

Product Matrix

| Primary Residence | | | | | | | | | | |
|---|---|---|---|--|--|--|--|--|--|--|
| Transaction Type | # of Units | | n Credit Score | | Maximum LTV/CLTV ¹ | | | | | |
| | | | 680 | | 90% ¹ (up to 2.0 million | | | | | |
| Purchase & | 1 | | 660 | | 80% (up to 2.0 million | | | | | |
| Rate/Term | | | 720 | | 70% (up to 2.5 million | 1) | | | | |
| | | | 700 | | 75% (up to 1.0 million | 1) | | | | |
| ² Cash-Out Refinance | | | | | 80% (up to 1.5 million | <u>- </u> | | | | |
| | 1 | | 720 | | 65% (up to 2.0 million | | | | | |
| | | | 720 | | ` ' | • | | | | |
| Second Home 60% (up to 2.5 million) | | | | | | | | | | |
| Transaction Type # of Units Minimum Credit Score Maximum LTV/CLTV 1 | | | | | | | | | | |
| Transaction Type | # Of Office | IVIIIIIIIIIIII | | | | | | | | |
| Purchase & Rate/Term | | | 680 | | 90% 1 (up to 2.0 million | | | | | |
| | 1 | | 660 | | 80% (up to 2.0 million | | | | | |
| | | | 720 | | 70% (up to 2.5 million | 1) | | | | |
| | 1 | | 720 | | 60% (up to 1.5 million | 1) | | | | |
| Cash-Out Refinance | 1 | | 720 | | 50% (up to 2.0 million | 1) | | | | |
| | | Investn | nent Property | • | ` ' | • | | | | |
| | | Not Curr | ently Available | | | | | | | |
| The following addit | ional requirements for | r LTV's greater | than 80%: | | | | | | | |
| • MI is no | • | • | Financing not perm | | | | | | | |
| Max DTI | | • | nent resident alien | | | | | | | |
| | ds not permitted | • | ound accounts req | uired for lo | ans with LTV's > 80%. | | | | | |
| Not avai | ilable on 15 yr terms or | r ARM's | | | | | | | | |
| Maximum allowable | | | | | | | | | | |
| | ed Cash-Out with LTVs | | | | | | | | | |
| Maximu | ım Cash-Out is \$500,00 | | | | | | | | | |
| | Encompass Production | | | nbo" | | | | | | |
| | • Fixed Rate: 30, 25 | or 20 - year te | :rm | | | | | | | |
| | ARM's: | C | 7/5 ADA45/4/ | T. C \ | E /C A DA A /2 /4 // | - () | | | | |
| | • 10/6 ARM (5/1/5 (| | • 7/6 ARM (5/1/ | 5 Caps) | • 5/6 ARM (2/1/ | caps) | | | | |
| | Index: SOFR (30 DMargin: 2.75 | ay Average) | | | | | | | | |
| | • Floor: 2.75 | | | | | | | | | |
| Eligible Products | | | | | | | | | | |
| | | 1 Qualify with | greater of the fully | indoved ra | to or the Note rate | Qualifying Rate: | | | | |
| | | • | • | • 10/6 and 7/6 ARM - Qualify with greater of the fully indexed rate or the Note rate. | | | | | | |
| | • 5/6 ARM - Qualify with greater of the fully indexed rate or the Note rate + 2.0% | | | | | | | | | |
| | ARM Overlays: | Ū | i the fully indexed i | rate or the I | Note rate + 2.0% | | | | | |
| | ARM Overlays: • Maximum 80% LTV | - | | | | | | | | |
| | Maximum 80% LTV | //CLTV | • Primary | Residence | only. | | | | | |
| | Maximum 80% LTV Minimum Credit Sc | //CLTV core 720 | PrimaryMaximu | Residence of the Reside | only. / for Cash-out is 65% | | | | | |
| | Maximum 80% LTVMinimum Credit ScMinimum loan amo | //CLTV core 720 ount is \$350,00 | PrimaryMaximuMaximu | Residence om LTV/CLTV m DTI is 45 | only. / for Cash-out is 65% | | | | | |
| | Maximum 80% LTV Minimum Credit So Minimum loan amo 49.99% for LTVs ≤ | //CLTV core 720 ount is \$350,00 80%; (38% for | PrimaryMaximuMaximuIoans with LTV > 8 | Residence of the Markett Residence of the Mark | only. / for Cash-out is 65% % | alc | | | | |
| | Maximum 80% LTV Minimum Credit Sc Minimum loan amo 49.99% for LTVs ≤ DTI > 45 | //CLTV core 720 ount is \$350,00 80%; (38% for | Primary Maximu Maximu Ioans with LTV > 8 nd all loans 85.01-9 | Residence of the Markett Residence of the Mark | only. / for Cash-out is 65% % uires residual income c | alc | | | | |
| DTI | Maximum 80% LTV Minimum Credit Sc Minimum loan amo 49.99% for LTVs ≤ DTI > 45 # in Hor | //CLTV core 720 ount is \$350,00 80%; (38% for 5% ≤ 49.99% au | Primary Maximu Maximu Ioans with LTV > 8 nd all loans 85.01-9 2 | Residence of m LTV/CLTV m DTI is 45'0%) 00% LTV req | only. / for Cash-out is 65% wires residual income c | alc | | | | |
| DTI | Maximum 80% LTV Minimum Credit Sc Minimum loan amo 49.99% for LTVs ≤ DTI > 45 # in Hook Required | //CLTV core 720 ount is \$350,00 80%; (38% for 5% ≤ 49.99% and susehold dig Residual \$ | Primary Maximu Maximu Ioans with LTV > 8 nd all loans 85.01-9 | Residence of m LTV/CLTV m DTI is 45'0%) 00% LTV req 3 \$3,150 | only. / for Cash-out is 65% // uires residual income c // 5 // \$3,550 \$3,700 | alc | | | | |
