

Empowerment • Transparency • Education • Integrity

# Helping Real Estate Agents Look Good To Their Clients

Technology Powered By:

Gold Start Mortgage

## **DISCOUNT AI INC.**

333 H Street – Ste 5000 Chula Vista, CA 91910 (888) 696-1344 www.DiscountMortgage.ai

# **Primary Goals**

## **01. Leads**

# **02.** Marketing

Leads That Are Qualified & Motivated.

Co-Branded Digital Tools That Enhance The Client Experience.



# **03. Lending**

Guidelines That Enable Flexibility When Common Sense Is Required.

## 04. Value

## **05. Next Steps**

Unique Value Propositions How That Enable You To Have A Acco Higher Conversion Rate.

How To Set Up Your Free Accounts To Get Started.

# Rates

Let's start by addressing the pink elephant in the room.

http://www.DiscountMortgage.ai/rates Compare to: https://www.rocketmortgage.com/mortgage-rates

Please take a look at the rate table and run a rate comparison with your current preferred lender.

Current live rates are for California only and for Conventional terms. All other loan guidelines will be custom quoted based on the unique scenario.

# How Did We Compare?



# Leads &

Referrals



Well now you have...nice to meet you!



Gold Star's AI is Generating 20+ Local "Ready to Buy Now" Leads Each Month per REALTOR®



Technology Powered By: Gold Start

Mortgage 7+

PREDICTIVE ANALYTICS SMART TARGETING

GENERATE LEADS & REFERRALS MORE EFFECTIVELY MANAGE YOUR ACTIVITIES USING TECHNOLOGY INCREASE CONVERSIONS BY BEING MORE VALUABLE







Nortgage • Fintech • Purposeful • Friend

# **Transparent Rates No Lender Fees**

## THE FUTURE IS NOW

24/7 ACCESS TÓ LIVE MORTGAGE RATES ZERO LENDER

#### www.DiscountMortgage.ai/rates

**OPTIONAL FREE BONUS FEATURE: Customize Your Scenario For Daily Rate Updates!** Published Rates Currently Reflect Conventional Loans Must Use A California Zip Code To View Live Scenarios

### **Technology Powered By:**

Gold Star+ Mortgage 7+

# PLEASE COMPARE RATES

DISCOUNT MORTGAGE.AI

#### www.DiscountMortgage.ai/rates

 California Only (for now)

 Conventional Mortgage Terms

MORE PRODUCTS ARE AVAILABLE FOR UNIQUE SCENARIOS, PLEASE INQUIRE

**DIY Mortgages Now Available For Less** 

### Free Service – No Obligation

### Customized **Mortgage Rates Delivered To You!**

www.Eric-Mitchell.com

Customize your unique scenario and receive an email each day with the current available corresponding rates.

**Click:** 

Click Mortgage Rates Access Subscribe to rate alerts



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#### Gold Star is proud of our nationally awardwinning technology!



# Agent is Co-Branded in Mobile App

## **ConnectRealtor**®

#### A UNIFIED APP FOR A UNIFIED TEAM

#### CLIENTS ENJOY A SEAMLESS EXPERIENCE FROM APPLICATION TO CLOSING

#### Our app lets the Agent:

• Gain Loan Status Visibility

Adjust Pre-Approval Letters

Authorize Credit Reporting

Auto-Verify Your Information

Receive Status Notifications

Easily Explore Mortgage Scenarios

Get Pre-Qualified / Pre-Approved

Scan & Upload Documents Securely

- Personalize Your Info
- Connect Your Tools
- Boost Your Pipeline

#### Our app lets Borrowers:

- Run Mortgage Calculations
- Search for a Home
- Track Your Progress
- eSign Disclosures
- Submit Payments
- Close Faster
  And More...All in One Place!
- And More...All in One Place

Stay in the loop on your Clients' loan progress & add your familiar face to the app. Clients enjoy working with a connected team for their full homeownership journey



### Technology Powered By:

Mortgage 7+

Gold Star+

## Connect & Client

#### A STRESS-FREE BORROWING JOURNEY

Get started with our easy-to-use digital mortgage app!

- Easily Explore Mortgage Scenarios
- Run Mortgage Calculations
- Search for a Home
- Get Pre-Qualified / Pre-Approved
- Authorize Credit Reporting
- Auto-Verify Your Information
- Scan & Upload Documents Securely
- Track Your Progress
- Receive Status Notifications
- eSign Disclosures
- Submit Payments
- Close Faster
- And More...All in One Place!
- Our platform makes it easy & convenient!

