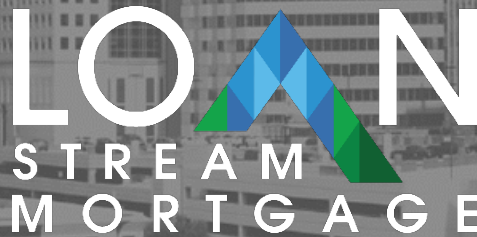


Bank Statement 101

Correspondent



www.LSCorrespondent.com

AGENDA

- **Bank Statement Program Types/Income Calculation Methods**
- **General Eligibility Requirements**
- **NEW!! One Year Bank-Statement Program**
- **Bank Statement Types**
 - Personal
 - Business
 - Co-Mingled/Blended
- **12-Month Program**
 - Income Calculation/Expense Factor
 - Expense Statement Letter
 - P&L
- **3-Month Program**
 - Income Calculation/P&L
- **Large Deposits and NSF Rules**
- **Resources**



Bank Statement

Bank Statement Program Types/Income Calculation Methods

12-Month Bank Statement Program

Fixed Expense Factor Calculation

Expense Statement from a 3rd party tax preparer/CPA

P&L from a 3rd party tax preparer/CPA

3-Month Bank Statement Program

P&L from a 3rd party tax preparer/CPA



Bank Statement

General Eligibility Requirements: 3- and 12-Month Program

SG 7.6: Owner-Occupied/Second Home

SG 8.6: Investment

At least one of the borrowers must be self-employed

Proof of two years self-employment required

NEW!! Only 1 year SE required with A+ grade. (See NanQ Matrix)

Borrower must own at least 25% of the business

Borrower must list income on the 1003

Please Note: Tax returns and 4506-C are **NOT** required for this program. If tax returns and/or transcripts are provided, the loan will be ineligible for the Self-Employed Bank Statement Program.

Bank Statement

Additional Eligibility Detail: 3- and 12- Month Programs*

- Pricing Program: **Alt Doc**
- Purchase, Rate/Term, and Cash-out Refi available
- Non-occupant co-borrowers are allowed
- Couple with **Asset Utilization** for extra income (**SG 7.7/8.8**)
- Transfers from Business to Personal is allowed
- **Multiple accounts** for the same business are acceptable
- **Business license and most recent company formation documents for LLC, Corp, or S-Corp is required for both programs.**

Restrictions*

- Min **FICO 600** (Primary wage earner)
- **Max DTI up to 55%** (Restrictions apply)
- Non-profit businesses are **ineligible**
- Other names on bank statements used to qualify:
 - 100% access letter required
 - LOE required from individuals on account. Relationship, employment, association with business?, do they contribute to the bank account?
 - Any deposits in the name of the other parties are to be excluded

*Refer to **LSM NanQ Matrix** to determine FICO, credit grades, Max LTV and Max DTI along with **NanQ SG sections 7.6** (Owner-Occupied/2nd Home) and **8.6** (Investment) for full guidelines.



Bank Statement

NEW!!! One Year Self-Employed Program

- Only ONE Year of Self-Employment required!!
- Bank Statement program
- Allowed with A+ grade, Min 660 Fico, Max LTV up to 80%
- Refinance and Cash Out available
- Must be self-employed for a minimum of 12 months
- Previous full year W-2 employment, same profession required
- Most recent income greater than previous year's W-2 earnings
- Income Calculations follows LSM Alt-Doc guidelines



Bank Statement

Bank Statement Types: 3- and 12-Month Program

Personal bank statements are statements that primarily contain a borrower's income deposits and **only** show payments for expenses directly related to the borrower's personal finance and other non-business-related activity.

Business bank statements will contain credit and debit activity directly related to the business which they are associated with. This may include deposits for the business and business-related expenses like payroll or other capital expenses in order to run and maintain the business.

Co-mingled bank statements contains both personal and business activity. A personal bank statement may contain business related expenses. When they are used to qualify income and business-related transactions are identified it is considered 'comingling'. The personal bank statement method of income calculation can NO longer be used, and the business-related method must be used to qualify.



