



## "OUTSIDE OF DODD-FRANK™ PLUS" - ODF+

WHOLESALE MULTI-FAMILY, MIXED USE, & COMMERCIAL RATE SHEET & MATRIX

Date:  
03/18/2020

### PROGRAM LTV / LOAN AMOUNTS

5/1 Hybrid ARM		Max Loan by LTV	
LTV	Rate	Purch	Refi
60%	6.750%	\$7.5M	\$7.5M
65%	6.999%	\$7.5M	\$5.0M
70%	7.125%	\$3.0M	\$2.0M
75%	7.250%	\$2.0M	N/A

Adjustment by Credit Score		Max LTV	
Mid Score	Rate	Purch	Refi
≥650	--	75%	70%
600-649	0.125%	70%	65%
550-599	0.375%	65%	65%
500-549	QUOTE	65%	65%

Administration /  
Underwriting /  
Commitment  
Fee to CSC

**\$1,295**

### ADJUSTMENTS

Description	Rate	Fee*	Note
7/1 Hybrid ARM	0.125%	--	Rates in above grid are quoted as a 5/1 Hybrid ARM
Interest Only	0.250%	--	Loan Amount ≥\$500,000 Minimum
DSCR, ≥ 1.10	--	--	Debt Service Coverage Ratio (Gross Rents / Actual PITIA)
DSCR, ≥ 1.00	0.125%	--	Debt Service Coverage Ratio (Gross Rents / Actual PITIA)
DSCR, ≥ 0.90	0.375%	--	6 Months Reserves / Bank Statements to Support Liquidity & Rent Roll
DSCR, ≥ 0.75	Quote	Quote	6 Months Reserves / Bank Statements to Support Liquidity & Rent Roll
<\$ 250,000	0.375%	--	
≥\$1,000,000	0.125%	--	
≥\$2,000,000	0.250%	--	
≥\$3,000,000	0.375%	--	Min 650 FICO
5-10 Unit Property	--	--	
11-20 Unit Property	0.125%	--	
20-100 Unit Property	0.375%	--	
Mixed Use	0.250%	--	Residential Property with Commercial Influence
Hotel Property	0.375%	--	Hotel, Motel, or Rooming House / Max 65% Purch & 60% Refi
Commercial	0.500%	0.000	Max 70% Purch & 65% Refi / \$250k Min Loan Amount
Rural Property	Quote	Quote	Case-By-Case Basis & Subject to Individual Pricing
Waive Impounds	0.250%	--	Available on LTV ≤65%
3-Year Prepay	--	--	3 / 2 / 1 Sequential Stepdown Prepayment Penalty
2-Year Prepay	0.250%	--	2 / 1 Sequential Stepdown Prepayment Penalty
1-Year Prepay	0.500%	--	1.0 Prepayment Penalty
Buy Out Prepay	Quote	Quote	Case-By-Case Basis & Subject to Senior Management Approval
Prepay Buy Out in NJ	0.500%	0.500	New Jersey does not allow PPPs on ≤6-Unit Properties
Yield Spread Premium	2:1 Ratio		Broker may increase Rate in 0.125 increments for YSP Comp to max of 3.0 Points As a Non-Consumer Trans Broker may also concurrently charge upfront Points Max 2.0 on Commercial and requires a 3-year PPP
Entity Redraw	--	\$350	If applicable, Redrawing Loan Documents for a Entity Applicant

### GENERAL INFORMATION

#### Property Types

Multi-Family (5-100 Units), Resi Use with Commercial Influence, Hotel / Motel / Rooming House

#### Loan Terms

30 Year Amortization & Term - 5/1 or 7/1 Hybrid ARM

Interest Only Loans are 5-Year IO Payment & 25-Years Fully Amortized

#### Index & Adjustment Caps

Floored at Start Rate / 1-Year CMT / 4.950% Margin

2.0% Initial Change Cap / 2.0% Annual Cap / 6.0% Life Cap

#### Loan Amounts

\$150,000 - \$7.5M (Round Down Loan Amount to \$50 increments)

Loan Amounts ≥\$1,000,000 require Senior Management Approval

Loan Amounts ≥\$1,000,000 require 600 Minimum FICO

#### Asset Liquidity / Reserves

3-Months PITIA for LTV ≥65%

6-Months PITIA for Vacant or 5+ Financed Properties

#### Seasoning to Maximum Reconciled Valuation

First year of ownership purchase price + documented hard costs

Second year is to a maximum of 1.25% of first year

#### Additional Terms

DSCR is calculated by dividing (x) reconciled property rents from (y) actual PITIA payments

Minimum DSCR is 0.75

Impounds for Taxes / Insurance Required

Lender Points & Fees plus Broker Points & Fees may not exceed the lessor of 6.0% or legal limits

#### 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

### GENERAL INFORMATION (COMMERCIAL)

#### Property Types

Strip Mall, Mult-Tenant Retail / Office, Hospitality, Storage Facility, Light Industrial, School, or Daycare

Single-Tenant Retail / Office - Minus 5% LTV

Office / Condo Owner-User - Max 60% LTV & Min 650 FICO

#### Additional Terms

Below DSCR of 1.00 to a Min of 0.75 reduce LTV max 5%

**States:** AZ, CA, FL, NV, OR, TX, UT, & WA

**CONTACT YOUR ACCOUNT EXECUTIVE FOR DETAILS ABOUT  
CSC'S NON-PRIME PRODUCT**

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