## Fortgage Financial Group

## **ConnectRealtor**®

## **REAL ESTATE AGENTS**

Are You Ready For A Better Client Experience? Step 1 = Download Free Mobile App

**Step 2** = Customize Your Business Info

Step 3 = Click "Share App" Button

Step 4 = Insert Borrower Name & Mobile

Step 5 = Borrower Can Pre-Qualify 24/7

Bonus = No Harm To Borrower's Credit

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You will have 24/7 access to their loan approval status. Most importantly, your Client will have a better experience!

ALWAYS IMPROVING 🔶 RELATIONSHIP DRIVEN

\*Gold Star Mortgage has the ability to do a "soft" credit pull to pre-qualify a prospective Borrowe Soft credit pulls will not create an inquiry on the prospect's credit report. 



# **Free Co-Branded** Wealth Coaching App



**Dozens of Free Wealth Building Tools!** 

FREE TO DOWNLOAD 🜗 www.RichGeek.ai

**FREE VIDEO TUTORIALS** 

www.RichGeek.info



#### www.RichGeek.ai

 Private & Secure View all financial accounts and transactions in one place Access to HUD recommended income-based budget Real estate search Document storage Credit Compass access (set a credit score goal) Home value report . Find out if you're ready for a home purchase Local market report Receive a homeownership action plan Financial calculators · Track your property value and equity Track your net worth Plan and achieve your financial goals Credit simulator access · Financial education tools and videos

· Analyze your spending habits Monitor your credit report & score Create budgets to reduce debt Down payment assistance access

The Rich Geek App is equipped with modern bank-level security and is SOC II Type 2 compliant, so you can b onfident that your data is always secure. All Personally Identifiable Information (PII) or potential PII data is encr ory, in transit, and at rest. The app uses the strongest version of AES known as AES-256

**Technology Powered By:** 

Gold Star+ Mortgage



MORTGAGE

GEEK



- Wedding
- Boat Loan
- Auto Loan
- Home Addition
- Swimming Pool
- Home Renovation
- Debt Consolidation
- Significant Purchase Professional Services

Available Terms = 1 to 10 years

#### **Bonus : FREE CREDIT MONITORING MOBILE APP**

nt Al Inc. - Equal Housing Lender - NMLS ID:2503387. Our corporate office is located at 333 H St. Ste 5000. Chula Vista. CA 91910. The content of this page is into and informational messages for Real Estate Professionals and Discount Al Borrowers. This is not a commitment to lend, and restrictions apply. For a complete list of licenses, please visit http://DiscountMontage.ai/NMLS Consumer Access: http://www.mmisconsumeraccess.org. All Rights Reserved. Licensed by the CA Department of Real Estate – License 02221105.

www.Eric-Mitchell.com





### **WE OFFER FOUR OPTIONS**

Pre-Qualification (Fast Option):
 No Income/Asset Documents Have Been Provided

2) Pre-Approval (Safe Option):Loan Officer Reviews Documents Provided

### 3) Underwritten Pre-Approval (Safer Option): Upfront Underwriter Reviews Documents

4) U/W + Software Verified Pre-Approval (Safest Option):

Software Verifies the Underwriter's Analysis – Offers Can Be Made with No Loan Contingency

HELPING OUR BORROWERS SAVE \$\$\$ MAKING OFFERS WITH NO LOAN CONTINGENCY

HOMEOWNER FIRST - RELATIONSHIP DRIVEN



Make Offers with No Loan Contingency

Fully Underwritten Loans to Help Strengthen Your Offer and WIN the Home!



MMLS# 3446 Gold Star Mortgage Financial Group

Technology Powered By:

Gold Star-Mortgage WE CAN APPROVE YOUR BORROWERS WITH NO LOAN CONTINGENCY!

YOUR BUYER CAN SUBMIT & COMPETE WITH CASH OFFERS! ASK US HOW!

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Gold Star

www. GoldStarFinancial.com

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**12-DAY** 





# **Advanced Support** for Marketing

#### **Real Estate Marketing Made Simple With An Automated & Comprehensive Solution**

Gold Star Mortgage



#### Engaging Social Media Content

Thousands of images and captions designed to start conversations and expand vour reach.

**Reusable Text-To-Lead Code** 

Location-sensitive lead capture code that automatically directs leads to correct listing details.

