

Lending Guidelines

Broker Commission

1 yr	50 bps
2 yr	65 bps
3 yr	80 bps
5 yr	110 bps

Product Details

Loan Purpose	Purchase, Refinance
	Up to 80% LTV owner occupied and rentals Up to 75% LTV apartment condo rentals (Unlocked at Silver Level) Minimum loan amount \$50,000 (Owner occupied, First and Second Mortgages) SFD maximum loan \$2M (subject to sliding scale – refer to p.2) Apartment condos maximum loan \$1.25M
LTV / Loan Amount	
Debt Services	Maximum 50 GDS / 50 TDS
Amortization	Up to 35 years
Term	1, 2, 3, 5 year fixed terms available
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2%
Lender Fee	1 - 2% < \$75,000 (and Second mortgages) (can be capitalized into the mortgage if not >80% LTV - Cannot exceed Sliding Scale)
Appraisal	Appraisals to be requested from our Approved Appraisers Listing AVM options available when applicable Alternatively, appraisals can be requested via Solidifi
Property Type	1-4 unit residential properties located in suburban areas Owner Occupied (includes second homes/recreational property) SFD minimum 800 sq ft (750 sq ft in Winnipeg) Apartment Condos Minimum 650 sq ft (500 sq ft in the Greater Montreal, Greater Toronto and Greater Vancouver areas) Rentals (Unlocked at Silver Level) Refer to our Rental Property Mortgage Product Sheet for more details on Rentals
FICO and Credit History	Confirmable income - no minimum FICO BFS and Rental - minimum 550 FICO Current and prior consumer proposal considered Prior bankruptcy considered

1.855.272.0050



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03/04/2022 - LendingGuidelines



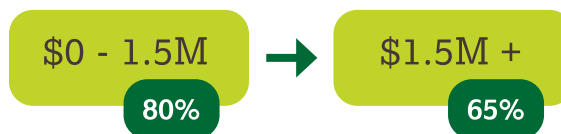
Lending Guidelines

Product Details (Continued)

Income	BFS - Refer to Business for Self specific product sheet
Income Types	85% Rental income offset (subject and non-subject properties) Salaried/Hourly 100% Commissioned Income Seasonal Employment 100% Maternity/Paternity Leave Contract Employment CPP, OAS Employer Pension Foster care Workers Compensation Disability Support Programs Canada Child Benefit (CCB)
Rate Guarantee	Commitment can be issued 120 days prior to funding 90 day rate hold
Title Insurance	Title Insurance is required
Early Payout	No bona fide sale clause Greater of 3 months interest or IRD (penalty calculator available at www.haventreebank.com) Portable Blend and extend available
Pre-Payment Options	20% prepayment available on mortgage anniversary date 20% increase in payment on anniversary date

Mortgage approval is subject to our policies and guidelines. Product subject to change without notice.

At \$1.5M a sliding scale applies*:



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**The Maximum Mortgage Calculator establishes a mortgage amount for properties over \$1.5M. Subject to regional and program LTV up to a maximum mortgage amount of \$2M*



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03/04/2022 - LendingGuidelines



Property Auto-Valuation Program

The Property Auto-Valuation Program replaces the need for a full appraisal and **reduces the time it takes for a deal to fund.**

Depending on whether your deal meets specific eligibility criteria, it may eliminate the need for a full appraisal by replacing it with a supported property valuation based on previously collected location data.

Program Details

Loan type eligibility	Refinance Purchases (does not include private sales, rent-to-own or new construction)
Loan to Value	Maximum of 80%
FICO	FICO from 0-609, max LTV is 50% FICO 610+ max LTV is 80% (based on highest FICO of borrowers/guarantors)
Loan Amount	Maximum loan \$1,000,000
Property Value	Maximum of \$1,500,000
Property and Location	Properties located in: <ul style="list-style-type: none">• Major urban areas in Ontario and British Columbia• Alberta - Calgary and Edmonton only• Manitoba - Winnipeg only• Nova Scotia – Greater Halifax area• Quebec - Greater Montreal Area Excludes postal codes with a FSA (lending area) containing a zero

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02/25/2022 - AVM Eligibility



