



NON PRIME WHOLESALE - RESIDENTIAL RATE SHEET

Minimum FICO (Credit Tier)	≥ 750	≥ 725	≥ 700	≥ 675	≥ 650	≥ 625	≥ 600	≥ 575
	AAA	AA	A	BBB	BB	B+	B	CCC
≤ 50% LTV	7.375%	7.500%	7.500%	7.625%	7.999%	8.625%	8.750%	9.500%
≤ 60% LTV	7.500%	7.500%	7.625%	7.750%	8.250%	8.999%	9.250%	9.999%
≤ 65% LTV	7.500%	7.625%	7.625%	7.875%	8.375%	9.250%	9.375%	10.375%
≤ 70% LTV	7.625%	7.625%	7.750%	7.999%	8.500%	9.375%		
≤ 75% LTV	7.750%	7.750%	7.875%	8.125%	8.750%	9.625%		
≤ 80% LTV	7.875%	7.999%	8.250%	8.500%	9.375%			
≤ 85% LTV	9.125%	9.375%	9.750%	10.125%				
≤ 90% LTV	9.875%	10.375%	10.375%					
CLTV (Primary)	Refer to Page 2							
Margin	3.000%	3.250%	3.500%	3.750%	4.000%	4.250%	4.250%	5.000%

LENDER PAID COMPENSATION		
Movement to:	POINTS / RATE	Payable to:
Add to Rate	2:1	Lender Paid Points (LPC) to Broker or Borrower Credit.
*Not all tiers are available to every loan - Must qualify at B tier or higher		Primary or 2nd: Max 3.0 Pts
		Investor: Max 3.0 Pts & requires ≥ 2 YR PPP
Available in eighths to rate up or down to PAR rate		

RATE BUYDOWN	
MOVEMENT TO:	POINTS / RATE ADD
Add to Rate	3:1
*Not all tiers are available to every loan	
Available in eighths to rate up or down to PAR rate	
Maximum buy down is 1%	

ADJUSTMENTS	RATE	NOTES
Golden State Special	-0.250%	Applicable to California transactions, subject to applicable floor rates -0.250%
Program Terms	--	Select 5/1 ARM, 7/1 ARM, or 30-Year Fixed - all same pricing
Cash-Out Refinance	0.250%	Apply for all LTVs or All TX50(a)(6) & TX50(f)(2) Loans
Second Home	0.500%	Refer to Matrix on page 2
Short-term Rental	0.625%	INV Prop Rented short term/Nightly basis, Max 70% Purch/65% Refi LTV/CLTV
Adult Care Facility	1.000%	INV Prop Adult Care Facility: Max 65% Purchase / 60% Refi. Minimum 650 FICO
Investor Prop (NOO)	0.250%	Refer to Matrix on page 2
Alt Doc - Bk Stmt	--	Minimum score 600 (Available with 12- or 24-months of statements)
ATR-in-Full	0.500%	Minimum score 600 (or Asset Depletion as additional source)
WVOE / 1099 Only / P&L Programs	0.375%	Refer to general information on page 2
1 Year Self-Employed Program	0.250%	Min 650 FICO. Max 80% Purchase Rate and Term, Max 65% Cash Out
Interest Only (5-yr)	0.250%	30-Term, Min Loan ≥\$250K, Minimum 650 credit score, Available on 5/1 or 7/1
Interest Only (10-yr)	0.500%	Fixed Rate 40-Term, Min Loan ≥\$250K, Grades AAA to BB, Max 80% LTV / CLTV Max \$3M Loan Amount
FB/Mod Taken ≤6 Mth	0.375%	-10% LTV/CLTV from Max shown on page 2. 12-Mths Reserves, Additional Guidelines
Housing 1x30 in prior 12 months	--	Price as 675 FICO
Housing 0x60 in prior 12 months	--	Price as 625 FICO
Housing 0x90 in prior 12 months	--	Price as 575 FICO
BK/FC < 3 years	--	Price as 675 FICO
BK/FC ≥ 1 and < 2 years	--	Price as 575 FICO
SS/DIL/Modification < 2 years	--	Price as 675 FICO
SS/DIL/Modification <1 year	--	Price as 625 FICO
Non Permanent Resident Alien	0.375%	-5% LTV/CLTV from Max shown on page 2 - \$1M Max Loan Amt. Unexpired Visa & EAD required
Declining Value Properties	--	-5% LTV/CLTV from Max shown on page 2