| DTI | Maximum 80% LTV Minimum Credit Sc Minimum loan amo 49.99% for LTVs ≤ DTI > 45 # in Hook Required Residual in | //CLTV core 720 ount is \$350,00 80%; (38% for 5% ≤ 49.99% and susehold dig Residual \$ | Primary Maximu Maximu Maximu Ioans with LTV > 8 Ind all loans 85.01-9 I 2 Ioans \$2,600 Gross Qualifying Inc | Residence of m LTV/CLTV m DTI is 45'0%) 00% LTV req 3 \$3,150 | only. / for Cash-out is 65% // uires residual income c // 5 // \$3,550 \$3,700 | alc | | | | |
| DTI | Maximum 80% LTV Minimum Credit Sc Minimum loan amo 49.99% for LTVs ≤ DTI > 45 # in Hook Required Residual in | //CLTV core 720 ount is \$350,00 80%; (38% for 5% ≤ 49.99% and usehold d Residual \$ ncome equals G | Primary Maximu Maximu Maximu Ioans with LTV > 8 Ind all loans 85.01-9 I 2 Ioans \$2,600 Gross Qualifying Inc | Residence of m LTV/CLTV m DTI is 45'0%) 00% LTV req 3 \$3,150 | only. / for Cash-out is 65% // uires residual income c // 5 // \$3,550 \$3,700 | alc | | | | |
| DTI | Maximum 80% LTV Minimum Credit Sc Minimum loan amo 49.99% for LTVs ≤ | //CLTV core 720 ount is \$350,00 80%; (38% for 5% ≤ 49.99% and 1 desidual \$ and 1 desidual | Primary Maximu Maximu loans with LTV > 8 nd all loans 85.01-9 1 2 61,550 \$2,600 Gross Qualifying Income ratio) | Residence of m LTV/CLTV m DTI is 45'0%) 00% LTV req 3 \$3,150 ome less M | only. / for Cash-out is 65% // uires residual income c // 5 // \$3,550 \$3,700 onthly Debt (as | | | | | |
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| Loan Amount Age of | Maximum 80% LTV Minimum Credit Sc Minimum loan amo 49.99% for LTVs ≤ | core 720 ount is \$350,00 80%; (38% for 5% ≤ 49.99% are selected as the debt-to-ing true to 2.5 million mount for ARM set documental seal must be with | Primary Maximu Maximu Maximu I loans with LTV > 8 I loans 85.01-9 I 2 I 2 I 2 I 32 I 51,550 \$2,600 Gross Qualifying Income ratio) On (Must be \$1 over the second of the North Harmonic Primary Control of the North Harmonic | Residence of LTV/CLTV m DTI is 45'0%) 00% LTV required states and states are the current to \$350,000 m 60 days of | only. / for Cash-out is 65% // uires residual income c // 5 // \$3,550 \$3,700 onthly Debt (as | | | | | |
| Loan Amount Age of Documentation | Maximum 80% LTV Minimum Credit Sc Minimum Ioan amo 49.99% for LTVs ≤ | ount is \$350,00 80%; (38% for 5% ≤ 49.99% an the debt-to-in the d | Primary Maximu Maximu loans with LTV > 8 nd all loans 85.01-9 2 31,550 \$2,600 Gross Qualifying Income ratio) on (Must be \$1 over 's permitted down tion must be within hin 90 days of the National Maximus and Homes = 3% | Residence of LTV/CLTV m DTI is 45'0%) 00% LTV required states and states are the current to \$350,000 m 60 days of | only. / for Cash-out is 65% // uires residual income c // 5 // \$3,550 \$3,700 onthly Debt (as | | | | | |
| Age of Documentation Interested Party Contributions | Maximum 80% LTV Minimum Credit Sc Minimum Ioan amo 49.99% for LTVs ≤ DTI > 45 # in Hot Required Residual in included in ARM: 45% Max Loan amount Minimum Loan Amo All Income and associated Credit and apprais For LTV's > 80%; P | core 720 ount is \$350,00 80%; (38% for 5% ≤ 49.99% ar busehold d Residual \$ come equals G at the debt-to-in tup to 2.5 millio mount for ARM set documentate al must be with rimary & Secon | Primary Maximu Maximu Maximu loans with LTV > 8 I 2 Maximu Standall loans 85.01-9 1 2 Maximu Standall loans 85.01-9 | Residence of LTV/CLTV m DTI is 45'0%) 00% LTV required states and states are the current to \$350,000 m 60 days of | only. / for Cash-out is 65% // uires residual income c // 5 // \$3,550 \$3,700 onthly Debt (as | | | | | |
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| | A Fannie Mae DU must be run on all files with an Approve/Ineligible decision. |
|--------------------------------|---|
| | "Approve/Ineligible" findings would be the result of any of the following: loan amount, LTV, cash out |
| AUS | amounts allowable in accordance with these jumbo underwriting guidelines, and cash-out amounts |
