

Non-QHEM

One to Four (1-4) Units ^{3,7,8,9}				
Primary Residence ^{4,5}		Maximum LTV/CLTV		
Minimum Credit Score	Maximum Loan Amount	Purchase ¹	Rate/Term ¹	Cash-Out
720	\$1,500,000	90 ²	85	80
	\$2,000,000	90 ²	80	75
	\$2,500,000	80	75	75
	\$3,000,000	80	75	70
	\$4,000,000	70	70	NA
700	\$1,500,000	90 ²	85	80
	\$2,000,000	85	80	75
	\$3,000,000	75	70	65
	\$3,500,000	70	65	NA
680	\$1,000,000	90 ²	85	80
	\$1,500,000	85	85	75
	\$2,000,000	80	80	70
	\$3,000,000	70	65	65
660	\$1,500,000	80	80	75
	\$2,500,000	70	70	65
620	\$1,000,000	80	75	70
	\$1,500,000	70	65	65
	\$2,000,000	65	NA	NA
Second Home ⁶ / Investment		Maximum LTV/CLTV		
Minimum Credit Score	Maximum Loan Amount	Purchase ¹	Rate/Term ¹	Cash-Out
720	\$2,000,000	85	80	75
	\$2,500,000	80	75	75
	\$3,000,000	80	75	70
	\$3,500,000	70	70	NA
700	\$2,000,000	85	80	75
	\$2,500,000	75	70	65
	\$3,000,000	75	70	65
	\$3,500,000	70	65	NA
680	\$1,500,000	85	80	75
	\$2,000,000	80	80	70
	\$2,500,000	70	65	65
	\$3,000,000	70	65	65
660	\$1,500,000	80	80	75
	\$2,500,000	70	70	65
620	\$1,000,000	80	75	70
	\$1,500,000	70	65	65
	\$2,000,000	65	NA	NA

LTV Restrictions:

¹DTI 50.01-55:

- Purchase / Rate & Term only,
- Minimum FICO 680, and
- Max 70% LTV/CLTV.

²Non-Perm. Res. Alien: Max 85% LTV/CLTV³Interest Only 40-yr: Max 80% LTV/CLTV⁴Gift – 100%: Max 80% LTV for Full Doc / 24-mo Bank Statement only, or minimum 5% of borrower's own funds. – Primary Residence⁵FTHB: Maximum loan amount \$1,500,000 – Primary Residence⁶Second Home: Maximum loan amount \$2,500,000

7Doc Types

Written VOE, P&L, and P&L Plus:	Minimum FICO 680	• Maximum 85% LTV/CLTV – Purchase • Maximum 80% LTV/CLTV - Refinance	Maximum Loan Amount \$2,500,000
Asset Utilization	Minimum FICO 660		

8Credit Requirements

Housing History:	1x30x12	0x60x12 (>1x30x12)	0x90x12 (allows 30 & 60)
Max Loan Amount	\$3,000,000	\$1,500,000	\$1,000,000
Max LTV/CLTV – Purchase	85	80	70
Max LTV/CLTV – Refinance	80	75	NA
Credit Event: BK/FC/SS/DIL	Minimum ≥ 36 Months	Minimum ≥ 24 Months	Minimum ≥ 12 Months



Note: See Credit - Housing History and Credit Event sections for details.

9Property Requirements

Condo Hotel – Maximum loan amount \$2,500,000

- Max 85% LTV/CLTV

Rural: Max 80% LTV/CLTV

Property ≥ 10 acres: Max 80% LTV/CLTV

Declining Market – Maximum loan amount \$2,000,000:

