# Evaluating Self-Employed Borrowers TAX YEAR 2024

Overcoming Tough Challenges

MGIC



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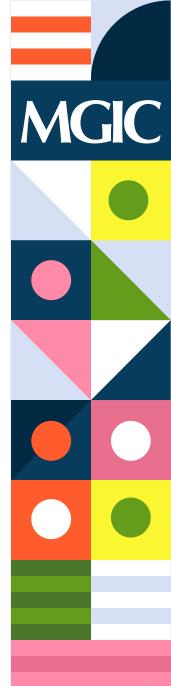
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#### What we're covering today

- The "why" behind the guidelines
- The 5-step process to evaluating income
- Case study
- Your questions



## The more things change, the more they stay the same.

Jean-Baptiste Alphonse Karr



#### Purpose of cash flow analysis



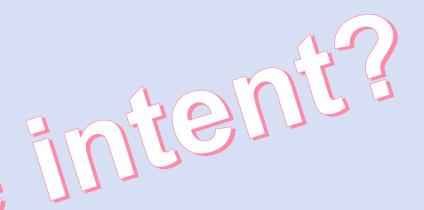
#### Verify qualifying income that is:

- Stable
- Likely to continue



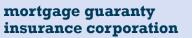
#### Subjectivity or "gray areas" in lending

- Fuzzy
- Vague
- Ambiguous
- Opportunity for error or question
- Difference of opin
- Time os ir ire. Jasier to say "no"



#### Intent or spirit of guidelines

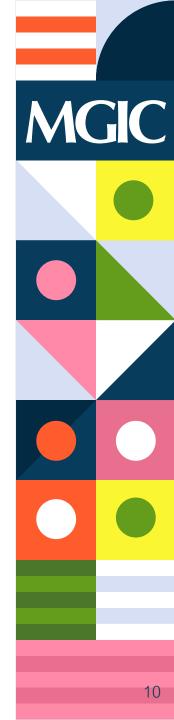
- Easier to identify questions and additional documentation
- Easier to explain to others
- Easier to present to next level with recommendate
- Grows base of understanding a language
- Directs explanation of the future review



#### Were you with us during the pandemic?

#### 5-step process

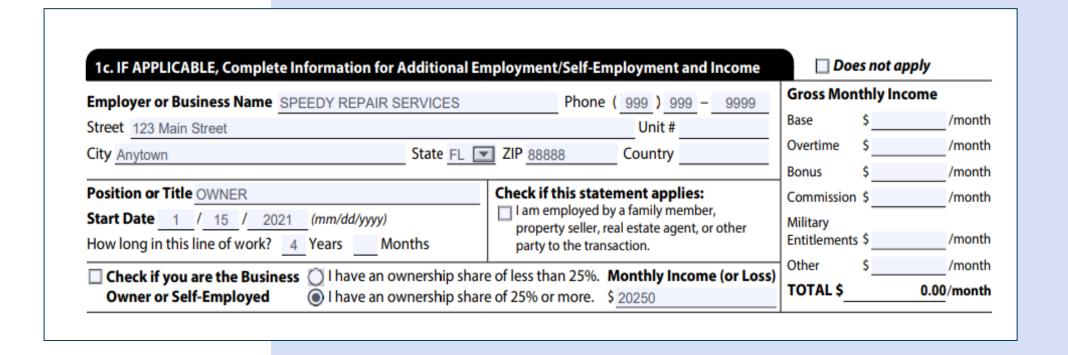
1. Assess business Cash flow taxes P&L Validate P&L Determine income





Meet Jay, our loan officer

### Loan Application





1. My borrower is telling me that another lender told him only 1 year of personal and business tax returns were needed because, although he bought the business 4 years ago, the business has been in existence for 10 years. He also has been self-employed in another business for over 20 years. I wanted to confirm what documentation is needed.



My borrower is telling me that another lender told him only 1 year of personal and business tax returns were needed because, although he bought the business 4 years ago, the business has been in existence for 10 years. He also has been self-employed in another business for over 20 years. I wanted to confirm what documentation is needed.

Thanks for reaching out. The borrower must have an ownership interest in that particular business for at least 5 years to qualify for documentation relief.

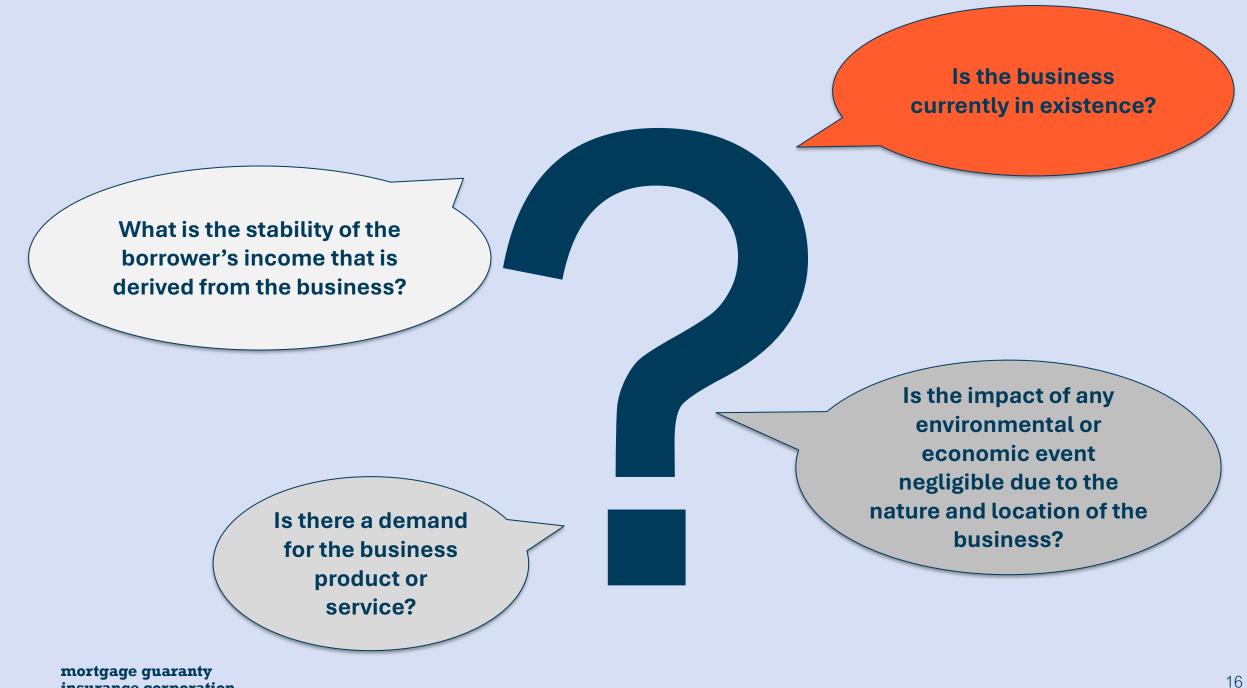
2 years of personal and business returns are needed.

1.

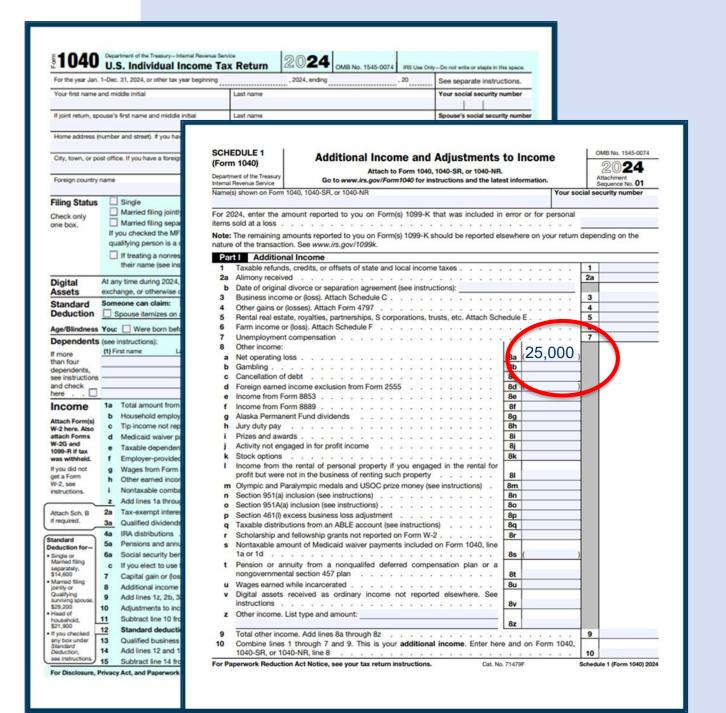
**Assess** business

Will the business continue generating and distributing sufficient income to enable the borrower to make the payments on the requested mortgage?





On Schedule 1





**Net operating losses ... Now what?** 

#### Net operating loss (NOL)

For income tax purposes, a net operating loss (NOL) is the result when a company's allowable deductions exceed its taxable income within a tax period. The NOL can generally be used to offset a company's tax payments in other tax periods through an IRS provision called a loss carryforward.

**Total Operating Expenses > Total Operating Income = Net Operating Loss** 







When can you add back in NOLS?