### ASK US HOW

Relationship Driven 🔶 Improve Every Day



Gold Star can Help **Keep Your Clients** Engaged with You and Away from Zillow. Client Follow-Up Done for You, from You!

ASK US HOW Gold Star

## **Technology Powered By:**

Gold Star+ Mortgage 7+

## **DAILY INQUIRY** ALERTS

INQUIRY ALERTS ARE MORTGAGE CREDIT TRIGGERS FOR YOUR DATABASE

- Engage with your database on a daily basis when they are truly in-market.
- Get in front of prospects at the beginning of the process. Reduce the risk of losing customers to your competitors.

Receive daily alerts when someone is back in-market. If someone in your database had their credit pulled for a mortgage, you are promptly notified. Name & address is the only information required to begin monitoring. No consumer consent required. Free reverse append for your database may be available, please inquire.



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### We Help To Protect Your Database



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Consumers who are in market for a new mortgage generally fund with the first or second lender that successfully engages them. What if you could know the moment someone in your database enters the market for a new mortgage?

We help you remove the guesswork and get ahead of your competition with the earliest indicator of your consumers' in-market behavior. Safely monitor your customers and prospects as they comparison shop across the internet.

**Behavioral Data + Insights That Drive** Alerts Sooner Than The Competition



#### **NOW AVAILABLE!**

# Pre-qualification with soft credit pull

No Harm to Your Credit Score

 Does Not Show Up On Your Credit Report

The request for a soft credit report does not result in a credit inquiry, eliminating the impact that a credit inquiry may have on the applicant's credit score during the pre-qualification process.

### **Always Putting Our Clients First**

Gold Star Mortgage connects with Fannie Mae's Desktop Underwriter to provide a conditional approve/eligible recommendation during pre-gualification



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# Soft Credit Pull Pre-Qualifications

(No Harm To Credit Scores)



#### PRE-QUALIFICATION WITH SOFT CREDIT PULL

No Harm to Your Credit Score

No Inquiry On Your Credit Report

Available 24/7 - Online or Mobile App

he request for a soft credit report does not result in a credit inquiry, eliminating he impact that a credit inquiry may ave on the applicant's credit score luring the pre-qualification process.

PRE-QUALIFICATION WITH NO HARM TO YOUR CREDIT



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### Technology Powered By:

Gold Star-Mortgage

### Written Pre-Qualification Now Available With **SOFT** Credit Report



### HARD REPORT 15 SOFT REPORT

- CAN affect credit scorePERMISSION is required
- INQUIRY will show on credit report
- FREQUENTLY used for loans/mortgages

## WON'T affect credit score

- PERMISSION is not required
   INQUIRY will not show on credit report
- FREQUENTLY used for credit history verification

RELATIONSHIP DRIVEN + COMMON SENSE LENDING

# Credit Pull

## Hard Pull

- CAN affect credit score
- REQUIRES your permission
   FREQUENTLY used for loans

and mortgages

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• FREQUENTLY used for credit history verification

PERMISSION is not required

Soft Pull

• WON'T affect credit score

#### SOFT PULL CREDIT INQUIRY OPTIONS AVAILABLE

**NOW AVAILABLE** 



# Always Protecting The Client Experience

## LOCK & SHOP

#### You are able to shop for your new home with rate protection peace of mind.

• Fixed Rates

• VA, FHA, & USDA

• Fannie Mae & Freddie Mac

• Lock Periods Up To 90 Days

No Property Address Required

Conditional Loan Approval Not Required

#### Not available for DPA, Non-Agency, or ARM's.

Gold Star-

Mortgage

#### Homeowner First 🔶 Relationship Driven

oid Star Metagen Financial Grang, Caro, "Equal Hearing Lender, "MAE 10 24446. Ox comparise diffice is loaded at 100 Pineteib Dine, Solite 200, Am Alters M 44100 The unstress Hearing and Lender and L AUTOMATED INTEREST RATE LOCKS We can set a target interest rate for our Clients in advance, so when the market drops to their desired rate, the system will auto-lock your loan.

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Technology Powered By:

Gold Start Mortgage

## RATE LOCK FLOAT-DOWN POLICY

What happens if you lock your interest rate and then the market improves?

#### We offer a float-down option for our Borrowers during volatile rate environments

One of three criteria must be met for float-down eligibility:

- Interest Rate must improve by a minimum of .125% or
- Origination Points/Credits must improve by a minimum of .25 or
- The Lock Period must increase

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Peace of mind for our Borrowers is very important to us!

