



### Hometown Equity Mortgage

25531 Commercentre Dr. Ste 250  
Lake Forest, CA 92630  
833-381-8733 | www.HTEM.com

Effective Date: May 28, 2024

## HTEM NQHEM Rate Sheet

### LOCK DESK

**CONTACT:**

E-mail: [lockdesk@HTEM.com](mailto:lockdesk@HTEM.com)

Direct: 833-381-8733

Lock Desk Closes at 3:00 PM PST

### APPRAISAL ORDER PROCEDURES

AMC selection can be made at:  
<https://www.HTEM.com/appraisals/>

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### Business Purpose Fee's

Underwriting Fee: \$1,995

### \*EXTENSION FEES

#### NON QM

5 day	-0.125
7 day	-0.250
10 day	-0.375
15 day	-0.500

\*2 total lock extensions allowed

### Eligible States

AK\*, AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, IA, ID, IL, IN, KS\*, KY, LA, MA, MD, ME, MI\*, MN\*, MO, MS, MT, NC, ND, NE, NH, NJ, NM\*, NV, OH\*, OK, OR, PA, RI\*, SC, SD, TN, TX, UT, VA, VT, WA, WI, WV, WY

\*See Matrix for restrictions and additional details regarding Prepayment Penalty

**MEET**  
**theNONI™**  
**NON OWNER NO INCOME**

**Click HERE**  
**for more information**

### LOSS PAYEE

Hometown Equity Mortgage, LLC its successors and/or assigns  
25531 Commercentre Dr #250, Lake Forest, CA 92630

For use by mortgage professionals only. Mortgage Financing Provided by Hometown Equity Mortgage, LLC dba theLender NMLS #133519 . Rates, terms and programs subject to change without notice.



Lock Desk Hours: 8am - 3:00pm PST

Email: lockdesk@thelender.com

NMLS # 133519

**Full Doc: NQHEM Premier**

Note Rate	7/6 ARM	10/6 ARM	30 Yr Fix
6.7500	97.942	97.842	97.842
6.8750	98.442	98.342	98.342
7.0000	98.942	98.842	98.842
7.1250	99.380	99.280	99.280
7.2500	99.755	99.655	99.655
7.3750	100.130	100.030	100.030
7.5000	100.505	100.405	100.405
7.6250	100.848	100.748	100.748
7.7500	101.192	101.092	101.092
7.8750	101.535	101.435	101.435
8.0000	101.878	101.778	101.778
8.1250	102.221	102.121	102.121
8.2500	102.564	102.464	102.464
8.3750	102.907	102.807	102.807
8.5000	103.250	103.150	103.150
8.6250	103.593	103.493	103.493
8.7500	103.936	103.836	103.836
8.8750	104.279	104.179	104.179
9.0000	104.622	104.522	104.522
9.1250	104.965	104.865	104.865
9.2500	105.308	105.208	105.208
9.3750	105.651	105.551	105.551
9.5000	105.994	105.894	105.894
9.6250	106.337	106.237	106.237
9.7500	106.680	106.580	106.580

MAX PRICE AND LOCK TERM	
Max Price	101.000
15 Lock Period	0.0000
30 Lock Period	-0.3750

Extension Fees	
5 days	-0.125
7 days	-0.250
10 days	-0.375
15 days	-0.500

\*2 total lock extensions allowed

**Full/Alt Doc FICO/CLTV LTPAs (Price Adjustments)**

Full Doc - 2 Years	FICO	CLTV									
		<=50.00	50.01-55.00	55.01-60.00	60.01-65.00	65.01-70.00	70.01-75.00	75.01-80.00	80.01-85.00	85.01-90.00	
780+	0.7500	0.7500	0.5000	0.3750	0.2500	0.0000	-0.1250	-1.3750	-2.5000		
760-779	0.7500	0.7500	0.5000	0.3750	0.2500	0.0000	-0.2500	-1.5000	-2.6250		
740-759	0.6250	0.6250	0.3750	0.2500	0.0000	-0.1250	-0.3750	-1.8750	-3.1250		
720-739	0.5000	0.5000	0.2500	0.1250	-0.1250	-0.3750	-0.8750	-2.2500	-3.7500		
700-719	0.3750	0.3750	0.1250	0.0000	-0.5000	-1.0000	-1.3750	-3.2500	NA		
680-699	0.3750	0.3750	0.0000	-0.3750	-0.8750	-1.7500	-2.1250	NA	NA		
Full Doc - 1 Year (+ 2 Year Adj)		0.000	0.000	0.000	0.000	0.000	0.000	-0.250	-0.375		
780+	0.8750	0.8750	0.6250	0.5000	0.2500	0.0000	-0.2500	-1.5000	-2.7500		
760-779	0.8750	0.8750	0.6250	0.5000	0.2500	0.0000	-0.3750	-1.6250	-2.8750		
740-759	0.7500	0.7500	0.5000	0.3750	0.1250	-0.1250	-0.5000	-2.1250	-3.5000		
720-739	0.6250	0.6250	0.3750	0.2500	0.0000	-0.5000	-1.1250	-2.6250	-4.1250		
700-719	0.5000	0.5000	0.2500	0.1250	-0.3750	-1.1250	-1.6250	-3.6250	NA		
680-699	0.3750	0.3750	0.0000	-0.5000	-0.8750	-2.0000	-2.6250	4.5000	NA		
Alt Doc - Additional Adjustment		0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.2500	-0.3750		
Bank Statement - 12 Months		0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.3750		

