# Digital Home Equity Loans

The Homebridge Digital HELOC



#### Digital HELOC – Now is the time!



- ✓ According to Core Logic, total homeowner equity in the US is currently \$17 trillion with \$11 trillion being tappable equity
- ✓ Credit card debt in the US is over \$1.1 trillion (according to the Federal Reserve)
- ✓ Average rate on those credit cards is 22% (according to the Federal Reserve)
- ✓ 76% of all 1<sup>st</sup> mortgages have a rate under 5%

This means millions of people are going to tap their equity using a HELOC rather than a 1<sup>st</sup> mortgage!

- ✓ Stop thinking about HELOCs are an accommodation
- ✓ Start thinking about HELOCs as a massive revenue stream with unlimited potential

### Benefits to Mortgage Brokers



- ✓ Available in all 50 states
- ✓ Close in DAYS, not months
- ✓ The application is branded to you
- ✓ Your MLO Digital Dashboard provides complete transparency
- ✓ Proactive service to you and your borrowers

#### = GET TO YES!

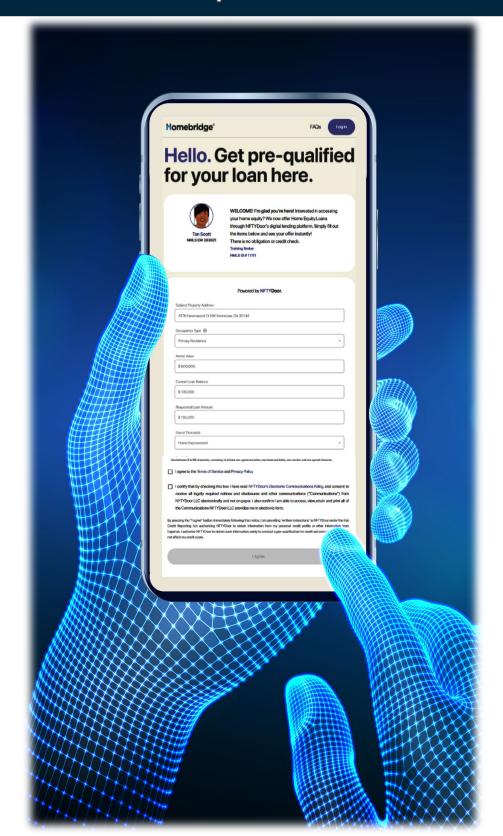
- ✓ No Processing required; our team will process your digital HELOC application
- ✓ Retain your customers today and invest in your future!



### Easy Borrower Experience



- ✓ Automated underwriting creates for fast and transparent process
- ✓ No need to request unnecessary documentation
  - Self-Employed Digital Income Validation -
    - Business Bank Statements 680 FICO
    - Personal Bank Statements 640 FICO
- ✓ Qualify on interest-only payment
- ✓ Title curative team pay off judgement, liens, and existing HELOCs
- ✓ Alternative to AVM valuation
- ✓ Close in a Revocable Trust
- ✓ "Close Now" button for instant remote online closings
- ✓ Real-Time Payment (RTP) Funding, even on Saturdays



### Home Equity Line of Credit (HELOC)



#### **DIGITAL HELOC**

- ✓ 5-Year, variable, interest-only draw period converts to 25-Year fully amortized\*
- ✓ \$25,000 \$750,000 loan amount
- ✓ Max 80% CLTV (70% CLTV Investment)
- ✓ Max 50% DTI (45%, <680 FICO)</p>
- ✓ Debt Consolidation
- ✓ Non-Owner Occupants permitted
- ✓ Pay off debt to qualify
- ✓ Pay off existing 2<sup>nd</sup>

