WINPRIME LENDING DSCR ADVANTAGE INVESTOR PROGRAM

1-4 Unit Matrix

	DSCR			< 1.00 OR No Ratio						
Max Loan Amount	Mir	FICO	Purch	R/ 1	г	Cash Out	Purch	R	:/т	Cash Out
	7	700	80%	75%	6	75%	75%	7	0%	70%
\$1,000,000	e	580	75%	75%	6	70%	70%	6	5%	60%
\$1,000,000	e	560	75%	75%	6	70%	65%	6	0%	60%
	e	540	75%	70%	6					
	7	700	80%	75%	6	75%	75%	70	0%	70%
\$1,500,000	e	580	75%	70%	6	70%	70%	6	5%	
\$1,300,000	e	560	75%	70%	6	70%				
	6	540	65%	65%	6					
	7	700	75%	70%	6	70%	70%	6	5%	65%
\$2,000,000	6	580	70%	65%	6	65%	65%	6	0%	
\$2,000,000	6	560	70%	65%	6	65%				
	6	540	65%	65%						
\$2,500,000	7	700	70%	65%	6	65%	65%			
\$2,300,000	6	560	70%	65%	6	65%				
	7	700	70%	65%	6	65%	60%			
\$3,000,000	6	580	65%				60%			
\$3,000,000	6	560	65%				-			
	6	540	60%							
\$3,500,000	7	700	70%	65%	6					
		Ļ	Additional Restri	ctions: Max LTV	/CLTV is lowe	er of Matrix or	below			Γ
Housing History	Credit Event Seasoning	Condo & 2-4 Units	Condo Hotel	First Time Investor w/out current primary	Unleased Property	Short-Term Rental	Non-Perm Resident	Loan Amount < \$150K	Interest Only	Declining Markets & State/CBSA Restrictions
1x30x12: No restriction 0x60x12: Purchase 70%, Refinance 65%	≥36mo: Per matrix ≥24mo: Purchase 75%, Refinance 70%	Purchase 75%, Refinance 70% *Additional LTV restriction may apply to FL condos (See condo section)	Purchase 75%, Refinance 65% Max Ioan amount \$1.5MM	Max LTV/CLTV 75%	Refinance 70%. Not applicable for short term rentals	Purchase 75% Refinance 70% (Excludes Condo Hotel projects)	Max LTV/CLTV 75%	Purchase 70% Refinance 65% Minimum DSCR 1.25	Purchase & Refi R/T 75% Refinance C/O 70%	Purchase 75%, Refinance 70% Max Ioan amount \$2MM Full list at the end of the matrix

5-8 Units or 2-8 Mixed Use Matrix (*Only Manual Pricing/Lock available. Please contact our Lock Desk)

DSCR	≥ 1.00					
Max Loan Amount	Min FICO	Purch	R/T	Cash Out		
\$1,500,000	700	75	70	65		
\$2,000,000	700	70	65	65		

Foreign National Matrix (*Only Manual Pricing/Lock available. Please contact our Lock Desk)

DSCR		> 1.00			Additional Restrictions: Max LTV/CLTV is lower of Matrix or below			
Max Loan Amount	Credit Score	Purchase	R/T	Cash Out	2-4 Units	Warrantable Condos	Non-Warrantable Condo/ Rural Properties	Declining Markets
¢1 000 000	680 +	65	65	60	Max 60% LTV		Not Eligible	E% ITV Poduction
\$1,000,000	Foreign Credit	65	65	60		Max 60% LTV	Not Eligible	5% LTV Reduction

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Program Guidelines

Loan Terms	Fixed: 30yr, 15yr. ARM: 5/6, 7/6	Fixed: 30yr, 15yr. ARM: 5/6, 7/6, 10/6 ARM (margin & caps per rate sheet), and Interest-Only				
Interest Only	 Minimum FICO 680 required. 40-year term is not available Foreign National: not Eligible 	for 5-8 units or 2-8 mixed u	ise.			
	Product	Term	I/O Term	Amortization Term		
	5/6 ARM I/O	360	120	240		
	5/6 ARM I/O	480	120	360		
	7/6 ARM I/O	360	120	240		
	7/6 ARM I/O	480	120	360		
	10/6 ARM I/O	360	120	240		
	10/6 ARM I/O	480	120	360		