#### Homeowner First – Relationship Driven



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## **Mission Statement**

Gold Star endeavors to provide the highest level of home financing guidance to our family of customers during their lifetime of changing homeownership needs. Our commitment to industry-leading technology, and collaborative innovation shapes our five-star Borrower experience and our culture that rewards high performance and continuous improvement.



# **Solutions for Real Estate Investors**



# **Serving the Under-Served**



# **Renovation & Construction Lending**

											<b>RENOVATION LOANS</b>	CONSTRUCTION LEADING
		Cald	Stor	Gold	Star Mortgo	age					KINOVATION DOAND	FNMA   FHA   VA   USDA   Non-Agency
	Gold Star Mortgage Financia Group Gold Star Mortgage California Renovation Programs										Fannie Mae <sup>®</sup> HomeStyle <sup>®</sup> Renovation	Up To 100% LTV Up To 55% Debt Ratio To To 47% Debt Ratio To 47% Debt Ratio To 47% Debt Ratio To 47% Debt Ratio
	FHA 203(k) Limited	FHA 203(k) Standard	Fannie Mae® HomeStyle®	Fannie Mae® HomeStyle® Limited	Freddie Mac CHOICERenovation®	Freddie Mac CHOICERenovation® Limited	VA Renovation	USDA Renovation	Second Mortgage	Home Equity Line of Credit	Freddie Mac CHOICERenovation*	620 Minimum Credit Score     \$5M Maximum Loan Amount
Program Type	Government	Government	Conventional (may be combined with Hom-eReady <sup>e</sup> )	Conventional (may be combined with Home Ready <sup>6</sup> )	Conventional (may be combined with Home Possible®)	Conventional (may be combined with HomePossible®)	Government	Government	Institutional Portfolio	Institutional Portfolio	FHA 203(k) Renovation     VA Renovation	ST75K Minimum Loan Amount     ST75K Minimum Loan Amount     Land Acquisition Included = OK     SFR   Modular   MFG   30   2-4 Units
Purpose	Purchase/Refinance	Purchase/Refinance	Purchase/Refinance	Purchase/Refinance	Purchase/Refinance	Purchase/Refinance	Purchase/Refinance	Purchase/Refinance	Purchase/Refinance	Purchase/Refinance		Appraised As "Subject To Completion"     Self-Build, Self-Help, Sweat Equity = Not Allowed
<b>Occupancy</b>	Primary Residence Only	Primary Residence Only	Primary Residence, 2nd Homes, Investment Properties	Primary Residence, 2nd Homes, Investment Properties	Primary Residence, 2nd Homes, Investment Properties	Primary Residence, 2nd Homes, Investment Properties	Primary Residence Only	Primary Residence Only	Primary Residence, 2nd Homes Investment Properties	Primary Residence, 2nd Homes,Investment Properties	• USDA Renovation	Primary Residence   2nd Home   Investment Property
	Single Family Residence,	Single Family	Single Family Residence.	Single Family Residence,	Single Family Residence,	Single Family Residence,	Single Family Res	Single Family Res	Primary	Primary	We Finance Fixer-Uppers To Help Make Your Home Beautiful	Full Builder Package Needed With Loan Application
Property Types	PUDs, FHA Approved Condos, 2-4 Units, Manufactured Homes, and HUD REO	Residence, PUDs, FHA Approved Condos, 2-4 Units, Manufactured Homes, and HUD REO	PUDs,Condos, 2-4 Unit Primary Residence, Manufactured Homes	PUDs,Condos, 2-4 Unit Primary Residence, Manufactured Homes	PUDs,Condos, 2-4 Unit Primary Residence, Manufactured Homes	PUDs, Condos, 2-4 Unit Prima ry Residence, Manufactured Homes	idence, PUDs, VA Approved Condos, 2-4 Units, and Manufactured Homes	idence, PUDs, Approve Condos, 2-4 Units, and Manufactured Homes	d Residence, 2nd	Residence, 2nd Homes,Investment Properties	We Will Use "After Repair Value" Available for Purchase & Refinancing	Gold Star
Minimum Equity Required	3.5% Minimum	3.5% Minimum	5% Minimum	5% Minimum	5% Minimum	5% Minimum	0% Minimum	0% Minimum	5% Minimum	5% Minimum	Montable for Purchase o Kermancing	