| | resulting from non-purchase money second lien payoffs as a rate and term refinance. Full |
| | documentation is required. May not follow DU documentation waivers. |
| | US Citizens |
| | Permanent Resident Alien |
| | Non-Permanent Resident Alien |
| Eligible Borrowers | ► H1B and L1 Visas only. |
| | ► Maximum 80% LTV/CLTV |
| | ► Maximum 38% DTI |
| | ► Primary residence only |
| | ► Valid Social Security number |
| | ▶ 2 full, uninterrupted years of employment in the United States |
| | Non-occupying co-borrower is not permitted |
| | LLC's, Corporations and partnerships |
| Ineligible Borrowers | Foreign Nationals |
| | Non-Revocable Trusts |
| | Life Estates |
| | • For transactions with 80.01% LTV or higher. |
| | ► Primary residence only. |
| | ▶ 740 minimum FICO. |
| | ► Gift funds not permitted |
| First-time | ► Maximum Loan Amount is \$1,500,000 |
| Homebuyer | ▶ 24 months rental history with no late payments. |
| | Refer to the reserve section for additional requirements regarding required reserves. |
| | Any borrower who has not owned a residential property during the prior 3 years is considered a |
| | First Time Homebuyer. This does not apply when at least 1 borrower has owned a property within |
| | the past 3 years. |
| | |
| | • A minimum of 2 credit scores for all borrowers is required. The lowest mid-score will be used. If a |
| | • A minimum of 2 credit scores for all borrowers is required. The lowest mid-score will be used. If a borrower only has 2 scores, the lower of the two will be used. |
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| | borrower only has 2 scores, the lower of the two will be used. Rescored credit reports are ineligible. Minimum Tradeline Requirements: |
| | Rescored credit reports are ineligible. Minimum Tradeline Requirements: Minimum of three (3) open and active tradelines from traditional sources are required. |
| | borrower only has 2 scores, the lower of the two will be used. • Rescored credit reports are ineligible. Minimum Tradeline Requirements: • Minimum of three (3) open and active tradelines from traditional sources are required. • One (1) tradeline must be open for twenty-four (24) months and active with the most |
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| Credit Report Frozen Credit | Rescored credit reports are ineligible. Minimum Tradeline Requirements: Minimum Tradeline Requirements: Minimum of three (3) open and active tradelines from traditional sources are required. ➤ One (1) tradeline must be open for twenty-four (24) months and active with the most recent six (6) months. ➤ Two (2) of the tradelines must show activity within the last (12) months and active within the most recent six (6) months. - OR Minimum two (2) tradelines are acceptable if the borrower has a satisfactory mortgage rating for at least twelve (12) months (opened or closed) within the last twenty-four (24) months and one (1) additional open tradeline. Each borrower contributing income for qualifying must meet the minimum tradeline requirements; however, borrowers not contributing income for qualifying purposes are not subject to minimum tradeline requirements. Authorized user accounts are not allowed as an acceptable tradeline. Non-traditional credit is not allowed as an acceptable tradeline. Tradelines for closed accounts must have a satisfactory payment history A Tradeline for which a payment has never been made may not be used to satisfy the minimum tradeline requirement. Credit reports with bureaus identified as "frozen" are required to be unfrozen and a current credit |
| | |
| | |
| | Rescored credit reports are ineligible. Minimum Tradeline Requirements: Minimum of three (3) open and active tradelines from traditional sources are required. |
| Frozen Credit | Rescored credit reports are ineligible. Minimum Tradeline Requirements: Minimum of three (3) open and active tradelines from traditional sources are required. |
| Frozen Credit Housing Payment | Rescored credit reports are ineligible. Minimum Tradeline Requirements: Minimum of three (3) open and active tradelines from traditional sources are required. |