12-Month Bank Statement Program

SG 7.6.2: Owner-Occupied/Second Home

SG 8.6.2: Investment

Please Note: Tax returns and 4506-C are NOT required for this program. If tax returns and/or transcripts are provided, the loan will be ineligible for the Self-Employed Bank Statement Program.

Bank Statement

Personal Bank Statements: 12-Month Program

When using personal bank statements, we can use 100% of qualifying deposits.

Borrower's Qualifying Income would be **lower** of **qualifying deposits** from most recent 12 months personal bank statements and income entered on **1003**. Qualifying income **may not exceed** income listed on 1003.

To support the personal bank statements, we need:

- Two months of business bank statements;
 - Must evidence activity to support business operations
 - May reflect transfers to the personal account
- Business license and most recent company formation documents for LLC, Corp, or S-Corp.
- If the statements include additional names other than the borrower(s), the following is required:
 - 100% access letter from individual(s) included on statements
 - LOE from individual(s) included on statements explaining their relationship with the borrower(s), if they are employed or not, if they are associated with the business, and if they contribute income to the bank account.
 - Any deposits in the name of the other parties are to be excluded



Bank Statement

Fixed Expense Ratio - Business/Co-Mingled: 12-Month Program

Underwriter will evaluate the qualifying income of borrower/business using the **Fixed Expense Ratio Table** shown below for business related deposits. The expense factor used will be determined through the review of the **completed business narrative form**.

*If the expense factor allows the borrower to qualify then no further expense analysis is required.

Fixed Expense Ratio Table			
<u>Number of FTE*/Contractors</u>	<u>0 - 1</u>	<u>2 - 10</u>	<u>10+</u>
Service Business	20%	40%	60%
Product Business	30%	50%	70%

*FTE= Full Time Employee

Service Business Examples: Consulting, Accounting, Legal, Therapy, Counseling, Financial Planning, Insurance, IT etc.

Product Business Examples: Retail, food services/restaurants, Manufacturing, Contracting/Construction etc.

SG 7.6.5/8.6.5



Bank Statement

Borrower's Monthly Qualifying Income Calculation - Business/Co-Mingled: 12-Month Program

1. First, determine the **Business Gross Monthly Qualifying Income** by using the **lower** of **A** and **B**:

A. Average Allowable Monthly Deposits – Total Expenses from Bank Statements divided by 12:

$$\frac{\text{Total Allowable Deposits} - \text{Total Expenses}}{12}$$

B. Monthly Net Income Stated on the 1003

2. Next, determine the **Business Net Income**

Business Gross Monthly Qualifying Income X Fixed Expense Ratio (table previous page) =
Business Fixed Expense

Business Gross Monthly Qualifying Income – Business Fixed Expense =
Business Net Income.

3. Then, determine the **Borrower's Monthly Qualifying Income**

Business Net Income X Borrowers Percentage of Ownership of the Business =
Borrower's Monthly Qualifying Income



Bank Statement

Monthly Qualifying Income Calculation - Business/Co-Mingled: 12-Month Program

Borrower's Monthly Qualifying Income:

Lesser of average allowable monthly deposits and 1003 income multiplied by expense ratio for type of business and number of employees found on the business narrative. Subtract that number from the business qualifying income and multiply by the borrower's percentage of business owned also found on the business narrative.

Example:

Average Allowable Monthly Deposits = \$10,000

1003 Income = \$12,000

Borrower has 9 employees and is in a Service Business = 40%

Borrower owns 80% of the business

Borrower's Qualifying Income = \$4,800

\$10,000 (lower of Average Allowable monthly deposits and 1003 income) x 40%

(expense ratio for a service business with 9 employees) = \$4,000 (Expense Factor)

\$10,000 (Business Qualifying Income - \$4,000 (Expense Factor) = \$6,000 (Business Net Income)

\$6,000 x 80% (percent of business owned) = \$4,800

Fixed Expense Ratio Table

Number of FTE*/Contractors	0 - 1	2 - 10	10+
Service Business	20%	40%	60%
Product Business	30%	50%	70%

Service Business Examples – Consulting, Accounting, Legal, Therapy, Counseling, Financial Planning, Insurance, IT, etc.