- 1. Unlikely to reoccur
- 2. Associated with the business
- 3. Affects business cash flow

#### On Schedule C

Forn	EDULE C n 1040) nent of the Treasury	Attach to For	m 104	(Sole P	ropriet	om Business torship) 041; partnerships must generally file	Form 1	OMB No. 1545-0074		
	Revenue Service					ctions and the latest information.		Attachment Sequence No. 09		
	of proprietor			•			Social	security number (SSN)		
١	Principal busines	s or professio	n, incl	uding product or service (se	e instr	uctions)	B Ente	er code from instructions		
-										
•	business name.	r no separate	busin	ess name, leave blank.			D Emp	ployer ID number (EIN) (see instr.		
_	Business addres	s (including su	ite or	room no.)						
•	City, town or pos			***************************************						
-	Accounting meth				3) 🗍	Other (specify)				
3			_		_	2023? If "No," see instructions for I	mit on k	osses . Yes No		
4	If you started or	acquired this	busine	ess during 2023, check here				🗆		
	Did you make an	y payments ir	2023	that would require you to fi	le Form	n(s) 1099? See instructions		Yes No		
		or will you file	requi	red Form(s) 1099?				Yes No		
Par	Income						_			
1						this income was reported to you or		60,000		
			emplo	yee" box on that form was o	necked		1	7		
3	Returns and allo Subtract line 2 fr						3			
4	Cost of goods so		12)				4			
5	Gross profit. Su			e3			5			
6				state gasoline or fuel tax cre	edit or r	refund (see instructions)	6			
7	Gross income.	Add lines 5 an	d6 .				7	60,000		
Part	Expense	s. Enter exp	oense	s for business use of y	our ho	me only on line 30.		00,000		
8	Advertising		8		18	Office expense (see instructions)	. 18			
9	Car and truck				19	Pension and profit-sharing plans	. 19			
	(see instructions		9		20	Rent or lease (see instructions):				
10	Commissions an		10		а	Vehicles, machinery, and equipment	_			
11	Contract labor (see		11		b	Other business property	20b			
12 13	Depletion Depreciation and		12		21	Repairs and maintenance Supplies (not included in Part III)	21			
	expense dedu				23	Taxes and licenses	23			
	included in Pa instructions) .		13	14,000	24	Travel and meals:	-	1,000		
14	Employee benef	t nmarame		17,000	a a	Travel	24a	1,000		
	(other than on lin		14		b	Deductible meals (see instructions	24b			
15	Insurance (other	than health)	15		25	Utilities	25			
16	Interest (see inst	ructions):			26	Wages (less employment credits)	26			
a	Mortgage (paid to	banks, etc.)	16a		27a	Other expenses (from line 48) .	27a			
b	Other		16b		ь	Energy efficient commercial bldgs		25,000		
17	Legal and professi		17			deduction (attach Form 7205) .	27b	20,000		
28 29				r business use of home. Add	1 lines	s through 27b	28			
				e 28 from line 7		noon alcourbage Attack Form 2000	-			
30	expenses for bu unless using the				e expe	nses elsewhere. Attach Form 8829	'			
				r the total square footage of	(a) you	r home:				
	and (b) the part of					. Use the Simplified				
				s to figure the amount to en	ter on I	ine 30	. 30			
31	Net profit or (los	ss). Subtract I	ine 30	from line 29.						
	• If a profit, enter	on both Sch	edule	1 (Form 1040), line 3, and	on Sch	edule SE, line 2. (If you		40,000		
	checked the box on line 1, see instructions.) Estates and trusts, enter on Form 1041, line 3.							10,000		
	<ul> <li>If a loss, you m</li> </ul>	_								
32	If you have a los	s, check the b	ox tha	t describes your investmen	t in this	activity. See instructions.				
				on both Schedule 1 (Form				□		
			box or	line 1, see the line 31 instru	ctions.)	Estates and trusts, enter on		All investment is at risk.		
	Form 1041, line 3.  If you checked 32b, you must attach Form 6198. Your loss may be limited.						32b	32b Some investment is not at risk.		

	ule C (Form 1040) 2023			Page
art	Cost of Goods Sold (see instructions)			
33	Method(s) used to			
3	value closing inventory: a Cost b Lower of cost or market c Other (attact	h exp	anation)	
4	Was there any change in determining quantities, costs, or valuations between opening and closing inventory			
•	If "Yes," attach explanation		Yes	☐ No
5	Inventory at beginning of year. If different from last year's closing inventory, attach explanation	35		
		$\neg$		
6	Purchases less cost of items withdrawn for personal use	36		
		$\neg$		
7	Cost of labor. Do not include any amounts paid to yourself	37		
		$\neg$		
8	Materials and supplies	38		
9	Other costs	39		
0	Add lines 35 through 39	40		
1	Inventory at end of year	41		
2		42		
ar t	Information on Your Vehicle. Complete this part only if you are claiming car or tr are not required to file Form 4562 for this business. See the instructions for line 13 Form 4562.			
3	When did you place your vehicle in service for business purposes? (month/day/year) / /			
4	Of the total number of miles you drove your vehicle during 2023, enter the number of miles you used your vehicle	hicle 1	for:	
4			or:	
4 a	Of the total number of miles you drove your vehicle during 2023, enter the number of miles you used your vehicle during 2023, enter the number of miles your your vehicle during 2023, enter the number of miles your your your your your your your your		or:	
а	Business b Commuting (see instructions) c Ott			
а			or:	□ No
a 5	Business b Commuting (see instructions) c Ott  Was your vehicle available for personal use during off-duty hours?		. Tes	_
a 5	Business b Commuting (see instructions) c Ott			□ No
a 5	Business b Commuting (see instructions) c Ott  Was your vehicle available for personal use during off-duty hours?		. Yes	□ No
a 5	Business b Commuting (see instructions) c Ott  Was your vehicle available for personal use during off-duty hours?		. Tes	_
a 5 7a	Business b Commuting (see instructions) c Oth  Was your vehicle available for personal use during off-duty hours?  Do you (or your spouse) have another vehicle available for personal use?  Do you have evidence to support your deduction?			□ No
a 5 7a b	Business b Commuting (see instructions) c Off Was your vehicle available for personal use during off-duty hours?  Do you (or your spouse) have another vehicle available for personal use?  Do you have evidence to support your deduction?	her .		□ No
a 5 6 7a	Business b Commuting (see instructions) c Oth  Was your vehicle available for personal use during off-duty hours?  Do you (or your spouse) have another vehicle available for personal use?  Do you have evidence to support your deduction?	her .		No No
a 5 6 7a	Business b Commuting (see instructions) c Ott  Was your vehicle available for personal use during off-duty hours?  Do you (or your spouse) have another vehicle available for personal use?  Do you have evidence to support your deduction?  If "Yes," is the evidence written?  V Other Expenses. List below business expenses not included on lines 8–26, line 2:	her .		No No
a 5 6 7a	Business b Commuting (see instructions) c Off Was your vehicle available for personal use during off-duty hours?  Do you (or your spouse) have another vehicle available for personal use?  Do you have evidence to support your deduction?	her .		□ No
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On Form 1120

U.S. Corporation Income Tax Return OMB No. 1545-0123 For calendar year 2024 or tax year beginning 24 Department of the Treasury Go to www.irs.gov/Form1120 for instructions and the latest information. Internal Revenue Service A Check if: B Employer identification number 1a Consolidated return (attach Form 851) TYPE Number, street, and room or suite no. If a P.O. box, see instructions. b Life/nonlife consoli-C Date incorporated OR dated return PRINT 2 Personal holding co. (attach Sch. PH) . City or town, state or province, country, and ZIP or foreign postal code D Total assets (see instructions) 3 Personal service com-(see instructions) 4 Schedule M-3 attached ■ E Check if: (1) ■ Initial return (2) Final return (4) Address change Balance, Subtract line 1b from line 1a. Cost of goods sold (attach Form 1125-A) Gross profit. Subtract line 2 from line 1c Dividends and inclusions (Schedule C. line 23) Capital gain net income (attach Schedule D (Form 1120)) Net gain or (loss) from Form 4797, Part II, line 17 (attach Form 4797) Other income (see instructions - attach statement) . . . . . . Total income. Add lines 3 through 10. Compensation of officers (see instructions - attach Form 1125-E) Other deductions (attach statement) Total deductions. Add lines 12 through 26 . . Taxable income before net operating loss deduction and special deductions. Subtract line 27 from line 11. Taxable income. Subtract line 29c from line 28. See instructions Total payments and credits (Schedule J, line 23) Estimated tax penalty. See instructions. Check if Form 2220 is attached Amount owed. If line 33 is smaller than the total of lines 31 and 34, enter amount owed Overpayment. If line 33 is larger than the total of lines 31 and 34, enter amount overpaid Enter amount from line 36 you want: Credited to 2025 estimated tax Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than baxassen is based on all information of which preparer has any knowledge. Sign May the IRS discuss this return with the preparer shown below? Here See instructions. Yes N Signature of officer Print/Type preparer's name Preparer's signature Paid

