P&L, 1099, WVOE, asset depletion
- › Loan amounts as high as \$4,000,000
- › Unlimited properties allowed
- › Multiple options for various credit score scenarios

REALTOR ADVANTAGES

- › In-house delegation means we control the transaction end-to-end to close on time
- › Expand the inventory of options available by providing your buyer the most flexibility for maximum jumbo loan amounts and cash-out financing

Bank Statement Loans

Bank Statement Loans help business owners, the self-employed, gig workers, or retired borrowers get a home loan based on bank statements instead of tax returns.



PRODUCT HIGHLIGHTS

- › Up to 100% of eligible deposits averaged over 12-24 months
- › Multiple qualifying options including
 - Bank statements & business bank statements
 - Third party prepared expense statement
 - Third party prepared P&L statement
- › Multiple businesses eligible
- › Other income types can be combined with bank statement qualifying
- › 90% LTV to \$1.5M for primary residence purchase
- › 85% LTV to \$1.5M purchase for second home & investment property
- › Loan Amounts to \$4M
- › Interest only available
- › No MI required over 80% LTV
- › 600 Minimum credit score
- › 55% maximum Debt Ratio
- › Departing residence waiver options available

BORROWER ADVANTAGES

- › Business owners can show 12-24 months of bank statements
- › Typically, we will accept debt to income ratios up to 50%
- › Fixed-rate, adjustable or interest-only mortgages available
- › Sellers can put up to 6% of the sales price in closing costs (2% for investment homes)

REALTOR ADVANTAGES

- › Provides a solution for borrowers who would typically not qualify for traditional loans, but can demonstrate stable and consistent income each month
- › Expand your reach with self-employed or side-hustle borrowers with non-traditional loan solutions

Expanded Credit Loans

Do you have a borrower that has current or past credit challenges? There are **multiple products** available that can help, depending on the circumstances, financing needs and other compensating factors.

PRODUCT HIGHLIGHTS

- › Loan amounts from \$100K–\$4M
- › Multiple loan terms available including 40 year and interest-only
- › One day seasoning for recent credit events
- › Owner-occupied, second homes, and investment properties allowed
- › SFR, townhome, condo, 2–4 units
- › First time homebuyers permitted
- › May pay off debt to qualify
- › Unlimited cash out available
- › ITIN eligible
- › Borrowers with departing residence not yet sold can exclude departing residence payment from DTI calculation with 20% equity



BORROWER ADVANTAGES

- › Multiple solutions available for borrowers who have had difficulty obtaining financing for primary, secondary or investment properties
- › Qualify for financing in as little as one day after bankruptcy discharge, settled foreclosure, short sale, etc.
- › Multiple fixed and Adjustable loan programs including interest-only options

REALTOR ADVANTAGES

- › Expand your purchase pipeline with buyers who could not previously qualify due to a recent credit event or financial hardship
- › Create buzz and positive reviews by offering a program that assists those who need non-traditional financing to get them into their dream homes faster
- › We offer programs that don't require a valid Visa

Investment

Investors have a unique set of needs depending on the type of property being financed, as well as their overall portfolio. APM has programs that **cater to everyone from first-time investors to seasoned professionals** looking to add to their real estate empire.



PRODUCT HIGHLIGHTS

- › LTV up to 85%
- › Loan amounts to \$3M
- › SFR and 1-4 unit properties, condos and townhomes
- › DSCR 75% with lease agreement, appraisal and down payment
- › Fixed and adjustable rate programs available
- › Rate and term refinance and cash out options available
- › Business entity and LLC vesting allowed
- › Unlimited investment properties owned with some programs
- › Subject property rental income eligible for qualification
- › DSCR uses cash-flow of subject rental property for qualifying
 - Market rent eligible for qualifying
 - Lease agreement eligible for qualifying in lieu of tax returns
- › Gift funds are eligible

BORROWER ADVANTAGES

- › Investors can qualify off the cash-flow of the property, versus traditional income documentation when purchasing an asset
- › Available to first-time investors
- › Cash-out refinancing provides access to equity
- › Short-term rentals allowed for purchase and refinance transactions

REALTOR ADVANTAGES

- › Debt Service Coverage Ratio(DSCR)offers a financial alternative for buyers who thought they needed all cash or the use of hard money lenders to buy income properties
- › Cash-out refinancing is available to free up funds for your buyer's next investment purchase
- › No limit to the amount of financed properties

DSCR

A Debt Service Coverage Ratio (DSCR) loan can be a powerful tool for expanding your real estate portfolio. Owning real estate can be an excellent investment vehicle with the right financing and management of risk. APM offers its visionary investment program to make your investment goals possible.

