Change
WHOLESALE

ALT DOC PRIME

ALT-QM
UNDERWRITING
GUIDELINES

02/02/2026

TABLE OF CONTENTS

OVERVIEW

Alt-QM guidelines are structured to guide its users towards making common sense lending decisions on loans to borrowers who may have limited access to credit. These borrower's situations generally require the consideration of alternative forms of documenting income and/or compensating factors which offset the risk indicated by a recent credit event or elevated debt-to-income ratio. The borrower's ability to repay must be proven in all instances.

Loans eligible for sale to a Government Sponsored Entity (Federal National Mortgage Association ("Fannie Mae" or "FNMA") or Federal Home Loan Mortgage Corporation ("Freddie Mac" or "FHLMC") are not eligible for the Alt-QM programs.

For any guideline not addressed in these guides, defer to Fannie Mae Guidelines.

Alt Doc - Prime

Change WHOLESALE

Effective Date: 02/02/2026

Standard Doc, Asset Depletion, Asset Qualifier, Bank Statements, 1099 Only, W2 Only, & 1 Year Tax Return Transactions							
FICO & LTV/CLTV		Purchase & Rate/Term Refinance			Cash Out Refinance		
FICO	Loan Amt	Owner Occupied	Second Home	Investment	Owner Occupied	Second Home	Investment
740	≤ $1.5m	90	85	85	80	75	75
	≤ $2.5m	85	80	80	75	70	70
	≤ $3.5m	75	70	70	65	60	60
720	≤ $1.5m	90	85	85	80	75	75
	≤ $2.5m	80	80	80	70	70	70
	≤ $3.5m	75	70	70	65	60	60
700	≤ $1.5m	85	85	85	75	75	75
	≤ $2.5m	80	80	80	70	70	70
	≤ $3.5m	70	70	70	60	60	60
680	≤ $1.5m	80	80	80	70	70	70
	≤ $2.5m	75	75	75	65	65	65
660	≤ $1.5m	80	80	80	70	70	70
	≤ $2.5m	75	70	70	60	60	60

P&L Transactions							
FICO & LTV/CLTV		Purchase & Rate/Term Refinance			Cash Out Refinance		
FICO	Loan Amt	Owner Occupied	Second Home	Investment	Owner Occupied	Second Home	Investment
740	≤ $2.0m	80	80	75	75	75	70
	≤ $2.5m	80	80	75	70	70	65
	≤ $3.0m	75	75	70	65	65	60
720	≤ $1.5m	80	80	75	75	75	70
	≤ $2.5m	80	80	75	75	75	70
	≤ $3.0m	75	75	70	65	65	60
700	≤ $1.5m	80	80	75	75	75	70
	≤ $2.0m	80	80	75	70	70	65
	≤ $2.5m	75	75	70	65	65	60
	≤ $3.0m	70	70	65	60	60	60
680	≤ $1.5m	80	80	75	70	70	65
	≤ $2.0m	75	75	70	65	65	60
	≤ $2.5m	70	70	70	60	60	55
	≤ $3.0m	70	70	65	N/A	N/A	N/A

Program Requirements	
Appraisal	Loan amounts over $2,000,000 automatically require two appraisals. Every appraisal requires a Desk Review. Properties with a rating of C5, C6 or Q6 are not acceptable. Properties located within a Declining Market as defined by the appraiser require a 5% reduction to the max LTV/CLTV offered (see grid above).
Property Types	SFR, PUD, Townhome, Condominium, Non-Warrantable Condos, 2-4 Unit, Modular & Rural. Log Homes and Manufactured Homes are not eligible.
Qualifying FICO	Qualifying FICO = the FICO of the Primary Wage Earner. Primary Wage Earner must have a valid score from at least 2 of the 3 standard agencies.

General Requirements	
Product Type	5/6 ARM, 10/6 ARM, 30 Yr Fixed (IO), 30 Year Fixed (Step)
Loan Amount	$3.5m max, $100k min
Occupancy	Primary, Second Home, Investment
Max LTV, Min FICO	90%, 660
Max DTI	LTV ≤ 65% = 55%, LTV > 65% = 50%
Payment History	0 x 30 x 12
Credit Event Seasoning (BK,FC,SS,DIL)	> 4+ Years
Interest Only	Business Purpose Transactions only, (10/20 IO), ARMs & Fixed
I.O. Restrictions	Min. 700 FICO, Max 85% LTV, No cash out
ARM Margin	4.00%
Cash Out Requirements	
LTV > 60%	$1,000,000 max cash out
LTV ≤ 60%	Unlimited cash out
Borrower Eligibility	
FTHB	No Interest Only (IO)
Non-Occupant Co-Borrower	1 unit, O/O only, Max 50% DTI, Max 80% LTV/CLTV, No cash out
Permanent Resident Alien	Eligible, No Restrictions
Non-Permanent Resident Alien	Max 80% LTV/CLTV, Max 50% DTI
Property Type	
Warrantable Condos & 2-4 Units	Max 85% LTV/CLTV
Florida Warrantable Condos	Max 80% LTV/CLTV
Non-Warrantable Condos	Max 80% LTV/CLTV
Rural Properties	Owner Occupied only, No cash out, Max 75% LTV/CLTV
Income Qualification	
Standard (Full) Doc	Max 90% LTV/CLTV
Asset Depletion* & Asset Qualifier	Max 85% LTV/CLTV, Primary & Second Home Only *60 Month or 84 Month Amortization for DTI
Bank Statements	Max 90% LTV/CLTV
1099 Only	Max 90% LTV/CLTV
W2 Only	Max 90% LTV/CLTV
1 Year Tax Return	Max 90% LTV/CLTV
12 Month P&L	Max 80% LTV/CLTV, Max 50% DTI, Min. 680 FICO
Reserves	
$150,000 - $1,500,000	3 Months PITIA
$1,500,001 - $2,500,000	6 Months PITIA
> $2,500,000+	9 Months PITIA
Additional Financed Properties	6 months PITIA for the subject property if the borrower owns additional financed properties, unless subject loan amount requires 9 Months PITIA. Refer to guidelines for specifics.
Cash Out Used as Reserves	Permitted

Change WHOLESALE

Alt Doc - Prime

Effective Date: 02/02/2026

Standard (Full) Income Documentation Options

Standard Documentation	• Wage/Salary: YTD Pay stubs, 2-year W2(s), IRS Form 4506C, Verbal VOE • Self-Employed: 2-year Personal and Business (if applicable) Tax Returns, YTD P&L, 2 recent months business bank statements to support P&L, IRS Form 4506C • Refer to guidelines for specifics on other types of standard income requirements (i.e., Auto Allowance, Rental Income, Non-Taxable Income,etc.)

Alternative Income Documentation Options

Asset Qualifier (ATR)	Qualification is determined solely based on the Applicant's liquid assets and assets they can liquidate without restriction. **Option 1: Mortgage Only** Total post-closing assets must meet 125% of the outstanding mortgage debt for which the Borrower has personal liability, including the subject property. **Option 2: Traditional** Total post-closing assets must meet the sum of the below: • 100% of the loan amount • Reserves required per program • 60 months of total debt service (do not include subject property PITIA or PITIA on rented properties with documented rental income) • 60 months of net rental losses on rental properties (do not include subject property PITIA - refer to guidelines for specifics)
Asset Depletion (DTI)	Borrowers must have a minimum of the lesser of $1m in qualifying assets or must have qualifying assets equal to the subject loan amount. Reserves are not required for the Asset Depletion income option. Assets used for qualifying must be seasoned for a minimum of 30 days. All individuals listed on the account statements must be on the Note and Mortgage. Calculation Method: Qualifying income is based upon the total assets eligible for depletion, less down payment, less out of pocket closing costs, divided by 60 or 84.
Bank Statements	Income calculated based on 12 to 24 months recent Business and/or Personal bank statements. Refer to program guidelines for calculation methods available. If the trend is declining and/or irregular additional documentation may be required up to and including an additional 12 months of statements.
1099 Only	Validated most recent 1 year 1099 plus most recent YTD pay stub reflecting at least 30 full days earnings or 3 months bank statement showing deposit receipts. Utilize 10% baseline expense factor. Multiply the expense ratio by the gross receipts reflected on the validated 1099. Refer to guidelines for retired borrowers.
W2 Only	Validated most recent 1 year W2 to be utilized for income qualifying. Wage Earners only - self-employment not permitted.
1 Year Tax Return	Validated most recent year tax returns to be utilized for income qualifying. Self-employed borrowers only - minimum 25% ownership. Refer to guidelines for specifics.
12 Month P&L	12 Month CPA, EA or CTEC prepared P&L Statement - minimum 50% business ownership required. Qualifying income is the lower of the net income from the P&L divided by the time period covered (12 months) multiplied by the borrower's ownership percentage or monthly income disclosed on the initial signed URLA.
Other Income	Supplemental income options such as rental income, retirement/pension, social security and/or additional CoBorrower income. Please refer to guidelines for specifics.

Additional Program Requirements

Gift Funds	Gift funds are acceptable as 100% down payment for loans ≤ 80% LTV. Gift funds are acceptable for loans > 80% LTV with 5% minimum borrower contribution.
Tradelines	Standard two (2) tradelines reporting for 12+ months within the last 24 months, or a combined credit profile between Borrower and CoBorrower within a minimum of three (3) tradelines. Refer to guidelines for additional tradeline options and guidance.
Assets	Sourced and seasoned for 30 days.
Cash Out Refinance	LTV/CLTV is calculated based on the current appraised value if the subject ownership has been seasoned at least 6 months.
Compliance	• Escrows required for all HPML loans, refer to guidelines for additional escrow requirements • No section 32 or state high cost • Compliance with all applicable federal and state regulations • "Total borrower paid points and fees up to 3%"
Max Financed Properties	Maximum 20 financed properties including subject property.
Prepayment Penalty	Permitted on Non-Owner Occupied (Investment Properties) only. Where permitted by applicable laws and regulations. Total points, fees and APR may not exceed current state and federal high-cost thresholds.
Qualifying Rate	Fixed = Note Rate; 5/6m or 10/6 ARM = Greater of Note Rate or Fully Indexed Rate
Qualifying Payment	All: Use Qualifying Rate (refer to box above) for calculating PITIA Interest Only: qualify using the fully amortized payment based on the term remaining after the expiration of the interest-only period. Step Payment: qualify using the 30 year fixed fully amortized payment
Seller Concessions	Maximum Interested Party Contributions permitted up to 6%.
Subordinate Financing	Primary Residences only. Refer to grid above for max LTV/CLTV availability. Secondary financing must be institutional. Seller carrybacks are not permitted.

ALT DOC PRIME

PROGRAM ELIGIBILITY

- **Alt Doc Prime** – Program allowing for alternative income documentation to agency guides for qualifying.

The following loan products are eligible:

Fully Amortizing

- 5/6 Month SOFR: (2/1/5 Cap Structure)
- 10/6 Month SOFR: (5/1/5 Cap Structure)
- 30 Year Fixed

Step Payment

- 30 Year Fixed

Amortization Period: 30 Year

Monthly payment consists of a partial amount of principal in addition to the full interest for the first 120 months and then will consist of full principal and interest amortized over the remaining term.

Refer to program matrices for additional requirements.

Interest-Only

- 5/6 Month SOFR: (2/1/5 Cap Structure)
- 10/6 Month SOFR: (5/1/5 Cap Structure)
- 30 Year Fixed

Interest Only Period: Available for 10 years on all ARM & 30 Year Fixed rate products.

Amortization Period: 30 Year

Refer to program matrices for additional requirements.

Qualifying Rate (All Doc Types):

Fixed: Qualify borrower(s) at the Note Rate.

ARMs: 5/6- & 10/6-Month ARM - Qualify borrower(s) at the greater of the Fully Indexed Rate or Note Rate.

Qualifying Payment

Qualifying Ratios are based on the fully amortized payment (using the qualifying rate noted above), over the fully amortized term of the loan.

For Step Payment transactions – the qualifying ratios are based on the fully amortized payment (using the qualifying rate noted above), over the thirty year term of the loan.

For Interest Only transactions – the qualifying ratios are based on the fully amortized payment after the end of the interest-only period using the qualifying rate as noted above.

LOAN AMOUNTS

Minimum Loan Amount

- $100,000

Maximum Loan Amount

- $3,500,000

MINIMUM FICO

- 660

MAXIMUM LTV/CLTV

- 90% / 90%

MORTGAGE INSURANCE

Not required

INTERESTED PARTY CONTRIBUTIONS (SELLER CONTRIBUTIONS)

Up to 6% towards closing for Primary, Second Homes and Investment Properties.

All Interested Party Contributions must be properly disclosed in the sales contract, appraisal, Loan Estimate and Closing Disclosure and be compliant with applicable federal, state, and local law.

Interested party contributions include funds contributed by the property seller, builder, real estate agent/broker, mortgage lender, or their affiliates, or any other party with an interest in the real estate transaction.

Interested party contributions may only be used for closing costs and prepaid expenses (Financing Concessions) and may never be applied to any portion of the down payment or contributed to the borrower's financial reserve requirements. If an Interested Party Contribution is present, both the appraised value and sales price must be reduced by the concession amount that exceeds the limits referenced above.

ESCROWS – IMPOUND ACCOUNTS

Escrows for taxes and insurance are required on all loans with LTVs greater than 80%, unless otherwise specified by applicable state law.

Escrows for taxes and insurance are required for all HPML loans.

SECONDARY FINANCING

Refer to the program specific matrix for max LTV/CLTVs permitted. Secondary financing must be institutional. Seller-held subordinate liens are not permitted.

New subordinate financing is permitted on primary residence purchase transactions only.

Existing secondary financing must be subordinated and recorded or refinanced, paid off or closed. HELOC CLTV must be calculated at the maximum available line amount unless the borrower can provide documentation that the line of credit is past its draw period.
Payments on secondary financing must be calculated using the same Qualifying Rate and Qualifying Payment methodologies using the terms specific to the secondary financing.

HELOC: The payment for a simultaneous HELOC must be determined using the periodic payment required under the terms of the plan by considering the actual amount of credit to be drawn by the consumer at consummation of the covered transaction.

AGE OF DOCUMENTS

Per FNMA standard guidelines.

FEES

Standard fee of $1,795 for Wholesale

Retail follows Standard State Fees.

BORROWER STATEMENT OF OCCUPANCY

Primary and Second Homes
Borrower must acknowledge the intended purpose of the subject property ("Primary Residence" or "Second Home") by completing and signing the appropriate sections of the "Occupancy Certification" found in EXHIBIT A of this guide.

Investment Properties
Borrower must acknowledge when the loan is a business purpose loan by completing and signing the appropriate sections of the "Occupancy Certification" and "Certification of Business Purpose" in EXHIBIT "A" and EXHIBIT "J" of this guide.

BORROWER CONTACT CONSENT FORM

To assist the loan servicer in contacting the borrower in a timely manner, the Loan Officer is required to obtain a valid phone number for the borrower(s). The phone number can be collected on the 1003 loan application or by using the Borrower Contact Consent Form (Exhibit F) in the Exhibit section of the Guide.

ABILITY TO REPAY/QUALIFIED MORTGAGE RULE

Change Wholesale mandates that all Alt-QM guidelines meet the CFPB's requirements under its Ability-to-Repay (ATR) / Qualified Mortgage Rule, including loans that meet the general ATR requirements and certain higher-priced qualified mortgage loans with rebuttable presumption liability protection, as prescribed by the applicable regulation.

Each loan which discloses a qualifying income figure on the URLA must include a completed ATR Borrower Confirmation form, available in the forms section of the system. See EXHIBIT B: Ability-To-Repay Borrower Confirmation for an example in the Exhibits section of this guide. *Note: Business Purpose/Investment property transactions are exempt from completing this form.

STATE AND FEDERAL HIGH-COST LOANS

High-cost loans are not permitted.

PREPAYMENT PENALTY

For Investment Property transactions when permitted by applicable laws and regulations, a prepayment charge can be structured to be assessed if prepayment occurs between the first twelve (12) to sixty (60) payments due on the loan.

The prepayment charge shall be equal to six (6) months interest at the then applicable Interest Rate on the amount prepaid that exceeds twenty percent (20%) of the original principal balance of the loan. The prepayment charge shall be assessed if the loan is paid due to sale or refinance of the property or any curtailments that exceed twenty percent (20%) of the original principal amount of the loan in any given twelve (12) month period.

- The following states are subject to local jurisdiction prepayment penalty rules and regulations:
  - District of Columbia, Illinois, Michigan, Mississippi, New Jersey, Ohio, Oklahoma, Rhode Island, Utah, and Virginia.
- Not allowed in Alaska, Kansas, Minnesota, New Mexico, North Carolina (loan amounts < $150,000) or Pennsylvania (loan amounts < $312,159 on 1-2 Units including condos).

UNDERWRITING

All files are manually underwritten.

INTEREST CREDITS

Loans closed within the first 5 days of the month may reflect an interest credit to the borrower.

ASSUMABILITY

Loans are not assumable.

PROPERTY INSURANCE

Property insurance for loans must protect against loss or damage from fire and other hazards covered by the standard extended coverage endorsement. The coverage must provide for claims to be settled on a replacement cost basis. Extended coverage must include, at a minimum, wind, civil commotion (including riots), smoke, hail, and damage caused by aircraft, vehicle, or explosion.

Policies that limit or exclude from coverage (in whole or in part) windstorm, hurricane, hail damages, or any other perils that normally are included under an extended coverage endorsement are not acceptable.

Borrowers may not obtain property insurance policies that include such limitations or exclusions unless they are able to obtain a separate policy or endorsement from another commercial insurer that provides adequate coverage for the limited or excluded peril or from an insurance pool that the state has established to cover the limitations or exclusions.

Additional requirements apply to properties with solar panels that are leased from or owned by a third party under a power purchase agreement or other similar arrangement.

The insurance coverage should reflect one of the following:

- 100% of the insurable value of the improvements, as established by the property insurer; or
- 100% of the Total Estimate of Cost-New per the appraiser; or
- The unpaid principal balance of the mortgage, as long as it at least equals the minimum amount—80% of the insurable value of the improvements—required to compensate for damage or loss on a replacement cost basis. If it does not, then coverage that does provide the minimum required amount must be obtained.

For insurance not addressed in this section, default to Fannie Mae requirements.

Rent Loss Insurance

For Investment Properties - rent loss insurance covering a minimum of 6 months of the rental figure used to qualify is required for the subject property.

TRANSACTION TYPES

ELIGIBLE TRANSACTIONS

Purchase

- Proceeds from the transaction are used to finance the acquisition of the subject property.
- LTV/CLTV based upon the lessor of the sales price or appraised value.
- In the event the Seller is an entity (including, without limitation, an LLC or partnership), the Seller must provide documentation identifying all current members, along with authorized signors, to ensure full transparency.

Rate/Term Refinance

- Proceeds from the transaction are used to pay off an existing first mortgage loan and any subordinate loan used to acquire the property.
- Any subordinate loan not used in the acquisition of the subject property provided one of the following apply:
  - Closed end loan, at least 12 months of seasoning has occurred;
  - HELOC, at least 12 months of seasoning has occurred and total draws over the past 12 months are less than $2,000. HELOC must be closed.
- Buying out a co-owner pursuant to an agreement.
- Properties listed for sale must be taken off the market at least 90 days prior to disbursement of the refinance loan or a 1 year prepayment penalty is required if the subject is an investment property.
- For properties listed for sale within the most current 12 months, the listing price must be reconciled against the current appraised value. The lower of the two must be used to qualify and determine LTV/CLTV.
- Paying off an installment land contract executed more than 12 months from the loan application date.
- Cash back in an amount not to exceed the lesser of 2% of the new loan amount or $5,000 can be included in the transaction.
- LTV/CLTV based upon the current appraised value.

Cash-Out Refinance

- A refinance that does not meet the definition of a rate/term refinance
- A mortgage secured by a property currently owned free and clear is considered cash out.
- The payoff of delinquent real estate taxes, federal taxes, state taxes and judgments (60 days or more past due) is considered cash out.
- The borrower(s) must indicate the purpose of the cash out proceeds.
- Properties listed for sale must be taken off the market at least 90 days prior to disbursement of the refinance loan or a 1 year prepayment penalty is required if the subject is an investment property.
- For properties listed for sale within the most current 12 months, the listing price must be reconciled against the current appraised value. The lower of the two must be used to qualify and determine LTV/CLTV.
- Loans not eligible for cash-out:
  - A prior cash out transaction within the last 12 months unless a documented benefit exists.
  - Interest Only Transactions
- See Change Wholesale Matrices for cash-out limits.