ARM Notes	
ARM Index:	SOFR
Margin:	5.000%
CAP:	5/1/5
Floor Rate:	Note Rate

PREPAY PENALTY LTPAs		Max Price
60 Months	0.500	101.000
48 Months	0.250	101.000
36 Months	0.000	101.000
24 Months	-0.375	101.000
12 Months	-0.750	101.000
0 Months	-1.000	99.750

- 1) Prepayment penalties for Investor Only
- 2) Prepayment penalties not allowed in AK, KS, MI, MN, NM, OH, and RI
- 3) Prepayment penalties not allowed on loans vested to individuals in IL & NJ
- 4) Prepayment penalties not allowed on loan amounts less than \$30,022 in PA

**\*NQHEM Premier Pricer**

Category	Inputs	Price
Product	7/6 Arm	
Alt Doc	No	
Interest Rate-->	7.25	99.755
CLTV Range	55.01-60.00	
FICO Range	700-719	
Full Doc 2	Choose a Selection	0
Full Doc 1	Choose a Selection	0
Alt Doc	Choose a Selection	0
Alt Doc Adj	Choose a Selection	0
DTI	Choose a Selection	0
Loan Balance	Choose a Selection	0
Purpose	Choose a Selection	0
Occupancy	Choose a Selection	0
Property Type	Choose a Selection	0
Interest Only	Choose a Selection	0
Prepay Penalty	Choose a Selection	0
Escrow Waiver	Choose a Selection	0
State Adj	Choose a Selection	0
Lock Period	30	-0.375
Total LTPAs		-0.375

Final Price --> 99.380

\*Pricer is a pricing tool only, please refer to the matrix for eligibility

**Alt Doc: NQHEM Premier**

Note Rate	7/6 ARM	10/6 ARM	30 Yr Fix
6.7500	97.877	97.777	97.777
6.8750	98.377	98.277	98.277
7.0000	98.877	98.777	98.777
7.1250	99.315	99.215	99.215
7.2500	99.690	99.590	99.590
7.3750	100.065	99.965	99.965
7.5000	100.440	100.340	100.340
7.6250	100.783	100.683	100.683
7.7500	101.127	101.027	101.027
7.8750	101.470	101.370	101.370
8.0000	101.813	101.713	101.713
8.1250	102.156	102.056	102.056
8.2500	102.500	102.400	102.400
8.3750	102.843	102.743	102.743
8.5000	103.187	103.087	103.087
8.6250	103.530	103.430	103.430
8.7500	103.873	103.773	103.773
8.8750	104.217	104.117	104.117
9.0000	104.560	104.460	104.460
9.1250	104.903	104.803	104.803
9.2500	105.247	105.147	105.147
9.3750	105.590	105.490	105.490
9.5000	105.933	105.833	105.833
9.6250	106.277	106.177	106.177
9.7500	106.620	106.520	106.520

