

Product Matrix

Primary Residence

Transaction Type	# of Units	Minimum Credit Score	Maximum LTV/CLTV	Reserves ²
Purchase & Rate/Term	1	740	85% ¹ (up to 1.0 million)	12 ²
		700	80% (up to 1.5 million)	9 ²
		720	75% (up to 2.0 million)	15 ²
		720	70% (up to 2.5 million)	30 ²
Cash-Out Refinance	1	700	65% (up to 1.0 million)	9 ²
		720	70% (up to 1.0 million)	9 ²
			65% (up to 1.5 million)	
		740	60% (up to 2.0 million)	15 ²
50% (up to 2.5 million)	30 ²			

• Maximum Cash-out is \$500,000.00

Second Home

Transaction Type	# of Units	Minimum Credit Score	Maximum LTV/CLTV	Reserves ²
Purchase & Rate/Term	1	720	80% (up to 1.0 million)	12 ²
			70% (up to 1.5 million)	18 ²
			65% (up to 2.0 million)	24 ²
Cash-Out Refinance	1	720	60% (up to 1.0 million)	12 ²
			60% (up to 1.5 million)	18 ²
		740	50% (up to 2.0 million)	24 ²

Investment Property

Transaction Type	# of Units	Minimum Credit Score	Maximum LTV/CLTV	Reserves
Purchase & Rate/Term	Not currently available			

¹ The following additional requirements for LTV's greater than 80%:

- MI is not required
- Max DTI 36%
- Gift funds not permitted
- Secondary Financing not permitted
- Non-permanent resident aliens not allowed
- Escrow/impound accounts required for loans with LTV's > 80%.

² Reserve overlays:

- Additional three (3) months reserves required for self-employed borrower(s)
- Additional six (6) months reserves required for each additional property

Eligible Products	• Encompass Product Code = "Platinum Non-Conf Jumbo"		
	• Fixed Rate: 30, 25 or 20 - year term		
	ARM Features:		
	<table border="0"> <tr> <td>• 10/6 ARM (5/1/5 Caps)</td> <td>• 7/6 ARM (5/1/5 Caps)</td> <td>• 5/6 ARM (2/1/5 Caps)</td> </tr> </table>	• 10/6 ARM (5/1/5 Caps)	• 7/6 ARM (5/1/5 Caps)
• 10/6 ARM (5/1/5 Caps)	• 7/6 ARM (5/1/5 Caps)	• 5/6 ARM (2/1/5 Caps)	
<ul style="list-style-type: none"> • Index: SOFR (30 Day Average) • Margin: 2.75 • Floor: 2.75 			
<p>Qualifying Rate:</p> <ul style="list-style-type: none"> • 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% 			
DTI	<ul style="list-style-type: none"> • Primary residence: 43.0%; (36% for loans with LTV > 80%) • Second Home: 40.0% 		
Loan Amount	<ul style="list-style-type: none"> • Max Loan amount up to 2.5 million (Must be \$1 over the current 1-unit conforming loan limit) • Minimum Loan Amount for ARM's permitted down to \$500,000 		
Age of Documentation	<ul style="list-style-type: none"> • All Income and asset documentation must be within 60 days of the Note date. • Credit and appraisal must be within 90 days of the Note date. 		
Interested Party Contributions	<ul style="list-style-type: none"> • For LTV's > 80%; Primary & Second Homes = 3% • For LTV's ≤ 80%; Primary & Second Homes = 6% 		
Ineligible Product Types	<ul style="list-style-type: none"> • Higher Priced Mortgages (HPML) • Higher Priced Covered Transactions (HPCT) • High cost loans 		
AUS	<ul style="list-style-type: none"> • 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 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. 		

<p>Eligible Borrowers</p>	<ul style="list-style-type: none"> • US Citizens • Permanent Resident Alien • Non-Permanent Resident Alien <ul style="list-style-type: none"> - H1B and L1 Visas only. - Maximum 70% LTV/CLTV - Maximum 38% DTI - Primary residence only - Valid Social Security number - 2 full, uninterrupted years of employment in the United States
<p>Ineligible Borrowers</p>	<ul style="list-style-type: none"> • Non-occupying co-borrower is not permitted • LLC's, Corporations and partnerships • Foreign Nationals • Non-Revocable Trusts • Life Estates
<p>Credit Report</p>	<ul style="list-style-type: none"> • 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. • Rescored credit reports are ineligible. Minimum Tradeline Requirements: <ul style="list-style-type: none"> • Minimum of three (3) open and active tradelines from traditional sources are required. <ul style="list-style-type: none"> - 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 - At least one of the tradelines must be an installment or mortgage account. • 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. • Authorized User accounts may not be considered unless the borrower can provide 12 month cancelled checks as proof of payment.
<p>Frozen Credit</p>	<p>Credit reports with bureaus identified as "frozen" are required to be unfrozen and a current credit report with all bureaus unfrozen is required.</p>
<p>Housing Payment History</p>	<p>Mortgage/Rental History:</p> <ul style="list-style-type: none"> • Borrower(s) housing payment history in past 24 months must 0 X 30 <p>Rental History:</p> <ul style="list-style-type: none"> • First time homebuyers must have a minimum 24 mos rental history for at least 1 borrower • If renting from a private landlord, cancelled checks must be provided.
<p>Significant Derogatory Credit</p>	<ul style="list-style-type: none"> • Satisfactory explanation for any delinquent credit which occurred in the previous 12 months is required. Forbearance: <ul style="list-style-type: none"> • 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: <ul style="list-style-type: none"> • 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 Reestablished Credit Requirements: <ul style="list-style-type: none"> • 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: <ul style="list-style-type: none"> • 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.

