

**THERE ARE
DEALS TO BE
MADE TODAY**

glasslakeTM
FUNDING

WHO WE ARE.

The name, **Glasslake**, represents the mission to deliver a seamless funding experience similar to a “glass-lake effect”.

We are grounded in connecting through a human-first approach with brokers who we choose to build our difference with.

Most importantly, we are here to serve a small commercial mortgage niche. We also offer simplified residential options, both of which fill a much-needed gap for self-employed and seasoned investor clients.

**YOUR
COMMERCIAL PROS.**



How we take the chop out of the underwriting process to deliver smooth and simple funding:

- **Speed: Quick commitments & Quick Closings**
- **Service: Underwriters Pick Up their Phones (UP-UP)**
- **Options: Multiple qualifying programs**
- **Human-smarts: More intuition & reasonability, less paperwork**
- **Experience: 200+ years of alternative expertise**

WHY WE ARE HERE.

CURRENT MARKET CHALLENGES

Lack of liquidity

Location + property restrictions

Complex underwriting

Dominance of short-term options

Declining small commercial appetite

Fear of commercial deal structuring

Inability to qualify

GLASSLAKE FILLING THE GAP

Ample liquidity to fund your deals

Primary, Secondary + Tertiary markets in BC, ON + AB

Reasonability + logical conditioning

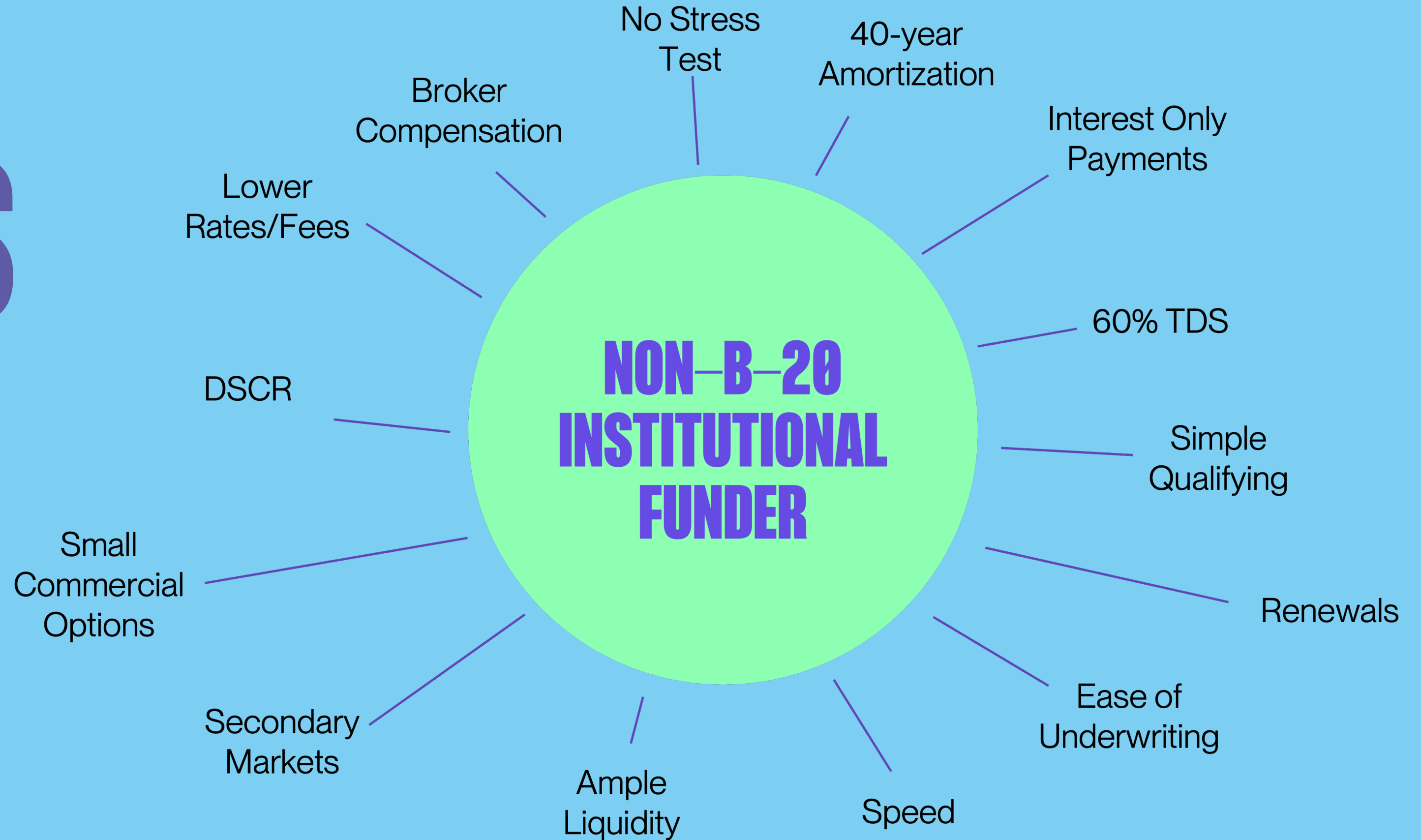
1-7 year term options

Specialty in small commercial

Simplicity using residential underwrite

Multiple qualifying options + programs

WAYS WE WIN.



SMALL COMMERCIAL HEROES

Built for: Seasoned Investor + Self-Employed Clients.

Purchase, refinance, and cash-out transactions offered.

