

## <u>Pinnacle – Standard Doc</u>

| <u>Pinnacie — Stand</u>   | Maximum LTV/CL   | T <b>V</b> s  |                                   | Standard Doc - Primary Residence      |                        |   |                                      |  |  |
|---|--|---|-----------------------------------|---------------------------------------|------------------------|---|--------------------------------------|--|--|
| Credit Score Loan Amount  |  | Purc  | Purchase                          |                                       |                        | Cash-Out Refinance  |                                      |  |  |
|   | <=1,0  | 00,000  | 9                                 | 90                                    |                        |   | 80                                   |  |  |
|   | 1,000  | ,001 – 1,500,000  | 8                                 | 85                                    |                        |   | <mark>80</mark>                      |  |  |
| 720 +   | 1,500  | ,001 – 2,000,000  | 8                                 | 80                                    |                        |   | <mark>75</mark>                      |  |  |
|   | 2,000  | ,000,000 – 100,   | 7                                 | <mark>75</mark>                       |                        |   | <mark>70</mark>                      |  |  |
|   | 3,000  | ,001 – 4,000,000  | 7                                 | 70                                    |                        |   | <mark>NA</mark>                      |  |  |
|   | <=1,0  | 00,000  | 9                                 | 90                                    |                        |   | <mark>80</mark>                      |  |  |
| 700 - 71  | 1,000  | ,001 – 1,500,000  | 8                                 | <mark>85</mark>                       |                        |   | 80                                   |  |  |
| 700-71  | 1,500  | ,001 – 2,000,000  | 8                                 | 80                                    |                        |   | <mark>75</mark>                      |  |  |
|   | 2,000  | ,000,000  | 7                                 | 70                                    |                        |   | 65                                   |  |  |
|   | <=1,0  | 00,000  | 8                                 | 8 <u>5</u>                            |                        |   | 80                                   |  |  |
| 680 - 69  | 1,000  | ,001 – 1,500,000  | 8                                 | 85                                    |                        |   | 75                                   |  |  |
| 000 - 07  | 1,500  | ,001 – 2,000,000  | 8                                 | 80                                    |                        |   | 70                                   |  |  |
|   | 2,000  | ,000,000  | 7                                 | 70                                    |                        |   | 65                                   |  |  |
|   | <=1,0  | 00,000  | 8                                 | 80                                    |                        |   | 75                                   |  |  |
| 660 - 67  | <del> </del>   | ,001 – 1,500,000  |                                   | 80                                    |                        |   | 75                                   |  |  |
|   |  | ,001 – 2,500,000  |                                   | <u>0</u>                              | <mark>65</mark>        |   | 65                                   |  |  |
| Housin  | ng History   |   | rictions - 2 <sup>nd</sup> Home   |                                       | ictions - Investment   |   | 1 Year Standard Doc                  |  |  |
| 0x3   | 30x12  |   | TV/CLTV:<br><mark>Purchase</mark> |                                       | LTV/CLTV: - Purchase   |   |                                      |  |  |
|   |  |   | ate/Term                          |                                       | Rate/Term              | Price a   | e adjustor applies – see rate sheet. |  |  |
| Housing Ev  | ent Seasoning  | 75 –  | Cash-out:                         | 75 –                                  | Cash-out:              |   |                                      |  |  |
| BK/FC/SS/DIL/   | Mod: >=48 Months   | Max Loan Am   | ount: \$2,500,000                 | Max Loan Am                           | ount: \$2,500,000      |   |                                      |  |  |
|   |  |   | State Re                          | strictions                            |                        |   |                                      |  |  |
|   |  | CT, IL, N.  | J, NY – Max LTV/CLTV              | ': Purchase 85%, Ref                  | inance 80%             |   |                                      |  |  |
|   |  | Ineligible  | e locations: Puerto Rico          | , Guam, & the US Vi                   | rgin Islands           |   |                                      |  |  |
|   | T  |   |                                   | quirements                            |                        |   |                                      |  |  |
| Product Type  |  |   | 6 ARM, 10/6 ARM (40               | -                                     | e when combined with   | interest on   | nly feature)                         |  |  |
| Interest Only   |  | Min Credit Score: 660     Max LTV: 90%                      |                                   |                                       |                        |   |                                      |  |  |
| Loan Amounts  | • Min: 150,000 • Max: 4,000,000  |   |                                   |                                       |                        |   |                                      |  |  |
| Loan Purpose  |  | Purchase, Rate/Term, and Cash Out                           |                                   |                                       |                        |   |                                      |  |  |
| Occupancy   | Primary, Second Ho   | Primary, Second Home, Investment  Condo Hotel Max LTV/CLTV: |                                   |                                       |                        |   |                                      |  |  |
|   | ,,,  | ched, Detached: No  | 0.411.6.1                         | -4 Units, Condominium: Max LTV/CLTV 8 |                        | %   | CLIV:                                |  |  |
| Property Type   | restrictions Rural – Not eligible  |   | 2-4 Units, Condomini              |                                       |                        | 5%  |                                      |  |  |
| A   | _  |   | 1 1 6 10                          |                                       |                        | •   | ry, 2 <sup>nd</sup> , Investment     |  |  |
| Acreage   | Property up to 20-acres, not meeting the rural definition, eligible. 10 or more acres limited to a max LTV/CLTV 80%  |   |                                   |                                       |                        |   |                                      |  |  |
| CashIn-Hand   | Max Cash-In-Hai  |   |                                   |                                       |                        |   |                                      |  |  |
| Appraisals  |  |   | erior/exterior inspectio          | n. Appraisal review                   | product required unles | s 2 <sup>nd</sup> appr  | aisal obtained.                      |  |  |
| 2 <sup>nd</sup> Appraisal required for loans > \$2,000,000.  Income Requirements          |  |   |                                   |                                       |                        |   |                                      |  |  |
| Wage/Salary: Paystubs, W-2, 2 Years or 1 Year of Tax Returns, IRS Form 4506-C, Verbal VOE |  |   |                                   |                                       |                        |   |                                      |  |  |
| Income  | <ul> <li>Vrage/ Salary: Paystubs, VV-2, 2 Tears of 1 Tear of Tax Returns, IRS Form 4506-C, Verbal VOE</li> <li>Self-Employed: 2 Years of 1 Year of Personal and Business Tax Returns, YTD P&amp;L, 2-monthly bank statements, IRS Form 4506-C</li> </ul> |   |                                   |                                       |                        |   | 6 Form 4506-C                        |  |  |
|   | . ,  |   |                                   | •                                     | •                      |   |                                      |  |  |
|   |  |   | Underwriting                      | Requirements                          |                        |   |                                      |  |  |
| Credit Score  | Middle of 3 scores   | or lower of 2   |                                   | Assets                                |                        | Min of 30-days asset verification required; any large deposit must be sourced               |                                      |  |  |
|   | • LTV ≤ 85%: 6-m   | onths of PITIA  |                                   |                                       | Standard Max 50%       |   |                                      |  |  |
|   | • LTV > 85%: 12-i  |   |                                   |                                       |                        | Primary Residence - Up to 55% allowed:  Min residual income of \$3,500  Max LTV/CLTV <= 80% |                                      |  |  |
| Danamar :   |  | 1.5M: 9-months of P   | ITIA                              |                                       |                        |   |                                      |  |  |
| Reserves  | · ·  | 2.5M: 12-months of  |                                   |                                       |                        |   | <b>⁄</b> o                           |  |  |
|   | Cash out may be  | used to satisfy requi                                       | irement                           |                                       |                        | <ul> <li>Standard Doc 2-years</li> <li>Minimum 12-months reserves</li> </ul>                |                                      |  |  |
|   |  |   |                                   |                                       |                        | First Time Home Buyer not eligible  |                                      |  |  |
| 0:6.5   |  |   |                                   |                                       |                        |   |                                      |  |  |
| Gift Funds Min contribution: 5% primary, 10% investment Document Age 90-days              |  |   |                                   |                                       |                        |   |                                      |  |  |
|   |  |   |                                   |                                       |                        |   |                                      |  |  |





