

CMB Lender List

Updated May 4, 2017

Do you want to process your deal with help, or get the entire deal processed for you ?

<p style="text-align: center;"><u>Mortgage Agent / Broker Processed</u></p> <p>The CMB Broker / Agent processes their own deal and is paid at their Net Commission Rate. Help from your manager is available without any additional fees or commission splits. Use CMB Deal Review</p>	<p style="text-align: center;"><u>Mortgage Brokerage Processed</u></p> <p>CMB Approval Centre will process your deal. Commission split 40% CMB Agent / 40% CMB Approval Centre / 20% CMB. Use MortgageConnector.ca</p>
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Do you want to use the CMB sponsored lenders or have a direct contract ?

<p style="text-align: center;"><u>Sponsored Lenders</u></p> <p>Sponsored Lenders are pooled under Victor Simone and your commissions are higher as a result. You can submit using CMB Sponsorship. Participants : Agent Victor Simone, Submission Agent Victor Simone, co-agent = YOU B2B, CMLS, Equitable, Home Trust, Street, Xceed, Manulife. CMB Agent / Broker paid at their net commission rate</p>	<p style="text-align: center;"><u>Unsponsored Lenders</u></p> <p>You will need a direct contract to submit to these lenders and maintain sales volumes, etc. Lenders available through CMB Approval Centre Participants : Agent = YOU Bridgewater, Duca, First National, MCAP, TD Meridian, National Bank, Scotia, RMG, CMB Agent / Broker paid at their net commission rate</p>
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Warnings

- 1- Get the income confirmations prior to submitting to any lenders, to keep good closing ratios.
- 2- Put your name and contact information in the notes of your submission.
- 3- A rate buydown below the prescribed rates shown on the CMB Lender List, will result in a minimum CMB deduction of \$ 625, from the gross agent commissions.

Bulletin Winners : Lowest Bulletin Rates Without Buydowns (Residential)

Term	Lender	Commission	Rate
1year	CMLS	73 upfront	2.49 % I
2year	CMLS	73 upfront	2.49 % I
3year	Xceed Xtra Green	100 bps	2.29 % I
4year	CMLS Upfront	83 upfront	2.54 % I
5year	CMLS Upfront	110 bps	2.59 % I
	Home Trust 60DayQC	80 bps + Bonus	2.79% I
	ManulifeSelect 60dayQC	105 bps + 25 bps Bonus	2.49% I
	Xceed Xtra Green	125 bps	2.64% I
	Xceed Simplicity	80 bps	2.49% I
10year	B2B	125 bps	3.84% C
3yrVRM	CMLS	83 upfront	2.90 % I
5 yr VRM	CMLS 120 Day QC	110 bps Upfront	2.05 % I
	Home Trust	80 bps + Bonus	2.35%
	ManulifeSelect 60dayQC	105 bps + 25 bps Bonus	2.05% I

CMB Competitor Series

CMB Premier : Best Rates for Fully Qualified Income & Beacon (Residential) Closed Variable (VRM) Closed 1 to 10 years							
Financial Institution	Term						
	3yrVRM/ bps	5yrVRM/ bps	1 Yr /bps	2 Yr /bps	3 Yr /bps	5 Yr /bps	10 Yr /bps
Sponsored							
B2B (C = Conventional)	2.55/50	2.60/70	2.94/30	2.64/45	2.64/60	3.04/80	3.84/125
CMLS Upfront LTV>80%	2.90/83	2.05/110	2.49/73	2.49/73	2.54/83	2.59/110	5.09/143
Home Trust Accelerator	+Bonus	2.35/80+	2.69/50	2.14/50	2.59/60	2.84/80+	
Manulife Select LTV>	80.01%	2.35/105+	+25bps			2.54/105+	+25bps
ManulifeOne (Conv.)		3.20/75-90				2.64/75-90	
Street CEO LTV > 80.01%		2.15/80	2.59/50	2.59/50	2.59/60	2.59/80	
Xceed Xtra Green LTV>	80.01%	Open-->	6.25/20		2.29/100	2.64/125	
Xceed Simplicity						2.49/80	
CMB BULK Mortgage Rate							
Xceed Xtra Green LTV >	80.01%	Open -->	6.25/20		2.29/100	2.64/125	
Xceed Simplicity						2.49/80	
Xceed Buy Down*						LTV >80.01%	
Xceed Xtra Green (+400k)					2.16/67.50	2.49/66.32	
Xceed Xtra Green (+500k)					2.11/55.00	2.41/50.02	
Xceed Xtra Green (+600k)					2.06/42.50	2.39/43.50	
Xceed Buy Down*						Any LTV	
Xceed Simplicity (+400k)						2.45/64.39	
Xceed Simplicity (+500k)						2.40/48.78	
Xceed Simplicity (+600k)						2.38/42.54	
CMB Quick Close							
Easy Money 2 – 10 Days		5 YrVRM	1 Yr	2 Yr	3 Yr	5 Yr	
Home Trust Classic		N/A	3.59%+	3.59%+	3.59%+	3.99%+	
10 – 30 Days							
Home Trust Accelerator						2.79% I	
XceedSimplicity-No Frills						2.54% I	
Xceed Xtra Green					2.39% I	2.69% I	