Product Business Examples – Retail, Food Services/Restaurant, Manufacturing, Contracting/Construction

*FTE= Full Time Employee

Bank Statement

Rebuttals: Business/Co-Mingled

Table not enough?

If the type of business has a materially different expense factor, two rebuttal options are listed below. Should the underwriter uncover any red flags which require further review, the underwriter may request additional documentation.

- Rebuttal Option 1: **Business Expense Statement Letter** from tax professional or a Properly Licensed Accounting/Bookkeeping Firm supervised by a certified accountant with 12 Months Bank Statements
(24 Months Bank Statements if required by underwriter)
- Rebuttal Option 2: Tax Professional/CPA's/Properly Licensed Accounting/Bookkeeping Firm supervised by a certified accountant **12 Month profit and loss (P&L) statement**
(24 months if required by underwriter)



Bank Statement

Rebuttal 1 - Business Expense Statement: Business/Co-Mingled

Provide a Business Expense Statement Letter from a Tax Professional or a Properly Licensed Accounting/Bookkeeping Firm supervised by a Certified Accountant along with 12 Months Bank Statements.

- Provide on company letterhead showing company name
- Include individual's license number if applicable
- Ensure it includes the borrower's percentage of business owned and the expense factor ratio
 - Expense factor lower than 15%?
 - Understanding of the business by a tax professional
 - Borrower business narrative
- Signed by certified professional



Bank Statement

Business Expense Statement from Tax Preparer - Sample

Cyndi Jensen, CPA, CrFA
Jensen Tax & Accounting
29887 Thornton Drive
Kingston IL 60145

Phone/Fax [REDACTED]

June 16, 2021

To whom it concerns,

[REDACTED] has been 100% owner of Phoenix Capital

Consulting Group LLC since the business was established on March 15, 2017.

The use of business funds to pay for down payment, closing costs and all other expenses on this property will have no negative effect on his business.

Taylor's expense factor ratio is 34% which includes all expenses and debts related to his business.

Cyndi Jensen, CPA, CrFA
Cyndi Jensen, CPA, CrFA
PTIN P00350626



Bank Statement

Business Expense Letter From Tax Preparer – Calculation Example

To Find Borrower's Monthly Qualifying Income:

Take the lesser of the average allowable monthly deposits and 1003 income multiplied by expense ratio provided by CPA. Subtract that number from the business qualifying income and multiply by the borrower's percentage of business owned found on the expense letter.

Example:

- Average Allowable Monthly Deposits = \$10,000
- 1003 Income = \$12,000
- Expense factor provided by CPA = 34%
- Borrower owns 100% of the business

➤ **Qualifying Income = \$6,600**

\$10,000 (lower of Average Allowable monthly deposits and 1003 income) x 34% (expense ratio provided by CPA) = \$3,400 (expense factor)

\$10,000 (business qualifying income) – \$3,400 (expense factor) = \$6,600

\$6,600 (business net income) x 100% (percent of business owned) = \$6,600



Bank Statement

Rebuttal 2 – 12 mo. Profit and Loss Statement: Business/Co-Mingled

Provide a 12-Month Profit and Loss (P&L) Statement from a Tax Professional or a Properly Licensed Accounting/Bookkeeping Firm supervised by a Certified Accountant along with 12 months of bank statements.

- P&L Sales/Revenue must be supported by the provided bank statements. Total deposits per bank statements minus any inconsistent deposits must be no more than 10% below revenue reflected on the P&L.
- If this requirement is not met with initial 12 months statements, continuous bank statements may be added to the analysis until the tolerance is met. If not able to meet 10% tolerance then must revert to Expense Factor calculation for qualifying income.
- Qualifying income
 - Lower of the Net Income indicated on the P&L or the income indicated on the initial 1003.
 - P&L **not** within 10% of bank statement income? QI is the **lower** of the income indicated on the 1003 and the bank statement income calculated from the business narrative form, and a fixed expense factor is applied.
- The bank statements and the P&L must cover the same time period.
- Additional Bank Statements or Expense Analysis documentation may be requested by the underwriter as needed.



