



# Why Us? Why Now?

BNY Mellon's extensive experience and customized financing capabilities enable us to meet our borrowers' needs when other lenders cannot. We partner with you and your advisors to deliver a tailored, cost-effective financing solution that optimizes both sides of your balance sheet and supports your overall wealth plan.

## Comprehensive Solutions

Whether helping to purchase a new property or refinance an existing one, our residential mortgage bankers apply deep industry knowledge to recommend a financing strategy that will help you achieve your goals. We offer a comprehensive suite of mortgage programs and flexible payment options—all available for single-family, primary and vacation homes, condos, and co-ops.

## Deep Expertise

As a national portfolio lender, our solutions reflect underwriting expertise that distinguishes us in the marketplace. Unlike most mortgage providers, we have the flexibility to structure innovative financing strategies that maximize cash flow, take advantage of tax opportunities and operate in concert with your long-term goals. These strategies include:

- Ability to take title in trusts and other entities
- Consideration of retirement income for qualification purposes
- No cash-out restrictions for refinances
- Interest-only and fully amortizing payment options<sup>1</sup>

## Exceptional Service

While we are proud of our broad range of capabilities, what truly distinguishes our firm is our commitment to the clients we serve. For more than two centuries, we have let the needs of our clients drive our every effort and continue to this day to provide unmatched levels of client service. Our latest client satisfaction survey results underscore the client-first culture that distinguishes our firm.

- 97% client retention rate
- 95% clients more than or highly satisfied
- 93% willing to refer someone to us

## Client Advantages

### Responsive

Focused on your specific needs

### Competitive

Unique product features and pricing programs

### Flexible

Ability to accommodate mortgage contingencies and closing dates

### Experienced

Seasoned mortgage bankers with decades of industry knowledge

## Innovative Programs

- **100% Financing**—Borrow up to 100% of the home's value by pledging qualified assets in lieu of a cash down payment.<sup>2</sup>
- **Construction Financing**—Enjoy the convenience of a single loan closing with the ability to lock in rates and terms prior to construction rather than after completion.<sup>3</sup>
- **Hybrid Mortgage Solution**—Combine two mortgage products into one closing to obtain a lower blended rate, manage interest rate risk and improve cash flow.
- **Pre-Approval Program**—Submit an application and get approved for a mortgage prior to selecting a home for purchase.<sup>4</sup> The result:
  - Peace of mind
  - Improved bargaining power
  - Faster closing

### **<sup>1</sup> Key Facts about Interest-Only Payments on Mortgage Loans**

BNY Mellon's "Interest-Only" mortgage allows clients to pay only the interest on the money borrowed for the first 10 years of the mortgage. If only the interest is paid during this period, clients should be aware of the following:

- When the interest-only period ends, you will still owe the original amount borrowed, which must now be amortized over the remaining term of the loan.
- The monthly payment will increase after the interest-only period even if interest rates remain the same, as the payments would now include principal repayments as well as interest.
- If the property does not increase in value during the interest-only period, you will not have built equity, which could mean:
  - It may be harder to refinance the mortgage.
  - The proceeds from the sale of the property might be less than the principal owed to the lender.

BNY Mellon's residential mortgage bankers can review with you what the payments could be after the initial 10-year interest-only period and how ARM payments could change at each adjustment period.

Interest rates are subject to change.

<sup>2</sup> The communication is intended to provide general information that is believed to be accurate. It should not be construed as legal or tax advice. Please consult your advisor(s) to determine whether the information in this communication may be appropriate for you.

<sup>3</sup> Some restrictions may apply in some states, including Texas.

<sup>4</sup> Subject to satisfactory appraisal and title report, fully executed purchase contract, verification of borrower information on mortgage application and no change to loan term or mortgage product. Pre-approvals are effective for 90 days from the date of application.

The proceeds from a residential mortgage loan may not be used to purchase securities or fund brokerage accounts.

Mortgage services, provided by BNY Mellon, N.A. are subject to credit approval. Minimum loan amount: \$500,000. NMLS # 764464

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