• Satisfactory explanation for any delinquent credit which occurred in the previous 12 months is required.

Forbearance:

- A forbearance that results in a loan modification (moving payments to the end of the mortgage) is a credit event and will be considered "due to hardship."
- Allowable six months after the end of the forbearance period, and only if the borrower made all the monthly payments during forbearance and did not utilize the forbearance terms to skip or miss any payments.

Waiting periods for significant derogatory credit:

- Chapter 7, 11 or 13 Bankruptcy = 7 years since discharge
- Foreclosure, Notice of Default (NOD) and short sale = 7 years since completion date
- Short payoffs, loan modifications due to hardship = 7 years
- Multiple events are not permitted

Significant Derogatory Credit

Re-established Credit Requirements:

- The waiting period requirements must be met.
- Borrower must show reestablished credit to meet the minimum credit requirements.
- Non-traditional credit is not permitted.

Collections, Charge-offs and past due accounts:

- All past due accounts must be brought current.
- All Tax liens, judgments, collections, charge-offs and past due accounts must be satisfied or brought current. Cash-out proceeds from the transaction may not be used.
- Medical collections allowed to remain outstanding if the balance is than \$10,000 in aggregate.
- Liens impacting title must be satisfied prior to closing.
- Payment plans on tax liens/liabilities are not permitted

Disputed Tradelines:

- All disputed accounts should be handled in line with Agency guidelines.
- All disputed accounts that belong to the borrower must be taken into consideration.
- Disputed accounts with a zero balance and no late payments may be disregarded.

Installment Debt:

- Installment debt, including car lease payments, must be included in the qualifying ratio regardless
- Installment debts lasting ten (10) months or more must be included in the DTI.

Student Loans:

- If a monthly payment is provided on the credit report, the amount indicated for the monthly payment may be used to qualify
- If the credit report does not provide a monthly payment or shows \$0:
 - ▶ Use 1% of the outstanding loan balance, or
 - ▶ Use fully amortizing payment based on documented repayment terms.

30 Day Open Accounts:

• If the credit report reflects an open-end of net thirty (30) day account, the balance owing must be subtracted from liquid assets.

Liabilities

Debts Paid by Business:

- Account may have no history of delinquency
- Evidence the obligation was paid out of company or business funds.
- Not permitted for schedule -C self-employment.
- Tax returns or cash flow analysis to reflect the business making said payment.

Paying off Debt:

- Installment and revolving debts may be paid off in order to qualify.
- Evidence the account has been paid in full.
- Source of funds to pay off the debt must be documented.
- Lease payments may not be paid down or paid off for qualifying purposes.
- Revolving debt must be documented as paid in full and account closed in order for the monthly obligation to be removed from the qualifying DTI.

Alimony / Child Support: Alimony and Child Support are to be treated as a liability



| | Borrowers may own a total of Ten (10) financed 1-4 unit residential properties including the subject property |
|-----------------------------|--|
| | • The borrower may own an unlimited number of financed 1–4-unit residential properties when the subject transaction is a primary residence with the following requirements met: |
| Multiple Owned | ► The subject transaction is limited to a maximum of 80% LTV/CLTV/HCLTV or program |
| Properties | maximum (lower of the two). |
| · | ► Additional financed 1–4-unit residential properties require six (6) months reserves for |
| | each property. |
| | Refer to the reserve section for additional requirements regarding required reserves. |
| | Properties owned free and clear require 6 mos of taxes, ins. and HOA dues for reserves. |
| | Borrower must have a minimum of 5% contribution from their own funds. |
| | Gift funds are not eligible to be used for reserves |
| | Not permitted on LTV's > 80% Single Facility Discourse ideas and Development |
| | Single Family, Primary residence, Purchase only Not permitted for first time home buyer programs maximum 40 percent DTI for all other lean |
| Gifts | • Not permitted for first-time home buyer program; maximum 40 percent DTI for all other loan programs. |
| | Relative, spouse, domestic partner, fiancé or fiancée are all considered eligible donors. |
| | • Fully executed gift letter; proof of donor's ability to provide the gift (e.g. bank statements), and |
| | evidence the borrower has received the gift funds is required. |
| | Gifts of equity are ineligible |
| | All funds must be documented with a minimum of two months bank statements or most recent |
| | quarterly statement. |
| | All funds from accounts opened for 90 calendar days or less, must be sourced if used for down |
| | payment, closing costs, or reserves. |
| Asset | Large deposits inconsistent with monthly income or deposits must be verified if using for |
| Documentation | down payment, reserves or closing costs. Verification is required that large deposits did not |
| | result in any new undisclosed debt |
| | • If source of funds cannot be documented, it is acceptable to exclude a large deposit, so as not to consider these funds for qualifying. |
| | Cash deposits are ineligible funds in a transaction and should be reduced from the amount of |
| | available funds |
| | All funds must come from the borrower's own demonstrated savings. |
| | Borrowers using accounts in which their funds are co-mingled with a non-borrowing party or |
| | parties, have the burden of proving funds in those accounts are a result of their earnings/savings. In |
| Co-Mingled Funds | addition, the file must also contain appropriate authorization letters from all additional account |
| | owners. |
| | • Funds from co-owned accounts that appear to have no connection to, or ownership by the |
| No. of City of Co.d. | borrower, will not be considered the borrower's own funds for use in the transaction. |
| (NSF) | A history of (NSF) fees present a layer of risk that must be weighed against the borrower's credit history and all of the other risk factors in the file. Letters of explanation is required. |
| , , | Business assets are not eligible as reserves. |
| | Business bank statements must not reflect any NSFs or overdrafts |
| | Borrower must have at least 51% ownership of the business |
| | Evidence supporting the borrower has full access to their percentage of the funds. |
| | A letter from an accountant verifying the following is also required: The appropriate of hydricate accounts that are hydrocal accounts the hydrocal |
| Business Assets | ► The amount of business assets that can be used must correspond to the borrower's |
| | percentage of ownership in the business. ▶ The funds are not a loan. |
| | Withdrawal of the funds will not negatively impact the business. |
| | Most recent 3 month business bank statements must be analyzed to determine no negative |
| | impact on business |
| | Cryptocurrency is digital assets exchanged over the internet. |
| | Allowed for down payment and closing costs: |
| Cryptocurrency | ► Full paper trail of ownership of cryptocurrency and liquidation must be provided |
| | ► Must be seasoned 60 days from date purchased to date liquidated. |
| 5. , p. 10 5 a. 1 6 11 c. 1 | ▶ If seasoned less than 60 days, evidence source of funds used to purchase and the |
| | original source used to purchase must be an acceptable source of funds. Allowed for reserves but only if seasoned and liquidated (same as above) and put in an allowable |
| | Δυρωμά τος reserves but only it seasoned and liquidated (same as above) and but in an allowable. |
| | account, such as stocks, mutual funds, money market, checking or savings. |