Minimum FICO	620	620	620	620	620	620	620	620	620	620	/wordgage risancian choup	<ul> <li>Cost Star Mortgage Financial Group: Engle Houring Lander – NMLS D 3446. Our corporate office is located at 100 Phones Drive, Starb 300, Ann Arbor, M 48108. The content of this page at the starbard as generate informational messages for Peal Estate Phonesanata and Gald Star Betrawes. This is not a commitment to lend, and texticolon, spayly, for a of this page.</li> </ul>
Gontingency Reserve	Minimum 10%; 15% if utilities off or if Mold/ Fire/Water damage is present; 20% underwriter's discretion	Minimum 10%; 15% if utilities off or if Mold/Fire/Water damage is present; 20% under- writer's discretion	Minimum 10%, up to 15%	Minimum 10%, up to 15%	Minimum 10%, up to 20%	Minimum 10%, up to 20%	Minimum 10% 15% if utilities off or if Mold/Fire/Wate	Minimum 10% 15% if utilities off or if Mold/Fire/Water damage is present	Not Required	Not Required	* GetTis Mitrigge Travail-Roug Care, Equit Houng Later, * MAS D SM& Or science in three Later II (20 Houng Later, * Table 30 Houng Later, * Table 3	complete list of licence, please with trafform Goldbar Franciscular Network (Network Access: Trafform - Intras-Lendon Licence) In the list of licence, please with a Coldbar Franciscular Access: Trafform - Intras-Lendon Licence) In the Department of Busines Contrast Licence Licence Licence and a range of parameter to a Coldbar Francis Linkon, CA: 100C251187
Luxury Items	Not Allowed	Not Allowed	Allowed (see guidelines)	Allowed (see guidelines)	Allowed (see guidelines)	Allowed (see guidelines)	Allowed (see guide-lines)	Δ 1			A Demonstrian Londing For C 110	ADDITIONAL (ADU)
Structural Repairs	Not Allowed	Allowed	Allowed	Allowed (see guidelines)	Allowed	Allowed (see guidelines)	Minor Structun Repairs Allowe			UNIT	Renovation Lending For A Primary Residence Gold Star, Mortgage	DWELLING UNIT
Number of Draws	2 Draws Maximum 50% of repair amount is pro- vided at closing; Remaining 50% at completion of project	5 Draws Maximum	5 Draws Maximum	1 Draw at completion of project	5 Draws Maximum	1 Draw at completionof project	3 Draws Ma	uy A Home	+ Build Ar	ADU	Up To 100% Financing	UNPERMITTED OR MULTIPLE ADU'S UNPTO \$5M Gold Stary
Materials Draws	Not Allowed	Allowed	Allowed	Not Allowed	Allowed	Not Allowed	Not Allowed	Jun Al The s	same inn		Minimum 620 Credit Score	Max Acreage = N/A     Mortgage +     Max Cash Out = N/A
Allowed Minimum/ Maximum	No minimum repair amount • \$35k max* • \$50k max QOZ*	\$5,000 minimum in eligible repairs • County loan limits	No minimum repair amount \$50,000 maximum on Manufactured Homes	No minimum repair amount \$25,000 maximum *includes fees & contingency	No minimum repair amount \$50,000 maximum on Manufactured Homes	No minimum repair amount \$25,000 maximum *includes fees & contingency	amount \$50.000 maxin	Up To 97% LTV Mav Be Attache		Gold Star Mortgage	• Multiple Guidelines Options	Multiple ADUs = OK     Manufactured ADU = OK
Repair Amounts	County loan limits apply     including fees & contingency	apply	*includes fees & confingency		'includes fees & contingency		*includes fees contingency	May be Attache	d of Detache	u	LTV Based On "As Finished Value"	Mixed Use Property = OK     Hobby Farm = Considered
(1)	Executive Vice President - National Retail   NMLS#282876 333 H Street, Ste 5000, San Diego, CA 91910-5561 (310) 356-7388 ext. 729 Entichell@GoldStarFinancial.com http://www.nmlsconsumeraccess.org. All Rights Reserved.									alue"	Allowable Upgrade Options: Structural, Foundation, Cosmetic Updates, Landscaping, Attached or Detached Structure, Incomplete Repairs, Load-Bearing Walls, Swimming Pool, Outdoor Living Area, & More!	<ul> <li>Hoby Family Considered</li> <li>Converted Live-Work = OK</li> <li>Multiple Parcels = Considered</li> <li>Unpermitted ADU = Considered</li> <li>Multi-Family w/ADU = Considered</li> <li>Log Homes, Off Crid &amp; Seasonal Homes</li> </ul>
							н	lome Office,	Home Scł	nool	Homeowner First 🔶 Relationship Driven	Purchase or Cash-Out Refinance Primary Residence   Second Home   Investment Property
							E	Homeowne	r First 🔶	- Relation		Relationship Driven 🔶 Common Sense Lending