<p>Significant Derogatory Credit</p>	<p>IRS Tax Liens and payment plans:</p> <ul style="list-style-type: none"> • Payment plans on tax liens/liabilities are not permitted
	<p>Disputed Tradelines:</p> <ul style="list-style-type: none"> • 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.
<p>Liabilities</p>	<p>Installment Debt:</p> <ul style="list-style-type: none"> • Installment debt, including car lease payments, must be included in the qualifying ratio regardless of • Installment debts lasting ten (10) months or more must be included in the DTI.
	<p>Student Loans:</p> <ul style="list-style-type: none"> • 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: <ul style="list-style-type: none"> - Use 1% of the outstanding loan balance, or - Use fully amortizing payment based on documented repayment terms.
	<p>30 Day Open Accounts:</p> <ul style="list-style-type: none"> • If the credit report reflects an open-end of net thirty (30) day account, the balance owing must be subtracted from liquid assets.
	<p>Debts Paid by Business:</p> <ul style="list-style-type: none"> • 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.
	<p>Paying off Debt:</p> <ul style="list-style-type: none"> • 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.
	<p>Alimony / Child Support: Alimony and Child Support are to be treated as a liability</p>
<p>First Time Homebuyer</p>	<ul style="list-style-type: none"> • Primary residence only. • 36% maximum DTI. • 740 minimum FICO. • Minimum 18 months' reserves • 24 months rental history with no late payments. • One-unit properties only. • Loan amounts exceeding \$1,000,000 are ineligible. • Gift funds not permitted <p>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.</p>
<p>Multiple Owned Properties</p>	<ul style="list-style-type: none"> • Borrowers may own a total of four (4) financed 1-4 unit residential properties including the subject property • Borrowers with other properties in addition to the subject property are required to have an additional six months reserves for each property, based on the individual properties PITIA. • Properties owned free and clear require 6 mos of taxes, ins. and HOA dues for reserves.
<p>Gifts</p>	<ul style="list-style-type: none"> • 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 Family, Primary residence, Purchase only • 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

Asset Documentation	<ul style="list-style-type: none"> • 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. • Large deposits inconsistent with monthly income or deposits must be verified if using for 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
Co-Mingled Funds	<ul style="list-style-type: none"> • 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 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 borrower, will not be considered the borrower's own funds for use in the transaction.
Non-sufficient-fund (NSF)	<p>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.</p>
Business Assets	<ul style="list-style-type: none"> • 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: <ul style="list-style-type: none"> - 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
Ineligible Assets	<ul style="list-style-type: none"> • Anticipated Savings • Community Savings plans • Pooled funds • Gifts of equity • Non-Vested Stock Units/Stock Options • Cash on hand • Cryptocurrencies such as Bitcoins • Custodial accounts for minors • New Simultaneous Financing on Subject Property • Pension Funds
Cryptocurrency	<p>Cryptocurrency is digital assets exchanged over the internet. Bitcoin is the oldest and most well-known type of cryptocurrency although now there are over 1,300 different types of cryptocurrency.</p> <ul style="list-style-type: none"> • Allowed for down payment and closing costs: <ul style="list-style-type: none"> - Full paper trail of ownership of cryptocurrency and liquidation must be provided - Must be seasoned 60 days from date purchased to date liquidated. - 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 account, such as stocks, mutual funds, money market, checking or savings.
Retirement Accounts	<ul style="list-style-type: none"> • Retirement accounts are an eligible source of funds for closing, down payment and reserves. 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 discounted value of the vested balance. • If using funds from a retirement account for reserves, a discounted value of 60% of the vested balance must be used for qualifying based on market volatility. • Terms of withdrawal from the account program administrator should be provided when using the account for reserves.
Employment	<ul style="list-style-type: none"> • All Verbal VOE's must be within 10 business days of the Note date. • Verification of borrower's self-employment no later than 20 calendar days prior to Note date
Tax Transcripts	<ul style="list-style-type: none"> • Tax transcripts are required on all loans regardless of income/employment type. • Borrower pulled transcripts are not acceptable.

