



Succeeding together

Our residential lending toolkit is here to help you and your clients



Dear Broker,

Welcome to Community Trust, a flexible alternative to larger, more traditional financial institutions.

For over 45 years, we have been working with our valued partners to help Canadians achieve the security of owning their home. We were acquired in 2019 by Questrade Financial Group (QFG), one of Canada's leading FinTech companies, and remain 100% committed to serving the mortgage broker community. We are regulated by the Office of the Superintendent of Financial Institutions (OSFI).

Why choose us?

› **We are a leader in the alternative lending space**

We are not your typical financial institution. Instead of finding reasons to say "No", we are always looking for alternative approaches to assist Canadians in achieving their home ownership goals through flexible and innovative solutions.

› **We offer market-leading rates**

Based on a higher FICO score of applicants, our residential lending rates are always among the best available.

› **We are a leader in technology**

With platforms such as Community Trust Café, InstaShare and InstaValue, as well as much more to come, we constantly strive to find new ways to make working with us even faster and easier.

› **We are a leader in service**

Our 360-Service approach is one that provides an elite level of service, giving you direct access to a dedicated team of experienced mortgage advisors.

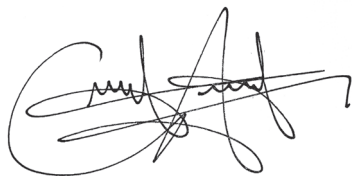
› **We genuinely care**

About the partners we work with, about their clients, and about helping Canadians become more financially successful and secure. That underlying motivation is what drives everything we do, and is why we are so passionate about building relationships based on trust, collaboration, integrity and responsiveness.

Our goal has always been to help you and your clients succeed, and the contents of this toolkit illustrate how we're doing more than ever to make that happen. Should you choose to partner with us on your next deal, you'll see just how serious we are about that commitment.

We look forward to getting started!

Sincerely,



Grant Armstrong
Director, National Sales



Conventional mortgages

Conventional mortgages (first or second position)

Purchases and refinances

Owner occupied up to 80% LTV

Investment property up to 75% LTV

GDS up to 48%, TDS up to 50%

Minimum credit of 500 FICO

Maximum amortization of 30 Years

Who qualifies?

Self-employed*

Articles of incorporation/Business license, HST/GST license (if applicable), and either of the following:

- ▶ Six months bank statements with supporting invoices, and Self-Declared Letter of Income
- ▶ Two years T1 Generals and Notice of Assessments

Salaried*

- ▶ Current letter of employment
- ▶ Current paystub
- ▶ Current paystub with InstaShare confirming 12 months direct deposit income

Other acceptable sources of income*

- ▶ Child tax credit/UCB
- ▶ Foster care income
- ▶ Maternity/paternity income
- ▶ Seasonal employment
- ▶ Alimony/child support
- ▶ Pension income
- ▶ Contract income
- ▶ Rental income
- ▶ Tip income
- ▶ Disability income
- ▶ Investment income
- ▶ Commission-based income

Types of property:

Eligible property types:

- ▶ Single family homes
- ▶ Row & townhouses
- ▶ Condo/strata
- ▶ Well & septic (max. 75% LTV)
- ▶ Multi-unit homes (max. 4 units)

Non-eligible property types:

- ▶ Modular
- ▶ Student rentals
- ▶ Leased land
- ▶ Commercial, industrial or agricultural use

*Additional documentation may be required. Each mortgage application is subject to approval based on its own merits in accordance with Community Trust lending criteria.



Non-conforming mortgages

Some borrowers may require even more resourcefulness than those who fit the alternative profile. For these especially unique clients, Community Trust offers non-conforming mortgages. This program pairs perfectly with clients who have:

- › Difficulty providing standard income documentation
- › Lower FICO scores than are traditionally considered
- › Higher qualifying ratios

Program highlights



Owner occupied
and/or investment
properties

65

Up to 65% LTV
on purchases
and refinances



No minimum
FICO score

Program details

LTV	Up to 65%
GDS	Higher ratios can be considered
TDS	Higher ratios can be considered
Maximum amortization	30 years

- › Don't see what you're looking for? Give us a call to create a customized offering. No two situations are alike, so we'll do everything we can to help you succeed.



