

## **FICO & LTV MATRIX**

Owner-Occupied Company of the Compan										
Loan Amount	Credit Score	24-month Bank Statement		12-month Bank Statement			Asset Utilization			
		Purchase	Rate & Term	Cash-Out	Purchase	Rate & Term	Cash-Out	Purchase	Rate & Term	Cash-Out
4.00	740	90%	85%	80%	90%	85%	80%	90%	85%	80%
	720	90%	85%	80%	90%	85%	80%	90%	85%	80%
\$100,000 - \$1,000,000	700	85%	85%	80%	85%	85%	80%	85%	85%	80%
\$1,000,000	680	80%	80%	75%	80%	80%	75%	80%	80%	75%
	660	80%	80%	70%	80%	80%	70%	80%	80%	70%
	740	90%	85%	85%	90%	85%	80%	90%	85%	80%
4	720	90%	85%	85%	90%	85%	80%	90%	85%	80%
\$1,000,001 -	700	85%	85%	85%	85%	85%	80%	85%	85%	80%
\$1,500,000	680	80%	80%	75%	80%	80%	75%	80%	80%	75%
	660	80%	80%	70%	80%	80%	70%	80%	80%	70%
	740	80%	80%	75%	80%	80%	75%	80%	80%	75%
	720	80%	80%	75%	80%	80%	75%	80%	80%	75%
\$1,500,001 -	700	80%	80%	75%	80%	80%	75%	80%	80%	75%
\$2,000,000	680	80%	75%	70%	80%	75%	70%	80%	75%	70%
	660	75%	70%	70%	75%	70%	70%	75%	70%	70%
	740	80%	80%	70%	80%	80%	70%	80%	80%	70%
	720	80%	80%	70%	80%	80%	70%	80%	80%	70%
\$2,000,001 -	700	75%	75%	65%	75%	75%	65%	75%	75%	65%
\$2,500,000	680	70%	70%	65%	70%	70%	65%	70%	70%	65%
	660	70%	70%	65%	70%	70%	65%	70%	70%	65%
	740	75%	75%	65%	75%	75%	65%	75%	75%	65%
	720	75%	75%	65%	75%	75%	65%	75%	75%	65%
\$2,500,001 -	700	70%	70%	65%	70%	70%	65%	70%	70%	65%
\$3,000,000	680	65%	65%	65%	65%	65%	65%	65%	65%	65%
	660	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	740	75%	75%	65%	75%	75%	65%	75%	75%	65%
	720	75%	75%	65%	70%	70%	65%	70%	70%	65%
\$3,000,001 – \$3,500,000	700	70%	70%	60%	65%	65%	60%	65%	65%	60%
	680	65%	65%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	660	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

<sup>•</sup> Second Home: \$2.5MM Max Loan Amount; Purchase/Rate & Term – 75% Max LTV; Cash-Out – 70% Max LTV

<sup>•</sup> WVOE / P&L Only: Purchase – 80% Max LTV; Rate & Term/Cash-Out – 70% Max LTV



## **FICO & LTV MATRIX**

Non Owner-Occupied										
Loan Amount	Credit Score	24-month Bank Statement		12-month Bank Statement			Asset Utilization			
		Purchase	Rate & Term	Cash-Out	Purchase	Rate & Term	Cash-Out	Purchase	Rate & Term	Cash-Out
1	740	80%	80%	75%	80%	80%	75%	80%	80%	75%
	720	80%	80%	75%	80%	80%	75%	80%	80%	75%
\$100,000- <\$1,000,000	700	80%	80%	75%	80%	80%	75%	80%	80%	75%
<\$1,000,000	680	80%	80%	75%	80%	80%	75%	80%	80%	75%
	660	80%	75%	70%	80%	75%	70%	80%	75%	70%
	740	80%	80%	75%	80%	80%	75%	80%	80%	75%
44 000 004	720	80%	80%	75%	80%	80%	75%	80%	80%	75%
\$1,000,001-	700	80%	80%	75%	80%	80%	75%	80%	80%	75%
\$1,500,000	680	75%	75%	70%	75%	75%	70%	75%	75%	70%
	660	70%	70%	65%	70%	70%	65%	70%	70%	65%
	740	80%	80%	75%	80%	80%	75%	80%	80%	75%
44 500 004	720	80%	80%	75%	80%	80%	75%	80%	80%	75%
\$1,500,001- <\$2,000,000	700	80%	80%	75%	80%	80%	75%	80%	80%	75%
<\$2,000,000	680	75%	75%	70%	75%	75%	70%	75%	75%	70%
	660	70%	70%	65%	70%	70%	65%	70%	70%	65%
\$2,000,001-	740	75%	75%	70%	75%	75%	70%	75%	75%	70%
	720	75%	75%	70%	75%	75%	70%	75%	75%	70%
	700	75%	75%	65%	75%	75%	65%	75%	75%	65%
\$2,500,000	680	70%	70%	65%	70%	70%	65%	70%	70%	65%
	660	65%	65%	65%	65%	65%	65%	65%	65%	65%