**OTHER LTPAs (Price Adjustments)**

DTI	CLTV	FICO									
		<=50.00	50.01-55.00	55.01-60.00	60.01-65.00	65.01-70.00	70.01-75.00	75.01-80.00	80.01-85.00	85.01-90.00	
36.01%-43%	>43%	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.1250	-0.1250	
<=850,000	<=850,000	-0.2500	-0.2500	-0.2500	-0.2500	-0.5000	-0.5000	-0.5000	-0.7500	-0.8750	
\$350,001 - \$550,000	\$350,001 - \$550,000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	
\$750,001 - \$1,000,000	\$750,001 - \$1,000,000	0.1250	0.1250	0.1250	0.1250	0.1250	0.1250	0.1250	0.0000	0.0000	
\$1,000,001 - \$1,500,000	\$1,000,001 - \$1,500,000	0.1250	0.1250	0.1250	0.1250	0.1250	0.1250	0.0000	NA	NA	
\$1,500,001 - \$2,000,000	\$1,500,001 - \$2,000,000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	NA	NA	
\$2,000,001 - \$2,500,000	\$2,000,001 - \$2,500,000	0.0000	0.0000	-0.1250	-0.1250	-0.2500	-0.2500	NA	NA	NA	
Purpose	Purchase	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	
	R/R Ref	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.1250	-0.3750	NA	
	Cash Out Ref	-0.2500	-0.2500	-0.3750	-0.5000	-0.7500	-0.8750	-1.2500	NA	NA	
Occupancy	2nd Home	0.0000	0.0000	0.0000	-0.1250	-0.2500	-0.2500	-0.2500	-0.5000	NA	
	Investor	0.0000	0.0000	0.0000	-0.1250	-0.2500	-0.2500	-0.2500	-1.6250	NA	
Property Type	Condo	-0.1250	-0.1250	-0.1250	-0.1250	-0.2500	-0.3750	NA	NA	NA	
	2-4 Unit	-0.2500	-0.2500	-0.2500	-0.2500	-0.3750	-0.3750	-0.5000	-0.5000	-1.0000	
Amortization	Interest Only - 30 Year Term	-0.2500	-0.2500	-0.2500	-0.3750	-0.5000	-0.5000	-0.7500	NA	NA	
Other	Escrow Waiver	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.3750	
State	CT, IL, NJ	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.2500	-0.2500	



Lock Desk Hours: 8am - 3:00pm PST

Email: lockdesk@thelender.com

NMLS # 133519

**Full Doc: NQHEM+**

Note Rate	7/6 ARM	10/6 ARM	30 Yr Fix
6.7500	97.442	97.342	97.342
6.8750	97.842	97.842	97.842
7.0000	98.442	98.342	98.342
7.1250	98.880	98.780	98.780
7.2500	99.255	99.155	99.155
7.3750	99.530	99.530	99.530
7.5000	100.005	99.905	99.905
7.6250	100.348	100.248	100.248
7.7500	100.692	100.592	100.592
7.8750	101.035	100.935	100.935
8.0000	101.285	101.185	101.185
8.1250	101.535	101.435	101.435
8.2500	101.785	101.685	101.685
8.3750	102.035	101.935	101.935
8.5000	102.285	102.185	102.185
8.6250	102.535	102.435	102.435
8.7500	102.785	102.685	102.685
8.8750	103.035	102.935	102.935
9.0000	103.235	103.135	103.135
9.1250	103.410	103.310	103.310
9.2500	103.598	103.498	103.498
9.3750	103.785	103.685	103.685
9.5000	103.973	103.873	103.873
9.6250	104.098	103.998	103.998
9.7500	104.223	104.123	104.123

MAX PRICE AND LOCK TERM	
Max Price	101.000
Max Price (>3mm)	100.000
15 Lock Period	0.0000
30 Lock Period	-0.3750

TERM ADD-ONS (Price Adjustments)	
40-Year Term	-0.2500

Extension Fees	
5 days	-0.125
7 days	-0.250
10 days	-0.375
15 days	-0.500

\*2 total lock extensions allowed

ARM Notes	
ARM Index: SOFR	
Margin: 5.000%	
CAPS: 5/1/5	
Floor Rate = Note Rate	

PREPAY PENALTY LLPAs		Max Price
60 Months	0.500	101.000
48 Months	0.250	101.000
36 Months	0.000	101.000
24 Months	-0.375	101.000
12 Months	-0.750	101.000
0 Months	-1.000	99.750