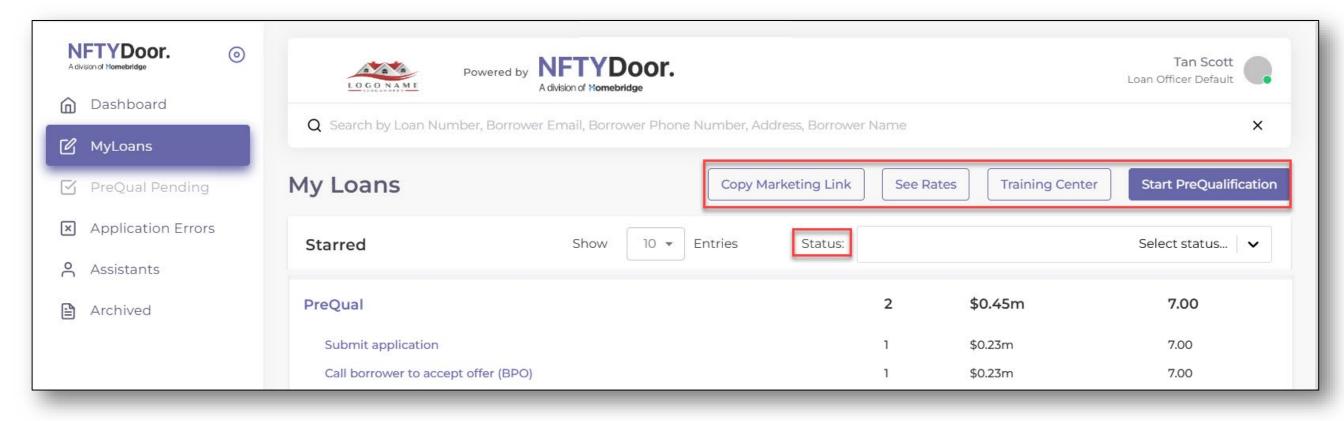
- ✓ Pay off high interest credit card
- ✓ No Prepayment Penalties/EPO/EPD
- ✓ Eligible Occupancy:
  - Primary, 2<sup>nd</sup> Home, & Investment\*\*
- √ 75% Minimum Draw required at close
- ✓ No Seasoning
- ✓ Property Valuation:
  - AVM up to \$500,000
  - Full Appraisal >\$500,000, or if AVM fails with PreQual
- ✓ No hazard insurance required on 2<sup>nd</sup> liens

## MLO: Your Digital HELOC Dashboard



- ✓ Start a Digital HELOC application
- ✓ Personalized Marketing Link
- ✓ Pipeline Transparency
- ✓ Real-Time loan status
- ✓ Real-Time pricing

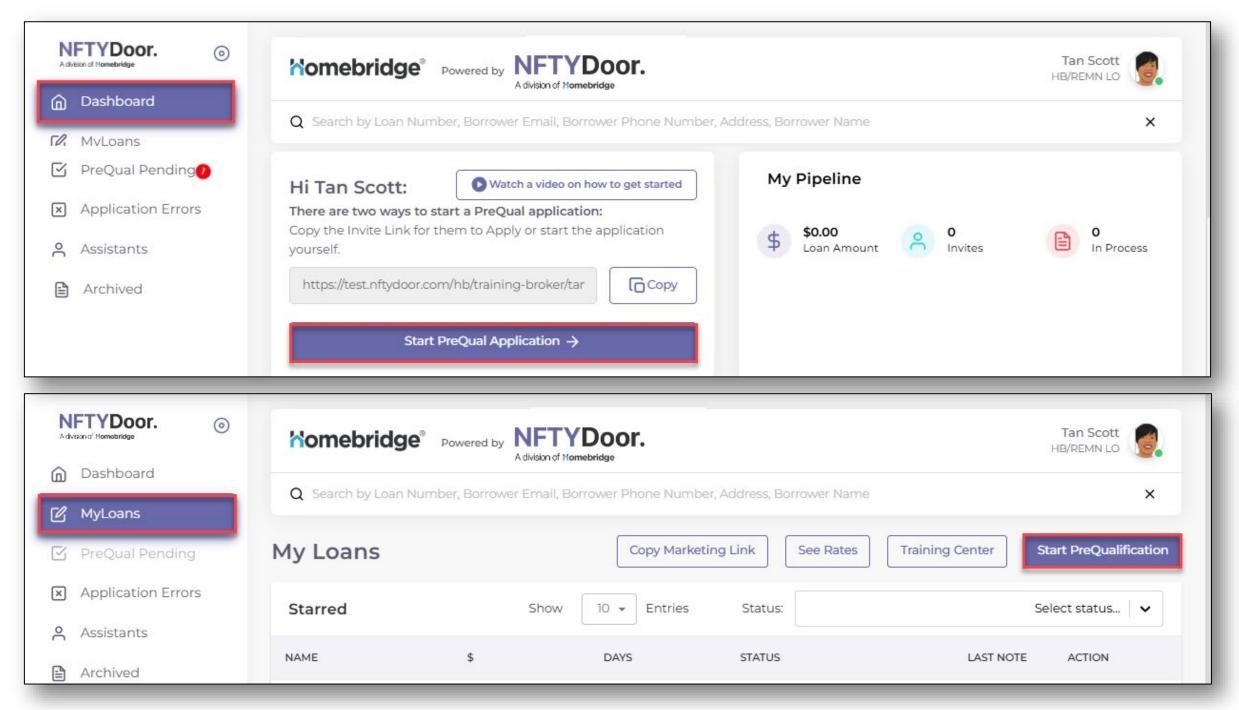
- ✓ Debt Consolidation
- ✓ Access to loan file and documentation
- ✓ Training Resources