Second mortgages

Community Trust offers second mortgages on owner-occupied and investment properties.

Program highlights



Minimum loan size = \$100K

6.99

Rates start at 6.99% with a 2% fee split



Will go behind most 'A' lenders

Program details

Owner occupied	Up to 80% LTV
Investment properties	Up to 75% LTV
GDS	Up to 48%
TDS	Up to 50%
Maximum amortization	30 years

Already have a Community Trust mortgage and looking to top up? Get in touch with us to ask about our existing client specials.

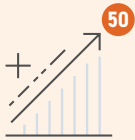
- Don't see what you're looking for? Give us a call to create a customized offering. No two situations are alike, so we'll do everything we can to help you succeed.



Investment property program

The Community Trust investment property program is the perfect fit for smaller investors looking to purchase or refinance an investment property.

Program highlights



50 basis point rate premium

75

Up to 75% LTV on purchases and refinances



All applicant types are eligible

Program details

LTV	Up to 75%
GDS	Up to 48%
TDS	Up to 50%
Maximum amortization	30 years

- Don't see what you're looking for? Give us a call to create a customized offering. No two situations are alike, so we'll do everything we can to help you succeed.



Business for Self (BFS) program

Community Trust offers additional documentation options for those who dare to do things differently. This program pairs perfectly with clients who:

- › Have bruised credit or previous bankruptcy
- › Have established a reasonable ability to make future mortgage payments
- › Are self-employed, or commissioned with stated income, and are unable to provide traditional documentation

Documentation requirements



- › **Proof of business ownership** (business license or certificate of incorporation) and a minimum of two years experience in the field.



- › **Self-employed documentation (choose one)**

Option 1: Two years of T1 Generals and corresponding NOAs

Option 2: Self declared income letter, six months of bank statements and invoices or receipts supporting a minimum of three deposits or expenses

- › Don't see what you're looking for? Give us a call to create a customized offering. No two situations are alike, so we'll do everything we can to help you succeed.



Home Equity Line of Credit

With Community Trust's Home Equity Line of Credit, you can offer your clients the opportunity to repurpose their existing home to aid with future expenses. This program is ideal for clients who:

- › Already have a mortgage, or own property outright
- › Need access to secured credit for an upcoming or future large expense
- › Want to consolidate higher interest rate debt on other loans

Program highlights



No maximum loan size

80

Up to 80%* combined LTV on purchases and refinances



Owner occupied residences only

Program details

LTV	Up to 80%*
GDS	Up to 48%
TDS	Up to 50%
Payments	Interest only
Commission	50 BPS paid on HELOC limit

- › Don't see what you're looking for? Give us a call to create a customized offering. No two situations are alike, so we'll do everything we can to help you succeed.

* HELOC portion may not exceed 65% of the value of the property



Working with us is easy

Our 360-Service approach has redefined the way we help you by providing an elite level of total service for every partner.

Enjoy direct access to our dedicated team of experienced mortgage advisors – on standby from 8:00 a.m. to 8:00 p.m. ET every business day – to get the expertise, answers and decisions you need faster than ever before.

Along with enjoying shorter turnaround times, you'll have a single location for:

- › Information and updates on current applications
- › Answers regarding an in-flight application
- › Information related to existing mortgages, renewals, refinances, taxes, insurance, payouts and discharges, and more
- › A review that assures a new deal fits within our policies
- › Reviewing conditions with us, finding solutions that work for your client
- › Updating applications, providing more details to our underwriting team
- › Reviewing a declined deal to determine alternative options





Community Trust Café / All you need in one place

Our **online broker hub** – available for desktop and mobile – gives you direct access to more information about your deals in a simpler format, shows a clear history of all activity, and makes communication between you and our team seamless. It offers all you need to be more productive and successful, so you can spend more time building client relationships.



Instant and secure document management

Save time with less hassle and paperwork, simple uploading and easy, secure document sharing.



Streamlined message centre

Directly connect to us, with notifications of our responses and a saved record of all communications.



Information-rich resource centre

Whether it's relevant information from us or industry-related news, you'll find it here.