*CMB Buydowns or Xceed Buydowns – A Buydown is when an agent drops the interest rate using their commission. Moreover, the lower rate to the client means a lower commission to the agent. When the rate and buydown goes below the buydown limits on this CMB Lender List, then CMB will deduct a Minimum of \$ 625 from your gross commission. The goal is to earn approx. \$ 2,500 gross commission on a 5 year deal, after the buydown.

CMB Competitor Series & CMB Specialty Line Series - Unpublished Rates

**CMB Entrepreneur : Best Rates for Business Stated Income & High Beacon (Residential)
Closed, Closed Variable (VRM) to 5 years**

Financial Institution	Term					
	5yr VRM /bps	1 Yr /bps	2 Yr/bps	3 Yr/bps	4 Yr/bps	5 Yr/bps
Sponsored						
CMLS ALTA LTV>80%LTV	2.10/110	2.54/73	2.54/73	2.59/83	2.59/83	2.64/110
Street CEO LTV > 80.01%	2.30/80	2.74/50	2.74/50	2.74/60	2.74/60	2.74/80
B2B (50%, 65%,80% LTV)	2.60/70	2.94/30	2.64/45	2.64/60	2.74/70	2.89-3.04/80
Home Trust (+Bonus)	2.35/80+	2.69/50	2.14/50	2.59/60	2.74/60	2.84/80+
ManulifeOne SBO (Conv.)	3.40/75-90					3.09/75-90
ManuOne Investment Prop.	3.40/75-90					3.09/75-90
CMB PremierLine One Qualified (LTV)						
B2B HELOC	3.50/50	3.20/50				
CMB 60 Freedom						
CHIP Bank (LTV40%)	4.99/	5.24/		5.39/		5.59/
CMB JUMBO 1 Million Plus	Rates Coming					
Equitable 1-1.5Mil 80% LTV 1.5 – 2.0Mil 75% LTV 2.0 – 2.5Mil 70% LTV						
Manulife Select 1 Mil 80%LTV 2 – 3 Mil Reduced LTV						
Lanyard 1-5 mil						

CMB Achiever Series – Unpublished Rates

CMB Easy Money 1st Mortgage 75-90 LTV: Flexible Approvals for Hard to Approve Residential Closed, 5 yr Closed Variable (VRM) 1 to 5 years

Financial Institution	Term					
	5 VRM/bps	1 Yr /bps	2 Yr/bps	3 Yr/bps	4 Yr/bps	5 Yr/bps
CMB 90 % LTV						
Home Trust Classic Bundle		4.99/50				
IC Savings (GTAON)						
CMB 85 % LTV						

