



An innovative home equity loan that combines the stability of a reverse mortgage with the flexibility of a traditional home equity solution.

1. What is HEB Advantage?

HEB Advantage is an innovative home equity loan designed to bridge the transition from working years to retirement living. It combines the flexibility of traditional lending with the stability of reverse mortgages, enabling homeowners aged 55–70 to unlock more of their home equity with manageable monthly interest payments.

2. Who is HEB Advantage designed for?

This product is best suited for homeowners aged 55 to 70 with strong credit, stable income, and are comfortable making monthly payments for a defined period. It is designed for homeowners looking to:

- Improve cashflow by reducing monthly payment obligations as they transition into retirement; or
- Unlock additional home equity (up to 59%) for planned or unexpected financial needs

3. What are the core eligibility requirements?

- Aged 55–70
- Own a primary residence in Canada
- Have a minimum appraised home value of \$250,000
- Have a 650+ Credit Score
- Maximum TDSR of 42%
- Must have a full home appraisal conducted

4. What income sources are acceptable?

- Retirement income (CPP, OAS, pensions) is generally acceptable if the TDSR is within limits
- Employment or business income must be stable and ongoing
- Underwriting may require verification of eligible liquid assets (RRSPs, TFSA, stocks, bonds)
- Cryptocurrency is not considered an eligible asset

5. Can the client remove, or change the monthly interest payment amount?

No. The monthly interest payment is mandatory during the payment term, at the amount set. This is a core condition of the product and cannot be waived or adjusted.

6. Does the monthly interest payment change if interest rates change?

No. The required monthly interest payment amount remains fixed, even if interest rates change.

7. How long do mandatory interest payments last?

They are mandatory for a 10-year term, after which they become optional.

8. Can clients pre-pay or make additional payments on top of their required fixed monthly interest payments?

- Clients remain eligible for up to 10% annual prepayment
- Optional interest payments are not available during the mandatory payment term

9. When should the HEB Advantage NOT be offered?

Do not recommend HEB Advantage if:

- The client is uncomfortable with monthly payments
- The Credit Score is below 650
- Income is unstable or insufficient
- TDSR would exceed 42%

10. Can I receive the funds in multiple advances?

No. HEB Advantage is provided as a single lump-sum advance, with 100% of the approved funds advanced at funding. Subsequent advances are not available.

For more information, please contact me.