1) Prepayment penalties for Investor Only

2) Prepayment penalties not allowed in AK, KS, MI, MN, NM, OH, and RI

3) Prepayment penalties not allowed on loans vested to individuals in IL & NJ

4) Prepayment penalties not allowed on loan amounts less than \$30,022 in PA

**Full/Alt Doc FCIO/CLTV LLPAs (Price Adjustments)**

Full Doc - 2 Years	780+	CLTV									
		<=50.00	50.01-55.00	55.01-60.00	60.01-65.00	65.01-70.00	70.01-75.00	75.01-80.00	80.01-85.00	85.01-90.00	
780-779	780+	0.7500	0.7500	0.5000	0.3750	0.1250	0.0000	-0.1250	-1.3750	-2.5000	
740-739	740-739	0.6250	0.6250	0.3750	0.2500	0.0000	-0.1250	-0.3750	-1.8750	-3.1250	
700-719	700-719	0.5000	0.5000	0.2500	0.1250	-0.1250	-0.3750	-0.8750	-2.2500	-3.7500	
660-679	660-679	0.3750	0.3750	0.1250	0.0000	-0.5000	-1.0000	-1.3750	-3.2500	-4.6250	
620-639	620-639	0.2500	0.2500	0.0000	-0.3750	-0.8750	-1.7500	-2.1250	-4.0000	-5.8750	
580-599	580-599	0.1250	0.1250	0.0000	-0.5000	-1.0000	-1.5000	-2.0000	-3.5000	-4.5000	
540-559	540-559	0.0000	0.0000	-0.3750	-0.8750	-1.3750	-1.7500	-2.2500	-3.7500	-4.5000	
500-519	500-519	0.0000	0.0000	-0.5000	-1.0000	-1.5000	-2.0000	-2.5000	-4.0000	-4.5000	
460-479	460-479	0.0000	0.0000	-0.7500	-1.2500	-1.7500	-2.2500	-2.7500	-4.2500	-4.5000	
420-439	420-439	0.0000	0.0000	-1.0000	-1.5000	-2.0000	-2.5000	-3.0000	-4.5000	-4.5000	
380-399	380-399	0.0000	0.0000	-1.2500	-1.7500	-2.2500	-2.7500	-3.2500	-4.7500	-4.5000	
340-359	340-359	0.0000	0.0000	-1.5000	-2.0000	-2.5000	-3.0000	-3.5000	-5.0000	-4.5000	
300-319	300-319	0.0000	0.0000	-1.7500	-2.2500	-2.7500	-3.2500	-3.7500	-5.2500	-4.5000	
260-279	260-279	0.0000	0.0000	-2.0000	-2.5000	-3.0000	-3.5000	-4.0000	-5.5000	-4.5000	
220-239	220-239	0.0000	0.0000	-2.2500	-2.7500	-3.2500	-3.7500	-4.2500	-5.7500	-4.5000	
180-199	180-199	0.0000	0.0000	-2.5000	-3.0000	-3.5000	-4.0000	-4.5000	-6.0000	-4.5000	
140-159	140-159	0.0000	0.0000	-2.7500	-3.2500	-3.7500	-4.2500	-4.7500	-6.2500	-4.5000	
100-119	100-119	0.0000	0.0000	-3.0000	-3.5000	-4.0000	-4.5000	-5.0000	-6.5000	-4.5000	
60-79	60-79	0.0000	0.0000	-3.2500	-3.7500	-4.2500	-4.7500	-5.2500	-6.7500	-4.5000	
20-39	20-39	0.0000	0.0000	-3.5000	-4.0000	-4.5000	-5.0000	-5.5000	-7.0000	-4.5000	
0-19	0-19	0.0000	0.0000	-3.7500	-4.2500	-4.7500	-5.2500	-5.7500	-7.2500	-4.5000	

**OTHER LLPAs (Price Adjustments)**

Housing History	CLTV	CLTV									
		<=50.00	50.01-55.00	55.01-60.00	60.01-65.00	65.01-70.00	70.01-75.00	75.01-80.00	80.01-85.00	85.01-90.00	
DTI	1x30x12	-0.1250	-0.2500	-0.2500	-0.3750	-0.3750	-0.3750	-0.5000	-0.5000	-1.5000	
DTI	43.01%-50%	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.1250	
DTI	50%	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	NA	
Loan Balance	\$100,000 - \$150,000	-0.7500	-0.7500	-0.7500	-0.7500	-1.0000	-1.1250	-1.2500	-1.3750	-1.5000	
Loan Balance	\$150,000 - \$250,000	-0.2500	-0.2500	-0.2500	-0.2500	-0.5000	-0.5000	-0.5000	-0.7500	-0.8750	
Loan Balance	\$250,000 - \$500,000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	
Loan Balance	\$500,000 - \$1,000,000	0.1250	0.1250	0.1250	0.1250	0.1250	0.1250	0.1250	0.0000	-0.2500	
Loan Balance	\$1,000,000 - \$2,000,000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-1.5000	
Loan Balance	\$2,000,000 - \$2,500,000	0.0000	0.0000	-0.1250	-0.1250	-0.2500	-0.2500	-0.3750	NA	NA	
Loan Balance	\$2,500,000 - \$3,000,000	-0.3750	-0.3750	-0.3750	-0.3750	-0.5000	-0.5000	-0.7500	NA	NA	
Loan Balance	\$3,000,000 - \$3,500,000	-0.7500	-0.7500	-0.7500	-0.7500	-1.0000	-1.0000	-1.2500	NA	NA	
Loan Balance	\$3,500,000 - \$4,000,000	-1.5000	-1.5000	-1.5000	-1.5000	-1.7500	-1.7500	-2.0000	NA	NA	
Purpose	Purchase	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	
Purpose	R/R Ref	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.1250	-0.3750	NA	
Purpose	Cash Out Ref	-0.2500	-0.2500	-0.3750	-0.5000	-0.7500	-0.8750	-1.2500	NA	NA	
Occupancy	2nd Home	0.0000	0.0000	0.0000	-0.1250	-0.2500	-0.2500	-0.2500	-0.5000	NA	
Occupancy	Investor	0.0000	0.0000	0.0000	-0.1250	-0.2500	-0.2500	-0.2500	-1.6250	NA	
Property Type	Condo	-0.1250	-0.1250	-0.1250	-0.1250	-0.2500	-0.3750	-0.5000	-0.7500	-1.2500	
Property Type	CondoTel	-1.3750	-1.3750	-1.3750	-1.3750	-1.3750	-1.3750	-1.3750	-1.3750	NA	
Property Type	2+ Unit	-0.2500	-0.2500	-0.2500	-0.2500	-0.3750	-0.3750	-0.5000	-0.5000	-1.0000	
Amortization	30 Year Term	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	
Amortization	Interest Only - 30 Year Term	-0.2500	-0.2500	-0.2500	-0.3750	-0.5000	-0.5000	-0.7500	-1.0000	-1.2500	
Amortization	Interest Only - 40 Year Term	-0.2500	-0.2500	-0.2500	-0.3750	-0.5000	-0.5000	-0.7500	-1.0000	-1.2500	
Other	Escrow Waiver	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.3750	
State	CT, IL, NJ	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.2500	