Community Trust		Interest Only				
Equitable Bank						
Home Trust Classic Bundle		4.29-4.69/50				
IC Savings Bundle (ON)		4.49/50	4.65/60	4.79/80		
Optimum Bundle		4.99/50	5.29/50	5.49/75		
CMB 80 % LTV & CMB 75% LTV						
Community Trust						
Effort Trust		tbd/110bps	tbd/110bps	tbd/110bps		
Equitable Bank						
Equity Financial Trust						
Ganaraska Financial CU(E-ON)						
Home Trust Classic ACE		3.59%/50	3.59/50NF	3.79/75NF		3.99/100NF
IC Savings (Lender 1yr1%/2-5\$825))		4.25/50	4.39/60	4.49/80	4.99/80	4.99/110
Kawthra CU (ON)						
MCAN - Xceed		3.99/				
MCAP Eclipse						
Optimum		3.99/50	4.25/60	4.55/75		
Ukrainian C.U.	3.85	2.95/	2.99/	3.15/	3.25/	3.19/
Your Neighbourhood CU (SW-ON)						
CMB PowerLine Equity (LTV)						
Community Trust (65%)		P +1.00				
Equitable Bank						
Home Trust EL Visa (75%)						
Optimum HOMEWORKS		5.00				

CMB Achiever Series – Unpublished Rates

CMB Easy Money 2nd Mortgage : Flexible Approvals for Hard to Approve (Res.)
Open 1 year; Closed 1 year to 5 years

Financial Institution	Term				
	Open 1 Yr	Closed 1 Yr	2 Yr	3 Yr	5 Yr
Hard Money First & Top-up Seconds (LTV)					
Antrim Inv.(85% BC,AB)					
Atrium MIC (55%)		9.89% +			
BrookStreet (80%)					
Capital Direct (85%)					
Cyr Funding (85%)					

First Swiss (95%)					
Fisgard (75%) BC to ON		7.40% - 12.85%			
Home Ownership Solutions (85%)					
InstaFund (BC, AB)		6.99			
Lanyard (BC,AB,Man,On)		5.35% +			
Private Lenders at CMB(85%)		12.00-18.00			
Mandate Mortgage (85% BC)					
MCOCI (85%)					
MoneyGate MIC (90%)					
Paradigm (85% BC,AB,MAN)					
Paramount MIC (85%ON)					
Pillar MIC (80%ON)					
RiverRock MIC (80%GTA)					
SaveCapital (85%) (All Canada)					
Sinclair Cockburn MIC (85%)					
Spectrum-Canada (90%)					
Tribeca MIC (85%ON)					
V.W.R. Capital (85%)					
Westboro MIC (85%)					

CMB Commercial Series – Unpublished Rates

CMB Competitor ICI : Superior Mortgage Rates Industrial, Commercial, Investment

Financial Institution	Term			
	Type	LTV	Mortgage Amount Range	Mortgage Rate Range
Sponsored Agent Certification Required				
First National, MCAP, CMLS, Laurentian, Great West, Aviva	Apartment/Condo Retail Industrial/Office Retirement/LTC		800k–25 Million	
MCAP, First National	Construction/Mezz			
Farm Credit Canada	Farms, Land	75%		
BDC (Real Estate Secured)	New Businesses			
Sponsored Agent Certification Required				
Harbour, Roynat, Murray & Company,	Apartment/Condo Retail Industrial/Office			

Cameron Stephens	Construction			
Open Sponsored NO Agent Certification Required				
Equitable Bank, IC Savings, Community Trust, Desjardins, Kawartha, YNCU, Effort Trust				

CMB Commercial Series – Unpublished Rates

CMB Acheiver ICI : Non-Bank Flexible Approvals Industrial, Commercial, Investment

Financial Institution	Term			
	Type	LTV	Mortgage Amount Range	Mortgage Rate Range
Sponsored				
Romspen, Timbercreek, Montrose, Atrium / CMCC, Trez Capital	Apartment/Condo Retail Industrial/Office Retirement/LTC			
	Construction/Mezz			
	Farms, Land			
	New Businesses			
Open Sponsored				
Rescon Financial, Owemanco,	Apartment/Condo Retail Industrial/Office			
	Construction			
Sponsored				
Moskowitz, Rose Corporation, Pillar, Carevest, Firm Capital, Foremost Financial, Cove (BC), Lanyard (BC) Largo Capital (USA/Canada) Alison Mortgage (USA)				
Tier 4 – Co-broker / MIC				
First Source				