Business for Self Mortgage

What if we could issue you a commitment with no income condition?*

Broker Commission

1 yr	50 bps
2 yr	65 bps
3 yr	80 bps
5 yr	110 bps

Product Details

Loan Purpose	Purchase, Refinance 1st Mortgage 2nd Mortgage
LTV / Loan Amount	Up to 80% LTV owner occupied and rentals Up to 75% LTV for apartment condo rentals (Unlocked at Silver Level) Minimum loan amount \$50,000 (owner occupied) SFD maximum loan \$2M (subject to sliding scale – refer to p.2) Apartment condos maximum loan \$1.25M
Debt Services	Maximum 50 GDS / 50 TDS
Amortization	Up to 35 years
Term	1, 2, 3, 5 year fixed terms available
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2%
Lender Fee	1% (can be capitalized into the mortgage if not > 80% LTV - cannot exceed Sliding Scale)
Appraisal	Appraisals to be requested from our Approved Appraisers Listing (Broker Portal) AVM options available when applicable Alternatively, appraisals can be requested via Solidifi
Property Type	1-4 unit residential properties located in suburban areas Owner Occupied (includes second homes/recreational property) Rentals (Unlocked at Silver Level) SFD minimum 800 sq ft (750 sq ft in Winnipeg) Apartment Condos Minimum 650 sq ft (500 sq feet in the Greater Montreal, Greater Toronto and Greater Vancouver areas) Refer to our Rental Property Mortgage Product for more details on Rentals
FICO and Income	Minimum 550 FICO required for bank statement approach No minimum FICO required for confirmable income

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03/042022 - BusinessSelfMortgage



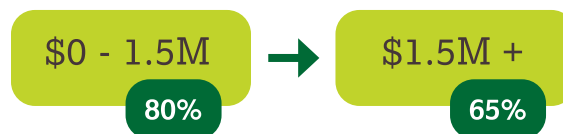
Business for Self Mortgage

Product Details (Continued)

Income & Expenses	<p>Pre-commitment: Client completed "Tell us about your Business" Form Bank statement verification using our Instant Verification process OR client provided bank statements Confirmation of 2+ years BFS. If business is incorporated, Articles of Incorporation with share ownership</p> <div style="border: 1px solid black; padding: 5px;">$\text{Qualifying Income} = \text{Business Deposits} - \text{Business Expenses}$</div> <p>*Providing these details prior to commitment will help us issue you a commitment with no income conditions!</p>
Rate Guarantee	Commitment can be issued 120 days prior to funding 90 day rate hold
Title Insurance	Title Insurance is required
Early Payout	No bona fide sale clause Greater of 3 months interest or IRD (penalty calculator available at www.haventreebank.com) Portable Blend and extend available
Pre-Payment Options	20% prepayment available on mortgage anniversary date 20% increase in payment on anniversary date

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03/042022 - BusinessSelfMortgage



(RPM 85) Rental Property Mortgage

Unlocked at SILVER Level

Broker Commission

1 yr	50 bps
2 yr	65 bps
3 yr	80 bps
5 yr	110 bps

Product Details

The RPM 85	Qualifies your client using Rental Offset + GDS/TDS Using 85% of rental income Borrower's GDS/TDS must not exceed 50/50 on Rental Worksheet (see your BDM for details)* Maximum number of properties owned by the client is 9 (8 rental properties + principal residence) Any portfolio between 5 and 8 rentals can use statement of rental activities
Loan Purpose	Purchase, Refinance, Equity Take Out 1st Mortgage
LTV / Loan Amount	Up to 80% LTV Minimum loan amount \$75,000 SFD Maximum loan \$2M (subject to sliding scale - refer to p.2) Apartment condos maximum loan \$1.25M Gifted down payment allowed on exception
Amortization	Up to 35 years
Term	1,2,3,5 year fixed terms available
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2%
Lender Fee	1% (can be capitalized into the mortgage if not > 80% LTV)
Appraisal	Appraisals to be requested from our Approved Appraisers Listing (Broker Portal) Alternatively, appraisals can be requested via Solidifi
Property Type	Minimum population area of 50K High-rise rentals areas of 100K + 1-4 unit residential properties located in suburban areas Apartment condos Minimum 650 sq ft (500 sq ft in the Greater Montreal, Greater Toronto and Greater Vancouver areas) 1 Bedroom (or more) properties only (no den with sliding door or bachelor units)

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**Refer to the Haventree Bank rental worksheet located in the broker portal for calculations.*



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03/04/2022 - SecondMortgageRPM85