### **CONSTRUCTION LENDING**

#### A | FHA | VA | USDA | Non-Agency



#### **NON-WARRANTABLE CONDOS & CO-OPS**

### **INSTITUTIONAL FINANCING**

# **Unique Properties**

### **NE LOVE OG CABINS**

Up to 20 Acres Allowed Financing Up to 80% LTV 620 Minimum Credit Score

Max \$3,000,000 Loan Amount Interest Only Payments Available

- Purchase | R/T | Cash-Out Refinance
- Primary Residence or Vacation Homes
- Alternative Income Documents Allowed

Some Geographic Restrictions May Apply

#### Common Sense Lending – Leading You Home

Gold Star

#### **FINANCING FOR HOMES ON ACREAGE & HOBBY FARMS**

No cap on acreage Multiple parcels are ok Loans up to \$5,000,000 Only one appraisal needed Mixed use properties are ok TBD pre-approvals provided Unpermitted additions are ok considered For cash-out refinancing: No title seasoning required No max/cap cash in hand

#### **Relationship Driven – Leading You Home**

Gold Star



#### Purchase | R/T | Cash-Out

- 620 Minimum Credit Score
- Geographic Restrictions May Apply
- Private Land or Leased Land Communities
- Owner Occupied Only if on Leased Land

660 Minimum Credit Score if on Leased Land

We can lend on twice moved homes, homes that are not permanently affixed to the property, and homes that are considered \*PreHud (built before June 15, 1976), \*Conditional depending on state/location

#### Common Sense Lending – Leading You Home

Gold Star

# CROSS-COLLATERAL MORTGAGES

### **2 PROPERTIES – 1 LOAN**

 Up To \$30M Loan Amount • 660 Minimum Credit Score

Up To 90% LTV For Refinances

Up To 100% LTV For Purchases

Primary Residence | 2nd Homes | Investment Properties

**Buy Before You Sell** Up to 100% Financing

#### Relationship Driven 📥 Common Sense Lending



 Up To 80% LTV Unlimited Cash-Out Refinance – No Title Seasoning Required

- Units <500 sq ft = OK</li> Primary Residence | 2nd Home | Investment Property
  - Investment Property Owned By LLC Is Allowed Non-Warrantable Condo | Condotel | Co-Op
- Commercial Space = OK Low Association Reserves = OK
- Investors >50% Of Building Ownership = OK Gifted Down Payment & Reserves Allowed Full Doc & Alt Doc Available To Qualify
   One Person Owns >10% Of Building = OK
- New Construction Projects Considered

2nd Mortgages Available Up To 95% CLTV - Please Inquire For Details RELATIONSHIP DRIVEN Mild Star LEADING YOU HOME \* Gold Star Mortgage Financial Group, Corp – Equal Housing Lender – NMLS ID:3446. Our corporate office is located at 100 Phoenix Drive, Suite 300, Ann Arbor, MI 48108. The conten

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### **CONDO-TEL FINANCING**

Up To 75% LTV

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Gold Star.

Mortgage

Short-Term Rental = OK

\$5M Max Loan Amount

• Foreign National Borrower = OK

- Loan Amounts Up To \$5M
- Gifted Down Payment = OK
- Full Doc & Alt Doc Available
- Units Under 500 sq ft Allowed
- Investment Closing as LLC = OK
- Foreign National Borrower = OK
- New Projects w/No Sold Units = OK

PURCHASE | R/T | CASH-OUT REFINANCE PRIMARY RESIDENCE | 2ND HOME | INVESTMENT PROPERTY



**Common Sense Lending Relationship Driven** 



e Financial Group. Corp. – Equal Housing Lender – NMLS ID 3446. Our corporate office is located at 100 Phoenix Drive. Suite 300, Ann Arbor. MI 48108. The cor of this page is intended as general and informational messages for Real Estate Professionals and Gold Star Borrowers. This is not a commitment to lend, and restrictions apply. For a mplete list of licenses, please visit http://www.GoldStarFinancial.com/state-licenses.php NMLS Consumer Access: http://www.mmlsconsumeraccess.org. All Rights Reserved. Licensed b the Department of Business Oversight under the Finance Lenders Law License. Loans made or arranged pursuant to a California Finance Lenders Law license. CA - DOC257187





