

# **PROGRAM OVERVIEW**

www.brightpathcapital.ca

### **BRIGHTPATH CAPITAL CORPORATION**

Brightpath Capital Corporation is one of the fastest growing private lenders in the industry. We offer residential mortgage lending across Ontario for a wide variety of borrowers and situations.

#### **Dan Pauls**

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## **ABOUT BRIGHTPATH**

- Brightpath Capital is a private lender headquartered in Waterloo, Ontario
- Our goal is to be a short-term solution to your borrower's temporary financial needs
- We specialize in alternative lending on urban residential properties throughout Ontario

# **ONTARIO LENDING AREA**

All residential properties across Ontario will be considered, with pricing and LTV adjustments made based on location (Major Centre vs Small Town)

#### **Major Centres**

- Ontario cities with a population of at least 50,000+
- 1<sup>st</sup> mortgages to 85% LTV
- 2<sup>nd</sup> mortgages to 80% LTV

#### Small Town Lending Program

- Towns adjacent to thriving, major markets
- Must be a residential property located within a typical, residential neighbourhood
- 1<sup>st</sup> mortgages to 75-80% LTV
- 2<sup>nd</sup> mortgages to 75% LTV

## **PROPERTY TYPE**

Residential lending only. No commercial use, mixed use, or agricultural zoning is permitted.

We look specifically for residential properties that demonstrate:

- Pride of ownership
- No deferred maintenance
- Marketability with ease of resale
- Properties requiring renos, student properties and Airbnbs are not permitted



## WHAT KIND OF NICHE DEALS DO WE FUND?

NICHE AREA	REQUIREMENTS
High LTV needed	<ul> <li>1<sup>st</sup> mortgages up to 85% LTV</li> <li>2<sup>nd</sup> mortgages up to 80% LTV</li> <li>Available on purchase / refi / owner-occupied / rental</li> <li>Condos are always max 75% LTV</li> </ul>
No income docs or high debt ratios	<ul> <li>No TDS/GDS requirements</li> <li>No income documentation requirements</li> <li>We will ask for 6 months bank statements to show payment affordability and an NOA to show taxes are filed</li> </ul>
Non-traditional down payment	<ul> <li>Borrowed down payment</li> <li>Gifted funds from a non-traditional source</li> <li>Private 2<sup>nd</sup> mortgage permitted behind our 1<sup>st</sup> to max 85% LTV</li> </ul>
Small Town lending	<ul> <li>Towns that are within 50kms of a city of 50,000+</li> <li>Up to 75% LTV in small towns</li> </ul>
Collateral Charge	<ul> <li>We DON'T have to lend behind the full registered amount</li> <li>We will lend behind: the balance of the fixed portion + the limit of the HELOC portion</li> </ul>
New Construction	<ul> <li>Appraisal value used for New Construction purchases rather than purchase price</li> <li>Purchase agreement must have been signed at least 12 months prior to funding</li> <li>Available only in major cities</li> </ul>
Tax Arrears / Proposals	<ul> <li>We will payout CRA, tax arrears, property tax arrears, consumer proposals, divorce settlements</li> <li>All outstanding balances must be included at funding</li> </ul>
Foreign Income	<ul> <li>Borrower must be a Canadian citizen or a permanent resident who earns income outside Canada</li> <li>Requires a Canadian Equifax credit score and NOA</li> </ul>
Title in Company Name	<ul><li>Personal guarantees required</li><li>Holding companies OK</li></ul>



## **BRIGHTPATH PRICING**

• Risk based pricing - depending on LTV, mortgage size, property condition, credit score, city size, etc.

## **General pricing guidelines:**

(Sample pricing below is based on the property being in a major city and a beacon score of 680+. Contact the BDM to see if any pricing premiums may apply to your deal situation.)

1 <sup>st</sup> Mortgage	Terms/Pricing: Max 85% LTV 85% pricing is typically 9.49% + 1.99% lender fee	Qualifying Criteria:-Ontario markets with a population of 50,000+-680+ beacon score required for 85% LTV-Excellent quality, urban residential property-Eligible for purchases and refis, owner-occupied and rentals
2 <sup>nd</sup> Mortgage	Max 80% LTV 80% pricing is typically 13.99% + 3.99% lender fee	<ul> <li>Ontario major cities preferred / small towns considered</li> <li>Satisfactory credit with no current mortgage arrears</li> <li>Funds for consolidations / investment / renos</li> <li>Lending behind all institutional lenders and reverse mortgages</li> </ul>

- o All terms are interest-only and variable rate pricing
- Standard pricing is for a 12-month, closed term (2-month penalty for early payout)
- Open terms are available, as well as 3-month and 6-month terms
- Reduced pricing may be available for lower LTV deals