

The Lakeview National



Last Updated: March 25, 2024



Lakeview presentation and content is meant for informational and educational purposes only and is not acting on behalf of or at the direction of HUD, FHA, or the federal government. The information provided in this presentation is for informational purposes for the applicable program(s) and does not guarantee approval or production results. ©2025 Lakeview Loan Servicing, LLC. NMLS #391521, Equal Housing Lender. Lakeview Programs are offered to qualified residential lending institutions and are not applicable to the general public and/or individual consumers. Lakeview Loan Servicing, LLC. 507 Prudential Road, Horsham, PA 10944



This presentation is provided for information purposes only and does not contain material information about Lakeview Loan Servicing, LLC ("LLS" or together with its related companies, "Lakeview" or the "Company"), including important disclosures and risk factors associated with the business therein. This presentation is not intended to be, nor should it be construed or used as, an offer to sell or a solicitation of any offer to buy any securities, which offer may only be made at the time a qualified offeree receives a confidential private placement memorandum describing an offering (a "Memorandum"). In the event of any conflict between the information contained herein and the information contained in a Memorandum, the information in a Memorandum will control and supersede the information contained herein. The information contained herein is not intended to provide, and should not be relied upon for, accounting, legal, or tax advice or investment recommendations. The recipient hereof should make an independent investigation of the information described herein, including consulting its own tax, legal, accounting, and other advisors about the matters discussed herein.

This presentation may include certain statements, estimates, targets and projections provided by Lakeview with respect to the Company's business. Such statements, estimates, targets, and projections reflect significant assumptions and subjective judgments by the Company's management concerning anticipated results. The information contained herein is subject to change. Factors which could cause actual results to differ materially from historical results or those anticipated include, but are not limited to: competitive and general business, economic, market, and political conditions in the United States and abroad from those expected; reduction in government support of homeownership; the level and volatility of interest rates; changes in interest rate paths; changes in generally accepted accounting principles or in the legal, regulatory and legislative environments in the markets in which the Company operates; different assets in a fund's portfolio; and the ability of management to effectively implement the Company's strategies.

This material is confidential and cannot be reproduced in any manner. By its acceptance hereof, each recipient agrees (in addition to any obligations it may have under a confidentiality agreement with the Company or its affiliates) that neither it nor its agents, representatives, directors, or employees will copy, reproduce or distribute to others this presentation, in whole or in part, at any time without the prior written consent of the Company and that it will keep permanently confidential all information contained herein not already in the public domain and will use this presentation for the sole purpose of deciding whether to proceed with a further investigation of the Company. This presentation shall remain the property of the Company. The Company reserves the right to require the return of this presentation (together with any copies or extracts thereof) at any time.

Neither the Company nor its advisors nor any of their respective directors, partners, employees, or advisers nor any other person (i) shall be liable for any direct, indirect, or consequential loss or damages suffered by any person as a result of relying on any statement in or omission from this presentation and any such liability is expressly disclaimed, (ii) you should seek the advice of your legal counsel, compliance counsel, or professional advisor on matters related or as they apply to you and (ii) no such party undertakes any obligation to update any of the information contained herein or to correct any inaccuracies, whether as a result of new information, future events or otherwise. Except where otherwise indicated, this presentation speaks as of the date hereof.



Agenda

- Program Overview
- Benefits
- Process
- Q & A



Introduction

- Lakeview works in tandem with Down Payment Assistance (DPA) providers to create the Lakeview National, a Community Lending Program.
- The goal of this program is to assist low- to moderate-income borrowers realize the dream of homeownership
- This program qualifies under Fannie Mae's Community Second and Freddie Mac's Affordable Second guidelines.



Program Advantages

- Flexible down payment and closing cost assistance
- Do not need to be a first-time homebuyer
- Program qualification based on borrower income only, not household.
- The amount of the assistance is based on the lesser of the purchase price or appraised value, not the first mortgage loan amount.



Second Mortgage DPA Partners

The first mortgage is always paired with an interest-only second mortgage from eligible DPA providers.

Currently Approved Secondary Market DPA Providers:

Fahe

- Non-profit
- Founded in 1980
- Community Development Financial Institution
- Goal of creating housing and promoting community development in the areas they serve
- **My Place Mortgage**

Springboard

- Non-profit
- Established in 1982
- Community Development Financial Institution
- Goal to provide mortgage financing for low to moderate income and underserved communities
- **Springboard To Homeownership**



Lakeview National

What is the Lakeview National program?