Seasoning Requirements:

- Cash-Out Seasoning is defined as the difference between application date of the new loan and prior financing note date or date of purchase.
- If owned for less than 12 months, use lesser of purchase price plus documented improvements or appraised value. If more than 12 months use appraised value.
  - If owned for less than 6 months, use lesser of purchase price plus documented improvements or appraised value. If more than 6 months, but less than 12 months, use appraised value as long as the borrower meets the following additional requirements:
    - Minimum 720 FICO
    - Minimum 12 months PITIA reserves documented with personal assets (cannot apply cash out proceeds)

- Cash-Out Seasoning of less than (6) months is not permitted unless the borrower acquired the property through an inheritance or was legally awarded the property (divorce, separation).
    - If the property was owned by an LLC that is majority-owned or controlled by the borrower(s), the time it was held by the LLC may be counted towards meeting the borrower's six-month ownership requirement.
    - If the property was owned by an inter vivos revocable trust, the time held by the trust may be counted towards meeting the borrower's six-month ownership requirement if the borrower is the primary beneficiary of the trust.

Delayed Financing

- Delayed Financing within 6 months of original purchase is allowed with the following restrictions:
    - The new loan amount can be no more than the actual documented amount of the borrower's initial investment in purchasing the property plus the financing of closing costs, prepaid fees, and points on the new mortgage loan subject to the maximum LTV, CLTV, and HCLTV ratios for the cash-out transaction based on the lower of the initial purchase price or current appraised value.
    - The sources of funds for the purchase transaction are documented (such as bank statements, personal loan documents, or a HELOC on another property).
    - At least one of the following must exist:
        - No mortgage financing was used to obtain the property.
            - The original purchase transaction is documented by a settlement statement, which confirms that no mortgage financing was used to obtain the subject property. (A recorded trustee's deed or similar alternative confirming the amount paid by the grantee to trustee may be substituted for a settlement statement if a settlement statement was not provided to the purchaser at time of sale).
            - The preliminary title search or report must confirm that there are no existing liens on the subject property, or the existing lien being refinanced was taken out after the property was obtained as evidenced by a copy of the note.
        - If the source of funds used to acquire the property was an unsecured loan or a loan secured by an asset other than the subject property (such as a HELOC secured by another property), the settlement statement for the refinance transaction must reflect that all cash-out proceeds be used to pay off or pay down, as applicable, the loan used to purchase the property. Any payments on the balance remaining from the original loan must be included in the debt-to-income ratio calculation for the refinance transaction.
        - The lender has documented that the borrower acquired the property through an inheritance or was legally awarded the property through divorce, separation, or dissolution of a domestic partnership.
        - Subject loan proceeds can be applied towards reserve requirement.
        - All other rate & term refinance eligibility requirements are met. Rate & Term pricing applies.

NON-ARMS LENGTH AND INTERESTED PARTY TRANSACTIONS

Non-Arm's Length

A non-arm's length transaction occurs when the borrower has a direct relationship or business affiliation with the subject property Builder, Developer, or Seller. Examples of non-arm's length transactions include family sales, property in an estate, employer/employee sales and flip transactions.

When the property seller is a corporation, partnership, or any other business entity it must be ensured that the borrower is not an owner of the business entity selling the property.

A non-arm's length transaction is not intended to bail out a family member who has had difficulties making their mortgage payment. A thorough review of the title report in these cases is required as well as the payment history pattern (VOM on the Seller's mortgage).

Interested Party Transaction

A Conflict-Of-Interest Transaction occurs when the borrower has an affiliation or relationship with the Mortgage Broker, Loan Officer, Real Estate Broker or Agent, or any other interested party to the transaction.
In the case of the Mortgage Broker, Loan Officer, or Real Estate Broker/Agent extra due diligence must be exercised. For example, the seller's real estate agent for the subject property may not act as the loan officer for the borrower(s) purchasing the same subject property. An examination of the relationship among the Mortgage Broker, Title/Escrow Companies, Appraiser, and any other party to the transaction must be closely examined. A Letter of Explanation regarding the relationship between the parties is required.

Non-Arm's Length and Interested Party Transactions Eligibility

- Buyer(s)/Borrower(s) representing themselves as agent in real estate transaction
  - Commission earned by buyer/borrower can be used for down payment and closing costs.
  - Commission earned by buyer/borrower cannot be applied towards the reserve requirement.
- Seller(s) representing themselves as agent in real estate transaction is allowed
- Purchase between landlord and tenant
  - Must provide a recent 12-month VOR showing rent paid as agreed along with a copy of the seller's payoff demand showing not a foreclosure bailout
- Purchase between family members
  - Gift of Equity requires a gift letter, and the equity gift credit is to be shown on the Closing Disclosure
  - Must provide a 12-month mortgage history on existing mortgage securing subject property confirming Family Sale is not a foreclosure bailout
- Borrower to provide cancelled check verifying the earnest money deposit
- Employer to employee sales or transfers not allowed
- Property trades between buyer and seller not allowed

BORROWER ELIGIBILITY

NON-OCCUPANT CO-BORROWERS

Non-Occupant Co-Borrowers are credit applicants that do not occupy the subject property. The following requirements must be met:

- Must be an immediate relative
- Must sign the mortgage/deed of trust and must not have an interest in the property sales transaction
- Max 80% LTV/CLTV or limited as posted on the current program matrix, whichever is lower
- 1-unit primary residence purchase or rate & term refinance only
- Max DTI of 50%
- Additional three (3) months reserves required
- Occupying borrower must have documented income equal to 50% of the subject PITIA

FIRST TIME HOME BUYERS

- Definition: An individual is considered to be a first-time home buyer if they have had no ownership interest in a residential property in the most current 3-year period.
- Interest Only not permitted
- Qualifying DTI cannot exceed 45%
- Refer to the current program matrix for any additional FTHB restrictions

RESIDENCY

Eligible	• U.S. Citizen • Permanent Resident Alien • Non-Permanent Resident Alien
Ineligible	• Applicants possessing diplomatic immunity • Foreign National • Borrowers from OFAC sanctioned countries • Politically exposed borrowers • Any material parties (company or individual) to transaction listed on HUD's Limited Denial or Participation (LDP) list, the federal General Services Administration (GSA) Excluded Party list or any other exclusionary list.

US CITIZEN

Eligible without guideline restrictions.

PERMANENT RESIDENT ALIEN

An alien admitted to the United States as a lawful permanent resident. Lawful permanent residents are legally accorded the privilege of residing permanently in the United States.

- Acceptable evidence of permanent residency includes the following:
  - Alien Registration Receipt Card I-151 (referred to as a green card).
  - Alien Registration Receipt Card I-551 (Resident Alien Card) that does not have an expiration date on the back (also known as a green card).
  - Alien Registration Receipt Card I-551 (Conditional Resident Alien Card) that has an expiration date on the back and is accompanied by a copy of the filed INS Form I-751 (petition to remove conditions).
  - Non-expired foreign passport that contains a non-expired stamp (valid for a minimum of three years) reading "Processed for I-551 Temporary Evidence of Lawful Admission for Permanent Residence. Valid until [mm-dd-yy]. Employment Authorized."
- Eligible without guideline restrictions.

NON-PERMANENT RESIDENT ALIEN

An alien admitted to the United States as a lawful temporary resident. Lawful non-permanent residents are legally accorded the privilege of residing temporarily in the United States.

- Legal Status Documentation
  - Visa types allowed: E-1, E-2, E-3, EB-5, G-1 through G-5, H-1B, L-1, NATO, O-1, R-1, TN NAFTA
  - Copies of the borrower's passport and unexpired visa must be obtained. Acceptable alternative documentation to verify visa classification is an I-797 Form (Notice of Action) with valid extension dates and an I-94 Form (Arrival/Departure Record). Borrowers unable to provide evidence of lawful residency status within the U.S. are not eligible for financing.
  - A valid employment authorization document (EAD) must be obtained if the visa is not sponsored by the borrower's current employer. If the visa will expire within six (6) months of loan application, it is acceptable to obtain a letter from the employer documenting the borrower's continued employment and continued visa renewal sponsorship (employer on the loan application must be the same as on the unexpired visa)
  - If a non-U.S. citizen is borrowing with a U.S. citizen, it does not eliminate visa or other residency requirements. Individuals in possession of spouse or family member visas are to qualify as co-borrowers only. A valid EAD must be provided to use income for qualification.
  - Borrowers who are residents of countries which participate in the Department of Homeland Security's Cisa Waiver Program (VWP) will not be required to provide a valid visa. Participating countries can be verified through the U.S. Department of State website: https://www.dhs.gov/visa-waiver-program-requirements
- Loan terms must meet the following criteria (does not apply if at least one borrower is a US Citizen):
  - Maximum 80% LTV/CLTV
  - Maximum 50% DTI
  - Primary Residence only
  - Two full uninterrupted years of employment in the United States is required for all borrowers whose income is being considered to qualify.

INTER VIVOS REVOCABLE TRUST

An inter vivos revocable trust is permitted when the trust has an ownership interest in the subject property for all transaction types. The following requirements should be met. Not all requirements may be addressed; Fannie Mae requirements should be followed if these guides are silent.

The Trust must be established by one or more natural persons, solely or jointly. The primary beneficiary of the trust must be the individual(s) establishing the trust. The Trust must become effective during the lifetime of the person establishing the trust. If the trust is established jointly, there may be more than one primary beneficiary as long as the income or assets of at least one of the individuals establishing the trust will be used to qualify for the mortgage.

The trustee must include either:

- The individual establishing the trust (or at least one of the individuals, if 2 or more); or
- An institutional trustee that customarily performs trust functions in and is authorized to act as trustee under the laws of the applicable state.

The trustee must have the power to hold the title and mortgage the property. This must be specified in the trust.
One or more of the parties establishing the trust must use personal income or assets to qualify for the mortgage.
The following documentation is required:

- The trust was validly created and is duly existing under applicable law,
- Attorney's Opinion Letter from the borrower's attorney or Certificate of Trust verifying all the following:
    - The trust is revocable,
    - The borrower is the settler of the trust and the beneficiary of the trust,
    - The trust assets may be used as collateral for a loan,
    - The trustee is:
        - Duly qualified under applicable law to serve as trustee,
        - The borrower,
        - The settler,
        - Fully authorized under the trust documents and applicable law to pledge or otherwise encumber the trust assets.

In lieu of the above, a complete copy of the trust documents certified by the borrower to be accurate, or a copy of the abstract or summary for jurisdictions that require a lender to review and rely on an abstract or summary of trust documents instead of the trust agreements can be provided. The Attorney also needs to verify that the trust has not been revoked, modified, or amended in any manner that would cause the representations to be incorrect.

INELIGIBLE BORROWERS

- Irrevocable Trust
- Land Trust
- Blind Trust
- Life Estate Trust
- Borrowers with diplomatic immunity or otherwise excluded from U.S. jurisdiction
- DACA & asylum applicants
- Any borrower suspended, debarred, or otherwise excluded per the LDP/GSA and/or OFAC/SAM findings
- Self-employed borrower deriving their income from any cannabis related business

CREDIT

CREDIT REPORTS

Fannie Mae guidelines should be utilized for processing and documenting all required credit reports and determining borrower's credit eligibility.

The credit report used to evaluate a loan may not reflect a security freeze. If the borrower(s) unfreeze credit after the date of the original credit report, a new tri-merged report must be obtained to reflect current and updated information from all repositories.

CREDIT INQUIRIES

Any credit inquiries listed on the report within 90 days of the report date must be explained by the borrower. If new credit was extended borrowers must provide documentation on the current balance and payment. If no credit was extended the borrower must clarify the purpose of the inquiry. Borrowers are obligated to inform the Loan Officer of any new extension of credit, whether unsecured or secured, that takes place during the underwriting process and up to the consummation of the loan.

HOUSING HISTORY

Mortgage/rental history is required for all programs. If a borrower's mortgage or rental history is not reported on the credit report, alternative documentation showing the most recent 12-month history must be provided.

Mortgage Payment History – Forbearance/Payment Deferment Clarification

For recent forbearance: 12 months seasoning required after borrower exits forbearance plan.

Mortgage Payment History Documentation

If adequate mortgage payment history is not included in the borrower's credit report the following must be provided to verify the borrower's payment history:

- A standard mortgage verification; or
- Loan payment history from the servicer; or
- The borrower's canceled checks for the last 12 months; or
- The borrower's year-end mortgage account statement provided the statement includes a payment receipt history, and, if applicable, canceled checks for the months elapsed since the year-end mortgage account statement was issued.

Rental Payment History Documentation

The borrower's rental payment history must be documented for the most recent 12-month period. The following documentation is acceptable:

- Canceled checks can be provided. In lieu of canceled checks the borrower pay provide bank statements, copies of money orders, or other reasonable methods for documenting the timely payment of rent. The documentation must clearly indicate the payee and the amount being paid and reflect that the payments were made on a consistent basis.

- Direct verification of the payment of rent from the landlord. Direct landlord verification is acceptable whether the landlord is an individual or a professional management company.

Housing late payments exceeding 1 x 60 x 24 require a letter of explanation from the borrower. The situation causing delinquency must be adequately documented as resolved. The new housing payment must be considered when determining if the situation is adequately resolved.

Borrowers who currently live rent free are permitted with supporting documentation, such as a fully executed Rent-Free Letter of Explanation from the current legal owner of the property borrower is residing in.

For refinance transactions: Short payoffs tied to the subject property are not permitted. A short payoff occurs when the Lender being paid off agrees to accept a balance less than the outstanding loan amount to release their lien on the property.

CONSUMER CREDIT

Consumer Credit History

All mortgage accounts must be current at application and remain paid as agreed through closing.

Installment Debt

Installment debt with less than 10 months' payments remaining may be excluded from the DTI, as long as the Borrower has the assets to make the remaining payments. Borrowers may pay down the debt such that the remaining balance is less than the sum of 10 months' payments. The assets used must be sourced. Loans secured by financial assets (i.e., 401k, margin loan, etc.) do not need to be included in the DTI provided the asset balance exceeds the loan balance.

Timeshares

Timeshare obligations will be treated as a consumer installment loan.

Alimony/Child Support

Alimony may be deducted from income rather than included as a liability, provided the alimony payments are tax deductible to the payer. Otherwise, include as a liability. Child support must be included as a liability. Alimony or child support with less than 10 months' payments remaining based on the Note date may be excluded from the DTI, as long as the borrower has the assets to make the remaining payments.

Consumer Credit Charge-Offs and Collections

- Individual collection and non-mortgage charge-off accounts totaling greater than $5,000 must be paid in full prior to or at closing.
- Medical collections may remain open regardless of amount.
- 2nd mortgage or junior lien that has been charged off is subject to foreclosure seasoning periods for grade determination based upon the charge off date
- Collections and charge-offs that have expired under the state statute of limitations on debts may be excluded. Evidence of expiration must be documented.

Charge-offs and collections not excluded by the above bullet points must be paid or may stay open if using one or a combination of both of the following:

- Payments for open charge-offs or collections are included in the DTI (Subject to program DTI restrictions) based on a documented payment plan or a 5% estimated payment based on the current account balance.
- Reserves are sufficient to cover the balance of the charge-offs or collections and meet reserve requirements.

Disputed Accounts
When the credit report contains tradelines disputed by the borrower:

- If the tradeline is paid as agreed, no further action is required.
- If the tradeline is tied to a medical debt/collection, no further action is required.
- If the disputed account is reporting any derogatory payments within the most recent 24 months one of the following must be obtained:
    - Provide a credit supplement verifying the disputed information is accurate – must reflect the derogatory payments as removed/erroneous. If the derogatory payments were reported in error then nothing further is required outside of the credit supplement reporting the accurate payment history.
    - If the derogatory payment information is accurate – the dispute must be removed and credit must be repulled to ensure the borrower's qualifying FICOs are directly affected by the recent late payments.

Judgment or Liens
All open judgments, garnishments, and all outstanding liens must be paid off prior to or at loan closing.

Income Tax Liens
All income tax liens (federal, state, local) must be paid off prior to or at loan closing.

Tax liens that do not impact title may remain open provided the following are met:

- The file must contain a copy of the repayment agreement
- A minimum of 6 payments has been made under the plan with all payments made on time

BANKRUPTCY HISTORY

All bankruptcies must be settled at the time of application. Evidence of bankruptcy resolution is required. The length of time is measured from the discharge/dismissal date to the note date. Please refer to the program matrices for requirements.

Bankruptcy seasoning required for the Alt Doc Prime program is 48 months (all bankruptcy types).

FORECLOSURE SEASONING

Foreclosures require a letter of explanation from the borrower. The situation causing the foreclosure must be adequately documented as resolved. The new housing payment must be considered when determining if the situation is adequately resolved. If multiple foreclosures exist in this time frame each must be addressed in the explanation. The length of time is measured from the settlement date to the note date.

In the case of a foreclosure which was included in Bankruptcy, the seasoning timeline will start from the earlier of: a) the date of discharge of bankruptcy; and b) the foreclosure completion date. Re-established credit of at least 2 tradelines paid as agreed for 12 months is required or the foreclosure date will be used. Active foreclosures are not allowed.

Foreclosure seasoning required for the Alt Doc Prime program is 48 months.

SHORT SALE/DEED IN LIEU SEASONING

Short Sales or Deed-in-Lieu of Foreclosures require a letter of explanation from the borrower. The situation causing the Short Sale / Deed-In-Lieu must be adequately documented as resolved. The new housing payment must be considered when determining if the situation is adequately resolved. If multiple Short Sales and/or Deed-In-Lieu exist in this time frame each must be addressed in the explanation. The length of time is measured from the settlement date to the note date.

In the case of a short sale/deed-in-lieu which was included in Bankruptcy, the seasoning timeline will start from the earlier of: a) the date of discharge of bankruptcy; or b) the short sale/deed-in-lieu completion date. Re-established credit of at least 2 tradelines paid as agreed for 12 months is required or the completion date will be used. Short Sale or Deed-In-Lieu currently in process are not allowed.

Short Sale / Deed in Lieu seasoning required for the Alt Doc Prime program is 48 months.

LOAN MODIFICATION

Loan modifications are treated as a short sale / deed-in-lieu for grading and pricing purposes. Servicing retention related interest rate modifications are excluded from the seasoning requirement. A letter or explanation from the borrower addressing the situation that made modification necessary must be provided. The current housing payment history along with the new housing payment must be considered when determining if the situation is adequately resolved.

Loan Modification seasoning required for the Alt Doc Prime program is 48 months.

CREDIT SCORE

Credit Score Selection:

- **Decision Score Definition-** Minimum of one borrower with two credit scores. Use the lower of the two credit scores or the median if there are three credit scores.

- **Alt Doc Program:** Use decision score for the primary wage earner. Primary wage earner defined as $1 more in income monthly.

TRADELINE REQUIREMENTS

Standard Tradelines

- Each borrower's credit profile must include a minimum of:
  - two (2) tradelines within the last twenty-four (24) months that show a minimum twelve (12) month history, or
  - a combined credit profile between borrower and co-borrower with a minimum of three (3) tradelines, or
  - one (1) tradeline within the last twenty-four (24) months that shows a minimum thirty-six (36) month history.
- Tradeline activity is not required.
- Current housing not reporting on credit can be considered an open tradeline if supported by a VOR, VOM and/or bank records (canceled checks/debits).
- Borrower(s) not using income to qualify are not required to meet the minimum tradeline requirements listed above.
- Authorized User accounts must be included when calculating the DTI ratio.

The following are not acceptable to be counted as a tradeline:

- Any liabilities in deferment status
- Accounts discharged through bankruptcy
- Authorized user accounts
- Disputed accounts
- Non-Traditional accounts
- Charge-offs, collection accounts,
- Foreclosures, deed in lieu of foreclosure, short sales, or pre-foreclosure sales.

OBLIGATIONS NOT APPEARING ON CREDIT REPORT

Housing and Mortgage Related Obligations

Housing and mortgage-related obligations include property taxes, premiums and similar charges that are required by the creditor (i.e., mortgage insurance), ground rent, and leasehold payments. All properties owned by the borrower must be fully documented in this regard. These obligations must be verified using reasonably reliable records such as a taxing authority or local government records, homeowner's association billing statements, information obtained from a valid and legally executed contract.

