

# Total Net Worth Program

## Key Features:

- This program is designed to provide additional mortgage solutions to customers with moderate incomes who have a significant amount of verifiable liquid assets and strong credit scores. Credit will be reviewed using Scotiabank's internal rating system. Applicants must fall into one of the top 2 tiers. BRM / BLM will advise.

## Fast Facts:

### Borrower Qualifications

- Canadian Resident, claiming taxes in Canada

### Asset Requirements

- Minimum liquid assets of \$250,000
- Must have \$1 in liquid asset for every \$1 in mortgage needed above standard qualified amount. I.e., if a customer qualifies for a \$400,000 mortgage using standard debt servicing ratios but requires a mortgage of \$950,000. They must have verified liquid assets of \$550,000 in addition to down payment.
- All account holders where assets are held must be on the mortgage
- No foreign income or assets can be used

### Eligible Loan Purpose

- Purchase
- Refinance
- Switch

All transactions are uninsured only and available under the Scotia Total Equity Plan

### Eligible Properties

- Primary Residence
- Secondary Residence / Vacation Property
- Rental Properties (Maximum of five rental properties per individual, including those financed by other Financial Institutions.)

### Maximum TDSR

- 60% if requiring Loan to Value Ratio of 66% - 80%
- N/A if Loan to Value Ratio is 65% or less.

### Maximum Loan to Value (LTV) Ratio

- 80% - If TDSR ≤ 60% (LTV tiering limits apply)
- 65% - If TDSR > 60% (LTV tiering limits apply)

Note: Gifted funds are not permitted as a portion of the down payment.

### Amortization

- Maximum 30 years

### Documentation Requirements

- Standard income confirmation and documentation policies apply

#### AND

- Evidence that average liquid asset amount meets, or is in excess of, the liquid assets required, over a 12-months history of ownership (e.g. Annual Investment Statements, Quarterly Statements, Monthly Statements). The most recent 30 days of history must show evidence the funds are on deposit at a Canadian Financial Institution.

### Eligible Assets

- Stocks of a publicly traded Canadian company
- Canada/Provincial Savings Bonds
- GIC
- Chequing & Saving Accounts
- Mutual Funds
- Equity in existing properties being sold, a firm purchase and sale agreement is required
- TFSA
- ESOP
- Retirement Accounts – discounted by 30% to account for withholding taxes.

Locked-in accounts are not considered eligible assets

### Scotia Mortgage Protection

- Life
- Critical Illness
- Disability

### Exclusions

- Purchase Plus Improvements
- Loans with secondary financing
- Mobile Homes
- Preapprovals
- Default management purposes
- Mortgages under the following programs
  - StartRight for Permanent Residents
  - StartRight for Temporary Residents
  - Non-Resident Lending Program
  - Family Home Purchase Program
  - On Reserve Lending Program