## Pinnacle - Standard Doc, continued

| Tradelines | Min: 2 reporting 24-months w/activity in last 12- months or 3 reporting 12-months w/recent activity.  If the primary borrower has three (3) credit scores, the minimum tradeline requirement is waived | Prepayment<br>Penalty -<br>Investment<br>Property<br>Only | Prepayment periods up to 5-Years eligible, see rate sheet Penalties not allowed in AK, KS, MI, MN, NM, OH, and RI Penalties not allowed on loans vested to individuals in IL and NJ Penalties not allowed on loan amounts less than \$278,204 in PA Only declining prepayment penalty structures allowed in MS |
|------------|--|---|--|
|------------|--|---|--|



## <u>Pinnacle - Alt Doc</u>

| Pinnacie – Air Doe       | Maximum LT\  | V/CLTVs                              |   | Ва                                       | nk Statem    | ents, 1099 & Asset l     | Jtilization - Pri                                     | mary Residence   |  |
|--------------------------|--|--------------------------------------|---|--|--------------|--------------------------|---|--|--|
| Credit Score Loan Amount |  |                                      | Amount  | Purchase                                 |              | R/T Refinance            |   | Cash-Out Refinance   |  |
| 720 +                    |  | <=1,000,000                          |   | 90                                       |              | 80                       |   | 80   |  |
|                          |  | 1,000,001 – 1,500,000                |   | <mark>85</mark>                          |              | 80                       |   | 80   |  |
|                          |  | 1,500,001 – 2,000,000                |   | <u>80</u>                                |              | 75                       |   | 75   |  |
|                          |  | 2,000,001 – 3,000,000                |   |  |              | 70                       |   | 70   |  |
|                          |  | 3,000,001 – 4,000,000                |   |  |              | NA                       |   | NA   |  |
|                          |  | <=1,000,000                          |   | 90                                       |              | 80                       |   | 80   |  |
| 700 - 719                |  | 1,000,001 – 1,500,000                |   | 85                                       |              | 80                       |   | 80   |  |
|                          |  | 1,500,001 – 1,500,000                |   | 80                                       |              | 75                       |   | 75   |  |
|                          |  | 2,000,001 – 3,000,000                |   | <del>70</del>                            |              | 65                       |   | 65   |  |
|                          |  | <u> </u>                             |   | <u>85</u>                                |              |                          |   |  |  |
|                          |  | <=1,000,000<br>1,000,001 - 1,500,000 |   |  |              | 80                       |   | 80   |  |
| 680 - 69                 | 9 —  |                                      |   | 85                                       |              | 75<br>                   |   | 75   |  |
|                          | <del></del>  | 1,500,001 – 2,000,000                |   | 80                                       |              | <mark>70</mark>          |   | 70   |  |
|                          |  | 2,000,001 – 3,000,000                |   | <mark>70</mark>                          |              | <mark>65</mark>          |   | 65   |  |
|                          | <  | <=1,000,000                          |   | <mark>80</mark>                          |              | <mark>75</mark>          |   | 75   |  |
| 660 - 67                 | · —  | 1,000,001 – 1,500,000                |   | <mark>80</mark>                          |              | <mark>75</mark>          |   | 75   |  |
|                          | 1,   | ,500,001 –                           | 2,500,000                                     | <mark>70</mark>                          |              | <mark>65</mark>          |   | 65   |  |
| Hous                     | ing History  |                                      | Occupancy Restric                             | ctions - 2 <sup>nd</sup> Home            | Occuj        | oancy Restrictions -     |   | 16   |  |
|                          |  |                                      |   | V/CLTV:                                  |              | Investment Max LTV/CLTV: | 12 Mo B   | Bank Statement, 1 Year 1099, &<br>Asset Utilization                      |  |
| 0                        | x30x12   |                                      |   | urchase                                  |              | 80 - Purchase            |   | Asser Omizumon   |  |
| Housing E                | vent Seasoning   |                                      |   | efinance:                                |              | 75 - Refinance:          |   |  |  |
| BK/FC/SS/DIL             | /Mod: >=48 Md  | onths                                | Max Loan Amo                                  | ount: 2,500,000                          | Max Lo       | Loan Amount: 2,500,000   |   | Price adjustor applies – see rate sheet                                  |  |
| , , ,                    | CT, IL, N  | J, NY - Max                          | LTV/CLTV: Purchase                            |  |              |                          |   | are at an al Bol Only  |  |
| State Restriction        |  |                                      |   | Written                                  |              |                          | cation of Employment and P&L Only                     |  |  |
|                          | Puerto R   | ico, Guam, 8                         | the US Virgin Islands not eligible Max LTV 80 |  |              | Max LTV 80% I            | 6 Purchase, Max LTV 70% refinance                     |  |  |
