

PMB PROFESSIONAL MORTGAGE BROKERS INC.

# When Banks Say No, PMB Says Let's Talk

Your Complete Guide to Private Mortgages  
East of Toronto



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# What Makes PMB Different ?



Since 1978  
FSRAO License No. 10872



## Direct Private Lender

PMB is a Mortgage Investment Entity (MIE) – they lend and manage their own investor funds. No call centres, no portals, no committees.



## Father-Daughter Team

You deal directly with Ken and Melissa Reinhardt throughout the entire process – from first call to discharge.



## 60 Years Combined Experience

Ken founded PMB in 1978. Since 1998, the business has focused exclusively on private lending – deep expertise in a specialised field.



## Genuine Flexibility

Real judgment, real conversations. PMB crafts solutions around your client's situation – not a rigid credit checklist.

# The Servicing Area

PMB's Backyard – East of Toronto



## Durham Region

Pickering · Ajax · Whitby · Oshawa · Bowmanville ·  
Newcastle · Port Perry



## Northumberland County

Cobourg · Port Hope · Bewdley · Campbellford



## Kawartha Lakes

Lindsay · Fenelon Falls · Bobcaygeon · Kinmount ·  
Norland



## Haliburton & Muskoka

Selective areas – contact PMB to confirm coverage



## Peterborough County

Peterborough · Buckhorn · Apsley · Havelock

✓ PMB does NOT scale back advances for rural properties with well & septic, lake water, holding tanks, or off-grid situations.

# Property Types PMB Will Fund



## Suburban & Rural Residential

From subdivision homes to century farmhouses



## Agricultural & Hobby Farms

Full acreage + outbuildings assessed – not just house & 10 acres



## Waterfront Properties

Principal residence, family cottage, or secondary home



## Islands & Water-Access Only

Even boat-access-only properties are considered



## Land

Vacant lots, building lots, large acreage



## Owner-Occupied Rentals

Homeowner + basement suite. No straight rental properties.

# Loan-to-Value & Loan Sizes

What 75% Really Means in Practice

75%

Max LTV  
(Firsts & Seconds)

\$75K

Minimum  
Loan Amount

\$1M

Maximum  
Loan Amount

## Advance is Based On:

### Location

Urban vs rural corridor, distance from services, PMB's knowledge of the local market.

### Marketability

How quickly and easily the property could be sold. Unique or remote properties score lower.

### Condition

PMB inspects every property – at no cost to the borrower – before advancing funds.

# Rates, Terms & Flexibility

## First Mortgages

**from 6.75%**

Based on LTV, condition  
& marketability

## Second Mortgages

**from 8.75%**

Behind approved  
first mortgages

## 1–3 Year Terms

Typical term is 2 years: closed year 1, open from year 2 with 2 months' written notice – no penalty.

## Interest-Only or Amortized

Amortizations up to 30 years (registered plans) or 40 years (personal/corporate funds) – based on client suitability.

## Prepayment Privilege

Annual principal prepayment available where suitable. Tailored to the borrower – e.g., \$5K-\$50K increments on anniversary date.

## Interest-Due-on-Maturity

A reverse-mortgage-style product available on a case-by-case basis for the right client situation.

# Rates, Terms & Flexibility

Fee Type	First Mortgage	Second Mortgage
Lender Fee	From 1.5%	From 3%
Brokerage Fee (Agent)	Up to 1.5%	Up to 3%
Legal Fee (Base)	\$1,595 + title insurance + disbursements + HST	Same

## Example: \$300,000 First Mortgage

Lender Fee (1.5%): \$4,500  
Agent Brokerage Fee (1.5%): \$4,500  
Legal Fee: ~\$1,595 + disbursements  
All deducted from advance at closing.

## Pro Tip

Address your Letter of Direction to PMB's lender lawyer – not the borrower's lawyer – to guarantee your brokerage fee is disbursed at closing.

# Rates, Terms & Flexibility

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## Appraisals

- Local appraisers only – they know the market
- CRA designation: residential up to 10 acres
- AACI designation: all other property types
- Order a broker's copy – keep it if the deal falls through
- Low LTV? Appraisal may be waived – PMB inspects instead

## Submission Steps

- 1 Call or Email**  
Address + 'the short story' – situation & exit strategy
- 2 Submit Package**  
Email, Filogix, or Lendesk – app, credit, Purview, ID, taxes, mortgage statements
- 3 Letter of Interest**  
Conditional approval – one page – within hours
- 4 Commitment Issued**  
Same-day if requested in the morning; 8-10 pages
- 5 Close**  
Standard 2-week timeline. Rush closings possible.

Repayment: Registered plans (RSPs/RIFs/TFSAs via Olympia Trust) → Pre-authorized debit. Personal/corporate funds → Post-dated cheques.



# 4 Days to Close

## The Situation

The Nguyen family is buying a 12-acre rural property in Northumberland County. Bank pre-approval in hand, deal firm, closing in two weeks. Everything looks great.

## The Crisis

Four days before closing, the committed lender pulls out. No extension from the vendor. The Nguyens risk losing their deposit. Their realtor calls the agent in a panic.

## The Solution

The agent calls PMB. Melissa confirms the property is in their area. They review the file, discuss the story, and issue a Letter of Interest the same day.

## The Outcome

Commitment issued the next morning. Clients accept that afternoon. Both lawyers work through the details. Deal closes on time – no extension required.

# Allen's Final Thoughts

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A private mortgage isn't a last resort – it's a bridge with a plan. PMB's two-to-three-year terms give clients a runway to stabilize finances, repair credit, and graduate back to conventional lending. No renewal traps, no squeeze tactics. Just a genuine path forward.

## For Borrowers

- Honest assessment of whether private makes sense for you
- Walk you through every number before you sign
- Help design your exit strategy from day one
- No surprises on closing day

## For Realtors

- Your financing resource on complex deals
- Rural, agricultural & waterfront expertise
- Call me before the deal dies – not after
- PMB can move fast when time is critical

**I'm here to help you find the right solution – for every deal, every client, every situation.  
Let's talk.**

# Contact me:



MORTGAGE AGENT

# ALLEN EHLERT



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MORTGAGE AGENT

**ALLEN EHLERT**

**Thank You**

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# Compliance

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