Current Debt Obligations, Alimony, and Child Support

A lender may use a credit report to verify a borrower's current debt obligations, unless the lender has reason to determine that the information in the report is inaccurate or disputed. Obligations that do not appear on the credit report, such as alimony and child support, must be documented through other methods according to Fannie Mae guidelines.

DEPARTING RESIDENCE

- Departing residence positive rental income cannot be used to qualify. Departing residence PITIA/ITIA can be offset by 75% of projected net rental income (1007) or if the subject is recently rented, a copy of two of the following will be acceptable: first month's rent, last month's rent, security deposit. Departing residence rental that produces a loss must be included in the DTI.
- Departing Residence Obligation Can Be Excluded (If No Contract in Place):
  - Currently listed or signed letter of intent from borrower indicating they intend to list the departure residence for sale within ninety (90) days of closing on subject transaction.
  - Equity in the departure residence must be documented with a 2055 exterior appraisal or full appraisal. Departure residence must have a minimum of twenty (20%) percent equity after deduction of outstanding liens to exclude the payment from the DTI. If less than twenty (20%) percent equity, the full payment must be included in the DTI.
  - Required reserves for the departure residence are based on the marketing time as indicated by the departure residence appraisal:
    - If appraisal indicates marketing time of six (6) months or less = six (6) months PITIA
    - If appraisal indicates marketing time over six (6) months = twelve (12) months PITIA
- Departing Residence Obligation Can Be Excluded (If Under Contract):
  - A copy of an executed sales contract for the property pending sale and confirmation all contingencies have been cleared/satisfied. The departure transaction must be closing within thirty (30) days of the subject transaction. The pending sale must be arm's length.
  - No appraisal required for departure residence. The borrower must be netting a positive number from the sale of the property or assets must be accounted for to cover any funds the borrower may have to bring to closing on the sale of the departure residence.

ASSETS

DOCUMENTATION OPTIONS

Various forms of documentation are acceptable depending on borrower asset type. Assets and reserves should be calculated and documented to Fannie Mae guidelines unless otherwise specified in Change Wholesale guidelines. Fannie Mae guidelines prevail where this guide is silent regarding sources and types of assets as well as asset types not eligible to be included.

RESERVES

Refer to applicable program matrix for current reserve requirements.

- Reserves are calculated off documented P&I payment plus taxes, insurance, and HOA fees, if applicable (PITIA).

- Reserves for a Step Payment transaction will be based on the fully amortized payment over the thirty year term of the loan.
- Reserves for an Interest Only transaction will be based on the initial Interest Only payment (ITIA).
- Proceeds from 1031 Exchange cannot be used to meet reserve requirements.
- Cash out can be used as reserves.
- Additional Financed REO – when the borrower owns any additional financed property(ies) the minimum reserve requirement is six (6) months of the subject property's PITIA. If the subject transaction loan amount requires a minimum nine (9) months reserves then the requirement is automatically increased to match the same nine (9) months subject PITIA requirement. The reserve calculation is based on the subject property's PITIA – not the additional financed REO. Note: Any other characteristics of the transaction that require additional reserves (i.e., Cash Out Seasoning, Departing Residence or Non-Occupying Co-Borrowers) are still required on top of the Additional Financed REO reserve requirement.

DOWN PAYMENT SOURCING

Down payment funds should be documented for at least 30 days. Borrowers must state the source of the down payment and provide verification. If it is determined the source of the down payment is another extension of credit, the borrower must qualify for secondary financing per Fannie Mae's guides.

GIFT FUNDS

Gift Funds are acceptable if the following applies:

- Purchase transactions only
- Borrower(s) meet(s) reserve requirement with their own documented funds.
- Fannie Mae guidelines are used for donor relationship to borrower(s), documentation, proof of funds, and evidence of receipt.

Down Payment Requirements:

- Gift funds are acceptable as 100% down payment for loans < 80% LTV/CLTV
- Gift funds are acceptable for loans ≥ 80% LTV/CLTV however the underlying borrower(s) must contribute at least 5% of the down payment from their own funds.

Gift funds are not permitted for:

- Second Home and Investor properties >80% LTV/CLTV
- Borrowers utilizing the Asset Depletion income option
- Meeting the transaction's reserve requirements

Gifts of Equity are permitted on Primary Residence transactions only.

INELIGIBLE ASSETS

- Down payment assistance programs
- Grant Funds

- Builder Profits
- Employer Assistance Assets
- Cash advance on credit card
- Cash for which the source cannot be verified (cash on hand)
- Proceeds from an unsecured loan
- Salary advance
- Sweat equity (contribution to the construction or rehabilitation of a property in the form of labor or services rather than cash)
- Unverifiable source of funds
- Margined Assets and/or Pledged Assets listed within client accounts are not eligible as a source of funds or reserves.
- Stock options and non-vested restricted stock
- Non-vested stock
- Reverse mortgage
- Pension fund
- Seller Real Estate Tax Credit
- IRS 1031 Tax Exchange not allowed on primary residences or second homes

ASSET DOCUMENTATION

In addition to documenting the down payment, closing costs, and minimum PITIA reserve requirements, all borrowers must disclose and verify all other liquid assets.   Fannie Mae guidelines prevail regarding sources and types of assets as well as assets which are not eligible for closing costs and/or reserves.

- Account Statements should cover the most recent 30-day period, all pages are required.
- VOD should be dated within 30 days of closing date;
- Stocks/Bond/Mutual Funds -100% of stock accounts can be considered in the calculation of a assets for closing and reserves;
- Vested Retirement Account funds – 100% may be considered for closing and/or reserves;
- Non-vested or restricted stock accounts are not eligible for use as down payment or reserves.
- Life insurance policy cash value or loan against the cash value may be used for down payment, closing costs and/or reserves.
- Bitcoin or other forms of cryptocurrency are permitted for both funds to close, and reserves provided the cryptocurrency has been converted or liquidated to cash. Seasoning requirements are not applicable given liquidation.
- If needed to close, verification that funds have been liquidated (if applicable) is required.
- When bank statements are used, large deposits must be evaluated. Large deposits are defined as a single deposit that exceeds 50% of the total monthly qualifying income. Requirements vary based on transaction type:
    - <u>Refinance:</u> Documentation or explanation is not required; however, it must be clear that any borrowed funds, including any related liability, are considered.
    - <u>Purchase:</u> Documentation is required to verify the large deposit came from an acceptable source. Any unverified large deposit must be backed out of the qualifying assets and a letter of explanation is required.
- Proceeds from the sale of personal assets are an acceptable source of funds for the down payment, closing costs, and reserves provided the individual purchasing the asset is not a party to the subject

sale transaction or the mortgage financing transaction. Documentation supporting borrower ownership of the asset, independent valuation of the asset, ownership transfer of the asset and borrower's receipt of sale proceeds is required.

- Assets held in foreign accounts are acceptable and must be thirty (30) days seasoned with one-month most recent bank statement. A currency calculation must be provided. Assets from countries under OFAC sanctions are not permitted.

BUSINESS FUNDS

Business funds may be used for down payment, closing costs and for the purposes of calculating reserves. The borrower must be listed as an owner of the account and the account needs to be verified per requirements in this Guide.

Business funds used to qualify are calculated based on the borrower's percentage of ownership in the company. For example, if a borrower owns 25% of the business, then only 25% of the available balance of the account would be allowed to qualify.

INCOME

INCOME ANALYSIS

Stability of Income

The borrower must demonstrate that both the source and the amount of the income are stable;

- A two-year employment history is required for the income to be considered stable and used for qualifying;
- When the Borrower has less than a two-year history of receiving income, an analysis must be performed to justify the stability of the income used to qualify the Borrower;
- While the sources of income may vary, the Borrower should have a consistent level of income despite changes in the sources of income.

Earnings Trends

- Stable or increasing: Income amount should be averaged;
- Declining but stable: If the trend was declining, but has since stabilized and there is no reason to believe that the borrower will not continue to be employed at the current level, the current, lower amount of variable income must be used;
- Declining: If trend is declining, the income requires further analysis. Declining income is considered a 20% or more decrease year over year.

DEBT TO INCOME RATIO

Max 43% to 55% subject to additional requirements – refer to matrix for specifics.

DTI > 50% up to 55% have the following requirements:

- FICO must be 700 or higher
- Max 65% LTV
- Primary Residence only, no FTHBs
- P&L Income option ineligible

The Debt-to-Income ("DTI") ratio is calculated and reviewed for adherence to Fannie Mae guidelines and inclusion of all income and liability expenses.

STANDARD INCOME DOCUMENTATION

A minimum two (2) year history of receipt of wage/salary or self-employment income is required.

Wage/Salary Income

- The borrower's most recent pay stubs reflecting 30 days of pay and YTD earnings, along with IRS W2 forms or W2 transcripts covering the most recent two (2) years; or
- Income verification provided by an FNMA approved 3rd party Vendor (e.g., The Work Number) evidencing income from the most recent two (2) years along with year-to-date earnings.
    - FNMA WVOE Form 1005 is not eligible for standard income documentation unless used in conjunction with documents verifying variable income. See Overtime/Bonus/Commission section.
- When tax returns are required, as in the case of income earned from subject or non-subject investment property REO, the most recent one (1) year tax returns should be provided. The definition of the "most recent" is the last return scheduled to have been filed with the IRS. Any borrower who applied for a tax return extension must provide a copy of the extension in the credit file along with the prior one (1) year tax returns based on the documentation method selected.
- Employment status can be established as follows for wage/salary borrowers:
    - A YTD pay stub dated within 30 days of the Note date; **or**
    - A Verbal VOE dated no more than 10 calendar days prior to the Note date. The VVOE should include the following data:
        - Borrower name
        - Loan number
        - Current position
        - Verification that borrower's employment is currently active
        - Employer name/company name
        - Employer contact name and title
        - Name of individual who completed the VVOE
        - Business phone number must be independently verified; **or**
    - A verification via e-mail exchange with the borrower's current employer date no more than 10 calendar days prior to the Note date. Due diligence must be conducted to confirm the e-mail address for the employer is accurate. The VVOE should include the following data:

- Work e-mail address of the individual contacted by the employer
- Borrower name
- Current position
- Current employment status

Self-Employment Income

- The most recent two (2) years tax returns (including evidence of filing). If applicable, both personal and business (including all K-1s and schedules), signed and dated by each borrower.
  - Evidence of filing may include one of the following:
    - IRS Form 8879 e-File Signature Authorization for the provider that prepared the return, or
    - E-mail provided from the software used to prepare the return showing successful submission of the return to the IRs,
    - If evidence of filing is not provided, tax transcripts for personal and business returns are required.
  - In lieu of tax returns, tax transcripts for the most recent two (2) years may be provided as applicable. In certain cases, tax returns will be required as transcripts will not provide the details required to establish eligible qualifying income for the borrower.
- If the borrower pays themselves wage income, a YTD pay stub must be included in the file.
- When analyzing tax returns, the following may be added back to the applicant's income calculation:
  - Depreciation
  - Depletion
  - Business use of home
  - Amortization/casualty loss
  - Ordinary income (loss) from other partnerships
  - Nonrecurring other (income) loss
  - Any expense(s) that can reasonably be documented to be one-time and non-recurring
  - Net operating loss carryforwards from years prior to the tax returns provided
- If the tax return date exceeds 90 days from the Note date, a YTD Profit and Loss Statement (P&L), signed and dated by the borrower, up to and including the most recent month preceding the loan application date and two (2) business checking account statements for the two (2) most recent months reflected on the P&L. The P&L may be either: prepared by a 3rd party or prepared by the borrower. If a gap exists between the tax return ending date and the start date of the P&L, a gap-year P&L is also required. The qualifying income is determined from the tax returns; the P&L is used to determine the stability of that income. The bank statements for the two (2) most recent months must reflect deposits that support the sales from the P&L and the qualifying income from the prior year(s) tax returns.
- Employment status can be established as follows for self-employed borrowers:
  - If the most recent tax return in the file is dated within 90 days of the Note date, no additional verification required.
  - If the tax return exceeds 90 days of the Note date, a YTD P&L dated within 90 days of the Note date is required, along with two most recent bank months of bank statements supporting the income used to qualify.

Other Sources of Standard Income

- **Alimony or Child Support:** Alimony or child support income is allowed with 3rd party documentation evidencing receipt of at least six (6) months. Document the support will continue for at least three (3) years by one of the following:
  - Alimony:
    - Copy of final divorce decree or final separation agreement describing the payment terms.
    - Any other type of written legal agreement or court decree describing the payment terms.
  - Child Support:
    - Copy of final divorce decree or final separation agreement describing the payment terms.
    - Any other type of written legal agreement or court decree describing the payment terms.
    - The full amount of qualifying child support income may be treated as nontaxable and grossed up at 25% without supporting documentation verifying the nontaxable status.

- **Auto Allowance:** The borrower must have received payments for at least two (2) years. Add the full amount of the allowance to monthly income and the full amount of the lease or financing expenditure to the monthly debt obligations.

- **Disability Income – Long Term:** Generally, long-term disability will not have a defined expiration date and should be expected to continue. Obtain a copy of the borrower's disability policy or benefits statement to verify the following:
  - Eligibility for the benefits,
  - Amount and frequency of payments, current proof of receipt, and
  - If there is a contractually established termination or modification date.

- **Employed by a Relative:** Income for borrowers who are employed by a relative must be verified using Standard Documentation for two (2) years, including the following:
  - Federal income tax returns for the most recent two (2) years.
  - W2s for the most recent two (2) years.
  - Pay stub(s) covering the most recent 30-day period.
  - Clarification of the potential ownership of family-owned businesses by the borrowers may also be required. A borrower may be an officer of a family-owned business, but not an owner. Verification of borrower's status should be provided by written confirmation obtained from a CPA or legal counsel.

- **Foster Care Income:** Income received from a state or county sponsored organization for providing temporary care for one or more children may be considered acceptable stable income if the following requirements are met:
  - Verify the foster care income with letters of verification from the organization providing the income.
  - Documentation verifying that the borrower has received foster care income for a minimum one (1) year period.
  - Qualifying income is based upon the current amount received.

- **Housing/Parsonage Income:** Housing or parsonage income may be considered qualifying income if there is documentation that the income has been received for the most recent 24 months and the allowance is likely to continue for the next three (3) years. The housing allowance may be added to income but may not be used to offset the monthly housing payment. The following documentation is required:

- The two (2) most recent years of tax returns are required.
- Written documentation, such as WVOE, provided by the church, must be obtained.
- The housing allowance, although not subject to federal income taxes, is subject to self-employment taxes. Gross income on Schedule SE of the borrower's IRS Form 1040 should include the housing allowance paid.

- **Non-Taxable Income**: If the income is verified to be nontaxable, and the income and its tax-exempt status are likely to continue, it is possible to develop an "adjusted gross income" for the borrower by adding an amount equivalent to 25% of the nontaxable income to the borrower's income.
  - Child support income: The full amount of qualifying child support income may be treated as nontaxable and grossed up 25% without supporting documentation verifying the nontaxable status.
  - Social Security income: Income may be grossed up at 15% without documentation verifying the nontaxable status.

- **Pension, Retirement, or Annuity Income:** the following provides verification requirements for pension, retirement, and annuity income. Document regular and continued receipt of the income with one of the following:
  - Statement or Award Letter from the organization providing the income, or
  - One (1) months recent bank statements evidencing deposits of the income, or
  - Signed federal tax return, or
  - Recent !RW W2 or 1099 form.

  In addition to the above, if the retirement income is paid in the form of a distribution from a 401(k), IRA or Keogh retirement account, provide all of the following:

  - Three (3) months recent bank statements evidencing deposits of the income, and
  - Account Statement reflecting available balance for withdrawals evidencing a minimum three (3) year continuance, and
  - Documentation (terms of withdrawal) verifying borrower has unrestricted access to the accounts without penalty.

- **Rental Income – when the rental property is <u>not</u> the subject property:**
  - Utilize the lower of the following:
    - Schedule E included within the 1-Year tax return provided, if applicable (follow FNMA calculation requirements).
    - 75% of the current lease income less the PITIA on a net basis. Documentation verifying receipt of rental income is only required if positive rents are used to qualify. If any amount of positive rents are being used to qualify it must be supported with proof of at least one current month's rent receipt. Rental income may not be used to qualify on a vacant unit. This option is only permitted when the property in question is not referenced within the Schedule E of the tax return provided, if applicable.
  - Short-Term Rentals: Short-term rentals are properties in which the rental term is less than 12 months, relatively variable in duration (e.g., short weekend, two weeks, less than 30 days, etc.), and may not be subject to a traditional lease agreement. Short-term rental income is permitted. Proof of

receipt for the most recent 12-month period is required as documented by the property management company managing the property. Qualifying rental income is calculated based on the total rents received per the ledger provided divided by 12. This option is only permitted when the property in question is not referenced within the Schedule E of the tax return provided, if applicable.

- **Rental Income – when the rental property is the subject property:**
  - For Investment property transactions – rental income can be utilized to qualify from the subject property:
    - Long-Term Rents (30+ days or more) – calculate by using the lower of the following:
      - 75% of 1007 validating current market rents, or
      - 75% of the executed lease agreement in place (if applicable), or
      - Schedule E included within the 1-Year tax return provided, if applicable (follow FNMA calculation requirements).
    - Short-Term Rents (29 days or less) – For current vacant properties this applies to purchase transactions only unless the subject loan is a refinance transaction where the borrower can document the recent vacancy is due to a remodel or renovation.

      Calculate using one of the following:
      - Schedule E included within the 1-Year tax return provided, if applicable (follow FNMA calculation requirements).
      - Appraiser to provide a Short Term Rental Income Analysis that evaluates the market, property and pricing strategies to determine the optimal rental rates and maximize profitability for short-term rentals.
        - The Occupancy Rate/Factor must reflect at least 50% or greater to be eligible.
        - The UW is responsible for analyzing the analysis provided to ensure all other property characteristics shown meet program requirements.
        - The Projected Monthly Revenue or the Annual Estimated Income divided by 12 can be used as the qualifying rental income calculation.
      - Seller (on a purchase transaction) or Borrower (on a refinance transaction) to provide proof of receipt for the most recent 12-month period derived from an accredited 3rd party – subject to validation. The DSCR factor is calculated using the most recent documented 12-month average.
      - AirDNA "Rentalizer"
        - Utilization of AirDNA short term rents to qualify is subject to area relevance (resort/vacation areas, proximity to colleges, etc.) – subject to UW discretion. LOE for further clarification or information may be required.
        - Occupancy factor as disclosed on the AirDNA Rentalizer printout must be at least 50% or greater to be eligible.
        - Market score must be 60 or greater as reflected on the AirDNA Rentalizer printout.
        - Qualifying rental income calculation = Annual Revenue divided by 12 and then multiplied by 90%.

    - CHM UW is to re-pull the AirDNA “Rentalizer” online to validate the information provided and also must notate the qualifying short-term rental calculation on the 1008.

- **Tip Income:** Tips and gratuity income may be considered if the receipt of such income is typical for the borrower’s occupation (i.e., waitperson, taxi driver, etc.). Tip income should be received for the most recent two (2) years. Documentation will be based upon the documentation type selected (12- or 24-months). Obtain one (1) or two (2) years of federal income tax returns along with a YTD pay stub. Income should be averaged over the time period verified. If the tip income is not reported on the pay stub(s) or tax returns, then it may not be included in the qualifying income.

- **VA Benefits:** Document the borrower’s receipt of the VA benefits with a letter or distribution form from the VA, along with a one-month proof of receipt. Verify that the income can be expected to continue for a minimum of three (3) years from the Note date. (Verification is not required for VA retirement or long-term disability benefits.) Education benefits are not acceptable income because they are offset by education expenses.
- **Variable Income – Overtime/Bonus/Commission**: Variable income sources are eligible provided the borrower has a minimum 2-year history of receiving such income in the same line of work. Variable income earned for less than two (2) years may not be used to qualify. Variable earnings must be averaged over the most recent two (2) years based upon the documentation type, and include the following:

    - Most recent YTD pay stub reflecting the variable earnings;
    - W2 forms covering the most recent 2-year period;
    - A completed Written Verification of Employment (WVOE) – FNMA Form 1005 detailing base, overtime, commission, or bonus earnings.

ALTERNATIVE INCOME DOCUMENTATION

The Alt Doc program allows for several income documentation options as outlined below.

Alt Doc Income Documentation Options:

- Asset Qualifier (ATR)
- Asset Depletion (DTI)
- 12 Months Bank Statements (Personal or Business)
- 1099 only
- W2 only
- 1 Year Tax Return
- P&L Only

ASSET QUALIFIER (ATR)

Asset Qualifier Requirements

- The minimum eligible assets required is 125% of the subject loan amount.
- Refer to program matrix for max LTV.

