



NON PRIME WHOLESALE  
RESIDENTIAL RATE SHEET & MATRIX

GENERAL INFORMATION

| Credit Tier   | "AAA"  | "AA"   | "A"    | "BBB"  | "BB"   | "B"    | "CCC"  |
|---------------|--|--------|--------|--------|--------|--------|--------|
| Minimum FICO  | ≥ 750  | ≥ 725  | ≥ 700  | ≥ 675  | ≥ 650  | ≥ 600  | ≥ 575  |
| LTV Threshold | Primary Residence or Secondary Home Transactions |        |        |        |        |        |        |
| ≤ 50% LTV     | 3.375%   | 3.750% | 3.875% | 3.999% | 4.500% | 5.250% | 5.999% |
| ≤ 60% LTV     | 3.500%   | 3.999% | 4.125% | 4.250% | 4.875% | 5.625% | 6.625% |
| ≤ 65% LTV     | 3.625%   | 4.125% | 4.250% | 4.375% | 4.999% | 5.875% | 7.125% |
| ≤ 70% LTV     | 3.750%   | 4.250% | 4.375% | 4.500% | 5.125% | 6.125% | 7.375% |
| ≤ 75% LTV     | 3.999%   | 4.375% | 4.750% | 4.999% | 5.375% | 6.875% |        |
| ≤ 80% LTV     | 4.375%   | 4.625% | 4.875% | 5.125% | 5.750% |        |        |
| ≤ 85% LTV     | 4.500%   | 4.875% | 5.250% |        |        |        |        |
| ≤ 90% LTV     | 4.999%   | 5.625% |        |        |        |        |        |
| Max LTVs      | "AAA"  | "AA"   | "A"    | "BBB"  | "BB"   | "B"    | "CCC"  |
| Purchase      | 90%  | 90%    | 85%    | 80%    | 80%    | 75%    | 70%    |
| Refinance     | 80%  | 80%    | 80%    | 75%    | 75%    | 70%    | 70%    |
| CLTV**        | 90%  | 90%    | 85%    | 80%    | 80%    | 75%    | 70%    |

| Credit Tier  | "AAA"                                 | "AA"   | "A"    | "BBB"  | "BB"   | "B"    | "CCC"  |
|--|---------------------------------------|--------|--------|--------|--------|--------|--------|
| Minimum FICO   | ≥ 750                                 | ≥ 725  | ≥ 700  | ≥ 675  | ≥ 650  | ≥ 600  | ≥ 575  |
| LTV Threshold  | Investor Property (DSCR) Transactions |        |        |        |        |        |        |
| ≤ 50% LTV  | 4.125%                                | 4.250% | 4.375% | 4.500% | 4.875% | 6.125% | 6.625% |
| ≤ 60% LTV  | 4.250%                                | 4.375% | 4.500% | 4.625% | 4.999% | 6.625% | 7.125% |
| ≤ 65% LTV  | 4.375%                                | 4.500% | 4.625% | 4.750% | 5.125% | 6.875% | 7.375% |
| ≤ 70% LTV  | 4.500%                                | 4.625% | 4.750% | 4.999% | 5.500% | 7.250% | 7.750% |
| ≤ 75% LTV  | 4.625%                                | 4.750% | 5.250% | 5.500% | 5.875% | 7.500% |        |
| ≤ 80% LTV  | 4.750%                                | 5.250% | 5.625% | 5.999% | 6.500% |        |        |
| Max LTVs   | "AAA"                                 | "AA"   | "A"    | "BBB"  | "BB"   | "B"    | "CCC"  |
| Purchase   | 80%                                   | 80%    | 80%    | 80%    | 80%    | 75%    | 70%    |
| Refinance  | 75%                                   | 75%    | 75%    | 75%    | 75%    | 70%    | 65%    |
| CLTV**   | 80%                                   | 80%    | 80%    | 80%    | 80%    | 75%    | 70%    |
| DSCR minimum is (i) 1.0 : 1.0 for (a) LTVs >70% or (b) "B"/"CCC" Grades (all LTVs), or (ii) must have 12-months reserves for negative cashflow, if applicable. |                                       |        |        |        |        |        |        |