Conditions Manager feature

Upload, keep track, and review documents easily and more efficiently.



Up to date deal tracker

All active deal information is constantly refreshed, with notifications sent for every update.



Current rates, offers and promotions

Review our best rates, newest promotions and incentives all in one place.



Handy tools and calculators

The tools you need to work faster and more efficiently are all right here at the Café

➤ To learn more about Community Trust Café call us at 1 (888) 649-1169 or email partners@communitytrust.com.



InstaShare / Quick, easy sharing of banking information

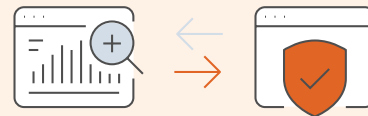
Powered by a trusted and secure platform, Community Trust **InstaShare** makes sharing your clients' required banking information lightning fast and remarkably easy.

Benefits of InstaShare



A secure platform for your clients to share their bank statements directly with us

Quick and direct transfer of required verification data in just a few seconds



How to get started:

- 1** Provide your clients with their Community Trust loan number, which can be obtained from their mortgage commitment letter.
- 2** Ask your clients to visit communitytrust.com/InstaShare for more information.
- 3** Sit back and enjoy the hassle-free process.

➤ To learn more about InstaShare call us at **1 (888) 649-1169** or email partners@communitytrust.com.



InstaValue / Home evaluation at your fingertips

Community Trust **InstaValue** is our automated valuation service that removes the inconvenience and time of a home appraiser's visit from the entire process.

Benefits of InstaValue



Quick, easy home valuation done entirely by us

No home visitation required



No upfront cost to your client*

Program details

- › Eligible on both purchase and refinance transactions
- › Owner occupied properties
- › Eligible for LTVs up to 80%
- › Minimum FICO Score of 610+
- › Maximum property value of \$1.5 million**

› To learn more about InstaValue call us at 1 (888) 649-1169 or email partners@communitytrust.com.

*A \$299 fee is deducted at closing. If your client's transaction doesn't meet the InstaValue qualifications or the property value is not supported, there will be no fee charged to your client for the InstaValue service, however a full appraisal will be required at the expense of the borrower. We encourage you to consult our Approved Appraiser List which can be found at communitytrust.com/brokerresources. **Geographical and other terms and conditions apply.



BariStar / Preferred Partner Program

At Community Trust, we care about creating innovative ways to recognize and reward you for your excellence and collaboration with us. This is why, in addition to providing you with quality service and products, we offer our Preferred Partner Program – BariStar – which gives you exciting benefits and rewards for your commitment and dedication to our partnership.

Account level	★	★★	★★★	★★★★ ³	★★★★★ ³
Annual volume ¹	\$5M - \$9.99M	\$10M - \$19.99M	\$20M - \$29.99M	\$30M - \$39.99M	\$40M+
Additional compensation ²			+5 BPS	+10 BPS	+15 BPS

1. Volume requirements are based on funded volume achieved in the 2022 calendar year.

2. Additional compensation begins the month following the funded volume hitting the tiered level, and additional compensation will be paid on all terms.

3. 4-star and 5-star level achievers in 2022 will restart at 4-star level in 2023.

Individual level	Annual Volume	Commit to fund ratio	Priority service	Renewals compensation	VISA gift card
Prestige	\$5M - \$9.99M	60%	★	\$500	\$1,000
Elite	\$10M - \$14.99M	60%	★	\$750	\$2,000
Premium	\$15M+	60%	★	20 BPS (min. \$750)	\$3,000

Standard fees	1 Year term	2 Year term	3 Year term	5 Year term
Finder fee	50 BPS	60 BPS	75 BPS	100 BPS
Lender fee	1%			

This program is subject to change or cancellation without notice. The invitation to participate in this program is non-transferable. Community Trust reserves the right to discontinue the program with a partner at any time for any reason whatsoever. All requirements must be met to qualify for additional compensation and benefits. Community Trust has absolute discretion to determine if a partner is entitled to additional compensation and benefits.



Submitting your deal 1 of 2

Collect all the information you need about your clients for a seamless application experience.