Asset Depletion Income Documentation

- All individuals listed on the asset account(s) must be on the Note and Mortgage;
- Assets being considered must be verified with the most recent one (1) month account statements, quarterly statement(s), or VOD;
- Assets must be seasoned a minimum of 30 days.

Assets Eligible for Depletion

Assets must be liquid and available with no penalty; additional documentation may be requested to validate the origin on the wealth:

- Asset must be from a U.S. Institution
- 100% of Marketable securities (i.e., CD's, money market accounts);
- 100% of Checking and Savings;
- 100% of Stocks, Bonds, and Mutual Funds;
- 70% of all vested Retirement Assets
- Eligible Trust Assets include:
    - Assets held 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

Assets Ineligible for Depletion

- Business assets
- Real Estate Refinance Proceeds (i.e., cash-out);
- Privately traded or restricted/non-vested stocks;
- Gift funds;
- Any asset that produces income already included in the income calculation;
- Assets solely held in the name of a non-occupant co-borrower
- Cryptocurrency
- Foreign assets.

DTI Calculation Method Options

- **Option 1: Mortgage Only**
    - Total post-closing assets must meet 125% of the outstanding mortgage debt for which the borrower has personal liability, including the subject property. No reserves are required.

- **Option 2: Traditional**
    - Total post-closing assets must meet the sum of the below:
        - 100% of the subject loan amount
        - Reserves as required per program
        - 60 months of total debt service (do not include the subject property PITIA or PITIA on rented properties with documented rental income*)
        - 60 months of net rental losses on rental properties (do not include the subject property PITIA)

- *Option 2 – Rental Income Calculation: Rental properties are counted on a net basis based on 75% of the lease less PITIA to determine impact on debt service. Net rent can never exceed $0 for determining impact. For example, a property with a lease of $1,600 and PITIA of $,1500 would have a $300 per month debt added to the debt service ($1,600 x 75% - $1,500 = $300). Other owned properties require additional reserves.

ASSET DEPLETION (DTI)

Asset Depletion Requirements

- The minimum eligible assets required is the lower of $1,000,000 or 100% of the subject loan amount.
- Refer to program matrix for max LTV & DTI.
- Reserves are not required.

Asset Depletion Income Documentation

- All individuals listed on the asset account(s) must be on the Note and Mortgage;
- Assets being considered must be verified with the most recent one (1) month account statement, quarterly statement(s), or VOD;
- Assets must be seasoned for a minimum of 30 days.

Assets Eligible for Depletion

Assets must be liquid and available with no penalty; additional documentation may be requested to validate the origin on the wealth:

- Asset must be from a U.S. Institution
- 100% of Marketable securities (i.e., CD's, money market accounts);
- 100% of Checking and Savings;
- 100% cash surrender value of life insurance/annuity
- 100% of Stocks, Bonds, and Mutual Funds;
- 70% of all vested Retirement Assets
- 100% of Business Checking and Savings: Eligible if the borrower is 100% owner of the business
- Bitcoin or other forms of cryptocurrency can be utilized as "qualifying assets" to the extent the cryptocurrency was converted or liquidated to cash and the cash holding meets the seasoning requirements of at least thirty (30) days. Cryptocurrency that has not been liquidated to cash cannot be utilized as a qualifying asset.
- Eligible Trust Assets include:
  - Assets held 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.
- Net proceeds from the recent sale of real estate property can be included in the qualifying assets as long as the sale and asset paper trail is thoroughly documented (i.e., copy of Final Settlement Statement validating final net proceeds and bank transaction history confirming net proceeds deposited). The Final Settlement Statement must confirm all parties listed as the Seller(s) match the same borrower(s) on the URLA for our subject transaction in order to be eligible.

Assets Ineligible for Depletion

- Real Estate Refinance Proceeds;
- Privately traded or restricted/non-vested stocks;
- Gift funds;
- Any asset that produces income already included in the income calculation;
- 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 not the borrower.
- Foreign assets.

DTI Calculation Method

Qualifying income is based upon the total assets eligible for depletion, less down payment, less out of pocket closing costs, divided by 60 or 84.

DTI Calculation Example #1: (Borrower of retirement age)

Asset Type	Account Balance	Percentage Used	Qualifying Amount
Checking/Savings	$100,000	100%	$100,000
Stocks/Bonds	$500,000	100%	$500,000
Retirement	$875,000	70%	$612,500
		Initial Qualifying Assets	**$1,212,500**
		Total Required Down Payment	**$100,000**
		Total Out of Pocket Closing Costs	**$10,000**
		Total Qualifying Assets	**$1,102,500**

$1,102,500 qualifying assets / 60 months = **$18,375 monthly qualifying income**

-OR-

$1,102,500 qualifying assets / 84 months = **$13,125 monthly qualifying income.**

Other Income Sources

- **Rental Income – when the rental property is <u>not</u> the subject property:**
  - Utilize 75% of the current lease income less the PITIA on a net basis. Documentation verifying receipt of rental income is only required if positive rents are used to qualify. If any amount of positive rents are being used to qualify it must be supported with proof of at least one current month's rent receipt. Rental income may not be used to qualify on a vacant unit.
  - Short-Term Rentals: Short-term rentals are properties in which the rental term is less than 12 months, relatively variable in duration (e.g., short weekend, two weeks, less than 30 days, etc.), and may not be subject to a traditional lease agreement. Short-term rental income is permitted. Proof of receipt for the most recent 12-month period is required as documented by the property management company managing the property. Qualifying rental income is calculated based on the total rents received per the ledger provided divided by 12.

- **Rental Income – when the rental property <u>is</u> the subject property:**
  - For Investment property transactions – rental income can be utilized to qualify from the subject property:
    - Long-Term Rents (30+ days or more) – calculate by using the lower of the following:

        - 75% of 1007 validating current market rents, or
        - 75% of the executed lease agreement in place (if applicable).
    - Short-Term Rents (29 days or less) - For current vacant properties this applies to purchase transactions only unless the subject loan is a refinance transaction where the borrower can document the recent vacancy is due to a remodel or renovation.
      One of the following must apply:
        - Appraiser to provide a Short Term Rental Income Analysis that evaluates the market, property and pricing strategies to determine the optimal rental rates and maximize profitability for short-term rentals. (Refer to EXHIBIT L for a sample Short Term Rental Income Analysis Form)
            - The Occupancy Rate/Factor must reflect at least 50% or greater to be eligible.
            - The UW is responsible for analyzing the analysis provided to ensure all other property characteristics shown meet program requirements.
            - The Projected Monthly Revenue or the Annual Estimated Income divided by 12 can be used as the qualifying rental income calculation.
        - Seller (on a purchase transaction) or Borrower (on a refinance transaction) to provide proof of receipt for the most recent 12-month period derived from an accredited 3rd party – subject to validation. The DSCR factor is calculated using the most recent documented 12-month average.
        - AirDNA "Rentalizer"
            - Utilization of AirDNA short term rents to qualify is subject to area relevance (resort/vacation areas, proximity to colleges, etc.) – subject to UW discretion. LOE for further clarification or information may be required.
            - Occupancy factor as disclosed on the AirDNA Rentalizer printout must be at least 50% or greater to be eligible.
            - Market score must be 60 or greater as reflected on the AirDNA Rentalizer printout.
            - Qualifying rental income calculation = Annual Revenue divided by 12 and then multiplied by 90%.
            - CHM UW is to re-pull the AirDNA "Rentalizer" online to validate the information provided and also must notate the qualifying short-term rental calculation on the 1008.

- **Supplemental Income**
    - Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements meet normal FNMA requirements. The borrower utilizing bank statement income must still earn the majority of their income the Asset Depletion income option. The acceptable supplemental income sources are limited to social security, pension, alimony, child support, asset distribution/utilization, and second job income.

<u>Co-Borrower Options</u>

- Full documentation from a co-borrower who is not self-employed may be used to supplement qualifying income. Follow normal full documentation requirements from FNMA.

12 MONTH BANK STATEMENTS (PERSONAL OR BUSINESS)

Account Statements should cover the most recent 30-day period (a maximum 15-day grace period is allowed at the beginning of each month to ensure the prior month's statement availability). Documentation provided must include all pages. Foreign assets and businesses are not eligible for the personal or business bank statements income option.

<u>Personal Bank Statements</u>

Provide the most recent 12 months personal bank statements. Evaluate the deposits to verify that they are part of the borrower's income stream. Any that are abnormal to the borrower's typical deposits must be sourced/verified to be considered as part of the income calculation. Total all eligible deposits and divide by the number of statements provided to determine the monthly income. For personal bank statements you are eligible to use 100% of the eligible deposits – there is no expense factor considered. Multiple accounts allowed. Every account owner on the bank statement must also be an applicant on the URLA to use that account to qualify unless the joint account holder is a non-borrowing spouse or domestic partner (see guidance below for additional requirements).

- **<u>Acceptable sources for deposits are deposits from ordinary employment, retirement income and/or business income and operations. The following items are to be EXCLUDED as eligible deposits:</u>**
    - Transfers from other bank or asset accounts
    - Extraordinary asset sales
    - Any borrowed funds or grants (i.e., SBA loans, SBA PPP grants or any other similar COVID-19 related loans or grants)
    - Tax refunds
    - Gift funds

    (Note: the above list is not exhaustive and is subject to Underwriter review and discretion)
- **Joint Accounts –** A joint personal account with a non-borrowing spouse or domestic partner can be used for qualifying as follows:
    - If not contributing income/deposits, it must be validated by a Borrower Affidavit.
    - If contributing income/deposits, the source must be clearly identified (direct deposit, SSI, etc.) and amounts must be subtracted from the deposit analysis for the qualifying borrower.
    - A Relationship Letter clarifying the relationship with the joint account holder must be provided.
- Employment verification:
    - If not self-employed - a 3rd party verification of employment is required within ten (10) days of the Note date supporting the employment information listed on the URLA.
    - If the income is being received in the form of retirement income and the borrower is not currently employed then provide a current award letter from the retirement income payor in lieu of a Verbal VOE.
    - If self-employed – provide proof of current business existence and operations prior to closing. Verify the existence of the business within 30 days of the Note date and ensure the business is active with one of the following: a letter from the business tax professional certifying at least 18 months of self-employment in the same business, validation from a regulatory agency or licensing bureau, or a phone listing and/or business address using directory assistance/internet search.

Business Bank Statements

Self-employed borrowers only – proof of at least 25% business ownership is required. Provide the most recent 12 months of business bank statements. Multiple accounts may be used; however, the same calculation method must be applied across all accounts provided. Transfers between accounts are not considered income. Total all eligible deposits and divide by the number of statements provided to determine the monthly income and then multiply by the applicable expense factor based on the options below. *Note – all eligible deposits are also calculated based on the borrower's percentage of ownership when the borrower is not 100% owner of the business.

- **Option 1 – Baseline factor**
  - Utilize baseline expense factor of 50%

- **Option 2 – CPA Letter for Expense Ratio**
  - Provide a CPA/Licensed Tax Preparer stating the business' expense ratio based on the most recent year's tax return.
  - 3rd Party prepared expense ratio is floored at 10%.

Expense Factor Sampling:

	Employees		
Service Business (Offer Services)	0	1 to 5	6+
Examples of Service Business: Consulting, Accounting, Legal, Therapy, Counseling, Financial Planning, Insurance, Information Technology	20% Expense Factor	30% Expense Factor	50% Expense Factor
Product Business (Sells Goods)	0	1 to 5	6+
Examples of Product Business: Retail, Food Services, Restaurant, Manufacturing, Contracting, Construction	25% Expense Factor	50% Expense Factor	85% Expense Factor

- Unusually large deposits not consistent with average deposits or the business profile must be excluded from the analysis unless sourced.
- Current business existence and operations must be re-verified prior to closing. Verify the existence of the business within 30 days of the Note date and ensure the business is active with one of the following: a letter from the business tax professional certifying at least 18 months of self-employment in the same business, validation from a regulatory agency or licensing bureau, or a phone listing and/or business address using directory assistance/internet search.

All Methods

- **Comingled accounts are permitted –** if utilizing comingled bank accounts to qualify (both personal bank statements and business bank statements) all pages to each month's statements are required to ensure the qualifying income is accurate and not duplicated.
- Income trend: Bank statements should show a stable or increasing trend. If the trend is declining and/or irregular, additional documentation may be required such as all pages of the bank statement or up to an additional 12 months of statements.

Other Income Sources

- **Asset Assist**

  Asset Assist is a supplemental income option based on asset depletion utilizing assets outside of the accounts used to qualify via the bank statement income option documented with one (1) month's current bank statements. All individuals listed on the asset account(s) must be on the Note and Mortgage. The qualifying income resulting from Asset Assist cannot exceed 25% of the total qualifying income.

  - Assets must be liquid and available with no penalty; additional documentation may be requested to validate the origin on the wealth:
    - Asset must be from a U.S. Institution
    - 100% of Marketable securities (i.e., CD's, money market accounts);
    - 100% of Checking and Savings;
    - 100% cash surrender value of life insurance/annuity
    - 100% 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 <u>not</u> of retirement age
    - 100% of Business Checking and Savings: Eligible if the borrower is 100% owner of the business
    - Net proceeds from the recent sale of real estate property can be included in the qualifying assets as long as the sale and asset paper trail is thoroughly documented (i.e., copy of Final Settlement Statement validating final net proceeds and bank transaction history confirming net proceeds deposited). The Final Settlement Statement must confirm all parties listed as the Seller(s) match the same borrower(s) on the URLA for our subject transaction in order to be eligible.

  - Assets Ineligible for Asset Assist:
    - Real Estate Refinance Proceeds;
    - Privately traded or restricted/non-vested stocks;
    - Gift funds
    - Any asset that produces income already included in the income calculation;
    - Assets held in an irrevocable trust where the beneficiary of the trust is not the borrower;
    - Foreign assets

  - Calculation Method - Qualifying income is based upon the total assets eligible for depletion divided by 120.

- **Rental Income – when the rental property is <u>not</u> the subject property:**
  - Utilize 75% of the current lease income less the PITIA on a net basis. Documentation verifying receipt of rental income is only required if positive rents are used to qualify. If any amount of positive rents are being used to qualify it must be supported with proof of at least one current month's rent receipt. Rental income may not be used to qualify on a vacant unit.

- Short-Term Rentals: Short-term rentals are properties in which the rental term is less than 12 months, relatively variable in duration (e.g., short weekend, two weeks, less than 30 days, etc.), and may not be subject to a traditional lease agreement. Short-term rental income is permitted. Proof of receipt for the most recent 12-month period is required as documented by the property management company managing the property. Qualifying rental income is calculated based on the total rents received per the ledger provided divided by 12.

- **Rental Income – when the rental property is the subject property:**
  - For Investment property transactions – rental income can be utilized to qualify from the subject property:
    - Long-Term Rents (30+ days or more) – calculate by using the lower of the following:
      - 75% of 1007 validating current market rents, or
      - 75% of the executed lease agreement in place (if applicable).
    - Short-Term Rents (29 days or less) - For current vacant properties this applies to purchase transactions only unless the subject loan is a refinance transaction where the borrower can document the recent vacancy is due to a remodel or renovation.
      One of the following must apply:
      - Appraiser to provide a Short Term Rental Income Analysis that evaluates the market, property and pricing strategies to determine the optimal rental rates and maximize profitability for short-term rentals. (Refer to EXHIBIT L for a sample Short Term Rental Income Analysis Form)
        - The Occupancy Rate/Factor must reflect at least 50% or greater to be eligible.
        - The UW is responsible for analyzing the analysis provided to ensure all other property characteristics shown meet program requirements.
        - The Projected Monthly Revenue or the Annual Estimated Income divided by 12 can be used as the qualifying rental income calculation.
      - Seller (on a purchase transaction) or Borrower (on a refinance transaction) to provide proof of receipt for the most recent 12-month period derived from an accredited 3rd party – subject to validation. The DSCR factor is calculated using the most recent documented 12-month average.
      - Short-Term Rents (29 days or less) – AirDNA "Rentalizer"
        - Utilization of AirDNA short term rents to qualify is subject to area relevance (resort/vacation areas, proximity to colleges, etc.) – subject to UW discretion. LOE for further clarification or information may be required.
        - Occupancy factor as disclosed on the AirDNA Rentalizer printout must be at least 50% or greater to be eligible.
        - Market score must be 60 or greater as reflected on the AirDNA Rentalizer printout.
        - Qualifying rental income calculation = Annual Revenue divided by 12 and then multiplied by 90%.
        - CHM UW is to re-pull the AirDNA "Rentalizer" online to validate the information provided and also must notate the qualifying short-term rental calculation on the 1008.

- **Supplemental Income**
    - Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements meet normal FNMA requirements. The borrower utilizing bank statement income must still earn the majority of their income from the bank statement income activity. The acceptable supplemental income sources are limited to social security, pension, alimony, child support, asset distribution/utilization, and second job income.

<u>Co-Borrower Options</u>

- Full documentation from a co-borrower who is not self-employed may be used to supplement qualifying income. Follow normal full documentation requirements from FNMA.

1099 ONLY

Borrower(s) must receive compensation either in the form of commissions, as an independent contractor, or retirement. 1099 provided must cover a complete calendar year.

Provide the most recent year 1099(s). An expense ratio must be developed using one of the two methods below.

- o Expense Ratio Options:
    - **Option 1 – No Expenses**
        - Employer confirmation required that the borrower does not have any job-related expenses. (Note: Expense factor does not apply to borrowers utilizing 1099 retirement income to qualify)
    - **Option 2: Baseline Factor**
        - If a borrower or employer is not able to confirm no job-related expenses, a 10% expense factor will be applied.

- The following documents are required for the file:
    - o Most recent year 1099(s) issued in the borrower's name and social security number.
    - o Documentation of year-to-date income (i.e., current YTD pay stub or 3 months recent bank statements evidencing income deposits).
    - o For borrowers employed by family – the following requirements and documentation apply:
        - 2 most recent years 1099s issued in the borrower's name and social security number;
        - Documentation of year-to-date income (i.e. current YTD pay stub or 3 months recent bank statements evidencing income deposits);
        - Qualifying income is based on a 24-month average, unless the most recent 12-months or YTD income is declining. Recent increases in pay cannot be used to qualify.
    - o A complete, signed, and dated IRS 4506C is required for each borrower. The form(s) should be executed and 1099 transcripts validating income included in the credit file. Any discrepancies between the two documents should be explained and if necessary additional documentation obtained to satisfactorily address. If the most recent year's transcript is not available then the loan must be escalated for further review. Additional or alternative documentation will be required including, but not limited to, three (3) months current bank statements to show evidence of continuous income receipt, prior year end pay stub (if available) and/or prior year IRS transcript.

- A Verbal VOE from each employer is required within 10 days of the Note date.
  - If the income is being received in the form of 1099 retirement income and the borrower is not currently employed then provide a current award letter from the retirement income payor in lieu of a Verbal VOE.

Other Income Sources

- **Rental Income – when the rental property is not the subject property:**
  - Utilize 75% of the current lease income less the PITIA on a net basis. Documentation verifying receipt of rental income is only required if positive rents are used to qualify. If any amount of positive rents are being used to qualify it must be supported with proof of at least one current month's rent receipt. Rental income may not be used to qualify on a vacant unit.
  - Short-Term Rentals: Short-term rentals are properties in which the rental term is less than 12 months, relatively variable in duration (e.g., short weekend, two weeks, less than 30 days, etc.), and may not be subject to a traditional lease agreement. Short-term rental income is permitted. Proof of receipt for the most recent 12-month period is required as documented by the property management company managing the property. Qualifying rental income is calculated based on the total rents received per the ledger provided divided by 12.