	30 yr FIXED I/O	360	120	240		
	40 yr FIXED I/O	480	120	360		
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Qualifying rate/payment	 Fixed & ARM: Qualified at note rate. Interest only: Qualified at note rate. Qualifying payment is for the interest only payments. 					
Minimum Loan Amount	 1-4 Unit: \$100,000 (Loan Amount < \$150,000, please refer to the matrix – Additional Restrictions) 5-8 Units or 2-8 Mixed use: \$400,000 Foreign National: \$150,000 					
DSCR (Long Term Rent)	 Loan has no DTI, only DSCR is used for eligibility. Neither the borrower nor the borrower's immediate family shall at any time occupy the property Debt Service Coverage Ratio is calculated as <u>Monthly gross rent divide by PITIA (or ITIA for I/O) of subject property</u> 1-4 Units Gross rent documentation (Long Term Rent) Purchase: FNMA 1007 or 1025 reflecting market rent. If the subject property is currently tenant occupied, the 1007 or 1025 must reflect current monthly rent. Use lower of estimate market rent on appraisal or a current rent. Lease 					
	agreement is NOT require Refinance: FNMA 1007 of Meet one of the following 1) If using the lower of th 2) If using a higher actual	ed. 1025, and a current leas g options: e actual lease amount or lease amount, evidence o	e agreement. estimated market rent, no furth of 2 months of receipt is require			
	market rent exceeds the - If lease has converted to	ated market rent from 100 lease amount by more that o month-to-month, most a pt, the unit will be treated	an 120%, the estimated market	t must be documented. If unable		
	 Leased: Use lower of Est be provided for all trans Vacant Unit(s): Use 75% Reduce qualifying rents 	imated market rent from actions. of market rents. by any management fee r	appraisal report, or lease agree eflected on appraisal report. 49% of total property income.	ement. Copy of lease agreement m	must	
DSCR (Short-Term Rent)	short-term rental property co should be compared to the 20 required to be utilized. If actu	o reflect extraordinary compared to long-term pro 0% expense factor. If actual al expense exceeds 20%, ne is documented using r vided by PITIA (or ITIA for	sts (i.e., advertising, furnishing, perty. If the rental documentation al expenses are less than 20%, a the actual expense factor shoul nultiple sources, the lowest sources	cleaning) associated with operati ion includes expenses, actual expe a minimum 20% expense factor is	ense S	
	 provide rental records for A most recent 12-month identify the subject proper rental income will exclude AIRDNA Rentalizer and O 	th bank statements from I the subject property to s rental history statement f erty/unit, rents collected f e all vendor or management verview reports	porrower evidencing short term support monthly deposits; or from the 3rd party rental/manage for the previous 12-months, and ent fees; or	rental deposits. Borrower must gement service. The statement m d all vendor or management fees.		
	 a. The gross b. Revenue o Forecast Peri o Occupancy rational of the simi o Must be simi o Maximum oc - Overview report 	equal the revenue project s rents are subject to the a projection equals the ave od must cover 12 months ate must be > 60% comparable properties, a lar in size, room count, an cupancy limited to 2 indiv	ion from the Rentalizer Report application of the 20% extraord rage daily rental rate times the from the Note date I within the same Zip code nenities, availability, and occupa idual per bedroom	occupancy rate		
Eligible Borrowers	 Market score or Sub-Market score by zip code, score must be 60 or greater US citizens Permanent resident (front and back copy of resident alien card required) Non-permanent resident Reside in the U.S. for at least 2 years 					