(RPM 85) Rental Property Mortgage

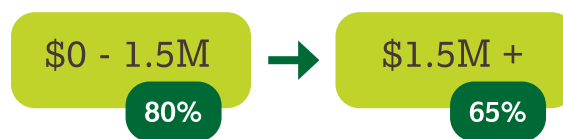
Unlocked at SILVER Level

Product Details (Continued)

FICO	No Minimum FICO (Except for Apartment Condo Rentals – 550 Minimum FICO)
Documents Required	Rental properties worksheet (available on our broker portal) Appraisal with fair market rent analysis and/or lease agreements Mortgage Statement and Property taxes Leases for all properties or Statement of real estate activities May require bank statements to confirm receipt of rent Income verification documents and employment letter If Holding Company, all relevant corporate documents (see Business Development Manager for details)
Rate Guarantee	Commitment can be issued 120 days prior to funding 90 day rate hold
Title Insurance	Title Insurance is required
Early Payout	No bona fide sale clause Greater of 3 months interest or IRD (penalty calculator available at www.haventreebank.com) Portable Blend and extend available
Pre-Payment Options	20% prepayment available on mortgage anniversary date 20% increase in payment on anniversary date

**Refer to the Haventree Bank rental worksheet located in the broker portal for calculations. Mortgage approval is subject to our policies and guidelines. Product subject to change without notice.*

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03/04/2022 - SecondMortgageRPM85



Seconds+ Mortgage

So many families are trying to make ends meet – sometimes with sudden depleted incomes. Our Seconds+ Mortgage offers a **fully open second mortgage** to allow home owners to consolidate high-interest debt and improve household cashflow.

Product Details

Loan Purpose	Refinance or Equity Take Out
Rate/Lender Fee	1% Lender Fee on Closed term 2% Lender Fee on Open Term (Can be capitalized into mortgage if not > 80% CLTV)
CLTV / Loan Amount	Up to 80% CLTV owner occupied Minimum loan amount \$50,000 (owner occupied) SFD maximum loan \$2M (subject to sliding scale) Apartment condos maximum loan \$750,000
Debt Services	Maximum 50 GDS / 50 TDS (stressed)
Amortization	Up to 35 years
Term	Closed - 1,2,3,5 year or co-terminus with existing 1st mortgage Open - no minimum term
First Mortgage	Any major Financial Institution (no MICs, Reverse Mortgages or Private Lenders) Can go behind 1st Mortgage HELOC or Collateral Charge (using registered amount)
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2% B-20 Stress Test on 2nd Mortgage only (existing first mortgage does not require B-20 Stress Test)
Appraisal	Appraisals to be requested from our Approved Appraisers Listing (Broker Portal) AVM options available when applicable Alternatively, appraisals can be requested via Solidifi
Property Type	1-4 unit residential properties located in suburban areas Owner Occupied (includes second homes) Apartment Condos Minimum 650 sq ft (500 sq ft in the Greater Montreal, Greater Toronto and Greater Vancouver areas)

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03/04/2022- Seconds+Mortgage



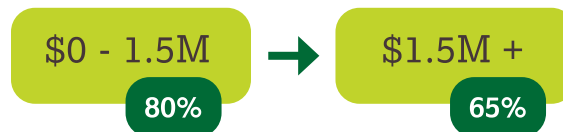
Seconds+ Mortgage

Product Details (Continued)

FICO and Credit history	Confirmable income - no minimum FICO BFS - minimum 550 FICO Prior consumer proposal and bankruptcy discharged considered												
Rate Guarantee	Commitment can be issued 90 days prior to funding 90 day rate hold												
Title Insurance	Title Insurance is required												
Early Payout	No bona fide sale clause Open - no penalty Closed - Greater of 3 months interest or IRD (penalty calculator available at www.haventreebank.com)												
Pre-Payment Options	20% prepayment available on mortgage anniversary date 20% increase in payment on anniversary date												
Commission	<table border="1"> <tr> <td>Open Term - 50 bps</td> <td></td> <td></td> </tr> <tr> <td rowspan="4">Closed Term</td> <td>6 - 17 months</td> <td>50 bps</td> </tr> <tr> <td>18 - 29 months</td> <td>65 bps</td> </tr> <tr> <td>30 - 41 months</td> <td>80 bps</td> </tr> <tr> <td>42 + months</td> <td>110 bps</td> </tr> </table>	Open Term - 50 bps			Closed Term	6 - 17 months	50 bps	18 - 29 months	65 bps	30 - 41 months	80 bps	42 + months	110 bps
Open Term - 50 bps													
Closed Term	6 - 17 months	50 bps											
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03/04/2022 - Seconds+Mortgage