- Closing date:**
- Conditions of Financing date (COF):**
- Purpose of funds:**
- Deal summary:**
- Income:**
- Down payment:**
- Affordability:**
- Credit history:**
- Net worth:**
- Broker contact information:**

Tip: Copy and paste this template into your broker notes and fill it in as noted below.

Purpose of funds Specify type of purchase: owner occupied primary residence, secondary property, investment property. OR specify purpose of refinance: debt consolidation, equity take out, renovation.

Deal summary Get your client approved faster by giving us a short summary about the client to help us understand the file. This includes transaction details and all the details of the client's situation.

- Income**
- › How is the client paid - type and tenure of employment?
 - › How is the employment income derived?
 - › Are they currently working?
 - › Is there other income such as alimony, child support, Canada child benefit, bonus, overtime, pension, disability?
 - › Business for Self (BFS):
 - ▶ Provide details on industry type, tenure, location, client base, if it is a contract
 - ▶ Business financial details including gross business income and expenses

Tip: Include calculations!

- Down payment**
- › What is the source of the down payment - gift, savings, the sale of a home, or a combination?
 - › If it is from the sale of a home, include the following details:
 - ▶ What is the amount the house was sold for and the closing date? OR
 - ▶ Is the house currently listed for sale and for how much?



Submitting your deal 2 of 2

- Affordability** ․ What are your client's GDS/TDS ratios? If the ratios are outside our normal guidelines (GDS up to 48%, TDS up to 50%), describe how your client will make their mortgage payments going forward.
-
- Credit history** ․ How does your client use their credit?
․ Do they max out credit cards or Lines of Credit (LOC)?
․ Do they have collection items or legal proceedings/judgements? If they have limited credit or derogatory credit, describe why and what the status is. Include the following (if any):
- ․ Charge off/collections that happened in the last 24 months
 - ․ Debt that is currently in arrears
 - ․ Mortgage that shows in deferral
 - ․ Judgements reporting
 - ․ Bankruptcy/consumer proposals – are they current and when were they discharged?
-
- Net worth** ․ Does the client have additional funds to support the credit application - dividends, investments, savings etc.

Narratives for mitigation

Debt consolidation for improved cash flow and repayment structure:

- ․ Lowers the client's overall payments and improves cashflow
- ․ Include the new payment amount versus the old payment amount before consolidation
- ․ Note monthly cashflow savings

Client has proven ability to service debt at this level:

Use this when a client's TDS/GDS are maxed or exceed guidelines, but their new monthly financial payments remain the same.

- ․ Demonstrate the client has paid their obligations via higher credit score
- ․ Indicate that no derogatory payments are noted. For example, the client's new mortgage and related expenses have a monthly payment equal to or less than their current mortgage payment or rent

Additional non-standard income available:

Use this when the client has other income that cannot be used as it is outside of policy.

- ․ Calculate and include in your notes what the ratios would be if this income was used (do not add to application income)
- ․ Non-standard income may require documentation to support



Broker checklist

Use our handy broker checklist to guide you through the documentation gathering and mortgage application process.

Property details

- Purchase and sale agreement, including any waivers
 - MLS listing (if applicable)
 - Confirmation of property taxes
 - Confirmation of condo fees (if applicable)
- › **Down payment information (if applicable)**
- Bank or investment statements for the last 90 days*
 - Firm sale agreement on an existing property
 - Completed Community Trust gift letter with confirmation of deposit to account

Salaried/hourly employment and income verification

- Current dated paystubs or current paystub with InstaShare confirming 12 months direct deposit income
 - Current dated letter of employment
 - Current dated paystubs
 - Current dated letter of employment, T1 Generals and NOAs or T4s from most recent two years (for fluctuating and variable income)**, rental income (if applicable)
- › **Other supporting documents**
- Separation agreement (if applicable)
 - Financial statements (if applicable)

Business for Self (BFS) *Choose the process best suited to support your client*

› Sole proprietor or professional income

100% of verifiable gross income, less fixed expenses using:

- Most recent two year T1 Generals and corresponding notice of assessments and ONE of the following:
 - Active contract or invoice validating the business is ongoing
- OR
- Three months bank statements supporting business is ongoing