On Schedule 1

	Additional Income and Adjustments	s to Income	OMB	No. 154
•	Attach to Form 1040, 1040-SR, or 1040-N		2	Z(U)Z
Internal	Revenue Service Go to www.irs.gov/Form1040 for instructions and the la		Sequ	uence No
Name(	s) shown on Form 1040, 1040-SR, or 1040-NR	Yo	our social secur	ity num
	024, enter the amount reported to you on Form(s) 1099-K that was included			
	sold at a loss			
	The remaining amounts reported to you on Form(s) 1099-K should be reported of the transaction. See <a href="https://www.irs.gov/1099k">www.irs.gov/1099k</a> .	eisewhere on your n	eturn dependir	ig on t
	Additional Income			
1	Taxable refunds, credits, or offsets of state and local income taxes		. 1	
2a	Alimony received		. 2a	
b	Date of original divorce or separation agreement (see instructions):			
3	Business income or (loss). Attach Schedule C		. 3	
4	Other gains or (losses). Attach Form 4797		. 4	
5	Rental real estate, royalties, partnerships, S corporations, trusts, etc. Attach So		. 5	
6	Farm income or (loss). Attach Schedule F			
7	Unemployment compensation		7	
8	Other income:			
a	Net operating loss	8a (25,00		
b	Gambling	8b 2,000		
C	Cancellation of debt			
d	Foreign earned income exclusion from Form 2555	be	)	
e	Income from Form 8853	8e		
f	Income from Form 8889	8f		
g	Alaska Permanent Fund dividends	8g		
h	Jury duty pay	8h		
i	Prizes and awards	8i		
j	Activity not engaged in for profit income	8j		
k	Stock options	8k		
- 1	Income from the rental of personal property if you engaged in the rental for			
	profit but were not in the business of renting such property	81		
m	Olympic and Paralympic medals and USOC prize money (see instructions) .	8m		
n	Section 951(a) inclusion (see instructions)	8n		
0	Section 951A(a) inclusion (see instructions)	80		
p	Section 461(I) excess business loss adjustment	8p		
q	Taxable distributions from an ABLE account (see instructions)	8q		
r	Scholarship and fellowship grants not reported on Form W-2	8r		
S	Nontaxable amount of Medicaid waiver payments included on Form 1040, line			
	1a or 1d	8s (	)	
t	Pension or annuity from a nonqualifed deferred compensation plan or a			
	nongovernmental section 457 plan	8t		
u	Wages earned while incarcerated	8u		
٧	Digital assets received as ordinary income not reported elsewhere. See instructions	8v		
z	Other income. List type and amount:	.   8z		
9	Total other income. Add lines 8a through 8z		. 9	
10	Combine lines 1 through 7 and 9. This is your <b>additional income</b> . Enter he 1040-SR, or 1040-NR, line 8	ere and on Form 10	040,	
F D		No. 71479F	Schedule 1	-

It is not associated with the business.

It does not affect cash flow.

#### What is our primary concern with NOLs?

Will it happen again?

#### **Prior business**

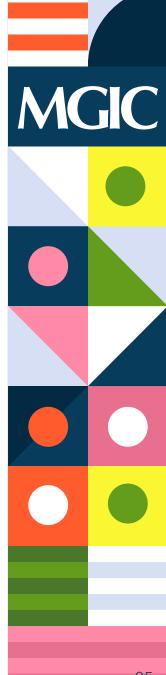
- Not as concerning
- Still need LOE

#### **Current business**

- When?
- Why?
- How much?

#### 5-step process

1. Assess business Cash flow taxes P&L S. Cash flow P&L Determine income

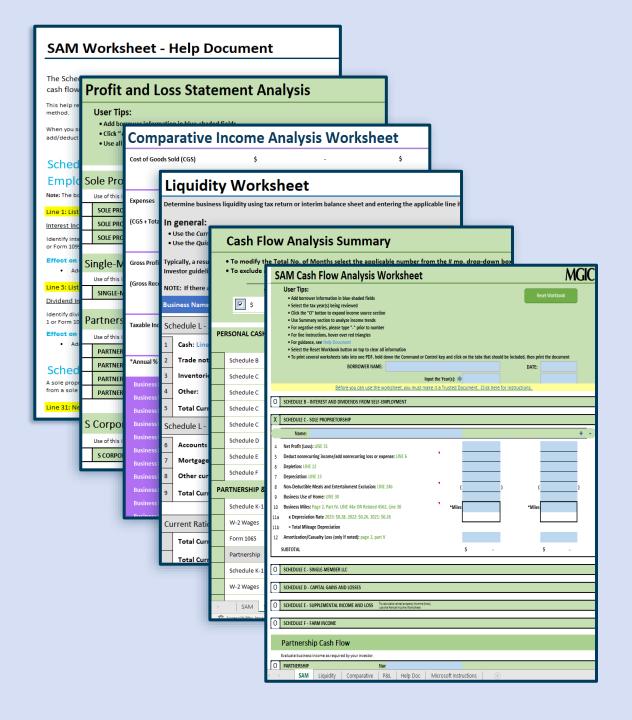


## All-in-one self-employed income calculator

Excel XLSM - macro-enabled

Excel XLSX - macro-free

**Excel XLSX – macro-free short** 



#### Noncash expenses

- Depreciation
- Depletion
- Amortization
- Business use of home

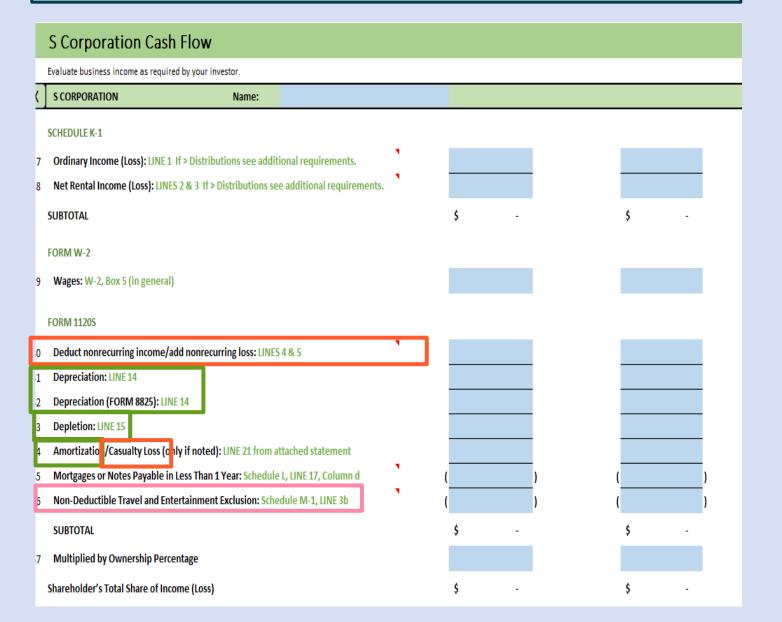
#### **Limited IRS deductions**

- Meals
- Travel & entertainment

#### **Nonrecurring**

- Other income
- One-time expenses

#### **SAM Cash Flow Analysis Worksheet**



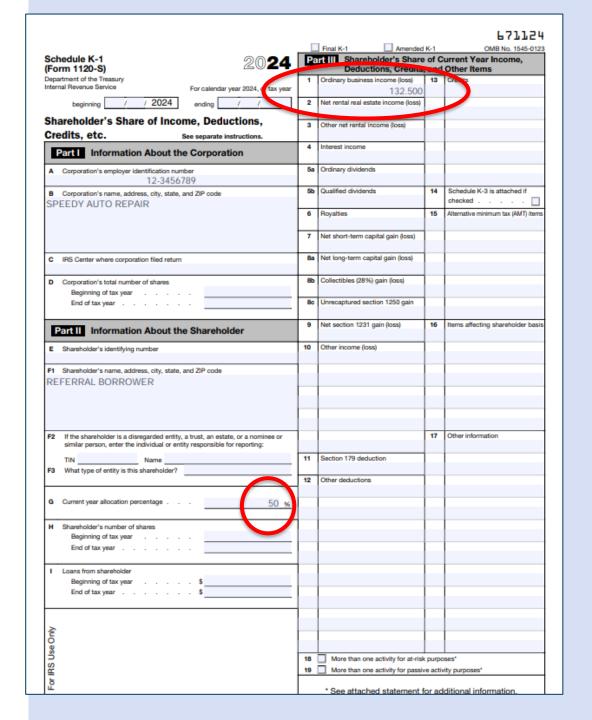
#### Final K-1





					671124
_	nedule K-1 2024	P	Final K-1 Amended  Shareholder's Share	DE C	OMB No. 1545-012 urrent Year Income,
	rtment of the Treasury	1	Ordinary business income (loss)	13	Credits
	nal Revenue Service For calendar year 2024, or tax year	Ι.	132.500		Credita
	beginning / / 2024 ending / /	2	Net rental real estate income (loss)		
Sha	areholder's Share of Income, Deductions,	3	Other net rental income (loss)		
Cre	edits, etc. See separate instructions.				
	Part I Information About the Corporation	4	Interest income		
A	Corporation's employer identification number 12-3456789	5a	Ordinary dividends		
	Corporation's name, address, city, state, and ZIP code EEDY AUTO REPAIR	5b	Qualified dividends	14	Schedule K-3 is attached if checked
		6	Royalties	15	Alternative minimum tax (AMT) item
		7	Net short-term capital gain (loss)		
С	IRS Center where corporation filed return	8a	Net long-term capital gain (loss)		
D	Corporation's total number of shares	8b	Collectibles (28%) gain (loss)		
	Beginning of tax year	80	Unrecaptured section 1250 gain		
E	art II Information About the Shareholder	9	Net section 1231 gain (loss)	16	Items affecting shareholder bas
E	Shareholder's identifying number	10	Other income (loss)		
F1	Shareholder's name, address, city, state, and ZIP code	1		İ	
RE	FERRAL BORROWER				
_	With the short hidden in a discount of order to be a single order to be	-		17	Other information
F2	If the shareholder is a disregarded entity, a trust, an estate, or a nominee or similar person, enter the individual or entity responsible for reporting:			"	Other mormation
	TIN Name	11	Section 179 deduction		
F3	What type of entity is this shareholder?	12	Other deductions		
_		1			
G	Current year allocation percentage				
н	Shareholder's number of shares				
	Beginning of tax year				
_	Loans from shareholder				
		1			I .