- Max 85% LTV/CLTV – Purchase
- Max 80% LTV/CLTV – Refinance

Program Requirements

Appraisal	<p>A completed full appraisal with interior/exterior inspection is required:</p> <ul style="list-style-type: none"> • FNMA Forms 1004, 1073, 1025 <ul style="list-style-type: none"> ◦ No condition ratings of C5, C6 or quality rating of Q6. ◦ Appraisal review required if CU risk score > 2.5 or no score/undetermined. See Non-Agency Guide 1.9.1.3 Appraisal Review Requirements for approved vendors. Appraisal review is not required when 2 appraisals are obtained. ◦ 2nd appraisal required for loans > \$2,000,000. Appraised value will be the lower of 2 appraisals. <p>Appraisal Transfers are acceptable with the following: 1) Transfer letter, 2) AIR Cert, and 3) CDA or AVM.</p> <ul style="list-style-type: none"> • CDA or AVM must not vary more than 10% or a new appraisal will be required. • AVM must have either: <ul style="list-style-type: none"> ◦ An FSD score ≤ 0.13, or ◦ A confidence score ≥ 90% or ◦ A new appraisal will be required. • See Cash-Out section for details. <p>Declining Market: See LTV Restrictions - Property Requirements, if the appraisal identifies the property in a declining market.</p>
Assets	<p>Refer to Non-Agency Guide – Section 1.6.2 Asset Documentation for details. Minimum 30-days asset verification required for the following eligible assets:</p> <ul style="list-style-type: none"> • 100% of checking, savings, and money market accounts • 100% of acceptable web-based money management accounts such as Venmo • 100% of vested retirement accounts • 100% of the net stocks and bonds account value • All business funds used must be transferred to the borrower's personal account <p>Large deposits must be sourced.</p> <ul style="list-style-type: none"> • Gift Funds: May not be used to meet the reserve requirements. <ul style="list-style-type: none"> ◦ Primary Residence – allowed for Full Doc or 24-month Bank Statement only with maximum LTV (See LTV Restrictions - Gift Funds) or minimum 5% of borrower's own funds. <ul style="list-style-type: none"> ▪ Borrower(s) must meet both reserve and residual income requirements. ◦ Investment – a minimum of 10% of borrower's own funds. • Gift of Equity – allowed for Primary Residence only.
Borrower Eligibility	<ul style="list-style-type: none"> • U.S. Citizen • Permanent Resident Alien • Non-Permanent Resident Alien <ul style="list-style-type: none"> ◦ No non-occupant co-borrowers ◦ See LTV Restrictions for max LTV.
Cash-Out	<ul style="list-style-type: none"> • Unlimited – no seasoning required. LTV is based on appraised value. • Ownership < 6 months: <ul style="list-style-type: none"> ◦ No credit exceptions allowed, ◦ Additional 6 months reserves required, ◦ Full Doc and Bank Statement only ◦ Transferred appraisals are not allowed
Credit	<p>Use credit score of the borrower with the highest qualifying income (primary wage earner). Minimum 2 credit scores.</p> <ul style="list-style-type: none"> • Three credit scores: use middle of 3. The minimum tradeline requirement is waived with 3 credit scores. • Two credit scores: use lowest of 2 <p>Tradelines: Minimum 2 reporting 24 months with activity in last 12 months or 3 reporting 12 months with recent activity.</p> <p>Credit Event: Borrower(s) with significant derogatory credit events such as BK, Foreclosure, Short Sale, DIL are eligible provided the credit event meets the seasoning requirement –</p> <ul style="list-style-type: none"> • Minimum ≥ 48 Months. • See LTV Restrictions - Credit Event for additional max LTV eligibility. • Forbearance, Modification or Deferrals – must be completed prior to funding. Refer to Non-Agency Guide for details. <p>Housing History: The most recent 12-month housing history is required for all REO and for any mortgaged property reported on the credit report; it is not required for free and clear property.</p> <ul style="list-style-type: none"> • Housing payment must be paid current within 45 days of the loan application date. • 0x30x12 - See LTV Restrictions – Housing History for additional max LTV eligibility.



