

## NONI+

### DSCR MATRIX

1-4 Unit Properties											
Maximum LTV/CLTV		NONI+ ≥ 1.25									
Minimum Credit Score	Maximum Loan Amount	Purchase	Rate/Term Refinance	Cash-Out Refinance							
740	1,000,000	85	85	80							
	1,500,000	80	80	75							
	2,000,000	75	75	70							
	3,500,000	75	70	70							
700	1,000,000	80	80	75							
	1,500,000	75	75	75							
	2,000,000	70	70	70							
	3,500,000	70	70	70							
660	1,000,000	75	70	70							
	1,500,000	75	70	70							
	2,000,000	70	65	65							
	3,500,000	65	NA	NA							
Housing History		Credit Event History									
<ul style="list-style-type: none"> <li>• 1x30x12</li> </ul>		<ul style="list-style-type: none"> <li>BK/FC/SS/DIL:</li> <li>• ≥36 Mo</li> </ul>									
Investor Experience											
Experienced Investor	<ul style="list-style-type: none"> <li>Borrower/guarantor must have a history of owning and managing commercial or non-owner occupied residential real estate for at least 1 year in last 3 years.</li> </ul>										
First Time Investor	<ul style="list-style-type: none"> <li>Not Allowed</li> </ul>										
First Time Homebuyer	<ul style="list-style-type: none"> <li>Not Allowed</li> </ul>										
Unleased Properties	<ul style="list-style-type: none"> <li>No Restrictions</li> </ul>										
Declining Market											
5% LTV reduction to max LTV's when appraisal reflect a declining market for loans with an LTV > 70%											
General Requirements											
Acreage	Property up to 20-acres										
Appraisals	<ul style="list-style-type: none"> <li>FNMA Form 1004, 1025, 1073 with interior/exterior inspection. Appraisal review product required unless 2<sup>nd</sup> appraisal obtained.</li> <li>2<sup>nd</sup> Appraisal required for loans &gt; \$2,000,000.</li> <li>No C5 or C6</li> <li>Appraisal review product required on CU risk score &gt; 2.5</li> <li>An appraisal review product is not required when 2 appraisals are obtained</li> </ul>										
Appraisal Transfers	<ul style="list-style-type: none"> <li>Requirements: <ul style="list-style-type: none"> <li>Transfer letter</li> <li>AIR Cert</li> <li>CDA</li> </ul> </li> </ul>										
Interest Only	<ul style="list-style-type: none"> <li>DSCR calculated on initial ITIA payment</li> </ul>										
Loan Amounts	<ul style="list-style-type: none"> <li>Min: 100,000</li> <li>Max \$3,500,000</li> </ul>										
Loan Purpose	<ul style="list-style-type: none"> <li>Purchase, Rate/Term, and Cash Out</li> </ul>										
Max Cash-In-Hand	<ul style="list-style-type: none"> <li>LTV &gt; 60% - Max \$500K</li> <li>LTV ≤ 60% - Unlimited</li> </ul>										
Minimum SQFT	<ul style="list-style-type: none"> <li>SFR – 700 sq ft</li> <li>Condo – 500 sq ft</li> <li>2-4 Units – 400 sq ft per unit</li> </ul>										
Non-Arm's Length Transactions	<ul style="list-style-type: none"> <li>Not eligible</li> </ul>										
Occupancy	<ul style="list-style-type: none"> <li>Investment</li> </ul>										
Ownership Seasoning – Cash Out	<ul style="list-style-type: none"> <li>None, LTV is based on the appraised value regardless of the length of ownership</li> <li>Less than 6 months ownership <ul style="list-style-type: none"> <li>No credit exceptions allowed</li> <li>Additional 6 months reserves required</li> <li>DSCR ≥ 1.15 is required</li> <li>Transferred appraisals not allowed</li> </ul> </li> </ul>										
Product Type	<ul style="list-style-type: none"> <li>Fixed Rate Terms: 30, 40-years; 7/6 ARM, 10/6 ARM (40-year term ARMs available when combined with interest only feature)</li> </ul>										