Bank Statement

Rebuttal #2: Profit and Loss Sample

[Redacted]	
INCOME	
COMMISSIONS:	\$316,717
TOTAL INCOME:	\$316,717
EXPENSES:	
ADVERTISING:	\$32,762
CAR AND TRUCK EXPENSES:	\$5,853
RENT:	\$3,450
DEDUCTIBLE MEALS:	\$3,773
UTILITIES:	\$819
PHONE:	\$1,489
OFFICE EXPENSE:	\$1,879
LEGAL FEE'S:	\$750
TOTAL EXPENSES:	\$50,775
NET INCOME:	\$265,942
[Redacted]	[Redacted]



Bank Statement

Borrower's Qualified Income Calculation from P&L: 12-Month Program

1. Determine the **Business Net Monthly Qualifying Income** by using the **lower** of **a** or **b** =

a. Gross income from the P&L minus expenses divided by 12:

$$\frac{\text{P\&L Gross Income} - \text{Expenses}}{12}$$

12

b. Monthly Net Income Stated on the 1003

2. Determine the **Borrower's Monthly Qualifying Income**

Business Net Monthly Qualifying Income X Borrowers Percentage of Ownership of the Business = **Borrower's Monthly Qualifying Income**



Bank Statement

Profit and Loss Statement, example

Example:

- P&L indicates \$265,942 Net Annual Income (\$22,162 per month)
- 1003 states \$23,000 monthly income
- Bank statement review results in \$21,000 monthly income
- Borrower owns 60% of the business (found on business narrative)

➤ **Qualifying Monthly Income = \$13,297**

\$22,162 (P&L within the 10% tolerance of bank statement income, use lower of P&L income and 1003 income) multiply by 60% (percent of business owned) = \$13,297



Bank Statements

General Eligibility Requirements

3-Month Bank Statement Program

SG 7.6.6: Owner-Occupied/Second Home

SG 8.6.6: Investment

Please Note: Tax returns and 4506-C are **NOT** required for this program. If tax returns and/or transcripts are provided, the loan will be ineligible for the Self-Employed Bank Statement Program.

Bank Statement

Income/Expense Documentation Requirements: 3-Month Program

- Business license and most recent company formation documents for LLC, Corp, or S-Corp.
- 12 Month Profit and Loss (P&L) Statement from CPA/Licensed Accountant
 - Proof of the preparer's current state license if applicable
- Minimum 3 Months Bank Statements or more if required to verify monthly income
- P&L Sales/Revenue must be supported by the provided bank statements. Total deposits per bank statements minus any inconsistent deposits must be no more than 10% below revenue reflected on the P&L
- If this requirement is not met with initial 3 months statements, continuous bank statements may be added to the analysis until the tolerance is met. If not able to meet 10% tolerance then must revert to Expense Factor calculation for qualifying income.
- Qualifying income
 - Lower of the Net Income indicated on the P&L or the income indicated on the initial 1003.
 - P&L **not** within 10% of bank statement income? QI is the **lower** of the income indicated on the 1003 and the bank statement income calculated from the business narrative form, and a fixed expense factor is applied.