# MLO: To get started with Digital HELOC Application PreQual

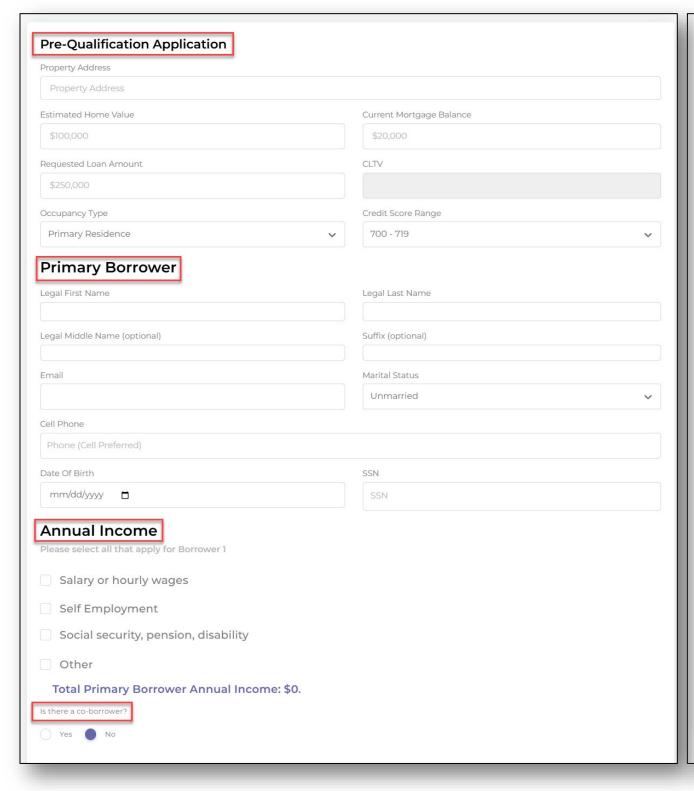


Click **Start PreQualification** under the **Dashboard** or **MyLoans** view of the MLO Portal



