

**THERE ARE
DEALS TO BE
MADE TODAY**

glasslakeTM
FUNDING

WHO WE ARE.

The name, **Glasslake**, represents the mission to deliver a seamless funding experience similar to a “glass-lake effect”.

We are grounded in connecting through a human-first approach with brokers who we choose to build our difference with.

Most importantly, we are here to serve a small commercial mortgage niche. We also offer simplified residential options, both of which fill a much-needed gap for self-employed and seasoned investor clients.

YOUR SMALL COMMERCIAL **PROS.**



How we take the chop out of the underwriting process to deliver smooth and simple funding:

- **Speed: Same day commitments**
- **Service: Underwriters Pick Up their Phones (UP-UP)**
- **Options: Multiple qualifying programs**
- **Human-smarts: More intuition & reasonability, less paperwork**
- **Experience: 200+ years of alternative expertise**

WHY WE ARE HERE.

CURRENT MARKET CHALLENGES

Lack of liquidity



Location + property restrictions



Complex underwriting



Dominance of short-term options



Declining small commercial appetite



Fear of commercial deal structuring



Inability to qualify



GLASSLAKE FILLING THE GAP

Ample liquidity to fund your deals

Primary, Secondary + Tertiary markets in BC, ON + AB

Reasonability + logical conditioning

1-7 year term options

Specialty in small commercial

Simplicity using residential underwrite

Multiple qualifying options + programs

WAYS WE WIN.



SMALL COMMERCIAL HEROES

Built for: Seasoned Investor + Self-Employed Clients.

Purchase, refinance, and cash-out transactions offered.

	Min Credit	LTV	Loan Amount	Term	Amortization	Qualifications
DSCR	650	Up to 75%	200K - \$2.5MM	2,3,5, & 7 years	Up to 30 years	Appraisal & market rent DSCR as low as 1.00x
Bank Statement						(12) months consecutive bank statements

WE PAY OUR BROKERS...
100bps on 2, 3 & 5 years.

Property Types:

- Multi-Family: 5 or more residential units, Mixed-Use (MU)
- Converted Single Family Residence: Must be zoned for commercial use.
- Automotive
- Office (May include a medical office with no surgical procedures component)
- Commercial Condos
- Light Industrial (No heavy/dirty manufacturing)
- Retail/Wholesale Store/Strip Center
- Mobile Home Parks (No park-owned trailers or their income will be included in value)
- Warehouse/Self-Storage Facility (traditional self-storage only with no credit to outside storage income)
- Bars/Restaurant
- Daycares

GETTIN' DEALS DONE.

Commercial - Refinance for an industrial property in Quesnel, BC.

Deal details:

Location: Quesnel, BC

Property type: Light Industrial Commercial

Loan Type: Commercial

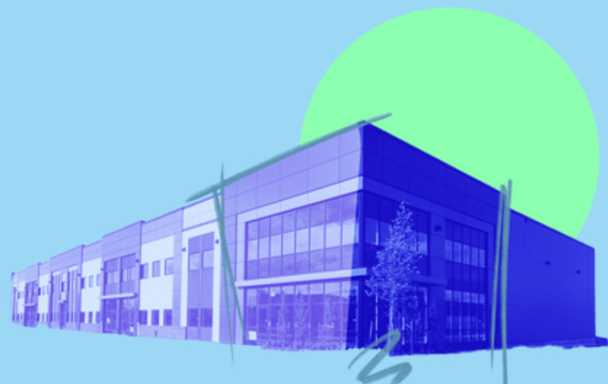
Loan amount: \$887,500

LTV: 60%

Term: 3 years

Amortization: 30 years

Qualifying method: Global DSCR



CHALLENGES VS 'THE GLASSLAKE EFFECT':

Location: Client/Broker applied with multiple lenders but due to the location of the property, (Quesnel, BC has less than 10k population), the deal was outside other lenders location risk appetite. **Glasslake has no boundaries on locations we lend in.**

Term: Clients were self-employed and existing Private lender could only offer another 1-year term.