| Credit Tier  | "AAA"     | "AA"      | "A"       | "BBB"     | "BB"      | "B"       | "CCC"    |
|--|-----------|-----------|-----------|-----------|-----------|-----------|----------|
| Margin   | 3.000%    | 3.250%    | 3.500%    | 3.750%    | 4.000%    | 4.250%    | 5.000%   |
| 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 90   |
| Seasoning  | "AAA"     | "AA"      | "A"       | "BBB"     | "BB"      | "B"       | "CCC"    |
| Bankruptcy   | ≥ 3 Years | ≥ 3 Years | ≥ 3 Years | ≥ 2 Years | ≥ 2 Years | ≥ 2 Years | ≥ 1 Year |
| Foreclosure  | ≥ 3 Years | ≥ 3 Years | ≥ 3 Years | ≥ 2 Years | ≥ 2 Years | ≥ 2 Years | ≥ 1 Year |
| Short Sales  | ≥ 2 Years | ≥ 2 Years | ≥ 2 Years | ≥ 1 Year  | ≥ 1 Year  | Settled   | Settled  |
| Deed-in-Lieu   | ≥ 2 Years | ≥ 2 Years | ≥ 2 Years | ≥ 1 Year  | ≥ 1 Year  | Settled   | Settled  |
| ** CLTV +5% for LTV -5%, Can not exceed 80% MAX CLTV, Max Adjustment is 5% CLTV Increase |           |           |           |           |           |           |          |

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Acra Lending is an Equal Housing Lender and is committed to doing business in accordance with Federal Fair Lending Laws.  
National Mortgage Licensing System and Registry ID 144549

ADJUSTMENTS

| Description           | Rate    | Note   |
|-----------------------|---------|--|
| Program Terms         | --      | Select 5/1 ARM, 7/1 ARM, or 30-Year Fixed - all same pricing                                       |
| Cash-Out Refinance    | 0.250%  | Apply for LTVs > 70%   |
| Second Home           | 0.500%  | Add to Primary Table, Max LTV from DSCR Table  |
| Investor (DTI)        | 0.500%  | Add to Primary Table, Max LTV from DSCR Table  |
| Alt Doc - Bk Stmt     | --      | Credit Grades AAA to B (Available with 12- or 24-months of statements)                             |
| ATR-in-Full           | 0.500%  | Credit Grades AAA to B (or Asset Depletion as additional source)                                   |
| Interest Only (5-yr)  | 0.250%  | 30-Term, Min Loan ≥\$250K, Grades AAA to BB, Avail on 5/1 or 7/1                                   |
| ITIN                  | 0.500%  | Purch -5% & Refi -10% LTV/CLTV (Max 80% LTV/CLTV), \$1M max loan Amt                               |
| Foreign Nationals     | 0.375%  | Investor Property Only, Max 70% Purchase / 65% Refinance, Price on "A"                             |
| Business LLC Borrower | 0.250%  | Loan to US Business Entity requires Personal Guarantee, Additional Guidelines                      |
| FB/Mod Taken ≤6 Mth   | 0.375%  | -10% LTV/CLTV, 12-Months Reserves, Additional Guidelines   |
| < \$ 150,000          | 0.375%  |  |
| > \$ 1,000,000        | --      | Max 85%  |
| > \$ 1,500,000        | 0.125%  | -5% LTV/CLTV, Primary minimum "B", Investor minimum "BB"<br>Max Cash-in-Hand >60% LTV is \$500,000 |
| > \$ 2,000,000        | 0.250%  | Primary Only, -10% LTV/CLTV (max 75%), minimum "BB"<br>Max Cash-in-Hand >60% LTV is \$500,000      |
| > \$ 3,000,000        | 0.375%  | Primary Only, 65% Max LTV/CLTV, minimum "A"<br>Max Cash-in-Hand >60% LTV is \$500,000              |
| Non Warr Condo        | 0.375%  | Purch -5% & Refi -10% LTV/CLTV - Max 75% LTV/CLTV  |
| Condotel / PUDtel     | 0.500%  | Purch 75% & Refi 70% Max LTV/CLTV  |
| 2-4 Unit Property     | 0.375%  | Max 85% LTV/CLTV   |
| Adult Care Facility   | 0.375%  | Max 75% Purchase / 70% Refi. Minimum "B".  |
| Rural Property        | 0.625%  | Purch 70% & Refi 65% Max LTV/CLTV, \$750k max loan Amt, Min "BB" Grade                             |
| 3-Year Prepay         | --      | All INV: 3% / 2% / 1% Sequential Stepdown Prepayment Penalty                                       |
| 2-Year Prepay         | 0.250%  | All INV: 2% / 1% Sequential Stepdown Prepayment Penalty  |
| 1-Year Prepay         | 0.500%  | All INV: 2% Prepayment Penalty   |
| Buy Out Prepay        | 1.00 pt | Not applicable if Transaction is on Primary Residence or 2nd Home                                  |
| Impound Waiver        | 0.250%  | Note restrictions to right.  |