Document Age	<ul style="list-style-type: none"> • 120 Days • Max 50% <ul style="list-style-type: none"> ○ DTI may be increased to 55% with the following: <ul style="list-style-type: none"> ■ See LTV Restrictions for Purchase, Rate/Term for minimum FICO/max LTV. ■ Minimum Residual Income: <ul style="list-style-type: none"> ➢ Greater of .5% of the loan amount or \$2k, ➢ Increased requirement may be waived with an additional 6 months PITIA reserves. 		
DTI	<ul style="list-style-type: none"> • HPML loans require escrows for property taxes, hazard insurance, and flood insurance (if applicable). • See waiver options in Section 1.4.5 – Escrow/Impounds for non-HPML and Business Purpose loans. 		
Escrow / Impounds	<ul style="list-style-type: none"> • Primary Residence only. See LTV Restrictions for max loan amount/LTV. 		
First Time HomeBuyer (FTHB)	<p>State Condominium Requirements: Projects with an unacceptable or no inspection are ineligible.</p> <ul style="list-style-type: none"> • <i>California:</i> 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. If no wood components are present in these structures (i.e., concrete or steel construction), an inspection is not required under California law. • <i>Florida:</i> An inspection is required for projects 3 stories or greater and more than 30 years old (or 25 years old if located within 3 miles of the coast). <p>INELIGIBLE: Hawaii properties located in lava zones 1 and/or 2.</p>		
Geographic Restriction	<p>Full Doc</p> <ul style="list-style-type: none"> • Wage/Salary: Paystubs, W-2's, 1-year or 2-years of Tax Returns, IRS Form 4506-C, Verbal VOE • Self-Employed: 1-year or 2-years of Personal and Business Tax Returns, YTD P&L, IRS Form 4506-C <p>Alt Doc</p> <p>Personal Bank Statements:</p> <ul style="list-style-type: none"> • 12- or 24-months of personal and 2-months of business bank statements. • Qualifying income is determined by the total eligible deposits from the 12- or 24-months of personal statements divided by the number of statements. • The business bank statements must reflect business activity and transfers to the personal account. <p>Business Bank Statements:</p> <ul style="list-style-type: none"> • 12- or 24-months of business bank statements. Qualifying income is determined by one of the following analysis methods: <ul style="list-style-type: none"> ○ Standard Expense Factor: <ul style="list-style-type: none"> ■ 15% - Consultant / Service Business ■ 30% - Small business ■ 50% - Medium to Large Business ○ Expense ratio provided by a 3rd party (CPA, EA, or tax preparer) minimum ratio of 10% ○ 3rd party prepared Profit & Loss Statement (CPA, EA, or tax preparer) 		
Income Requirements	<p>P&L Statement Only:</p> <ul style="list-style-type: none"> • 12- or 24-months CPA/EA/CTEC/Tax Attorney prepared Profit & Loss Statement Only • CPA/EA/CTEC/Tax Attorney must attest they have completed or filed the borrower's most recent business tax return <p>P&L Plus:</p> <ul style="list-style-type: none"> • 3 months bank statements supporting P&L income <ul style="list-style-type: none"> ○ Must be within 10% • All other P&L program documentation must be met. <p>Written VOE: FNMA Form 1005</p> <ul style="list-style-type: none"> • Two (2) most recent months of personal bank statements reflecting deposit(s) from employer on each of the statements. <p>IRS Form 1099:</p> <ul style="list-style-type: none"> • 1-year or 2-years 1099 • Fixed Expense Ratio of 10% • YTD Documentation to support continued receipt of income from same source. <p>Asset Utilization: Eligible assets divided by 60 or 84 to determine a monthly income stream. See Non-Agency Guide for details.</p> <ul style="list-style-type: none"> • See LTV Restrictions above for minimum credit score requirement. • Max DTI 43% 		
Loan Amount	• MIN \$100,000	• MAX \$4,000,000 – Primary Residence	• \$3,500,000 - Investment
Loan Purpose	<ul style="list-style-type: none"> • Purchase, Rate/Term, and Cash-Out 		
Loan Terms	<ul style="list-style-type: none"> • Fixed Rate Term: 30, 40-years 7/6 ARM, 10/6 ARM (40-year term ARMs available when combined with interest only feature). • Interest Only (IO): ARMs and FRMs; IO period is 10 years. See LTV Restrictions for max LTV. 		
Max LTV / CLTV	<ul style="list-style-type: none"> • See LTV eligibility 		
Occupancy	<ul style="list-style-type: none"> • Primary, Second Home, and Investment 		
Prepayment Penalty	Investment - Acceptable Structures include: <ul style="list-style-type: none"> • 6 months of interest Prepayment periods up to 5-Years eligible, see rate sheet <ul style="list-style-type: none"> • Prepay terms: 12, 24, 36, 48 and 60 months 	<ul style="list-style-type: none"> • NJ prepayment penalty eligible only when the borrower is a corporate entity with documented business purpose. • Penalties not allowed in AK, KS, MI, MN, NM, OH and RI • Penalties not allowed on loans vested to individuals in IL • Penalties not allowed on loan amounts less than \$319,777 in PA • Only declining prepayment penalty structures allowed in MS 	