Property Type	<ul style="list-style-type: none"> <li>Single Family: Attached, Detached, 2-4 Units, Modular and Condominiums</li> <li>Condo Hotel: Not Eligible</li> <li>Non-Warrantable Condo: Not Eligible</li> <li>Rural: Eligible</li> </ul>
State Condo Requirements	<p>California:</p> <ul style="list-style-type: none"> <li>An inspection is required for projects with wood deck, balcony, stairway, walkway, or railing elevated more than 6 feet above the ground as evidenced on the condo questionnaire.</li> <li>Projects with an unacceptable or no inspection are ineligible.</li> </ul> <p>Florida:</p> <ul style="list-style-type: none"> <li>An inspection is required for projects 3 stories or greater and over 30 years old (or 25 years if within 3 miles of the coast).</li> </ul> <p>Projects with an unacceptable or no inspection are ineligible</p>
<b>Income Requirements</b>	
Long-Term Rental Documentation and DSCR Calculation	<p><b>Purchase Transactions:</b></p> <ul style="list-style-type: none"> <li>Monthly Gross Rents are the monthly rents established on FNMA Form 1007 or 1025 reflecting long term market rents.</li> <li>If the subject property is currently tenant occupied, the 1007 or 1025 must reflect the current monthly rent.</li> <li>A vacant or unleased property is allowed without LTV restriction.</li> </ul> <p><b>Refinance Transactions</b></p> <ul style="list-style-type: none"> <li>Required documentation: <ul style="list-style-type: none"> <li>FNMA Form 1007 or 1025 reflecting long term market rents, and lease agreement.</li> </ul> </li> <li>Monthly Gross Rents are determined by using the actual lease amount or estimated market rent from 1007/1025 as follows: <ul style="list-style-type: none"> <li>If using the lower of the actual lease amount or estimated market rent, nothing further is required.</li> <li>If using a higher actual lease amount, evidence of 2-months of receipt is required.</li> <li>If using a higher estimated market rent from 1007/1025, it must be within 120% of the lease amount. If the estimated market rent exceeds the lease amount by more than 120%, the estimated market rent is capped at 120%.</li> </ul> </li> </ul> <p><b>DSCR Calculation:</b></p> <ul style="list-style-type: none"> <li>Debt Service Coverage Ratio is the Monthly Gross Rents divided by the PITIA of the subject property. See this matrix for required Debt Service Coverage Ratios.</li> <li>Gross rents divided by PITIA = DSCR</li> </ul> <p><b>NOTE:</b></p> <ul style="list-style-type: none"> <li>Leases obtained after application must have evidence of the security deposit</li> <li>Lease agreements made to entities are acceptable <ul style="list-style-type: none"> <li>The borrower cannot be part of the entity</li> </ul> </li> </ul>
Short-Term Rental (e.g., Airbnb, VRBO, FlipKey) Documentation and DSCR Calculation	<p>Short-term rentals are properties which are leased on a nightly, weekly, monthly, or seasonal basis.</p> <ul style="list-style-type: none"> <li><b>Short-Term Rental Income – Purchase and Refinance Transactions:</b> <ul style="list-style-type: none"> <li><b>DSCR Calculation:</b> <ul style="list-style-type: none"> <li>Monthly gross rents based upon a 12-month average to account for seasonality required.</li> <li>Gross rents reduced by 20% to reflect extraordinary costs (i.e., advertising, furnishings, cleaning) associated with operating short-term rental property compared to non-short term property. If the rental documentation referenced below includes expenses, actual expenses should be compared to the 20% expense factor. If actual expenses are less than 20%, a minimum 20% expense factor is required to be utilized. If actual expense exceeds 20%, the actual expense factor should be used.</li> <li>(Gross Rents * .80) divided by PITIA = DSCR.</li> </ul> </li> </ul> </li> <li>When short-term rental income is documented using multiple sources, the lowest source of monthly income is to be utilized for calculating DSCR.</li> <li>Any of the following methods may be used to determine gross monthly rental income: <ul style="list-style-type: none"> <li>A 1007 or 1025 Comparable Rent Schedule survey prepared by the appraiser reflecting long-term or short-term market rents. <ul style="list-style-type: none"> <li>If long-term rent is utilized, 20% expense factor is not to be applied.</li> </ul> </li> <li>An alternative market rent analysis similar to FNMA Form 1007/1025 is allowed, subject to the following: <ul style="list-style-type: none"> <li>Analysis must be completed pursuant to the lender's appraisal management process.</li> <li>Must be completed by a licensed appraiser.</li> <li>Must include daily rental rate and occupancy percentage.</li> </ul> </li> <li>The most recent 12-month rental history statement from the 3<sup>rd</sup> party rental/management service. <ul style="list-style-type: none"> <li>The statement must identify the subject property/unit, rents collected for the previous 12-months, and all vendor management fees. The qualifying income must be net of all vendor or management fees.</li> </ul> </li> <li>The most recent 12-month bank statements from the borrower/guarantor evidencing short-term rental deposits. Borrower/guarantor must provide rental records for the subject property to support monthly deposits.</li> <li>AIRDNA Rentalizer and Overview reports, accessed using the Explore Short-Term Rental data, must meet the following requirements: <ul style="list-style-type: none"> <li><b>Rentalizer (Property Earning Potential)</b> <ul style="list-style-type: none"> <li>Only allowed for purchase transaction.</li> </ul> </li> </ul> </li> </ul> </li> </ul>