- **Rental Income – when the rental property is the subject property:**
  - For Investment property transactions – rental income can be utilized to qualify from the subject property:
    - Long-Term Rents (30+ days or more) – calculate by using the lower of the following:
      - 75% of 1007 validating current market rents, or
      - 75% of the executed lease agreement in place (if applicable).
    - Short-Term Rents (29 days or less) - For current vacant properties this applies to purchase transactions only unless the subject loan is a refinance transaction where the borrower can document the recent vacancy is due to a remodel or renovation.
      One of the following must apply:
      - Appraiser to provide a Short Term Rental Income Analysis that evaluates the market, property and pricing strategies to determine the optimal rental rates and maximize profitability for short-term rentals. (Refer to EXHIBIT L for a sample Short Term Rental Income Analysis Form)
        - The Occupancy Rate/Factor must reflect at least 50% or greater to be eligible.
        - The UW is responsible for analyzing the analysis provided to ensure all other property characteristics shown meet program requirements.
        - The Projected Monthly Revenue or the Annual Estimated Income divided by 12 can be used as the qualifying rental income calculation.
      - Seller (on a purchase transaction) or Borrower (on a refinance transaction) to provide proof of receipt for the most recent 12-month period derived from an accredited 3rd party – subject to validation. The DSCR factor is calculated using the most recent documented 12-month average.
      - Short-Term Rents (29 days or less) – AirDNA "Rentalizer"
        - Utilization of AirDNA short term rents to qualify is subject to area relevance (resort/vacation areas, proximity to colleges, etc.) – subject

to UW discretion. LOE for further clarification or information may be required.
  - Occupancy factor as disclosed on the AirDNA Rentalizer printout must be at least 50% or greater to be eligible.
  - Market score must be 60 or greater as reflected on the AirDNA Rentalizer printout.
  - Qualifying rental income calculation = Annual Revenue divided by 12 and then multiplied by 90%.
  - CHM UW is to re-pull the AirDNA "Rentalizer" online to validate the information provided and also must notate the qualifying short-term rental calculation on the 1008.

- **Supplemental Income**
  - Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements meet normal FNMA requirements. The acceptable supplemental income sources are limited to social security, pension, alimony, child support, asset distribution/utilization, and second job income.

<u>Co-Borrower Options</u>

- Full documentation from a co-borrower who is not self-employed may be used to supplement qualifying income. Follow normal full documentation requirements from FNMA.

W2 ONLY

Most recent W2 and current Verbal VOE to support.

- W2 wage earners or commission borrowers only. W2 from self-employment not permitted.
- The borrower must be in the same job during the qualification period.
- For borrowers employed by family – the following requirements and documentation apply:
  - 2 most recent years W2s issued in the borrower's name and social security number;
  - Provide proof that the borrower has no ownership in the company;
  - Documentation of year-to-date income (i.e. current YTD pay stub or 3 months recent bank statements evidencing income deposits);
  - Qualifying income is based on a 24-month average, unless the most recent 12-months or YTD income is declining. Recent increases in pay cannot be used to qualify.
- A complete, signed, and dated IRS 4506C is required for each borrower. The form(s) should be executed and W2 transcripts validating income included in the credit file. Any discrepancies between the two documents should be explained and if necessary additional documentation obtained to satisfactorily address. If the most recent year's transcript is not available then the loan must be escalated for further review. Additional or alternative documentation will be required including, but not limited to, three (3) months current bank statements to show evidence of continuous income receipt, prior year end pay stub (if available) and/or prior year IRS transcript.
- A Verbal VOE from each employer is required within 10 days of the Note date.

Other Income Sources

- **Asset Assist**

  Asset Assist is a supplemental income option based on asset depletion utilizing assets outside of the accounts used to qualify via the bank statement income option documented with one (1) month's current bank statements. All individuals listed on the asset account(s) must be on the Note and Mortgage. The qualifying income resulting from Asset Assist cannot exceed 25% of the total qualifying income.

  - Assets must be liquid and available with no penalty; additional documentation may be requested to validate the origin on the wealth:
    - Asset must be from a U.S. Institution
    - 100% of Marketable securities (i.e., CD's, money market accounts);
    - 100% of Checking and Savings;
    - 100% cash surrender value of life insurance/annuity
    - 100% 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 <u>not</u> of retirement age
    - 100% of Business Checking and Savings: Eligible if the borrower is 100% owner of the business
    - Net proceeds from the recent sale of real estate property can be included in the qualifying assets as long as the sale and asset paper trail is thoroughly documented (i.e., copy of Final Settlement Statement validating final net proceeds and bank transaction history confirming net proceeds deposited). The Final Settlement Statement must confirm all parties listed as the Seller(s) match the same borrower(s) on the URLA for our subject transaction in order to be eligible.
  - Assets Ineligible for Asset Assist:
    - Real Estate Refinance Proceeds;
    - Privately traded or restricted/non-vested stocks;
    - Gift funds
    - Any asset that produces income already included in the income calculation;
    - Assets held in an irrevocable trust where the beneficiary of the trust is not the borrower;
    - Foreign assets
  - Calculation Method - Qualifying income is based upon the total assets eligible for depletion divided by 120.

- **Rental Income – when the rental property is <u>not</u> the subject property:**
  - Utilize 75% of the current lease income less the PITIA on a net basis. Documentation verifying receipt of rental income is only required if positive rents are used to qualify. If any amount of positive rents are being used to qualify it must be supported with proof of at least one current month's rent receipt. Rental income may not be used to qualify on a vacant unit.
  - Short-Term Rentals: Short-term rentals are properties in which the rental term is less than 12 months, relatively variable in duration (e.g., short weekend, two weeks, less than 30 days, etc.), and may not be subject to a traditional lease agreement. Short-term rental income is permitted.

Proof of receipt for the most recent 12-month period is required as documented by the property management company managing the property. Qualifying rental income is calculated based on the total rents received per the ledger provided divided by 12.

- **Rental Income – when the rental property <u>is</u> the subject property:**
  - For Investment property transactions – rental income can be utilized to qualify from the subject property:
    - Long-Term Rents (30+ days or more) – calculate by using the lower of the following:
      - 75% of 1007 validating current market rents, or
      - 75% of the executed lease agreement in place (if applicable).
    - Short-Term Rents (29 days or less) - For current vacant properties this applies to purchase transactions only unless the subject loan is a refinance transaction where the borrower can document the recent vacancy is due to a remodel or renovation.
      One of the following must apply:
      - Appraiser to provide a Short Term Rental Income Analysis that evaluates the market, property and pricing strategies to determine the optimal rental rates and maximize profitability for short-term rentals. (Refer to EXHIBIT L for a sample Short Term Rental Income Analysis Form)
        - The Occupancy Rate/Factor must reflect at least 50% or greater to be eligible.
        - The UW is responsible for analyzing the analysis provided to ensure all other property characteristics shown meet program requirements.
        - The Projected Monthly Revenue or the Annual Estimated Income divided by 12 can be used as the qualifying rental income calculation.
      - Seller (on a purchase transaction) or Borrower (on a refinance transaction) to provide proof of receipt for the most recent 12-month period derived from an accredited 3rd party – subject to validation. The DSCR factor is calculated using the most recent documented 12-month average.
      - Short-Term Rents (29 days or less) – AirDNA "Rentalizer"
        - Utilization of AirDNA short term rents to qualify is subject to area relevance (resort/vacation areas, proximity to colleges, etc.) – subject to UW discretion. LOE for further clarification or information may be required.
        - Occupancy factor as disclosed on the AirDNA Rentalizer printout must be at least 50% or greater to be eligible.
        - Market score must be 60 or greater as reflected on the AirDNA Rentalizer printout.
        - Qualifying rental income calculation = Annual Revenue divided by 12 and then multiplied by 90%.
        - CHM UW is to re-pull the AirDNA "Rentalizer" online to validate the information provided and also must notate the qualifying short-term rental calculation on the 1008.

- **Supplemental Income**
  - Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements meet normal FNMA requirements. The

acceptable supplemental income sources are limited to social security, pension, alimony, child support, asset distribution/utilization, and second job income.

Co-Borrower Options

- Full documentation from a co-borrower who is not self-employed may be used to supplement qualifying income. Follow normal full documentation requirements from FNMA.

1 YEAR TAX RETURN

Most recent year filed tax returns, all pages, to be utilized for income qualification, personal and business if applicable, signed and dated by the borrower(s).

- Self-employed borrowers only. The main qualifying income is derived from self-employment related income only unless offered below under rental income, supplemental income or co-borrower options. Any other income type not referenced below is not permitted to qualify.
- Any borrower that applied for a current year tax return extension must provide a copy of the extension in the credit file along with the prior year tax return. Any funds owed to the IRS reflected on the extension provided must be paid in full.
- An YTD P&L is required to determine that income is stable if at least one calendar quarter has elapsed since the required tax filing date. YTD P&L income cannot be used to qualify, only to validate income is stable or has increased since last filing.
- A complete, signed, and dated IRS 4506C is required for each borrower and any business entity filing a separate return, the forms should be executed and transcripts validating income included in the credit file. If the most recent year's transcript is not available then the loan must be escalated for further review. Additional or alternative documentation will be required including, but not limited to, three (3) months current bank statements to show evidence of continuous income receipt and/or prior year IRS transcript.
- Verify the existence of the business within 30 days of the Note date and ensure the business is active with one of the following: a letter from the business tax professional certifying at least 18 months of self-employment in the same business, validation from a regulatory agency or licensing bureau, or a phone listing and/or business address using directory assistance/internet search.

Other Income Sources

- **Asset Assist**

  Asset Assist is a supplemental income option based on asset depletion utilizing assets outside of the accounts used to qualify via the bank statement income option documented with one (1) month's current bank statements. All individuals listed on the asset account(s) must be on the Note and Mortgage. The qualifying income resulting from Asset Assist cannot exceed 25% of the total qualifying income.

    - Assets must be liquid and available with no penalty; additional documentation may be requested to validate the origin on the wealth:
        - Asset must be from a U.S. Institution
        - 100% of Marketable securities (i.e., CD's, money market accounts);
        - 100% of Checking and Savings;
        - 100% cash surrender value of life insurance/annuity

- 100% 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 <u>not</u> of retirement age
- 100% of Business Checking and Savings: Eligible if the borrower is 100% owner of the business
- Net proceeds from the recent sale of real estate property can be included in the qualifying assets as long as the sale and asset paper trail is thoroughly documented (i.e., copy of Final Settlement Statement validating final net proceeds and bank transaction history confirming net proceeds deposited). The Final Settlement Statement must confirm all parties listed as the Seller(s) match the same borrower(s) on the URLA for our subject transaction in order to be eligible.

- Assets Ineligible for Asset Assist:
  - Real Estate Refinance Proceeds;
  - Privately traded or restricted/non-vested stocks;
  - Gift funds
  - Any asset that produces income already included in the income calculation;
  - Assets held in an irrevocable trust where the beneficiary of the trust is not the borrower;
  - Foreign assets
- Calculation Method - Qualifying income is based upon the total assets eligible for depletion divided by 120.

- **Rental Income – when the rental property is <u>not</u> the subject property:**
  - Utilize the lower of the following:
    - Schedule E included within the 1-Year tax return provided (follow FNMA calculation requirements).
    - 75% of the current lease income less the PITIA on a net basis. Documentation verifying receipt of rental income is only required if positive rents are used to qualify. If any amount of positive rents are being used to qualify it must be supported with proof of at least one current month's rent receipt. Rental income may not be used to qualify on a vacant unit. This option is only permitted when the property in question is not referenced within the Schedule E of the tax return provided.
  - Short-Term Rentals: Short-term rentals are properties in which the rental term is less than 12 months, relatively variable in duration (e.g., short weekend, two weeks, less than 30 days, etc.), and may not be subject to a traditional lease agreement. Short-term rental income is permitted. Proof of receipt for the most recent 12-month period is required as documented by the property management company managing the property. Qualifying rental income is calculated based on the total rents received per the ledger provided divided by 12. This option is only permitted when the property in question is not referenced within the Schedule E of the tax return provided.

- **Rental Income – when the rental property <u>is</u> the subject property:**
  - For Investment property transactions – rental income can be utilized to qualify from the subject property:

- Long-Term Rents (30+ days or more) – calculate by using the lower of the following:
    - 75% of 1007 validating current market rents, or
    - 75% of the executed lease agreement in place (if applicable), or
    - Schedule E included within the 1-Year tax return provided (follow FNMA calculation requirements).
- Short-Term Rents (29 days or less) – For current vacant properties this applies to purchase transactions only unless the subject loan is a refinance transaction where the borrower can document the recent vacancy is due to a remodel or renovation.

    Calculate using one of the following:
    - Schedule E included within the 1-Year tax return provided (follow FNMA calculation requirements).
    - Appraiser to provide a Short Term Rental Income Analysis that evaluates the market, property and pricing strategies to determine the optimal rental rates and maximize profitability for short-term rentals. (Refer to EXHIBIT L for a sample Short Term Rental Income Analysis Form)
        - The Occupancy Rate/Factor must reflect at least 50% or greater to be eligible.
        - The UW is responsible for analyzing the analysis provided to ensure all other property characteristics shown meet program requirements.
        - The Projected Monthly Revenue or the Annual Estimated Income divided by 12 can be used as the qualifying rental income calculation.
    - Seller (on a purchase transaction) or Borrower (on a refinance transaction) to provide proof of receipt for the most recent 12-month period derived from an accredited 3rd party – subject to validation. The DSCR factor is calculated using the most recent documented 12-month average.
    - AirDNA "Rentalizer"
        - Utilization of AirDNA short term rents to qualify is subject to area relevance (resort/vacation areas, proximity to colleges, etc.) – subject to UW discretion. LOE for further clarification or information may be required.
        - Occupancy factor as disclosed on the AirDNA Rentalizer printout must be at least 50% or greater to be eligible.
        - Market score must be 60 or greater as reflected on the AirDNA Rentalizer printout.
        - Qualifying rental income calculation = Annual Revenue divided by 12 and then multiplied by 90%.
        - CHM UW is to re-pull the AirDNA "Rentalizer" online to validate the information provided and also must notate the qualifying short-term rental calculation on the 1008.

- **Supplemental Income**
    - Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements meet normal FNMA requirements. The acceptable supplemental income sources are limited to social security, pension, alimony, child support, and

second job income. A thorough UW analysis is required to ensure this supplemental income is also disclosed within the tax returns provided and is not being duplicated in error.

Co-Borrower Options

- Full documentation from a co-borrower who is not self-employed may be used to supplement qualifying income. Follow normal full documentation requirements from FNMA. A thorough UW analysis is required to ensure this supplemental income is also disclosed within the tax returns provided and is not being duplicated in error.

P&L ONLY

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, or the EA/CTEC is currently active. PTINs (Preparer Tax Identification Numbers) are ineligible preparers.
Refer to program matrix for max LTV.

Eligibility:

- Self-employed borrower(s) only with a documented ownership of ≥ 50% of the business.
- Minimum of two (2) years self-employment in the current profession.
  - Validation of a minimum of two (2) years existence of the business from one of the following: business license, letter from tax preparer, Secretary of State filing or equivalent.
- Ownership percentage must be documented via CPA/EA/CTEC letter, Operating Agreement or equivalent.

Documentation Requirements:

- Most recent 12-month P&L. P&L end date cannot exceed more than sixty (60) days old prior to the Note date and also must include their Preparer Tax Identification Number (PTIN) for validation.
- All P&L statements must be completed by an independent CPA/EA/CTEC.
- CPA/EA/CTEC must provide attestation that they:
  - Prepared borrower's most recent filed tax returns and that they are not related to the borrower or associated with the borrower or borrower's business; **or**
  - Have reviewed working papers provided by the borrower or audited the business financial statements and that they are not related to the borrower or associated with the borrower or borrower's business
    - If the preparer did not file the most recent tax returns on behalf of the borrower then three (3) months current bank statements are required to support the qualifying income within a 20% variance.
- If the 3rd party did not prepare the borrowers most recent tax returns then a statement from the borrower is required confirming they self-filed their most recent tax returns.
- Credit file must contain documentation that the CPA/CTEC license is verified and active. A screen shot of the IRS website for an IRS Enrolled Agent (EA) is acceptable.
- The prepared P&L expense ratio is floored at 15%.
- Borrower narrative on nature of business is required.
- An internet search of the business is required with documentation to be included in the credit file to support the existence of the business. In instances where this cannot be provided – three (3) months current bank statements are required to support the qualifying income within a 20% variance.
- Documentation in the file must be consistent with the information on the loan application.

- Documentation provided to verify the percentage of the borrower's ownership must match the applicable State authority (i.e. for business located within California, the ownership must match the California Secretary of State's website validation) where applicable.
- Verify the existence of the business within 30 days of the Note date and ensure the business is active with one of the following: a letter from the business tax professional certifying at least 24 months of self-employment in the same business, validation from a regulatory agency or licensing bureau, or a phone listing and/or business address using directory assistance/internet search.

<u>Qualifying Income:</u>

- Qualifying income is based on the lower of the 12-month P&L statement or the monthly income disclosed on the initial signed application (URLA).

• When analyzing the P&L Statement, the following may be added back to the applicant's income calculation:
  - Depreciation
  - Depletion
  - Amortization/casualty loss

<u>Other Income Sources</u>

- **Rental Income – when the rental property is <u>not</u> the subject property:**
  - Utilize 75% of the current lease income less the PITIA on a net basis. Documentation verifying receipt of rental income is only required if positive rents are used to qualify. If any amount of positive rents are being used to qualify it must be supported with proof of at least one current month's rent receipt. Rental income may not be used to qualify on a vacant unit.
  - Short-Term Rentals: Short-term rentals are properties in which the rental term is less than 12 months, relatively variable in duration (e.g., short weekend, two weeks, less than 30 days, etc.), and may not be subject to a traditional lease agreement. Short-term rental income is permitted. Proof of receipt for the most recent 12-month period is required as documented by the property management company managing the property. Qualifying rental income is calculated based on the total rents received per the ledger provided divided by 12.

- **Rental Income – when the rental property <u>is</u> the subject property:**
  - For Investment property transactions – rental income can be utilized to qualify from the subject property:
    - Long-Term Rents (30+ days or more) – calculate by using the lower of the following:
      - 75% of 1007 validating current market rents, or
      - 75% of the executed lease agreement in place (if applicable).
    - Short-Term Rents (29 days or less) - For current vacant properties this applies to purchase transactions only unless the subject loan is a refinance transaction where the borrower can document the recent vacancy is due to a remodel or renovation.
      One of the following must apply:
      - Appraiser to provide a Short Term Rental Income Analysis that evaluates the market, property and pricing strategies to determine the optimal rental rates and maximize profitability for short-term rentals. (Refer to EXHIBIT L for a sample Short Term Rental Income Analysis Form)
        - The Occupancy Rate/Factor must reflect at least 50% or greater to be eligible.

        - The UW is responsible for analyzing the analysis provided to ensure all other property characteristics shown meet program requirements.
        - The Projected Monthly Revenue or the Annual Estimated Income divided by 12 can be used as the qualifying rental income calculation.
    - Seller (on a purchase transaction) or Borrower (on a refinance transaction) to provide proof of receipt for the most recent 12-month period derived from an accredited 3rd party – subject to validation. The DSCR factor is calculated using the most recent documented 12-month average.
    - Short-Term Rents (29 days or less) – AirDNA "Rentalizer"
        - Utilization of AirDNA short term rents to qualify is subject to area relevance (resort/vacation areas, proximity to colleges, etc.) – subject to UW discretion. LOE for further clarification or information may be required.
        - Occupancy factor as disclosed on the AirDNA Rentalizer printout must be at least 50% or greater to be eligible.
        - Market score must be 60 or greater as reflected on the AirDNA Rentalizer printout.
        - Qualifying rental income calculation = Annual Revenue divided by 12 and then multiplied by 90%.
        - CHM UW is to re-pull the AirDNA "Rentalizer" online to validate the information provided and also must notate the qualifying short-term rental calculation on the 1008.
- **Supplemental Income**
    - Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements meet normal FNMA requirements. The acceptable supplemental income sources are limited to social security, pension, alimony, child support, asset distribution/utilization, and second job income.

<u>Co-Borrower Options</u>

- Full documentation from a co-borrower who is not self-employed may be used to supplement qualifying income. Follow normal full documentation requirements from FNMA.

PROPERTY ELIGIBILITY

APPRAISALS

Appraisal Requirements

Full Interior / Exterior appraisal required. Fannie Mae/Freddie Mac Forms 1004/70, 1025/72, 1073/465 or 2090 must be used. The licensed appraiser is required to perform an interior inspection when completing the appraisal report.

- The Appraisal should be dated no more than 120 days prior to the Note Date. After a 120-day period, a new appraisal report is required.
- A Desk Review or Second appraisal is required on every transaction.
- All Investment Property transactions require a Form 1007, 216 or 1025 (for 2-4 units) to determine current market rents if any amount of rental income is being used to qualify on the subject.

Second Appraisal

A Second Appraisal from a Change Wholesale approved AMC is required when any of the following conditions exist. When a second appraisal is provided, the transactions “Appraised Value” will be the lower of the two appraisals. The second appraisal must be from a different appraiser than the first appraisal.