| LENDER PAID COMPENSATION OR RATE BUYDOWN OPTIONS:               |          |        |  |
|---|----------|--------|--|
| Movement to:  | RATE ADD | POINTS | Payable to:  |
| Add to Rate<br>*Not all tiers are available to every loan.      | 1.000%   | 2.000% | Lender Paid Points (LPC) to Broker or as Borrower Credit.<br><br>Primary or 2nd: Max 2.0 Pts.<br><br>Investor: Max 3.0 Pts & requires ≥2-Yr PPP. |
|   | 0.875%   | 1.750% |  |
|   | 0.750%   | 1.500% |  |
|   | 0.625%   | 1.250% |  |
|   | 0.500%   | 1.000% |  |
|   | 0.375%   | 0.750% |  |
|   | 0.250%   | 0.500% |  |
|   | 0.125%   | 0.250% |  |
| PAR RATE  | -        | -      | -  |
| Discount to Rate<br>*Not all tiers are available to every loan. | -0.125%  | 0.375% | Discount Points Due to Acra Lending.<br>Program Floors:<br>Primary: 3.375%<br>2nd Home: 3.875%<br>Investor: 4.125%                               |
|   | -0.250%  | 0.750% |  |
|   | -0.375%  | 1.125% |  |
|   | -0.500%  | 1.500% |  |
|   | -0.625%  | 1.875% |  |
|   | -0.750%  | 2.250% |  |
|   | -0.875%  | 2.625% |  |
| Available in eighths to rate up or down to PAR rate.            |          |        |  |

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

\*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.

CONTACT YOUR LOCAL ACCOUNT EXECUTIVE

GENERAL INFORMATION

| NO FEDERAL OR STATE HIGH COST LOANS   |  |
|---|--|
| <b>Income Documentation</b><br>Full Doc = W2 + Pay Stubs / Wage Earner<br>or 1040's + P&L / Self-Employed or Commission<br>Alt Doc = 12 or 24 Personal or Business Bank Stmt / SE Only<br>ATR in Full / Asset Depletion = Only Assets to Qualify (Primary Only)<br>Max LTV / CLTV 75% / 70% for Purchase / Refi respectively<br>DSCR = Calculate by dividing (x) reconciled property rents by (y) actual [P]ITI payments. Minimum DSCR is LTV based.<br>Foreign Nationals = Qualify and Price on DSCR |  |
| <b>Maximum Debt-to-Income Ratio</b><br>50% Back End   |  |
| <b>Loan Terms</b><br>30-Year Amortized & Term - 5/1 or 7/1 Hybrid ARM or 30-Yr Fixed<br>All Loans require impounding for Taxes & Insurance<br>>85% LTV requires (i) Full Doc or Bk Stats & (ii) 12-months Reserves  |  |
| <b>Interest Only (IO)</b><br>Consumer IO Loans qualify at max rate at first fully Amortized pymt<br>IO Loan is 5-Yr IO Pymt & 25-Yrs Fully Amortized (30-year term)   |  |
| <b>Index &amp; Adjustment Caps</b><br>Floored at Start Rate / 1-Year CMT<br>2.0% Initial Change Cap / 2.0% Annual Cap / 6.0% Life Cap   |  |
| <b>Occupancy</b><br>Primary / Second Home / Investment (INV)  |  |
| <b>Reserve Requirement</b><br>None for ≤ 75% LTV, 6 Months for > 75%, & 12 Months for > 85%   |  |
| <b>Loan Amounts</b><br>\$100,000 Minimum to \$4,000,000 Maximum (Round-down to \$50)<br>Loan Amounts >\$1.5M Require Senior Management Approval<br>Loan Amounts >\$1.5M requires two (2) Appraisals   |  |
| <b>Property Types</b><br>SFR / Condos / Townhouse / 2-4 Units<br>Non-Warrantable Condos - Reference Lender Guidelines   |  |
| <b>Rate Lock Policy</b><br>Reference separate policy for full details. Rate locks for 30-day period with Conditional Loan Approval and extension for Closing.   |  |
| <b>Request to Waive Impounds</b><br>Available on LTV / CLTV ≤80%<br>FICO minimum: 675 (Primary) and 700 (2nd Home / Investor)<br>Must be 0x30 over last 24-months for housing payment(s)<br>Not available for Section 35 Loans or Foreign National Product  |  |
| <b>States</b><br>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, OH, OR, PA, SC, TN, TX, UT, VA, VT, WA, WI, & WY<br>Texas - Primary: Purch & R/T & INV or 2nd Home: Purch & Refi   |  |