# Option 1: One-Page MLO-initiated PreQual Application





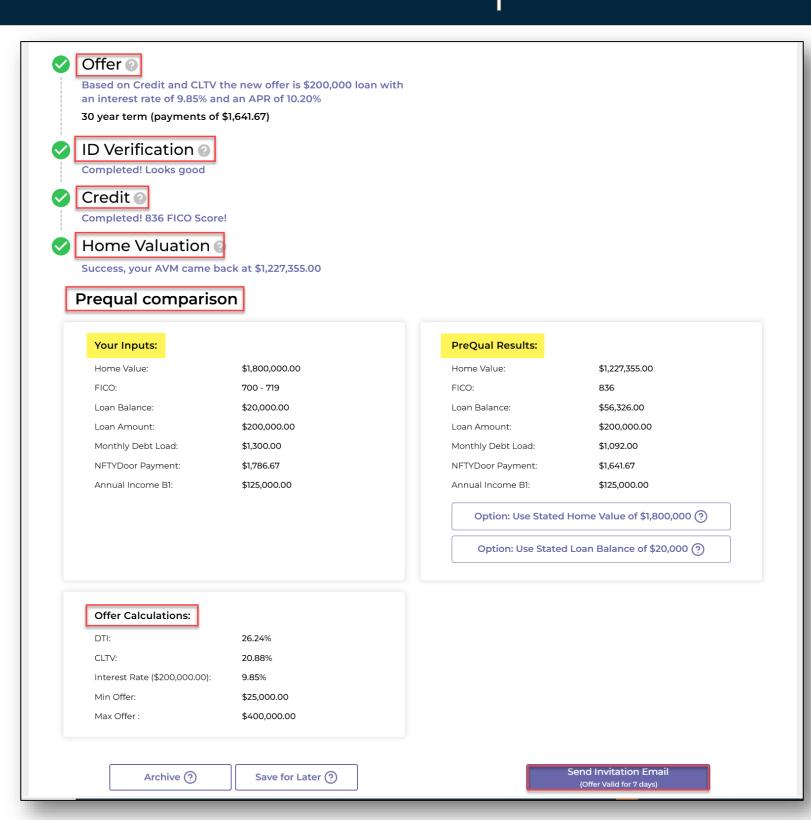
DTI	
Total Household Income - Please include all sources of Income. This includes Rental, Social Security, Fixed Benefits, etc	
\$0	
Current Mortgage Payment	Any other Monthly Debts
	\$0
Annual Debts	DTI
Is this a trust?  Ves No	
Use of Proceeds	
Home Improvement	
We have assisted the borrower in fully completing a Residential Mortgage Loan Application and provided the borrower all requirate and federal disclosures.  We have analyzed the borrower's income and debt (based on documentation provided by the borrower and the credit report), ale borrower to determine the maximum HELOC that the prospective borrower could likely afford/obtain.  We have educated the prospective borrower in the financing process, and advised the borrower about the different types of loannstrated how closing costs and monthly payments could vary under each product.  We have assisted the borrower in understanding potential problems associated with the history reflected on their credit report.  We will maintain regular contact with the borrower and lender, between application and closing, to apprise them of the status og any additional information as needed.  You, the applicant(s), agree to enter into this Mortgage Loan Origination Agreement with your mortgage broker (listed below) as an independent contractoe loan from a participating lender with which we from time-to-time contract upon such terms and conditions as you may request or a lender may require. We are licensed as a "Mortgalaw."	
Section 1. Nature of Relationship In connection with this mortgage loan we are acting as an independent contractor and not as your agent. We will enter into separate independent contracts. While we seek to assist you in meeting your financial needs, we do not distribute the products of all lenders or investors in the market and cannot guarantee the lowest price or best te	
Section 2. Our Compensation  The lenders whose loan products we distribute generally provide their loan products to us at a wholesale rate. The retail price we offer you – your interest rate our compensation. In some cases, we may be paid all of our compensation by either you or the lender. Alternatively, we may be paid a portion of our compensation by both you ac cases, if you would rather pay a lower interest rate, you may pay higher up-front points and fees. Also, in some cases, if you would rather pay less up-front, you may be able to pay sometly through a higher interest rate in which case we will be paid directly by the lender. We also may be paid by the lender based on (i) the value of the Mortgage Loan or related ser (ii) other services, goods or facilities performed or provided by us to the lender. For the HomeBridge HELOC (Home Equity Line of Credit) program, the lender will pay us a fee of 1.5% offit.  Type your name below to acknowledge the above	
Type your Name	
Gray-m.m.	
Save for Later ② Archive ②	Submit & Proceed
COPYRIGHT © 2024 NFTYDoor, All rights Reserved	

### **Application Prescreening Process!**



- ✓ Offer displayed with terms and payments
- ✓ ID Verification confirmed upfront
- ✓ Credit soft pull prior to sending disclosures
- ✓ Immediate Home Valuation analysis
- ✓ Streamlined borrower process
- ✓ Comparison of stated vs. verified values/input

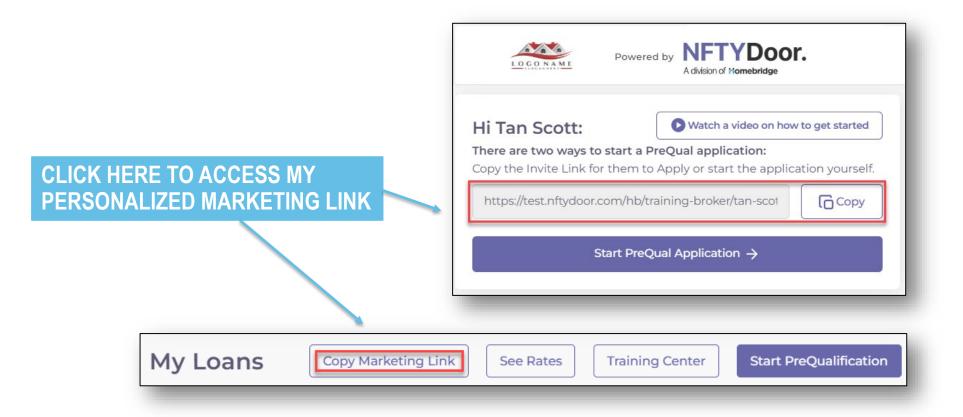
"You are all set! Broker disclosures are on the way! Please continue to check the status of this application in your portal. We will also email with any important updates."