- A partnership program pairing a Lakeview first mortgage with an eligible **DPA Interest-only second lien for down payment and closing cost assistance.**
- Available for LTVs between **80.01-97%***
- Lender will fund both the 1st and the 2nd in the lender's name
- Both the 1st and 2nd will be delivered to Lakeview Loan Servicing
 - Lakeview will purchase the 1st upon the DPA provider's approval of the 2nd
 - The DPA provider will purchase the 2nd

* High balance/super conforming maximum LTV is limited to 95%



The Process

Loan application taken

Loan is locked within Correspondent portal

Close the Loan*

*In accordance with all agency, investor, Lakeview, and DPA provider guidelines.

Deliver First and Second Loans to Lakeview Loan Servicing

Pre-purchase review by Lakeview and eligible DPA provider.

Upload conditions to clear suspense items

Lakeview purchases First and DPA purchases Second



Lakeview National

- **Fixed 30-year** term First Mortgage
- **Purchase** of a **primary residence** only
- **Fannie Mae/Freddie Mac** conventional or HomeReady®/ Home Possible®
 - Conforming or High Balance/ Super Conforming
- **Minimum FICO = 660**
- **DTI = lesser of 50% or AUS**
- **LTV/CLTV** maximum = **97%/105%**
- **All borrowers must complete either HomeView™ or Credit Smart® homebuyer education (as applicable) course prior to close.**
- **Delegated underwriting only**
- **Approve/Eligible or Accept/Eligible from DU/LPA; manual underwriting and use of non-traditional credit is not permitted**
- **Employment and income documentation follow AUS findings, with one exception:**
 - Tax transcripts are required when utilizing 1040 income, working for family members, or using a WVOE as stand-alone income verification.
- **Qualifying Income:** To determine eligibility, the lender must include the income from all borrowers who will sign the note, to the extent that the income is considered in evaluating the loan's creditworthiness.

Please refer to the product matrix for complete program guidelines.
(www.LakeviewCorrespondent.com | Product Matrices)



Income Limits

- Income limits vary according to the product selected, but the maximum is **140% AMI**.
 - Use [Fannie Mae's income lookup tool](#) or [Freddie Mac's income lookup tool](#) (as applicable), to find AMI information.
- **All verified qualifying income must be applied against the applicable program income limit.**
 - Conventional: **140% AMI**
 - HomeReady®/ Home Possible®: **80% AMI**



HomeReady® / Home Possible vs. Conventional Underwriting

- If **LTV is over 95%** and **neither** borrower is a first-time homebuyer, HomeReady®/ Home Possible® are the only options.
 - Remember to follow the appropriate **AMI limit**
- If the **LTV is over 95%** and **at least one** borrower is a first-time homebuyer, the standard conventional underwriting guidelines may be followed.
 - This offers the flexibility of income limits up to **140% AMI**.
- If the **LTV is 95% or below**, the standard conventional underwriting guidelines may be followed (**even if no borrower is a first-time homebuyer**).
 - This offers the flexibility of income limits up to **140% AMI**.



Property Types

Eligible Property Types

Owner-occupied, 1-unit primary residences including:

- Single Family Detached
- Single Family Attached
- Single Family w/Accessory Units (zoned Single Family)
- Rural (Residential)
- PUDs
- Condominiums
 - For condominiums and PUDs, refer to the [Fannie Mae Seller Guide](#) or [Freddie Mac Seller Guide](#).

Borrowers and spouses must occupy the property as their primary residence within 60 days of closing.



Second Mortgage Program

The second mortgage program offered by an eligible DPA provider assists low- to moderate-income borrowers in obtaining and maintaining housing.

- The 30-year interest-only second mortgage loan amount is up to **4% of the lesser of the appraised value or purchase price** (no dollar cap).
 - Lower percentages are permitted based on your borrower needs.
- The second 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.**
 - The only cash back to the borrower is a refund of any earnest money, prepaid fees, and interest or tax credit.



Second Mortgage Program, continued

- The Borrower signs a **Second Promissory Note** and a **Second Deed of Trust/Mortgage**, recorded as a subordinate lien on the property.
- The second mortgage is **due and payable** upon sale, maturation, refinance, early payoff of the first mortgage, or transfer of the property.
 - **Not forgivable**
- The second mortgage **interest rate is equal to the first.**
- Monthly **interest-only payments** are required.
 - The monthly-interest only payments must be included in the DTI calculations for qualification purposes.



