



# NON PRIME WHOLESAL RESIDENTIAL RATE SHEET & MATRIX

Dated: 01/07/2019

### GENERAL INFORMATION

Credit Tier	"A"	"A-"	"B"	"B-"	"C"
<b>Min FICO</b>	≥ 700	≥ 650	≥ 600	≥ 550	≥ 500
≤ 50% LTV	4.875%	5.250%	5.999%	6.625%	7.750%
≤ 60% LTV	4.999%	5.375%	6.250%	7.250%	7.875%
≤ 65% LTV	5.125%	5.500%	6.375%	7.375%	8.250%
≤ 70% LTV	5.375%	5.625%	6.625%	7.625%	
≤ 75% LTV	5.625%	5.875%	6.875%	7.999%	
≤ 80% LTV	5.999%	6.250%	6.999%		
≤ 85% LTV	6.750%	6.999%			
≤ 90% LTV	7.500%				
<b>Margin</b>	2.950%	3.500%	3.950%	4.500%	4.950%
<b>Max Mtg Late (12-mth)</b>	0 x 30	1 x 30	0 x 60	0 x 90	*
* Loans with under a 500 FICO or Special Circumstance are considered Case-by-					
<b>Max LTVs</b>	"A"	"A-"	"B"	"B-"	"C"
<b>Purchase</b>	90%	85%	80%	75%	65%
<b>Rate/Term Refi</b>	85%	85%	75%	70%	65%
<b>Cash Out Refi</b>	80%	80%	75%	70%	65%
<b>CLTV**</b>	90%	85%	80%	75%	65%
** CLTV +5% for LTV -5%, Can not exceed 90% MAX CLTV, Max Adjustment is 5% CLTV Increase					
<b>Seasoning</b>	"A"	"A-"	"B"	"B-"	"C"
<b>Bankruptcy</b>	≥ 3 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled
<b>Foreclosure</b>	≥ 3 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled
<b>Short Sales</b>	≥ 2 Years	≥ 1 Year	Settled	Settled	Settled
<b>Deed-in-Lieu</b>	≥ 2 Years	≥ 1 Year	Settled	Settled	Settled
<b>Rural Adjustment</b>	0.250%	0.250%	0.375%	0.500%	0.500%
<b>Rural Max Loan Amt</b>	\$1.5M	\$1.5M	\$750k	\$750k	\$500k

### One-Month Bank Statement & VOE Programs Pricing

Minimum 650 FICO / Rate adjustment - "A" or "A-" respective Tier:
0.250 @ ≥750 FICO
0.375 @ ≥725 FICO
0.500 @ ≥700 FICO
0.625 @ ≥650 FICO
0.500 for First Time Home Buyers
0.750 for Loan Amounts ≥\$150,000 to <\$250,000

### ONE-MONTH BANK STATEMENT PROGRAM

Self Employed Borrowers Only  
Latest Mth Pers Bank Stmt / No NSF's / Positive ending balance

### VERIFICATION OF EMPLOYMENT ("VOE") PROGRAM

Borrower qualifies on VOE documentation exclusively  
Two year history with submitting employer & prefunding VVOE

### ADJUSTMENTS

Description	Rate	Note
Lender Paid	0.500%	1.250% Lender Paid Compensation - Available on Credit Grades A / A- / B
Lender Paid	1.000%	2.000% Lender Paid Compensation - Available on Credit Grades A / A- / B
1-Month Bk Stat	***	See Program Guide Below
VOE Program	***	Verification of Employment ("VOE"), See Program Guide Below
Alt Doc - Bk Stmts	0.125%	PERSONAL Account, OO (Credit Grades A / A- / B) or NOO (All Grades)
Alt Doc - Bk Stmts	0.250%	BUSINESS Account, OO (Credit Grades A / A- / B) or NOO (All Grades)
ATR-in-Full	0.500%	Credit Grades A / A- / B (or Asset Depletion as primary source)
7/1 Hybrid ARM	0.125%	Pricing in Grid is for a 5/1 Hybrid ARM
30-Year Fixed	0.250%	Pricing in Grid is for a 5/1 Hybrid ARM
Interest Only	0.250%	Self Employed Borrowers with Loan ≥\$250K - Credit Grades A / A- / B
Second Home	0.250%	LTV/CLTV Limited to Gray Shaded Area to left
ITIN	0.500%	LTV/CLTV Limited to 75% Purch. / 70% Refi, \$1M max loan Amt. Full Doc Only
Non Owner (NOO)	0.250%	LTV/CLTV Limited to Gray Shaded Area to left (Max 70% for Refinance)
< \$ 100,000	0.500%	
< \$ 150,000	0.250%	
≥ \$ 750,000	-	LTV/CLTV @ -5% Purch & R/T, -10% C/O, No "C" Grade
≥ \$ 1,000,000	0.250%	OO Only, LTV/CLTV @ -10% Purch & R/T, -15% C/O, No C Grade
≥ \$ 1,500,000	0.500%	OO Only, LTV/CLTV @ -10% Purch & R/T, -15% C/O, A, A-, & B Only Max Cash-in-Hand >65% LTV is \$300,000 for Loan Amounts >\$1M
≥ \$ 2,000,000	0.625%	OO Only, LTV/CLTV @ -10% Purch & R/T (Max 75%), -15% C/O, A, A-, & B Only Max Cash-in-Hand >60% LTV is \$500,000 for Loan Amounts >\$2M
≥ \$ 3,000,000	0.625%	OO Only, LTV/CLTV max 65%/60% for Purch/Refi, A & A- Only Max Cash-in-Hand >50% LTV is \$1.0M for Loan Amounts ≥\$3M
Condo South FL	0.250%	Max LTV/CLTV 75% Condos in Broward or Dade County FL
Non Warr Condo	0.375%	Purchase: 75% Max LTV & Refinances: 70% Max LTV
2-4 Unit Property	0.250%	Max LTV 80% OO, 75% NOO
Rural Property	***	See Program Limits in Rate Grid - Max LTVs, 70% Purchase & 65% Refis

