

# Acra Lending Business Purpose Short Term Loans- Credit Grids & Loan Pricing

9/8/2023



| 1-SFR (1-4 units) Short Term Bridge Leverage Ratios & Pricing |      |             |      |        |          |       |       |       |                  |       |       |                             |       |
|---|------|-------------|------|--------|----------|-------|-------|-------|------------------|-------|-------|-----------------------------|-------|
| FICO  | FN   | Heavy Rehab | Exp. | Rate   | PURCHASE |       |       |       | REFINANCE        |       |       | Acra Points & Buy Out Ratio |       |
|   |      |             |      |        | No Rehab | Rehab |       |       | Rehab & No Rehab |       |       | Points                      | Ratio |
|   |      |             |      |        |          | LTV   | LTV   | ARV   | LTC              | LTV   | ARV   | LTC                         |       |
| 850   | -10% | NA          | 0 2  | 12.000 | 65.0%    | 65.0% | 65.0% | 80.0% | 65.0%            | 65.0% | 80.0% | 2.25%                       | 2:1   |
| to  | -10% | NA          | 3 5  | 11.000 | 75.0%    | 75.0% | 70.0% | 80.0% | 75.0%            | 70.0% | 80.0% | 2.00%                       | 2:1   |
|   | -10% | -5%         | 6 7  | 10.875 | 80.0%    | 85.0% | 70.0% | 85.0% | 80.0%            | 70.0% | 85.0% | 1.75%                       | 2:1   |
|   | -10% | -5%         | 8 10 | 10.500 | 80.0%    | 85.0% | 70.0% | 85.0% | 80.0%            | 70.0% | 85.0% | 1.25%                       | 2:1   |
| 740   | -10% | -2.5%       | ≥ 11 | 10.000 | 80.0%    | 85.0% | 70.0% | 85.0% | 80.0%            | 70.0% | 85.0% | 1.00%                       | 2:1   |
| 739   | -10% | NA          | 0 2  | 12.000 | 65.0%    | 65.0% | 65.0% | 80.0% | 65.0%            | 65.0% | 80.0% | 2.25%                       | 2:1   |
| to  | -10% | NA          | 3 5  | 11.000 | 75.0%    | 75.0% | 70.0% | 80.0% | 70.0%            | 65.0% | 80.0% | 2.00%                       | 2:1   |
|   | -10% | -5%         | 6 7  | 10.875 | 80.0%    | 85.0% | 70.0% | 85.0% | 70.0%            | 70.0% | 85.0% | 1.75%                       | 2:1   |
|   | -10% | -5%         | 8 10 | 10.500 | 80.0%    | 85.0% | 70.0% | 85.0% | 70.0%            | 70.0% | 85.0% | 1.25%                       | 2:1   |
| 680   | -10% | -2.5%       | ≥ 11 | 10.000 | 80.0%    | 85.0% | 70.0% | 85.0% | 75.0%            | 70.0% | 85.0% | 1.00%                       | 2:1   |
| 679   | -10% | NA          | 0 2  | 12.000 | 65.0%    | 65.0% | 65.0% | 75.0% | 60.0%            | 65.0% | 75.0% | 2.25%                       | 2:1   |
| to  | -10% | NA          | 3 5  | 11.000 | 70.0%    | 70.0% | 65.0% | 75.0% | 65.0%            | 65.0% | 75.0% | 2.00%                       | 2:1   |
|   | -10% | -5%         | 6 7  | 10.875 | 75.0%    | 80.0% | 65.0% | 80.0% | 65.0%            | 65.0% | 80.0% | 1.75%                       | 2:1   |
|   | -10% | -5%         | 8 10 | 10.500 | 75.0%    | 80.0% | 65.0% | 80.0% | 65.0%            | 65.0% | 80.0% | 1.25%                       | 2:1   |
| 650   | -10% | -2.5%       | ≥ 11 | 10.000 | 75.0%    | 80.0% | 65.0% | 80.0% | 70.0%            | 65.0% | 80.0% | 1.00%                       | 2:1   |
| 649   | -10% | NA          | 0 2  | 12.000 | 65.0%    | 65.0% | 60.0% | 70.0% | 55.0%            | 60.0% | 70.0% | 2.25%                       | 2:1   |
| to  | -10% | NA          | 3 5  | 11.000 | 65.0%    | 65.0% | 60.0% | 70.0% | 55.0%            | 60.0% | 70.0% | 2.00%                       | 2:1   |
|   | -10% | -5%         | 6 7  | 10.875 | 70.0%    | 75.0% | 60.0% | 75.0% | 60.0%            | 60.0% | 75.0% | 1.75%                       | 2:1   |
|   | -10% | -5%         | 8 10 | 10.500 | 70.0%    | 75.0% | 60.0% | 75.0% | 60.0%            | 60.0% | 75.0% | 1.25%                       | 2:1   |
| 600   | -10% | -2.5%       | ≥ 11 | 10.000 | 70.0%    | 75.0% | 60.0% | 75.0% | 65.0%            | 60.0% | 75.0% | 1.00%                       | 2:1   |

