

Process for APT – Deephaven Non-QM DSCR

(Minimum 60 Day Contracts Accepted – No Exceptions) – Mentor Jamie Jacobsma

Steps for the Referring Loan Officer - APT LO Mentor and Support Staff

*Note – What is a DSCR Loan?

Debt service coverage ratio – or DSCR – is a metric that measures the borrower's ability to service or repay the annual debt service compared to the amount of net operating income (NOI) the property generates. DSCR indicates whether a property is generating enough income to pay the mortgage.

- This product is only for Investment Properties Only! No Primary or Second Homes allowed.
- There is no other income allowed for qualifying or needed for qualifying.
- The approval is based on DSCR, credit, cash to close and collateral only!

REFERRING LO / APT CORR MENTOR:

- 1) Make sure to review the DH DSCR guidelines for Maximum LTV / CLTV and other pertinent qualification information. The link for the basic matrix is below.
Link: [CORR Flow Product Matrices.pdf](#)
- 2) This product allows for higher than 80% Loan to Values on Purchase and Refinance transactions, but due to the price adjustments, Loan to Values greater than 80% are not obtainable or feasible unless you have significant seller contributions. In those cases, the contract will have to be a “Specific” closing cost contribution and NOT a “general” contribution.
- 3) This program requires the use of an AVM and CDA (Drive by Appraisal) that will be ordered through Clear Capital by our APT Unit in addition to a normal full appraisal.
- 4) Loans with properties that are deemed in rural or remote areas will not be able to be locked until both the CDA and Full Appraisal have been approved by Deephaven.
- 5) Three to Six months of liquid reserves is required and will not be waived. Please see additional possible reserve requirements for larger loan amounts. This is based on your DSCR ratio.
- 6) Please review the entirety of all the product guidelines prior to proceeding with the APT unit for any other guideline you may have a question on.
Link: [DH Correspondent Guidelines \(myfsbretail.com\)](#)

7) Rates for the DH Non QM DSCR Product can be found on pages 17-18 of the APT Daily Rate Sheet.

Link: [APT Rate Sheet.xlsx \(myfsbretail.com\)](#)

Please pay special attention to the “Add Ons” or “Deductions” on this product.

8) LE Should be set-up like a normal loan in the LO’s area. However, please remember:

A) An Appraisal fee of at least \$900 should be disclosed.

B) In addition to normal fee setup make sure the \$1800 commitment fee is disclosed on all APT Correspondent loans unless an exception has been granted by doing a lender credit from JH on the URLA prior to disclosure. This fee will be used to “replace” any regular underwriting or processing charges (please remove I/A).

9) Please remember “Out of Area” loan policy on possible “Transfer Taxes”.

10) Please remember that you are to NOT disclose these loans. The APT unit will do so after you have turned in your submission.

11) Please remember to mark your loan as NOT HMDA reportable under Forms and Docs, Denial / Withdraw page. Contact APT for further questions on this process.

12) There are NO other product disclosures required for this loan product other than normal FSB Disclosures.

13) Review to make sure that the services have been run within MBOT, but please DO NOT run an AUS on this product!

14) Check your DSCR Ratio. For help in this regard, click on the below link. This link will open a spreadsheet. Simply go to the DSCR tab and enter requested information. Please print this an upload to Image Flow before emailing APT to begin your loan process.

Link: [Salesforce](#)