Bank Statement

Profit and Loss Sample: 3-Month Program

[Redacted]	
INCOME	
COMMISSIONS:	\$316,717
TOTAL INCOME:	\$316,717
EXPENSES:	
ADVERTISING:	\$32,762
CAR AND TRUCK EXPENSES:	\$5,853
RENT:	\$3,450
DEDUCTIBLE MEALS:	\$3,773
UTILITIES:	\$819
PHONE:	\$1,489
OFFICE EXPENSE:	\$1,879
LEGAL FEE'S:	\$750
TOTAL EXPENSES:	\$50,775
NET INCOME:	<u>\$265,942</u>
[Redacted]	[Redacted]



Bank Statement

Borrower's Qualified Income Calculation from P&L: 12-Month Program

1. Determine the **Business Net Monthly Qualifying Income** by using the **lower** of **a** or **b** =
 - a. Gross income from the P&L minus expenses divided by 12:
$$\frac{\text{P\&L Gross Income} - \text{Expenses}}{12}$$
 - b. Monthly Net Income Stated on the 1003
2. Determine the **Borrower's Monthly Qualifying Income**
$$\text{Business Net Monthly Qualifying Income} \times \text{Borrowers Percentage of Ownership of the Business} = \text{Borrower's Monthly Qualifying Income}$$



Bank Statement

Profit and Loss Statement, Calculation Examples: 3-Month Program

Example:

- P&L indicates \$265,942 Net Annual Income (\$22,162 per month)
- 1003 states \$23,000 monthly income
- Bank statement review results in \$21,000 monthly income
- Borrower owns 60% of the business (found on business narrative)

Qualifying Monthly Income = \$13,297

- $\$22,162 \text{ (P\&L within 10\% of bank statement income, use lower of P\&L income and 1003 income)} \times 60\% \text{ (percent of business owned)} = \$13,297$



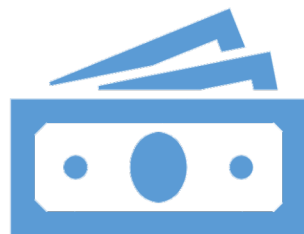
BANK STATEMENT 101

Bank Statement

Large Deposits and NSF Rules

Bank Statement

Deposits: 3- and 12-Month Program



Deposits that may be scrutinized

Large Deposits – 75% of monthly income (SG 6.5)

Unusual Deposits



Examples

Proceeds from the sale of a home (not sales commission)

Tax refund

Transfer from another personal account or retirement account

Lottery winnings

Unexplained deposits or transfers

Deposits that are of a greater % than the other deposits

Bank Statement

Non-Sufficient Funds Timing Requirements: 3- and 12-Month Program

Non-sufficient funds (NSF): NSF activity within the last 12 months, or 24 months if required by uw, requires a satisfactory explanation by the borrower.

- Excessive amounts of NSFs will be highly scrutinized and may cause the loan to be deemed ineligible.
- NSF occurrences included in the analysis are subject to the following tolerances:
 - Up to five (5) occurrences in the most recent twelve (12) months time period is acceptable if there are **zero** (0) occurrences in the most recent three (3) month time period.
 - Up to three (3) occurrences are allowed in the most recent twelve (12) month time period if there is **only** one (1) occurrence in the most recent two (2) month time period.
- Occurrences on the same day are counted as a one-time occurrence.

Overdraft Protection Occurrence: These may be excluded if statements for the linked account confirm that:

- The linked account balance/limit at the time of the transfer exceeded the amount of the overdraft transfer and...
- There were no fees charged for the overdraft.

Returned Checks: Are allowed if they do not result in a negative balance on the account.

NOTE: See “NSF” guidelines above for overdraft occurrences and returned checks not meeting these conditions.

SG: 7.6.7/8.6.7

Resources

- **Fixed Expense Ratio Table**
- **Business Narrative/Self Employment Questionnaire**
- **EZ Calc Worksheet**

Bank Statement

Fixed Expense Ratio Table

Fixed Expense Ratio Table			
<u>Number of FTE*/Contractors</u>	<u>0 - 1</u>	<u>2 - 10</u>	<u>10+</u>
Service Business	20%	40%	60%
Product Business	30%	50%	70%

*FTE= Full Time Employee

Service Business Examples: Consulting, Accounting, Legal, Therapy, Counseling, Financial Planning, Insurance, IT etc.

Product Business Examples: Retail, food services/restaurants, Manufacturing, Contracting/Construction etc.

