



# Seamless Successful Partnerships

 NewRez

[newrez.com](https://www.newrez.com)

# NewRez has been building successful Joint Venture partnerships for over 30 years.

NewRez brings an industry, leading track record and level of expertise to the formation of compliant and profitable Joint Ventures. With a management team that has extensive experience in launching joint ventures, NewRez is the preferred partner for those looking to expand their mortgage lending reach while minimizing capital requirements.

With the acquisition of Shelter Mortgage Company in 2014, NewRez gained over 30 years of experience in creating successful and profitable Joint Ventures. Shelter's best in class solutions were seamlessly folded into the NewRez organization to create an even more powerful Joint Venture partnership program.



**NewRez has been a breath of fresh air. They have the systems, back office, and products for our loan officers to shine, while maximizing our profits.**

**Mike Pappas**  
CEO, The Keyes Company



**We're proud to be part of the New Residential family, backed by over \$6 billion in market capital.**

NewRez has been a member of the Shellpoint Partners family of companies since 2011. As we continue to expand our reach and seek new opportunities, we are proud to announce that NewRez is now part of New Residential Investment Corporation (NRZ) - a leading capital provider to the mortgage industry.

## CAPITALIZE ON OPPORTUNITY

**A Joint Venture with NewRez involves:**

**49**

states served  
(and DC)

**15**

active partnerships

Licenses in 49 states and DC,  
and HUD-approved

Expertise in compliance in all state  
and federal regulatory guidelines

Professional marketing support for lead  
generation and brand recognition

Progressive technology to enhance  
the consumer experience

Recruitment of top mortgage  
professionals within your local market

Established protocols to reduce risks and  
extra costs associated with a start-up

Experienced management team always  
accessible to address any concern



# The Perfect Loan for Every Borrower.

Along with the full spectrum of government loans, NewRez offers a unique portfolio of products to meet the diverse needs of your clients.

## Jumbo Series and Agency Products

### Industry Leading Jumbo Loans

There's no need to turn away qualified jumbo borrowers simply because they don't meet the criteria for conventional loans. We have a choice of jumbo loan options that you can offer to borrowers with complete confidence.

### Fannie Mae & Freddie Mac

As a direct seller/servicer to Fannie Mae and Freddie Mac, NewRez offers competitive pricing, expanded guidelines, and a seamless process — from application to funding. Our portfolio includes Conventional, HomePossible, and HomeReady loans.

## SMART Series (Non-QM)

With these "niche" loans at your disposal, you can attract more borrowers. They are designed for buyers seeking a loan with specific characteristics not available in Qualified Mortgage (QM) loan products.

**SmartSelf** simplifies the qualifying and approval process for self-employed borrowers. Financing of up to \$3 million is available — with no tax returns required.

**SmartEdge** is an alternative jumbo mortgage that allows buyers who don't fit into traditional mortgage guidelines to finance or refinance a new home, second home, or investment property.

**SmartTrac** offers a second chance to homebuyers with negative credit — including bankruptcy and short sale — with just a 12-month waiting period.

**SmartVest** is designed for experienced real estate investors with multiple financed properties and complex finances. It offers flexible guidelines and interest-only options.

**SmartCondo** is designed for borrowers seeking flexible financing options for condominium properties that don't meet agency guidelines.

**SmartFunds** is designed for strong credit qualifying borrowers that permits the use of asset statements to support their ability to repay for qualification purposes.

From launch onward, NewRez provides support for all aspects of your business.



Compliance and Legal



Human Resources



Technology



Marketing and Social Media



Operations



Management and Training

# EMPOWERING YOUR SUCCESS

We use cutting-edge technology to help you build business.

Full digital portal to reduce manual work

Customizable platforms to meet both partner and client expectations

Tools to support customer service and enhance the buyer experience

Helps to increase volume, conversion rate, and market share

# How Do We Do It?

Our compliant, established procedures mitigate risks and get you quickly on the road to greater profits.



Our operational structure uses an established “toolbox” for rapid, compliant, and efficient deployment.



We have a broad range of products and programs to qualify more borrowers and expand your buyer base.



Origination and processing focus on borrower-loan officer relationship to increase transparency and close loans quickly.

## The best partnerships are built from the best people.

Our dedicated and forward-thinking management team stays closely involved in all aspects of the Joint Venture. You’ll work together with NewRez to recruit and retain top mortgage professionals within your local market. We will onboard and train the initial teams using established procedures. We create both Standalone and Consortium Ventures that strictly adhere to all requirements.



We partnered with NewRez because they are knowledgeable, reputable, responsive, and proven. The partnership lets us focus on our core business while providing our clients with an array of loan products, competitive rates and guidelines, and a smooth transaction. NewRez has been a reliable partner that has delivered results.



**Michael C Scarafile**  
President, Carolina One  
Real Estate Services

# Your Timeline to Profitability.

Our high level launch plan entails:

2-4 weeks

## Establish Legal Identity

### Required to Start

- Execute Operating Agreement
- Legal name established

### Company Set-Up

- Open bank account
- Obtain TIN/EIN
- Register with state(s)
- Fund Entity
- Main office lease

45-60 days

## Prepare for and File Domicile State

### Begins after Funding

- Establish payroll company
- Audited financials
- Gather documents for state app.
- Add to warehouse lines

- Purchase/transfer website
- Required signage
- Qualified Individual employed by JV
- NMLS Company #
- Domicile State Application

30-90 days

## File Applications (HUD & State)

### Additional Approvals

- VA
- Rural Housing/USDA
- State/county/local housing authorities
- Brokered out investors

### Additional Applications

- Other States
- HUD
- MERS

## Prepare for Originations

Set “go live” date

### System Set-ups/Transfers

- Pricing/Fees
- Documents
- Appraisers & Title
- Credit vendor
- MI companies

### Other Tasks

- Determine affiliates
- Execute other legal agreements
- Marketing & Rebranding

30-60 days prior to going live\*

## Transfer Originations to JV

- Branches (leases & license transfers)
- HR Internal Transfers (Comp Agreements & Transfer Letters)
- MLO licensing and sponsorship
- Email and IT account transfers
- Execute Rebranding for LOs and Offices

\*These steps and timeline are dependent upon individual state licensing.



# The NewRez Mission

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Exceed the expectations, of our residential mortgage borrowers and business partners through superior service, simple processes, and effective communications.

## We deliver on this mission:

- By empowering our employees
- By encouraging and recognizing superior performance and innovative solutions
- By promoting teamwork and divisional cooperation

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