

# CLS Mortgage, Inc.

Wholesale Lending Division

*Providing Loans, Financing & Mortgages to  
People & Institutions that A Bank Just Won't Help*

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(509) 928-6545

# Company Highlights


## ➤ Experienced Management Group & Track Record

- Company founded in 1974

## ➤ Attractive Loan Programs

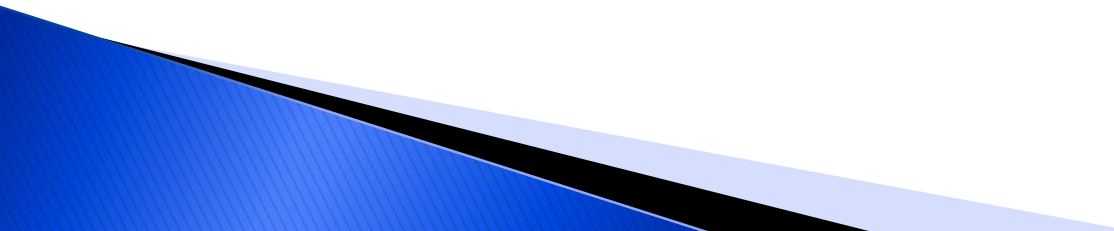
- No Minimum Credit Score Requirements
- Property Types Financed
  - 1-4 Family Residential
  - Commercial & Mixed
  - Bare Land
  - Manufactured Housing (Yes...single wide & pre-hud)
- Bridge Loans
- Bank Statement Programs
- Unsecured Lines Of Credit For Businesses

## ➤ Services

- 24 Hour Pre-Quals
  - 48 Hour Underwriting
  - Ability to Present at Loan Committee
  - Ability to Speak Directly with Underwriting
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# Filling The Sub-Prime Void

## Hard Money Mortgages

- ▶ Non-Bankable & Prior Bankable Mortgages with Significant Equity (35% or more)
  - ▶ Note Rates Between 11% & 15%
  - ▶ Origination Fees: 4-10 points
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# Filling The Sub-Prime Void

- ▶ Who Borrows Money At These High Rates?
  - The Non-Bankable Loan Market
  - The Prior-Bankable Loan Market
- ▶ Why Would Someone Pay These Rates?
  - *“You Might Be More Expensive Than A Bank But You `re Cheaper Than A Partner”*

# Property Types

- **Single Family Homes**
    - Stick Built, Manufactured, Condos
  - **Investment Properties**
    - Multifamily, Commercial, 1-4 Unit Residential
  - **Mixed Use**
  - **Office, Retail, Warehouse**
  - **Special Purpose**
    - Buildable Land, Ranches, Bar/Restaurant, other
- 

# Product Type

## ➤ Hard Money Mortgages

Satisfying The Following Three Guidelines:

- Loan to value (LTV)
- Credit worthiness
- Cash flow

# Loan To Value (LTV)

- The Maximum LTV of the Subject Property is 65%
- Including all Cross Collateralized Properties

## Credit Worthiness

- Credit will be Evaluated to Determine the Following:
  - Maximum LTV Available to Borrower
  - Interest Rate For Loan
  - Fees

## Cash Flow and Income

Cash Flow And Income is Underwritten Using a Unique Disposable Income Analysis, Insuring the Borrowers Ability to Repay

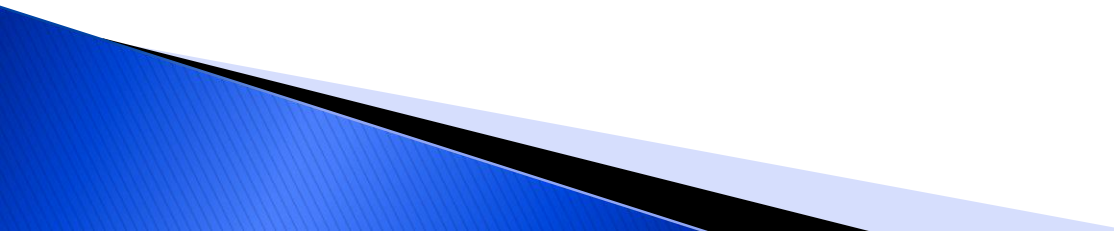
# Underwriting

## ▶ Establish Proper Values

- Appraisals
- Tax Assessed Values
- BPO`S
- Appraisal Review Firms
- Independent Site Inspections

# Underwriting

## ▶ Ability To Re-Pay

- Traditional Income Verification (Tax Returns, W-2`s etc.)
  - Cash Flow Analysis (Bank Statements, Rent Rolls, Leases, etc.)
  - Debt Load To Stated Income Breakdown (Analysis Of Obligations & Relative Income)
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# Loan Servicing

- ▶ CLS Handles All Aspects Of Servicing With The Aid Of Its Affiliate CLS Escrow, Inc.
- ▶ CLS Currently Offers Comprehensive Loan And Asset Management Services To Over 359 Private Real Estate Investors And Entrepreneurs
- ▶ CLS Has Managed A Portfolio Of Commercial And Residential Mortgages Aggregating In Excess Of \$320 Million
- ▶ Loan Servicing Activities Include The Following:
  - Payment processing
  - Lockbox administration
  - Escrow administration relative to tax, insurance, capital reserve & other escrow accounts
  - Periodic site inspections
  - Collections, review, and analysis of property operating statements and rent rolls on a quarterly basis
  - Monthly investor reporting
  - Special servicing for defaulted mortgage loans including liquidation or workout of mortgage loan