LEVEL UP

with
Haventree Bank's
Elite Loyalty
Program

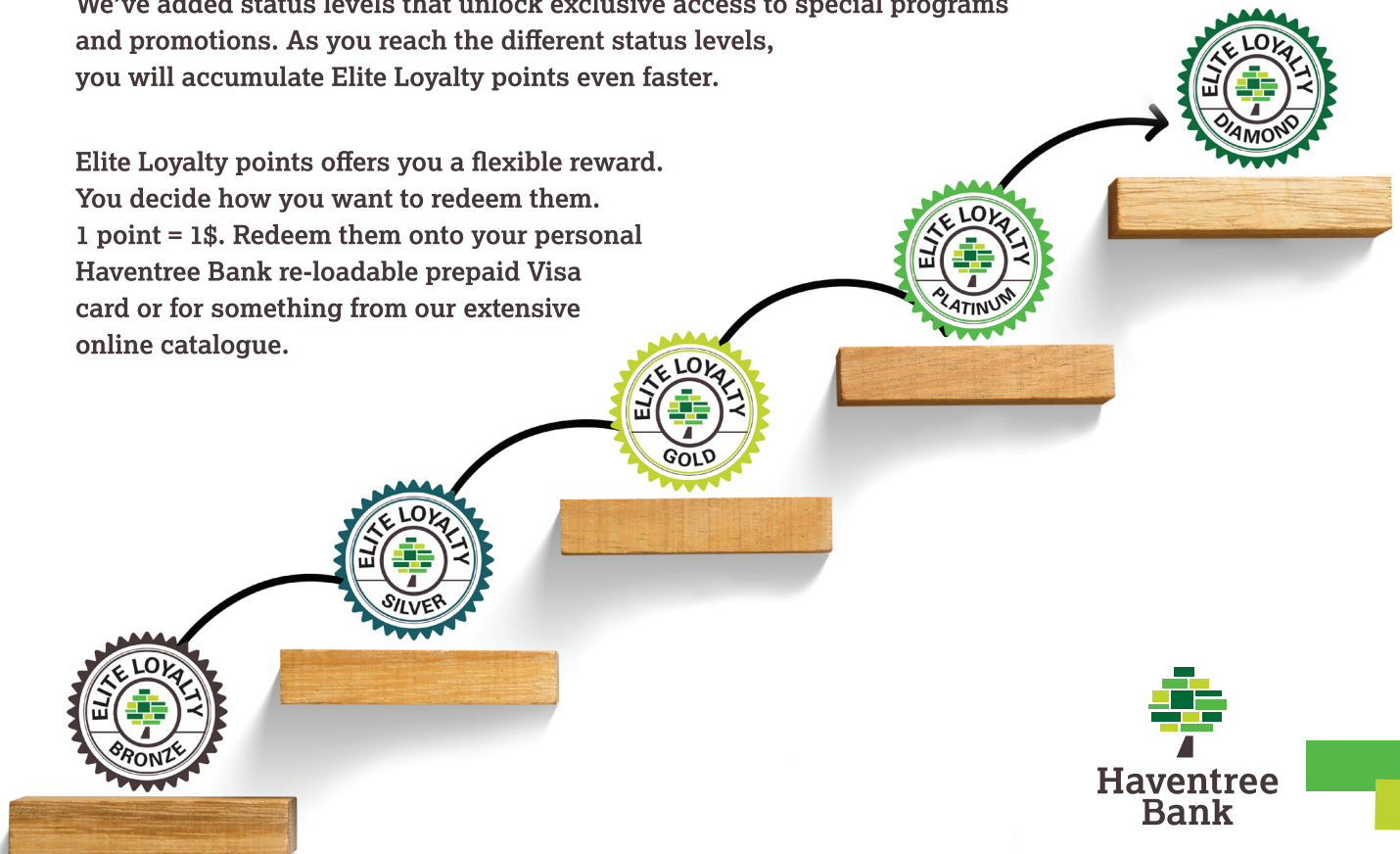
Your Reward. Your Choice. No Compromise.

The Elite Loyalty program, was created to recognize you (our Broker) for helping your clients.

THE MORE YOU FUND, THE MORE YOU EARN.

As of January 1, 2021 we added MORE ways to reward and support you. We've added status levels that unlock exclusive access to special programs and promotions. As you reach the different status levels, you will accumulate Elite Loyalty points even faster.

