Superior Mortgage Solutions

Your guide to mortgage services,
solutions and industry updates

July 2026

NAVPROS QUARTERLY NEWSLETTER

We're excited to introduce our new *NavPros Quarterly Newsletter* to keep you informed about important updates, resources, and enhancements that support your business.

OPERATIONAL PROCESS UPDATES

In addition, we'll begin sharing ***Operational Process Updates*** as changes are implemented, providing timely information on process improvements and new procedures to help you stay informed and prepared.

CONDOMINIUM UPDATE

The era of low-touch streamlined conventional condo lending is coming to an end. Under the guidance of the Federal Housing Finance Agency (FHFA), Fannie Mae and Freddie Mac have fundamentally restructured their project eligibility requirements.

Moving forward, agency guidelines shift risk management focus away from a limited review and a more comprehensive risk and financial durability of the underlying real estate asset.

For credit unions, community banks and other financial institutions while maintaining compliance requires an immediate overhaul of underwriting workflows, secondary market strategy, and front-line loan officer training.

WHAT'S NEW

OVERVIEW

Agency Eliminates Limited Reviews - pg. 1
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NavPros Operational Process Updates - pg. 1

OUR SOLUTIONS

- Agency Condo Project Validation - pg.2
- Full Suite of Condo Review Options- pg 2-3
- Mortgage Rate Survey Services - pg 4

OPPORTUNITY

"Limited Condo Reviews" may provide portfolio lenders a market advantage
Home Loan Promotions
Mortgage Opportunity Reports

OUR SOLUTIONS

UNDERWRITING & ADVISORY SERVICES

- **Condo Document Auditing:** Comprehensive, deep-dive reviews of HOA meeting minutes, bylaws, and engineering reports.
- **15% Reserve Adequacy Analysis:** Pre-qualification screening of association budgets to verify compliance with the new 2027 reserve mandate.

Service	Cost
Full Condo Review	$295
Form 1076, addendum, Budget & Minutes	$500*
Master Policy request and review	$200*
All condominium docs, reserve study, litigation documents, etc	$600+*

- Any revisions to fees with be redisclosed

** Documents submitted may require additional review or result in expanded conditions.*

LOAN FULFILLMENT & PIPELINE OPTIMIZATION

- **Full Review Fast-Track:** Automated, streamlined workflows to collect and process complex multi-page condo questionnaires without delaying turn-times.
- **Warrantability pre-screening:** Rapid verification services to identify non-conforming or “blacklisted” developments early in the pipeline.

MASTER POLICY RISK ASSESSMENTS:

- Technical vetting of structural repair liabilities and the new ACV roof insurance guidelines.

MARKET NICHE OPPORTUNITY

Non-warrantable condo in Florida

- Because of the new guidelines, many condo properties will be labeled non-warrantable, making them completely ineligible for sale to Fannie or Freddie.
- This is where you can outmaneuver the competition.
- By engineering a Non-Warrantable Portfolio Loan Product, you can capture high-net-worth members who have pristine credit profiles but want to buy units in desirable vacation and retirement areas.
- You hold the debt, adjust the pricing structure to mitigate risk, and capture a highly loyal, premium member base that your competitors are forced to turn away.

HOME LOAN PROMOTION

TURN REGULATORY CHANGE INTO LOAN GROWTH

Let NavPros help you design, and launch a high-yield, private-portfolio condo loan product.

- Mitigate Risk: We build stress-test models for aging infrastructure and budget deficits.
- Speed to Market: Turnkey underwriting guidelines tailored to your guidelines.
- Capture Premium Borrowers: Retain high-net-worth borrowers or new members/customers your competitors turn away

While many view the condominium guideline changes as a challenge, forward-thinking financial institutions can use them as a market opportunity.

NavPros provides turnkey marketing support to help credit unions and community banks promote condominium financing programs, portfolio lending solutions, and specialty products designed to serve borrowers who may be overlooked by competitors.

PROMOTION OPPORTUNITIES INCLUDE:

- Targeted condominium financing campaigns
- First-time homebuyer educational seminars
- Portfolio lending product promotions
- Non-warrantable condo financing awareness campaigns
- Realtor and builder outreach programs
- Member education on changing condo eligibility requirements

BENEFITS TO FINANCIAL INSTITUTIONS

- Increase mortgage application volume
- Strengthen member relationships
- Capture borrowers displaced by agency restrictions
- Differentiate your institution from local competitors
- Generate new deposit and cross-selling opportunities

MORTGAGE OPPORTUNITY REPORTS & RATE SURVEY SERVICES

MARKET INTELLIGENCE THAT DRIVES GROWTH

Successful mortgage programs require more than competitive rates—they require visibility into market trends, competitor activity, and emerging lending opportunities.

NavPros provides Mortgage Opportunity Reports and Competitive Rate Surveys designed specifically for community banks and credit unions.

Mortgage Opportunity Reports

These reports identify:

- Emerging product opportunities
- Underserved borrower segments
- Geographic growth opportunities
- Portfolio lending opportunities
- Market share expansion strategies

Competitive rate positioning analysis

Regular rate surveys provide:

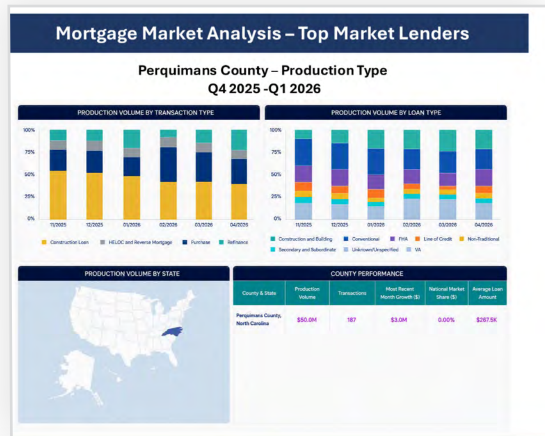
- Product pricing comparisons
- Secondary market trend insights
- Competitor program monitoring
- Recommendations for pricing adjustments

Why These Reports Are Valuable

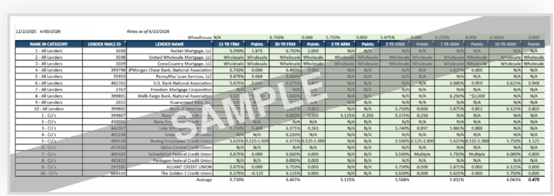
- Help leadership make data-driven pricing decisions
- Identify opportunities before competitors do
- Support executive pricing committee discussions
- Improve mortgage profitability and production volume
- Enhance member retention and acquisition strategies
- Provide actionable intelligence for product development

Rather than reacting to market changes, institutions can proactively adjust pricing, product offerings, and marketing strategies based on real-time competitive intelligence and market conditions.

To request your data driven market reports based on your lending footprint contact support@navpros.com



MOR REPORTS



RATE SURVEYS