Running DU on the Interest-only Second Mortgage

- Must be entered as **Community Seconds** with the repayment structure field reading **Any payment (including interest only, P&I, etc.) required within first 5 years.**

Community Lending Information

Community Lending Product: HomeReady

Community Seconds: Yes

Community Seconds Repayment Structure: Any payment (including interest only, P & I, etc.) required within first 5 years

County: [blank]

← HomeReady®

Standard Conventional →

Community Lending Information

Community Lending Product: [blank]

Community Seconds: Yes

Community Seconds Repayment Structure: Any payment (including interest only, P & I, etc.) required within first 5 years

County: [blank]

HomeBuyer Education Completion: [blank]

MORNETPlus Community Lending

Community Lending ↔ Community Seconds

Metropolitan Statistical Area or County: [blank]

Fannie Mae's Community Lending Product: [blank]

HUD Median Income: [blank]

Income Limit Adjustment Factor: [blank] %

Community Lending Income Limit: [blank]

Community Seconds Repayment Structure: 01 Any payment required within first five years

Borrower's CAIVRS #: [blank]

FHA Loan Data: [blank]

← Encompass Version



Running LPA on the Interest-only Second Mortgage

- Must be in the **Property You Are Buying** section.
 - Select **Yes**, under **Is the other New Mortgage an Affordable Second?**
 - Select **No**, under **Is the Affordable Second Payment Deferred?**

Below is an example of the **Other New Mortgage Loans on the Property You are Buying or Refinancing** section displayed in Loan Product Advisor via Loan Advisor single sign-on portal. For system-to-system Loan Product Advisor users, refer to your loan origination system (LOS).

Other New Mortgage Loans on the Property You are Buying or Refinancing Does not apply

Creditor Name Best Bank	Creditor Type * <input checked="" type="radio"/> Business <input type="radio"/> Individual	Lien Type * Second Lien	Monthly Payment \$ 100.00
Loan Amount / Amount Drawn * \$ 1000.00	Is the Other New Mortgage an Affordable Second? <input checked="" type="radio"/> Yes <input type="radio"/> No	Is the Affordable Second Payment Deferred? <input type="radio"/> Yes <input checked="" type="radio"/> No	0 / 3 ADD
HELOC * <input type="radio"/> Yes <input checked="" type="radio"/> No			

Reminder: If the payment on the Affordable Second requires a payment **before** the Due Date of the 61st monthly payment the **Monthly Payment/Initial Principal and Interest Payment Amount** must be accurate with an amount greater than zero.



Second Mortgage Fees

Fees charged to borrower and disclosed

- All fees paid to government entities required to record the second lien in the specific state and/or jurisdiction of the property.
- Any prepaid interest, where applicable, may be also be charged.

No other fees are permitted or charged to the borrower.

Fees charged to lender and not disclosed

- **\$150** Lender funding fee is deducted from the second mortgage loan purchase by the eligible DPA provider.

The Lender funding fee cannot be passed on to the borrower.



Eligible Locations

- Available in multiple states! Check the [product matrix](#) for full details in the **Geographic Restrictions Section**.



Lakeview National, a Community Lending Program (The National)

The Lakeview National, a Community Lending Program (The National) is a partnership program tailored to assist low to moderate income borrowers realize their dream of homeownership. This First mortgage program is paired with the Fahe My Place or Springboard To Homeownership second mortgage program.

Always check the [product matrix](#) for newly added locations!