## Schedule K-1 (Form 1120-S)







When can K-1 income be used?

- 1. The borrower has accessed the income (OR)
- 2. The business has adequate liquidity to support the withdrawal of earnings

## Schedule K-1 (Form 1120-S)

Schedule K-1 2024	Part III Shareholder's Share of Current Year Income, Deductions, Credits, and Other Items						
Form 1120-S)							
epartment of the Treasury sternal Revenue Service For calendar year 2024, or tax year	1	Ordinary business income (loss)	13	Credits			
To cherch you 2024, or an you		132.500					
beginning / / 2024 ending / /	2	Net rental real estate income (loss)					
Shareholder's Share of Income, Deductions,	3	Other net rental income (loss)					
Credits, etc. See separate instructions.							
Part I Information About the Corporation	4	Interest income					
A Corporation's employer identification number 12-3456789	5a	Ordinary dividends					
B Corporation's name, address, city, state, and ZIP code	5b	Qualified dividends	14	Schedule K-3 is attached if			
SPEEDY AUTO REPAIR				checked			
SI EED I NOTO KEI AIK	6	Royalties	15	Alternative minimum tax (AMT) items			
	7	Net short-term capital gain (loss)					
C IRS Center where corporation filed return	8a	Net long-term capital gain (loss)					
D Corporation's total number of shares	8b	Collectibles (28%) gain (loss)					
Beginning of tax year							
End of tax year	80	Unrecaptured section 1250 gain					
Part II Information About the Shareholder	9	Net section 1231 gain (loss)	16	Items affecting shareholder basis			
E Shareholder's identifying number	10	Other income (loss)					
F1 Shareholder's name, address, city, state, and ZIP code			i				
REFERRAL BORROWER							
F2 If the shareholder is a disregarded entity, a trust, an estate, or a nominee or			17	Other information			
F2 If the shareholder is a disregarded entity, a trust, an estate, or a nominee or similar person, enter the individual or entity responsible for reporting:				Certer Information			
TIN Name	11	Section 179 deduction	1				
F3 What type of entity is this shareholder?							
	12	Other deductions	1	İ			
G Current year allocation percentage 50_%							
H Shareholder's number of shares							
Beginning of tax year			-				
End of tax year							
I Loans from shareholder							
Beginning of tax year \$							
End of tax year \$			i				
			ĺ				
>							
For IRS Use Only							
8							
D	18	More than one activity for at-risk	-				
<u>≅</u>	19	More than one activity for passi	ve acti	vity purposes*			
_	l						



Lender must provide support that the business has sufficient **liquidity** and is financially capable of producing monthly income for the borrower.

### Freddie Mac – Guidance

Selling Guide – Published 03/05/2025

5304.1(d): Stable monthly income and documentation requirements for self-employed Borrowers – Business and income analysis (11/08/2024)



#### (d) Business review and analysis

The following table contains requirements and guidance pertaining to review and analysis of the business that produces the stable monthly income for the Borrower.

Business review and analysis							
Topic	Requirements and guidance						
Business review and analysis	<ul> <li>The Seller's analysis of the business must support that the business has sufficient liquidity and is financially capable of producing stable monthly income for the Borrower.</li> <li>The analysis must include a review of the business tax returns</li> <li>The Seller's review must include, at a minimum, an analysis of gross receipts or sales, cost of goods sold and gross profits. All should be typical for the type of business and reflect consistent year over year trends. In addition, the business expenses should be reasonable for the type of business activity and level of business income. Business</li> </ul>						

 The Seller may determine that review and analysis of the business financial statements, business asset statements, and in the case of Partnerships and S corporations, an analysis of the historical cash distributions, is necessary to establish the financial and liquidity standing of the business. In addition, the Seller may calculate and consider the liquidity ratios of the business using generally accepted accounting practices when analyzing the liquidity of the business.

#### Schedule L Liquidity test

#### **Liquidity Worksheet** Schedule L - Assets Input the Year(s): Cash: Line 1, Column d Trade notes and accounts receivable, less bad debt: Line 2b, Column d Inventories: Line 3, Column d Other: **Total Current Assets:** Schedule L - Liabilities Accounts Payable: Form 1120S Line 16/Form 1065 Line 15, Column d Mortgages, notes, bonds payable < 1 year: Form 1120S Line 17/Form 1065 Line 16, Column Other current liabilities: Form 1120S Line 18/Form 1065 Line 17, Column d **Total Current Liabilities:**

	ule K	Shareholders' Pro Rata Share Items (c	continued)			<u> </u>	Total amount
jo	1	Investment income				17a	
Information	b					17b	
5		Dividend distributions paid from accumulate		ofits		17c	
	d	Other items and amounts (attach statement)					
ioi	1						
Hecon- ciliation	18	Income (loss) reconciliation. Combine the			om the result,	l l	
		subtract the sum of the amounts on lines 11				18	
hed	ule L	Balance Sheets per Books		of tax year		End of t	
		Assets	(a)	(b)	(c)	_	(d)
_							
		ites and accounts receivable					
		wance for bad debts			(	)	
-	nventori						
		ernment obligations					
		mpt securities (see instructions)					10,000
		ment assets (attach statement)					
		shareholders					
		e and real estate loans					
		estments (attach statement)					
		s and other depreciable assets					
		sumulated depreciation (	)		(	)	
		ole assets					
b L	ess acc	sumulated depletion (	)		(	)	
		t of any amortization)					
3a Ir	ntangibl	e assets (amortizable only)					
b L	ess acc	sumulated amortization (	)		(	)	
4 C	Other as	sets (attach statement)					
5 T	otal ass	sets					
		abilities and Shareholders' Equity					
5 A	Accounts	s payable					
7 N	/lortgage	es, notes, bonds payable in less than 1 year					
3 C	Other cu	rrent liabilities (attach statement)					
9 L	oans fro	om shareholders					
0 N	/lortgage	es, notes, bonds payable in 1 year or more					
1 0	Other lial	bilities (attach statement)					
2 C	Capital s	tock					
3 A	Addition	al paid-in capital					
l B	Retained	learnings					
5 A	djustme	nts to shareholders' equity (attach statement)					
i L	ess cos	at of treasury stock		( )			(
		pilities and shareholders' equity					



3. When I am completing a liquidity test, can I add in other assets, as shown on Line 6 of Schedule L?



When I am completing a liquidity test, can I add in other assets, as shown on Line 6 of Schedule L?

Hi Jay. I would check for a schedule to see if the other assets are identified. At that point, you can assess if they fit the criteria of assets that can easily be liquidated.

#### MGIC Liquidity Worksheet

OTE: If there are	no business liabilities, results will ref	flect N/A, indicating adequate	liquidity.			
Business:	J & J Property Solutions	Completed by:	Lender			
hedule L - As	sets	1	nput the Year(s): 📫		2024	
Cash: Line 1	, Column d			\$	12,100.00	
Trade notes	and accounts receivable, less bad	debt: Line 2b, Column d		\$	28,820.00	
Inventories:	\$	12,000.00				
Other:						
Total Currer	nt Assets:			5	52,920.00	
hedule L - Lia	abilities				2024	
Accounts Pa	yable: Form 1120S Line 16/Form	1065 Line 15, Column d		\$	25,200.00	
Mortgages,	Mortgages, notes, bonds payable < 1 year: Form 1120S Line 17/Form 1065 Line 16, Column d					
Other curre	Other current liabilities: Form 1120S Line 18/Form 1065 Line 17, Column d					
Total Currer	nt Liabilities:			\$	48,600.00	
urrent Ratio					2024	
Total Currer	nt Assets: Row 5 - Assets above			\$	52,920.00	
Total Currer	nt Liabilities: Row 9 - Liabilities abo	ove		\$	48,600.00	
Current R	Ratio: In general, a ratio ≥ 1 demo	onstrates adequate liquidity	/		1.09	
uick Ratio					2024	
Cash, notes,	accounts receivable (less bad debt	t) & other: Rows 1, 2 & 4 -	Assets above	\$	40,920.00	
Total Currer	nt Liabilities: Row 9 - Liabilities abo	ove		\$	48,600.00	
Quick Rat	tio: In general, a ratio ≥ 1 demons	trates adequate liquidity			0.84	

## **Current ratio or quick ratio?**

#### **Liquidity Worksheet**



Determine business liquidity using tax return or interim balance sheet and entering the applicable line items below.

#### In general:

- Use the Current Ratio for a business that doesn't rely on inventory to generate its income (i.e., pest control company)
- Use the Quick Ratio for a business that relies heavily on inventory to generate its income (i.e., hardware store)

Typically, a result of 1.00 or greater for either ratio demonstrates adequate liquidity. However, it's important to use the most appropriate ratio, based on how the business operates. Investor guidelines may vary and other liquidity methods may apply. FOLLOW INVESTOR GUIDELINES.

NOTE: If there are no business liabilities, results will reflect N/A, indicating adequate liquidity.