**Alt Doc: NQHEM+**

Note Rate	7/6 ARM	10/6 ARM	30 Yr Fix
6.7500	97.377	97.277	97.277
6.8750	97.877	97.777	97.777
7.0000	98.377	98.277	98.277
7.1250	98.815	98.715	98.715
7.2500	99.190	99.090	99.090
7.3750	99.565	99.465	99.465
7.5000	99.940	99.840	99.840
7.6250	100.283	100.183	100.183
7.7500	100.627	100.527	100.527
7.8750	100.970	100.870	100.870
8.0000	101.283	101.183	101.183
8.1250	101.533	101.433	101.433
8.2500	101.783	101.683	101.683
8.3750	102.033	101.933	101.933
8.5000	102.283	102.183	102.183
8.6250	102.533	102.433	102.433
8.7500	102.783	102.683	102.683
8.8750	103.033	102.933	102.933
9.0000	103.283	103.183	103.183
9.1250	103.470	103.370	103.370
9.2500	103.658	103.558	103.558
9.3750	103.845	103.745	103.745
9.5000	104.033	103.933	103.933
9.6250	104.158	104.058	104.058
9.7500	104.283	104.183	104.183

**\*NOHEM+ Pricing**

Category	Inputs	Price
Product	7/6 Arm	
Alt Doc	No	
Interest Rate-->	7.25	99.255
CLTV Range	85.01-90.00	
FICO Range	680-699	
Full Doc 2	Choose a Selection	0
Full Doc 1	Choose a Selection	0
Alt Doc	Choose a Selection	0
Alt Doc Adj	Choose a Selection	0
Housing History	Choose a Selection	0
DTI	Choose a Selection	0
Loan Balance	Choose a Selection	0
Purpose	Choose a Selection	0
Occupancy	Choose a Selection	0
Property Type	Choose a Selection	0
Amortization	Choose a Selection	0
Prepay Penalty	Choose a Selection	0
Escrow Waiver	Choose a Selection	0
State Adj	Choose a Selection	0
Lock Period	30	-0.375
Total LLPAs		-0.375

Final Price --> 98.880

**Pricing is a pricing tool only, please refer to the matrix for eligibility**



Lock Desk Hours: 8am – 3:00pm PST

Email: lockdesk@thelender.com

NMLS # 133519

**Full Doc: NQHEM**

Note Rate	7/6 ARM	10/6 ARM	30 Yr Fix
7.0000	97.442	97.342	97.342
7.1250	97.942	97.842	97.842
7.2500	98.442	98.342	98.342
7.3750	98.880	98.780	98.780
7.5000	99.255	99.155	99.155
7.6250	99.630	99.530	99.530
7.7500	100.005	99.905	99.905
7.8750	100.348	100.248	100.248
8.0000	100.692	100.592	100.592
8.1250	101.035	100.935	100.935
8.2500	101.285	101.185	101.185
8.3750	101.535	101.435	101.435
8.5000	101.785	101.685	101.685
8.6250	102.035	101.935	101.935
8.7500	102.285	102.185	102.185
8.8750	102.535	102.435	102.435
9.0000	102.785	102.685	102.685
9.1250	103.035	102.935	102.935
9.2500	103.285	103.185	103.185
9.3750	103.535	103.435	103.435
9.5000	103.785	103.685	103.685
9.6250	104.035	103.935	103.935
9.7500	104.285	104.185	104.185
9.8750	104.535	104.435	104.435
10.0000	104.785	104.685	104.685

