

Wherever you are in your home-buying journey, we are here to help.



At Marathon Mortgage, we work closely with our clients to understand your mortgage financing needs. With a customer-first approach, timely service and highly competitive mortgage rates for our suite of products, you're at home with our friendly, knowledgeable team.

Our dedicated customer service department is

committed to providing an exceptional consumer experience. With Marathon, you can expect professional, transparent service; we are your trusted financial partners who will explain the entire process and provide sound mortgage advice – straight up.

Finding mortgage solutions that work for you.

We work hard to provide practical opportunities for each of our clients. It's our job to help you find the right mortgage fit and find solutions that meet your needs. Here are just some of the ways we can help:

- ✓ Refinancing – great rates & options that save you money.
- ✓ First-time home buyers – unlocking doors and creating possibilities.
- ✓ Purchasing rental/income properties – with an 'owner-occupied' multi-unit program.
- ✓ Self-employed? We find solutions that work as hard as you do.
- ✓ Want to switch your mortgage? We offer impressive transfer incentives!



In a hurry to get moving?

We understand that timing is everything when it comes to refinancing or purchasing a home, condo, or rental property. That is why we offer quick turnaround service for our borrowers – without compromising quality.

We are coast to coast across this great country, and we are proudly *going the distance* for our clients to provide mortgage lending excellence. For our new and existing clients, we thank you for putting your trust in us. We love what we do, and we are committed to being your trusted mortgage partners.

Tel: 416-603-6060
Toll Free: 1-855-503-6060
Email: info@marathonmortgage.ca
www.marathonmortgage.ca

Purchase Plus Improvements



Overview:

The Purchase plus Improvements and Refinance plus Improvements product provides home buyers/owners with the opportunity to make improvements to their home by borrowing against the increased value of the property. The cost of improvements (and hence the increase in market value) is limited to the lesser of 10% of the 'Improved Value' or \$40,000



Improved Value:

- Defined as the market value of the property after completion of the improvements that increase the value of the property
- For insured mortgages, the improved value should be less than \$1,000,000.
- Full appraisal required AS IS and estimate value on completion
- Final inspection required
- One time advanced, held with the lawyer in trust until completion
- Improvement must be completed by a licensed contractor
- Must be closed by a solicitor



Eligible:

- Fixed Rate
- Purchase
- One time advanced, held with the lawyer in trust until completion
- Improvement must be completed by a licensed Insured contractor
- Work must be completed within 90days
- Improvement quotes are required up front with submission



Ineligible:

- ARM is available only after the mortgage is completely advanced.
- Cashback option with any fixed rate term
- Insured Refinance
- Rental properties Recreation



Insured:

- Purchase 95% (1 & 2 units)
- Purchase 90% (3 & 4 units)



Amortization Insured:

- Maximum of 25 years

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All listed above is subject to change without notice.



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Second Home Product



Second Home Product

- Available on: Purchases, Purchase + Improvements, Switches.
- Minimum credit score 601
- GDS/TDS 39/44
- Single Unit Properties, Owner Occupied OR occupied by immediate family (father, mother, child, brother, sister, grandparent, legal guardian, or legal dependent), on a rent-free basis.
- Maximum purchase price/lending value for insured deals must be less than \$1 million.
- **Ineligible:** Rentals, Recreational Properties [ie Cottages], Refinances, Temporary Residents.
- A rate premium may apply on select second home products.

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6-Month-Term


- Minimum Mortgage Amount \$100,000.00
- Insured/Insurable All LTVs
- 6-month term – Purchases and Switch/Transfers Only
- Broker receives additional compensation when client renews into a 3yr term or greater
- If a client wishes to renew into a term of 3 years or greater, we will waive the 1% deferred fee.
- Client may renew early into a fixed term before maturity – they will not be subject to the deferred fee.
- Rate hold period – we will allow a 90-day rate hold for this product.
- Rate drop policy – 1 time rate drop permitted but we must be informed in writing no less than 10 days prior to closing/funding date.
- *Insurance premium is required on all LTVs (even 80% LTV or below)*

More buying power!