| | Anticipated Savings Cash on hand | | | | |
|---------------------|---|---|------------------------|--|--|
| | Community Savings plans | Non-Vested Stock Options | | | |
| Ineligible Assets | Pooled funds | Custodial accounts for minors | | | |
| | Gifts of equity | Pension Funds | | | |
| | Retirement accounts are an e | ligible source of funds for closing, down payn | nent and reserves. | | |
| | When accessing retirement funds | When accessing retirement funds for assets to close, evidence of liquidation and reduction of any | | | |
| | applicable penalties must be fully | documented. | | | |
| | Any existing loans secured by | a retirement asset must be deducted from the | ne discounted value of | | |
| Retirement Accounts | the vested balance. | | | | |
| | _ | ent account for reserves, a discounted value o | f 60% of the vested | | |
| | balance must be used for qualifying based on market volatility. | | | | |
| | | e account program administrator should be pr | rovided when using the | | |
| | account for reserves. | Lagra Amazont | # -f M D | | |
| | Occupancy Type | Loan Amount | # of Mos Reserves | | |
| | | ≤ \$1,000,000 with LTV ≤ 80% ≤ \$1,000,000 with LTV > 80% | 6 12 | | |
| | | \$1,000,000 with LTV > 80% \$1,000,001 - \$2,000,000 with LTV > 80% | 15 | | |
| | Primary Residence | \$1,000,001 - \$2,000,000 With ETV > 80% | 9 | | |
| | | \$1,500,001-\$2,000,000 | 12 | | |
| | | \$2,000,001-\$2,500,000 | 18 | | |
| | | ≤ \$1,000 | 12 | | |
| | | ≤ \$1,000,000 with LTV > 80% | 15 | | |
| | Second Home | \$1,000,001 - \$1,500,000 with LTV > 80% | 18 | | |
| | | \$1,000,001-\$1,500,000 | 18 | | |
| | | \$1,500,001-\$2,500,000 | 24 | | |
| | First-Time Homebuyer | ≤ \$1,500,000 with LTV ≤80% | 12 | | |
| | | ≤ \$1,000,000 with LTV >80% | 15 | | |
| | | \$1,000,001-\$1,500,000 with LTV > 80% | 18 | | |
| Reserves | Self-Employed Borrower | | Additional 3 mos | | |
| | Non-Retirement Asset Reserves Required for LTV 85.01% - 90% | ► Ltvs > 85.0% require 3 months | | | |
| | Multiple Financed Properties: | | | | |
| | If the borrower owns up to four (4) financed properties: | | | | |
| | | he subject transaction is allowed | | | |
| | ► Additional financed for each property | d 1–4-unit residential properties require three | e (3) months reserves | | |
| | 1 | n five (5) and ten (10) financed properties: | | | |
| | | on is limited to a maximum of 80% LTV/CLTV/HCLTV or program | | | |
| | maximum (lower of th | | т, тошт то резодения | | |
| | ► Subject property requires the greater of six (6) months reserves or required reserves | | | | |
| | 1 | cated in the Asset Section of this guide | · | | |
| | ► Additional financed | ► Additional financed 1–4-unit residential properties require six (6) months reserves for | | | |
| | each property | | | | |
| Employment | All Verbal VOE's must be with | hin 10 business days of the Note date. | | | |
| Limployment | Verification of borrower's sel | lf-employment no later than 20 calendar day | s prior to Note date | | |
| Tax Transcripts | · · | n all loans regardless of income/employment | type. | | |
| | Borrower pulled transcripts a | | | | |
| | A stable two (2) year history of verifiable income must be documented Figure 1 and 1 a | | | | |
| | • Employment gaps of more than 30 days within the most recent two (2) year period require a | | | | |
| | satisfactory letter of explanation and borrower must be employed with current employer for a | | | | |
| | minimum of six (6) months | | | | |
| | • Extended gaps of six (6) months or greater require a documented two (2) year work history prior | | | | |
| Employment | • Extended gaps of six (6) mont | hs or greater require a documented two (2) y | ear work history prior | | |
| Employment | 1 | ths or greater require a documented two (2) yen in their current employment for a minimul | • • | | |
| Employment | to the absence and they have been | en in their current employment for a minimu | m of six months. | | |
| Employment | to the absence and they have been | en in their current employment for a minimulation of the for qualification if the borrower has worked | m of six months. | | |