	<ul style="list-style-type: none"> <li>○ Gross Rents equal the revenue projection from the Rentalizer Report.</li> <li>○ The gross rents are subject to the application of the 20% extraordinary expense factor.</li> <li>○ Revenue projection equals the average daily rental rate times the occupancy rate.</li> <li>○ Forecast Period must cover 12-months from the Note date.</li> <li>○ Must have three (3) comparable properties</li> <li>○ Must be similar in size, room count, amenities, availability, and occupancy.</li> <li>○ Maximum occupancy limited to 2 individuals per bedroom.</li> <li>○ Market score or Sub-Market score must be 60 or greater.</li> </ul>	
<b>Underwriting Requirements</b>		
<b>Assets</b>	<ul style="list-style-type: none"> <li>● Min of 30-days asset verification required</li> </ul>	
<b>Cash-out Refinance Seasoning</b>	<ul style="list-style-type: none"> <li>● No seasoning required</li> </ul>	
<b>Credit Score</b>	<ul style="list-style-type: none"> <li>● Use representative credit score of the borrower/guarantor with the highest representative score.           <ul style="list-style-type: none"> <li>● Middle of 3</li> <li>● Lowest of 2</li> </ul> </li> <li>● Minimum 1 score required</li> </ul>	
<b>Document Age</b>	<ul style="list-style-type: none"> <li>● 120 Days</li> </ul>	
<b>Escrow</b>	<ul style="list-style-type: none"> <li>● Escrows may be waived, see Section 1.4.5 – Escrow/Impounds for requirements</li> </ul>	
<b>Forbearance, Modification, or Deferral</b>	<ul style="list-style-type: none"> <li>● See HEM Non-Agency Guide for details</li> </ul>	
<b>Gift Funds</b>	<ul style="list-style-type: none"> <li>● 100% gift - Allowed with no restrictions.</li> <li>● Gifts of Equity are not allowed</li> </ul>	
<b>Prepayment Penalty - Investment Property Only</b>	<p><b>Acceptable Structures include the following:</b></p> <ul style="list-style-type: none"> <li>● Fixed percentage of no less than 5%</li> <li>● Declining structures that do not exceed 5% and do not drop below 3% in the first 3 years. For example: (5%/4%/3%/3%/3%) or (5%/4%/3%/2%/1%)</li> </ul>	<ul style="list-style-type: none"> <li>● Prepayment periods up to 5-Years eligible, see rate sheet</li> <li>● Penalties not allowed in AK, KS, MI, MN, NM, OH and RI</li> <li>● Penalties not allowed on loans vested to individuals in IL and NJ</li> <li>● Penalties not allowed on loan amounts less than \$319,777 in PA</li> <li>● Only declining prepayment penalty structures allowed in MS</li> </ul>
<b>Reserves</b>	<ul style="list-style-type: none"> <li>● Loan Amount ≤ \$1.0M: 3-months of PITIA</li> <li>● Loan Amount &gt; \$1.0M: 9-months of PITIA</li> <li>● Cash out may be used to satisfy requirement</li> </ul>	
<b>Tradelines</b>	<ul style="list-style-type: none"> <li>● If borrower/guarantor has three (3) credit scores, the minimum tradeline requirement is waived.</li> <li>● Min: 2 reporting open and active w/ with at least one seasoned for 24- months.</li> </ul>	