	Advanced Fortiono Gold Air Doc						
	Underwriting Specifications						
Document Types	<ul> <li>12 or 24 Month Bank Statements</li> <li>12 or 24 Month 1099</li> <li>Written VOE</li> <li>12 or 24 Month Profit &amp; Loss Statement</li> <li>Asset Utilization</li> </ul>						
Property Types	<ul> <li>SFR/PUD</li> <li>2-4 Units</li> <li>Warrantable Condo</li> <li>Non-Warrantable Condo – 80% Max LTV</li> </ul>						
Mortgage/Housing History	0x30x12						
Minimum FICO	660						
	Chapter 7 – 48 months from discharge date to Note Date						
Bankruptcy History <sup>1</sup>	Chapter 11 & Chapter 13 – 48 months form discharge date to Note date						
Prior Loss Mitigation <sup>2</sup>	48 months prior to Note date						
Foreclosure History <sup>3</sup>	48 months prior to Note date						
Footnotes	<ul> <li>Consumer Credit Counseling Service (CCCS) is considered the same as Chapter 13 bankruptcy. Bankruptcy dismissal dates are treated the same as discharge dates</li> <li>Loss Mitigation includes non-foreclosure actions such as Deed-in Lieu, Short Sale, NOD, Short Refinance, Pre-Foreclosure Sale, Loan Extension, Loan Modification, Forbearance and Charge-off</li> </ul>						
Multiple Derogatory Credit Events	Not Allowed						
Forbearance, Loan Modification, Deferrals	Forbearance, Loan Modifications, or Deferrals (including COVID-19 related events) completed or reinstated greater than 12 months from the Note date of the subject transaction and having a 0x30x12 are allowed						
·	Less than 12 months seasoning is ineligible.						
Cash-Out	LTV >= 70% - \$500,000 LTV > 50% - < 70% - \$1,000,000 LTV <= 50% - Unlimited  Limits on use of cash-out proceeds to satisfy reserve requirements:  Consideration of cash-out proceeds in the context utilization of Asset Depletion or its equivalent: NOT PERMITED If UPB <= \$1.5mm, cash-out proceeds from a subject property refinance may be considered if LTV <= 75%  If UPB > \$1.5mm, cash-out proceeds from a subject property refinance may be considered if LTV <= 60%						
DTI	Max 50%						
Residual Income	\$2,500 Minimum						
Adverse Credit	All delinquent credit that will impact title or lien position of the subject property; including delinquent taxes, judgments, charge-off accounts, tax liens and mechanic's liens; must be paid off prior to or at closing						
Credit History	<ul> <li>If the primary borrower has 3 credit scores, the minimum tradeline requirement is waived.</li> <li>If the primary borrower has less than 3 credit scores, each borrower must meet the minimum tradeline requirement         <ul> <li>If the co-borrower is a spouse, only one is required to meet the minimum tradeline requirement</li> </ul> </li> <li>Minimum Tradelines:         <ul> <li>At least 3 tradelines reporting for 12 months, with activity in the last 12 months, or;</li> <li>At least 2 tradelines reporting for 24 months, with activity in the last 12 months</li> </ul> </li> <li>For borrowers who do not meet the minimum tradeline requirements, refer to Underwriting Guidelines for qualification</li> </ul>						
Gift Funds	<ul> <li>Owner Occupied – 5% borrower contribution required</li> <li>100% Gift Funds are allowed for 24-Month Bank Statement loans, with 75% Max LTV</li> <li>Investments – 10% borrower contribution required</li> </ul>						