### ADDITIONAL GUIDELINES TO:

#### ONE-MONTH BANK STATEMENT PROGRAM VERIFICATION OF EMPLOYMENT ("VOE") PROGRAM

LTV: 75% Purchase / 70% Refinance  
Credit Depth:  
Min one account ≥3-years & two accounts ≥2-years each  
Five year seasoning from FC, SS, DIL, BK  
Twenty four (24) month recent mortgage history required  
No mortgage delinquency last five (5) years  
No charge offs, collections, or tax liens last three (3) years  
Loan amounts: \$150,000 to \$5,000,000  
Owner Occupied Transactions  
SFR / Condo / Townhouse - Property Condition Good / No Rural  
First Time Home Buyers ("FTHB"):  
65% Max LTV/CLTV or 60% for Loans ≥\$1,000,000  
Max \$2.0M, Min 24-Month Rental History

### GENERAL INFORMATION

NO FEDERAL OR STATE HIGH COST LOANS
<b>Income Documentation</b> Full Doc = W2 + Pay Stubs / Wage Earner / Asset Depletion or 1040's + P&L / Self-Employed or Commission Alt Doc = Personal or Business Bank Stmts / SE Only 12 Mth Bank Stmts @ ≤75% Purch or ≤70% Refi 24 Mth Bank Stmts @ >75% Purch or >70% Refi ATR in Full = Only Assets to Qualify max LTV 75%
<b>Maximum Debt-to-Income Ratio</b> 50% Back End
<b>Loan Terms</b> 30-Year Amortized & Term - 5/1 or 7/1 Hybrid ARM or 30-Yr Fixed All Loans require impounding for Taxes & Insurance
<b>Interest Only (IO)</b> IO Loans must qualify at max rate at first fully Amortized pymt IO Loans are 5-Year IO Payment & 25-Years Fully Amortized
<b>Index &amp; Adjustment Caps</b> Floored at Start Rate / 1-Year CMT 2.0% Initial Change Cap / 2.0% Annual Cap / 6.0% Life Cap
<b>Occupancy</b> Owner / Non Owner / Second Home
<b>Loan Amounts</b> \$75,000 Minimum to \$5,000,000 Maximum (Round-down to \$50) Loan Amounts >\$1.0M Require Senior Management Approval Loan Amounts Greater than \$1.5M require Two (2) Appraisals
<b>Property Types</b> SFR / Condos / Townhouse / 2-4 Units Non-Warrantable Condos - Reference CSC Guidelines
<b>States</b> AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, ID, IL, IN, KS, KY, LA, MD, ME, MI, MN, MT, NC, NE, NH, NJ, NV, OK, OR, PA, SC, TN, TX, UT, VA, VT, WA, WI, & WY Texas - OO: Purch & R/T & NOO or 2nd Home: Purch & Refi

**Administration / Underwriting / Commitment Fee - \$1,295**

**\*Broker Origination Points and Fees are limited to the lesser of (a) 3.0% of the loan amount and (b) the maximum allowable by Federal & State High Cost thresholds.**

**Broker Compensation including Processing Fees can be individually (i) Borrower Paid OR (ii) Lender Paid.**

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**FOR BUSINESS PURPOSE, STATED INCOME, TRUE FOREIGN NATIONALS, AND OTHER UNIQUE PROPERTIES OR SITUATIONS  
CONTACT YOUR LOCAL ACCOUNT EXECUTIVE AND REVIEW OUR "OUTSIDE DODD-FRANK" PRODUCT MATRIX**