



NON PRIME WHOLESAL RESIDENTIAL RATE SHEET & MATRIX

Dated: 01/22/2019

GENERAL INFORMATION

Credit Tier	"A"	"A-"	"B"	"B-"	"C"
Min FICO	≥ 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%				
Margin	2.950%	3.500%	3.950%	4.500%	4.950%
Max Mtg Late (12-mth)	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-					
Max LTVs	"A"	"A-"	"B"	"B-"	"C"
Purchase	90%	85%	80%	75%	65%
Rate/Term Refi	85%	85%	75%	70%	65%
Cash Out Refi	80%	80%	75%	70%	65%
CLTV**	90%	85%	80%	75%	65%
** CLTV +5% for LTV -5%, Can not exceed 90% MAX CLTV, Max Adjustment is 5% CLTV Increase					
Seasoning	"A"	"A-"	"B"	"B-"	"C"
Bankruptcy	≥ 3 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled
Foreclosure	≥ 3 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled
Short Sales	≥ 2 Years	≥ 1 Year	Settled	Settled	Settled
Deed-in-Lieu	≥ 2 Years	≥ 1 Year	Settled	Settled	Settled
Rural Adjustment	0.250%	0.250%	0.375%	0.500%	0.500%
Rural Max Loan Amt	\$1.5M	\$1.5M	\$750k	\$750k	\$500k
Buy-Up/Down on a Case-by-Case. Ask your Account Executive for details.					

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 Stmt	0.125%	PERSONAL Account, OO (Credit Grades A / A- / B) or NOO (All Grades)
Alt Doc - Bk Stmt	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

GENERAL INFORMATION

NO FEDERAL OR STATE HIGH COST LOANS
Income Documentation
Full Doc = W2 + Pay Stubs / Wage Earner / Asset Depletion or 1040's + P&L / Self-Employed or Commission
Alt Doc = Personal or Business Bank Stmt / SE Only
12 Mth Bank Stmt @ ≤75% Purch or ≤70% Refi
24 Mth Bank Stmt @ >75% Purch or >70% Refi
ATR in Full = Only Assets to Qualify max LTV 75%
Maximum Debt-to-Income Ratio
50% Back End
Loan Terms
30-Year Amortized & Term - 5/1 or 7/1 Hybrid ARM or 30-Yr Fixed
All Loans require impounding for Taxes & Insurance
Interest Only (IO)
IO Loans must qualify at max rate at first fully Amortized pymt
IO Loans are 5-Year IO Payment & 25-Years Fully Amortized
Index & Adjustment Caps
Floored at Start Rate / 1-Year CMT
2.0% Initial Change Cap / 2.0% Annual Cap / 6.0% Life Cap
Occupancy
Owner / Non Owner / Second Home
Loan Amounts
\$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
Property Types
SFR / Condos / Townhouse / 2-4 Units
Non-Warrantable Condos - Reference CSC Guidelines
States
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

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

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"):

70% Max LTV/CLTV or 65% for Loans ≥\$1,000,000
 Max \$2.0M, Min 24-Month Rental History

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**