

# Non-Traditional Lending

**Presented by**

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## **non·tra·di·tion·al**

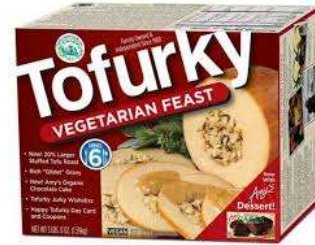
*New and different from an established norm,  
custom, or method.*

State of The Art, advanced, new,  
revolutionary, cutting-edge, futuristic, fresh.



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# Non-Traditional Thanksgiving Dinners



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# Non-Traditional Advertising



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# Non-Traditional Banking

PROSPER

SoFi

LendingClub

chime

Varo

earnest



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# Non-Traditional Lending Offerings



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# Credit Card Consolidation Loans

	
An Originations Engine	Untested Risk Model
Good Yield (6% - 9%) gross	Low Net Yield (high servicing fee)
	Volume Commitment

**Happy Money**



 Upstart



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Great Yield (4% to 9%)	Need Strong Expertise
Partially Guaranteed	Business Failure Risk
Can Sell for Excellent Premium	



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# Commercial Real Estate

	
Good Yield (4% to 4.5%)	Requires Strong Expertise
Good CPR	Focus on Guarantor
Participation Vehicle	May have to sacrifice yield for credit quality
Origination Fees/Points	You live by the sword...you die by the sword!



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# RV/Boat Loans

	
Good Yield (4.50% to 5.75%)	Poor Resale Value
Chance at High Quality Borrowers	Vulnerable Commodity
Large Ticket Loans	Large Ticket Loans!
Indirect Lending Relationship	Need to monitor very closely
Good Participation Source	



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# Manufactured Housing

	
Great Yield (6% to 9%)	Can't Use Loans as Collateral
Nationwide Diversification	Land Consideration
Good Loan Size (\$70k to \$120k)	
Easy Acquisition Process	



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The Question is:  
Non-Traditional Product  
or  
Non-Traditional Delivery!



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# Non-Traditional Delivery



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## Any Questions?

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