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	- At least 50% of project must be sold or under legal contract.
	- Project developer may be in control provided the Master Agreement allows for the homeowners to take control upon
	either a predetermined percentage of unit sales or within a defined time frame
	• HO-6 is required even if master policy covers walls-in.
	Agency Non-Warrantable condo may be eligible as the followings:
	- Commercial space up to 50% of project space
	- Investor concentration up to 60%
	- Single entity ownership up to 20%
	- No more than 20% of the total units may be 60 days or more past due on HOA dues
	 Litigations are acceptable provided the lawsuit(s) are not structural in nature which impact the subject unit and do not affect marketability of the project units and potential damages do not exceed 25% of HOA reserves or documentation from insurance carrier or attorney representing insurance carrier that the insurance carrier has agreed to defend and HOA insurance policy is sufficient to cover the litigation expense.
	Florida Condominiums (This statute applies to projects 5 stories or higher):
	 A structural inspection is required if the project is over 30 years old (or 25 years old if within 3 miles of the coast). The inspection needs to address items that substantially conform to the definition of a milestone inspection as defined in Florida statute 553.899
	- Inspection must confirm there are not conditions severe enough to affect the safety, soundness, structural integrity, or
	habitability of the improvements
	- Projects with an unacceptable or no inspection are ineligible
Condotel (Condo Hotel)	Please refer to the matrix – Additional Restrictions for max LTV/CLTV and max loan amount.
	Investor concentration allowed up to 100%.
	Minimum loan balance to be refinanced: \$150,000.
	• Fully functioning kitchen (full-size appliances including a refrigerator and stove/oven) and bedroom are required.
	• Foreign National: Not Eligible
	• Gross rents (for all income doc types) reduced by 20% to reflect extraordinary costs (i.e., advertising, furnishings, cleaning)
	associated with operating short-term rental property compared to non-short-term property
Accessory Unit (ADU)	• The property is 1 unit.
	 Only 1 accessory unit on the property, multiple accessory units are not permitted.
	• The appraisal report must state the improvements are typical for the market, and at least one comparable with the same use
	 Borrower qualifies without using rental income from accessory unit.
	• For properties in California, if zoning permits an accessory unit, the rental income may be included if
	- Appraisal reflects the accessory unit is legal and includes at least one comparable with an accessory unit.
	- The market rent for the accessory unit should be documented on appraisal, and a copy of current lease with 2 months proof of current receipt.
5-8 Units Residential or 2-8 Mixed Use Property	• Minimum DSCR ≥ 1.00, for loan amount ≥ \$2,000,000, Debt Yield of 9% or greater (Net operating income/loan amount = 9% or greater)
	• Commercial unit(s) may be occupied by the borrower's business.
	• Max vacancy for 5-8 units or 2-8 Mixed use: 1 vacancy on 2-3 Units property, 2 vacancies on 4+ units.
	• For 2-8 Mixed use property, commercial usage is limited to Retail/Office/Restaurant
	- 2-3 Units: Max 1 commercial unit
	- 4-5 Units: Max 2 commercial units
	- 6-8 Units: Max 3 commercial units
	 Commercial space must not exceed 49% of the total building area.
	Property Condition
	- No Fair or poor ratings.
	 No environmental issues (Storage or use of hazardous material, i.e., Dry Cleaners, Laundromat)
	 No excessive deferred maintenance that could become a health or safety issue for tenants
	 No structural deferred maintenance (i.e., Foundation, roof, electrical, plumbing)
	• Declining market and State/CBSA restrictions – maximum eligible LTV do not require a market adjustment for 5-8 multifamily
	and 2-8 mixed use property types
	• Commercial General Liability Insurance for 2-8 Mixed Use Properties is required in addition to Hazard Insurance. Commercial
	General Liability Insurance blanket policy against claims for personal injury, bodily injury, death, or property damage
	occurring upon, in or about any property, such insurance to be:
	- Per Occurrence Minimum Coverage \$1,000,000
	- Aggregate Coverage: \$2,000,000
	 At least as broad as Insurance Services Office's (ISO) policy from CG 00 01
Appraisal Requirements	Transfer appraisal is acceptable.
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	• Age of report
	 Age of report 1-4 Units and 5-8 Units Residential: 365 days from the note date
	 1-4 Units, and 5-8 Units Residential: 365 days from the note date.