| 1-SFR (1-4) Short Term Bridge Loan Eligibility Rules |   |        |               |              |
|--|---|--------|---------------|--------------|
| 1  | Loan Amount   | <=     | 3,000,000     |              |
| 2a   | AIV LTV   | <=     | 85.0%         |              |
| 2b   | ARV LTV   | <=     | 70.0%         |              |
| 2c   | LTC   | <=     | 85.0%         |              |
| 3  | Cashout   | <=     | 70.0%         | <= 1,000,000 |
| 4  | Realtor Experience  | >=     | 1             |              |
| 5  | GC Experience   | >=     | 1             |              |
| 6  | 0-5 Experience  | <=     | 50%           | As is Value  |
| 7  | Heavy Rehab   | >=     | 50%           | As is Value  |
| 8  | Refi: Incomplete Projects   | -10.0% | LTV, ARV, LTC |              |
| 9  | Rehab budgets ≥ \$500k require exception approval by exec. mgt.         |        |               |              |
| 10   | Rehab budgets ≥ \$500k require the following:                           |        |               |              |
|  | a) Rehab work to be through a licensed general contractor.              |        |               |              |
|  | b) All required permits must be issued to the project prior to funding. |        |               |              |
|  | c) Minimum loan term of 18 months.                                      |        |               |              |

| Initial Funding AIV LTV Limit |     |
|-------------------------------|-----|
| ≤ \$1.0 mm                    | 85% |
| > \$1.0 to \$1.5 mm           | 80% |
| > \$1.5 to \$2.0 mm           | 75% |
| > \$2.0 mm                    | 70% |

| Months Pmt Reserves |       |      |
|---------------------|-------|------|
| Exp.                | Purch | Refi |
| 0-2                 | 6     | 6    |
| 3-5                 | 3     | 6    |
| 6-7                 | 0     | 6    |
| 8-10                | 0     | 3    |
| 11+                 | 0     | 3    |

# Acra Lending Business Purpose Short Long Loans- Credit Grids & Loan Pricing

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| 3-DSCR (1-4 units) Long Term Loan Credit Box |                 |         |         |         |         |         |         |         |
|--|-----------------|---------|---------|---------|---------|---------|---------|---------|
| Minimum FICO                                 | ≥ 750           | ≥ 725   | ≥ 700   | ≥ 675   | ≥ 650   | ≥ 625   | ≥ 600   | ≥ 575   |
| ≤ 50% LTV                                    | 7.750%          | 7.875%  | 7.999%  | 8.375%  | 8.625%  | 8.875%  | 9.500%  | 9.999%  |
| ≤ 60% LTV                                    | 7.750%          | 7.875%  | 7.999%  | 8.375%  | 8.750%  | 9.250%  | 9.999%  | 10.500% |
| ≤ 65% LTV                                    | 7.875%          | 7.999%  | 8.125%  | 8.625%  | 8.875%  | 9.500%  | 10.250% | 10.625% |
| ≤ 70% LTV                                    | 7.999%          | 8.125%  | 8.250%  | 8.750%  | 8.999%  | 9.625%  |         |         |
| ≤ 75% LTV                                    | 8.375%          | 8.500%  | 8.750%  | 9.125%  | 9.750%  | 9.875%  |         |         |
| ≤ 80% LTV                                    | 8.999%          | 9.125%  | 9.250%  | 9.500%  |         |         |         |         |
| CLTV   | Refer to Matrix |         |         |         |         |         |         |         |
| 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 60  | 0 x 90  |
| BK/FC  | ≥ 3 Yrs         | ≥ 3 Yrs | ≥ 3 Yrs | ≥ 2 Yrs | ≥ 2 Yrs | ≥ 2 Yrs | ≥ 2 Yrs | ≥ 1 Yr  |
| SS/DIL                                       | ≥ 2 Yrs         | ≥ 2 Yrs | ≥ 2 Yrs | ≥ 1 Yr  | ≥ 1 Yr  | Settled | Settled | Settled |
| Margin                                       | 3.000%          | 3.250%  | 3.500%  | 3.750%  | 4.000%  | 4.250%  | 4.250%  | 5.000%  |