Χ

**Business:** 

J & J Property Solutions

Completed by:

Lender

Date:

#### Form 1120-S

Other income on Line 5

Depa	rtment o	20-S the Treasury		Do not fi is attach	e Tax Return to the this form unless the ting Form 2553 to elect of Form 1120S for instruc-	corporation h to be an S co	as filed or rporation.			2024	
For	calend	ar year 2024 o					ending			. 20	
		effective date	,	Name		,		D E	mployer	identification number	
								- 1			
B Business activity code number (see instructions)			TYPE OR	Number, street, an	d room or suite no. If a P.O.	box, see instruc	tions.	E D	Date incorporated		
			PRINT								
				City or town, state	or province, country, and 2	P or foreign pos	tal code	F To	otal asse	ts (see instructions)	
		n. M-3 attached						\$			
3	ls the c	orporation electi	ng to be a	in S corporation t	eginning with this tax y	ear? See instr	uctions. Tyes	No			
					(3) Address chan				ection te	ermination	
					eholders during any pa				٠.		
					r section 465 at-risk purp					ssive activity purposes	
Cau				s income and exp	penses on lines 1a throu				_		
	_	Gross receipts or			b Less returns and allows			lalance	1c		
ê	2			ch Form 1125-A)					2		
•	3			e 2 from line 1c					3		
u u	4	garage (			e 17 (attach Form 479)	7)			4	20 000	
	5			instructions—att					5	20.000	
	6			d lines 3 through					6		
_	7				s-attach Form 1125-E				7		
8	8	Salaries and wa		8							
Deductions (see instructions for limitations)	9	Repairs and ma	intenance	9					9		
틸	10	Bad debts .							10		
ğ	11	Rents									
8		Taxes and licen		12							
ĕ	13	Interest (see ins		13							
듄	15	Depreciation fro	n 4562)	14							
<u>=</u>	15	Depletion (do n	15								
8	16 17	Advertising .							16		
2	18			etc., plans ms					18		
≅਼	19				duction (attach Form 72	005)			19		
율		Other deduction			duction (attach Form 72	:00)			20		
ĕ۱	21			nes 7 through 20					21		
_	22				act line 21 from line 6				22		
$\neg$					ture tax (see instruction	ns)	23a				
				m 1120-S) .			23b		1 1		
					or additional taxes) .				23c		
92			4		and preceding year's o	verpayment					
9					· · · · · · ·		24a				
토	b	Tax deposited v					24b				
å	С	Credit for feder	al tax paid	d on fuels (attach	Form 4136)		24c				
2	d	Elective payme	nt electio	n amount from F	orm 3800		24d				
ax and Payments	Z	Add lines 24a th							24z		
Ĕ.	25				Check if Form 2220 is a			-	25		
	26	Amount owed.	If line 24	z is smaller than	the total of lines 23c ar	nd 25, enter a	mount owed .		26		
	27				e total of lines 23c and	25, enter am			27		
	28				2025 estimated tax		Refund		28		
		Under penalties of belief, it is true, cor	perjury, I d	sclare that I have ex	amined this return, including of preparer (other than tax	accompanying payer) is based o	schedules and state in all information of a	ments, and	to the b	est of my knowledge an	
Się	,,, i	and, it is side, ou	.est, and t	originate. Decidation	- or property (outer trial) tax	payor, is based t	a montaneon or t	_		IRS discuss this return	
He	re					-		v	vith the	preparer shown below?	
		Signature of officer			Date	Title	1		ee instru		
ai	id	Print/Type prep	arer's nam	e	Preparer's signature		Date		ok 🔲 if		
Pre	pare	-							employee		
	e Onh	Firm's name							's EIN		
-0	9111	Firm's address						Pho	ne no.		





What is needed to retain other income?

- 1. Other income must be identified
- 2. Need to understand how it is related to the business
- 3. Need to have an expectation of continuance or a history

#### Form 1120-S

Other income on Line 5

Form 11	20-S	ι	J.S. Income	Tax Return for an S Co	orporation		OMB No. 1545-0123
Department	of the Treasury enue Service	G	is attachin	this form unless the corporation has f ag Form 2553 to elect to be an S corpor Form1120S for instructions and the lat	ration.		20 <b>24</b>
For calen	dar year 2024 o	r tax year	beginning	, 2024, er	nding		, 20
A S election	n effective date		Name	·		D Emplo	yer identification numbe
		TYPE					
B Business activity code number (see instructions)		iss activity code Number, street, and room or suite no. If a P.O. box, see instructions.		5.	E Date in	corporated	
			City or town, state or	r province, country, and ZIP or foreign postal o	ode	F Total as	ssets (see instructions)
C Check if S	Sch. M-3 attached					\$	
G Is the	corporation electi	ng to be a	an S corporation be	eginning with this tax year? See instructi	ions. Yes N	lo	
H Check	cif: (1) Final re	tum (2)	Name change	(3) Address change (4) Amen	ded return (5)	S election	n termination
Enter	the number of sh	areholder	s who were share	holders during any part of the tax year			
J Check	cif corporation: (1	) 🔲 Aggre	egated activities for	section 465 at-risk purposes (2) 🔲 Grou	uped activities for se	ction 469	passive activity purpos
Caution: I	nclude only trade	or busines	ss income and expe	enses on lines 1a through 22. See the ins	tructions for more in	nformation	n.
1a	Gross receipts or	sales	t	Less returns and allowances	c Balan	ce 1o	
o 2	Cost of goods	sold (attac	ch Form 1125-A)	<del></del>		. 2	
Ĕ   3	Gross profit. Su	ıbtract lin	e 2 from line 1c		. 3		
3 4	Net gain (loss)	rom Form	4797, Part II, line	17 (attach Form 4797)		. 4	
- 5	Other income (I	oss) (see	instructions-atta	ch statement)		. 5	20,000
6	Total income (	loss). Add	d lines 3 through 5			. 6	
	0	4 40	/eee leets etlese	ottoch Form 112E F)		-	

Form 1120S, Page 1 Detail

Line 5 – Other Income

Ordinary income from partnership – Premier Auto Detailing 20,000

Total 20,000

Paid Print/Type preparer's name Preparer's signature Date Check if self-employed Self-employed Firm's name Firm's EIN Phone no.

For Paperwork Reduction Act Notice, see separate instructions. Cat. No. 11510H Form 1120-S 2024



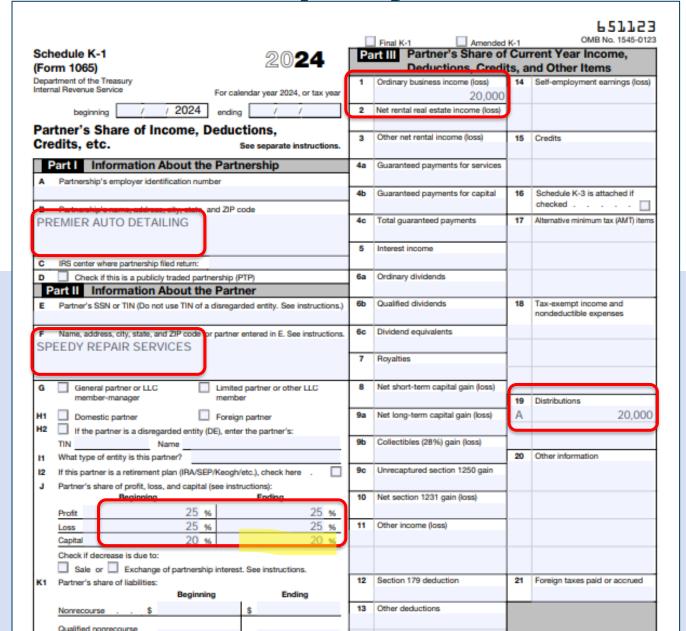
4. I have passthrough income on a 1120-S from another company showing on Line 5. I am trying to retain this income. What documentation is needed, and what should I look for?



I have passthrough income on a 1120-S from another company showing on Line 5. I am trying to retain this income. What documentation is needed, and what should I look for?

Look for the Schedule K-1s for company B and verify that the ordinary income is supported by the distributions. If the percentage of ownership interest is greater than 25%, then, depending on the investor, you might need business returns for company B.

## Schedule K-1 for company B



#### Schedule L

Mortgages due in less than 1 year

hedu	le K Shareholders' Pro Rata Share Items	continued)				Total amount
Information	17a Investment income				17a	
2 2	b Investment expenses				17b	
E	<ul> <li>Dividend distributions paid from accumulate</li> </ul>	ed earnings and pr	ofits		17c	
2	d Other items and amounts (attach statement					
ciliation	18 Income (loss) reconciliation. Combine the	total amounts on	lines 1 through 10. Fr	om the result,	1 1	
	subtract the sum of the amounts on lines 11	through 12e and	16f		18	
hedu	le L Balance Sheets per Books	Beginning	of tax year		End of t	ax year
	Assets	(a)	(b)	(c)		(d)
	ash					
2a Tr	ade notes and accounts receivable					
b Le	ess allowance for bad debts (			(	)	
In	ventories					
U.	S. government obligations					
Ta	ex-exempt securities (see instructions)					
Of	ther current assets (attach statement)					
Lo	pans to shareholders					
M	ortgage and real estate loans					
Ot	ther investments (attach statement)					
a Bu	uildings and other depreciable assets					
b Le	ess accumulated depreciation (		)	(	)	
a De	epletable assets					
b Le	ess accumulated depletion (			(	)	
La	and (net of any amortization)					
a Int	tangible assets (amortizable only)					
b Le	ess accumulated amortization (			(	)	
01	ther assets (attach statement)					
To	otal assets					
	Liabilities and Shareholders' Equity					
Ac	counts payable					
	ortgages, notes, bonds payable in less than 1 year					65,400
	ther current liabilities (attach statement)					11,100
	pans from shareholders					
A STATE	ortgages, notes, bonds payable in 1 year or more					
	ther liabilities (attach statement)					
	apital stock					
	dditional paid-in capital					
	etained earnings					
	diustments to shareholders' equity (attach statement)					
-	ess cost of treasury stock		(			(
	otal liabilities and shareholders' equity					





What are the benefits of determining business liquidity?

