



NON PRIME WHOLESALE RESIDENTIAL RATE SHEET & MATRIX

Dated: 08/17/2020

GENERAL INFORMATION

Credit Tier	"AAA"	"AA"	"A"	"BBB"	"BB"	"B"
Minimum FICO	≥ 750	≥ 725	≥ 700	≥ 675	≥ 650	≥ 600
LTV Threshold	Primary Residence Transactions					
≤ 50% LTV	4.500%	4.625%	4.625%	4.750%	4.875%	5.875%
≤ 60% LTV	4.625%	4.750%	4.875%	4.999%	5.250%	6.375%
≤ 65% LTV	4.750%	4.875%	4.875%	5.125%	5.375%	6.875%
≤ 70% LTV	4.875%	4.999%	5.125%	5.375%	5.625%	7.125%
≤ 75% LTV	4.999%	5.125%	5.375%	5.625%	5.999%	
≤ 80% LTV	5.250%	5.375%	5.750%	6.375%	7.125%	
≤ 85% LTV	6.250%	6.375%	6.750%			
Max LTVs	"AAA"	"AA"	"A"	"BBB"	"BB"	"B"
Purchase	85%	85%	85%	80%	80%	70%
Refinance	80%	80%	80%	75%	75%	70%
CLTV**	85%	85%	85%	80%	80%	70%

Credit Tier	"AAA"	"AA"	"A"	"BBB"	"BB"	"B"
Minimum FICO	≥ 750	≥ 725	≥ 700	≥ 675	≥ 650	≥ 600
LTV Threshold	Investor Property (DSCR) or Secondary Home Transactions					
≤ 50% LTV	5.250%	5.750%	5.875%	6.125%	6.375%	
≤ 60% LTV	5.625%	5.875%	5.999%	6.375%	6.875%	
≤ 65% LTV	5.750%	6.125%	6.125%	6.500%	7.375%	
≤ 70% LTV	5.875%	6.250%	6.500%	6.625%	7.999%	
≤ 75% LTV	6.375%	6.750%	6.999%	7.999%	8.500%	
≤ 80% LTV	6.999%	7.375%	7.625%			
Max LTVs	"AAA"	"AA"	"A"	"BBB"	"BB"	"B"
Purchase	80%	80%	80%	75%	75%	N/A
Refinance	70%	70%	70%	70%	70%	N/A
CLTV**	80%	80%	80%	75%	75%	N/A
DSCR minimum is (i) 1.25 : 1.0 >75% LTV, (ii) 1.0 : 1.0 >70% LTV or FN (all LTVs) or (iii) 0.8 : 1.0 ≤70% LTV						

Credit Tier	"AAA"	"AA"	"A"	"BBB"	"BB"	"B"
Margin	3.000%	3.250%	3.500%	3.750%	4.000%	4.250%
Max Mtg Late (12-mth)	0 x 30	0 x 30	0 x 30	1 x 30	1 x 30	0 x 60
Seasoning	"AAA"	"AA"	"A"	"BBB"	"BB"	"B"
Bankruptcy	≥ 3 Years	≥ 3 Years	≥ 3 Years	≥ 2 Years	≥ 2 Years	≥ 2 Years
Foreclosure	≥ 3 Years	≥ 3 Years	≥ 3 Years	≥ 2 Years	≥ 2 Years	≥ 2 Years
Short Sales	≥ 2 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	≥ 1 Year	Settled
Deed-in-Lieu	≥ 2 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	≥ 1 Year	Settled
** CLTV +5% for LTV -5%, Can not exceed 80% MAX CLTV, Max Adjustment is 5% CLTV Increase						

ADJUSTMENTS

Description	Rate	Note
Cash-Out Refinance	0.250%	
Alt Doc - Bk Stmts	0.250%	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 BB, 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: No LTV Overlay / Investor: -5% LTV/CTLV
> \$ 1,500,000	0.250%	Primary: Purch -5% & Refi -10% LTV/CLTV, INV: -10% LTV/CLTV, AAA to BB 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 BB 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 "BB" Grade
3-Year Prepay	--	All INV & 2nd Homes: 3% / 2% / 1% Sequential Stepdown Prepayment Penalty
2-Year Prepay	0.250%	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 4.500% (Primary) & 5.250% (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
Income Documentation 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 [P]ITIA payments. Minimum DSCR is LTV based. Foreign Nationals = Qualify and Price on DSCR
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) Consumer IO Loans qualify at max rate at first fully Amortized pymt IO Loan is 5-Yr IO Pymt & 25-Yrs Fully Amortized (30-year term)
Index & Adjustment Caps Floored at Start Rate / 1-Year CMT 2.0% Initial Change Cap / 2.0% Annual Cap / 6.0% Life Cap
Occupancy Primary / Second Home / Investment (INV)
Reserve Requirement No Reserves for ≤ 65% LTV and 6 Months for > 65% LTV
Loan Amounts \$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
Property Types SFR / Condos / Townhouse / 2-4 Units Non-Warrantable Condos - Reference CSC Guidelines
Rate Lock Policy Rate floats until loan application is cleared of all conditions precedent to proceed with Closing / Execution of Final Loan Docs
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 - Primary: Purch & R/T & INV or 2nd Home: Purch & Refi

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