SG 7.6.5/8.6.5



Bank Statement

Business Narrative Letter

**SELF-EMPLOYMENT BUSINESS NARRATIVE,
QUESTIONNAIRE, AND CERTIFICATION**

1. Describe the business. Please provide as much detail as possible

2. Does the business have a physical location? ☐ Yes ☐ No
a. If Yes, does the business have more than one physical location? ☐ Yes ☐ No
b. What is the address of your physical location?

3. How many people work for you?
a. Full-time:
b. Contractors:

4. Does the business manufacture a product that has a cost of goods? ☐ Yes ☐ No
5. Does the business resell a product? ☐ Yes ☐ No
6. If the business address is different than the home address, please explain the use of the business address.

7. What percentage of the business do you own?

8. Is there anything else about the business that is important to know to analyze the bank statements?

I/We hereby certify that this information is true, accurate, and complete. I/We understand that any misrepresentation made in this questionnaire may result in declination of our loan application.

Borrower Printed Name Co-Borrower Printed Name

Signature Date Signature Date


LSM-F-COR_GENSEQUST | REV. 10/26/2021 1 / 1

*Located on LSM Client Portal in the Documents tab



Bank Statement

EZ Qual Request Form: Send to EZQUAL@LSMortgage.com



LOAN
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LOANSTREAM MORTGAGE
EZ QUAL REQUEST

Please complete all applicable fields and email this form and supporting documentation to EZQUAL@LSMORTGAGE.COM.
Please allow 24 hours for a response.

I. CORRESPONDENT CONTACT INFORMATION

Company Name _____ Requester Name _____
Requester Email _____ Requester Phone _____
LoanStream Sales Executive _____

II. APPLICANT INFORMATION

APPLICANT 1 FULL NAME _____ Last 4 Digits of SSN _____
Business Name _____ Business Type _____
Percent Ownership _____ Minimum 2 Years Self-employed ☐ Yes ☐ No

III. INCOME ANALYSIS

Submit the following documentation for income analysis (self-employed only).
☐ 12 or ☐ 3 Months Bank Statements, which are ☐ Personal or ☐ Business or ☐ Co-mingled
☐ Product or ☐ Service business Number of Employees/Contractors _____

IV. LOAN STRUCTURE DESK

Submit the following additional information if you need assistance with credit grade and loan structuring.
☐ 2 Years Tax Returns ☐ Credit Report(s)
☐ Assets ☐ Lease Agreements (DSCR/No-ratio Loans)
☐ Business Narrative ☐

V. EXCEPTION REQUEST

If applicable, let us know if you are requesting a guideline exception and explain those details here.

VI. CORRESPONDENT COMMENTS

Please share any information you believe will help us structure your loan, including any compensating factors, credit LOE, etc., so we may better serve you.

VII. LOANSTREAM MORTGAGE RESPONSE

LSM-CORR-EZQUALRQST | Rev. 12/15/2021

1 / 1

*Located on LSM Client Portal in the Documents tab



Contact Us

Chrisi Gordon

Client Services Representative

Cameo Mancini

Client Services Representative

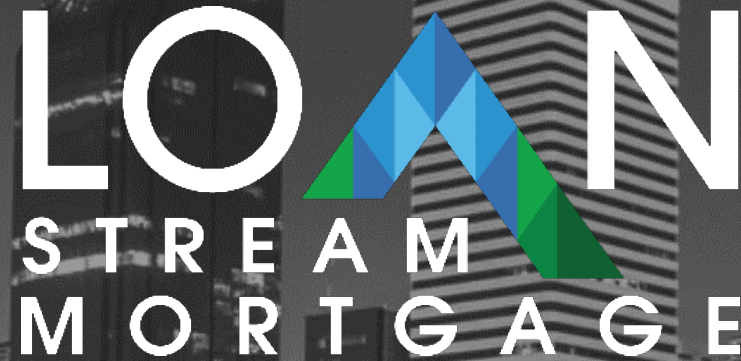
Phone: (833)-311-0126

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THANK YOU



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