- Loan amount exceeds $2,000,000.
- The transaction is a flip as defined in the Property Flipping section of this guide
- As required under the Appraisal Review Products section of this guide
- Underwriter Discretion

Appraisal Review Requirements

An appraisal review product is required on every appraisal required for the transaction. The options include the following:

- An enhanced desk review, or
- A field review or second appraisal from a Change Wholesale approved AMC is acceptable. The field review or 2nd appraisal may not be from the same appraisal company as the original report.

If the Appraisal Review Product reflects a value more than 10% below the appraised value or cannot provide a validation, the next option in the review waterfall must be followed. The next option would be either a field review or second appraisal; both must be from a different appraisal company and appraiser than the original appraisal. On transactions where the difference in appraised value is less than 10%, the acceptability of the appraisal is subject to UW Management review and discretion. The final appraised value is based on the lowest reported value amongst all of the appraisal documents/reviews.

Minimum Square Footage

- Single Family Residence - minimum 700 square feet
- Condominiums – minimum 400 square feet
- 2-4 units – minimum 250 square feet per individual unit - subject to a max of one of all total units, appraisal including similarly sized comparables (at least one) and market acceptance.

Rural Property

A property is classified as rural if any the following conditions exists:

- The property is classified as rural by the appraiser
- Two of the three comparable properties are more than 5-miles from the subject property
- Less than 25% of the surrounding area is developed

Rural properties are permitted under Primary Residence occupancy with max LTV/CLTV of 80% and no cash-out to the borrower (purchase and rate & term only).

Rural properties are permitted under Second Home occupancy with a 5% deduction to LTV/CLTV from the applicable program matrix. Borrower cannot receive any cash out (purchase and rate & term only).

Rural properties are not permitted under Investment occupancy.

Accessory Dwelling Units (ADUs)

Properties with accessory dwelling units are acceptable if all of the following requirements are met:

- Property is typical, readily acceptable, and common in the subject's market area.
- Property conforms to all zoning laws and regulations.
- Property is a Single Family Residence (1 Unit) with one ADU.
    - Single Family Residences (1 unit) with more than one ADU or a 2-3 Unit property with an ADU are permitted when the ADU structure(s) added conform to all zoning laws and regulations. The appraiser must specifically confirm compliance with local zoning laws and regulations. Total number of dwellings & ADUs cannot exceed more than four (4).
- Appraisal contains at least 2 comparable properties with similar additional accessory unit(s).
- Accessory unit(s) must be substantially smaller than the primary dwelling.

Personal Property

Any personal property transferred through a property sale must be deemed to have zero transfer value, as indicated by the sales contract and the appraisal. If any value is associated with the personal property, the sales price and appraised value must be reduced by the personal property value for purposes of calculating the LTV/CLTV/HCLTV.

Escrow Holdbacks

Escrow holdbacks are not allowed. Any repair or maintenance required by the appraiser must be completed prior to loan purchase.

INELIGIBLE PROPERTY TYPES

- Unique Properties
- Mixed Use properties that do not meet FNMA requirements
- Builder Model Leaseback
- Fractional Ownership/Timeshares
- Live/Work Condominiums
- Multiple dwellings on a single lot (legal ADU permitted)
- Vacant land or land development properties
- Properties not readily accessible by roads that meet local standards
- Properties not suitable for year-round occupancy regardless of location
- Agricultural properties that include farms, ranches, orchards

- Log Cabins/Homes
- Manufactured, Mobile
- Condo-hotels or co-op/timeshare hotels
- A project that includes registration services and offer rentals of units on a daily, weekly, or monthly basis
- Cooperative share loans
- Boarding houses or bed/breakfast properties
- Properties with zoning violations
- Dome or geodesic homes
- Assisted living facilities
- Homes on Indian reservations, Indian Leased Land
- Hawaii properties located in lava zones 1 and/or 2
- Houseboats
- Acreage > 20 acres
- No truncating allowed
- Properties used for the cultivation, distribution, manufacture, or sale of marijuana.

PROPERTY FLIPPING

For properties purchased by the seller of the property within 6 months of the new subject purchase contract date where the contract price exceeds the seller's acquisition price by the following:

- More than a 10% price increase if the seller acquired the property in the past 90 days;
- More than a 20% price increase if the seller acquired the property in the past 91-180 days

The following additional requirements apply:

- Second appraisal required from an Approved AMC
    - TPO HPML Transactions: The Broker is responsible for any costs incurred for the second appraisal.
- Second appraisal must be dated prior to the loan consummation/note date;
- Property seller on the purchase contract must be the owner of record;
- Increases in value should be documented with commentary from the appraiser and recent comparable sales.
- HPML Transaction additional requirements:
    - The appraiser must specifically state that the appraisal conforms with both the requirements under USPAP and FIRREA.
    - Each valuation must be received by the borrower three (3) Business Days prior to Consummation with no Waiver permitted.
    - Borrower may not pay for the 2nd appraisal for all HPML transactions.

TITLE VESTING & OWNERSHIP

Ownership must be fee simple or Leasehold.

Acceptable forms of vesting are:

- Individuals
- Joint tenants
- Tenants in common

- Inter Vivos Revocable Trust

Land trusts, Blind Trusts and IRAs are not eligible forms of vesting.

<u>For Investment Properties Only</u>

Limited Liability Companies (“Entity”) are allowed in accordance with the requirements listed below:

To vest a loan in an Entity, the following requirements must be met:

- Any business structure is limited to a maximum of 4 owners or members.
- The LLC must be domiciled within the United States.
- Personal Guarantees are required from the authorized signor(s) who are borrowers on the loan along with any individual with 50% or greater ownership in the entity.
- Each authorized signor and/or member with 50% or greater ownership must complete a Form 1003 or similar credit application indicating clearly that such document is being provided in the capacity of guarantor. The application associated with each authorized signor and/or member with 50% or greater ownership and such person’s credit score and creditworthiness will also be used to determine qualification and pricing.
- If the articles of organization or operating agreement do not state an authorized signor, then all entity owners must apply as a borrower and complete a loan application as an individual applicant.
- Each Member of the Entity must receive notice of the loan and its terms prior to closing.
- If the LLC, Partnership or Corporation is not domiciled/formed within the state that the subject property is located in, a certificate of authority to do business by the entity in the subject state must be provided if required.
- No more than two layered entities is permitted.
- The following Entity documentation must be provided:
    - Entity Articles of Organization, or Partnership, and Operating Agreement(s)
        - This must include a list of all owners along with titles and designated authorized signors
    - Tax Identification Number (TIN) or Employee Identification Number (EIN) in the name of the LLC obtained directly from the IRS or an accredited 3rd party (i.e. Secretary of State or a licensed CPA)
    - Certificate of Good Standing issued by the Secretary of State where the LLC was formed
    - Certificate of Authorization for the person executing all documents on behalf of the Entity
    - Borrowing Certificate (Exhibit F for Single Member or Exhibit G for Multiple Members)

<u>Documents required</u>

Documents must be completed and signed as follows:

- Loan Application (URLA)
    - Completed for each Individual(s) meeting the requirements above
    - Section labelled “Title will be held in what Name(s)” should be completed with ***only*** the LLC name.
    - Signed by Individuals meeting the requirements above
- Disclosures (Loan Estimate (LE), Notice of Intent to Proceed, Servicing Disclosure, etc.)
    - Completed and signed by Individual(s) meeting the requirements above
- Closing Disclosure (CD)
    - Completed and signed by Individual(s) meeting the requirements above
    - Other Closing Documents (Final CD, Borrower Certification of Business Purpose, etc.)
    - Completed and signed by Authorized Member(s) meeting the requirements above
- Personal Guarantee

    - Completed and signed by Individual(s) meeting the requirements above
- Note, Deed of Trust/Mortgage, and all Riders
    - “Borrower” in form, if applicable, to be completed by the authorized member of the entity that can legally sign and bind entity

Examples of Signature Requirements

[Authorized Signatory] may be replaced by another label as specified in the Member Consent (e.g., Managing Member, Member, etc.).

Sample 1:

Borrower: JJ Investors, LLC and James Johnson Single Member of LLC: James Johnson

Note, Security Instrument & all Riders:

Signature Block

JJ INVESTORS, LLC a [________] limited liability company

James Johnson

By: James Johnson

Title: [Authorized Signatory]

Sample 2:

Borrower: JJ Investors, LLC, James Johnson, and Jane Nelson 2 Members of LLC: James Johnson and Jane Nelson

Both Members are Authorized Signatories of LLC

Note, Security Instrument & all Riders:

Signature Block

JJ INVESTORS, LLC a [_________] limited liability company

James Johnson

By: James Johnson

Title: [Authorized Signatory]

and

JJ INVESTORS, LLC a [ ] limited liability company

Jane Nelson

By: Jane Nelson

Title: [Authorized Signatory]

LEASEHOLD PROPERTIES

In areas where leasehold estates are commonly accepted and documented via the Appraisal, loans secured by leasehold estates are eligible for purchase. The mortgage must be secured by the property improvements and the borrower's leasehold interest in the land. The leasehold estate and any improvements must constitute real property, be subject to the mortgage lien, and be insured by the lender's title policy.

Documentation must be provided to confirm Leaseholds meet all FNMA eligibility requirements (i.e., term of lease to exceed maturity date of the loan transaction, product types).

LIMITATIONS ON FINANCED PROPERTIES

- Max 20 financed properties
- Change Wholesale's exposure to a single borrower shall not exceed $7,500,000 in current UPB or ten (10) properties.

DISASTER AREAS

The following guidelines apply to properties located in FEMA declared disaster areas, as identified by reviewing the FEMA web site at http://www.fema.gov/news/disasters.fema. In addition, when there is knowledge of an adverse event occurring near and around the subject property location, such as earthquakes, floods, tornadoes, or wildfires, additional due diligence should be used to determine if the disaster guidelines should be followed.

Guidelines for disaster areas should be followed for 90-days from the disaster period end date or the date of the event, whichever is later.

Appraisals Completed Prior to Disaster Event

An interior and exterior inspection of the subject property, performed by the original appraiser if possible, is required.

- The appraiser should provide a statement indicating if the subject property is free from any damage, is in the same condition as the previous inspection, and the marketability and value remain the same.
- The inspection report must include photographs of the subject property and the street view.
- Any damage must be repaired and re-inspected prior to purchase

Appraisals Completed After Disaster Event

- The appraiser must comment on the adverse event and certify that there has been no change in the valuation.
- Any existing damage notated from the original report must be repaired and re-inspected prior to purchase.

CONDOMINIUMS

Fannie Mae eligible projects are allowed.

Ineligible Projects

- A project subject to the rules and regulations of the U.S. Securities Exchange Commission.

- Condominium Hotel –Condotel
  - Condominium Project in which any unit owner or the homeowners' association is a party to a revenue-sharing agreement with either the developer or another third-party entity.
  - Condominium project where the unit is not the lessee's residence.
  - Projects that are managed and operated as a hotel or motel, even though the units are individually owned.
  - Projects with the names that include the words "hotel," "motel," "resort," or "lodge."
  - A project that includes registration services and offer rentals of units on a daily, weekly, or monthly basis.
  - Hotel or motel conversions (or conversions of other similar transient properties.)
- Resort type project
- Timeshare or Projects that restrict the owner's ability to occupy the unit.
- New Condo conversion completed less than 2 years.
- Houseboat project
- Manufactured home projects
- Assisted living facilities or any project where unit owners' contract in advance for a lifetime commitment from the facility to care for them regardless of future health or housing needs.
- Multi-family units where single deed has ownership of more than one or all the units.
- Where more than 50% of total square footage in the project or in the building that the project is in is used for non-residential purposes.
- A Common-interest apartment or a project in which individuals have an undivided interest in a residential apartment building and land and have the right of exclusive occupancy of a specific apartment unit in the building.
  - The project or building is often owned by several owners as tenants-in-common or by a homeowners' association.
  - Fragmented or segmented ownership
  - Ownership is limited to a specific period on a recurring basis i.e., Timeshare
- Any project where the developer (or its affiliates) owns the Common and/or Limited Elements and leases the elements back to the HOA
- Non-conforming zoning (cannot be rebuilt to current density).
- Project units sold with excessive Seller contributions that may affect the value of the subject property.
- Any project that requires Private Transfer Fees as a part of the transaction and that fee does not benefit the association
- Project in litigation, arbitration, mediation or other dispute regarding safety, soundness, or habitability.
- Project with adverse environmental issue(s) involving safety, soundness, or habitability.
- Projects that are not well managed or in poor physical or financial condition.
  - Excessive special assessments; Low Reserves; Neglected Repairs

General Project Criteria

- Project has been created and exists in full compliance with applicable local jurisdiction, State and all other applicable laws and regulations
- Project meets all FNMA Insurance requirements for property, liability, and fidelity coverage
- Conformation the Project documents do not give a unit owner or any other party priority over the rights of the 1st mortgagee.

Fannie Mae Warrantable Condominium Projects
For projects that meet Fannie Mae requirements, follow the review process as required by Fannie Mae.

If the loan does not meet the following criteria for a Fannie Mae Limited Review, a FNMA Full Review is required.

Limited Review Eligible Transactions – Attached Units in Established Condo Projects (For Projects Outside of Florida)	
Occupancy Type	Maximum LTV/CLTV and HCLTV Ratios
Principal Residence	85%
Second Home	75%
Investment Property	75%

Limited Review Eligible Transactions – Florida Attached Units in Established Condo Projects	
Occupancy Type	Maximum LTV/CLTV and HCLTV Ratios
Principal Residence	75%
Second Home	70%
Investment Property	70%

Non-Warrantable Condominium Projects

Stacking of risk is not allowed. Only one non-warrantable factor per project allowed.
Change Wholesale will not finance more than 20% of the units in any one project.
Investor concentration in any project is allowed up to 60%. Higher percentages may be considered on investment property transactions when an established history of a high percentage of rental units in the condo project can be demonstrated. Unsold units owned by a builder/developer are not considered as investor owned.

- A full review of the project is required. The following documents must be provided:
    - A completed Change Lending HOA Questionnaire (Exhibit D) is required.
    - Master property insurance, liability insurance and flood insurance if applicable
    - HOA Budget
    - Current balance sheet
    - CC&Rs and Bylaw's (new construction and conversion only)
    - Litigation documents, if applicable. (i.e., court documentation)
    - Ground lease, if applicable.

Additional overlays:
- Max DTI: 43%
- Min FICO: 680
- Max LTV: Refer to applicable program matrices for LTV availability

*****Refer to grid on following page for allowable exceptions.**

Characteristic	Exception Considerations
Commercial Space	Subject property unit must be 100% residential. Project/building commercial percentage must be ≤ 50%. When commercial space exists, it must be "typical for market & have no negative impact on marketability." Commercial percentage is determined by the appraiser. No further assessment required. Commercial space in the building/project exceeding 50% will be reviewed on a single loan exception basis. Commercial entity cannot control the HOA.
New Projects	The project, or the subject's legal phase along with the other phases, must be complete. All common elements in the project or legal phase must be 100% completed. At least 50% of the units must be sold or under a bona-fide contract. Unsold units owned by a builder/developer are not considered as investor owned and can be included in the presale requirement.
Delinquent HOA Dues	No more than 20% of the total units in the project may be 60 days or more past due on the payment of condominium/association fees.
HOA Control	The developer may be in control of the condominium association provided the Master Agreement provides for the homeowners to take control upon either a predetermined percentage of unit sales or within a defined time period.
HOA Reserves	Annual budget specifies a minimum of 5% allocation of replacement reserves.
Investor Concentration	Investor concentration in project up to 60%. Higher percentages may be considered on investment property transactions when an established history of a high percentage of rental units in the condo project can be demonstrated. Unsold units owned by a builder/developer are not considered as investor owned.
Litigation	Pending litigation will be considered on a case by case basis. Pending litigation is not allowed under any circumstance when the litigation involves structural items or items that impact marketability or safety of the project.
Single Entity Ownership	Single entity ownership up to 25%.

EXHIBIT A: OCCUPANCY CERTIFICATION

OCCUPANCY CERTIFICATION

Borrower:	____________________
Co-Borrower(s):	____________________
Property Address:	____________________
City: ____________	***State:*** ______ ***Zip Code:*** ________

I/We the undersigned certify that:

________ **Primary Residence** – I/we will occupy the Property as my/our principal residence within Sixty (60) days after the date of closing as stated in the Mortgage or Deed of Trust I/we executed. I/we will continue to occupy the Property as my/our principal residence for at least one year after the date of occupancy unless Seller otherwise agrees in writing.

________ **Second Home** – I/we will occupy the Property as a second home (vacation, etc.) while maintaining a principal residence elsewhere.

________ **Investment Property** – I/we will not occupy the Property as a principal resident or second home. I/we will not occupy the Property for more than 14 days in any calendar year. The Property is an investment to be held or rented rather than for household or personal use.

INVESTMENT PROPERTY ONLY (the following **must** be completed on an investment property loan)

________ I/we understand that consumer protection laws applicable to consumer loans will not apply to this loan, including the Truth in Lending Act (15 U.S.C. § 1601 *et seq.*), Real Estate Settlement Procedures Act (12 U.S.C.§ 2601 *et seq.*), Gramm-Leach Bliley Act (15 U.S.C. §§ 6802-6809), Secure and Fair Enforcement Mortgage Licensing Act
(12 U.S.C. § 5101 *et seq.*), and Homeowners Protection Act (12 U.S.C. § 4901 *et seq.*).

REFINANCE ONLY (the following **must** be completed on a refinance transaction)

________ I/We the undersigned, certify that the property referenced above is **NOT** currently listed for sale or under contract to be listed for sale.

I/We understand that it is illegal to provide false information in an application for a mortgage loan. Mortgage fraud is punishable by up to thirty (30) years in federal prison or a fine of up to $1,000,000, or both under the provisions of Title 18, United States Code, Sec. 1001, et seq.

I/We understand that failure to comply with the requirements in the Mortgage or Deed of Trust regarding occupancy of the property will entitle the Seller to exercise its remedies for breach of covenant under the Mortgage or Deed of Trust. Such remedies include, without limitation, requiring immediate payment in full of the remaining indebtedness under the Loan together with all other sums secured by the **Mortgage** or **Deed of Trust**, and exercise of power of sale or other applicable foreclosure remedies, to the extent permitted by the Mortgage or Deed of Trust.

Borrower	Date	Co-Borrower	Date
Co-Borrower	Date	Co-Borrower	Date

Important Ability-to-Repay Notice

Date: _________________________ Application No: _____________________________________

<u>This Important Ability-to-Repay Notice is being provided to each borrower prior to the signing of the loan documents, but after federal Truth in Lending disclosures have been provided.</u>

In reviewing your credit application, [ ] has considered and verified the following information as it relates to your ability to repay this loan according to its terms as required by applicable law: (1) your current and reasonably expected income and/or assets (other than the value of the dwelling and any attached real property); (2) your current employment status (to the extent that employment income is relied on to determine repayment ability); (3) the monthly payment for principal and interest on the loan; (4) the monthly payment on any simultaneous loan that [ ] knows or has reason to know will be made; (5) the monthly payment for mortgage-related obligations (*e.g.*, property taxes, certain insurance premiums, fees and special assessments for condominiums, and homeowners association, ground rent, and leasehold payments); (6) your current debt obligations, alimony, and child support; (7) your monthly debt-to-income ratio; and (8) your credit history.

Below and in the attached Application Form (Uniform Residential Loan Application on Fannie Mae Form 1003) is the information that [ ] has been used and considered in making this loan, as required by applicable law:

Employment and Income
Current Monthly Income: ____________________Current Monthly Income from Assets: ____________________

<u>Housing Expenses</u>
Principal and Interest Payment___________________
Real Estate Taxes_______________________________
Homeowner's Insurance________________________
Association Dues_______________________________
Other_______________________________________

Total Housing Payment_________________________

<u>Debts</u>
Installment and Revolving monthly debt payments_____________________________
Other Obligations (including alimony and child support payments) _______________

Total Monthly Other Debts________________________

The information listed above and, in the Attachment, was provided by you in your application and interview, and/or in third-party records and other documents (such as credit reports and tax records). Based on its consideration of this information, [ ] has made a reasonable and good faith determination that you have the reasonable ability to repay this loan according to its terms.

[ ] wants to make sure that the information listed above is correct and complete. [ ] is in the business of making loans and collecting loan payments—it has no desire to make a loan that cannot be repaid under the terms of the agreement.