<p>Employment</p>	<ul style="list-style-type: none"> • A stable two (2) year history of verifiable income must be documented • 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 to the absence and they have been in their current employment for a minimum of six months. • Part-time income can be used for qualification if the borrower has worked the part-time job uninterrupted for the past two (2) years • Future/project income is not eligible
<p>Income</p>	<p>Salaried:</p> <ul style="list-style-type: none"> • Paystubs covering the most 30 days with year to date income. (Must be computer generated.) • 2 years W2's <p>Commission: (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.)</p> <ul style="list-style-type: none"> • 2 years 1040's and W2's • Current year-to-date paystub <p>Overtime & Bonus:</p> <ul style="list-style-type: none"> • 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 <p>Social Security:</p> <ul style="list-style-type: none"> • 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. <p>Self-employment: Income from self-employment is considered stable, and effective, if the borrower has been self-employed for two or more years</p> <ul style="list-style-type: none"> • 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: <ul style="list-style-type: none"> ▶ 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. <p>NOTE: Documentation is required regardless of whether the income is being considered for qualifying purposes.</p> <ul style="list-style-type: none"> ▶ 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

Income	<p><u>Dividends and Interest Income:</u></p> <ul style="list-style-type: none"> • 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. <p><u>Asset Depletion:</u></p> <ul style="list-style-type: none"> • 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. <ul style="list-style-type: none"> ▶ 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: <ul style="list-style-type: none"> ▶ 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	<ul style="list-style-type: none"> • 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
Refinances	<p>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.</p> <p><u>Continuity Of Obligation:</u></p> <ul style="list-style-type: none"> • 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. <p><u>Exceptions:</u></p> <ul style="list-style-type: none"> • The borrower on the new refinance was added to title at least twenty-four (24) months prior to the disbursement date of the new transaction • 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. <p><u>Value:</u></p> <ul style="list-style-type: none"> • 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. <p><u>Rate & Term Refinances:</u></p> <ul style="list-style-type: none"> • 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. <ul style="list-style-type: none"> ▶ 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 the lesser of \$2,000 or 1% of the new loan amount <p><u>Cash-Out Refinances:</u></p> <ul style="list-style-type: none"> • 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 • 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
Purchase Transactions	
≤ \$2,000,000	1 Full Appraisal
> \$2,000,000	2 Full Appraisals
Refinance Transactions	
≤ \$1,500,000	1 Full Appraisal
> \$1,500,000	2 Full Appraisals
Appraisal Requirements	<p>When two (2) appraisals are required, the following applies:</p> <ul style="list-style-type: none"> • Appraisals must be completed by two (2) independent companies. • The LTV will be determined by the lower of the two (2) appraised values if the lower appraisal supports the value conclusion. • Both appraisal reports must be reviewed and address any inconsistencies between the two (2) reports and all discrepancies must be reconciled • If the two (2) appraisals are done “subject to” and 1004Ds are required, it is allowable to provide one (1) 1004D. If only one (1) 1004D is provided, it should be for the appraisal that the value of the transaction is being based upon.
	<ul style="list-style-type: none"> • All appraisals must be prepared for EMM. No transfers or assignments are permitted.
	<ul style="list-style-type: none"> • Reduce maximum allowable LTV/CLTV by 10% for any property located in area of declining property values as reported by appraiser.
Appraisal Review Requirements	<p>A Collateral Desktop Analysis (CDA) with accompanying MLS sheets ordered from Clear Capital is required to support the value of the appraisal on all loans. (See separate instructions on how to order a Clear Capital CDA.</p>
	<ul style="list-style-type: none"> • If the CDA is ≤ 10% of the appraised value the LTV would be based on the original appraised value. • If the CDA is lower by > 10% of the appraised value the LTV than a third valuation report must be ordered. <p>Third Valuation (if applicable):</p> <ul style="list-style-type: none"> • Field Review or second full appraisal.
Properties	<ul style="list-style-type: none"> • Appraisal Condition rating of C5/C6 or Quality rating of Q6: Not permitted
	<p>Eligible Property Types:</p> <ul style="list-style-type: none"> • Single Family Detached and Attached • PUD's • Condominium <ul style="list-style-type: none"> - Must be Fannie Mae warrantable. (CPM full Review required). New condominiums may not be subject to additional phasing or annexation. - Limited project review is not permitted. - 2-4 unit condominiums do not require review or warranty. - PERS approval is not permitted • Leaseholds must meet Fannie Mae requirements. • Agriculturally zoned properties <ul style="list-style-type: none"> • Highest and best use must be residential. (Must be residential eligible) • No income producing attributes. • Properties with acreage > 10 and ≤ 20 acres considered on an exception basis. Maximum land value is limited to 35% • Properties with leased solar panels must meet Fannie Mae requirements.
	<p>Ineligible Property Types:</p> <ul style="list-style-type: none"> • Manufactured housing • Mobile Homes • Log Homes • Mixed Use Properties • Model Home Leasebacks • Properties with deed restrictions • Cooperatives • Condotels and Timeshares • Unique homes • Condo's in litigation • Hobby farms
Property Flips	<p>Properties owned by the seller less than 180 calendar days from the date of the purchase contract and the new sales price is higher than the price paid by the seller to acquire the property, the transaction would be ineligible.</p>