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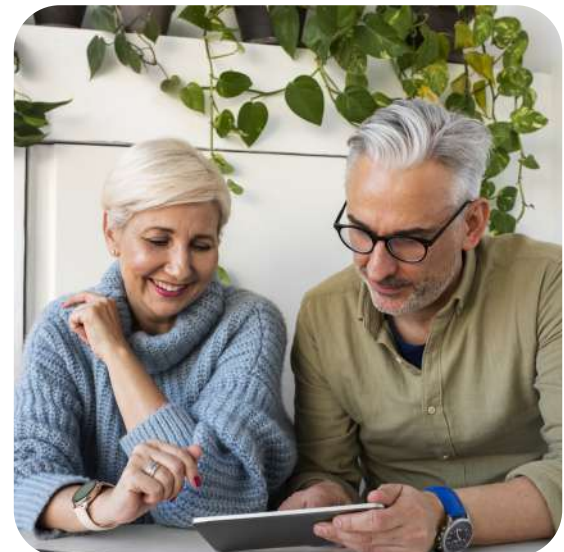


Switch/Transfers



- Minimum Mortgage Amount \$100,000
- Minimum Amortization 17.5 years
- MMC Allows up to \$3000 of fees to be capitalized into the new mortgage
- Terms Available 5, 10 year fixed (5 year ARM available)
- Lending Area: BC, AB, SK, MB, ON, NB, NL, NS & PE

- Please note that the FCT fees are inclusive of registration fees, funding, obtaining copy of mortgage being transferred, applicable taxes and title insurance policy for the Lender. "Covered by Marathon" (conditions may apply).
- Appraisals can be ordered direct by broker via the Sagen Approved Appraisal list.
- If an appraisal is required, please email a copy of the paid appraisal invoice to accountspayable@marathonmortgage.ca. MMC will reimburse the customer only up to \$300.00 2-3 business days after funding via EFT to client's account.
- All documents must be received 21 business days prior to closing.
- For amortizations less than 17.5 years a premium will apply.



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Low Doc Advantage (BFS)



- [Sagen/Canada Guaranty program only](#)
- 90% LTV for purchases
- Maximum of 25 years Amortization
- Minimum credit score of 650 for > 80% LTV
- Minimum credit score of 620 for 60.01%-80% LTV
- Minimum credit score of 600 for < 60% LTV
- GDS/TDS 39/44



- Must be self-employed for a minimum of 2 years, unable to provide traditional income confirmation.
- Confirmation of BFS or professional status and the most recent copy of the NOA confirming no tax arrears
- One piece of third party documentation evidencing a minimum of 2 full years self-employment.
- Down Payment and Closing Costs

- Remainder can be gifted from immediate family members but not borrowed.
- Minimum 5% of the purchase price must be confirmed from borrower's own resources without recourse to borrowing to cover closing costs

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Conventional Uninsurable



Transaction Type:

- Purchases
- Refinances
- *Owner Occupied properties only*
- **Minimum Credit Score:** 680
- **GDS/TDS:** 39/44
- Terms available: 5yr fixed, 5yr ARM
- Minimum SQFT 850 (lower sq. footage for condos available)



Amortization:

- Min. 12 years. Max. 30 years
- For LOWER amortizations a premium will apply on an exception basis only
- **LTV:** 80%
- **Maximum Mortgage:** \$1,500,000
- **Minimum Mortgage:** \$100,000



