



The LTRFlex Custom is Visio's most flexible loan option available to the experienced buy and hold Single Family Residential (SFR) investor. A blend of the asset-based and borrower-based approaches, the LTRFlex Custom is designed to help established investors leverage their highest-value properties to grow their rental portfolios.

The DSCR requirement is flexible and dependent upon the borrowers' credit profile, real estate investment experience and property value. The actual DSCR requirement is a custom offering provided by the Visio Account Executive after all necessary information is submitted.

With a minimum credit score of 680, rates starting at 8.49%, and a lower DSCR requirement, the LTRFlex Custom is ideal for the seasoned investor seeking to grow their rental portfolio, while also benefiting from the appreciation of high-value properties.

*Debt-Service Coverage Ratio (DSCR) = monthly gross rents / monthly principal + interest + taxes + insurance + association dues (PITIA). Min. origination fee is greater of \$3500 or 2.75 pts. Underwriting fee is \$1,495. Additional 25 basis points charged on loans valuing under \$100k. Loan amount caps in place based on credit score. All loans are originated by Visio Financial Services Inc. Visio Financial Services Inc. is licensed by the California Department of Business Oversight as a California Finance Lender, license number 60DBO-56345.

Loan Program

Loan Type:

- 3/1 & 7/1 LIBOR ARM
- 30-Year Term
- Index: 12-month LIBOR

Eligible Borrowers:

- U.S. Citizens
- Permanent & Non-Permanent Resident Aliens

Financing Types:

- Purchase, Refinance, Rate & Term, Cash-Out
- Min. Loan Amt: \$45K
- Min. Property Value: \$250K (1 Unit) - \$500K (4 Units)
- Prepayment Penalty 3/1: 3% Stepping Down 1% Per Yr.
- Prepayment Penalty 7/1: 5% Stepping Down 1% Per Yr.
- No Subordinate Financing

DSCR Calculations:

DSCR calculated as gross rents divided by PITIA of subject property. Lease income lesser of lease agreement or rent survey (Form 1007 or 1025), with documentation required. PITIA is calculated at initial rate.

Example of DSCR Calculations of a \$175,000 Loan, 30-Year Am:

PI (7.49%) = \$1,222	PITIA = 1,397 Gross
TIA = \$175	Rent = \$2,100
DSCR = 1.50	

Appraisal Requirements:

All loans require Form 1007 Appraisal with internal property pictures. Appraisals over 90 days old must be updated. Property must be a C1-C4.

Property Underwriting

Eligible Property Types:

- Single-family Detached
- 2-4 Multi-Family (Min. DSCR is 1.3-1.4)
- Townhomes
- Warrantable & Non-Warrantable Condominiums
- Must Not be Owner Occupied
- Minimum Gross Living Area: 750 Sq. Ft. (Multifamily Detached: 750/ Unit. Attached: 750/Building)
- Up to 2 acres (additional acreage subject to approval)

Ineligible Property Types:

- PUDs
- Timeshares
- Condotels
- Mixed-Use
- Fractional Ownership
- Mobile Homes
- Unimproved Land
- Zoned Agricultural
- Commercial Property
- Working Farms/Ranches/Orchards
- Unique or over-improved Properties
- Geodesic Domes or Earth Homes
- Properties Subject to Oil or Gas Leases

Borrower Underwriting

Credit:

- Min. FICO score of 680
- Use Middle of 3, Lesser of 2 Scores
- Min. of 2 Scores Req., Tri-merge Report Req.
- Min. 24 Months Credit History
- No Bankruptcies Past 4 Years
- No Foreclosures, Short Sales, or Deed in Lieu in Past 3 yrs.
- Min. of 3 Active Trade Lines (min. \$1K Limit) per Borrower in Last 24 Mos.
- No Cumulative 1X60 Lates on Primary/Investment Mortgage In Prior 12 Mos. & Cannot be Past Due
- No Cumulative 1X60 Lates on Non-mortgage Trade-lines In Prior 12 Mos. Except Medical, EDU & Utility

Vesting:

- Individual, Corporation, LLC, and Partnerships Allowed (Trusts subject to approval. No Non-Profits)
- Max of Two Individual Borrowers per Loan
- Fraud, OFAC Checks & Identity Verification Required

Asset Verification:

- Two Months of Bank Statements Required
- Reserves Required in Full on Most Recent Bank Statement
- The Value of any Stock, Bond or Mutual Fund are Reduced by 30%.
- The Value of Retirement Accounts Reduced by 50%
- Must Have Proof of Money to Close

Borrower's Reserves:

Most recent month's balances reviewed for minimum six months of liquid PITIA reserves for properties both leased and not currently leased. Property must be leased if refinancing. Proof of down payment also required.

Arms Length Transactions:

Buyers must not be related to sellers in any manner without full disclosure.