Reserves

#### **Refinance:**

- Net proceeds from a cash-out transaction may be used to meet reserve requirements.
- Reserves requirements are waived for Rate and Term Refinances when the following factors are present:
  - The transaction results in a reduction to the monthly principal and interest payment of 10% or greater AND
  - Housing history is 0x30x12 or better.
  - o Waiver not eligible for DTI greater than 50%.
  - For an Interest Only loan, the reduction is based on the amortizing payment used for loan qualification.
- Reserves for a loan with an Interest Only feature are based upon the Interest Only payment amount.
- For Adjustable-Rate Mortgages (ARM), the reserves are based upon the initial PITIA, not the qualifying payment.
- Proceeds from a 1031 Exchange cannot be used to meet reserve requirements.

#### Purchase:

- Proceeds from a 1031 Exchange cannot be used to meet reserve requirements.
- Gift funds, only eligible on Primary and 2nd homes and under the following circumstances:
  - 80% LTV or less; 1 4 unit, all funds can come from gift.
  - Greater than 80% LTV:
    - 1 unit primary all funds can come from gift.
    - 2–4-unit primary Borrower must make a 5% minimum borrower contribution from his or her own funds.
- Investment properties require a minimum of 10% of the purchase price to come from the borrower's personal contribution.

Purchase	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		

#### Acceptable sources of reserves:

- Checking/savings
- Stocks, bonds, mutual funds, CD's, money markets
- Retirement savings account if they can be withdrawn. (STRS and PERS are ineligible unless borrower is retired or separated from service).
- Cash value of a vested life insurance policy.
- Business funds as long as borrower is 100% owner, and the cash flow analysis is completed for no negative impact for the business.

Alt Doc income may be combined with other income sources that are documented as Standard Doc but not associated with self-employment, such as wage income from spouse or domestic partner. When wage income is combined with Alt Doc, a tax return is not required for the standard full income documentation, as this would

o CPA letter can be used in lieu of cash flow analysis on business funds.

#### Bank Statements Overview

#### 12 or 24 Month Bank Statements:

invalidate the bank statements.

- Borrowers must be self-employed for at least two (2) years.
- A business must be in existence for a minimum of two (2) years.
- Minimum credit score is 660.
- Nonprofit Entity not eligible
- Funds/Deposits in a IOLTA (Trust) ineligible source
- Tax returns and 4506-C are not required for the bank statement program.
  - o If the 4506-C form is provided, Box 8 should be checked to obtain a transcript of W-2 earnings.