DSCR = Gross Rent/Proposed PITIA (ITIA for Interest Only Loans)

PRODUCT HIGHLIGHTS

- › Up to \$3M loan amounts
- › Up to 85% LTV (no MI) for purchase and Rate/Term refinance transactions
- › Up to 80% LTV for rate/term cash out refinance with loan amounts to \$2M
- › Qualify with interest-only payment
- › Credit scores as low as 600
- › Allows foreclosures, bankruptcies, and late payments (in some cases)
- › Business entity/LLC vesting allowed
- › Borrower can own unlimited financed properties
- › Employment/Income qualification not applicable
- › Non-Warrantable condos allowed
- › Condotels allowed
- › Short-term rentals allowed
- › ITIN borrowers eligible
- › Foreign Nationals eligible
- › Gift funds allowed



BORROWER ADVANTAGES

- › DSCR loans take into account the property's ability to generate income, not just the borrower's creditworthiness. This means that, compared to traditional loans, they may qualify for a larger loan amount based on the property's cash flow potential.
- › DSCR loans are specifically designed to ensure a property's operating income comfortably covers its debt obligations. This not only reduces financial risk but also enhances an investor's ability to manage multiple properties simultaneously without stretching their resources too thin.

REALTOR ADVANTAGES

- › DSCR financing opens up a broader range of property options for your clients
- › By incorporating DSCR loans into the financing mix, clients can strategically acquire properties with sustainable cash flow
- › Assist first-time investors as they get into the market through cash flow qualifications

Commercial Lending

APM's Commercial Lending Team has combined experience of over 100 years in the industry. Use our talent to get your client's commercial transaction placed with the best rate and terms. We have a wide scope of approved banks, credit unions, pension funds, and even private money. Our relationships with our commercial AEs go back over 20+ years. We can get the job done, where others don't have the connections or experience.

PRODUCT HIGHLIGHTS

- › Single Tenant/Retail/Office Building
- › Strip Malls
- › Shopping Centers
- › Apartments & mixed use property
- › Industrial property
- › Referral fees paid to loan officer

ORIGINATOR ADVANTAGES

- › **Keep the business in-house:** Instead of referring commercial deals out, you can now work with our commercial team and get paid on opportunities you may have previously passed up.
- › **Leverage your network:** Tap into your existing database of investors, business owners, and real estate professionals to unlock new deals.
- › **Differentiate yourself:** Stand out from other loan officers by offering a broader range of products—including commercial financing—under one roof.
- › **Increase client retention:** Be a go-to resource for your clients' residential and commercial financing needs, building long-term loyalty and deeper relationships.
- › **Gain more referral partners:** Realtors, CPAs, attorneys, and financial advisors are more likely to refer clients to a loan officer who can handle both residential and commercial needs.

COMMERCIAL LENDING

REALTOR ADVANTAGES

- › **One-stop-shop convenience:** Work with a single trusted lending partner who can handle your clients' home loans and their commercial financing needs.
- › **Increase client satisfaction:** Keep your buyers and investors happy by connecting them to a lending partner who can support all their property goals—residential or commercial.
- › **Keep deals moving:** With streamlined communication and a wide range of programs under one roof, transactions stay on track and close faster.
- › **Earn more repeat business:** When your clients know you have a full-service team behind you, they're more likely to come back for their next purchase or investment.
- › **Support your investor clients:** Help investor clients scale their portfolios by partnering with a loan officer who understands both sides of the business.

Loans for Foreign Nationals

Non-citizens interested in buying a home in the US can still qualify for a loan. A Foreign National Mortgage can be **made without credit or a social security number and can be used as a secondary or investment property.**



PRODUCT HIGHLIGHTS

> Foreign National:

- No US credit or passport required
- Single family, townhomes, condos
- Loans up to \$1.5M
- Second home or investment property
- No primary allowed
- Liquid assets for down payment and closing costs
- 3 open credit trade lines or verifiable letters of reference from banks showing open credit lines and acceptable payment history
- 75% max LTV
- In-house underwriting
- Eligible for DSCR Loans or Income qualification for DTI

> DACA:

- Valid EAD (employment authorization document) card
- Valid Social Security Number
- Valid state-issued ID
- Minimum credit & income requirements for desired program met
- Established credit, employment & income history in the US
- FHA and conventional Fannie Mae options

BORROWER ADVANTAGES

- > Use for upsizing or downsizing current home with access to equity
- > Buy a property closer to family or pay off existing mortgage and debts
- > Creates another source of income
- > Financial planning tool available to assist in long range planning

REALTOR ADVANTAGES

- > Thousands of DREAMers are ready for homeownership as they grow in number
- > Many companies require a minimum 30% down payment for foreign national loans, APM requires as little as 20%
- > In-house underwriting means we can work quickly with borrowers if any issues arise

HELOC Loans

Homeowners can keep their first-mortgage loans intact and **tap their home equity** through APM's Equity Access Program.



