

NEW Alternative Mortgage Guideline Highlights For broker information only

B2B Bank has launched a new and improved Alternative Mortgage Program. We want to help you get more deals approved, so we've simplified our pricing model, we've added GDS/TDS flexibilities and much more!

Eligible Properties

Owner occupied, second homes, rental properties

Special programs

Special Programs: Net Worth, Equity, Business for Self Bank Statement program. **See the exciting changes we've made to the Net Worth and BFS Bank Statement programs!** See program sheets for specific details ([Net Worth](#), [Equity](#), [BFS Bank Statement](#)).

Situations Considered

Business for Self Gross Up, Low beacon scores, Bankruptcy (min discharged 6 months), Consumer Proposal, Orderly Payment of Debt, Credit Counselling, Foreclosures, Power of Sale, Current collections, Write offs, Repossessions, Property Tax Arrears, Income Tax Arrears

Common Sense Underwriting¹

A common sense approach will be applied to alternative files to assess the borrower's overall risk profile which will determine LTV, rate and GDS/TDS flexibilities offered. For GDS/TDS flexibilities the borrower's ability to repay the mortgage must be established through other income; growth in employment income and net worth.

Minimum Beacon Score

Conforming Minimum beacon Score Considered: 540¹

Non-conforming Minimum Beacon Score Considered: 500¹

A new simplified pricing model

Ask your regional business development manager about our NEW SIMPLIFIED PRICING MODEL for alternative mortgages based off of discounted rates.

Loan amounts

Conforming Loan Amounts	Up to \$1,000,000	Non-conforming Loan Amounts	Up to \$750,000
Conforming Rental Loan Amounts	Up to \$500,000	Non-conforming Rental Loan Amounts	Up to \$500,000
Conforming Second homes	Up to \$300,000	Non-conforming Second homes	Up to \$300,000

Gifted down payment requirements

Can be from a related family member, the spouse or the ex-spouse.

GDS/TDS¹ flexibilities

Conforming alternative mortgages:

- Owner occupied 1-4 units, second homes 1-2 units, rentals 1-4 units are eligible
- Minimum beacon score: 540¹
- GDS/TDS flexibilities above standard ratios of 39%/44% up to 55%/55% are available for owner occupied properties only
- Max LTV of 80% and max GDS/TDS flexibilities of up to 55%/55% for credit scores 650+
- LTV and GDS/TDS flexibilities will vary for scores between 540 and 649
- Max amortization 30 years
- Second homes max LTV 65%, max amortization 25 years, GDS/TDS 39%/44%
- Rentals minimum beacon score 600, max LTV 75%, max amortization 25 years, GDS/TDS 39%/44%

Lender fee

- 1% fee for GDS/TDS above 39%/45%
- Lender fee may also apply for lower beacon scores with GDS/TDS below 39%/45%
- Lender fee will be the greater of \$750 or 1%

Property guidelines

- Properties in prime urban locations in good condition with no deferred maintenance or improvements required
- Min 700 square foot living area (exceptions made where it is common for the area).
- Condo requirements: Min 500 square feet
- Well and/or septic properties will only be considered on an exception basis

Appraisal Requirements

- Full appraisals are required for all alternative mortgage deals
- Appraisals are to be ordered through NAS or RPS

Non-conforming alternative mortgages:

- Owner occupied 1-4 unit properties, second homes 1-2 units and rentals 1-4 units are eligible
- Max LTV 65%, max amortization 25 years
- GDS/TDS flexibilities above standard ratios of 39%/44% up to 55%/55% are available for owner occupied properties only
- Minimum beacon score: 500¹
- Minimum beacon score 540+¹ for rentals, max TDS 42%

Home Inspections

- Please note a home inspection may be required in some cases

Municipal property taxes

- To be administered by B2B Bank for all deals over 65% LTV

For illustrative purposes only. B2B Bank reserves the right to request additional information or documentation at its sole discretion for the approval of the loan.

¹Debt service flexibilities, LTVs offered and amortization options are based on the assessment of the strength of the application. Satisfying the minimum credit score requirement alone does not automatically entitle the borrower to maximum LTV and amortization options or debt service flexibilities. Some parameters, such as LTV, may differ for AB, SK and NL.

All mortgages are funded by, registered in the name of, administered and serviced by B2B Bank. Debt service flexibilities are based on the overall assessment of the strength of the overall application. B2B Bank is a wholly-owned subsidiary of Laurentian Bank of Canada. B2B Bank acts solely in the capacity of lender and/or account administrator, and does not provide investment advice. Dealers, advisors and brokers, not B2B Bank, are responsible for determining the suitability of products and services for their clients and for informing them of any related risks. Any loan approval by B2B Bank should not be construed as an endorsement of any investment choice, program, or strategy. All loans are subject to credit approval and borrowed monies are due and payable regardless of the performance of the investments. B2B Bank products and services are only available through financial intermediaries. Satisfying the minimum credit score requirement alone does not automatically entitle the borrower to debt service flexibilities. All mortgages, loans and lines of credit are subject to credit approval. Any illustration or example provided are for illustrative purposes only.

For broker information only