#### Short-Term Rentals

Not Allowed



# Advanced Portfolio Gold – Alt Doc ents and terms. Payments on installments must be

	Installment debt is a monthly obligation with fixed payments and terms. Payments on installments must be included in the borrower's debt-to-income (DTI) ratio.				
Installment Debt	Payments can be excluded if there are 10 or fewer monthly payments remaining to pay the debt in full. If the payment is substantial and exceeds 5% of the borrower's qualifying income, the overall transaction should be reviewed to ensure the remaining payments will not impact the borrower's ability to handle the new mortgage payment.				
	<ul> <li>Installment debt paid in full or prior to closing can be excluded from the debt-to-income ratio. Supporting documentation, such as a credit supplement or direct verification from the creditor, must be obtained as evidence the debt has been paid in full.</li> </ul>				
Personal Bank Statements	<ul> <li>Personal Bank Statements may be used to document self-employed income. Bank Statements may be obtained from the borrower:</li> <li>Most recent 12 or 24 months of consecutive Personal Bank Statements, the most recent statement dated within 90-days of the note date.</li> <li>Most recent two (2) months of Business Bank Statements</li> <li>Verify that the borrower owns 20% of the business by providing one of the following:         <ul> <li>CPA Letter;</li> <li>Tax Preparer Letter;</li> <li>Operating agreement, or equivalent, reflecting the borrower's ownership percentage.</li> </ul> </li> </ul>				
Business or Co-Mingled Bank Statements	Business Bank Statements:  May be used for ongoing operations of the business and reflects the name of the business as completed on the URLA:  • Verify that the borrower owns 20% of the business by providing one of the following:  • CPA Letter;  • Tax Preparer Letter;  • Operating agreement, or equivalent, reflecting the borrower's ownership percentage.  • Net income from the analysis of the bank statements is multiplied by the borrower's ownership percentage to determine the borrower's qualifying income.  Co-mingled Bank Statements:  May be used when a personal account is used by a borrower for both business and personal use. A separate business account is not required:  • The borrower must be the sole owner of the business.  • Borrower and spouse with combined 100% ownership is eligible.				
Bank Statement Calculation Methods	A standard 50% expense factor will be applied to the total of eligible deposits from the co-mingled and business bank statements to determine qualifying income.  If the business operates more efficiently or typically has a materially different expense factor (higher or lower than standard expense factor), then an expense factor from a Business Expense Statement Letter or 3 <sup>rd</sup> Party Prepared P&L Statement may be used to determine qualifying income.  OPTION 1 – Standard Expense Ratio (50%)  12 or 24 months of consecutive business bank statements, the most recent statement dated within 90-days of the note date.  OPTION 2 – Business Expense Statement Letter  12 or 24 months of consecutive business bank statements, the most recent statement dated within 90-days of the note date and;  An expense statement letter specifying business expenses as a percent of the gross annual sales/revenue, prepared or reviewed and acknowledged by a CPA/accountant, IRS Enrolled Agent, or licensed tax preparer.  OPTION 3 – 3 <sup>rd</sup> Party Prepared P&L Statement  12 or 24 months of consecutive business bank statements, the most recent statement dated within 90-days of the note date and;  P&L covering 12 or 24 months (determined by the months of bank statements provided), prepared or reviewed and acknowledged by a CPA/accountant, IRS Enrolled Agent, or licensed tax preparer.  Documentation is required to evidence the preparer's business.				



<ul> <li>Expenses must be reasonable for the type of business.</li> <li>Deposits should be reviewed for consistency.</li> <li>Inconsistent or large deposits should be sourced and excluded from the analysis. The definition deposit is any deposit exceeding 50% of the average monthly sales of the business.</li> <li>Changes in deposit pattern must be explained.</li> <li>Income documented separately, but co-mingled, must be backed out of deposits.</li> </ul>				
<ul> <li>Income calculated using total deposits, minus any inconsistent or large deposits not justified. Qualif income based upon the lower of the income disclosed on the initial loan application (Form 1003), or total eligible deposits from the 24 month or most recent 12 months of statements. The most recent statement must be consistent with the qualifying income.</li> <li>ATM deposits may be included if a consistent pattern of such deposits is present.</li> <li>Two (2) months of business bank statements are required.         <ul> <li>They must evidence activity to support business operations.</li> </ul> </li> <li>They must reflect transfers to the personal account.</li> </ul>				
Profit & Loss Only (No Bank Statements)	Profit & Loss statement prepared by a Certified Public Accountant (CPA), an IRS Enrolled Agent (EA), or a CTEC registered tax preparer. The credit file must contain documentation showing the CPA is currently licensed in their state, the EA is currently active (Screen shot of the IRS web site), or the CTEC is active (Screen shot from CTEC web site).  24 or 12-Month CPA, EA, or CTEC compiled P&L Statement:  Purchase – 80% Max LTV  Rate & Term / Cash-Out – 70% Max LTV  Minimum 50% business ownership required  24 or 12-month (P&L) prepared/compiled and signed by a CPA (proof of CPA current state license required, or EA (proof EA currently active on IRS web site), CTEC (proof CTEC currently active on CTEC web site) dated within 30-days of the loan application, representing total business sales and expenses for the time period covered, and  The preparer must attest they have prepared the borrower's most recent tax return and provide the borrower's ownership percentage  Qualifying income is the net income from the P&L divided by the time period covered (24 or 12-months) multiplied by the borrower's ownership percentage.  Expenses on the P&L must be reasonable for the industry  When analyzing the P&L Statement, the following may be added back to the applicant's income calculation:  Depreciation  Depletion  Amortization/casualty loss			
1099	Permitted for individual(s) earning 100% commission or for independent contractors.  1-year or 2-years of 1099s or 1099 transcript(s) permitted One of the following Business expense analysis methods: 90% Net Margin (10% Expense Factor), or 3rd Party prepared P&L (CPA, EA, accountant, tax preparer) A minimum 2-year self-employment history is required (e.g., 1099 income) as documented from the Employment section of the loan application. Qualifying income is the 12 or 24 monthly average from the total number of 1099's minus the expense factor from the method chosen above YTD earnings must be documented when the 1099 reporting period is greater than 90 days from the note date. YTD earnings must support the ongoing receipt of income shown on the 1099s by: Checks or a single check stub(s) with YTD totals if available, or Bank statements (YTD). The YTD earnings from the total of check stubs or the tally of deposits from bank statements must be within 10% or greater than prior year earnings.			
First-Time Home Buyer	<ul> <li>Primary Residence Only</li> <li>680 Min FICO</li> <li>45% Max DTI</li> <li>Min 6 Months Reserves</li> <li>12 month renal history, reflecting 0x30</li> </ul>			