Elite Loyalty points offers you a flexible reward. You decide how you want to redeem them. 1 point = 1\$. Redeem them onto your personal Haventree Bank re-loadable prepaid Visa card or for something from our extensive online catalogue.



STATUS RECOGNITION

THE MORE YOU FUND — THE MORE YOU EARN



Elite Loyalty Points Required	50	1,000	2,500	5,000	10,000
ELITE LOYALTY POINTS EARNED WITH EACH DEAL					
Alternative	100	200	300	400	500
Alternative+	50	100	150	200	250
Level-based pricing for Alternative+ Mortgages*			5 bps rate reduction	10 bps rate reduction	15 bps rate reduction
EXCLUSIVE BENEFITS					
Personalized Reloadable Haventree Bank Visa card	●	●	●	●	●
Access to Elite Portal to track your deals and points real-time	●	●	●	●	●
Access to Seconds+ mortgages	●	●	●	●	●
Exclusive promotional offers		●	●	●	●
Access to rental program — RPM 85		●	●	●	●
Shareable digital badge to use in your email and website brochures			●	●	●
Spotlight on Social Media				●	●
Invitation to social/golf events throughout the year				●	●
Invitation to participate in Annual Broker Advisory Counsel				●	●
Invitation to select industry events					●
Paid registration for the MPC National Conference					●

Broker eligibility

The total points you earn in 2020 will determine your status for 2021.

Building your status

Access the next level of benefits as soon as the status is achieved by reaching the minimum of points.

Broker Pooling

Brokers who choose to pool must indicate their submission broker on each eligible deal. Refer to the Pooling section in the terms and conditions for more information.

To learn more about the Elite Loyalty program, contact your Business Development Manager.



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02/10/2022 - Elite Program



Haventree Bank

Elite Loyalty Program

Home Systems Warranty

Included at no charge.

Need
to make
a claim?

1.866.217.5993

(24/7 Claim Service)

At Haventree Bank, we're committed to making homeownership as easy as possible for you. That is why we have arranged the option to receive complimentary coverage under the Encompass® Home System Warranty Program.

Whether you are moving to a new home, transferring or renewing an existing mortgage, unexpected repair costs are never welcome. With the Encompass Home System Warranty Program you will receive these benefits¹:

Claims.

- Up to \$10,000/year in system repairs
- \$50 consultation fee per incident
- Parts & labour, emergency overtime, after-hour charges are covered

Eligible Systems.

- Central Heating and Air Conditioning
- Electrical Systems
- Water Heater / Water Softener
- Plumbing

Program Fee.

- No program fee
- You may cancel your participation at any time

24/7 Claim Service

Fast And Easy Repairs

All Homes Eligible (Excluding commercial properties & multi-units)

FREE for
the term of
the Mortgage.

To learn more:

encompasshomeservice.com/Haventree/

helpme@encompasshomeservice.com



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PO Box 1160 Station TD, Toronto, ON M5K 1P2

02/08/2022 - HomeWarranty(AllProvinces)



Home Systems Warranty

Frequent Asked Questions

Shortly after your mortgage closes or renews, you will receive your personal coverage document which provides a complete description of the benefits of the Program. Please read it carefully and keep it in a safe place for future reference.

FREE for
the term of
the Mortgage.

© Registered trademark of Encompass Home Service Corp.

¹ This Program is available to residents in all provinces across Canada. For residents in British Columbia, Alberta and Saskatchewan, AWN Insurance is the insurance agent. They will issue your home warranty insurance policy and answer any questions you may have. The underwriter is Starr Insurance and Reinsurance Limited. For all other provinces, this Program is provided by Encompass Home Service Corp. The information in this document is only an outline of the coverages available and is not intended to be a legally binding agreement. For exact terms, conditions, limitations, exclusions and extensions, please refer to your personal coverage document.

To learn more:

[encompasshomeservice.com/
Haventree/](https://encompasshomeservice.com/Haventree/)

helpme@encompasshomeservice.com



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02/08/2022 - HomeWarranty(AllProvinces)

Q When can I start using the services?

A Your coverage will begin on your mortgage closing date, provided you enroll in the Encompass Home System Warranty Program when you sign your Haventree Bank mortgage commitment or renewal documents.

Q Do I need to have my home inspected to qualify?

A No. Haventree Bank clients are able to participate in the Program on a pre-approved basis. No inspection is required, although it is a requirement that all home systems are in working order at the time of mortgage closing or maturity (in the case of a renewal).

