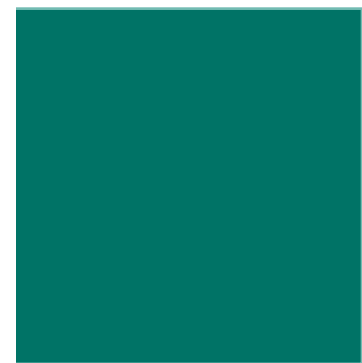


Welcome
to
MAC





Lender HUB – Your direct access to lenders



Where do we start...or better yet...why?



- The Lender HUB has existed for over 12 years!
- Over 65 years of combined experience
 - Lenders change policies
 - Underwriters move
 - Volume commitments grow!
 - Did you know to access the Top 5 Lenders you would need to fund \$ 100,000,000 in order to access their Top Tier!
- Comp Breakdown example:

• \$500,000 Mortgage	\$500,000 Mortgage
• 105 Bps	125 BPS
• \$5,250 Commission	\$6,250 Commission
- That is an increase of **\$1000** in commission



What's the best use of your time



- You should be looking for or solidifying your relationship with customers and referral sources
- Work your next client
- Let us deal with the back and forth with UW, Fullfillment

How we can help!



- Dedicated Underwriter Support (means faster turnaround)
- Pre-screen your deal prior to submitting to lenders to ensure it meets their requirements...identify potential issues
- Find the right solution for you and your client
- Provide you with access to restricted products, best rates, highest compensation



We keep you updated



- Mortgage BOSS Triggers
 - File received
 - Submitted
 - Approved
 - Conditions Outstanding
 - Broker Complete
 - ...etc...review for other updates/triggers
- ...AND...before it gets too late...we start following up for documents to get your deal Broker Complete...as required by the lender...within 10 days...



Why use us?



- Let us work with the lender while you source your next client
- Preferred status with lender
- Help you create a profile with lenders
- We provide you with the tools you need
- Lender Hub fee is \$300 on a funded deal deducted from the finder's fee paid and gets you access to top tier compensation!