## Your Personalized HELOC Application Link



- ✓ Borrower completes PreQual application
- ✓ Copy and Paste link to social media accounts
- ✓ Include in email signatures
- ✓ Share link with marketing database of past clients and new prospects
- ✓ Include in marketing materials

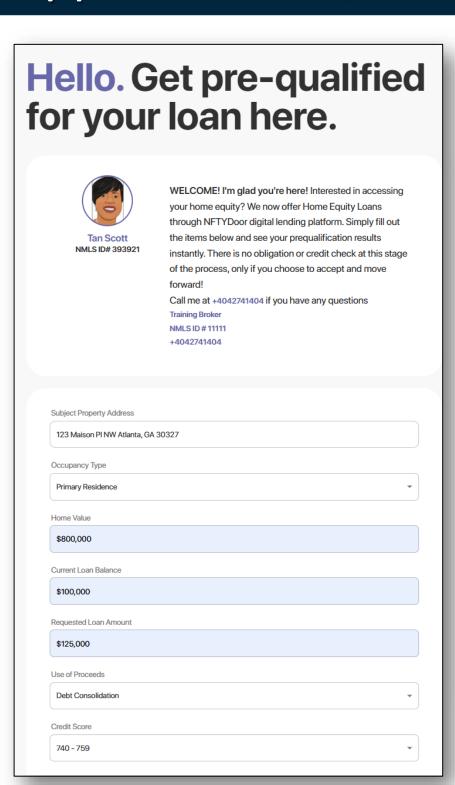


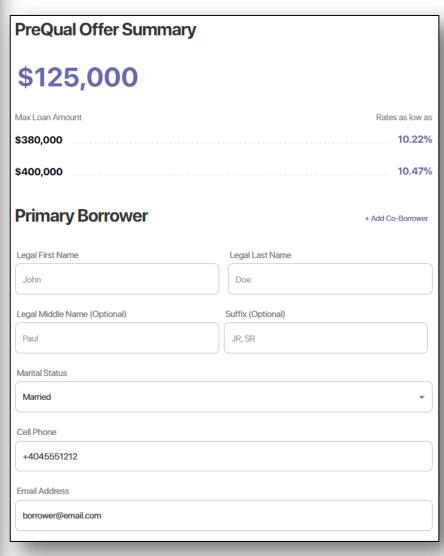


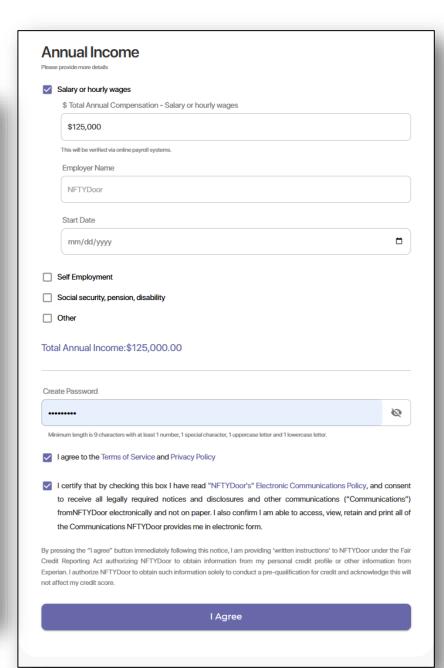
#### Option 2: Borrower-initiated PreQual