Salaried

- Paystubs covering the most 30 days with year to date income. (Must be computer generated.)
- 2 years W2's

<u>Commission:</u> (A borrower who receives 25% or more from commissions must have a minimum 2 year history of commission earnings and at least 18 months with current employer.)

- 2 years 1040's and W2's
- Current year-to-date paystub

Overtime & Bonus:

- Overtime and bonus income can be used to qualify the borrower if he/she has received this income for the past two years, and documentation submitted for the loan does not indicate this income will likely cease.
- The Seller must establish and document an earnings trend for overtime and bonus income. If either type of income shows a continual decline, the Seller must document in writing a sound rationalization for including the income when qualifying the borrower

Social Security:

• Social Security income must be verified by a Social Security Administration benefit verification letter. Benefits must not expire within the first three (3) years of the loan.

(If the Social Security Admin benefit letter does not indicate a defined expiration date within three years of loan origination, the income should be considered likely to continue)

• Copies of the most recent two (2) months bank statements evidencing regular deposit.

Employed by family business:

- YTD Paystub
- Two (2) years W-2's and
- Personal tax returns two (2) years with two (2) years transcripts
- Verification of borrower's potential ownership in the business must be addressed.

(Income must be amortized over 24 months.)

Income

Alimony / Child Support:

- Div. decree or court ordered separation agreement. Income to continue for at least (3) yrs
- Evidence of receipt of full, regular and timely payments for the most recent twelve (12) mos

Dividends and Interest Income:

- Verify the borrower's current ownership of the assets on which the interest or dividend income was earned.
- Document a 2 year history of income with two (2) years Personal Tax returns with two (2) years tax transcripts.
- Subtract any assets used for down payment or closing costs from the borrower's total assets before calculating expected future interest or dividend income.

Self-employment: Income from self-employment is considered stable, and effective, if the borrower has been self-employed for two or more years

- Most recent 2 years, signed and dated, personal returns
- Evidence the business is currently operating within 20 days of the Note date is required. Third-party verification evidencing borrower's business is currently operating includes:
 - ▶ Evidence of current work (executed contracts or signed invoices that indicate the business is operating on the day the lender verifies self-employment).
 - ► Evidence of current business receipts within 10 days of the Note date (payment for services performed);
 - ► Business website demonstrating activity supporting current business operations (timely appointments for estimates or service can be scheduled) or
 - ▶ Lender certification the business is open and operating. If the lender opts to provide a lender certification (lender confirmed through a phone call or other means); the certification must be provided by an arm's length third-party source, must include contact information and is ineligible when provided by the borrower(s).



- "S" corporation, or partnership, signed copies of Federal business income tax returns for the last two years, with all applicable tax schedules; and
- Year-to-date profit and loss (P&L) statement and balance sheet. Income cannot decline by 20% or more from the prior tax period.
- The lender must review the two most recent business bank statements to support and/or not conflict with the information presented in the current year-to-date P&L. Otherwise, the lender must obtain additional documentation to support the current P&L.

NOTE: Documentation is required regardless of whether the income us being considered for qualifying purposes.

