



NON PRIME WHOLESALE
RESIDENTIAL RATE SHEET & MATRIX

Dated: 02/02/2020

GENERAL INFORMATION

Credit Tier	"AAA"	"AA"	"A"	"B+"	"B"	"C"	"C-"
Min FICO	≥ 750	≥ 725	≥ 700	≥ 650	≥ 600	≥ 550	≥ 500
≤ 50% LTV	3.500%	3.625%	3.750%	3.999%	4.375%	5.250%	6.500%
≤ 60% LTV	3.625%	3.750%	3.875%	3.999%	4.875%	5.750%	6.750%
≤ 65% LTV	3.750%	3.875%	3.999%	4.125%	4.999%	5.999%	6.999%
≤ 70% LTV	3.875%	3.999%	4.125%	4.250%	5.250%	6.250%	7.375%
≤ 75% LTV	4.125%	4.250%	4.375%	4.500%	5.500%	6.500%	
≤ 80% LTV	4.500%	4.625%	4.750%	4.875%	5.625%		
≤ 85% LTV	4.999%	5.250%	5.500%	5.875%			
≤ 90% LTV	5.999%	6.250%	6.500%				
Margin	2.000%	2.250%	2.500%	2.950%	3.250%	3.625%	4.500%
Max Mtg Late (12-mth)	0 x 30	0 x 30	0 x 30	1 x 30	0 x 60	0 x 90	*
* Loans with under a 500 FICO or Special Circumstance are considered Case-by-Case.							
Max LTVs	"AAA"	"AA"	"A"	"B+"	"B"	"C"	"C-"
Purchase	90%	90%	90%	85%	80%	75%	70%
Rate/Term Refi	85%	85%	85%	85%	75%	70%	65%
Cash Out Refi	80%	80%	80%	80%	75%	70%	65%
CLTV**	90%	90%	90%	85%	80%	75%	70%
** CLTV +5% for LTV -5%, Can not exceed 90% MAX CLTV, Max Adjustment is 5% CLTV Increase							
Seasoning	"AAA"	"AA"	"A"	"B+"	"B"	"C"	"C-"
Bankruptcy	≥ 3 Years	≥ 3 Years	≥ 3 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled
Foreclosure	≥ 3 Years	≥ 3 Years	≥ 3 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled
Short Sales	≥ 2 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled	Settled	Settled
Deed-in-Lieu	≥ 2 Years	≥ 2 Years	≥ 2 Years	≥ 1 Year	Settled	Settled	Settled
Rural Adjustment	0.250%	0.250%	0.250%	0.250%	0.375%	0.500%	0.500%
Rural Max Loan Amt	\$2.5M	\$2.5M	\$2.0M	\$1.5M	\$750k	\$750k	\$500k
Buy-Down available at a 3:1 Ratio with Program Floor of 3.5000%.							

