

DSCR Cross-Collateralized

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Agenda

- Correspondent Lending
- Introduction to Non-Agency Investor
- Products Discuss Program Highlights
- Define the Cross-Collateralized Loans Review available resources
- Discuss Benefits
- Details and Highlights
- Q & A



Correspondent Lending Structure



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Correspondent Lending



AGENCY PRODUCTS

-  FNMA/FHLMC
-  FHA
-  HFA/Affordable Lending
-  USDA
-  VA



NON-AGENCY PRODUCTS

-  Agency Investor Plus
-  Bank Statement
-  DSCR
-  Jumbo AUS
-  Jumbo ARMs
-  Conforming (2nd Home/NOO)
-  Medical Professionals (MedPro)



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Correspondent Lending

 Key Contacts		 Silver Hill Capital
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Client Manager Contacts	Regional Assignments See the Quick Reference Guide	nonagencyclientmgt@silverhillcap.com



Product Support

We make subject matter experts available from beginning to end to support a flawless execution.

- Your credit teams will have access to a dedicated group to assist your credit teams with scenarios, single loan variances, and guideline expertise.

nonagency@silverhillcap.com

Utilized for all pre-close questions and scenarios

nonagencyclientmgt@silverhillcap.com

Utilized to answer your post-closing, pre-purchase questions regarding loan status, suspense conditions, escalations and rebuttals.



Investor Products



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Investor Products



Agency Investor



**Agency Investor Plus
(AIP)**



DSCR



The properties cannot be occupied by any of the Borrowers or Guarantors



AIP and DSCR are business purpose only loans and are certified as such by the Borrowers and/or Guarantors as applicable



Our Jumbo and Bank Statement products also offer investor occupancy options



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Define DSCR Cross-Collateralized Loans



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Cross-Collateralized Loans



A single mortgage that covers multiple pieces of real estate.



Benefits of the Cross-Collateralized Loan



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Benefits



Time-saver: Allows you to obtain financing on multiple properties with only one mortgage approval process



Consolidate finances



Allows you to acquire and refurbish multiple properties at the same time



Less payments to manage



Potential savings on closing costs



Fixed and interest-only options to improve cash flow



Details and Highlights



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Guidelines



Up to **25** properties combined into a single loan



Minimum of **2** properties



Maximum loan amount of **\$6,250,000**
(subject to Silver Hill Capital aggregate maximum)



Minimum asset value of \$100,000



Maximum asset value of \$1.5M per unit for each property included
(i.e., \$1.5M maximum value on 1-unit, \$3.0M maximum value on 2-unit, etc.)



Minimum **1.0** DSCR



Maximum **80%** LTV



Guidelines Continued



Partial Releases are permitted

- Allows for refinance or payoff of a property without having to pay off entire loan
- 120% of allocated loan amount
 - Allocated loan amounts are determined proportionate to the appraised values of each property



Cross-Collateralized loans may contain:

- Multiple property types
- Multiple occupancy types



If a Cross-Collateralized loan contains **25%** or more of warrantable or un-warrantable condominiums, 2-4 units, or any combination of these, **an exception approval** will be required.

DSCR Calculations



1. Determine rent from each property according to guidelines
 - **Purchase:** Use Market rent
 - **Refinance/Cash-out:** Use lesser of lease or Market Rent
 - **Short term rentals:** Use average of 12 month's receipts



2. Determine monthly Taxes, Insurance and any applicable HOA fees (TIA) for each property



3. Gross TIA = the sum of all the properties' taxes, insurance, and any applicable HOA fees



4. Gross Rent = the sum of all rents



5. Calculate the Principal and Interest payment using the note rate
 - Interest-only loans must use fully amortized PITIA payment