- 1. Supports the use of ordinary income from Schedule K-1
- 2. Omíts mortgages/notes/bonds due in less than 12 months
- 3. Alleviates concerns of use of business income from cash flowing

#### MGIC Liquidity Worksheet

T	E: If there are r	no business liabilities, results will refl	ect N/A, indicating adequate liquidity.		
	Business:	J & J Property Solutions	Completed by: Lender		
ch	edule L - Ass	ets	Input the Year(s): 📫		2024
	Cash: Line 1,	Column d		\$	12,100.00
	Trade notes a	nd accounts receivable, less bad o	lebt: Line 2b, Column d	\$	28,820.00
	Inventories: L	ine 3, Column d		\$	12,000.00
	Other:				
	Total Current	Assets:		\$	52,920.00
ch	edule L - Liab	oilities			2024
	Accounts Paya	able: Form 1120S Line 16/Form 1	065 Line 15, Column d	5	25,200.00
	Mortgages, no	otes, bonds payable < 1 year: Form	m 1120S Line 17/Form 1065 Line 16, Column d	5	20,400.00
	Other current	t liabilities: Form 1120S Line 18/F	form 1065 Line 17, Column d	\$	3,000.00
	Total Current	Liabilities:		\$	48,600.00
ur	rent Ratio				2024
	Total Current	Assets: Row 5 - Assets above		\$	52,920.00
	Total Current	Liabilities: Row 9 - Liabilities above	ve	\$	48,600.00
	Current Ra	tio: In general, a ratio ≥ 1 demo	nstrates adequate liquidity		1.09
Qui	ck Ratio				2024
	Cash, notes, a	ccounts receivable (less bad debt)	& other: Rows 1, 2 & 4 - Assets above	\$	40,920.00
	Total Current	Liabilities: Row 9 - Liabilities above	ve	\$	48,600.00
_					



5. I have another question on this loan. I am trying to use my calculated liquidity test to not have to deduct mortgages due in less than 1 year. The current ratio is >1 and my quick ratio is <1. Should inventory be included in this assessment?



I have another question on this loan. I am trying to use my calculated liquidity test to not have to deduct mortgages due in less than 1 year. The current ratio is >1 and my quick ratio is <1. Should inventory be included in this assessment?

Wow, that loan is really giving you a run for your money . . . Inventory should not be included when looking at assets to support not subtracting a mortgage due in less than a year. Can you ask for more information regarding the note? Perhaps it rolls over each year?

# Cash flow taxes

#### **SAM Cash Flow Analysis Worksheet**



X S CORPORATION	Name: SPEEDY REP	AIR SERVICES		2024	2023
SCHEDULE K-1					
7 Ordinary Income (Loss): LINE 1 If > Dis	tributions see additional requiren		\$	132,550.00	\$ 142,000.00
8 Net Rental Income (Loss): LINES 2 & 3	If > Distributions see additional re	quirements.			
SUBTOTAL			Ś	132.550.00	\$ 142.000.00
FORM W-2					
9 Wages: W-2, Box 5 (in general)			\$	85,750.00	\$ 105,000.00
FORM 1120S					
0 Deduct nonrecurring income/add non	recurring loss: LINES 4 & 5	•			
1 Depreciation: LINE 14			\$	25,750.00	\$ 17,500.00
2 Depreciation (FORM 8825): LINE 14					
3 Depletion: LINE 15					
4 Amortization/Casualty Loss (only if no	ted): from attached statement	•			
5 Mortgages or Notes Payable in Less Th	nan 1 Year: Schedule L, LINE 17, Col	umn d	(	)	()
6 Non-Deductible Travel and Entertainn	nent Exclusion: Schedule M-1, LINI	3b	(\$	2,500.00	(\$ 2,200.00)
SUBTOTAL			\$	23,250.00	\$ 15,300.00
7 Multiplied by Ownership Percentage				50.00%	50.00%
Shareholder's Total Share of Income (Lo	oss)		\$	11,625.00	\$ 7,650.00
			\$2	29,925	\$254,650
			/12 =	\$19,160	/12 = \$21,221

**DECLINING INCOME** 



Declining income ... Now what?

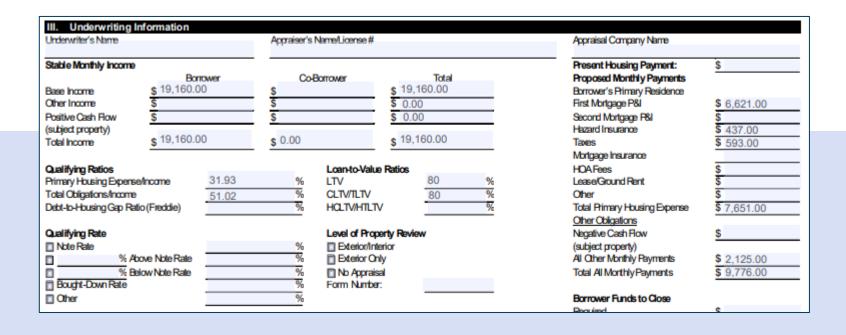


If the trend is declining, the income may not be stable. You must conduct additional analysis to determine if any income should be used, but in no instance may it be averaged over the period when the decline occurred.

# Declining income – What should you request?

- 1. YTD P&L
- 2. Balance sheet
- 3. Letter of explanation
- 4. Additional tax returns
- 5. 3-6 months of bank statements
- 6. Additional supporting documentation

#### Yikes! The ratios do not meet the guidelines.



**32** 

**51** 



6. I'm so sorry to bother you, but I'm struggling with a high debt-to-income ratio on this loan. If I obtain a YTD P&L provided by the CPA firm on their letterhead, can I use the P&L income in my income calculation?



I'm so sorry to bother you, but I'm struggling with a high debt-to-income ratio on this loan. If I obtain a YTD P&L provided by the CPA firm on their letterhead, can I use the P&L income in my income calculation?

Hi again, Jay. Just because the YTD P&L is on the CPA letterhead, it does not make it audited. Those are extremely rare and, therefore, you should not include the YTD figures in your income calculation.

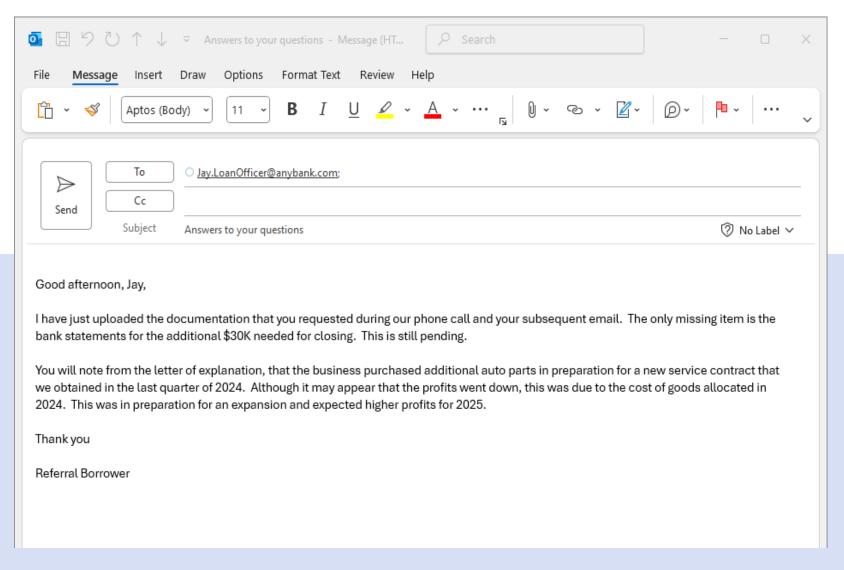


# Phone call to borrower

#### List of items requested from borrower:

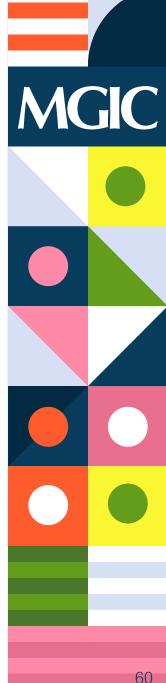
- 1. Explanation of NOL
- 2. Copy of note (mortgages due < 1 year)
- 3. Explanation for declining income
- 4. YTD P&L statement
- 5. 3 months of business bank statements
- 6. 12 months of cancelled checks business pays auto leases
- 7. 2 months of bank statements verifying an additional \$30K