Note: Rates based loan funding at par. See Acra Account Exec. regarding lender paid compensation.

| 3-DSCR (1-4 units) Long Term Loan - LTV & Loan Amount Matrix |       |                        |                   |                   |  |
|--|-------|------------------------|-------------------|-------------------|--|
| FICO   |       | >\$1.5 mm - >\$2.0 mm- |                   |                   |  |
|  |       | ≤\$1.5 mm LTV/CLTV     | \$2.0 mm LTV/CLTV | \$3.0 mm LTV/CLTV |  |
| Purchase   | ≥ 750 | 80%                    | 75%               | 65%               |  |
|  | ≥ 725 | 80%                    | 75%               | 65%               |  |
|  | ≥ 700 | 80%                    | 75%               | 65%               |  |
|  | ≥ 675 | 80%                    | 75%               | -                 |  |
|  | ≥ 650 | 75%                    | 70%               | -                 |  |
|  | ≥ 625 | 75%                    | -                 | -                 |  |
|  | ≥ 600 | 65%                    | -                 | -                 |  |
|  | ≥ 575 | 65%                    | -                 | -                 |  |
| Rate/Term Refinance  | ≥ 750 | 80%                    | 75%               | 65%               |  |
|  | ≥ 725 | 80%                    | 75%               | 65%               |  |
|  | ≥ 700 | 75%                    | 70%               | 65%               |  |
|  | ≥ 675 | 75%                    | 70%               | -                 |  |
|  | ≥ 650 | 70%                    | 65%               | -                 |  |
|  | ≥ 625 | 70%                    | -                 | -                 |  |
|  | ≥ 600 | 65%                    | -                 | -                 |  |
|  | ≥ 575 | 65%                    | -                 | -                 |  |
| Cash-Out Refinance   | ≥ 750 | 75%                    | 75%               | 65%               |  |
|  | ≥ 725 | 75%                    | 75%               | 65%               |  |
|  | ≥ 700 | 75%                    | 70%               | 65%               |  |
|  | ≥ 675 | 75%                    | 70%               | -                 |  |
|  | ≥ 650 | 70%                    | 65%               | -                 |  |
|  | ≥ 625 | 70%                    | -                 | -                 |  |
|  | ≥ 600 | 65%                    | -                 | -                 |  |
|  | ≥ 575 | 65%                    | -                 | -                 |  |