LENDER HUB	Effective: 6-Mar-20		5 Year Fixed										5 Year Variable										HELOC
	Prime Rate (Next Update 15-Apr-20) Benchmark Rate (Last Update: 22-Jul-19)	3.45%	Insured (Max 25 Year Amort)	Insurable 65% (Max 25 Year Amort)	Insurable 65%-70% (Max 25 Year Amort)	Insurable 70%-75% (Max 25 Year Amort)	Insurable 75%-80% (Max 25 Year Amort)	Uninsurable Purchase (Win 25 Year Amort)	Uninsurable Purchase (Win 30 Year Amort)	Reference (Win 25 Year Amort)	Reference (Win 30 Year Amort)	Insured (Max 25 Year Amort)	Insurable 65% (Max 25 Year Amort)	Insurable 65%-70% (Max 25 Year Amort)	Insurable 70%-75% (Max 25 Year Amort)	Insurable 75%-80% (Max 25 Year Amort)	Uninsurable Purchase (Win 25 Year Amort)	Uninsurable Purchase (Win 30 Year Amort)	Reference (Win 25 Year Amort)	Reference (Win 30 Year Amort)	Line of Credit		
Lenders	Date	2.34	2.59	2.59	2.59	2.59	2.59	2.69	2.59	2.69	P-1.05	P-1.05	P-0.95	P-0.95	P-0.95	P-0.95	P-0.85	P-0.95	P-0.85	P+0.50	Notes / Specials		
B2B Bank	3/6	2.74	2.74	2.99	2.99	2.99	2.99	3.09	3.09	3.19	P-1.00	P-0.75	P-0.75	P-0.75	P-0.75	P-0.75	P-0.65	P-0.65	P-0.55	P+0.50	2.69% HR QC 60 day		
CMLS	3/5	2.64	2.64	2.89	2.89	2.89	2.89	2.89	2.89	2.89	P-1.00	P-1.00	P-0.75	P-0.75	P-0.75	P-0.65	P-0.65	P-0.65	P-0.65	-	-		
Equitable Bank	3/2	2.74	2.74	2.79	2.89	2.94	-	-	-	-	P-1.05	P-1.05	P-0.95	P-0.90	P-0.75	-	-	-	-	-	-		
First National	3/5	2.64	2.64	2.74	2.84	2.84	2.84	2.84	2.84	2.84	P-1.00	P-1.00	P-0.95	P-0.85	P-0.75	P-0.75	P-0.75	P-0.75	P-0.75	-	-		
Home Trust	3/6	2.64	2.74	2.84	2.99	3.04	-	-	-	-	P-0.95	-	-	-	-	-	-	-	-	-	-		
ICICI Bank	2/26	2.59	3.99	3.99	3.99	3.99	3.99	3.99	3.99	3.99	P+0.15	P+0.15	P+0.15	P+0.15	P+0.15	P+0.15	P+0.15	P+0.15	P+0.15	-	-		
Lendwise	3/5	2.64	2.64	2.74	2.89	2.89	2.99	2.99	2.99	2.99	P-1.00	P-0.95	P-0.90	P-0.75	P-0.75	P-0.50	P-0.50	P-0.50	P-0.50	-	2.54% HR Close Mar 31		
Manulife Bank	2/28	2.69	-	-	-	-	-	-	-	-	P-1.05	-	-	-	-	-	-	-	-	P+0.50	-		
Marathon	3/4	2.74	2.74	2.79	2.94	2.94	2.89	2.89	2.89	2.89	P-1.00	P-0.90	P-0.75	P-0.70	P-0.70	P-0.50	P-0.50	P-0.50	P-0.50	-	2.54% HR QC 45 day		
MCAP	3/6	2.54	2.59	2.64	2.64	2.69	2.69	2.69	2.69	2.69	P-1.00	P-0.95	P-0.95	P-0.75	P-0.75	P-0.60	P-0.60	P-0.60	P-0.60	P+1.25	-		
Merix	3/5	2.64	2.64	2.74	2.89	2.89	2.99	2.99	2.99	2.99	P-1.00	P-0.95	P-0.90	P-0.75	P-0.75	P-0.50	P-0.50	P-0.50	P-0.50	-	-		
RMG	3/6	2.54	2.59	2.64	2.64	2.69	2.69	2.69	2.69	2.69	P-1.00	P-0.95	P-0.95	P-0.75	P-0.75	P-0.60	P-0.60	P-0.60	P-0.60	-	-		
Scotia	3/6	2.34	2.59	2.59	2.59	2.59	2.59	2.74	2.59	2.74	P-0.70	P-0.60	P-0.60	P-0.60	P-0.60	P-0.60	P-0.60	P-0.55	P-0.55	P+0.50	-		
TD Bank	3/5	2.69	2.97	2.97	2.97	2.97	2.97	3.07	2.97	3.07	P-1.02	P-0.95	P-0.95	P-0.95	P-0.95	P-0.95	P-0.85	P-0.95	P-0.85	-	TD Prime = 3.60%		
Low Feature / No Frills	Date	2.49	2.54	2.59	2.59	2.64	-	-	-	-	P-1.05	P-1.05	P-0.95	P-0.90	P-0.90	-	-	-	-	-	-		
First Nat (Rate Option +)	3/5	2.59	2.59	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Lendwise (Rate Plus)	3/5	2.59	2.59	2.69	2.84	2.84	-	-	-	-	P-1.05	P-1.00	P-0.90	P-0.80	P-0.80	-	-	-	-	-	-		
MCAP (Value Flex)	3/6	2.49	2.54	2.59	2.59	2.64	-	-	-	-	P-1.05	P-1.05	P-0.95	P-0.90	P-0.90	-	-	-	-	-	-		
RMG (LIR)	3/6	2.49	2.54	2.59	2.59	2.64	-	-	-	-	P-1.05	P-1.00	P-0.95	P-0.80	P-0.80	-	-	-	-	-	-		
Regional Lenders (Prov)	Date	2.74	2.79	2.84	2.89	2.89	2.89	3.44	3.34	3.44	P-1.00	P-0.95	P-0.90	P-0.80	P-0.80	P-0.80	P-0.60	P-0.50	P-0.60	P+0.10*	-		
ATB (AB)	3/5	2.89	2.89	2.89	2.89	2.89	2.89	3.49	3.49	4.09	P-0.80	P-0.80	P-0.80	P-0.80	P-0.80	P-0.80	P-0.20	P-0.20	P-0.40	P+1.00	-		
Desjardins (ON)	3/5	3.34	3.34	3.34	3.34	3.34	3.34	3.44	3.34	3.44	P-0.50	P-0.50	P-0.50	P-0.50	P-0.50	P-0.50	P-0.60	P-0.60	P-0.50	P+0.10*	*300K with 787+		
DUCA (ON)	3/6	2.74	2.79	2.84	2.89	2.99	3.59	3.59	3.64	3.64	P-1.00	P-0.95	P-0.90	P-0.80	P-0.75	-	-	-	-	-	-		

