

SINGLE FAMILY LENDING SERVICES

A doormat with the word "WELCOME" in a dark, serif font. Above the mat, the tips of four shoes (two dark, two light) are visible, suggesting a pair of shoes has just been stepped on.

WELCOME



EQUITABLE TRUST was founded in 1970 as a federally incorporated trust company. It services single family, small and large commercial borrowers and their mortgage advisors. The Company also serves the investing public as a provider of Guaranteed Investment Certificates providing deposit services across all Canadian provinces and territories.



Single Family Lending Services enjoys broad relationships with an extensive network of licensed mortgage brokers and agents in our selected territories, has a highly responsive customer service ethic and delivers solutions to an attractive, under serviced niche. Single Family customers include business for self Canadians, newcomers, and foreign investors who have the financial resources to achieve real estate ownership but don't meet the traditional credit criteria of banks.

Equitable Trust is a federally regulated deposit taking institution and a member institution of the Canada Deposit Insurance Corporation. Deposit Services offers a range of products including non-registered and registered Tax Free Savings Account ("TFSA"), short and long term GICs as well as Cashable GICs. Equitable Trust sources its deposits primarily through the use of deposit agents who are members of either the Registered Deposit Brokers Association (RDBA) or the Investment Industry Regulatory Organization of Canada (IIROC).

EQUITABLE TRUST SINGLE FAMILY RESIDENTIAL PRODUCT CATALOGUE

Finding the Right Solutions for Purchasers and Borrowers

Equitable Trust offers mortgage financing for: Purchases, Refinances, Large loans and Equity deals. We provide more flexibility in our credit and product guidelines to assist your clients in their home ownership dreams. Count on the fact that we're flexible when it comes to underwriting loans for a wide range of credit profiles. Your application won't be prejudged. Listening and reading between the application lines as well as analyzing beyond credit scores gives us a workable solution for your client's needs.

Property types for consideration include:

- Single family homes (single or multi-unit in a subdivision)
- High rise or low rise condominiums, lofts and work/live condominiums
- Detached, stacked or condominium townhouses
- Luxury custom built homes
- Co-ownerships
- Model Homes/Show Homes
- Cottages



INNOVATIVE GEMSTONE CREDIT MATRICES – EQUITABLE TRUST'S UNDERWRITING PROCESS

Our Gemstone Credit Matrix is extremely easy and uncomplicated to use. It's applied to all of our borrowers on single family residential mortgage products. Beacon scores are important in the overall credit adjudication process but we believe that there's more to lending. That's why we've taken a balanced approach to be flexible and open to the credit realities of your client's past history and their potential for the future. Our credit matrix has been designed with your clients in mind, who are like precious gemstones, each having their own "credit personality": different in background, strength, and quality of credit. Each client will possess a credit profile that will determine the level of their credit under our categories of precious gemstones: beginning with Diamond, Sapphire, Pearl and finally Amber.

HIGH RATIO MORTGAGE PRODUCT - YES YOU CAN*

GEMSTONE/PRODUCT	LOAN TO VALUE	CREDIT
Diamond 600 Beacon	Max. 85% LTV on Purchases Max. 85% LTV on Refinances Min. 10% Down Payment/Equity	No derogatory credit in last 2 years including claims and judgments. No discharged bankruptcies or proposals in the last 2 years (re-established 2 trades for 1 year). Min. time on report – 2 trades for 1 year. Self-declared income acceptable. Max. LTV available in select lending areas.
Diamond Rental Program	Max. 85% LTV on Purchases Not available on Refinances	
Sapphire 580 Beacon	Max. 85% LTV on Purchases Max. 85% LTV on Refinances Min. 10% Down Payment/Equity	No discharged bankruptcies or proposals in the last 2 years (re-established 2 trades for 1 year). Some late payments are acceptable. All trades currently up-to-date. No unpaid claims or judgments in last 2 years. Min. time on report – 2 trades for 1 year. Self-declared income acceptable. Max. LTV available in select lending areas.
Pearl 550 Beacon	Max. 85% LTV on Purchases Max. 80% LTV on Refinances Min. 10% Down Payment/Equity	Applicants with no credit history or new immigrants are considered. Min. 1 year discharged from bankruptcy or proposal (re-established 1 trade for 6 months). Some late payments are acceptable. Max. 2 paid claims or judgments. Max. 1 unpaid claim (larger claims are to be considered on a case-by-case basis). New immigrants (including some where a “9” SIN exists). Max. LTV available in select lending areas.