|                          |  |                                      |   | General Require                          | ements       |                          |   |  |  |
| Product Type             | 30-Yr Fixed, 15-Yr Fixed 5/6 ARM, 7/6 ARM, 10/6 ARM (40-year term available when combined with interest only feature)  |                                      |   |  |              |                          |   |  |  |
| Interest Only            | Min Credit S   | Score: 660                           |   | <ul> <li>Max LTV: 90%</li> </ul>         | )            |                          |   |  |  |
| Loan Amounts             | • Min: 150,00  | 00                                   |   | • Max: 4,000,00                          | 00           |                          |   |  |  |
| Loan Purpose             | Purchase, Rate   | e/Term, and                          | Cash Out                                      |  |              |                          |   |  |  |
| Occupancy                | Primary, Secon   | nd Home, Inv                         | vestment .                                    |  |              |                          |   |  |  |
|                          | Single Family,   | Attached, D                          | etached:                                      |  |              |                          | Condo Hotel Max LTV:                                  |  |  |
| Property Type            | No restrictions  |                                      |   | 2-4 Units, Condominium: Max LTV/CLTV 85% |              | ax LTV/CLTV 85%          | Purchase – 75%<br>Refinance – R/T & Cash-out – 65%    |  |  |
|                          | Rural: Not eligible  |                                      |   |  |              |                          | Occupancy Type: Primary, 2 <sup>nd</sup> , Investment |  |  |
| Acreage                  | Property up to   | 20-acres r                           | not meeting the rural                         | definition eligible 1                    | 0 or more    | acres limited to a mo    |   |  |  |
|                          |  |                                      |   |  | - 0. 111010  |                          | 2 , C   | <del></del>  |  |
| Cash-In-Hand             | Max Cash-Ir  |                                      |   |  |              |                          |   |  |  |
| Appraisals               | FNMA Form 10   | 004, 1025,                           | 1073 with interior/ex                         | xterior inspection. Ap                   | opraisal re  | view product require     | d unless 2 <sup>nd</sup> ap                           | praisal obtained.  |  |
|                          | ∠ Appraisal  | required for                         | loans > \$2,000,000                           |  | monto        |                          |   |  |  |
|                          | 24 == 12   | antha of D                           |   | Income Require                           |              |                          |   |  |  |
| Personal Bank            |  |                                      | sonal and 2-months o                          |  |              | or 12-months of pars     | onal statements                                       | divided by the number of   |  |
| Statements:              | statements.  | income is de                         | icinilled by the total                        | i ciigibie deposiis IIC                  | IIIC 24      | or re-monins or pers     | onai sialelliellis                                    | arriada by me nomber or  |  |
|                          |  | s bank statei                        | ments must reflect bus                        | siness activity and tro                  | ansfers to t | the personal account.    |   |  |  |
|                          | • 24 or 12-months of business bank statements. Qualifying income is determined by one of the following analysis methods:   |                                      |   |  |              |                          |   |  |  |
| Business Bank            | Fixed Expense Ratio (50%)  |                                      |   |  |              |                          |   |  |  |
| Statements:              | O Expense ratio provided by a 3rd party (CPA or EA) min ratio of 10%   |                                      |   |  |              |                          |   |  |  |
| Profit & Loss            | 3rd party prepared Profit & Loss Statement (CPA or EA)      24 or 12 month CPA /FA prepared Profit & Loss Statement Only   |                                      |   |  |              |                          |   |  |  |
| Statement Only           | 24 or 12-month CPA/EA prepared Profit & Loss Statement Only     CPA/EA/CTEC must attest they have prepared the borrower's most recent tax return                 |                                      |   |  |              |                          |   |  |  |
| Written                  |  |                                      |   |  |              |                          |   |  |  |
| Verification of          | <ul> <li>FNMA Form 1005</li> <li>Two (2) most recent months of personal bank statements reflecting deposit(s) from employer on each of the statements</li> </ul> |                                      |   |  |              |                          |   |  |  |
| Employment               | ` '  |                                      | •   |  | • • •        | • • •                    |   |  |  |
| IRS Form 1099            | 2-Years or 1-Year 1099     Fixed Expe  |                                      |   | <ul> <li>Fixed Expense</li> </ul>        | Ratio of 1   | 0%                       | cor   | D Documentation to support<br>ntinued receipt of income<br>m same source |  |
| Asset Utilization        | Eligible assets divided by 84 to determine a monthly income stream   |                                      |   |  |              |                          |   |  |  |
|                          |  |                                      |   | /  |              |                          |   |  |  |