Q Do I pay for the repair services myself and then get reimbursed?

A No. You'll pay only the \$50 consultation fee.

Q What kind of services are included?

A **Central Heating & Air Conditioning** All electrical and mechanical parts, including gas, oil and central electric heating systems, gas or electric fireplace inserts, space heaters and baseboard heaters affixed to walls, central or permanently installed air conditioners (not window-installed units), heat and circulating pumps; and for condominiums we cover all parts of the fan coil unit located within the condo unit.

Electrical System All switches, circuits, breaker panels and fuse boxes.

Water Heater + Water Softener All parts, including the water heater tank, burner, all valves, electric fittings and other mechanical parts (rental units not covered).

Plumbing Any water, gas, drain, vent or waste pipe that is blocked, leaking or broken (excluding toilets, clogged sinks, and leaks from taps, showers or tub controls). Limitations may apply if the source of the problem is outside your home; e.g. a cracked sewer main.

Q What kinds of services are not included?

A This Program is designed to provide repair services for spontaneous breakdowns of your home's systems. It does not include services for problems where the underlying cause is:

- Rust or corrosion;
- An external factor including natural events, electrical events and/or caused by a person;
- Failure to perform normal maintenance as specified by the manufacturer;
- Improper installation, improper use, improper construction, alteration, modification, addition to or deletion from any home system or used in a manner other than as approved or recommended by the manufacturer;
- Inadequacy or lack of capacity of any item;
- Freezing or heating of a plumbing system;
- Structural defects, latent defects and/or asbestos, lead or the disposal of refrigerants, contaminants or other hazardous materials;
- Any dishonest act;
- Violations of building codes or by-laws.

We also don't cover any consequential loss or damage, or anything else that is already covered by your home-owner's insurance policy. If you live in a condo, we don't cover loss or damage to or from other condo units or common areas, or any other loss or damage that is the responsibility of your condominium corporation.





A little extra MORTGAGE SECURITY is never a bad thing when your client has lost their job

LIFE IS CRAZY, AND WE GET THAT.

No one has a magic crystal ball that tells us what the future holds and we know that unplanned events - like a job loss - can leave a person feeling uncertain and not sure where to turn.

WHAT DOES THE NEXTJOB PROGRAM OFFER?

NextJob offers the tools, support, and expertise of a top-tier, professional employment services agency, giving clients access to:

- A personal employment coach
- Conducting an effective job search targeted to their strengths and skills and fields of interest
- Assistance in creating an impactful resume and cover letter that hiring managers want to read
- A customised job search plan
- Expert interview training
- Weekly workshops focused on every aspect of the job search
- How to build online profiles on social media platforms that work for them by showcasing their experience

OFFER YOUR CLIENTS A MORTGAGE PRODUCT THAT COVERS EVERYTHING THEY NEED, NO MATTER WHAT HAPPENS

Learn more about Haventree Bank's NextJob Program and how we work with NextJob by contacting your Business Development Manager.

*Subject to approval. Conditions may apply.

Haventree Bank's NEXTJOB Program takes some of the weight off your clients' shoulders

WE'RE HERE TO HELP YOUR CLIENTS WHEN THEY NEED IT MOST

While there's never a good time to be out of work, your clients have a definite advantage with a Haventree Bank mortgage. Haventree Bank provides a unique offering that no other mortgage lender offers; financial professionals who genuinely care, and provide a fantastic service to help your client stay in their home.

So we've created a unique program just for our clients who may need that extra helping hand. That means we'll do everything we can to help them get through this challenging time.

OUR NEXTJOB PROGRAM CAN HELP WITH YOUR CLIENT'S MORTGAGE PAYMENTS!

Our NextJob program works with eligible homeowners who may be struggling with their mortgage payments due to unexpected job loss. We can defer their mortgage payments and avoid foreclosure for the time they are out of work and in the NextJob program (Up to 4 months)*.

IS THERE A FEE?

Yes, but we defer that cost as well. The fee for the program is capitalized into their mortgage payments once they start up again.

WHO IS NEXTJOB?

NextJob provides high quality, one-on-one job coaching and multimedia online learning that is highly effective, accountable and affordable to help all job seekers land jobs and avoid the many impacts of unemployment. With the professional services offered, job seekers can improve their ability to find employment by 60%.



**Haventree
Bank**

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Instagram: [@haventreebank](https://www.instagram.com/haventreebank)

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