	 2-8 Mixed use: 120 days from the note date. After 120 days, a new appraisal is required.
	Appraisal form Alusita: Fannia Mag 1004 (SER/RUD), 1035 (2,4 Units), 1073 (Condo), 1004D, and 1007
	 1-4 Units: Fannie Mae 1004 (SFR/PUD), 1025 (2-4 Units), 1073 (Condo), 1004D, and 1007 5-8 Residential Units
	 Fannie Mae 1050 or similar short form.
	- Sales comparison approach should be used as the appraised value.
	 A narrative report can be utilized and must include the sales approach with repat sales analysis in valuation.
	 2-8 Mixed use
	- General purpose Commercial Forms (i.e., GP Commercial Summary Form from CoreLogic a la mode)
	- A full interior inspection with photos is required for all units.
	- The sales comparison approach should be used as the appraised value.
	 Appraisal attachments required for 5-8 Units or 2-8 Mixed use
	- Rent roll
	- Income and expense statement
	 Photos of subject including exterior/interior and street scene
	- Aerial photo
	- Sketch or floor plan
	- Map
	- Plot plan or survey
	- Appraiser qualifications
Appraisal Requirements (Continued)	 2 full appraisals are required for loan amounts > \$2MM or flip transaction. LTV is based on lower of two. Appraisal review must be performed by New Ways Underwriter with one of the following:
(continued)	 Appraisal review must be performed by New Wave Underwriter with one of the following: 1-4 Units
	- CU or LPA score 2.5 or less
	- Desk review (CDA) from Clear Capital
	- A field review or 2nd appraisal report
	- If CDA reflects a negative value more than 10%, a field review or 2nd appraisal is required.
	 5-8 Residential Units
	- A Commercial Sales and Income Broker Price Opinion (BPO)
	- The appraised value is considered valid if the BPO is greater than or not more than 10% negative value to the appraisal
	report. If BPO is more than 10% negative, BPO value is used for LTV.
	- In Pennsylvania & North Carolina, a commercial evaluation product is used instead of the BPO product.
	• Zoning must be residential, except for 2-8 Mixed use where commercial zoning is acceptable.
	• FEMA declared disaster area: Full appraisal needs to be re-done if incident happened after original appraisal.
	 Declining market value – 5% LTV reduction applies
Number of Financed Properties	No limit
AQM exposure to single	All AQM aggregate shall not exceed \$5MM or 10 properties.
borrower and/or household	
Housing Payment History	• Documented 12 months history is required for only borrower's current residence, and subject property (if refinance). Must
	be paid current as of 45 days of the loan application date.
	VOR completed by a private-party or non-institutional landlord must be supported by alternative documentation showing
	the most recent 6 months history (cancelled checks, bank statements, etc.)
	Mortgage not reported on credit report: VOM, most recent 6 months history (cancelled checks, mortgage statements
	including payment history, etc.), and copy of Mortgage Note (applies to both institutional/non-institutional lenders)
	Acceptable rating for 1-4 Units
	- 1x30x12: LTV per matrix 0x60x12(more than 1 time 20 days late but no 60 days late within 12 months): Max LTV per matrix Additional
	 0x60x12(more than 1 time 30 days late but no 60 days late within 12 months): Max LTV per matrix – Additional Restrictions
	 Acceptable rating for 5-8 Units, or 2-8 Mixed use: 0x30x12
	 Acceptable rating for 5-8 offics, of 2-8 billed use. 0x30x12 Living rent free is allowed. Any available portion of 12-month housing history must be paid as agreed.
	 Foreign National: mortgage history 0x30x12
Age of Credit Documents	90 days from Closing.
Credit Requirements	FICO score requirements
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	 At least 1 borrower must have a minimum of 2 credit scores. All bureaus must not be frozen. Penerscontative EICO score is the lower of 2 or middle of 2 credit scores.
	 Representative FICO score is the lower of 2 or middle of 3 credit scores. For leave with multiple. Use lowest representative FICO score amongst all horrowers.
	 For loans with multiple, Use lowest representative FICO score amongst all borrowers.
	Minimum tradelines requirements (not applicable to Foreign National)
	• For each borrower who has 3 credit scores, the minimum tradeline requirement is waived.