ADJUSTMENTS

Description	Rate	Note
Lender Paid Comp	2 : 1	Add to Rate in 0.125% Increments, Max 3.000% LPC, Available on AAA to B
Alt Doc - Bk Stmts	0.125%	PERSONAL Account, OO (Credit Grades AAA to B) or NOO (All Grades)
Alt Doc - Bk Stmts	0.250%	BUSINESS Account, OO (Credit Grades AAA to B) or NOO (All Grades)
ATR-in-Full	0.250%	Credit Grades AAA to B (or Asset Depletion as primary source)
7/1 Hybrid ARM	0.125%	Pricing in Grid is for a 5/1 Hybrid ARM
30-Year Fixed	0.250%	Pricing in Grid is for a 5/1 Hybrid ARM (Extends as 40-yr on 10-yr IO)
Interest Only (5-yr)	0.250%	30-Term, Min Loan ≥\$250K, Grades AAA to B, Avail on 5/1, 7/1, or 30-fix
Interest Only (10-yr)	0.375%	40-Term / 10-Yr Fix, Min Loan ≥\$250K, Grades AAA to B, Avail as 10/1 or 40-fix
Second Home	0.250%	LTV/CLTV Limited to Gray Shaded Area to left
ITIN	0.500%	LTV/CLTV Limited to 75% Purch. / 70% Refi, \$1M max loan Amt. Full Doc Only
Non Owner (DTI)	0.250%	LTV/CLTV Limited to Gray Shaded Area to left (Max 75% for Refinance)
Non Owner (DSCR)	0.375%	Min 1:1 DSCR, LTV/CLTV same as NOO (DTI), Grades AAA to B, Floor 4.750%
< \$ 100,000	0.500%	
< \$ 150,000	0.250%	
≥ \$ 750,000	-	LTV/CLTV @ -5% Purch & R/T, -10% C/O, No "C-" Grade
≥ \$ 1,000,000	0.125%	OO Only, LTV/CLTV @ -10% Purch & R/T, -15% C/O, No C- Grade
≥ \$ 1,500,000	0.375%	OO Only, LTV/CLTV @ -10% Purch & R/T, -15% C/O, AAA to B Only
≥ \$ 2,000,000	0.500%	Max Cash-in-Hand >65% LTV is \$300,000 for Loan Amounts >\$1M
		OO Only, LTV/CLTV @ -10% Purch & R/T (Max 75%), -15% C/O, AAA to B Only
		Max Cash-in-Hand >60% LTV is \$500,000 for Loan Amounts >\$2M
≥ \$ 3,000,000	0.625%	OO Only, LTV/CLTV max 65%/60% for Purch/Refi, AAA to B+ Only
		Max Cash-in-Hand >50% LTV is \$1.0M for Loan Amounts ≥\$3M
Condo South FL	0.250%	Max LTV/CLTV 75% Condos in Broward or Dade County FL
Non Warr Condo	0.375%	Purchase: 75% Max LTV & Refinances: 70% Max LTV
2-4 Unit Property	0.250%	Max LTV 80% OO, 75% NOO
Rural Property	***	See Program Limits in Rate Grid - Max LTVs, 70% Purchase & 65% Refis
Prop Listed for Sale	0.750%	or 1.000 in Fee or 2-Yr 2/1 Hard PPP (can not be on OO)(No LPC Available)
70% Maximum LTV/CLTV, Available with any NP Income Program		

GENERAL INFORMATION

NO FEDERAL OR STATE HIGH COST LOANS	
Income Documentation	
Full Doc = W2 + Pay Stubs / Wage Earner / Asset Depletion	
or 1040's + P&L / Self-Employed or Commission	
Alt Doc = 12 Personal or Business Bank Stmts / SE Only	
ATR in Full = Only Assets to Qualify max LTV 75%	
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	
40-Year Term - 10/1 Hybrid ARM or 40-Yr Fixed (IO Required)	
All Loans require impounding for Taxes & Insurance	
Interest Only (IO)	
IO Loans must qualify at max rate at first fully Amortized pymt	
IO Loan is (a) 5-Yr IO Pymt & 25-Yrs Fully Amortized (30-year term)	
or (b) 10-Yr IO Pymt & 30-Yrs Fully Amortized (40-Yr 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	
Owner / Non Owner / Second Home	
Loan Amounts	
\$75,000 Minimum to \$7,500,000 Maximum (Round-down to \$50)	
Loan Amounts >\$1.0M Require Senior Management Approval	
Loan Amounts Greater than \$1.5M require Two (2) Appraisals	
Property Types	
SFR / Condos / Townhouse / 2-4 Units	
Non-Warrantable Condos - Reference CSC Guidelines	
States	
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, OR, PA, SC, TN, TX, UT, VA, VT, WA, WI, & WY	
Texas - OO: Purch & R/T & NOO or 2nd Home: Purch & Refi	
Refinance of Property Listed for Sale	
Measured as under 90-days on day of Submission to CSC	
Prepayment can not be on Owner Occupied Property	

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.

Broker Compensation including Processing Fees can be individually (i) Borrower Paid OR (ii) Lender Paid.

FOR BUSINESS PURPOSE, STATED INCOME, TRUE FOREIGN NATIONALS, AND OTHER UNIQUE PROPERTIES OR
SITUATIONS CONTACT YOUR LOCAL ACCOUNT EXECUTIVE AND REVIEW OUR "OUTSIDE DODD-FRANK" PRODUCT
MATRIX

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