| 3- DSCR (1-4 units) Long Term Loan Eligibility Rules & Pricing Adjustments |         |  |
|--|---------|--|
| ADJUSTMENTS  | RATE    | NOTES  |
| 1 Golden State Special   | -0.250% | Applicable to California transactions, subject to applicable floor rates -.25%             |
| 2 Program Terms  | --      | Select 5/1 ARM, 7/1 ARM, or 30-Year Fixed - all same pricing                               |
| 3 Cash-Out Refinance   | 0.250%  | Apply for all LTVs   |
| 4 Interest Only (5-yr)   | 0.250%  | 30-Term, Min Loan ≥\$250K, minimum credit score 650, Avail on 5/1 or 7/1                   |
| 5 Interest Only (5-yr)   | 0.375%  | 30-Term, Min Loan ≥\$250K, minimum credit score 650, Avail on 30-Year Fixed                |
| 6 Interest Only (10-yr)  | 0.500%  | Fixed Rate 40-Term, Min Loan ≥\$250K, minimum credit score 650                             |
| 7 ITIN   | 0.500%  | \$1M max Loan Amount - refer to ITIN matrix for max LTV/CLTV                               |
| 8 Non Perm. Res Alien  | 0.375%  | \$1M Max Loan Amount. Unexpired Visa and EAD required.                                     |
| 9 Foreign Nationals  | 0.375%  | NOO-Max 75% Purch/70% Refi, If LTV>70% Purch, >65% Refi, DSCR≥1.2 req'd. Price at 700 FICO |
| 10 FB/Mod Taken ≤6 Mth   | 0.375%  | -10% LTV/CLTV from Max (refer to page 2), 12-Mths Reserves, Additional Guidelines          |
| 11 < \$200,000   | 0.500%  | Purch 75% & Refi 70% Max LTV/CLTV  |
| 12 ≥ \$750k TO < \$1.5M  | -0.500% | Subject to applicable Floor Rates  |
| 13 ≥ \$1.5M ≤ \$2.0M   | --      | Minimum 650 FICO. Max Cash-in-Hand >65% LTV is \$500,000                                   |
| 14 > \$2.0M ≤ \$3.0M   | 0.125%  | Min. 700 FICO. Max Cash-in-Hand >65% LTV is \$500K; DSCR for all must be > 1.10            |
| 15 Non Warr Condo  | 0.500%  | -5% LTV/CLTV from Max (refer to page 2); Must have >1.0 DSCR                               |
| 16 Condotel / PUDtel   | 0.750%  | Purch 70% & Refi 65% Max LTV/CLTV - must have > 1.0 DSCR                                   |
| 17 2 Unit Property   | --      |  |
| 18 3-4 Unit Property   | -0.125% | Subject to applicable Floor Rates  |
| 19 DSCR: ≥0.80 TO <1.00  | 0.625%  | -10% LTV / CLTV from Max (refer to page 2)   |
| 20 No Ratio DSCR   | 1.000%  | Max LTV 65% Purchase / 55% Refinance, Minimum 650 FICO                                     |
| 21 Short-Term Rentals  | 0.625%  | INV Prop Rented short term / nightly basis, Max 70% Purch / 65% Refi LTV/CLTV              |
| 22 Adult Care Facility   | 1.000%  | Max 65% Purchase / 60% Refi. LTV/CLTV. Minimum 650 FICO                                    |
| 23 Rural Property  | 0.625%  | Purch 70%/Refi 65% Max LTV/CLTV, \$750k max loan, ≥ 650 FICO, Min. 1.0 DSCR                |
| 24 Manufactured Homes  | 0.500%  | Purch 70% & Refi 65% Max LTV/CLTV  |
| 25 5-Year Prepay (5x5)   | -0.375% | All INV: 5% / 5% / 5% / 5% / 5% Prepayment Penalty   |
| 26 5-Year Prepay (Step)  | --      | All INV: 5% / 4% / 3% / 2% / 1% Sequential Stepdown Prepayment Penalty                     |
| 27 3-Year Prepay (3x5)   | --      | All INV: 5% / 5% / 5% Prepayment Penalty   |
| 28 3-Year Prepay   | 0.250%  | All INV: 3% / 3% / 3% Prepayment Penalty   |
| 29 2-Year Prepay   | 0.500%  | All INV: 3% / 3% Prepayment Penalty  |
| 30 1-Year Prepay   | 0.750%  | All INV: 3% Prepayment Penalty   |
| 31 Buy Out Prepay  | 1.50 pt | Note PPP restrictions on second page   |
| 32 CEMA Transaction  | 0.250%  |  |
| 33 Impound Waiver  | 0.250%  | Note waiver restrictions on second page  |
| 34 Declining Value   | --      | -5% LTV/CLTV from max shown on page 2  |