PRODUCT HIGHLIGHTS

- › Maximum credit line up to \$750K, depending on equity and credit score
- › 10-year interest only draw period
- › 30-year variable term
- › Owner-occupied, second homes & investment property
- › Self-employed income accepted
- › Available as stand-alone HELOC or as purchase piggy-back
- › **Choice 24:**
2-year draw, 10-year interest only payment, 20-year repayment.
Total term: 30 years
- › **Choice 36:**
3-year draw, 10-year interest-only payment, 20-year repayment.
Total term: 30 years
- › **Choice 60:**
5-year draw, 10-year interest only payment, 20-year repayment.
Total term: 30 years
- › **Choice 120:**
10-year interest-only draw period; 20-year repayment remains an option
- › › 1st lien HELOCs (use Choice 120 or Choice 24)

BORROWER ADVANTAGES

- › Access their equity when they need it
- › Only pay interest on outstanding balance
- › Use as an emergency fund for unexpected expenses or repairs
- › Interest may be tax deductible*

REALTOR ADVANTAGES

- › Help your clients access their equity for a home purchase
- › Allow clients who don't want to move to tap their equity for improvements or renovations
- › Assist clients as they access their equity for other personal reasons, while keeping their low first mortgage intact

Not available in all states. Please contact your Loan Officer for details.

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Personal Loans (Non-Secured)

Financing can be made fast and easy with personal loans. And we don't have to tell you how valuable that is. APM's trusted source can offer our customers low-interest fixed-rate loans from \$5,000 to \$100,000 for practically any purpose, including home improvements, auto loans, debt consolidation, you name it.

LIGHT STREAM

PRODUCT HIGHLIGHTS

- › Use cash for home improvements, debt consolidation, large purchases, and more
- › Ability to use funds for purchase of hard-to-finance properties such as tiny homes
- › More flexible term lengths than with home equity loans
- › Interest rates fixed (instead of those variable credit card rates)
- › Higher borrowing limit than a credit card
- › Lower interest rates than a credit card
- › No collateral required

BORROWER ADVANTAGES

- › Personal loans can help with debt consolidation, home remodeling and improvements, medical bills and expenses
- › Fast funding (typically under 48 hours)
- › Get one lump sum instead of a moving balance
- › Predictable repayment schedule

REALTOR ADVANTAGES

- › Attract sellers who need to do home improvements prior to listing
- › Attract buyers who need to pay off high interest rate debt to qualify for their home purchase
- › Loans are unsecured - no additional liens on property

Link Loan

Are your clients ready for homeownership but not quite mortgage ready? We've got them covered! Learn how they can finally get out of renting and into a home with non-traditional financing. Introducing the Link Loan – they can finally get out of renting and gain the benefits of homeownership today!



PRODUCT HIGHLIGHTS

- › Helps those who don't qualify for traditional financing
- › Can be self-employed less than two years
- › 1099 contractors, gig workers lacking job history
- › College graduates with student loan burdens
- › ITIN/DACA eligible borrowers
- › Multi-generational households
- › Credit issues preventing mortgage approval
- › Minimum credit score of 600 (660 for self-employed)
- › 3.5% down payment required (may be higher in some instances)
- › FHA loan limits apply
- › Available for SFR, condo, townhome
- › Up to 5 acres allowed
- › Not allowed: mobile homes, homes in flood zones, leaseholds

BORROWER ADVANTAGES

- › Get all the privileges of homeownership, including living in and personalizing the home
- › May be able to gain the tax benefits from homeownership – seek advice from CPA
- › Reap the benefits of earned equity in the home

REALTOR ADVANTAGES

- › Help buyers secure a home today with non-traditional financing
- › Assist your buyers in shopping for a home and extending an offer, as you would with traditional financing

Proven Excellence



Proud to be Employee Owned

creating
experiences
that matter™



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