ADJUSTMENTS	RATE	NOTES
< \$200,000	0.500%	Max LTV/CLTV 75% Purch / 70% Refi
≥ \$750k to ≤ \$2.0M	-0.500%	Subject to applicable Floor Rates
> \$1,000,000	--	
> \$1,500,000	--	Max Cash-in-Hand >65% LTV is \$500,000
> \$2,000,000	0.125%	Max Cash-in-Hand >65% LTV is \$500,000
> \$3,000,000	0.375%	Max Cash-in-Hand >65% LTV is \$500,000
\$4.001M - \$10.000M	TBD	Call your Account Executive
Non Warr Condo	0.500%	-5% LTV/CLTV from Max shown on page 2. Max 75% LTV/CLTV
Condotel / PUDtel	0.750%	Purch 70% & Refi 65% Max LTV/CLTV
2 Unit Property	--	Max 85% LTV/CLTV
3-4 Unit Property	-0.125%	Max 85% LTV/CLTV, Subject to applicable Floor Rates
Rural Property	0.625%	Purch 70% & Refi 65% Max LTV/CLTV, \$750k Max Loan Amount, Min 650 credit score
Manufactured Homes	0.500%	Purch 70% & Refi 65% Max LTV/CLTV
5-Year Prepay (5x5)	-0.375%	All INV: 5% / 5% / 5% / 5% / 5% Prepayment Penalty, Subject to applicable Floor Rates
5-Year Prepay (Step)	--	All INV: 5% / 4% / 3% / 2% / 1% Sequential Stepdown Prepayment Penalty
3-Year Prepay (3x5)	--	All INV: 5% / 5% / 5% Prepayment Penalty, Subject to Floor Rates
3-Year Prepay	0.250%	All INV: 3% / 3% / 3% Prepayment Penalty
2-Year Prepay	0.500%	All INV: 3% / 3% Prepayment Penalty
1-Year Prepay	0.750%	All INV: 3% Prepayment Penalty
Buy Out Prepay	1.50 pt	Note PPP restrictions on second page
Impound Waiver	0.250%	Note Waiver restrictions on second page
Minimum Interest Rate	Floor rate is limited to lowest rate for each credit tier	
US Business Entity - \$495 (Requires Personal Guarantee, Additional Guidelies Apply)		

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*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.

Administration / UW / Commitment Fee - \$1,295

Trust Review Fee - \$396

Acra Lender Credit of \$250 off of Lender's Fee for Completed ACH Authorization.
*Applied at Closing - Not Applicable for Entities, which require ACH.



