



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	7.500%	7.625%	7.625%	7.750%	8.250%	8.875%	8.999%	9.750%
≤ 60% LTV	7.625%	7.625%	7.750%	7.999%	8.500%	9.250%	9.500%	10.250%
≤ 65% LTV	7.625%	7.750%	7.750%	8.125%	8.625%	9.500%	9.625%	10.625%
≤ 70% LTV	7.750%	7.750%	7.875%	8.250%	8.750%	9.625%		
≤ 75% LTV	7.750%	7.875%	7.999%	8.375%	8.999%	9.875%		
≤ 80% LTV	7.999%	8.250%	8.375%	8.750%	9.375%			
≤ 85% LTV	8.875%	9.250%	9.500%					
≤ 90% LTV	9.500%	9.999%	10.125%					
CLTV (Primary)	90%	90%	90%	80%	80%	75%	65%	65%
Margin	3.000%	3.250%	3.500%	3.750%	4.000%	4.250%	4.250%	5.000%

LENDER PAID COMPENSATION		
(only available on loans ≤80% LTV and below)		
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	

ADJUSTMENTS	RATE	NOTES
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
Short-term Rental	0.375%	INV Prop Rented short term/Nightly basis, Max 75% Purch/70% Refi LTV/CLTV
Adult Care Facility	0.375%	INV Prop Adult Care Facility: Max 75% Purchase/70% Refi. Minimum 600 FICO
Investor Prop (NOO)	0.250%	Refer to Matrix
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
Interest Only (5-yr)	0.250%	30-Term, Min Loan ≥\$250K, minimum 650 credit score, Avail on 5/1 or 7/1
Interest Only (10-yr)	0.375%	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 (max CLTV per tier), 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 (max CLTV per tier). Max 80% LTV/CLTV - \$1M Max Loan Amt. Unexpired Visa & EAD required

ADJUSTMENTS	RATE	NOTES
< \$150,000	0.375%	
≥ \$750k to ≤ \$2.0M	-0.375%	Subject to applicable Floor Rates
> \$1,000,000	--	
> \$1,500,000	--	Max Cash-in-Hand >60% LTV is \$500,000
> \$2,000,000	0.125%	Max Cash-in-Hand >60% LTV is \$500,000
> \$3,000,000	0.375%	Max Cash-in-Hand >60% LTV is \$500,000
\$4.001M - \$10.000M	TBD	Call your Account Executive
Non Warr Condo	0.375%	Purch -5% & Refi -10% LTV/CLTV - 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 Amt, Min 650 credit score
Manufactured Homes	--	Purch 70% & Refi 65% Max LTV/CLTV
5-Year Prepay (5x5)	-0.375%	All INV: 5% / 5% / 5% / 5% / 5% Prepayment Penalty, Subject to 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 - \$395

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)	
		≤\$1.0MM	≤\$1.5MM	≤\$2.0MM	≤\$3.0MM	≤\$4.0MM	≤\$1.5MM	≤\$2.0MM
Purchase	≥ 750	90%	85%	85%	70%	65%	80%	75%
	≥ 725	90%	85%	85%	70%	65%	80%	75%
	≥ 700	90%	85%	85%	70%	65%	80%	75%
	≥ 675	80%	75%	75%	65%	-	80%	75%
	≥ 650	80%	75%	70%	65%	-	75%	70%
	≥ 625	75%	70%	70%	-	-	75%	-
	≥ 600	65%	65%	65%	-	-	65%	-
	≥ 575	65%	65%	-	-	-	65%	-
Rate/Term Refinance	≥ 750	80%	80%	75%	70%	65%	80%	75%
	≥ 725	80%	80%	75%	70%	65%	80%	75%
	≥ 700	80%	80%	75%	70%	65%	75%	70%
	≥ 675	75%	75%	70%	65%	-	75%	70%
	≥ 650	70%	70%	65%	65%	-	70%	65%
	≥ 625	70%	70%	65%	-	-	70%	-
	≥ 600	65%	65%	65%	-	-	65%	-
	≥ 575	65%	65%	-	-	-	65%	-
Cash-Out Refinance	≥ 750	80%	80%	75%	70%	65%	75%	75%
	≥ 725	80%	80%	75%	70%	65%	75%	75%
	≥ 700	80%	80%	75%	70%	65%	75%	70%
	≥ 675	75%	75%	70%	65%	-	75%	70%
	≥ 650	70%	70%	65%	65%	-	70%	65%
	≥ 625	70%	70%	65%	-	-	70%	-
	≥ 600	65%	65%	65%	-	-	65%	-
	≥ 575	65%	65%	-	-	-	65%	-

GENERAL INFORMATION - NO FEDERAL OR STATE HIGH COST LOANS	
INCOME DOCUMENTATION	LOAN AMOUNTS
Full Doc = W2 + Pay Stubs / Wage Earner or 1040's + P&L / Self-Employed or Commission	\$100,000 Minimum to \$4,000,000 Maximum (Round-down to \$50)
Alt Doc = 12 or 24 Personal or Business Bank Stmt's / SE Only	Loan Amounts >\$4.0M are considered by Sr Mgmt on a case-by-case
ATR in Full / Asset Depletion = Only Assets to Qualify (Primary Only); Max LTV / CLTV 75% / 70% for Purchase / Refi respectively	Loan Amounts >\$2.0M Require Senior Management Approval
WVOE = 2-year history required, \$1M Max Loan Amt. Min loan amt \$150k.	Loan Amounts >\$1.5M requires two (2) Appraisals
1099 Only = Self Employed Only	PROPERTY TYPES
P&L Programs = 2-year P&L statement required prepared by third party	SFR / Condos / Townhouse / 2-4 Units
	Non-Warrantable Condos - Reference Lender Guidelines
MAXIMUM DEBT-TO-INCOME RATIO	RATE LOCK POLICY
50% Back End	Reference separate policy for full details. Rate locks for 45-day period from Submission Date with Conditional Loan Approval.
LOAN TERMS	REQUEST TO WAIVE IMPOUNDS
30-Year Amortized & Term - 5/1 or 7/1 Hybrid ARM or 30-Yr Fixed	Available on LTV / CLTV ≤80%, Loan Amounts ≤\$1.5M
All Loans require impounding for Taxes & Insurance	FICO minimum: 675 (Primary) and 700 (2nd Home / Investor)
INTEREST ONLY (IO)	Must be 0x30 over last 24-months for housing payment(s)
Consumer IO Loans qualify at max rate at first fully Amortized pymt	Not available for Section 35 Loans
IO Loan is 5-Yr IO Pymt & 25-Yrs Fully Amortized (30-year term)	STATES
IO Loan is 10-Yr IO Pymt & 30-Yrs Fully Amortized (40-year term)	AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, 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.
INDEX & ADJUSTMENT CAPS	Texas - Additional Guidelines Apply: TX50(a)(6) & TX50(f)(2) transactions
Floored at Start Rate / 1-Year CMT	Prepayment Penalties not allowed and must be Bought Out in KS, MI, NJ (if to an Individual), OH, PA (if to an Individual on 1-2 Unit Dwelling, & <\$278,250), RI (if a Purchase Transaction), & VT (if ≤\$1.0M)
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	

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