#### **Email from borrower**



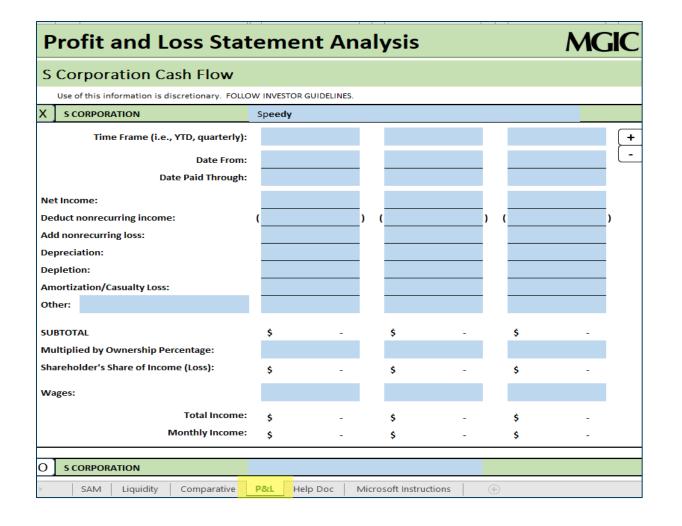
## 5-step process

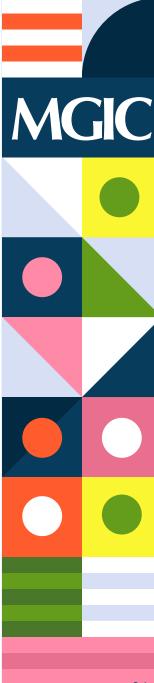
3. 4. Determine **Cash flow Validate** Assess Cash flow business P&L P&L income taxes



3. Cash flow P&L

# MGIC's P&L Statement Analysis



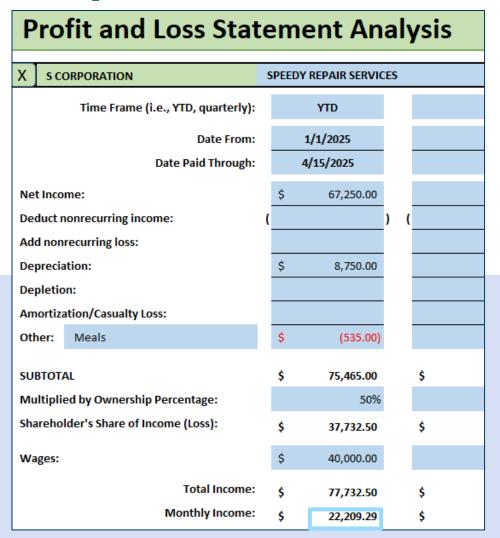


# Cash flow YTD P&L

#### **Profit and Loss Statement Analysis**

Х	S CORPORATION	9	SPEE	DY REPAIR SERVIC	ES	
	Time Frame (i.e., YTD, quarterly	):		YTD		
	Date Fron	n:		1/1/2025		
	Date Paid Throug	n:		4/15/2025		
Ne	t Income:		\$	67,250.00		
Dec	duct nonrecurring income:	(			)	(
Add	d nonrecurring loss:					
De	preciation:		\$	8,750.00		
De	oletion:					
Am	ortization/Casualty Loss:					
Oth	ner: Meals		\$	(535.00)		
SUI	BTOTAL		\$	75,465.00		\$
Mu	Itiplied by Ownership Percentage:			50%		
Sha	reholder's Share of Income (Loss):		\$	37,732.50		\$
Wa	ges:		\$	40,000.00		
	Total Income	2:	\$	77,732.50		\$
	Monthly Income	2:	\$	22,209.29		\$

#### Comparison of YTD and prior years

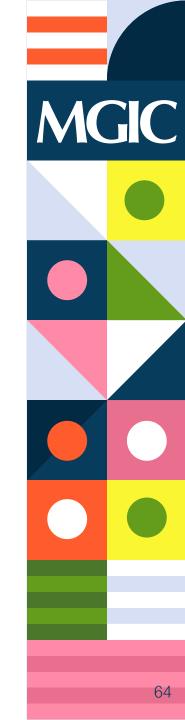


	Evaluate business income as required by y	our investor.						
	S CORPORATION	Name:	SPEEDY REPAIR SERVICES			2023		2022
	SCHEDULE K-1							
37	Ordinary Income (Loss): LINE 1 If > D	istributions see ad	ditional requirements.	•	\$	132,550.00	\$	142,000.00
8	Net Rental Income (Loss): LINES 2 &	3 If > Distributions	see additional requirements.	•		<u>·</u>		
	SUBTOTAL				\$	132,550.00	\$	142,000.00
	FORM W-2							
9	Wages: W-2, Box 5 (in general)				\$	85,750.00	\$	105,000.00
	FORM 1120S							
10	Deduct nonrecurring income/add no	onrecurring loss: LII	NES 4 & 5	•				
1	Depreciation: LINE 14				\$	25,750.00	\$	17,500.00
12	Depreciation (FORM 8825): LINE 14							
13	Depletion: LINE 15							
4	Amortization/Casualty Loss (only if	noted): from attach	ed statement					
15	Mortgages or Notes Payable in Less	Than 1 Year: Sched	ule L, LINE 17, Column d	•	(	)	(	)
16	Non-Deductible Travel and Entertain	nment Exclusion: S	chedule M-1, LINE 3b	•	(\$	2,500.00	\$	2,200.00
	SUBTOTAL				\$	23,250.00	\$	15,300.00
17	Multiplied by Ownership Percentag	2				50.00%		50.00%
	Shareholder's Total Share of Income (	Loss)			\$	11,625.00	\$	7,650.00
		:			\$2	29,925	Ś	254,650
			•	•		\$19,160		= \$21,221

**INCOME HAS STABILIZED** 

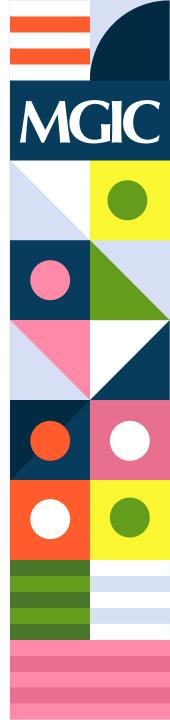
## 5-step process

3. 4. Cash flow **Validate** Determine Cash flow Assess business P&L P&L income taxes



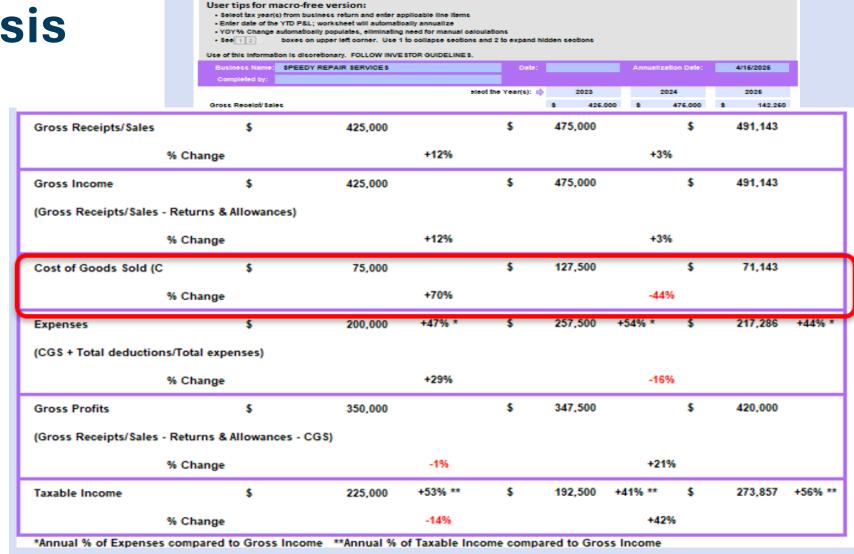
4. Validate P&L

- 1. Compare to prior year's tax filing
- 2. Support with LOE if needed
- 3. Validate with bank statements if needed



# Comparative Income Analysis

Does this support the LOE provided by the borrower?



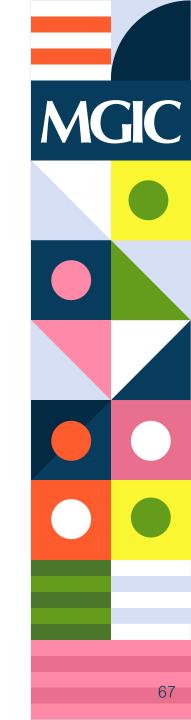
Comparative Income Analysis Worksheet

ffeotive way to analyze the profitability or growth of a business.

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## 5-step process

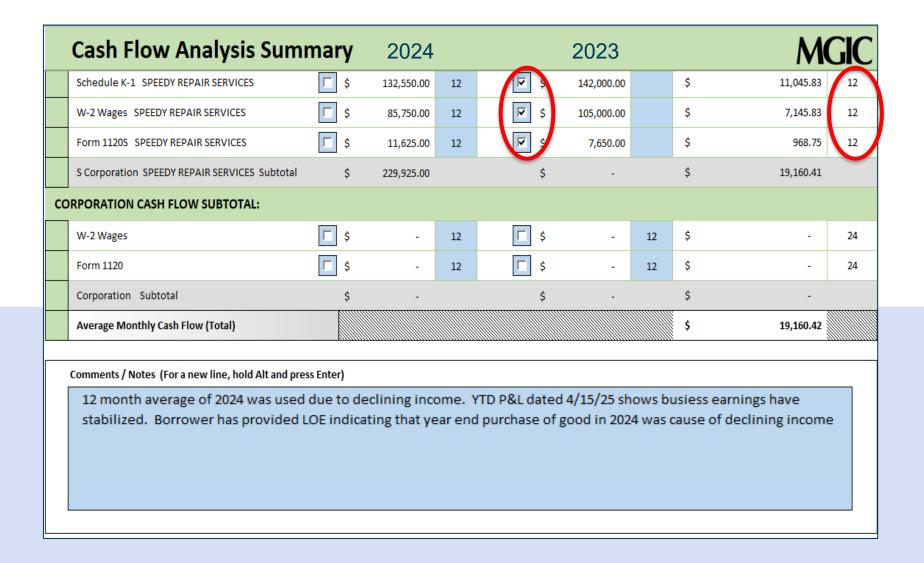
3. 4. **Cash flow Validate** Cash flow **Determine** Assess business P&L P&L income taxes





What income should I use?