Summary

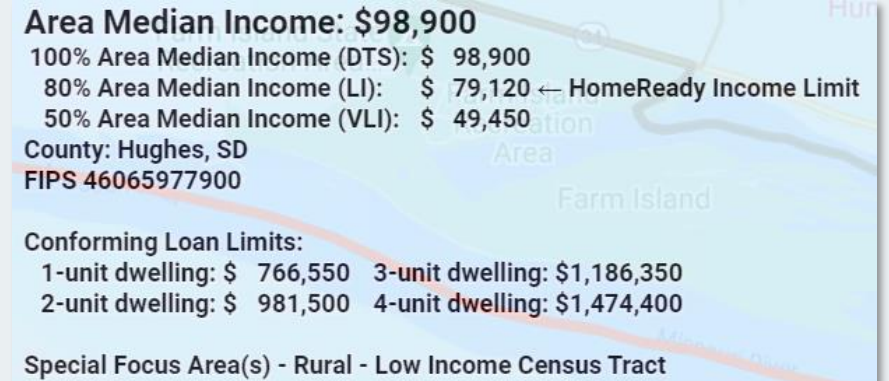
- **Eligible Mortgage Product: Fixed 30-year term** only
- **Loan Purpose:** Purchase of a primary residence; 1 unit
- **Minimum FICO: 660**
- **DTI:** lesser of **50%** or AUS findings
- **LTV/CLTV:** maximum **97% (95% HB/SC)/105%**
- **Underwriting:** Approve/Eligible or Accept/Eligible from DU/LPA; **manual underwriting not permitted**
- **Product Matrix:** If the product matrix is silent on the topic, follow Fannie Mae/ Freddie Mac guidelines, as applicable
- **Homebuyer Education:** Required for **all borrowers prior to close** and must comply with Fahe's and Springboard's requirements (HomeView/Credit Smart).
- **DPA/Closing Cost Assistance:** Eligible DPA provider
- **Disclosures:** Must comply with TRID rules.
- **Second lien calculation:** Second loan amounts are always calculated as a **percentage of the lesser of the purchase price or appraised value.**
- **Second lien due and payable:** upon sale, maturation, refinance, the early payoff of the first mortgage, or transfer of the property.



Live Loan Scenarios - HomeReady® / Home Possible®

Mr. and Mrs. Smith are buying a new home in Pierre, SD.

- Mr. Smith = **\$60,000/year** Mrs. Smith = **\$600/month**
- Annual Combined Income = **\$67,200**
- 80% AMI = **\$79,120**
- Purchase Price = **\$170,000**
- Down Payment needed = **\$5100**; Closing costs needed = **\$8500**
- They owned their current home for 3 years and realized **\$8,000** in net proceeds from the sale. They keep **\$3000** for an emergency fund and have **\$5,000** to use for down payment and closing costs.
- They qualified for a **\$2000** grant from a local housing assistance program, but it does not cover the closing costs and down payment of their new home (**\$13,600-\$5,000 - \$2,000= \$6,600 short**).
- They utilized the Lakeview National first mortgage of **\$164,900** and utilized HomeReady® / Home Possible® since their income meets the guidelines. They also utilized an eligible DPA second mortgage for **\$6600**.



Live Loan Scenarios – Standard Conventional

- Ms. Willis is buying her first home in Baltimore, MD.

- Base Salary = **\$95,000/year**

- Average Bonus = **\$16,000**

- Qualifying Income = **\$111,000**

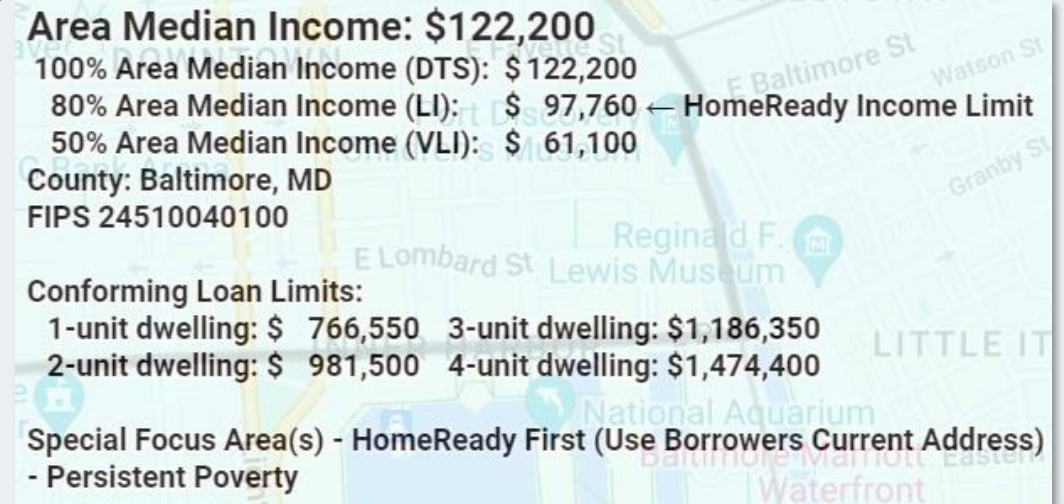
- 80% AMI = **\$97,760**

- 140%** of AMI = **\$171,080**

- Purchase Price = **\$460,000**

- Miss Willis has money for her down payment and closing, but she prefers to keep her own reserves for the future and to make some home improvements.