DSCR ADVANTAGE INVESTOR PROGRAM

- At least 3 tradelines reporting for minimum 12 months, with activity in 12 months, or
 All of below requirements ① At least 8 tradelines, 1 must be a mortgage or rental ② At least 1 is open and reporting for minimum 12 months ③ Borrower has at least 8 years credit history ④ There should be no serious adverse history on trade lines
 Accounts may be open or closed. Self-reported, Account in deferment, Authorized user, collection/charge-offs, Account included in credit events (BK/FC/SS/DIL) are not considered as acceptable tradelines.
Minimum tradelines requirements for Foreign National
 Qualifying U.S. Credit: At least 2 tradelines reporting for minimum 24 months, with activity in 12 months. Account may be open or closed. Eligible tradelines cannot have any derogatory history in previous 24 months. Self-reported, Account in deferment, Authorized user, collection/charge-offs, Account included in credit events (BK/FC/SS/DIL) are not considered as acceptable tradelines.
 If borrower does not have U.S. Credit no additional requirement is needed.
Derogatory accounts
 Any non-mortgage account on credit report must not be more than 30 days delinquent. Any delinquent account must either be brought current or paid off at closing. Collection and charge-off can be ignored unless title impacted All judgements, garnishments, and outstanding liens must be paid off. Disputes on account must be resolved, except for the ones with balance ≤ \$250 can stay if payments included in DTI. The total aggregate balance in dispute unresolved can't exceed \$2,000. Foreign national with U.S. credit must not have derogatory account within previous 2 years.
 Minimum 2 years waiting period from Note date. Seasoned less than 3 years Max LTV per matrix – Additional Restrictions. 5-8 Units or 2-8 Mixed Use: ≥ 36 months (BK/FC/SS/DIL) Foreign National: ≥ 48 months no derogatory housing event history
 Forbearance, loan modifications, or deferrals is not considered as a credit event. If these are completed or reinstated greater than 12 months from the Note date of the subject transaction and having a 0x30x12 housing history, no restrictions apply. If forbearance, modifications, or deferrals completed or reinstated within 12 months of the Note date of the subject transaction, borrower is not eligible for this program.
Investment only. Borrower must complete and sign Certification of Business Purpose.
Documentation: Most recent 1-month bank statements or VOD
 Must be liquid asset. Large deposits do not need to be sourced. Stocks, bonds, mutual funds, cash value of life insurance are used at 100% value for closing funds and reserves. Retirement asset is used at 70% of the vested balance for closing funds and reserves. Assets held in a Trust require the following: Obtain written documentation (e.g. bank statements) of the value of the trust account from either the trust manager of the trustee, and Document the conditions under which the borrower has access to the funds

or verified funds for closing to be wired directly to the closing agent. Wire transfer to include bank name, accountholder name, and account number. Bank used as source of wire transfer must match the bank holding the assets verified in the file. Reserves may remain in a foreign bank account.

- Crypto currency (Bitcoin and Ethereum only)
- Must be liquidated and deposited into an established US bank account for closing funds.
- Can be used at 60% of current valuation (within 30-days of the Note date) for reserves. Statement must include name of financial institution, account holder name, account number, statement date, time period covered and available balance i
- Ineligible asset: Down payment assistance programs, and unsecured loans, non-vested or restricted stock, cash-on-hand, sweat equity, 529 Savings Plan

Reserves (PITIA for subject property x months) - Maximum 12 months

- Minimum reserves
 - 1-4 Units: 2 months
- 5-8 Units or Mixed use: 6 months
- Foreign National: 6 months PITIA (Cash-out proceeds cannot be used as reserves)
- Loan amount > \$1.5MM: 9 months
- Loan amount > \$2.5MM: 12 months

DSCR ADVANTAGE INVESTOR PROGRAM

	 For ARM loan, calculation is based upon initial PITIA, not the qualifying payment. For I/O loan, calculation is based upon interest only payments. No reserves for R/T refinance where transaction results in a reduction to payments of 10% or greater. For I/O loan, the reduction is based on the amortizing payment used for loan qualification. Cash-out proceeds is eligible to satisfy reserve requirement except for 5-8 units or 2-8 mixed used properties Gift funds, 1031 exchange proceeds cannot be used.
Title Ownership	 Eligible: Individual, Joint Tenants, Tenants in Common, Inter-vivos revocable trust Ineligible: Land trusts, Blind trusts, IRAs, Non-for-profit entity To vest a loan in an Entity, the following requirements apply Restricted to investment property only. Purpose and activities are limited to ownership and management of real property. Entity must be domiciled in a US State. Any business structure is limited to a maximum of 4 owners or members. Multi-level entity structures allowed subject to entity documentation requirements met for all entities. (Permitted up to 2 layers) Personal guaranties must be provided by members representing at least 50% ownership of the entity. A personal guaranty form is required. Each member providing a personal guaranty must complete a form 1003, indicating clearly that such document is being provided in the capacity of guarantor. Only the debt appearing on the personal credit report of individual(s) providing a guaranty needs to be reflected on 1003. The application of each member providing a guaranty and their credit score, and creditworthiness will be used to determine qualification and pricing.
Business Vesting documentation	Depends on the type of entity, below documents from entity are required. • LLC (Limited Liability Company) • Entity Articles of Organization or Partnership • Certificate of Good Standing or equivalent (Foreign LLC Certificate of Good Standing if entity is not formed in the subject property state) • Certificate of Authorization for the person executing all documents on behalf of the Entity. The authorization may be determined in an Operating Agreement or other corporate documents. If not, a Borrowing Certificate is required. (LLC Borrowing Certificate -Single Member, or LLC Borrowing Certificate – Multiple Member) • Corporate documents that contain a list of owners, title, and ownership percentage (e.g. organization structure) • Tax Identification Number (EIN). Single member LLC may use EIN or the guarantor SSN • Corporation • Filed Certificate of Good Standing (issued by Secretary of State (SOS) where the Corporation is incorporated) • Tax Identification Number (EIN) • Borrowing Resolution/Corporate Resolution granting authority of signer to enter loan obligation • Receipt of current year franchise tax payment or clear search, or evidence the state does not require a franchise tax payment • Partnership • Filed Partnership Certificate (if a general partnership, filing with the SOS may not be required) • Partnership Certificate (if a general partnership, filing with the SOS may not be required) • Partnership Agreement (and all amendments) <tr< td=""></tr<>