Homes on acreage & hobby farms No land to home value ratio requirements Log homes, off grid, & seasonal homes

# **Second Mortgages**

# WANT EXTRA MONEY OR DEBT CONSOLIDATION?

#### 2nd Mortgage or Home Equity Line of Credit

- Up To 50% DTI
- Up to 95% CLTV
  \$50,000 to \$500,000
- 640 Minimum Credit Score
- Paying Off Debts to Qualify is OK
- Adjustable & Fixed Rates Available
- Full Doc & Alt Doc Available to Qualify
- Stand-Alone 2nd Liens and Piggybacks are OK
- 30yr Amortized or Interest Only Payments Available
  Option to Use New Appraised Value if Owned >6 Months
  Primary Residence | 2nd Homes | Investment Properties
  SFR, Townhomes, Modular, 2-4 Units, Condos
  + Non-Warrantable Condos

Minimum 4 years since foreclosure, short sale, or BK. No multiple events in most recent 7 years.





#### FULL & ALT DOC AVAILABILITY TO QUALIFY

\* Gold Star Mortgage Financial Group, Corp – Equal Housing Lender – NMLS ID:3446, Our corporate office is located at 100 Phoenix Drive, Suite 300, Ann Arbor, MI 48108. The content of this page is intended as general and informational messages for Real Estate Professionals and Gold Sar Borrowers. This is not a commitment to lend, and restrictions apply. For a complete list of licenses, please usin http://www.GoldStarFinancial.com/state-licenses.php NMLS Consumer Access: http://www.nmlsconsumeraccess.org. All Rights Reserved. Licensed by the Department of Business Oversight under the Finance Lenders Law License. Loans made or arranged pursuant to a California Finance Lenders Law license. Cho 2C37187

## SECOND Gold Star MORTGAGES Gold Star

#### LOWER DOCUMENTATION OPTIONS

#### • Up To 85% CLTV

- ITIN Borrower = OK
- DACA Borrower = OK
- 30yr Fixed Term Loan
- DSCR To Qualify = OK
- Max 25 Acre Property
- Concurrent or Stand-Alone = OK
- New Loan Must Be In 2<sup>nd</sup> Lien Position
- Purchase | Rate/Term | Cash-Out Refinance
- SFR | PUD | 2-4 Units | Condo (Non-Warrantable OK)
- Primary Residence | Second Home | Investment Property

#### Qualify with Bank Statement Deposits, 1099, WVOE, or DSCR.

\*Property is disqualified if zoning violations or PACE obligations exist.

#### RELATIONSHIP DRIVEN 🔶 COMMON SENSE LENDING

\* Gold Star Mortgage Financial Group, Corp. = Equal Housing Lender – NMLS 10:2446. Our corporate office is located at 100 Phenot Dive. Sula 300, Ann Arbor, M 48108. The ontent of this page is intended as general and informational measures for Real Ester Professionals and Gold Star Borrowser. This in and a commutation to lend, and restrictions apply, For a complete list of lenses, please with http://www.GoldStar/FinanciaLcom/state-licenses.php.NMLS Consumer Access.http://www.mostensumer.access.org. Al Rights Reserved Licensed by the Department of Bauliess Oversignit under the Financia Location Lense. Loans made or arranged pursuants to a California Finance Lender Luvie celler.co. DCI257187



- Guarantor Income Not Disclosed Nor Verified
- 1st Lien Amount Must Be Higher Than 2nd Lien
- Relationship Driven 🔶 🤇

#### **Common Sense Lending**

Gold Star Mortgage

Gald Star Montgage Francial Group, Corp – Equal Houring Lender – MMLS D 2446; Our corporate drifters is located at 100 Phoenix Ones, State 300, Ann Arbor, M 48108; The content of this page is intendia a general and interminational messages of mell state Professional and Gold State Denovers. This in fait a commerrer to lend, and enstrictions apply, Frai any End Karl Market, State State State State Professional and Gold State Denovers. This in fait a commerrer to lend, and enstructions apply, Frai by the Dispatrent of Business Oversity fund the This rance Lender Is Law Censes that playwaver the Construct to a Caldinary and Rights Reserved Lionards by the Dispatrent of Business Oversity fund the This rance Lender Is Law Censes and any and any and any and any and any faith Reserved Lionards by the Dispatrent of Business Oversity fund the This rance Lender Law Censes of the State State