By your signature(s) below, you are confirming that:

1) You have read and understand this Important Ability-to-Repay Notice, and the information listed above is correct and complete;
2) Your current or reasonably expected income or assets (other than the value of the dwelling and any attached real property) is/are consistent with the information listed above;
3) Your current employment status is consistent with the information listed above and/or attached;
4) Your current housing expenses, debts, and other obligations (including alimony and child support payments) are consistent with the information listed above;
5) You have not applied for or opened any new credit accounts, defaulted on any credit accounts, filed for bankruptcy, or had any judgments entered against you by a court;
6) You have not experienced any other changes from the time you signed or otherwise completed the information listed above and in the attached Uniform Residential Loan Application (Form 1003) that would reduce your reasonable ability to repay this loan according to its terms.

Borrower(s):

______________________________ ___/___/_____ ______________________________ ___/___/_____
(Signature) Date (Signature) Date

______________________________ ___/___/_____ ______________________________ ___/___/_____
(Signature) Date (Signature) Date

SELF-EMPLOYED BUSINESS NARRATIVE FORM

This form to be completed by an individual (non-relative) of the borrower's business, with knowledge and information of the operations and finances of the business. Typical persons submitting this form would include: Controller, Treasurer, V.P. Finance, Finance Manager, Accounting Manager or Human Resources Manager. This form can also be completed by a third- party individual with direct knowledge of the borrower's business, such as Certified Public Accountant or an IRS Enrolled Agent. If the file does not contain or require a CPA prepared P&L, the underwriter will use this narrative to evaluate the reasonableness of expenses listed for the business.

Business Name and Legal Structure *(Partnership, Corporation, Limited Liability Company etc.)**:***

Date Business Started:

Percentage of Business Owned:

Description of Business / Business Profile *(Identify if Commercial or Retail client base)**:***

Business Location and Associated Rent:

Is location in a commercial or residential dwelling?

Number of Employees (E) or Contractors (C):

Does Business Provide Sales of Goods, Services or Both? *If Goods provide estimated cost of goods:*

Materials / Trucks / Equipment / Other:

Business Analysis:

Additional Information to provide underwriting for consideration during their analysis:

I/We hereby certify that the information provided in this form is true, accurate and complete. I/We understand that any misrepresentation made in this document may result in the loan application being declined.

Date:	____________________	***Title:***	____________________
Signature:	____________________	***Name:***	____________________

CONDOMINIUM PROJECT QUESTIONNAIRE

Project Legal Name: ______________________________________ Date: ______________________________

Project Physical Address: __________________________________ HOA Tax ID: _________________________

Unit Address: ____ Loan Number: ________________________

HOA Name: ____ Lender Name: ________________________

HOA Management Address: _________________________________ HOA Management Co. Tax ID: ___________

PART I: BASIC PROJECT INFORMATION

1. Please provide actual numbers and not percentages in the chart below.

Legal Phase #, Previous and Future Phases	# of Units per Phase	# of Buildings	# of Units Complete	# of Units for Sale	# of Units Sold or Under Contract	# of Owner Occupied and Second Homes*	# of Investor Units

***** If unable to provide number of second homes, provide number of off-site addresses.

2. Please provide a breakdown of the total number of units in the Project below.

# of Owner Occupied Units		# of Investor Units		# of Units Rented by Developer	
# of Second Home Units		# of Units owned by the HOA		# of Units in Entire Project	

3. Complete the following table if more than one unit is owned by the same individual or entity.

Individual / Entity Name	Developer or Sponsor (Yes or No)	# of Units Owned	Percentage Owned of Total Project Units	# Leased at Market Rent	Number Leased under Rent Control
			%		
			%		
			%		
			%		
			%		

4. Does the project have any of the characteristics listed below? ☐ Yes ☐ No **If Yes**, please check all that apply:

☐ Hotel/Motel/Resort Activities ☐ Any restriction on the Unit owner's ability to occupy the unit

☐ Mandatory Rental Pool ☐ Mandatory fee-based memberships for use of project amenities/services

☐ Deed/Resale restrictions ☐ Non-incidental income from business operations
☐ Manufactured Housing ☐ Supportive or continuing care for seniors or residents with disabilities

Provide additional detail here, if applicable (optional):

____

____

PART II: PROJECT COMPLETION INFORMATION

5. Are all units and common elements 100% complete and not subject to any additional phasing and/or additions? ☐ Yes ☐ No
   ***If yes**, when was the Project completed?* ______________
6. **If no,** complete lines a-f:
   a. *Is the project subject to additional phasing or annexation?* ☐ Yes ☐ No
   b. *Is the project legally phased?* ☐ Yes ☐ No
   c. *How many phases have been completed?* ______________
   d. *How many total phases are legally planned for the project?* ______________
   e. *How many total units are planned for the project?* ______________
   f. *Are all planned amenities and common facilities fully complete?* ☐ Yes ☐ No
7. Has the developer turned over Project control to unit owners? ☐ Yes ☐ No
   ***If yes**, when was it turned over?* ______________
   ***If no,** what is the anticipated date the Project will be turned over to the unit owners?* ______________
8. Is the Project a conversion within the past 3 years of an existing structure that was used as an apartment, hotel/resort, retail or other professional business, industrial or for other non-residential use? ☐ Yes ☐ No
   ***If yes** – complete lines a-h:*
   a. *What year was the property built?* ______________
   b. *What date was the conversion completed?* ______________
   c. *Was the conversion a full gut rehabilitation of the existing structure(s), including replacement of all major mechanical components?* ☐ Yes ☐ No
   d. *What was the original use of the building?* ______________
   e. *Does the report from the licensed engineer indicate that the project is structurally sound, and that the condition and remaining useful life of the project's major components are sufficient?* ☐ Yes ☐ No
   f. *Are all repairs affecting safety, soundness, and structural integrity complete?* ☐ Yes ☐ No
   g. *Are replacement reserves allotted for all capital improvements?* ☐ Yes ☐ No
   h. *Are the project's reserves sufficient to fund the improvements?* ☐ Yes ☐ No

PART III: FINANCIAL INFORMATION

9. How many units are over 60 days delinquent on HOA dues or assessments? ______________
10. In the event a unit is taken over in foreclosure or a deed-in-lieu of foreclosure, is the mortgagee responsible for paying delinquent common expense assessments? ☐ Yes ☐ No
    If yes, for how long is the mortgagee responsible for paying these expenses? (select one): ☐ 1 to 6 months ☐ 7 to 12 months ☐ 12+ months
11. Is the HOA or developer involved in any litigation and/or arbitration, including the project being placed in receivership, bankruptcy, deed-in-lieu of foreclosure or Foreclosure? ☐ Yes ☐ No

If yes*, please describe the details and provide documentation directly from the Court(s) relating to the litigation:* ____

____

PART IV: OWNERSHIP & OTHER INFORMATION

12. Do the unit owners have sole ownership interest in and the right to use the project amenities and common areas? ☐ Yes ☐ No

    If No, explain who has ownership interest in and rights to use the project amenities and common areas:

    ____

    ____

    ____

13. Are any of the units or any part of the building used for non-residential or commercial space? **If Yes,** complete the following table: ☐ Yes ☐ No

Type of Commercial or Non-Residential Use	Name of Owner or Tenant	# of Units	Square Footage	% Square Footage of Total Project Square Footage
				%
				%
				%

14. What is the total square footage of commercial space in the building that is separate from the residential HOA? Include above and below grade space used for commercial purposes, such as public parking facilities, retail space, apartments, commercial offices and so on:

    Total square footage of commercial space: _______________

PART V: INSURANCE INFORMATION & FINANCIAL CONTROLS

15. Are units or common elements located in a flood zone? ☐ Yes ☐ No

    If Yes, flood coverage is in force equaling (select one):

    ☐ 100% replacement cost

    ☐ Maximum coverage per condominium available under the National Flood Insurance Program

    ☐ Some other amount (enter amount here): $_________________

16. Check all of the following that apply regarding HOA financial accounts:

    ☐ HOA maintains separate accounts for operating and reserve funds.

    ☐ Appropriate access controls are in place for each account.

    ☐ The bank sends copies of monthly bank statements directly to the HOA.

    ☐ Two members of the HOA Board of Directors are required to sign any check written on the reserve account.

    ☐ The Management Company maintains separate records and bank accounts for each HOA that uses its services.

    ☐ The Management Company does not have the authority to draw checks on, or transfer funds from, the reserve account of the HOA.

17. Supply the information requested below. Do NOT enter "contact agent."

Type of Insurance	Carrier/Agent Name	Phone Number	Policy Number
Hazard			
Liability			
Fidelity			
Flood			

PART VI: BUILDING SAFETY, SOUNDNESS, STRUCTURAL INTEGRITY, AND HABITABILITY

18. When was the last building inspection by a licensed architect, licensed engineer, or any other building inspector? ______________
19. Did the last inspection have any findings related to the safety, soundness, structural Integrity, or habitability of the project's building(s)? ☐ Yes ☐ No
    19a. **If Yes**, have recommended repairs/replacements been completed? ☐ Yes ☐ No
    If the repairs/replacements have not been completed:
    19b. What repairs/replacements remain to be completed?
    ____
    ____
    19c. When will the repairs/replacements be completed? ______________
    Provide a copy of the inspection and HOA board meeting minutes to document findings and action plan.
20. Is the HOA aware of any deficiencies related to the safety, soundness, structural integrity, or habitability of the projects building(s)? ☐ Yes ☐ No
    20a. **If Yes**, what are the deficiencies?
    ____
    ____
    20b. Of these deficiencies, what repairs/replacements remain to be complete?
    ____
    ____
    20c. Of these deficiencies, when will the repairs/replacements be completed? ______________
21. Are there any outstanding violations of jurisdictional requirements (zoning ordinances, codes, etc.) related to the safety, soundness, structural integrity, or habitability of the project's building(s)? ☐ Yes ☐ No
    ***If Yes**, provide notice from the applicable jurisdictional entity.*
22. Is it anticipated the project will, in the future, have such violation(s)? ☐ Yes ☐ No
    ***If Yes**, provide details of the applicable jurisdiction's requirement and the projects plan to remediate the violation.*
    ____
    ____
23. Does the project have a funding plan for its deferred maintenance components/items to be repaired or replaced? ☐ Yes ☐ No
24. Does the project have a schedule for the deferred maintenance components/items to be repaired or replaced? ☐ Yes ☐ No

If Yes, provide the schedule.

25. Has the HOA had a reserve study completed on the project within the past three (3) years? ☐ Yes ☐ No
26. What is the total of the current reserve accounts balance? _______________
27. Are there any current special assessments unit owners are obligated to pay? **If Yes:** ☐ Yes ☐ No
    26a. What is the total amount of the special assessment(s): $______________
    26b. What are the terms of the special assessments(s)?
    ____
    ____
    26c. What is the purpose of the special assessment(s)?
    ____
    ____
28. Are there planned special assessments unit owners are obligated to pay? **If Yes:** ☐ Yes ☐ No
    26a. What will be the total amount of the special assessment(s): $______________
    26b. What will be the terms of the special assessments(s)?
    ____
    ____
    26c. What will be the purpose of the special assessment(s)?
    ____
    ____
29. Has the HOA obtained any loans to finance improvements or deferred maintenance? ☐ Yes ☐ No
    28a. Amount borrowed? $______________
    28b. Terms of repayment? ____

PART VI: PREPARER INFORMATION

Preparer Name: ____ Phone: _______________________________
Title: ____ Email: _________________________________
Preparer's Company Name: ____
Preparer's Company Address: ____

When completed by HOA representative, this form will be utilized to help determine financing eligibility of a unit within the Project. Completion of this form does not create legal liability on the part of the preparer.

The undersigned hereby certifies that the above information is true and correct to the best of the preparer's knowledge and is presented on behalf of the Homeowners Association for the Project listed.

Signature of HOA Representative: ____ Date: _________________

PART VII: REQUIRED DOCUMENTATION

New Projects:

☐ Fannie Mae Application for Project Approval (Form 1026) Project Certification, Change Home Mortgage Condominium questionnaire, or similar.
☐ FNMA Warranty of Project Presale signed by developer/builder as authorized representative (Form 1029).
☐ FNMA Warranty of Condominium Project Legal Documents (Form 1054) or comparable lender's warranty.

- ☐ FNMA Final Certification of Substantial Project Completion completed by developer. (Form 1081).
- ☐ Current Annual Budget.
- ☐ Current Balance Sheet (dated within the last 60 days).
- ☐ Evidence of current HOA/Project Insurance in compliance with FNMA guidelines.
- ☐ Project legal documents: Declarations, By-Laws, and any Amendments.
- ☐ Schedule of outstanding loan information.
- ☐ Letter from construction lender stating financing is in good standing.
- ☐ Evidence there are no contractor liens outstanding.
- ☐ Project Marketing Analysis: sales and marketing plan.
- ☐ Photos of subject property and two comparable projects including site, improvements, facilities/amenities, and parking.
- ☐ PERS Preliminary Approval, if applicable.

Established Projects:

- ☐ Fannie Mae Application for Project Approval (Form 1026) Project Certification, Change Home Mortgage Condominium questionnaire, or similar.
- ☐ Established Project Certification.
- ☐ Current Annual Budget.
- ☐ Current Balance Sheet (dated with the last 60 days).
- ☐ Evidence of current HOA/Project Insurance in compliance with FNMA guidelines.

Re-Certification of Projects:

- ☐ Fannie Mae Application for Project Approval (Form 1026) Project Certification, Change Home Mortgage Condominium questionnaire, or similar.
- ☐ Project Approval Certification Form.
- ☐ Current Annual Budget.
- ☐ Current Balance Sheet (dated with the last 60 days).
- ☐ Evidence of current HOA/Project Insurance in compliance with FNMA guidelines.
- ☐ Any amendments, supplements, etc. to Project legal documents.

CONDOMINIUM PROJECT WARRANTY CERTIFICATION

Project Name: ______________________________

Project Address: ______________________________

City: ______________ ***State:*** ______ ***Zip Code:*** ______

Phase: ______________________________

Borrower Name: ______________________________

Subject Address: ______________________________

City: ______________ ***State:*** ______ ***Zip Code:*** ______

Seller Name: ______________________________

Loan Number: ______________________________

This certification represents and warrants that the above condominium project meets all eligibility requirements for sale as required by Fannie Mae. The Seller representative certifies that they have completed a Full Condo Project review as outlined in the Fannie Mae guidelines section B4-2.2-02 Full Review, including review of all required documentation for the project type.

Project Type: Established New 2–4 Unit

Project Documents reviewed include:

______ Condo Questionnaire

______ Current annual HOA/Project Budget

______ Current Balance Sheet

______ Evidence of Project Insurance

______ Project legal documents as required by Project type

Seller certifies that it has retained all supporting documentation used to complete the review for this Warranty Certification. The Seller Representative certifies that all appropriate documentation has been examined and that the Representative and Seller warrant that the project meets all requirements set forth in the Fannie Mae guidelines for a Full Review. Signature of Seller Representative certifying:

____

Name of Seller Representative

____

Title of Seller Representative

____

Date of Certification:

BORROWER CONTACT CONSENT FORM

To ensure we have the correct contact information for servicing your loan, please provide the following information.

By signing, I authorize my mortgage servicer, its transfers and/or assigns, to contact me regarding the servicing of my loan using the following contact information.

Mailing address for your mortgage statements and other correspondence:

________ Same as the subject property.

________ Please use this mailing address instead:

Address Line 1: ______________________________ *Apt. #:* __________

Address Line 2: ______________________________

City: ____________________ *State* __________ *Zip Code:* __________

Country: ______________________________

Cell Phone Number:

I understand that by providing a cell phone number and by signing this form, I am giving the holder of my mortgage Note and its billing servicer permission to use the cell phone number to contact me regarding my loan.

	Within the United States	*If you reside outside the United States*
Borrower:	( ) –	( ) –
Co-Borrower:	( ) –	( ) –
	(Area Code) Phone Number	(Country Code) Phone Number

Email Address:

I understand that by providing an email address, I am giving the holder of my mortgage Note and its billing servicer permission to use this email to contact me regarding my loan.

Borrower: ______________________________

Co-Borrower: ______________________________

Signature(s):

Borrower: ______________________________

Co-Borrower: ______________________________

CONSENT OF SPOUSE

I, ________________________________, spouse of ________________________________, acknowledge that I have read the ________________________, dated as of ______________, by

(the "Guaranty"), and that I know the contents of the Guaranty. I am aware that the Guaranty contains provisions guaranteeing amounts for the benefit of ________________________ ("Borrower") and in support of that certain promissory note incurred by Borrower and payable to the order of ________________________ ("Seller"), as well as other obligations under the Guaranty:

I hereby expressly approve of the Guaranty in its entirety, including, but not limited to, that my spouse guarantees to Seller the full and prompt payment when due, whether at the Maturity Date or earlier, the entire amount due under the promissory note (as defined in the Guaranty).

I am aware that the legal and related matters contained in the Guaranty are complex and that I have been advised to seek independent professional guidance or counsel with respect to this Consent. I have either sought such guidance or counsel or determined after reviewing the Guaranty carefully that I will, and hereby do, waive such right.

____
[Name of Spouse]

Spouse's Address [Address of Spouse]:

Street: __________________________ ***City:*** ______________________ ***State:*** ________ ***Zip Code*** _________

[INSERT NOTARY ACKNOWLEDGEMENT]

EXHIBIT H: LLC BORROWING CERTIFICATE – SINGLE MEMBER

LIMITED LIABILITY COMPANY BORROWING CERTIFICATE

TO: [LENDER LEGAL NAME]

The undersigned, being the sole member of [________] , a limited liability company] ("**Borrower**"), does hereby certify that it is the sole and only member of Borrower and, under the Borrower's [Operating Agreement][Limited Liability Company Agreement] and by these presents, the undersigned is authorized and empowered for and on behalf of and in the name of Borrower and without any requirement for consent or approval by any other person or party, as Borrower's act and deed:

1. To borrow money from [LENDER LEGAL NAME] ("**Lender**") and to assume any liabilities of any other person or entity to Lender, in such form and on such terms and conditions as shall be agreed upon by those authorized above and Lender, and to sign and deliver such promissory notes and other evidences of indebtedness for money borrowed or advanced and/or for indebtedness assumed as Lender shall require; such promissory notes or other evidences of indebtedness may provide that advances be requested by telephone communication and by any member, manager, employee or agent of Borrower so long as the advances are deposited into any deposit account of Borrower with Lender; Borrower shall be bound to Lender by and Lender may rely upon any communication or act, including telephone communications, purporting to be done by any member, manager, employee or agent of Borrower provided that Lender believes, in good faith, that the same is done by such person.
2. To mortgage, encumber, pledge, convey, grant, assign or otherwise transfer all or any part of Borrower's real or personal property for the purpose of securing the payment of any of the promissory notes, contracts, instruments and other evidences of indebtedness authorized hereby, and to execute and deliver to Lender such deeds of trust, mortgages, pledge agreements and/or other security agreements as Lender shall require.
3. To perform all acts and execute and deliver all documents described above and all other contracts and instruments which Lender deems necessary or convenient to accomplish the purposes of this certificate and/or to perfect or continue the rights, remedies and security interests to be given to Lender, including, without limitation, any modifications, renewals and/or extensions of any of Borrower's obligations to Lender, however evidenced; provided that the aggregate principal amount of all sums borrowed and credits established pursuant to this certificate shall not at any time exceed the sum of [$] outstanding and unpaid.

The authority hereby conferred shall be deemed retroactive, and any and all acts authorized herein which were performed prior to the execution of this certificate are hereby approved and ratified. The authority hereby conferred is in addition to that conferred by any other certificate heretofore or hereafter delivered to Lender and shall continue in full force and effect until Lender shall have received notice in writing from Borrower of the revocation hereof, and such revocation shall be effective only as to credit which was not extended or committed to Borrower by Lender prior to Lender's receipt of such notice.

The undersigned further certifies that the activities covered by the foregoing certifications constitute duly authorized activities of Borrower; that said certifications are now in full force and effect; and that there is no provision in any document pursuant to which Borrower is organized and/or which governs Borrower's continued existence limiting the power of the undersigned to make the certifications set forth herein, and that the same are in conformity with the provisions of all such documents.

IN WITNESS WHEREOF, the undersigned has hereunto executed this Certificate as of [, 20].