- ▶ If the borrower's earnings trend for the previous two years is downward and the most recent tax return or P&L is less than the prior year's tax return, the borrower's most recent year's tax return or P&L must be used to calculate his/her income.
- ► The Seller must consider the business's financial strength by examining annual earnings. Annual earnings that are stable or increasing are acceptable, while businesses that show a significant decline in income over the analysis period are not acceptable

Trust Income:

- Irrevocable Trust Income
 - ► Guaranteed and regular payments must be documented to continue for the next three (3) years
 - ► Regular receipt of trust income for the most recent twelve (12) months must be documented
- Copy of the trust agreement or trustee statement showing:
 - ► Evidence that the trust is irrevocable
 - ► Terms of payment and Duration of trust
 - ► Total amount of borrower designated funds
- If trust assets are being used for down payment or closing costs, the file must contain documentation to indicate the withdrawal of the assets will not negatively affect income

Retirement:

- If any retirement income will cease within the first three (3) years of the loan, the income may not be used
- Distribution income must have been set up at least Two (2) months prior to the Note date.
- Distributions cannot be set up or changed solely for loan qualification purposes.
- Distribution of assets from an IRA, 401k or similar retirement asset must be sufficient to continue for a minimum of three (3) years. 70% of the value of the account(s) is to be used
 - ▶ A letter from the Account Custodian confirming the amount, frequency and start date of the distribution is required.
 - ▶ Evidence of receipt of 2 months receipt is required.
- Document regular and continued receipt of income as verified by any of the following:
 - ► Letters from the organizations providing the income
 - ► Copies of retirement award letters
 - ► Copies of federal income tax returns signed and dated
 - ► Most recent IRS W-2 or 1099 forms
- Copies of the most recent two (2) months bank statements evidencing regular deposit.

Rental Income:

- Current leases are required for all properties where rental income is being used to qualify.
- Two (2) years' 1040's with Schedule E's required. (One-year tax returns with schedule E will be considered when rental history is less than 24-months) **AND**
- Properties with expired leases that have converted to month to month per the terms of the lease will require bank statements for the lesser of 12 months or the time period after the lease expired.
- Income from short-term rentals or e-commerce rental properties (e.g. Airbnb) is ineligible.
- Commercial properties owned on schedule E must be documented with commercial leases and evidence that the primary use and zoning of the property is commercial.

Income



Rental Income from Departing Primary Residence:

If the borrower is converting their current primary residence to a rental property and using rental income to qualify or offset the payment, the following requirements must be met:

- Copy of current executed 12 month lease agreement to an unrelated arm's length third party and must be effective as of the first payment due date of the subject mortgage loan.
- Copy of security deposit and evidence of deposit to borrower's account
- Six (6) months reserves must be documented in addition to the reg'd reserves for the primary
- Have sufficient equity in the vacated property. Borrower must have a LTV ratio of 75% or less, as determined by:
 - ▶ as determined either by a current (no more than six months old) Residential Appraisal (for Single-Family units on form Fannie Mae 1004/Freddie Mac 70 or for Condominium units on form Fannie Mae 1073/Freddie Mac 465).

Asset Depletion:

Income

- Eligible assets must be held in US account.
- Business funds are not allowed for income calculation.
- Calculate the depletion of assets using a 3% rate of return over the life of the loan; the same as calculating a P & I payment for a mortgage.
 - ► For borrowers < 59 ½, all post-closing liquid (non-retirement) assets can be included in the calculation. Minimum liquid postclosing assets of \$500,000 required to include asset depletion for qualifying income.
 - ► For borrowers > 59 1/2, all post-closing retirement and liquid assets may be used in the calculation if the assets are fully vested and unrestricted.

• Eligible Types of assets:

- ▶ Liquid assets include Checking, Savings, Money Market, Certificates of Deposit, Publicly traded stocks, bonds and mutual funds (non-retirement).
- ► Retirement accounts including 401(k), 403(B), IRA (SEP, Simple, Roth or traditional.

Properties Listed for Sale

- Properties listed for sale at time of application are not eligible for refinance transactions
- Properties listed for sale within past 6 months are not eligible for refinance
- Properties listed for sale within past 12 months are not eligible for cash-out refinance

Title to the subject property must be in the borrower's name at the time of application for a refinance transaction. Must meet continuity of obligation.

Continuity Of Obligation:

- At least one borrower on the new loan must also be obligated on the current lien; or
- Borrower has been on title to the subject property for the previous 12 months; occupied the subject property for the previous 12 months; and can demonstrate having made the payments in the previous 12 months.

Exceptions

• The borrower on the refinance inherited or was legally awarded the property by a court as in the case of a divorce, separation or dissolution of a domestic partnership. Rate & term only.

Value

Refinances

• When the subject property has been purchased in the past 12 months, the lesser of the current appraised value or the purchase price will be used to calculate the LTV/HCLTV. Ownership date is measured from the date of acquisition (or HUD or Closing Disclosure closing date) to the application date of the subject mortgage.