Program	Min Credit	LTV	Loan Amount	Term	Amortization	Qualifications
DSCR	650	Up to 75%	200K - \$5MM++	Up to 5-years	Up to 30 years	Appraisal & market rents DSCR as low as 1.00x
Bank Statement						(12) months bank statements

Property Types:

- Multi-Family: 5 or more residential units, Mixed-Use (MU)
- Converted Single Family Residence: Must be zoned for commercial use.
- Automotive
- Office (May include a medical office with no surgical procedures component)
- Commercial Condos
- Light Industrial (No heavy/dirty manufacturing)
- Retail/Wholesale Store/Strip Center
- Mobile Home Parks (No park-owned trailers or their income will be included in value)
- Warehouse/Self-Storage Facility (traditional self-storage only with no credit to outside storage income)
- Bars/Restaurant
- Daycares

WE PAY OUR BROKERS...
100bps on 1, 2, 3 & 5 years.

GETTIN' DEALS DONE.

Commercial - Refinance for an industrial property in Quesnel, BC.

Deal details:

Location: Quesnel, BC

Property type: Light Industrial Commercial

Loan Type: Commercial

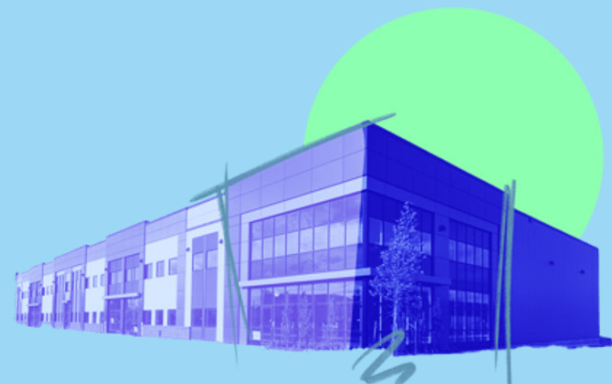
Loan amount: \$887,500

LTV: 60%

Term: 3 years

Amortization: 30 years

Qualifying method: Global DSCR



CHALLENGES VS 'THE GLASSLAKE EFFECT':

Location: Client/Broker applied with multiple lenders but due to the location of the property, (Quesnel, BC has less than 10k population), the deal was outside other lenders location risk appetite. **Glasslake has no boundaries on locations we lend in.**

Term: Clients were self-employed and existing Private lender could only offer another 1-year term.

Glasslake offered a 3-year term for increased payment stability and extended time between requalification and renewal fees.

++ deal was approved within 24 hours & **Finder Fees; 100bps**

KEEPIN' IT RESIDENTIAL.

Built for: Seasoned Investor + Self-Employed Clients.

Purchase, refinance, and cash-out transactions offered.

	Min Credit	LTV	Loan Amount	Term	Amortization	Qualifications
Bank Statement	660	Up to 80%	200K - \$5MM	Up to 5 years	Up to 40 years	(6) months bank statements

Property Types:

- Detached Single family Dwelling (SFD) and 2-4 unit housing (duplex/triplex/4-plex)
- Townhouse, Row Housing, Condos
- Acreage Property (up to 40 acres)
- Rooming House, Student Rentals
- Short term rentals (ie Cottage or Airbnb, ideally with year-round access)

NO STRESS TESTS AT GLASSLAKE

WE PAY OUR BROKERS...

60bps on 1 & 2 years
75bps on 3 years
100bps on 5 years

GETTIN' DEALS DONE.

Residential - Investment purchase in Coldwater, ON.

Deal details:

Location: Coldwater, ON

Property type: Single Family Dwelling

Loan type: Residential

Loan amount: \$869,000

LTV: 75%

Term: 3 years

Amortization: 40 years

Qualifying method: Bank statements



CHALLENGES VS 'THE GLASSLAKE EFFECT':

Higher LTV required

Client needed a higher LTV; where other lenders would only go up to 65% , **we were able to provide an LTV of 75% for the client.**

40-year amortization

Client was only receiving approvals for 30-year amortizations. **We offer amortizations up to 40-years with interest only options available.**

++Finders fee; 75bps.

SUBMISSION CHECKLIST

Tell us the good, the bad, and the ugly info about the deal. Let us handle the rest!

Collateral

- ✓ Refinance or purchase?
- ✓ Residential or Commercial property?
- ✓ What is the address/zoning?
- ✓ Owner occupied or investment property?

Covenant

- ✓ Individual or Company?
- ✓ If self-employed, what business do they have?
What is their gross income?
- ✓ Do they have experience as a landlord?

Credit

- ✓ What is the borrower's credit?
- ✓ Any derogatory marks, or arrears? Explain the story.

Capacity

- ✓ LTV required?
- ✓ Loan amount & value
Purchase: Downpayment – how much & where is it coming from?
Refinance: When was it purchased what was the price?
- ✓ Liquid assets?

LET'S TALK ABOUT RATE

Our rates are competitive with other alternative lenders BUT we don't stress test.
Let's break it down...

Client Profile:
Income: \$200,000
Employment: Self-employed
GDS/TDS: 60/60
FICO: 700
Term: 2 years
Amortization: 35 years
LTV: 70%

Rate Breakdown

Other Lender:
RATE: 5.49% + 2 (STRESS TEST)
AMORTIZATION: 35 YEARS
QUALIFICATION AMOUNT: \$1,326,837

Glasslake Funding:
RATE: 6.49% (NO STRESS TEST)
AMORTIZATION: 35 YEARS
QUALIFICATION AMOUNT: \$1,479,864

The Difference: With no stress test, you qualify for more with Glasslake

LED BY ALTERNATIVE EXPERTS

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A FEW THINGS TO REMEMBER ABOUT US...

1. WE ARE A NON-B20 INSTITUTIONAL FUNDER
2. WE ARE SMALL COMMERCIAL PROS
3. WE ❤️ SECONDARY MARKETS
4. WE COMMIT TO A HUMAN-FIRST APPROACH
5. WE ARE ON A MISSION TO SIMPLIFY THE FUNDING PROCESS

LET'S MAKE A DEAL.



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