[INSERT SIGNATURE BLOCK FOR SOLE MEMBER]

EXHIBIT I: LLC BORROWING CERTIFICATE – MULTIPLE MEMBER

LIMITED LIABILITY COMPANY BORROWING CERTIFICATE

TO: [LENDER LEGAL NAME]

The undersigned, being all of the members of [____________, a ____ limited liability company] (“Borrower”), do hereby certify that they are, respectively, all of the managers and members of Borrower and, under the Borrower’s [Operating Agreement][Limited Liability Company Agreement] and by these presents, the undersigned are each authorized and empowered for and on behalf of and in the name of Borrower and without any requirement for consent or approval by any other person or party, as Borrower's act and deed:

1. To borrow money from [LENDER LEGAL NAME] (“Lender”) and to assume any liabilities of any other person or entity to Lender, in such form and on such terms and conditions as shall be agreed upon by those authorized above and Lender, and to sign and deliver such promissory notes and other evidences of indebtedness for money borrowed or advanced and/or for indebtedness assumed as Lender shall require; such promissory notes or other evidences of indebtedness may provide that advances be requested by telephone communication and by any member, manager, employee or agent of Borrower so long as the advances are deposited into any deposit account of Borrower with [LENDER LEGAL NAME] Lender; Borrower shall be bound to Lender by and Lender may rely upon any communication or act, including telephone communications, purporting to be done by any member, manager, employee or agent of Borrower provided that Lender believes, in good faith, that the same is done by such person.
2. To mortgage, encumber, pledge, convey, grant, assign or otherwise transfer all or any part of Borrower's real or personal property for the purpose of securing the payment of any of the promissory notes, contracts, instruments and other evidences of indebtedness authorized hereby, and to execute and deliver to Lender such deeds of trust, mortgages, pledge agreements and/or other security agreements as Lender shall require.
3. To perform all acts and execute and deliver all documents described above and all other contracts and instruments which Lender deems necessary or convenient to accomplish the purposes of this certificate and/or to perfect or continue the rights, remedies and security interests to be given to Lender, including, without limitation, any modifications, renewals and/or extensions of any of Borrower's obligations to Lender, however evidenced; provided that the aggregate principal amount of all sums borrowed and credits established pursuant to this certificate shall not at any time exceed the sum of [$____________] outstanding and unpaid.

The authority hereby conferred shall be deemed retroactive, and any and all acts authorized herein which were performed prior to the execution of this certificate are hereby approved and ratified. The authority hereby conferred is in addition to that conferred by any other certificate heretofore or hereafter delivered to Lender and shall continue in full force and effect until Lender shall have received notice in writing from Borrower of the revocation hereof, and such revocation shall be effective only as to credit which was not extended or committed to Borrower by Lender prior to Lender's receipt of such notice.

We further certify that the activities covered by the foregoing certifications constitute duly authorized activities of Borrower; that said certifications are now in full force and effect; and that there is no provision in any document pursuant to which Borrower is organized and/or which governs Borrower's continued existence limiting the power of the undersigned to make the certifications set forth herein, and that the same are in conformity with the provisions of all such documents.

IN WITNESS WHEREOF, the undersigned has hereunto executed this Certificate as of [_______________, 20__].

[INSERT SIGNATURE BLOCKS FOR MEMBERS AND ALL MANAGERS]

BUSINESS PURPOSE & OCCUPANCY AFFIDAVIT

Loan Number: ______________________

Borrower(s): ______________________

Property Address: ______________________

I, the undersigned borrower(s), hereby declare that the following is true and correct:

1. **I have applied for this Loan and am seeking financing for the Property for business purposes only.** I do not intend to use the proceeds of the Loan for personal, family, or household purposes.
2. **The proceeds of the loan will be used to purchase, improve, or maintain the Property, and I intend to operate the Property as one or more rental units for profit.** If I have not executed a lease with a tenant (or tenants) at or before closing of the Loan, I intend to, and will, use commercially reasonable methods and effort to obtain a tenant (or tenants) for the Property following closing of the Loan.
3. **Neither I nor any family member intend or expect to occupy the Property at any time. I will not, under any circumstances, occupy the Property at any time while the Loan remains outstanding.** In addition, I will not claim the Property as my primary or secondary residence for any purposes for the duration of my Loan. I now reside, and for the duration of my Loan will continue to reside, elsewhere.
4. **I understand that Lender originating the Loan in reliance upon this Affidavit.** If this Affidavit is not true and correct, and in consideration of Lender making the Loan, I agree to indemnify Lender and its agents, affiliates, subsidiaries, parent companies, successors and assigns and hold them harmless from and against any and all loss, damage, liability or expense, including costs and reasonable attorneys' fees, which they may incur as a result of or in connection with my misrepresentation. I further understand that any misrepresentation in this Affidavit will constitute an Event of Default under my Loan Documents and may result in the immediate acceleration of my debt and the institution of foreclosure proceedings, eviction, and any other remedies allowable by law.
5. **I understand that the agreements and covenants contained herein shall survive the closing of the Loan.**
6. **I understand that, based on the contents of this Affidavit, the Loan is a business-purpose loan secured by non-owner-occupied real property.** I understand that this means that the Loan may not be subject to the requirements of certain federal and state consumer protection, mortgage lending, or other laws, including but not limited to the provisions of the federal Truth-in-Lending Act (15 U.S.C. §§ 190
7. 1 *et seq*.) and its implementing Regulation Z (12 C.F.R. Part 1026), and that my ability to avail myself of protections offered under federal and state laws for consumer-purpose residential mortgage loans may be limited.

I understand that any false statements, misrepresentations, or material omissions I make in this Affidavit may result in civil and criminal penalties.

Initial(s): ________	**The Property is not and will not be occupied by me or any member of the LLC or any family member.**

Borrower(s) / Borrowing Entity Members:

NOTARY PUBLIC

____________________________________ Date: ________________

____________________________________ Date: ________________

PERSONAL GUARANTY AGREEMENT

In consideration of ___________________ having its principal place of business at _______________ agreeing to lend the sum of __________ (loan amount) to_________________________________ (the Guarantor), does hereby unconditionally guarantee to _______________________ its successor or assignee, as their interest may appear (the "Mortgagee"), jointly and severally with other guarantors, the payment of the loan when due (at maturity, by acceleration or otherwise), and any and all attorney's fees, costs, damages and expenses suffered or incurred by rising out of the making of said mortgage, in the amount of ________________________ and interest, plus attorney's fees, costs, damages and expenses, and any and all extensions and renewals thereof.

The liability of the undersigned shall exist and continue to exist whether or not the signature or name of the undersigned appears on any evidence of indebtedness from the borrower to the Mortgagee. The undersigned hereby waives notice of the acceptance of this guaranty and of any demand for payment hereunder, presentment, demand, protest, dishonor, or default or notice thereof with respect to the above transaction.

The undersigned agrees to be liable and pay for any deficiency if the note holder forecloses the mortgage securing the note pursuant to the terms of the mortgage and the proceeds received under a foreclosure proceeding, after deduction for expenses, are not sufficient to satisfy the indebtedness of the Borrower.

No extension of time or forbearance on the part of the Mortgagee with respect to the mortgage or modification of the terms and provisions of the mortgage shall operate to release any of the Guarantor's obligations hereunder nor shall any delay on the part of the Mortgagee in exercising any of its options, powers or rights under the mortgage or hereunder or a partial or single exercise thereof constitute a waiver of any other rights hereunder.

This guaranty shall be construed as an absolute, continuing and unlimited guaranty of payment without regard to the regularity, validity, or enforceability of any liability of and obligation of the Borrower hereby guaranteed; and the Mortgagee shall not be required to proceed first against the Borrower or any other person, firm or corporation or any collateral Security held by the Mortgagee to be deemed cumulative and the availing of one remedy or another not to be deemed an election of remedy.

Borrowing Entity _________________________

By Guarantor: _________________________

Print Name:_____________________________

Date: ____

(State of): ____

(County of) ss: ____

On the _________ (date) before me, the undersigned, a Notary Public in and for said State, personally appeared _______________, personally known to me or proved to me on the basis of satisfactory evidence to be the Individual(s) whose name(s) is(are) subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their capacity(ies), and that by his/her/their signature(s) on the instrument, the individual(s), or the person upon behalf of which the individual(s) acted, executed the instrument.

____

Notary Public Signature

NATIONWIDE PROPERTY & APPRAISAL SERVICES

STRpro©
NATIONWIDE PROPERTY & APPRAISAL SERVICES

Short Term Rental Rate Analysis

[redacted]
Payson, AZ 85541

Owner/Borrower:	[redacted]	**Estimated Average Unit Daily Rate**	$150
Client:	[redacted]	**Projected Annual Unit Revenue**	$43,800
Appraiser:	[redacted]	**Projected Avg. Monthly Unit Revenue**	$3,650
Date of the Report:	02/07/2025	**Effective Date**	02/07/2025

Short Term Residential Property Market Rent Analysis is a product offering by Nationwide Property & Appraisal Services, LLC.

Subject Information

Address: [redacted] **City:** Payson **State:** AZ **Zip Code:** 85541 **County:** Gila County
Borrower(s): [redacted] **Owner of Record:** [redacted] **Lender/Client:** Change Lending, LLC
Parcel Number: [redacted] **Property Type:** Single Family Residence **Zoning:** General Unclassified **Zoning Compliance:** Legal

Effective Date: 02/07/2025 **Date of Report:** 02/07/2025 **Report Type:** Restricted Type
Assignment Objective: To develop an opinion of Market Rent for short term rental properties

Subject Comments

The Beaver Valley subdivision was developed sometime in the late 1960's and early 1970's. There is a small park, field, fire station and water department within the immediate area. All other facilities are located in Payson, which is a 10-20 minute commute. The neighborhood was developed around East Verde River. The river and close proximity to National Forest Land are the attraction to this area. The neighborhood consists of mostly single family residential improvements with some multifamily units. There are both site built and manufactured homes but deed restrictions have since been implemented for site built only housing for any future building. The structures in the area range in quality, size, design, age and appeal. General appearance of the typical property and neighborhood maintenance levels are above average.

Property Characteristics:

It is a custom cabin with a finished lower level, which is typical for these mountainous developments. It has recently been updated throughout and is considered in good condition.

Zoning:

The subject is within a residential zoned area, which is typical for this area.

Sales Comparison

ITEM	SUBJECT	COMPARABLE 1		COMPARABLE 2		COMPARABLE 3	
Address: [redacted] Payson, AZ 85541		[redacted] Payson, AZ 85541		[redacted] PAYSON, AZ 85541		[redacted] PAYSON, AZ 85541	
Proximity to Subject		0.08 Miles		0.79 Miles		0.18 Miles	
# of Units		1		1		1	
Average Daily Unit Rate		$139		$219		$160	
Data Source		VRBO		VRBO		VRBO	
Occupancy Rate	80 %						
Estimated Monthly Rent*		$3,382		$5,329		$3,893	
	Description	Description	Adj.(+/-)	Description	Adj.(+/-)	Description	Adj.(+/-)
Location	N;Res	N;Res		B;WtrFr	-$50	N;Res	
View	B;Mtn	B;Mtn		B;Wtr	-$50	B;Mtn	
Design	DT2;Custom	DT2;Custom		DT2;Custom		DT2;Custom	
Appeal	Q4; Typical	Q4; Typical		Q4; Typical		Q4; Typical	
Age	36	32		20		2	
Condition	C2	C2		C2		C2	
Above Grade (Total / Beds / Baths)	7 / 3 / 2.0	7 / 3 / 2.0		7 / 3 / 3.0	-$10	7 / 4 / 2.1	-$25
Gross Living Area	2,657 Sq Ft	2,407 Sq Ft	$25	2,352 Sq Ft	$30	1,953 Sq Ft	$70
Basement	1307 sf	0 sf		0 sf		0 sf	
Net Adj. (Total)		☒ + ☐ -	$25	☐ + ☒ -	-$80	☒ + ☐ -	$45
Projected Average Monthly Revenue Before Expenses			$3,407		$5,249		$3,938

* Estimated comps monthly rent - "# of Units" x 365 days x "occupancy rate" x "average daily unit rate" / 12 months

Subject's estimated daily rental rate	Days	Occupancy Rate	Projected Annual Revenue	Projected Monthly Revenue
150	365	80%	$43,800	$3,650

Comparables and Reconciliation

Comparables Comments:

Rental Comp 1 : This property is very similar in livable area, age and location/views.

Rental Comp 2 : This property is similar in livable area, design, condition and location.

Rental Comp 3 : This property is similar in design, quality/condition and location.

Reconciliation

All comparable rental properties are within the same development and have similar qualities including bed/bath counts, views, design/style and updating. An average of approximately $150 daily rental rate is within the acceptable range for this rural area. *Appraiser fee is $300.

Photographs

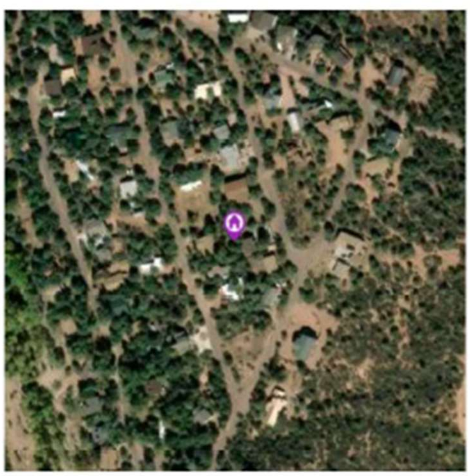
Subject

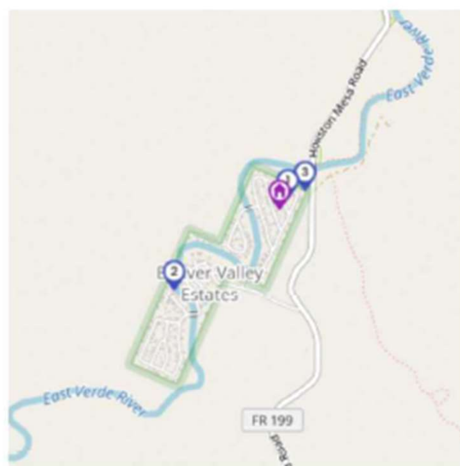
Comparable #1

Comparable #2

Comparable #3

Subject/Comparable Sales Map





Disclosure

Assignment Conditions

Extraordinary Assumptions - None

Hypothetical Conditions - None

SCOPE OF WORK: As a Restricted Appraisal Report, the scope of work varies from that of a non-restricted Appraisal Report, in that the reporting format is abbreviated, however the appraiser is required to perform all of the necessary research and analysis necessary to develop a creditable and UniformStandards of Professional Appraisal Practice (USPAP) compliant appraisal of the subject property. In addition to the reporting format offered herein, the scope of work for this appraisal is defined by the complexity of this appraisal assignment including the following definition of market value, statement of assumptions and limiting conditions and certification. The appraiser at a minimum is required to research, verify and analyze meaningful and reliable market data collected from public and private sources to be used in the development of the appraisal, and to report his analysis, opinions, and conclusions in this appraisal report.

INTENDED USE. The intended use of the Market Rent Analysis is to be a screening tool for collateral evaluation involving a financial lending institution. This analysis is not intended to represent a Market Value of the Real Estate or a Market Value of the Going Concern as a short term rental property.

INTENDED USER: The intended user is Sample Client, its staff, management, and officers.

DEFINITION

Market Rent - The most probable rent that a property should bring in a competitive and open market under all conditions requisite to a fair lease transaction, the lessee and lessor each acting prudently and knowledgeably, and assuming the rent is not affected by undue stimulus. Implicit in this definition is the execution of a lease as of a specified date under conditions whereby

Lessee and lessor are typically motivated;

Both parties are well informed or well advised, and acting in what they consider their best interests;

Payment is made in terms of cash or in terms of financial arrangements comparable thereto; and

The rent reflects specified terms and conditions, such as permitted uses, use restrictions, expense obligations, duration, concessions, rental adjustments and revaluations, renewal and purchase options, and tenant improvements(TIs). (The Dictionary of Real Estate Appraisal. 7th ed., 2022. pp. 116-117)

STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS: The intended use of the Market Rent Analysis is to be a screening tool for collateral evaluation involving a financial lending institution. This analysis is not intended to represent a Market Value of the Real Estate or a Market Value of theGoing Concern as a short term rental property.

1. The property description supplied to an used by the appraiser is assumed to be correct. Where property addresses and other incomplete descriptions were supplied and falling short of complete legal descriptions, the appraiser used property tax records, local property data services and other resources available to determine an adequate property description for purposes of performing the market rent analysis. The appraiser assumes no responsibility for damages resulting from inadequate property descriptions by the client.
2. No survey of the property has been made or reviewed by the appraiser, and no responsibility is assumed in connection with such matters. Illustrative material, including photos, maps, plots, plans, utilized in this report are inclusive only to assist the reader in visualizing the property. Property dimensions and sizes are considered to be approximate.
3. No responsibility is assumed for matters of a legal nature affecting title to the property, nor is any opinion of title rendered. Property titles are assumed to be good and merchantable unless otherwise stated.
4. Information furnished by others is believed to be true, correct, and reliable. However, no responsibility for its accuracy is assumed by the appraiser.
5. All mortgages, liens, leases, property tax obligations and servitudes have been disregarded unless so specified within the report. The property is assumed to be free of all encumbrances and under responsible, financially sound ownership and competent management.
6. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render the property more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies which may be required to discover them.
7. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. However, the appraiser is no qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation or other potentially hazardous materials may affect the value of the property. The value conclusions in this report are predicated on the assumption that there is no such materials on or in the property that would cause a loss of value. No responsibility is assumed for any such conditions, or for the expertise required to discover them. The client is urged to retain an expert in this field if desired. The analysis and value conclusions in this report are null and void should any hazardous material be discovered.
8. Unless otherwise stated in this report, no environmental impact studies were either requested or made in conjunction with this report. The appraiser reserves the right to alter, amend, revise, or rescind any opinions of value based upon any subsequent environmental impact studies, research, or investigation, all without penalty.
9. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is specified, defined, and considered in this report.
10. It is assumed that all applicable building permit requirements, building codes, zoning regulations, and use restrictions have been complied with, unless non-conformity has been specified, defined, and considered in this report.
11. It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or federal government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate is based.
12. The appraiser will not be required to give testimony or appear in court because of having made this report, unless arrangements have previously been made.
13. Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the client and other intended users without the written consent of the appraiser, and in any event, only with properly written qualification and only in its entirety.
14. This is a restricted appraisal report. In some cases the appraiser's opinion and conclusions set forth in the report may not be understood properly without additional information in the appraiser's work file. The liability of the appraiser is limited to the client only. There is no accountability, obligation, or liability to any third party. It is the responsibility of the client to restrict dissemination of this report only to those within its organization and to others as provided by state and federal law, and regulatory agencies on an as needed basis. If this report is placed in the hands of anyone other than the client, the client shall assume all responsibility for its use and shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions.
15. Neither all nor any part of the contents of this report, or copy thereof, shall be conveyed to the public through advertising, public relations, news, sales, or any other media without written consent and approval of the appraiser. Nor shall the appraiser, client, firm, or professional organization of which the appraiser is a member be identified without the written consent of the appraiser.
16. The appraiser was available to perform a complete interior inspection of the subject property. In the event such an inspection was not possible: and or if a limited inspection ws performed or no inspection was performed, this market rent analysis shall so state. In cases where the appraiser was limited in his ability to perform a thorough property inspection, assumptions were made using the best information available to him or her at the time, relative to improvement size, quality, condition, use; and physical attributes of the land and improvements. For purposes of the analysis these assumptions became matters of fact and were used as such. The appraiser shall not be held liable for conditions not apparent to him or her, and assumes no liability for damages occurring there from, when the inspection opportunities were limited.
17. Acceptance and/or use of this report constitutes acceptance of the foregoing assumptions and limiting conditions.

APPRAISER'S CERTIFICATIONS: I certify that, to the best of my knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved
4. I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal
8. My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP)
9. No one provided significant real property appraisal assistance as an appraiser to the appraiser signing this certification. If other parties provided a property data report involving either an interior or exterior viewing of the property or a floorplan, that party is identified in the addendum to this report containing such information

Appraiser Signature

Appraiser Name: Nathan Morris

Company Name: Assured Appraisals, LLC

Company Address: 501 E Mckamey St, Payson, AZ 85541

State License/Certification #: 22034

State:

Expiration Date: 10/31/2026

Signature Date: 02/07/2026

Signature:

[redacted]