



AKAL Mortgages

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### **New CMHC Rules for Self Employed Borrowers**

New CMHC rules for self-employed borrowers (including commissioned-income) is in effect as of today and pose new challenges for this category of clients.

Now, self-employed borrowers (including commissioned-income) with more than three years in the same business applying for a mortgage, are required to provide traditional proof of income (or "third party validation") through documents like financial statements, T1 Generals, Notice of Assessments and T4s etc.

Borrowers, who have recently become self-employed and don't have third-party validation can STILL apply for a mortgage, but have to come up with a minimum of 10 per cent down payment instead of five per cent. Refinancing will also be cut to 85 per cent loan to value instead of the previous 90 per cent.

PLEASE NOTE: **GENWORTH HAS NOT ANNOUNCED ANY CHANGES TO THEIR BUSINESS FOR SELF (ALT. A)** program **YET** and your clients may fit-in their guidelines that means more Choice & Convenience for your potential clients.

DO NOT LOSE ANY DEALS. Let AKAL Mortgages brokers/agents help you and your clients!

***At the end of the day, there are mortgage brokers, lenders and then there's AKAL Mortgages and Mortgage Alliance!***