### Application (using marketing link)





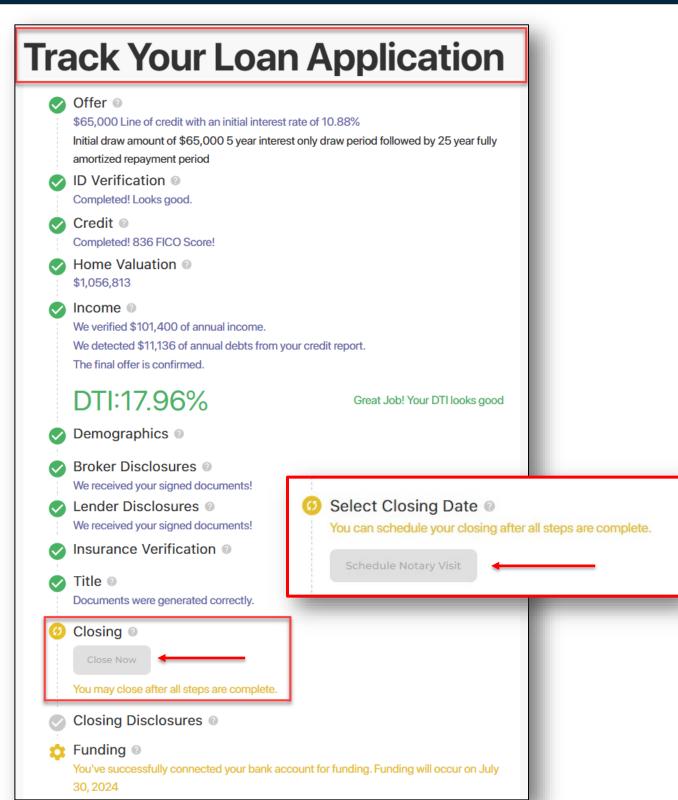




# Borrower View - Application Processing Tracker!



- ✓ Streamlined borrower application tracking
- ✓ The Work Number and Plaid instantly verify income
- ✓ Complete remaining steps, if any
- ✓ No HOI required for 2<sup>nd</sup> liens
- ✓ Close Now! to activate Remote On-line Closing (RON\*) or schedule on-site Notary Closing



#### Borrower Processor is easy as 1...2...3!



#### **Step 1: INVITE**



Dear Ronald,

You've been prequalified for a HELOC!

Please click below to view your offer:

Confirm my HELOC amount.

Please login to verify your loan details and begin verification in the next 7 days.

If you have any questions, please let me know.

Thanks



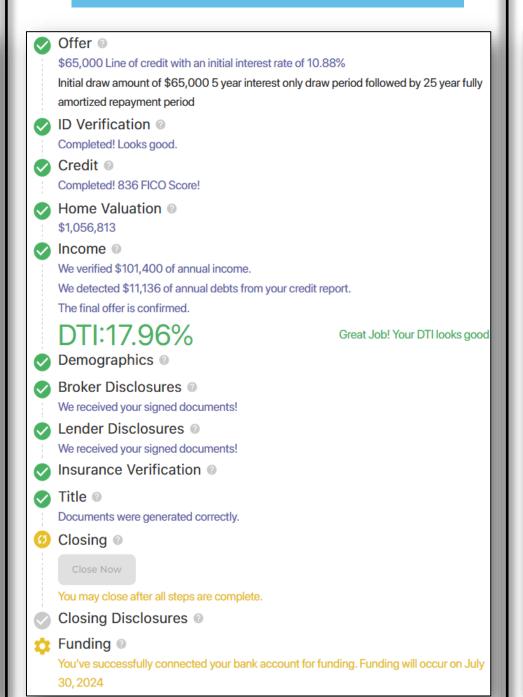
Tan Scott

tanjohnson@homebridge.com

Training Broker 393921

6712 Chestnut Ave Ronald Frame 100430390433048

#### **Step 2: Digital Underwriting**



#### Step 3: CTC



Hi Ronald,

Please login to select your closing date. Your file is officially cleared to close.

We'll contact you with signing logistics next!

You're set to sign virtually! This is our fastest and most flexible option. You'll sign virtually with a Notary at any time on closing day! A link will be sent to you from our Proof partner once you select your closing date. You can view documents immediately, but cannot sign til your closing date.

As a reminder, please be sure to connect your bank account for funding. If a bank is not on file funding date, a paper check will be mailed and can take 7-10 days to arrive.

If you need any assistance, please feel free to reply here!



Tan Scott

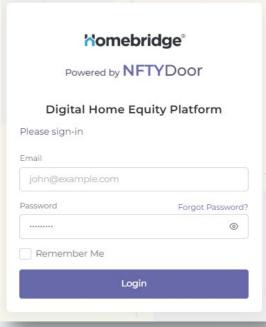
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Training Broker

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## MLO, this is where you start...





# The borrower and the MLO can get help using the CHAT feature in the bottom right corner of the Digital HELOC Platform