5.
Determine income





Do I have everything I need to omit debt?



7. One last question on this loan (I promise). The borrower has provided 12 months of cancelled checks to prove that the business pays the 2 auto leases shown on the credit report. Is that all that is needed to omit these debts?



One last question on this loan (I promise). The borrower has provided 12 months of cancelled checks to prove that the business pays the 2 auto leases shown on the credit report. Is that all that is needed to omit these debts?

Glad to hear that you were able to obtain evidence that the business pays those large auto lease payments. Make sure that the accounts have been paid on a timely basis and that the tax returns evidence the reporting of the debt paid by the business.

Эера	rtment o	20-S of the Treasury nue Service		Do not fi is attach	e Tax Return for ile this form unless the corp ing Form 2553 to elect to b v/Form1120S for instruction	oration has f	iled or ration.			20 <b>24</b>			
or	calend	dar year 2024 o	or tax yea	r beginning		, 2024, er	ding	_		, 20			
S	election	effective date		Name				DI	Employer	identification numbe			
			TYPE										
		activity code ee instructions)	OR PRINT	Number, street, and room or suite no. If a P.O. box, see instructions.			E	E Date incorporated					
			]	City or town, state	or province, country, and ZIP or	foreign postal o	ode	F 1	otal asset	s (see instructions)			
		h. M-3 attached						\$					
					beginning with this tax year?			No					
		eck if: (1) Final return (2) Name change (3) Address change (4) Amended return (5) Selection termination er the number of shareholders who were shareholders during any part of the tax year											
									-				
					or section 465 at-risk purposes					sive activity purpose			
Cau				ss income and ex	penses on lines 1a through 2								
I	1a	Gross receipts o			b Less returns and allowance	8	c Balan	ice	1c				
ا ہ	2			ch Form 1125-A)					2				
ncome	3			e 2 from line 1c				-	3				
2	4				ne 17 (attach Form 4797)			-	4				
- 1	5				tach statement)			-	5				
_	6	5 Total income (loss). Add lines 3 through 5							6				
- 1	7	Compensation	of officer	s (see instruction	s-attach Form 1125-E)				7				
8	8	Salaries and w	ages (less	employment cre	edits)			-	8				
욻ㅣ	9	Repairs and m	aintenanc	e				-	9				
imitations)	10	Bad debts .							10				
5	11	Rents						-	11				
2	12	raxes and lice	nses						12				
tions	13	Interest (see in	structions	)					13				
喜	14	Depreciation to	om Form	4562 not claime	on Form 1125-A or eisew	nere on retur	n (attach Form 45	62)	14				
nstru	15	Depletion (do	not deduc	t oil and gas de	epletion)			-	15				
ees suoi	16	Advertising .							16				
	17	Pension, profit-sharing, etc., plans						17					
	18	Employee ben	efit progra	ms				-	18				
₽.	10	Energy officien	*	<u>aial buildiaga da</u>	dustion (attach Form 7005)				40				
ğ	20	Other deduction	ons (attack	statement) .				-	20				
S	22	Ordinary busi	ness inco	me (loss), Subtr	act line 21 from line 6 .				22				
	23a				oture tax (see instructions)	23	la	_					
	b												
	c								23c				
	24a				and preceding year's overp	avment	ĺ						
5		credited to the				24	la						
Tax and Payments	ь			7004		24	ь						
	c												
	d												
	z												
	25							24z 25					
	26			4z is smaller than the total of lines 23c and 25, enter amount owed				-	26				
	27		erpayment. If line 24z is larger than the total of lines 23c and 25, enter amount overpaid						27				
	28				2025 estimated tax		Refunded		28				
		Under penalties o	f perjury, I d	eclare that I have ex	amined this return, including acc	ompanying sch	edules and statement	s, an	to the be	st of my knowledge a			
Sig	ın 📗	belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer											
He	re								RS discuss this return reparer shown below				
	-	Signature of office	er	Date Title			. 1	See instru	ctions. Yes N				
	4	Print/Type pre	parer's nam	e	Preparer's signature		Date	Chi	eck 🔲 if	PTIN			
							self	-employed					
-	nare	r					Firm's EIN						
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Pai Pre Use	Onl	v	s					-	ne no.				

## Confirming that the business paid the debt

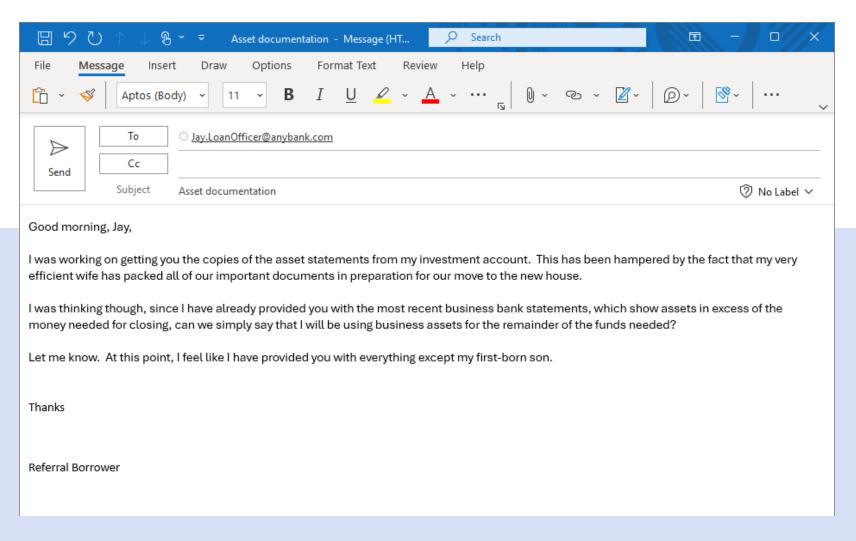
1. Auto loan payments listed as interest deductions

2. Auto lease payment will be on a separate schedule



What's this? The borrower wants to use business assets for closing!

### **Email from borrower**





8. Please don't kill me. My borrower now wants to use business assets for the missing \$30K for closing, as he has already provided 3 months of business bank statements. Can we use those funds and get cleared to close?



Please don't kill me. My borrower now wants to use business assets for the missing \$30K for closing, as he has already provided 3 months of business bank statements. Can we use those funds and get cleared to close?

Jay, this change will result in the loan going back into underwriting. I seem to remember that you were really tight in your liquidity ratio calculation. If the borrower is going to use business funds for closing in the amount of \$30K, then that amount would need to be deducted during your liquidity test. I don't think that is going to work in this case.



Thanks for your help!

### Purpose of cash flow analysis



### Verify qualifying income that is:

- Stable
- Likely to continue





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We'll discuss using rental income

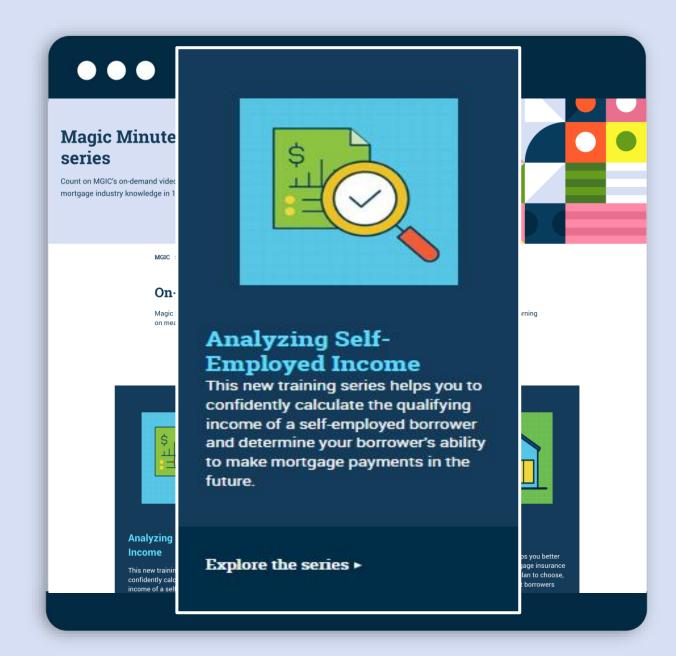


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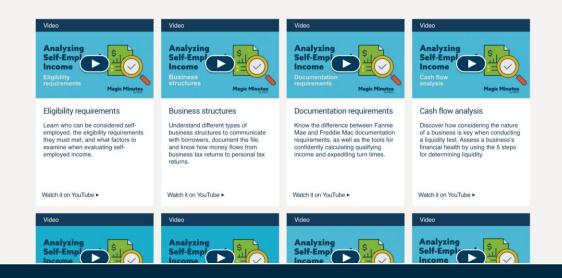
### Magic Minutes training series



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#### **Analyzing Self-Employed Income**

Calculating the qualifying income of a self-employed borrower can be challenging. These videos can help you to better analyze if the business will continue to generate and distribute income, and whether your borrower will be able to make future mortgage payments.



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