



NON PRIME WHOLESALE
RESIDENTIAL RATE SHEET & MATRIX

Dated: 11/05/2020

GENERAL INFORMATION

| Credit Tier | "AAA" | "AA" | "A" | "BBB" | "BB" | "B" | "CCC" |
|---------------|--|--------|--------|--------|--------|--------|--------|
| Minimum FICO | ≥ 750 | ≥ 725 | ≥ 700 | ≥ 675 | ≥ 650 | ≥ 600 | ≥ 575 |
| LTV Threshold | Primary Residence or Secondary Home Transactions | | | | | | |
| ≤ 50% LTV | 3.750% | 3.999% | 4.375% | 4.500% | 4.625% | 5.250% | 6.125% |
| ≤ 60% LTV | 3.999% | 4.375% | 4.625% | 4.750% | 4.999% | 5.625% | 6.625% |
| ≤ 65% LTV | 4.375% | 4.625% | 4.750% | 4.875% | 5.125% | 5.875% | 7.125% |
| ≤ 70% LTV | 4.500% | 4.750% | 4.875% | 5.125% | 5.375% | 6.125% | 7.375% |
| ≤ 75% LTV | 4.750% | 4.875% | 5.125% | 5.375% | 5.750% | | |
| ≤ 80% LTV | 4.875% | 5.125% | 5.375% | 5.875% | 6.750% | | |
| ≤ 85% LTV | 5.750% | 6.250% | 6.625% | | | | |
| ≤ 90% LTV | 6.750% | 6.875% | | | | | |
| Max LTVs | "AAA" | "AA" | "A" | "BBB" | "BB" | "B" | "CCC" |
| Purchase | 90% | 90% | 85% | 80% | 80% | 70% | 70% |
| Refinance | 80% | 80% | 80% | 75% | 75% | 70% | 70% |
| CLTV** | 90% | 90% | 85% | 80% | 80% | 70% | 70% |

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|--|---------------------------------------|--------|--------|--------|--------|--------|--------|
| Minimum FICO | ≥ 750 | ≥ 725 | ≥ 700 | ≥ 675 | ≥ 650 | ≥ 600 | ≥ 575 |
| LTV Threshold | Investor Property (DSCR) Transactions | | | | | | |
| ≤ 50% LTV | 4.500% | 4.999% | 5.250% | 5.500% | 5.999% | 6.125% | 6.999% |
| ≤ 60% LTV | 4.750% | 5.250% | 5.375% | 5.625% | 6.250% | 6.750% | 7.750% |
| ≤ 65% LTV | 5.125% | 5.375% | 5.500% | 5.999% | 6.625% | 7.375% | 8.250% |
| ≤ 70% LTV | 5.250% | 5.500% | 5.875% | 6.250% | 6.875% | 7.999% | 9.250% |
| ≤ 75% LTV | 5.375% | 5.750% | 6.250% | 6.375% | 6.999% | | |
| ≤ 80% LTV | 5.999% | 6.750% | 7.125% | | | | |
| Max LTVs | "AAA" | "AA" | "A" | "BBB" | "BB" | "B" | "CCC" |
| Purchase | 80% | 80% | 80% | 75% | 75% | 70% | 70% |
| Refinance | 70% | 70% | 70% | 70% | 70% | 65% | 65% |
| CLTV** | 80% | 80% | 80% | 75% | 75% | 70% | 70% |
| DSCR minimum is (i) 1.0 : 1.0 for (a) LTVs >70% or (b) "B"/"CCC" Grades (all LTVs), or (ii) must have 12-months reserves for negative cashflow, if applicable. | | | | | | | |

| Credit Tier | "AAA" | "AA" | "A" | "BBB" | "BB" | "B" | "CCC" |
|--|-----------|-----------|-----------|-----------|-----------|-----------|----------|
| Margin | 3.000% | 3.250% | 3.500% | 3.750% | 4.000% | 4.250% | 5.000% |
| Max Mtg Late (12-mth) | 0 x 30 | 0 x 30 | 0 x 30 | 1 x 30 | 1 x 30 | 0 x 60 | 0 x 90 |
| Seasoning | "AAA" | "AA" | "A" | "BBB" | "BB" | "B" | "CCC" |
| Bankruptcy | ≥ 3 Years | ≥ 3 Years | ≥ 3 Years | ≥ 2 Years | ≥ 2 Years | ≥ 2 Years | ≥ 1 Year |
| Foreclosure | ≥ 3 Years | ≥ 3 Years | ≥ 3 Years | ≥ 2 Years | ≥ 2 Years | ≥ 2 Years | ≥ 1 Year |
| Short Sales | ≥ 2 Years | ≥ 2 Years | ≥ 2 Years | ≥ 1 Year | ≥ 1 Year | Settled | Settled |
| Deed-in-Lieu | ≥ 2 Years | ≥ 2 Years | ≥ 2 Years | ≥ 1 Year | ≥ 1 Year | Settled | 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% | Apply for LTVs > 70% |
| Second Home | 0.500% | Add to Primary Table, Max LTV from DSCR Table |
| Investor (DTI) | 0.500% | Add to Primary Table, Max LTV from DSCR Table |
| Alt Doc - Bk Stmts | -- | 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 (Max 80% LTV/CLTV), \$1M max loan Amt |
| Foreign Nationals | 0.375% | Investor Property Only, Max 70% Purchase / 65% Refinance, Price on "A" |
| Business LLC Borrower | 0.250% | Loan to US Business Entity requires Personal Guarantee, Additional Guidelines |
| Forbearance ≤90 Days | 0.375% | Purch 70% & Refi 65% Max LTV/CLTV, 12-Months Reserves, Additional Guidelines |
| Forbearance ≤180 Days | 0.250% | Purch 80% & Refi 70% Max LTV/CLTV, 6-Months Reserves, Additional Guidelines |
| < \$ 150,000 | 0.375% | |
| > \$ 1,000,000 | 0.125% | Primary: Max 85% / Investor: -5% LTV/CLTV |
| > \$ 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 - Max 75% LTV/CLTV |
| Condotel / PUDtel | 0.500% | Purch 75% & Refi 70% Max LTV/CLTV |
| 2-4 Unit Property | 0.375% | Max 85% LTV/CLTV |
| Rural Property | 0.625% | Purch 70% & Refi 65% Max LTV/CLTV, \$750k max loan Amt, Min "BB" Grade |
| 3-Year Prepay | -- | All INV: 3% / 2% / 1% Sequential Stepdown Prepayment Penalty |
| 2-Year Prepay | 0.250% | All INV: 2% / 1% Sequential Stepdown Prepayment Penalty |
| 1-Year Prepay | 0.500% | All INV: 2% Prepayment Penalty |
| Buy Out Prepay | 1.00 pt | Not applicable if Transaction is on Primary Residence or 2nd Home |
| Lender Paid Comp | 2:1 | Investor Prop Only, Max 3.0 Points, Requires ≥2-Year PPP, 0.125% Increments |
| Rate Buy Down | 3:1 | Program Floor of 3.750% (Primary), 4.250% (2nd) & 4.250/ 4.500% (Inv DTI/DSCR)) |

| |
|---|
| 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 by (y) actual [P]ITI 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 >85% LTV requires (i) Full Doc or Bk Stat & (ii) 12-months Reserves |
| 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 None for ≤ 65% LTV, 6 Months for > 65%, & 12 Months for > 85% |
| 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 Reference separate policy for full details. Rate locks for 30-day period with Conditional Loan Approval and extension for Closing. |
| 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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