# Acra Lending Business Purpose Short Long Loans- Credit Grids & Loan Pricing

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| 4- MULTI-FAMILY (5-24) Long Term Loan Credit Box |        |        |        |        |         |         |
|--|--------|--------|--------|--------|---------|---------|
| Minimum FICO                                     | ≥ 750  | ≥ 725  | ≥ 700  | ≥ 675  | ≥ 650   | ≥ 625   |
| Floor by Tier                                    | 8.375% | 8.625% | 8.750% | 8.999% | 9.375%  | 9.750%  |
| ≤ 50% LTV  | 8.375% | 8.625% | 8.750% | 8.999% | 9.375%  | 9.750%  |
| ≤ 60% LTV  | 8.625% | 8.875% | 8.999% | 9.250% | 9.625%  | 9.999%  |
| ≤ 65% LTV  | 8.750% | 8.999% | 9.250% | 9.500% | 9.875%  | 10.125% |
| ≤ 70% LTV  | 8.999% | 9.250% | 9.500% | 9.750% | 10.125% |         |
| Max LTVs   |        |        |        |        |         |         |
| Purch / RT Refi                                  | 70%    | 70%    | 70%    | 70%    | 70%     | 65%     |
| CO Refinance                                     | 65%    | 65%    | 65%    | 65%    | 65%     | 65%     |
| CLTV   | 70%    | 70%    | 70%    | 70%    | 70%     | 65%     |

Note: Acra origination points determined at time of pre-approval.

Appraisal Review - \$650.00

CDA Report - \$180.00

| 4- Multi-Family (5-24) Long Term Loan Eligibility Rules |  |
|---|--|
| 1   | Multifamily Residential Properties with 5-24 Units or as defined in respective jurisdiction    |
| 2   | General Commercial Narrative Appraisal. May use 71A or 71B <\$3.0M loan amt or +15 Units       |
| 3   | 30 Year Amortization & Term  |
| 4   | Int. Only Loans are 5-Year IO Payment & 25-Years Fully Amortized - Qualifies under fully amort |
| 5   | Entities Only  |
| 6   | Guarantors: Total Net Worth of ≥50% of requested loan amount.                                  |
| 7   | Minimum 6-Months P&I in Reserve  |
| 8   | Credit: Min 48-mths from Bankruptcies, Foreclosures, Deed-in-Lieu, or Short Sales              |
| 9   | Mortgage Lates: 0x30 last 6 mths, 1 max 30 last 12 mths, no 60+ last 24-months.                |
| 10  | ACH For for Payments   |
| 11  | Business Entities require ACH - Lender Credit is not applicable.                               |

| 4- Multi-Family (5-24) Long Term Loan Pricing Adjustments |         |        |  |
|---|---------|--------|--|
| ADJUSTMENTS   | RATE    | FEE    | NOTES  |
| 1 Cash-Out Refinance                                      | 0.375%  | --     | 1.25 DSCR Minimum                                    |
| 2 Interest Only   | 0.250%  | --     | ≥ \$500k; ≤ 70% LTV; ≥1.25 DSCR; 5-year period       |
| 3 DSCR, ≥ 1.75  | -0.500% | --     | Purchase transactions only                           |
| 4 DSCR, 1.10 - 1.24                                       | 0.250%  | --     | Max 70% LTV  |
| 5 DSCR, 1.00 - 1.09                                       | 0.500%  | --     | Max 65% LTV, Minimum BB tier                         |
| 6 <\$500,000  | 0.250%  | --     |  |
| 7 Foreign National  | 0.500%  | --     | Price at "A" grade; Max 70% LTV; 1.25 DSCR Min.      |
| 8 Short-Term Rentals                                      | 0.625%  | --     | -5% LTV  |
| 9 Student Housing   | 0.375%  | --     | > 20% Student Units; ≥1.2 DSCR; ≥12-mo. Leases       |
| 10 5-Year Prepay (5x5)                                    | --      | --     | All INV: 5% / 5% / 5% / 5% / 5% Prepayment Penalty   |
| 11 3-Year Prepay (3x5)                                    | 0.250%  | --     | 5 / 5 / 5 Prepayment Penalty                         |
| 12 NY Transactions  | 0.375%  | --     |  |
| 13 CEMA Transactions                                      | 0.250%  | --     | CEMA fees paid by Borrower at closing                |
| 14 Buy Out Prepay   | --      | 2.0%   | Subject to Senior Management Approval                |
| 15 Entity Redraw  | --      | \$ 795 | If entity changes & loan docs required to be redrawn |