- She utilized the Lakeview National first mortgage for **\$446,200** and an eligible DPA second mortgage for **\$18,400**.



FAQs

Is there a minimum loan requirement/maximum loan amount for the second mortgage program?

- *No minimum loan requirement or maximum dollar amount, but the Program is capped at up to four percent (4%) of the lesser of the appraised value or the purchase price.*

If the loan amount is a high-balance/super-conforming mortgage, is the Loan-to-Value (LTV) limited to ninety-five percent (95%) per Fannie Mae/Freddie Mac guidelines?

- *Yes. However, the Combined LTV maximum is one hundred and five percent (105%) even on a high balance loan per Fannie Mae Community Seconds®/ Freddie Mac Affordable Seconds®.*

Can we choose an HFA Preferred Special Feature Code (SFC) when we run the first mortgage through DU®?

- *No. The only options permitted are standard conventional or HomeReady® if using DU. Freddie Mac's HFA Advantage is also not permitted.*

Can the borrower utilize Mortgage Credit Certificate (MCC) income?

- *MCC income is permitted subject to all applicable Fannie Mae/ Freddie Mac guidelines for this type of income.*



Most Common Suspense Items

- **Incorrect Homebuyer Education Course** – Homebuyer Education is directly tied to the AUS used:
 - For DU findings, FNMA’s HomeView is required
 - For LPA findings, FHLMC’s CreditSmart is required
- **Incomplete Packages**
 - Initial and final applications for the 2nd lien missing
 - Interest-only Agreement missing
 - Loan Estimate and/or Closing Disclosure for the 2nd lien missing
- **Inaccurate Information** –
 - Interest-only Agreement does not include final qualifying income
 - Interest-only Note first due date and/or maturity date do not match the 1st mortgage note dates
 - 1st mortgage loan amount is incorrect or missing (blank) on Section 3 of Interest-only Note
 - Interest-only Mortgage is missing the MIN number
 - 2nd Lien CD Loan Terms and/or Adjustable Payment (AP) Table sections incorrect according to the Interest-only program
- **MERS Transferred Incorrectly** – DPA provider is both the Servicer and Investor



Lakeview Correspondent Website

Here you will find:

1. Announcements
2. Product Matrices
3. Tools & Resources: Reference Guides, Forms, Calculators, Delivery Checklists, and Turn Times.
4. Training: a live Training Calendar, Product training, and Portal/System training.

The screenshot shows the Lakeview Correspondent Website homepage. At the top right, there is a contact number: "Questions? Call 855-253-8439 today". Below this is a navigation bar with links: "Partner With Us", "Product Offerings", "Affordable Lending", and "Apply Today". On the right side of the navigation bar are two buttons: "Delegated LoanDock Portal" and "Non-Delegated UW Portal". The main navigation menu includes "Why Lakeview", "Announcements", "Product Matrices", "Tools & Resources", and "Training". The "Announcements" link is circled in red and has a red circle with the number "1" next to it. Red arrows point from the "Product Matrices", "Tools & Resources", and "Training" links to red circles containing the numbers "2", "3", and "4" respectively. The main content area features the Lakeview logo on the left and a large heading: "Welcome to your *one-stop shop*". Below the heading is a paragraph: "Our correspondent lending channel offers a comprehensive portfolio of products to meet today's market needs." and a blue button labeled "Product Offerings". On the right side of the main content area is a large image of a residential development with a lake and houses. The Lakeview logo is also present in the bottom right corner of the screenshot.

Who to Contact With Questions

General Program Rollout	Contact your internal Product Implementation Team or your Lakeview Business Development Director
Disclosures, Forms, or Conditions on Closed Loans	Contact your Lakeview Client Manager
Pricing	Pricing and guidelines are available in most product and pricing engines. Contact your internal lock desk on how to access your pricing.
Program Guidelines or Specific Scenarios	Contact the Lakeview UW Scenario Dept at 1-855-253-8439, option 2 or at underwritingquestions@bayview.com .
Locking or Delivering Loans	Contact Lakeview Client Services at 1-855-253-8439, option 3 or at clientservices@bayviewloans.com .



Any Questions?



Thank you!