**MAX PRICE AND LOCK TERM**

Max Price	101.000
15 Lock Period	0.0000
30 Lock Period	-0.3750

**Extension Fees**

5 days	-0.125
7 days	-0.250
10 days	-0.375
15 days	-0.500

\*2 total lock extensions allowed

**ARM Notes**

ARM Index: SDRR
Margin: 5.000%
CAPS: 5/1/5
Floor Rate = Note Rate

**PREPAY PENALTY LLPAS**

Term	0.500	101.000
60 Months	0.250	101.000
48 Months	0.000	101.000
36 Months	-0.375	101.000
24 Months	-0.750	101.000
12 Months	-1.000	99.750

- 1) Prepayment penalties for Investor Only
- 2) Prepayment penalties not allowed in AK, KS, MI, MN, NM, OH, and RI
- 3) Prepayment penalties not allowed on loans vested to individuals in IL & NJ
- 4) Prepayment penalties not allowed on loan amounts less than \$301,022 in PA

**Full/Air Doc FICO/CLTV LLPAS (Price Adjustments)**

		<=50.00	50.01-55.00	55.01-60.00	60.01-65.00	65.01-70.00	70.01-75.00	75.01-80.00	80.01-85.00	85.01-90.00	
Full Doc - 2 Years	740+	0.6250	0.6250	0.3750	0.2500	0.0000	-0.1250	-0.6250	-1.1250	-4.1250	
	720-739	0.5000	0.5000	0.2500	0.1250	-0.1250	-0.3750	-1.0000	-2.5000	-4.3750	
	700-719	0.3750	0.3750	0.1250	0.0000	-0.5000	-1.0000	-1.5000	-3.5000	-5.0000	
	680-699	0.3750	0.3750	0.0000	-0.3750	-0.8750	-1.7500	-2.1250	-4.0000	-10.0000	
	660-679	-0.2500	-0.5000	-0.7500	-1.2500	-2.0000	-2.5000	-3.1250	NA	NA	
	640-659	-1.0000	-1.0000	-1.0000	-1.2500	-2.0000	-2.6250	-3.0000	NA	NA	
	620-639	-2.0000	-2.0000	-2.0000	-2.2500	-2.7500	-4.5000	-5.0000	NA	NA	
	Bank Statement - 12/24 Months	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.3750	NA	
	1099 - 12 Months	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.3750	NA	
	Additional WVOE	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.3750	NA	
Full Doc - 1 Year (+ 2 Year Adj)	740+	0.7500	0.7500	0.5000	0.3750	0.1250	-0.1250	-0.7500	-2.3750	-4.5000	
	720-739	0.6250	0.6250	0.3750	0.2500	0.0000	-0.5000	-1.2500	-2.8750	-4.7500	
	700-719	0.5000	0.5000	0.2500	0.1250	-0.3750	-1.1250	-1.7500	-3.8750	-5.3750	
	680-699	0.3750	0.3750	0.0000	-0.5000	-0.8750	-2.0000	-2.6250	-4.5000	-10.0000	
	660-679	-0.2500	-0.5000	-0.7500	-1.2500	-2.0000	-2.5000	-3.1250	NA	NA	
	640-659	-1.0000	-1.0000	-1.0000	-1.2500	-2.0000	-2.7500	-3.3750	NA	NA	
	620-639	-2.2500	-2.2500	-2.2500	-2.5000	-3.0000	-4.7500	-5.5000	NA	NA	
	Bank Statement - 12/24 Months	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.3750	NA	
	1099 - 12 Months	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.3750	NA	
	Additional WVOE	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.3750	NA	
OTHER LLPAS (Price Adjustments)	Housing History	CLTV	<=50.00	50.01-55.00	55.01-60.00	60.01-65.00	65.01-70.00	70.01-75.00	75.01-80.00	80.01-85.00	85.01-90.00
		0x0x12	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	NA
	Housing Seasoning	>=36 Mo	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	NA
		24 - 35 Mo	-0.7500	-0.7500	-0.7500	-0.7500	-0.7500	-0.7500	-0.7500	NA	NA
	DTI	<=4%	-1.0000	-1.0000	-1.0000	-1.0000	-1.0000	NA	NA	NA	NA
		>4%	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.1250	-2.5000
	Loan Balance	<=\$200,000	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.5000	-0.5000	-0.5000	-0.6250
		\$200,001 - \$750,000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	NA
		\$750,001 - \$1,000,000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	NA
		\$1,000,001 - \$1,500,000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	NA
Purpose	Cash-Out Refi	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.1250	-0.2500	NA	NA	
	Investor	-0.3750	-0.3750	-0.3750	-0.3750	-0.3750	-0.3750	-0.3750	-0.7500	-1.5000	
Occupancy	2nd Home	0.0000	0.0000	-0.1250	-0.2500	-0.2500	-0.2500	-0.2500	NA	NA	
	Investor	0.0000	0.0000	-0.2500	-0.3750	-0.3750	-0.3750	-0.3750	NA	NA	
Property Type	Condo	-0.2500	-0.2500	-0.2500	-0.2500	-0.3750	-0.3750	-0.5000	-0.7500	NA	
	Conostat	-1.3750	-1.3750	-1.3750	-1.3750	-1.3750	-1.3750	-1.3750	NA	NA	
Amortization	40 Year Term	-0.5000	-0.5000	-0.5000	-0.5000	-0.5000	-0.7500	-1.0000	-1.0000	NA	
	Interest Only - 30 Year Term	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	
Other	Interest Only - 40 Year Term	-0.2500	-0.2500	-0.2500	-0.3750	-0.5000	-0.5000	-0.7500	-1.0000	-1.2500	
	Escrow Waiver	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	-0.2500	NA	
State	CT, IL, NJ	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	-0.2500	NA	