› Bank statements

Signed self-declaration of income letter with most recent six months bank statements supported by ONE of the following:

- Invoices
- Signed contracts
- Proof of expenses

Along with proof of business ownership with any ONE of the following:

- Articles of incorporation
- Business license or business registration
- Two years HST registration
- Two years T1 Generals

(sole-proprietor or professional income)

› Incorporated

Most recent two years financial statements* and articles of incorporation, along with one of the following:

- Active contract or invoices confirming business is ongoing

OR

- Three months business bank statements confirming business is ongoing

Other income sources

- Child Tax Credit/UCB
- Alimony/child support
- Tip income
- Seasonal employment
- Foster care income
- Pension income
- Rental income
- Maternity/paternity income
- Disability income
- Contract income
- Investment income
- Commission-based income

Terms and conditions: *Use InstaShare, our secure platform for your clients to share their bank statements directly with us. All BFS clients are eligible for the bank statements program. **Pages 1-4 (5) of the T1 General (with all schedules confirming sources of revenue). NOA from same tax year must be provided. Every client's situation is unique and additional documentation may be required in some cases.



Lending areas - Ontario

Approved lending areas

A - D

Acton
 Ajax
 Alliston
 Amherstburg
 Amherstview
 Ancaster
 Angus
 Aurora
 Barrhaven
 Barrie
 Beamsville
 Belle River
 Lakeshore
 Belleville
 Binbrook
 Bolton
 Bowmanville
 Bradford
 Brampton
 Brantford
 Brockville
 Brooklin
 Burlington
 Caledon

Caledon East
 Caledon Village
 Cambridge
 Carleton Place
 Chatham-Kent
 Clarington
 Cobourg
 Collingwood
 Cornwall
 Courtice
 Cumberland
 Dundas

E - H

East Gwillimbury
 Erin
 Etobicoke
 Fergus
 Fonthill
 Fort Erie
 Georgetown
 Georgina
 Gilford Beach
 Gloucester
 Greely

Grimsby
 Guelph
 Hamilton
 Hawkesbury
 Holland Landing

I - M

Ingersoll
 Innisfil
 Jackson Point
 Kanata
 Keswick
 King City
 Kingston
 Kitchener
 Kleinburg
 LaSalle
 Leamington
 Lefory
 Lindsay
 London
 Manotick
 Maple
 Markham
 Midhurst

Midland
 Milton
 Mississauga

N - R

Nepean
 New Tecumseth
 Newmarket
 Niagara Falls
 Niagara-On-The-Lake
 Nobleton
 North Bay
 North York
 Oakville
 Orangeville
 Orillia
 Orleans
 Oshawa
 Ottawa
 Owen Sound
 Paris
 Pelham Centre
 Pembroke
 Petawawa

Peterborough
 Pickering
 Port Colborne
 Port Hope
 Richmond Hill
 Rockland

S - V

Sarnia
 Sault Ste Marie
 Scarborough
 Sharon
 Shelburne
 Simcoe
 South Porcupine
 St Catharines
 St.Thomas
 Stittsville
 Stoney Creek
 Stratford
 Strathroy
 Sudbury
 Sutton
 Thornhill
 Thorold

Thunder Bay
 Tillsonburg
 Timmins
 Toronto
 Tottenham
 Trenton
 Uxbridge
 Vaughan

W - Z

Wasaga Beach
 Waterdown
 Waterloo
 Welland
 Whitby
 Whitchurch-Stouffville
 Windsor
 Woodbridge
 Woodstock

Ineligible property types

- › Homes on privately-leased land
- › Government sponsored homes
- › Native land
- › Time shares, fractional interests and life leases
- › Rental pools, hotel-condos, Airbnb-style and rooming houses
- › Mobile, floating and heritage homes
- › Structures non-compliant with building/zoning codes
- › Homes that contain, or have contained, hazardous materials
- › Homes where use/manufacturing of substances has caused structural damage or environmental issues



Don't see your area on the list?

We may consider residential properties located within an acceptable commuting distance from our approved lending areas, if such properties otherwise meet our lending criteria. Contact your BDM to find out if the property is eligible.



