



AMERICAN  
PACIFIC  
MORTGAGE

Ready to  
*buy a home*  
but not quite  
**MORTGAGE-READY?**

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Are you caught between renting and buying?  
**We have a solution for you.**



**LINKLOAN**

Discover how we are linking homebuyers to  
a special program to bring people home



# A *new* approach for home buyers

**Are you ready to buy a home but having trouble qualifying under traditional FHA or conventional mortgage guidelines?**

We have a solution to help you find your perfect home and start reaping the rewards of homeownership today.

APM offers an FHA program in partnership with Trio that provides **more flexibility** on income and assets guidelines, allowing you to **enjoy the benefits of homeownership** with an seller financing agreement.

This is a new approach for home buyers who do not fit the mold for conventional financing BUT desire to get on the path to homeownership.



**NOT** your  
*everyday*  
mortgage loan





# Who is this program a *good fit* for?

## Great question!

We like to say that this loan is a great fit for people that nearly qualified for traditional financing but something just didn't quite work.

Here are some examples of borrowers that might find the LINK Loan a perfect fit:

-  Self-employed and don't show enough income on tax returns or don't have the required two-year history.
-  1099 contractors, gig workers with multiple 1099's, and potentially some gaps in employment.
-  New job without prior work history
-  Those lacking a consistent job history, have changed from w-2 to 1099, or are self-employed and lack a two-year history.

-  College graduates with student loans that are inhibiting their ability to qualify for the home they want, or at the price they want.
-  ITIN/DACA borrowers that don't meet traditional financing requirements.
-  Relocating to a new job and no job seasoning with student loan debt.
-  Those having trouble qualifying for a mortgage due to past credit challenges, including foreclosure, bankruptcy, tax liens, or collections.



# Overcoming Borrower Challenges

Here are a few examples of how the Link loan by Trio has put families into homes:



A

## A family relocating with a new job and no time on the job, and student loan debt:

- Qualifying Challenge: 2 full-time jobs with less than a year on the job & \$100k student loan burden
- Income = \$145k
- Credit = 680
- Did not qualify for a traditional loan
- LinkLoan approved for \$425,000

B

## A self-employed borrower with student loan debt:

- Qualifying Challenges: Self-employed plus \$200k in student loan debt
- Credit = 673
- Income = \$124,000 household income
- Qualified for traditional loan but only at \$275,000
- LinkLoan approved for \$400,000

C

## A first-time home buyer with ITIN tax status

- Qualifying Challenge: ITIN status
- Credit = 655
- Income = \$94,000 household income
- Did not qualify for a traditional loan
- LinkLoan approved for \$335,000

# So, how does this program *work?*

- 1 Apply for a mortgage with an APM loan advisor. If you don't qualify for a traditional mortgage, your loan advisor will take the steps to get you approved through Trio for the Link Loan.
- 2 Once pre-approved from Trio for the Link loan, shop for a home with your real estate agent. Get ready to make an offer on the home.
- 3 APM works through Trio to assign the Purchase contract to a government entity while APM completes an FHA loan for the entity.
- 4 You'll need to provide a down payment, typically around 3.5% of the home price, though could be higher depending on loan amount and credit.
- 5 You enter into an Financing Agreement with Trio. This is a 40-year agreement that you can maintain, or refi/sell out of at any time after the first three years without prepayment penalty.
- 6 You make monthly payments based on your seller financing agreement with Trio, and the servicer will handle the payments on the FHA loan with the government entity.
- 7 Enjoy the benefits of living in and personalizing your home, with the ability to sell and/or keep any equity you've earned.
- 8 You can continue to work with your loan advisor to become mortgage ready and eventually qualify for traditional financing. This puts you on the path to becoming the sole owner of your property.



# What are the *qualifications?*



Property Eligibility: Single-family homes, condos and townhomes are all eligible.



Income: All income will be reviewed and verified; no income limits or seasoning required.



Rental History: A 12-month on-time rental payment must be verified.



Insurance Requirements: Payment protection and renter's insurance are required and will be part of the monthly payment. An annual home warranty will also be required.



Owner-Occupied: The property you are buying must be occupied as your primary residence and cannot be a rental.



Your financing agreement with TRIO contains a 3-year prepay restriction. After 3 years you can sell or refinance without any penalties.



Credit Requirements: A minimum credit score of 600, or 660 if self-employed and 700 for high balance.



Property Condition: A home inspection will be required on all properties and any notable repairs must be completed prior to closing.



Debt-to-Income: Max 38% payment-to-income.

# How do I obtain sole *ownership* of the property?

- A* Customers may choose to assume the original FHA loan that accompanied their financing agreement, or can choose another refinance option. Keep in mind any payoff of the seller financing agreement within the first 3-years will include a prepayment penalty.
- B* Customers may obtain sole ownership of the property at the maturity of the Trio 40-year seller financing agreement or when the LINK loan is paid in full.
- C* After the initial 3 years of your LINK loan, you have the freedom to sell or refinance the property without any penalties. You keep any earned equity.



Ready to learn how to purchase a home  
with non-traditional financing?

*We've got you covered!*

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With LINK Loan, we're linking homebuyers  
and home solutions to bring people home.

Learn more at:  
[apmortgage.com/linkloan](https://apmortgage.com/linkloan)





## About APM

As a company, we embrace the concept of homeownership with enthusiasm and optimism for housing in America. Every employee at American Pacific Mortgage takes personal ownership in *Creating Experiences That Matter™* for our customers and consumers. Every transaction represents a family, a home, and a life decision—we understand and value that our participation is a privilege and that our job is to delight everyone involved in the loan process.



LINK Loan by Trio, in partnership with APM



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