6. Add the principal and interest payment to the gross TIA to obtain the PITIA



7. DSCR Calculation = $\text{Gross Rent} / \text{PITIA}$



Cross-Collateralized Example

Property	Taxes	Insurance	HOA Fees	Total Payment
12 Smith Drive	1000	500	30	125
14 Smith Drive	1000	500	30	125
1821 Red Lane	1250	650	60	
191 Elm Street	1100	650	60	350
Total	4350	2300	180	600

- Gross Rent = \$4,350
- Principal and Interest = \$508
- Gross Taxes, Insurance and HOA fees = \$3,080
- PITIA = \$3,58

DSCR = Gross Rent / Gross PITIA

\$4,350/\$3,588

DSCR = 1.21



Cross-Collateralized Example

How to determine max LTV/LTC

- 1. Determine FICO
- 2. Confirm number of units
- 3. Find loan amount
- 4. Find the corresponding LTV/LTC under the correct transaction type

Silver Hill Capital Cross-Collateralized DSCR Eligibility					
 Minimum Credit Score	 Units	 Maximum Loan Amount	Max LTV DSCR ≥ 1.0		
			 Purchase	 Rate & Term	 Cash-Out
700	1-4	\$6,250,000	80	80	75
680	1-4	\$5,500,000	80	75	70
660	1	\$5,500,000	75	75	65



LTV/LTC Restrictions



Reduce LTV on refinances by **5%** if:

- **A vacant property transactions** defined as:
 - 25% or more of the included properties are vacant according to the below chart

 # Units in Subject Property	 # Vacant Units	 LTV Restrictions Required
1	1	Yes
2	1	Yes
3	2	Yes
4	3	Yes



- Maximum 60% LTV on a refinance or cash-out of a short-term rental property transaction, defined as
 - 25% or more of the properties included are short-term rentals



- Reduce LTV by **10%** for a **non-warrantable condominium transaction** (with a maximum of 70% LTV/LTC), defined as:
 - 25% or more of the included properties are non-warrantable condominiums



Reserve Requirements

Reserves are calculated for each property included



DSCR $\geq$ 1.0: 6 months PITIA for subject property



DSCR $<$ 1.0: 9 months PITIA for subject property



Inexperienced Investor: Minimum 12 months PITIA for subject property



Cash out may be utilized for reserves if FICO is $>$ 700



Gift funds are not permitted to meet reserve requirements



Funds utilized for down payment and closing costs cannot be included in reserve funds



Interest Only: Reserves permitted to be based on the ITIA payment



Appraisal Requirements

- **Appraisals:**

- A Market Rent Comparable Schedule (FNMA 1007 or 1025) must be provided and is required for all properties

- **Valuation Requirement**



- **Collateral Desktop Analysis (CDA)**
from Clear Capital, or



- **Consolidated Collateral Analysis (CCA XP)**
from Consolidated Analytics, or



- **RicherValues Oversight Report**
or



- **Collateral Underwriter (CU)**
with a score of 2.5 or less in lieu of a CDA, CCA XP, or RicherValues Oversight

- **Second Appraisal Required**

- Property Flips – increase in price by 10% on a 90 day flip or increase in price by 20% on a 91–180 day flip
- Allocated loans amounts > \$2,000,000



Pro Rata Loan Amount

- 1

Step 1: Determine pro rata allocation for each property based on the value of each property used to calculate LTV.

 - For property #2, the allocation percentage is calculated as $\$3,000,000$ divided by $\$7,000,000 = 42.86\%$

 Property	 Appraised Value	Allocation Based on Total Appraised Values
1	\$2,000,000	28.57%
2	\$3,000,000	42.86%
3	\$2,000,000	28.57%
Total	\$7,000,000	100.00%

- 2

Step 2: Determine the pro rata loan amount for each property by multiplying the individual property's pro rata allocation percentage times the total blanket loan amount.

 - For property #2, the pro rata loan amount is calculated as $\$5,500,000 \times 42.86\% = \$2,357,300$. Property #2 would therefore require two appraisals



Resources and Training



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Questions?



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