Lending areas - British Columbia

Approved lending areas

A - C

Abbotsford
Aldergrove
Anmore
Belcarra
Brackendale
Burnaby
Campbell River
Central Saanich
Chilliwack
Colwood
Comox
Coquitlam
Courtenay

D - H

Delta
Esquimalt
Fort Langley
Garibaldi
Highlands
Highlands

I - M

Kamloops
Kelowna
Langford
Langley

Maple Ridge
Metchosin
Mission

N - R

Nanaimo
New
Westminster
North Saanich
North Vancouver
Oak Bay
Penticton
Pitt Meadows

Port Coquitlam
Port Moody
Richmond

S - V

Saanich
Sidney
Sooke
Squamish
Surrey
Vancouver
Vernon
Victoria
View Royal

W - Z

Walnut Grove
West Kelowna
West Vancouver
White Rock

Ineligible property types

- › Homes on privately-leased land
- › Government sponsored homes
- › Native land
- › Time shares, fractional interests and life leases
- › Rental pools, hotel-condos, Airbnb-style and rooming houses
- › Mobile, floating and heritage homes
- › Structures non-compliant with building/zoning codes
- › Homes that contain, or have contained, hazardous materials
- › Homes where use/manufacturing of substances has caused structural damage or environmental issues

Don't see your area on the list?

We may consider residential properties located within an acceptable commuting distance from our approved lending areas, if such properties otherwise meet our lending criteria. Contact your BDM to find out if the property is eligible.





Flexible financing — a case study

Ken and Lynn

Here's another example of how our flexible, alternative thinking leads to solutions for clients like yours.

Customer profile

Ken and Lynn are interested in purchasing their first **single family home**. Ken started his business three years ago, and now they have a steady income. Lynn's parents are also giving them a gift to help them make the 20% down payment requirement.

	Ken	Lynn
Profession	IT consultant	Staff accountant
Income type	Business for Self (BFS)	Salary + bonus
No. of years employed	3 years	5 years
Gross income	\$120,000	\$55,000 (\$10,000 bonus)
Expenses	\$25,000	
Total qualifying income	\$95,000	\$65,000
Credit score	592 FICO	693 FICO
Downpayment	5% (savings) + 15% (gifted by Lynn's parents)	
Ratios	44% GDS, 49% TDS	
Outstanding debts	\$850/month - two car loans and credit cards	

Our solution

Approved	✓ Term selections provided
Details / grounds for approval	Even though the clients had a bruised credit history, we determined it was due to the establishment of a business.
Documentation requirements	<ul style="list-style-type: none"> › Six months bank statements confirming an average deposit of \$10,000/month supported by invoices › Articles of incorporation › HST number › Self declared letter of income identifying expenses totalling \$25,000 annually for a qualifying income of \$95,000 › Current letter of employment and paystubs from Lynn › T4s from the last two years to support bonus › Gift letter from Lynn's parents › Three months bank statements supporting their cash savings › Purchase agreement and completed appraisal supporting the purchase price

The examples and underlying scenarios are not actual and used for illustration purposes only. Supporting documentation requested may vary and approvals are granted on a case by case basis at the sole discretion of Community Trust and requirements are subject to change.



Flexible financing – a case study

Adam and Christine

Here's another example of how our flexible, alternative thinking leads to solutions for clients like yours.

Customer profile

Christine and Adam are looking to refinance their owner occupied property to consolidate their first and second mortgage, plus debts (not including their car lease). Adam has been a truck driver for more than ten years and Christine is a personal support worker.