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Qualifying - Insured/Insurable: Maximum Amortization of 25 Yrs, Maximum Purchase Price of \$999,999, Qualify at Benchmark Rate - Uninsurable: Any deal with an amortization above 25yrs, Any deal where the value of a property is \$1M and above, Qualify at greater of Benchmark Rate or Contract Rate + 2%

Click [here](#) for a tutorial on how to read the HUB rate sheet

NO VOLUME COMMITMENT

...efficiency counts!



Monoline Lender vs. Big Bank

Monoline Lender

- No retail branch structure
- Brand is not as recognizable
- In general, more favourable privilege payment options
- Usually have less punitive pre-payment penalty calculations (important!)
- Generally, do not offer other financial products (ie. bank accounts)
- Borrower won't be pressured to acquire other financial products
- Some monoline lenders – MCAP; Merix Financial; First National; Home Trust

Big Bank

- Retail branch structure...have bricks and mortar
- More recognizable brand for most consumers/Canadians
- Usually, more restrictive privilege payment capabilities
- In general, more punitive pre-payment penalty applied
- Borrower could be solicited to acquire additional financial products
- Big Bank lenders in broker channel – Scotiabank; TD Bank

Deal Types – ‘A’ Channel vs. ‘B’ Channel

What does an ‘A’ channel mortgage application look like?

- Maximum 95% loan-to-value (LTV)
- Good credit rating/history
- GDS/TDS ratios within 35/42 or 39/44 (depends on credit score)
- Consistent job stability/tenure
- Quality collateral/security (subject property)

What does a ‘B’ channel mortgage application look like?

- Maximum 80% LTV
- Bruised/damaged credit rating
- GDS/TDS ratios 50%/50%
- Inconsistent job stability/tenure
- Unique income sources (ie. gig work)
- In general, ‘B’ channel lenders will approve on a deal by deal basis and price based on the overall application
- Subject property location will influence rate; fees; and LTV...meaning, if the property is in a rural location on well and septic a ‘B’ lender may reduce the maximum LTV they will lend (ie. 65% LTV)

Volume Commitments/Funding Ratios

What does the term 'volume commitment' mean?

- Most 'A' channel lenders have a volume commitment requirement in order to submit directly to the lender. The more you fund/close with a lender will provide access to increased compensation among other benefits (ie. paid appraisals).
- In general, if you wanted to gain access to the top 5 'A' Channel lenders and receive top tier compensation. On average, you would be required to fund \$20Mil per lender which equates to \$100Mil annually!
- Very few new agents, if any, to the industry have the capability or resources to generate that kind of volume.
- The Lender Hub provides an agent access to top lenders in the mortgage broker channel along with top tier compensation without the volume commitment requirement.

What does the term 'Funding Ratio' mean?

- Most 'A' channel lenders track Funding Ratio numbers which basically tracks an agent's deal efficiencies. When you submit an application it is either Approved or Declined. From there, an Approved deal is either Funded or Not Funded. You need to pay attention to these ratios because a lender may decide not to carry on business with you if they are approving deals and are not funding/closing.
- For example, if an agent submits 10 mortgage applications to a lender of which 8 are approved and 4 fund/close. The agent's funding ratio would be 50%.
- On average, a lender requires an agent to maintain a 70% funding ratio. If an agent does not maintain a 70% funding ratio the lender may re-visit the business relationship and request the agent to improve the funding ratio or risk being cut off from the lender...meaning, no longer able to submit deals to that lender.

Location



Hub is currently licensed in the following provinces...

Ontario

British Columbia

Alberta

Saskatchewan

Quebec

Nova Scotia

More coming soon....



Lender Access

Welcome
to
MAC



How to submit to the HUB is as simple as 1...2...3...

1. Send an email to lenderhub@mortgagealliance.com

A) Request lender or promo in email

B) Paste notes in email, they don't transfer in expert.

2. Upload docs to BOSS

3. Co-broker deal in expert (no need if a MACC number)

We're here to help



- Email:

LenderHUB@mortgagealliance.com



Welcome
to
 MAC

Thank you for attending