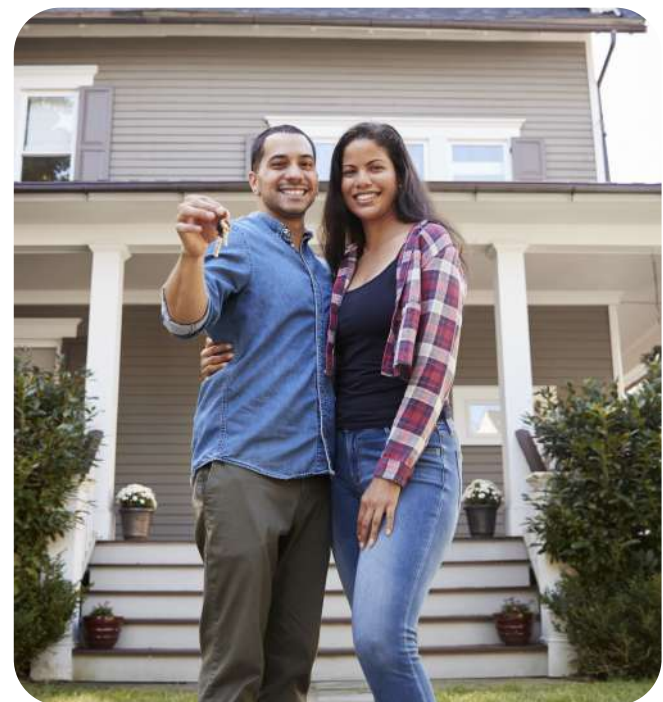
Rate Hold Options:

- 60-day quick close rate available
- 90-day rate hold
- 120-day rate hold
- Rate Buy Down: No max buy-down on all our terms



Sliding Scale:

- 80% of the first \$1,500,000.00 and 50% of the remaining balance - GVA and GTA
- 80% of the first \$1,000,000.00 and 50% of the remaining balance - Major Urban Centres
- 80% of the first \$750,000.00 and 50% of the remaining balance - Urban Centres
- 80% of the first \$500,000.00 and 50% of the remaining balance - Non-Urban and Rest of Canada



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Insured / Insurable



- Available for purchase, switch/transfer, ports, owner occupied principal residence, max LTV 95%
- Minimum amortization 17.5 years (For amortizations less than 17.5 years a premium will apply)
- Prepayment of 15% increase to monthly payment and 15% lump sums (min of \$100, 3 times per calendar year)
- Condo: Greater than 440 SQ FT in GVA & GTA, all other major Urban areas is greater than 600 SQ FT
- Appraisal: Ordered from approved Sagen appraisal company (if required)
- Rate drop policy – 1 time rate drop permitted but we must be informed in writing no less than 10 days prior to closing/funding date.



Must follow insurers guidelines:

- Maximum Property Value: \$1.5 million for high ratio FTTHB
- Minimum Loan Purchase: \$100,000
- Minimum Loan Switch/transfers: \$100,000



Minimum Credit Requirements:

- Minimum 601 credit score
- Minimum 2 active trades (1 trade must be with a major financial institution)
- Bureau(s) cannot be older than 30 day prior to submission
- GDS/TDS: 39%/44%

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Highlights of *Marathon Mortgage*

COMPETITIVE RATES and GREAT COMPENSATION!!!!

Support Documents Upfront (required)

- ❖ Minimum beacon score on insurable deals is 601 with a GDS/TDS of 39/44
- ❖ Appraisals (if required) by any Sagen approved appraiser
- ❖ No maximum rate buy-down. This includes our promo rates
- ❖ No minimum volume requirement
- ❖ Marathon will cover the FCT Fees charged on Standard and Collateral Switches.
- ❖ Capitalize up to \$3000 of transaction cost into the mortgage for switch/transfers
- ❖ Up to 30-year amortizations are available on refinancing without increased rates
- ❖ Minimal restrictions on lending area for insured deals
- ❖ Blend and extend options for existing clients
- ❖ Use of 100% of maternity leave income up to 18 months with a return to work confirmation
- ❖ 100% of CCB used for children 15 and under (cannot be more than 30% of total income used to qualify)