**Air Doc: NQHEM**

Note Rate	7/6 ARM	10/6 ARM	30 Yr Fix
7.0000	97.377	97.277	97.277
7.1250	97.877	97.777	97.777
7.2500	98.377	98.277	98.277
7.3750	98.815	98.715	98.715
7.5000	99.190	99.090	99.090
7.6250	99.565	99.465	99.465
7.7500	99.940	99.840	99.840
7.8750	100.283	100.183	100.183
8.0000	100.627	100.527	100.527
8.1250	100.970	100.870	100.870
8.2500	101.283	101.183	101.183
8.3750	101.533	101.433	101.433
8.5000	101.783	101.683	101.683
8.6250	102.033	101.933	101.933
8.7500	102.283	102.183	102.183
8.8750	102.533	102.433	102.433
9.0000	102.783	102.683	102.683
9.1250	103.033	102.933	102.933
9.2500	103.283	103.183	103.183
9.3750	103.470	103.370	103.370
9.5000	103.658	103.558	103.558
9.6250	103.845	103.745	103.745
9.7500	104.033	103.933	103.933
9.8750	104.158	104.058	104.058
10.0000	104.283	104.183	104.183

**\*NQHEM Pricer**

Category	Inputs	Price
Product	7/6 Arm	
Air Doc	No	
Interest Rate ->	8	100.692
CLTV Range	55.01-66.00	
FICO Range	700-719	
Full Doc 2	Choose a Selection	0
Full Doc 1	Choose a Selection	0
Air Doc	Choose a Selection	0
Air Doc Adj	Choose a Selection	0
Housing History	Choose a Selection	0
Housing Seasoning	Choose a Selection	0
DTI	Choose a Selection	0
Loan Balance	Choose a Selection	0
Purpose	Choose a Selection	0
Occupancy	Choose a Selection	0
Property Type	Choose a Selection	0
Amortization	Choose a Selection	0
Prepay Penalty	Choose a Selection	0
Escrow Waiver	Choose a Selection	0
State Adj	Choose a Selection	0
Lock Period	30	-0.375
Total LLPAS		-0.375