Property Types	Eligible ^{10,11}	Ineligible
	<ul style="list-style-type: none"> SFR/PUD (detached/attached), Modular Condo¹² Condo Hotel¹² Non-Warrantable Condo¹² 2-4 Units Rural (max 20-acres) Leaseholds 	<ul style="list-style-type: none"> Manufactured, Mobile homes, houseboats, Dome/geodesic, unique home Co-op development, Timeshare, fractional ownership, healthcare facilities, nonresidential, income-producing structures on premise Vacant land/developments, zoning violations or illegal use Single Room Occupancy, boarding houses, bed/breakfast Native American Land/Reservations, cultivation/distribution/manufacture or sale of marijuana.
¹⁰ Minimum SQFT: SFR 700 sq ft, Condo Hotel 500 sq ft, 2-4 Units 400 sq ft per unit; Condo (no min.) requires similar comps size.		
¹¹ See LTV Restrictions – Property Requirements for max LTV.		
¹² See Geographic Restrictions for State condo requirements		
Reserves	<ul style="list-style-type: none"> Loan Amount > \$1,500,000: 9-months PITIA Loan Amount > \$2,500,000: 12-months PITIA 	<ul style="list-style-type: none"> LTV ≤ 75%: 0 months PITIA LTV 75.01% < 80%: 3-months PITIA LTV ≥ 80%: 6-months PITIA LTV > 85%: 12 months PITIA
	<ul style="list-style-type: none"> When both loan amount and LTV reserve requirements apply, the higher PITIA months will apply. Cash out may be used to satisfy requirement. 	
Other Requirements		
HEM Lending Resources	<ul style="list-style-type: none"> All loans must be underwritten to the standards contained within this product matrix and HEM Non-Agency Guidelines. 	
Loan Exposure	<ul style="list-style-type: none"> Aggregate exposure shall not exceed \$4,000,000 or 4 loans. 	

ELIGIBLE TERMS				PRODUCT CODES	
FIXED	NQHEM 30 Yr Fixed Full Doc	NQHEM 30 Yr Fixed Full Doc IO		NQHEM30FFD	NQHEM30FFDIO
	NQHEM 40 Yr Fixed Full Doc	NQHEM 40 Yr Fixed Full Doc IO		NQHEM40FFD	NQHEM40FFDIO
	NQHEM 30 Yr Fixed Alt Doc	NQHEM 30 Yr Fixed Alt Doc IO		NQHEM30FAD	NQHEM30FADIO
	NQHEM 40 Yr Fixed Alt Doc	NQHEM 40 Yr Fixed Alt Doc IO		NQHEM40FAD	NQHEM40FADIO
ARM	Description	Index	Caps	Margin	PRODUCT CODES
	7/6 Full Doc	7/6 Full Doc IO	30-Day Avg - SOFR	5/1/5	NQHEM7AFD
	7/6 Alt Doc	7/6 Alt Doc IO			NQHEM7AAD
	10/6 Full Doc	10/6 Full Doc IO			NQHEM10AFD
	10/6 Alt Doc	10/6 Alt Doc IO			NQHEM10AAD