Glasslake offered a 3-year term for increased payment stability and extended time between requalification and renewal fees.

++ deal was approved within 24 hours & **Finder Fees; 100bps**

KEEPIN' IT RESIDENTIAL.

Built for: Seasoned Investor + Self-Employed Clients.

Purchase, refinance, and cash-out transactions offered.

	Min Credit	LTV	Loan Amount	Term	Amortization	Qualifications
DSCR	620	Up to 80%	200K - \$3MM	1, 2, 3,5, & 7 years	Up to 40 years	Appraisal & market rent DSCR as low as .75x
Bank Statement	660					(6) months consecutive bank statements

Property Types:

- Detached Single family Dwelling (SFD) and 2-4 unit housing (duplex/triplex/4-plex)
- Townhouse, Row Housing, Condos
- Acreage Property (up to 40 acres)
- Rooming House, Student Rentals
- Short term rentals (ie Cottage or Airbnb, ideally with year-round access)

WE PAY OUR BROKERS...

60bps on 1&2 years

75bps on 3 years

100bps on 5 years

GETTIN' DEALS DONE.

Residential - Investment purchase in Coldwater, ON.

Deal details:

Location: Coldwater, ON

Property type: Single Family Dwelling

Loan type: Residential

Loan amount: \$869,000

LTV: 70%

Term: 3 years

Amortization: 40 years

DSCR: 1.00x

Qualifying method: DSCR using appraisal & market rents



CHALLENGES VS 'THE GLASSLAKE EFFECT':

Client Challenge: Income Verification

Client was self-employed with multiple existing investment properties and wasn't qualifying with bank statements.

We used our simple, DSCR qualifying method to analyze the subject property's ability to carry itself only the appraisal and market rents. No bank statements required.

++Finders fee; 75bps.

SIMPLIFIED QUALIFYING: RESI DSCR

Here's how we calculate the Residential DSCR:

$$\text{DSCR} = \frac{\text{Rental Income}}{\text{P.I.T.H. Payment}}$$

$$\frac{\$2,100 \text{ Rental Income}}{\$2,000 \text{ P.I.T.H. Payment}} = \mathbf{1.05 \text{ DSCR}}$$

(Property can carry itself & client would qualify)

IDEAL FOR:

- ✓ Seasoned investors with multiple existing properties.
- ✓ Clients looking to expand their real estate portfolio.
- ✓ Clients who can't prove income and want to refinance/purchase a rental property.

PROS:

- ✓ We only look at the **subject property to calculate/qualify.**
- ✓ **No limit on number of doors** - ideal for investment purposes.
- ✓ **No financials required** to qualify - if the property cash flows, we are good to go.

CONDITIONS AS EASY AS 1-2-3

OTHER LENDERS:

RENTAL PROPERTY CONDITIONS:

- Appraisal with Market Rents/Lease
- Personal/Self-Employed Income (Job Letter, Paystub / BFS Proof, Business Bank Statements or Financials)
- All Non-Subject Docs (Leases, Mortgage Statements, Property Tax Statements for ALL Non-Subject Properties)
- Purchase & Sale Agreement
- Down Payment Confirmation

Glasslake DSCR Conditions:

- Appraisal with Market Rents/Lease
(On subject property ONLY)
- Purchase & Sale Agreement
- Down Payment Confirmation

LED BY ALTERNATIVE EXPERTS

Mike Forshee
President

Ruvani Henriques
VP, Marketing, Sales &
Strategy

Alex Godfrey
VP, Risk & Compliance

Holly Korol
VP, Operations &
Underwriting

Joe Flor
Director, National Sales



A FEW THINGS TO REMEMBER ABOUT US...

1. WE ARE A NON-B20 INSTITUTIONAL FUNDER
2. WE ARE SMALL COMMERCIAL PROS
3. WE ❤️ SECONDARY MARKETS
4. WE COMMIT TO A HUMAN-FIRST APPROACH
5. WE ARE ON A MISSION TO SIMPLIFY THE FUNDING PROCESS

LET'S MAKE A DEAL.



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