A written Verification of Employment may be utilized when documenting wages/salary income. The following criteria applies: Two years' history with the same employer is required. **Primary Residence Only** Purchase - 80% Max LTV Rate & Term / Cash-Out - 70% Max LTV 0x30x24 Housing History First-Time Home Buyer – 70% Max LTV; no gift funds allowed. Completed Fannie Mae® Form 1005 WVOE Paystubs, Tax Returns, 4506-C, or W-2's not required. Must be completed by Human Resource, Payroll Department or Officer of the Company. Two (2) Months Personal Bank Statements required to support the WVOE. The bank statements must reflect deposits from the employer supporting at least 65% of gross wage/salary reflected on the WVOE. Borrower(s) employed by family members or related individuals are not eligible. An internet search of the business is required with documentation to be included in the credit file to support the existence of the business. Other sources of income, documented using Alt Doc, are eligible and can be used to determine total household qualifying income Asset Utilization may be used as the sole source of income for loan qualification or to supplement other income sources. When used to supplement other income sources, the minimum asset requirements under the qualification method are waived. **Restrictions:** 43% Max DTI Non-Occupant Co-Borrowers not eligible Gift funds not eligible **Debt Ratio Calculation:** Minimum Eligible Assets required is the lower of \$1,000,000 or 150% of the loan balance. Qualifying income based upon Total Assets Eligible for Depletion, less down payment, less out of pocket closing costs, less required reserves, divided by 84. Requirements: All individuals listed on the asset account(s) must be on the Note and Mortgage; Assets considered for this program must be verified with most recent three (3) monthly account statements, quarterly statement, or a VOD; Assets must be seasoned 120-days; Income other than Asset Utilization must be documented. **Asset Utilization Eligible Assets:** Assets must be liquid and available with no penalty; additional documentation may be required to validate the origin of the funds: 100% of Checking, Savings and Money Market Accounts; 70% of Stocks, Bonds, and Mutual Funds; 70% of Retirement Assets; Eligible if the borrower is of retirement age (at least 59 ½); 60% of Retirement Assets; Eligible if the borrower is not of retirement age. **Eligible Trust Assets:** Assets in a revocable trust where the trustee to the trust is the borrower. Assets in an irrevocable trust where the borrower is the beneficiary, and the borrower has immediate access to the assets of the trust. Based upon the type of asset held in the trust, the above asset percentages apply. **Ineligible Assets:** Equity in Real Estate; Privately traded or restricted/non-vested stocks; Any asset which produces income already included in the income calculation: Any assets held in the name of a business;

Assets held in an irrevocable trust where the beneficiary of the trust is not the borrower;

Assets held in a charitable giving trust, donor advised fund, or similar entity where the intended beneficiary is

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not the borrower.