	Adam	Christine
Profession	Truck driver	Personal support worker
Income type	Business for Self (BFS)	Full time, hourly (non-guaranteed hrs)
No. of years employed	10 years	2 years
Gross income	\$90,000	\$40,000
Expenses	\$15,000	
Total qualifying income	\$75,000	\$40,000
Credit score	580 FICO	610 FICO
Down payment	Savings: RSP \$50,000, other \$20,000	
Ratios	44% GDS, 49% TDS	
Outstanding debts	\$600/month - car lease	
LTV	75%	

Our solution

Approved	✓ Term selections provided
Details / grounds for approval	Even though the applicants have bruised credit (due to unpaid time off work and high utilization), Adam has had a stable income for over two years. Full debt consolidation will help relieve monthly cash flow.
Documentation requirements	<ul style="list-style-type: none">› Six months banks statements confirming average deposits of \$7,500/month supported by invoices/contract› Articles of incorporation› Self declared letter of income, identifying expenses totalling to \$15,000 annually for a qualifying income of \$75,000› Christine: letter of employment, current paystubs - two years T4s or six months confirmation of pay stubs

The examples and underlying scenarios are not actual and used for illustration purposes only. Supporting documentation requested may vary and approvals are granted on a case by case basis at the sole discretion of CTC and requirements are subject to change.



Flexible financing – a case study

Ryan and Lindsay

Here's another example of how our flexible, alternative thinking leads to solutions for clients like yours.

Customer profile

Ryan and Lindsay are looking to **refinance their home to consolidate their debts** to help Ryan establish his own plumbing business, for which he requires \$50,000. Ryan worked as salaried plumber for five years with a large organization, earning \$75,000 per year.

	Ryan	Lindsay
Profession	Plumber	Bank manager
Income type	Business for Self (BFS)	Salary + bonus
No. of years employed	3 years	10 years
Gross income	\$0	\$85,000 (\$15,000 bonus)
Expenses	\$0	\$25,000
Total qualifying income	\$0	\$100,000
Credit score	725 FICO	735 FICO
Down payment	Savings: RSP \$135,000	
Ratios	63% GDS, 63% TDS	
Outstanding debts	None	
LTV	65%	

Our solution

Approved	✓ Term selections provided
Details / grounds for approval	<ul style="list-style-type: none"> › Ryan's previous income of \$75,000 and experience as a plumber › \$50,000 identified as money to support Ryan's business growth › \$35,000 considered liquid for them to support the mortgage payments while Ryan continues to grow the business › Ryan is a skilled worker, and has a history of good income › Their overall profile indicates a strong credit history, debt repayment and savings
Documentation requirements	<ul style="list-style-type: none"> › Previous employment verification and T4s to support income and bonuses from Ryan › Current letter of employment and paystubs, along with T4s for bonuses from Lindsay › Recent RSP statements to verify net worth

The examples and underlying scenarios are not actual and used for illustration purposes only. Supporting documentation requested may vary and approvals are granted on a case by case basis at the sole discretion of CTC and requirements are subject to change.



Flexible financing – a case study

Jim and Angela

Here's another example of how our flexible, alternative thinking leads to solutions for clients like yours.

Customer profile

Jim and Angela are interested in purchasing their first home - a **single family home**. For the down payment, they have savings and gifted funds from Jim's parents. Angela is on maternity leave and will be returning to work within six months of closing.

	Jim	Angela
Profession	Realtor	Law Clerk
Income type	Business for Self (BFS)	Salary + child care benefits
No. of years employed	3 years	2 years
Gross income	\$130,000	\$60,000 + \$2,400 child care benefits
Expenses	\$20,000	
Total qualifying income	\$110,000	\$62,000
Credit score	680 FICO	710 FICO
Down payment	10% (savings) + 10% (gifted by Jim's parents)	
Ratios	42% GDS, 48% TDS	
Outstanding debts	\$600/month - car lease and student loans	
LTV	80%	

Our solution

Approved	✓ Term selections provided
Details / grounds for approval	Both applicants have strong credit, with verifiable income and ratios within guidelines. We are able to use 100% of Angela's base salary income, since she is returning to work with six months of closing.
Documentation requirements	<ul style="list-style-type: none"> › Jim: employment letter, YTD commission statement and two year T4As › Self declared letter of income identifying expenses totalling to \$20,000 › Angela: letter of employment confirming base salary and return to work date › Statement of benefits confirming monthly child care benefit amount or three months bank statements confirming direct deposit › MLS and purchase agreement › Completed appraisal supporting the purchase price

The examples and underlying scenarios are not actual and used for illustration purposes only. Supporting documentation requested may vary and approvals are granted on a case by case basis at the sole discretion of CTC and requirements are subject to change.