



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 | 7.750% | 7.875% | 7.875% | 7.999% | 8.375% | 8.999% | 9.125% | 9.875% |
| ≤ 60% LTV | 7.875% | 7.875% | 7.999% | 8.125% | 8.625% | 9.375% | 9.625% | 10.375% |
| ≤ 65% LTV | 7.875% | 7.999% | 7.999% | 8.250% | 8.750% | 9.625% | 9.750% | 10.750% |
| ≤ 70% LTV | 7.999% | 7.999% | 8.125% | 8.375% | 8.875% | 9.750% | | |
| ≤ 75% LTV | 8.125% | 8.125% | 8.250% | 8.500% | 9.125% | 9.999% | | |
| ≤ 80% LTV | 8.250% | 8.375% | 8.625% | 8.875% | 9.750% | | | |
| ≤ 85% LTV | 9.500% | 9.750% | 10.125% | 10.500% | | | | |
| ≤ 90% LTV | 10.250% | 10.750% | 10.750% | | | | | |
| 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 Fully 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, NM, 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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