- Authorized signer for the entity must sign all disclosures (e.g. initial disclosures, TIRD), Any state or federally required settlement statement, Note and Deed of Trust including all riders in the name of entity.
- Loan application must be completed/signed by all individual member of the entity. Section labelled 'Title will be held in what Name(s) should be completed with **only** the entity name.
- Personal guaranty form must be signed at loan closing and dated the same date as the Note, by all members.
- Spousal Consent to Pledge is required for community property states (AK, AZ, CA, ID, LA, NM, TX, WA, WI).

Example – Signature Requirements

[Authorized Signatory] may be replaced by a different title as specified in the Member Consent (e.g., Managing Member, Member, etc.).

Sample 1:

Borrower: JJ Investors, LLC by James Johnson, Single Member of LLC

Note, Security Instrument, and all Riders:

Signature Block

JJ INVESTORS, LLC a [] limited liability company

	James Johnson By: James Johnson Title: [Authorized Signatory]
	Sample 2:
	Borrower: JJ Investors, LLC, by James Johnson and Jane Nelson, two Members of LLC;
	Both Members are Authorized Signatories of LLC.
	Note, Security Instrument, and all Riders:
	Signature Block
	JJ INVESTORS, LLC a [_] limited liability company
	<u>James Johnson,</u> By: James Johnson Title: [Authorized Signatory]
	and
	JJ INVESTORS, LLC a [] limited liability company
	Jane Nelson
	By: Jane Nelson
	Title: [Authorized Signatory]
Solar Panels	Follow Fannie Mae B2-3-04
	 All solar panel loans and leases with PACE/HERO financing must be paid off. If loan proceeds are used to pay off the PACE
	loan, transaction will be considered cash out
Impound	• Impound is required, unless all of below is met.
	1) Non HPML 2) LTV \leq 80% 3) FICO \geq 720 4) Minimum 12 months reserves
	 Flood insurance premium not allowed to be waived
	 Foreign National: Mandatory escrow for taxes and insurance
Rent Loss Insurance	• Foreign National: Rent loss insurance for the subject property is required and must = 6 month of local average monthly rents
Power of Attorney	 For borrower(s) who is NOT a foreign national, POA is acceptable and must contain expiration date, and recorded with Deed of Trust. Borrower must sign initial 1003. Other requirements follow Fannie Mae guideline. Foreign national borrower(s), the loan docs must be notarized by a U.S. embassy or consular official. If they are not available, a notary by countries participating in Hague Convention is acceptable accompanied by an Apostille. For the list of countries,
Purchase	 check <u>here</u>. Model Apostille form can be found <u>here</u>. Minimum 10% borrower contribution required.
	 Non arm's length transaction is not allowed.
	 Flip transaction requires 2 appraisals.
	- Seller acquired property within 90 days from borrower's purchase agreement date, and borrower's purchase price is
	greater than seller's acquisition price by more than 10% (or 90-180 days with by more than 20%).
	- If renovated or rebuilt, document to validate actual cost to construct or renovate must be provided.
	- 2nd appraisal must be provided to the borrower if loan is HPML
	 Foreign National Florida purchase transaction: Include one of the following Affidavits published by the Florida Land Title Association: Conveyances to Foreign Entities – By Individual Buyer, Conveyances to Foreign Entities – By Entity Buyer
Interested Party	Can only be used for closing costs and prepaid expenses, not down payment or reserves.
Contribution (IPC)	• Maximum 3%, exceeding IPC after above use is considered as sales concessions, will be deducted from sale for new LTV.
Rate & Term	 Max Cash-back to borrower is 2% of loan amount or \$5,000 whichever is less.
	 If property was acquired less than or equal to 6 months from the application date, LTV/CLTV is based upon the lessor of appraised value or previous purchase price (+any documented improvements), The purchase settlement statement and any invoices for material/labor are required.
	• Payoff of a non-purchase second lien seasoned a minimum of 12 months from date of application. The second lien must not evidence draws exceeding \$2,000 within the past 12 months and withdrawal activity must be documented with a transaction history of the line of credit.
	 Buy out a co-owner pursuant to an agreement.
	 Minimum 12 months seasoning is required if previous refinance was cash-out (previous note date to loan application date). Closing Disclosure for prior transaction is required. Loans do not meet this requirement will be considered as cash-out. Payoff of delinguent real estate taxes (60 days or more past due) is considered cash-out.
	 Transaction must be treated as cash-out when the subject property is encumbered by one of the following: Blanket/Cross- Collateralized loan or loan that allows for Paid in Kind interest
Cash-Out	• LOE for use of loan proceeds is required and must be business purpose (i.e., investment on another property, renovation,
	etc.). Personal/consumer purpose is not allowed.
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	 Max Cash-in-hand/Equity drawn (defined as Loan amount minus UPB & closing cost)
	 Max Cash-in-hand/Equity drawn (defined as Loan amount minus UPB & closing cost) 1-4 Unit: LTV ≥ 65% - \$500,000 LTV < 65% - \$1,000,000