# **Creative Lower Monthly Payments**

### Gold Star Mortgage **HECM – HOME EQUITY CONVERSION MORTGAGE**

#### REQUIRED MONTHLY LOAN PAYMENTS, ONLY TAXES & INSURANCE



Must Be A Primary Residence Minimum Down Payment = 29% rower(s) Must Be 62 Or Older No Minimum Credit Score Required

SFR, PUD, Condo, Townhome, Modula

lousing Administration (FHA) insured program, HECM for Purchase has a non-recourse ch means the borrower can never owe more than the home is worth when the loan is home is the only source of repayment, regardless of the loan balance at maturity. The nove out permanently sell the home or pass

#### Homeowner First 🔶 Relationship Driven





• Rate is Fixed for 40 Years

- I/O Payments for 10 Years
- Loans Up to \$3,000,000
- Eligible for Full Doc. DSCR. &

Alternative Doc

- Primary Residence & Investment
- Properties
- Investment Property Qualifies at I/O
- Payment
- Primary Residence Qualifies at 30 Year Amortized Payment

#### Homeowner First – Relationship Driven



#### **3-2-1 BUY-DOWN** Year 1 Rate = 3% Below Locked Rate Payment Year 2 Rate = 2% Below Locked Rate Payment Year 3 Rate = 1% Below Locked Rate Payment 30yr Fixed Rate Only Gold Star · / 0/ Up To \$3M Loan Amount Mortgage (+ 10

0/

70

- Purchase Transactions Only Low Down Payment Options Conventional, FHA, VA, & Jumbo
- Full Doc & Alt Doc Available To Qualify
- Not Available For Investment Propertie
- Contribution Allowed From Seller or Builde
- DTI Calc Based On Fully Amortized Note Rate Payment

Certain Guidelines Will Adjust Based on Loan Program. Please Inquire.





Existing 1st Mortgage Is Paid Off + Cash-Out Paid To Spouse Cash-Out Proceeds Must Be Used For Spousal Equity Buy-Ou

Gold Star

#### **Relationship Driven**

#### Graduating **Payments** Mortgage

Gold Sta<u>r∙</u>∧ Mortgage

GET THE LOWEST FIRST YEAR PAYMENT POSSIBLE

 Up To 75% LTV 30vr Fixed Rate Primary Residence Only Buy-Down Not Required Full or Alt Doc To Oualify • 660 Minimum Credit Score • \$3M Maximum Loan Amount Qualify Using Year 6 Payment Most Property Types Considered

**Year 1 Payments Calculated At 2% Below** Note Rate & Payment Increases 5% Per Year.

Relationship Driven 📥 Common Sense Lending



# **Complicated Borrower Income**









Gold Star

Mortgage

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RELATIONSHIP DRIVEN | COMMON SENSE LENDING

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Mortgage • Fintech • Purposeful • Friend

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- Margin Compression: We help provide two new compliant revenue verticals

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- How To 10X Your Sales In The Next 12 Months
- How To Make \$1,000,000 or More Per Year In Sales
   The 5 December 20th 10% of Salessen and Public Weakley
- The 5 Reasons Only 1% of Salespeople Build Wealth
   Due Much Margal

Plus Much More!

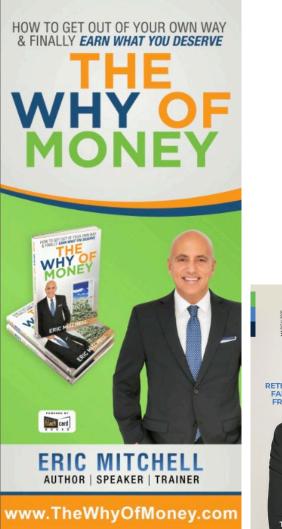
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EQUAL HOUSING





# **Next Steps**

## Step 1

Email your headshot, logo, & contact information to: help@discountmortgage.ai

## Step 2

You will receive your two customized co-branded mobile apps. Please download and check for accuracy.

# Step 3

Please schedule a zoom meeting to review questions. www.calendly.com/ericmitchell

## Step 4

Receive leads & referrals. Double or triple your business in the next year. Eric Mitchell www.Eric-Mitchell.com The Mortgage Geek

### CEO

Discount Al Inc. www.DiscountMortgage.ai

Nat'l Executive Vice President Gold Star Mortgage Financial Group, Corp www.GoldStarFinancial.com





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