	Appraisal Valuation			
Seller Appraisal Requirements	Purchase:  1 Full Appraisal <sup>1</sup> if Combined Loan Amount = \$2.0MM  2 Full Appraisals<sup 1 if Combined Loan Amount > \$2.0MM <sup>2</sup> Refinance:  1 Full Appraisal <sup>1</sup> if Combined Loan Amount = \$1.5MM  2 Full Appraisals<sup 1 if Combined Loan Amount > \$1.5MM <sup>2</sup>			
Third Party Review Requirements	Collateral Desktop Analysis (CDA)			
Clear Capital Escalation	<ul> <li>If the CDA Returns a value that is <!--= 10% of the appraised Value<sup-->3 or the purchase price, the lower of the Appraised Value or purchase price can be used to establish the LTV/CLTV</li> <li>If the CDA returns a value that is "indeterminate" or &gt;10% of the Appraised Value<sup>3</sup>, a Clear Capital Broker Price Opinion (BPO) and Clear Capital Value Reconciliation of three Reports must be ordered. The reconciled value determined by Clear Capital will be used to determine LTV/CLTV</li> <li>If the Clear Capital CDA returns a value that is greater than the Appraised Value<sup>3</sup>, the lower of the Appraised Value or purchase price (when applicable) will be used to determine LTV/CLTV</li> </ul>			
Property Condition	<ul> <li>Property condition rating of C1 through C4 required on all Single Family, PUDs and Condominiums</li> <li>Property condition rating of C4 is permitted with comparable properties with same rating/condition</li> <li>If no similar C4 comparable properties are provided, then a 5% LTV/CLTV reduction is required</li> <li>2-4 Unit properties must have Condition description of Good or Average. Condition description of Fair is not acceptable.</li> </ul>			
HOA Certification	Condominiums require HOA Certification Form			

<sup>&</sup>lt;sup>1</sup> "Full Appraisal" refers to a Uniform Residential Appraisal Report (URAR). This includes forms FNMA 104 or FHLMC 70

<sup>&</sup>lt;sup>2</sup> The CDA will be completed on the lower of the two appraisals

 $<sup>^{3}</sup>$  The "Appraised Value" is the value determined from the original appraisal(s) obtained by the Seller



Advanced Portiolio Gold – Alt						
		Product Offerings				
Product	Amortization Term	Term	I/O Term			
15 YR FIXED	180	180	NA			
30 YR FIXED	360	360	NA			
30 YR FIXED I/O	240	360	120			
40 YR FIXED I/O	360	480	120			
5YR & 7YR SOFR ARM	360	360	NA			
5YR & 7YR SOFR ARM I/O (30 YR)	240	360	120			
5YR & 7YR SOFR ARM I/O (40 YR)	360	480	120			
Product Specifications						
Conversion Option	None					
Pre-payment Penalty (PPP)	Investment Only <sup>1-4</sup>					
Borrower Qualification	FIXED: Borrowers qualify at the Note rate based on fully amortizing Principal and Interest payment 5YR SOFR: Qualify at the higher of Note rate plus 2% or fully indexed rate 5YR SOFR I/O ARM: Will qualify at the fully amortizing (PITI) based on 20-year amortizing term at the higher of the Note Rate plus 2% or fully indexed rate. 7YR SOFR: Qualify at the higher of the Note rate or the fully indexed rate 7yr SOFR I/O ARM: Will qualify at the fully amortizing (PITI) based on 20-year amortizing term at the higher of the fully indexed rate or note rate.					
Buydown	Buydowns not permissible in any product or program					
Mortgage Insurance	Mortgage Insurance is not required or permitted					
Assumability	ARMs loans are Assumable after the initial fixed rate period under certain conditions described in the Security Instrument					

- 1. Prepayment penalties not allowed in KS, MD, MI, MN, NM, OH, and RI
- 2. Prepayment penalties not allowed on loans vested to individuals in IL and NJ
- 3. Prepayment penalties not allowed on loan amounts less than \$278,204 in PA
- 4. Only declining prepayment penalty structures allowed in MS