	 Loans not eligible for cash-out Properties listed for sale in the past 6 months, unless a 3 year prepay penalty is applied. Listing must be cancelled prior 				
	- Properties listed for sale in the past 6 months, unless a 3 year prepay penalty is applied. Listing must be cancelled prior				
	 to the note date. Value will be based on the lesser of the lowest list price or appraisal value. Has been a prior cash-out transaction within the past 6 months (measured from recording date to the app date) Payoff of a Land Contract / Contract for Deed / Texas 50(a)6) 				
	 First time investor 				
	 Cash-Out Seasoning is defined as the length of time subject has been owned by the borrower. Measured by the property acquisition date to the date of the new note. 				
	 6 months Title seasoning is required for a transaction to be eligible for cash-out 				
	 For properties owned 12 months or longer, the LTV/CLTV is based upon the appraisal value 				
	- If the subject property was purchased within 6-12 months prior to application date, The LTV will be based on the lesser				
	of the sales price (+any documented improvements) or the current appraised value				
	 Cash-out seasoning of 6 months or less is allowed with the following restriction: Delayed financing, borrower acquired 				
	the property through an inheritance, or was legally award the property through divorce, separation, or dissolution of				
	domestic partnership				
	 Delayed Financing: Property was purchased by a borrower for cash within 180 days of the loan application 				
	 Original purchase transaction was an arm-length transaction 				
	 Source of funds for the purchase transaction are documented 				
	 Max LTV/CLTV ratio is based upon the lower of the current appraised value or the property's purchase price (+ any documented improvements) Cash-in-hand limits do not apply except for Foreign Nationals 				
	 Proceeds may satisfy reserves. 				
Subordinate Financing	 Allowed up to maximum CLTV as per matrix. CLTV is calculated at the max available line amount unless it is past draw period. Must be institutional. 				
Prepayment Penalty	• 5% fixed charge applies to any curtailment (partial or extra principal payment) or entire outstanding principal balance during				
	the prepay period, including payoff due to sale or refinance.				
	• Period: Borrower(s) can choose from 0 to 5-years				
	Penalties not allowed in certain states, as below				
	- AK, KS, MI, MN, NM, OH, and RI				
	 Restrictions do not apply to 5-8 Units/2-8 Mixed Use properties IL and NJ when vested to individuals 				
	 PA when loan amount is less than \$312,159 				
	 PA when loan amount is less than \$312,159 Only declining structures allowed in MS. 				
State/CBSA Overlay	• State restriction: LA, CT, ID, IL, NJ, NY				
	CBSA Specific List restriction below. Click <u>here</u> for full zip code list.				
		CBSA			
	CBSA Name	Code	CBSA Name	CBSA Code	
	Phoenix-Mesa-Chandler, AZ	38060	Boulder, CO	14500	
	Sacramento-Roseville-Folsom, CA	94207	Breckenridge, CO	14720	
	San Francisco-Oakland-Hayward, CA	41860	Austin-Round Rock, TX	12420	
	San Jose-Sunnyvale-Santa Clara, CA	41940	Sevierville, TN	42940	
	Santa Cruz-Watsonville, CA	42100			