Rate & Term Refinances:

- A minimum of 6 months seasoning is required if the previous mortgage was a cash-out refinance
- Paying off a mortgage loan secured by the subject property.
- Paying off a first lien and purchase money subordinate lien (Seller must document that the entire subordinate lien was used to purchase the property). Pay off of a purchase second lien that has been in place for twelve (12) months.
- Paying off a seasoned non-purchase money subordinate lien or first lien HELOC.
 - ▶ A seasoned non-purchase money subordinate lien or first lien HELOC is a mortgage that has been in place for a minimum of 12 months. Seasoning is based on the note date of the second lien to the application date of the subject Mortgage Loan. A seasoned equity line of credit is defined as not having cumulative draws greater than \$2,000 in the past 12 months.
- Maximum cash back at closing is limited to 1% of the new loan amount



Cash-Out Refinances:

Neptune Platinum Jumbo

• Borrower must have taken title to the property more than 180 days from the Note date

| | Maximum cash back at closing is limited to \$500,000 | | | |
|------------------|---|---|--|--|
| Refinances | Maximum cash-out amount includes the payoff of all debt and any cash in hand. | | | |
| | Properties listed within the past 6-12 months from the application date require a letter from the | | | |
| | borrower explaining the reason for keeping the property. Properties located in Texas are not eligible Appraisal requirements based on loan amount: | | | |
| | | | | |
| | First Lien Amount | Appraisal Requirements | | |
| | | chase Transactions | | |
| | ≤ \$2,000,000 | 1 Full Appraisal | | |
| | > \$2,000,000 | 2 Full Appraisals | | |
| | | nance Transactions | | |
| | ≤ \$1,500,000 | 1 Full Appraisal | | |
| | > \$1,500,000 | 2 Full Appraisals | | |
| Appraisal | When two (2) appraisals are required, t | • • | | |
| Requirements | | by two (2) independent companies. | | |
| | | y the lower of the two (2) appraised values if the lower | | |
| | appraisal supports the value con- | clusion. | | |
| | ▶ Both appraisal reports must b | e reviewed and address any inconsistencies between the | | |
| | two (2) reports and all discrepan | cies must be reconciled | | |
| | ► If the two (2) appraisals are do | one "subject to" and 1004Ds are required, it is allowable | | |
| | | one (1) 1004D is provided, it should be for the appraisal | | |
| | that the value of the transaction | | | |
| | All appraisals must be prepared for EMM. | . No transfers or assignments are permitted. | | |
| | 1 | ccompanying MLS sheets ordered from Clear Capital is | | |
| | 1 | sal on all loans. (See separate instructions on how to | | |
| | order a Clear Capital CDA. | | | |
| | If two (2) full appraisals are provided, a (| CDA is not required. | | |
| | If the CDA is ≤ 10% of the appraised valu | e the LTV would be based on the original appraised | | |
| | value. | | | |
| Appraisal Review | If the CDA is "indeterminate" or is lower | by > 10% of the appraised value the LTV than a third | | |
| Requirements | valuation report must be ordered. | | | |
| nequirements | Third Valuation (if applicable): | | | |
| | A Clear Capital RPO or Consolidated Ana | lytics RPO (Broker Price Oninion) and a Clear Canital | | |
| | • A Clear Capital BPO or Consolidated Analytics BPO (Broker Price Opinion) and a Clear Capital Value Reconciliation or a Consolidated Analytics Value Reconciliation of three Reports is required | | | |
| | | , 100 101 101 101 101 101 101 101 101 10 | | |
| | Field Review or second full appraisal. | | | |
| | • For ARMs, a mandatory Field Review is required when CDA/CCA value variance is between 5% - | | | |
| | 10% and transaction LTV is between 75% and 80% | | | |
| | Appraisal Condition rating of C5/C6 or Qu | ality rating of Q6: Not permitted | | |
| | Eligible Property Types: | | | |
| | Single Family Detached and Attached | | | |
| | • PUD's | | | |
| | Condominium Must be Cappie Man warrants | ble (CDM full Deview required). New condeminiums | | |
| | | able. (CPM full Review required). New condominiums | | |
| | may not be subject to additional phasing or annexation. | | | |
| Properties | ► Limited project review is not permitted. ► 2-4 unit condominiums do not require review or warranty. | | | |
| | 2-4 unit condominiums do not require review or warranty. CPM or PEPS approval is allowed. | | | |
| | CPM or PERS approval is allowed Leaseholds must meet Fannie Mae requirements. | | | |
| | Agriculturally zoned properties | CC | | |
| | | residential. (Must be residential eligible) | | |
| | No income producing attribute | | | |
| | Properties with acreage > 10 and ≤ 40 acreage | | | |
| | Properties with leased solar panels must in the second secon | | | |
| | | | | |



| | Ineligible Property Types: | | | |
|----------------|--|---|--|--|
| | Manufactured housing | • 2 - 4 Units | | |
| | Mobile Homes | Cooperatives | | |
| Properties | Log Homes | Condotels and Timeshares | | |
| | Mixed Use Properties | Unique homes | | |
| | Model Home Leasebacks | Condo's in litigation | | |
| | Properties with deed restrictions | Hobby farms | | |
| | Properties owned by the seller less than | e seller less than 180 calendar days from the date of the purchase contract | | |
| Property Flips | and the new sales price is higher than the price paid by the seller to acquire the property, the | | | |
| | transaction would be ineligible. | | | |