



NON PRIME WHOLESALE  
RESIDENTIAL RATE SHEET & MATRIX

Dated: 07/27/2020

GENERAL INFORMATION

Credit Tier	"AAA"	"AA"	"A"	"B+"	"B"
Minimum FICO	≥ 750	≥ 725	≥ 700	≥ 650	≥ 600
LTV Threshold	Primary Residence Transactions				
≤ 50% LTV	4.875%	5.000%	5.250%	6.000%	7.250%
≤ 60% LTV	5.125%	5.250%	5.375%	6.250%	7.625%
≤ 65% LTV	5.250%	5.375%	5.500%	6.375%	8.000%
≤ 70% LTV	5.375%	5.500%	5.750%	6.500%	8.500%
≤ 75% LTV	5.500%	5.625%	5.875%	7.000%	
≤ 80% LTV	6.000%	6.125%	6.375%		
Max LTVs	"AAA"	"AA"	"A"	"B+"	"B"
Purchase	80%	80%	80%	75%	70%
Refinance	75%	75%	75%	70%	65%
CLTV**	80%	80%	80%	75%	70%

Credit Tier	"AAA"	"AA"	"A"	"B+"	"B"
Minimum FICO	≥ 750	≥ 725	≥ 700	≥ 650	≥ 600
LTV Threshold	Investor Property (DSCR) or Secondary Home Transactions				
≤ 50% LTV	5.750%	6.000%	6.125%	6.750%	
≤ 60% LTV	6.000%	6.250%	6.375%	7.000%	
≤ 65% LTV	6.125%	6.375%	6.500%	7.250%	
≤ 70% LTV	6.250%	6.500%	6.750%	8.000%	
Max LTVs	"AAA"	"AA"	"A"	"B+"	"B"
Purchase	70%	70%	70%	70%	N/A
Refinance	70%	70%	70%	70%	N/A
CLTV**	70%	70%	70%	70%	N/A

Credit Tier	"AAA"	"AA"	"A"	"B+"	"B"
Margin	3.000%	3.250%	3.500%	4.000%	4.250%
Max Mtg Late (12-mth)	0 x 30	0 x 30	0 x 30	1 x 30	0 x 60
Seasoning	"AAA"	"AA"	"A"	"B+"	"B"
Bankruptcy	≥ 3 Years	≥ 3 Years	≥ 3 Years	≥ 2 Years	≥ 2 Years
Foreclosure	≥ 3 Years	≥ 3 Years	≥ 3 Years	≥ 2 Years	≥ 2 Years
Short Sales	≥ 2 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled
Deed-in-Lieu	≥ 2 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled

** CLTV +5% for LTV -5%, Can not exceed 80% MAX CLTV, Max Adjustment is 5% CLTV Increase					
RATE LOCK FLOATS UNTIL LOAN APPLICATION IS CLEARED OF ALL CONDITIONS PRECEDENT TO PROCEED WITH CLOSING / EXECUTION OF THE FINAL LOAN DOCUMENTS					

ADJUSTMENTS

Description	Rate	Note
Cash-Out Refinance	0.250%	
Alt Doc - Bk Stmts	0.250%	PERSONAL Account, Credit Grades AAA to B
Alt Doc - Bk Stmts	0.250%	BUSINESS Account, Credit Grades AAA to B+
ATR-in-Full	0.500%	Credit Grades AAA to B (or Asset Depletion as additional source)
7/1 Hybrid ARM	0.000%	Pricing in Grid is for a 5/1 Hybrid ARM
30-Year Fixed	0.000%	Pricing in Grid is for a 5/1 Hybrid ARM
Interest Only (5-yr)	0.250%	30-Term, Min Loan ≥\$250K, Grades AAA to B+, Avail on 5/1 or 7/1
ITIN	0.500%	Purch -5% & Refi -10% LTV/CLTV, \$1M max loan Amt
Foreign Nationals	0.375%	Investor Property Only, Max 65% Purchase / 60% Refinance, Price on "A"
Forbearance ≤12	0.500%	Forbearance must be seasoned at least 6-months (additional guidelines apply)
< \$ 150,000	0.375%	
> \$ 1,000,000	0.125%	Primary Only
> \$ 1,500,000	0.250%	Primary Only, Purch -5% & Refi -10% LTV/CLTV, AAA to B+ Only
		Max Cash-in-Hand >60% LTV is \$300,000
> \$ 2,000,000	0.500%	Primary Only, Purch 65% & Refi 60% Max LTV/CLTV, AAA to B+ Only
		Max Cash-in-Hand >50% LTV is \$500,000
Non Warr Condo	0.375%	Purch -5% & Refi -10% LTV/CLTV
Condotel / PUDtel	0.500%	Purch 65% & Refi 60% Max LTV/CLTV
2-4 Unit Property	0.375%	
Rural Property	0.625%	Purch 70% & Refi 65% Max LTV/CLTV, \$750k max loan Amt, Min "B+" Grade
2-Year Prepay	--	All INV & 2nd Homes: 2% / 1% Sequential Stepdown Prepayment Penalty
1-Year Prepay	0.500%	2% Prepayment Penalty
Buy Out Prepay	1.00 pt	Not applicable if Transaction is on Primary Residence
Rate Buy Down	3:1	Program Floor of 4.875% (Primary) & 5.750% (2nd/Inv)

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.

CONTACT YOUR LOCAL  
ACCOUNT EXECUTIVE

GENERAL INFORMATION

NO FEDERAL OR STATE HIGH COST LOANS
<b>Income Documentation</b> Full Doc = W2 + Pay Stubs / Wage Earner or 1040's + P&L / Self-Employed or Commission Alt Doc = 12 Personal or Business Bank Stmts / SE Only ATR in Full / Asset Depletion = Only Assets to Qualify max LTV 70% DSCR = Calculate by dividing (x) reconciled property rents from (y) actual PITIA payments. Minimum DSCR is 1.15. Foreign Nationals = Qualify and Price on DSCR
<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 Loan is 5-Yr IO Pymt & 25-Yrs Fully Amortized (30-year term)
<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> Primary / Second Home / Investment (INV)
<b>Reserve Requirement</b> No Reserves for ≤ 65% LTV and 6 Months for > 65% LTV
<b>Loan Amounts</b> \$100,000 Minimum to \$3,000,000 Maximum (Round-down to \$50) Loan Amounts >\$1.0M Require Senior Management Approval Loan Amounts >\$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 - Primary: Purch & R/T & INV or 2nd Home: Purch & Refi

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