CONVENTIONAL MORTGAGE PRODUCTS*

GEMSTONE/PRODUCT	LOAN TO VALUE	CREDIT
Diamond 600 Beacon	Max. 80% LTV on Purchases Max. 80% LTV on Refinances Min. 10% Down Payment/Equity	No derogatory credit in last 2 years including claims and judgments. No discharge bankruptcies or proposals in the last 2 years (re-established 2 trades for 1 year). Min. time on report – 2 trades for 1 year. Self-declared income acceptable. Max. LTV available in select lending areas.
<i>Fixed Rate Mortgage</i>		
<i>Adjustable Rate Mortgage</i>		
Sapphire 580 Beacon	Max. 80% LTV on Purchases Max. 80% LTV on Refinances Min. 10% Down Payment/Equity	No discharged bankruptcies or proposals in the last 2 years (re-established 2 trades for 1 year). Some late payments are acceptable. All trades currently up-to-date. No unpaid claims or judgments in last 2 years. Min. time on report – 2 trades for 1 year. Self-declared income acceptable. Max. LTV available in select areas.
<i>Fixed Rate Mortgage</i>		
<i>Adjustable Rate Mortgage</i>		
Pearl 550 Beacon	Max. 80% LTV on Purchases Max. 75% LTV on Refinances Min. 10% Down Payment/Equity	Applicants with no credit history or new immigrants are considered. Min. 1 year discharged from bankruptcy or proposal (re-established 1 trade for 6 months). Some late payments are acceptable. Max. 2 paid claims or judgments. Max. 1 unpaid claim (larger claims are to be considered on a case-by-case basis). Self-declared income acceptable New immigrants (including some cases where a “9” SIN exists). Max. LTV available in select lending areas.
<i>Fixed Rate Mortgage</i>		
<i>Adjustable Rate Mortgage</i>		

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CONVENTIONAL MORTGAGE PRODUCTS (CONT'D)

GEMSTONE/PRODUCT	LOAN TO VALUE	CREDIT
Amber 500 - 550 Beacon	Max. 75% LTV on Purchases Max. 70% LTV on Refinances Min. 10% Down Payment/Equity	Min. 6 months discharged from bankruptcy (no re-established credit is necessary). Max. 5 paid claims or judgments. Max. 3 unpaid claims (larger claims are to be considered on a case-by-case basis). Self-declared income acceptable.
Fixed Rate Mortgage		
Amber < 500 Beacon	Max. 75% LTV on Purchases Max. 70% LTV on Refinances Min. 10% Down Payment/Equity	Discharged from bankruptcy (no min. waiting period). Poor credit. Self-declared income acceptable.
Fixed Rate Mortgage		

FLEXIBLE SOLUTIONS*

PRODUCT	LOAN TO VALUE	CREDIT
Ultimate Open Mortgage	Max. 80% LTV on Purchases Max. 80% LTV on Refinances Min. 10% Down Payment/Equity	See the Gemstone product guidelines. Self-declared income acceptable. 1 year open term. Max. LTV in select lending areas.
1+1 Option	Max. 80% LTV on Purchases Max. 80% LTV on Refinances Min. 10% Down Payment/Equity	Available to Gemstone Matrix Clients. 1 year closed term with 30 days written notice, client is subject to 1 month's interest penalty. Self-declared income acceptable. Max. LTV available in select lending areas.

*Larger loans may be subject to a fee split. Additional 0.25% for 35 year amortization.

Terms, conditions and rates are subject to change without notice. Rental properties are subject to an increase of 0.25% on all pricing. ETO's may be subject to higher pricing.

FINDER'S FEE PROGRAM

In some instances a split fee may be paid in lieu of a Finder's Fee. Larger loans may be subject to a fee split.

TERMS	1 YEAR	2 YEAR	3 YEAR	4 YEAR	5 YEAR
FINDER'S FEES ON CONVENTIONAL	50 BPS	60 BPS	80 BPS	90 BPS	110 BPS

PRODUCT	Ultimate Open	1 + 1 Option	Adjustable Rate Mortgage	Yes You Can - High Ratio
TERM	1 Year	1 Year	3 & 5 Year	1, 2 & 3 Year
CONVENTIONAL MORTGAGE FEES	Fee Split	Fee Split	80 & 110 BPS	50, 60 & 80 BPS

Mortgage Rates: Mortgage rates and terms are subject to change without notice. To check the most current rates, go to www.cannex.com and click on mortgages or visit www.equitabletrust.com and click on Rates.