NON PRIME WHOLESALE - PROGRAM LTV AND LOAN AMOUNT MATRIX

	FICO	Owner Occupied - Full Doc / Bank Statements (12 or 24 months)				2nd Home/Investment - Full Doc/Bank Statements (12 or 24 months)		
		≤\$1.500MM	≤\$2.000MM	≤\$3.000MM	≤\$4.000MM	≤\$1.500MM	≤\$2.000MM	≤\$3.000MM
		LTV/CLTV	LTV/CLTV	LTV/CLTV	LTV/CLTV	LTV/CLTV	LTV/CLTV	LTV/CLTV
Purchase	≥ 750	90%	85%	75%	65%	80%	75%	65%
	≥ 725	90%	85%	75%	65%	80%	75%	65%
	≥ 700	90%	85%	75%	65%	80%	75%	65%
	≥ 675	85%	80%	75%	-	80%	75%	-
	≥ 650	80%	75%	75%	-	75%	70%	-
	≥ 625	75%	70%	-	-	75%	-	-
	≥ 600	65%	65%	-	-	65%	-	-
	≥ 575	65%	-	-	-	65%	-	-
Rate/Term Refinance	≥ 750	80%	75%	70%	65%	80%	75%	65%
	≥ 725	80%	75%	70%	65%	80%	75%	65%
	≥ 700	80%	75%	70%	65%	75%	70%	65%
	≥ 675	75%	75%	70%	-	75%	70%	-
	≥ 650	70%	70%	70%	-	70%	65%	-
	≥ 625	70%	65%	-	-	70%	-	-
	≥ 600	65%	65%	-	-	65%	-	-
	≥ 575	65%	-	-	-	65%	-	-
Cash-Out Refinance	≥ 750	80%	75%	70%	65%	75%	75%	65%
	≥ 725	80%	75%	70%	65%	75%	75%	65%
	≥ 700	80%	75%	70%	65%	75%	70%	65%
	≥ 675	75%	70%	65%	-	75%	70%	-
	≥ 650	70%	65%	65%	-	70%	65%	-
	≥ 625	70%	65%	-	-	70%	-	-
	≥ 600	65%	65%	-	-	65%	-	-
	≥ 575	65%	-	-	-	65%	-	-

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 or 24 Personal or Business Bank Stmts / SE Only	
ATR in Full / Asset Depletion = Only Assets to Qualify (Primary Only); Max LTV / CLTV 75% / 70% for Purchase / Refi respectively	
WVOE = 2-year history required, \$1M Max Loan Amt. Min loan amt \$150k. - Primary Residences Only	Minimum B (600) credit grade No multifamily properties No Rural Properties No Non-Warrantable Condos 80% Max LTV No First Time Home Buyers
1099 Only = Self Employed Only - all occupancy types allowed	
P&L Programs = 2-year P&L statement required prepared by third party	
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)	
IO Loan is 10-Yr IO Pymt & 30-Yrs Fuly Amortized (40-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 ≤ 75% LTV, 6 Months for > 75% LTV, 12 Months > 85% LTV	

LOAN AMOUNTS	
\$100,000 Minimum to \$4,000,000 Maximum (Round-down to \$50)	
Loan Amounts >\$4.0M are considered by Sr Mgmt on a case-by-case	
Loan Amounts >\$1.5M requires two (2) Appraisals	
PROPERTY TYPES	
SFR / Condos / Townhouse / 2-4 Units	
Non-Warrantable Condos - Reference Lender Guidelines	
RATE LOCK POLICY	
Reference separate policy for full details. Rate locks for 45-day period from Submission Date with Conditional Loan Approval.	
REQUEST TO WAIVE IMPOUNDS	
Available on LTV / CLTV ≤80%, Loan Amounts ≤\$1.5M	
FICO minimum: 675 (Primary) and 700 (2nd Home / Investor)	
Must be 0x30 over last 24-months for housing payment(s)	
Not available for Section 35 Loans	
STATES	
AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, HI, ID, IL, IN, KS, KY, LA, MD, ME, MI, MN, MO, MT, NC, NE, NH, NJ, NV, OK, OH, OR, PA, SC, TN, TX, UT, VA, VT, WA, WI, & WY.	
Texas - Additional Guidelines Apply: TX50(a)(6) & TX50(f)(2) transactions	
Prepayment Penalties: KS, MI, MN, and NM: BUY-OUT all Residential 1-4; OH: BUY-OUT all Residential 1-2; NJ: BUY-OUT all loans closing in name of an INDIVIDUAL; PA: BUY-OUT if to an INDIVIDUAL AND on Residential 1-2 AND loan amount <\$301,022; RI: BUY-OUT if a PURCHASE transaction; VT: BUY-OUT for loans < \$1 Million	

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