## Pinnacle - Alt Doc, continued

| Underwriting Requirements |  |   |  |  |  |  |
|---------------------------|--|---|--|--|--|--|
| Credit Score              | Middle of 3 scores or lower of 2   | DTI Requirements                              | Standard: max 50%  |  |  |  |
| Assets                    | Min of 30-days asset verification required; any large deposit must be sourced  | Reserves                                      | LTV ≤ 85%: 6 months of PITIA LTV > 85%: 12-months of PITIA Loan Amount > \$1.5M: 9-months of PITIA Loan Amount > \$2.5M: 12-months of PITIA Cash out may be used to satisfy requirement  |  |  |  |
| Gift Funds                | Min contribution: 5% primary, 10% investment   | Document Age                                  | 90-days  |  |  |  |
| Tradelines                | Min: 2 reporting 24-months w/activity in last 12- months or 3 reporting 12-months w/recent activity If the primary borrower has three (3) credit scores, the minimum tradeline requirement is waived | Prepayment Penalty - Investment Property Only | Prepayment periods up to 5-Years eligible, see rate sheet Penalties not allowed in AK, KS, MI, MN, NM, OH, and RI Penalties not allowed on loans vested to individuals in IL and NJ Penalties not allowed on loan amounts less than \$278,204 in PA Only declining prepayment penalty structures allowed in MS |  |  |  |