Final Price -> 100.317

\*Pricer is a pricing tool only, please refer to the matrix for eligibility



# NQHEM Matrix

Effective Date: 03.04.24  
Updated on 4.2.2024

NQHEM-Plus					NQHEM-Premier					NQHEM									
FICO	Loan Amount	Purchase	R/T	Cash-Out	FICO	Loan Amount	Purchase	Rate & Term	Cash-Out	FICO	Loan Amount	Purchase	R/T	Cash-Out					
720	\$1,000,000	90%	85%	80%	720	\$1,000,000	90%	80%	80%	700	\$1,000,000	90%	85%	80%					
	\$1,500,000	90%	85%	80%		\$2,000,000	80%	75%	75%		\$1,500,000	85%	85%	80%					
	\$2,000,000	90%	80%	75%		\$2,500,000	75%	70%	70%		\$2,000,000	80%	80%	75%					
	\$3,000,000	80%	75%	70%	700	\$1,000,000	85%	75%	75%		\$3,000,000	70%	65%	65%					
	\$4,000,000	70%	70%	N/A		\$2,000,000	80%	70%	70%		\$1,000,000	90%	85%	80%					
700	\$1,000,000	90%	85%	80%	700	\$2,500,000	70%	65%	65%	680	\$1,000,000	90%	85%	80%					
	\$1,500,000	90%	85%	80%		\$1,000,000	80%	75%	75%		\$1,500,000	80%	80%	75%					
	\$2,000,000	85%	80%	75%		680	\$2,000,000	75%	70%		70%	\$2,000,000	80%	80%	70%				
	\$3,000,000	75%	70%	65%	\$2,000,000		75%	70%	70%		\$3,000,000	70%	65%	65%					
	\$3,500,000	70%	65%	N/A		\$2,500,000	70%	N/A	N/A										
680	\$1,000,000	90%	85%	80%	<b>Housing History</b>		<b>Housing Event Seasoning</b>			660	\$1,000,000	80%	80%	75%					
	\$1,500,000	85%	85%	75%	0x30x12		48 Months				\$1,500,000	80%	80%	75%					
	\$2,000,000	80%	80%	70%	<b>Occupancy Restrictions – 2<sup>nd</sup> Home &amp; Investment</b>						\$2,000,000	70%	70%	65%					
	\$3,000,000	70%	65%	65%	Max LTV/CLTV														
660	\$1,000,000	80%	80%	75%	<ul style="list-style-type: none"> <li>75% - Purchase</li> <li>70% - Refinance</li> </ul> Max loan amount - \$2,000,000					620	\$1,000,000	80%	75%	70%					
	\$1,500,000	80%	80%	75%	<b>Doc Type</b>		<b>Reserves</b>				\$1,500,000	70%	70%	65%					
	\$2,500,000	70%	70%	65%	1&2 Year Standard Doc 12&24 Month Personal Bank Statement 12&24 Month Business Bank Statement		<ul style="list-style-type: none"> <li>LTV ≤ 85%: 6-months of PITIA</li> <li>LTV &gt; 85%: 12-months of PITIA</li> <li>Loan Amount &gt; \$1.5 M: 9-months of PITIA</li> <li>Cash out may be used to satisfy requirement</li> </ul>				\$2,000,000	65%	65%	N/A					
<b>Housing History</b>										<b>Housing History</b>									
1x30x12										1x30x12      0x60x12      0x90x12 Purchase      85%      80%      70% Refinance      80%      75%      N/A Max Loan Amount      \$3,000,000      \$1,500,000      \$1,000,000									
<b>Housing Event</b>										<b>Housing Event</b>									
48 Months										BK/FC/SS/DIL/Mod      ≥36 Mo      ≥24 Mo      ≥12 Mo Purchase      85%      80%      70% Refinance      80%      75%      N/A Max Loan Amount      \$3,000,000      \$1,500,000      \$1,000,000									
Additional Overlays																			
Occupancy Restrictions – 2 <sup>nd</sup> Home / Investment					Reserves					Loan Exposure					State & County Restrictions				
Max LTV/CLTV 85% - Purchase 80% - Rate/Term 75% - Cash-Out  Max Loan Amount: \$2,500,000  ** Applies to NQHEM-Plus & NQHEM **					LTV ≤ 75%: No reserves required LTV > 75%: 6-months of PITIA • Loan Amount > \$1.5M: 9-months of PITIA • Loan Amount > \$2.5M: 12-months of PITIA Cash out may be used to satisfy requirement  ** Applies to NQHEM-Plus & NQHEM **					Credit Committee approval is required when HEM exposure to a single borrower exceeds 4 loans.  ** Applies to all products **					States: • AZ, CT, ID, IL, NJ & OR Cities/Countries: • Austin-Round Rock TX, San Francisco/San Jose CA, Sevierville TN, Herber City UT Restriction • FICO < 700 ○ Purchase 80% Max LTV ○ Refinance 75% Max LTV  ** Applies to all products **				
DTI																			



# NQHEM Matrix

Effective Date: 03.04.24  
Updated on 4.2.2024

<p>Full Doc 12 &amp; 24 Mo Bank Statement P&amp;L Gig Qualifier</p>	<ul style="list-style-type: none"> <li>Maximum DTI is 50%</li> <li>DTI above 43 must meet residual income guidelines               <ul style="list-style-type: none"> <li>See Underwriting Guidelines</li> </ul> </li> <li>DTI may be increased to 55 on NONNQHEM only with the following:               <ul style="list-style-type: none"> <li>Min FICO: 680</li> <li>Max LTV: 70</li> <li>Purchase or Rate/Term Refinance only</li> <li>Minimum Residual Income:                   <ul style="list-style-type: none"> <li>Greater of .5% of the loan amount or \$2k.</li> <li>Increased requirement may be waived with an additional 6 months PITIA reserves</li> </ul> </li> </ul> </li> </ul>	<p>Asset Utilization</p>	<ul style="list-style-type: none"> <li>Debt Ratio Calculation:           <ul style="list-style-type: none"> <li>Minimum Eligible Assets required is the lower of \$1,000,000 or 150% of the loan balance.</li> <li>Qualifying income based upon Total Assets Eligible for Depletion, less down payment, less out of pocket closing costs, less required reserves, divided by 84.</li> <li>680 Min FICO</li> </ul> </li> </ul>
<b>Other Requirements</b>			
<p>Interested Party Contributions</p>	<ul style="list-style-type: none"> <li>6% - LTV ≤ 70%</li> <li>4% - LTV &gt; 70%</li> <li>New Construction – 6% ≥ 75% LTV. 9% &lt; 75% LTV</li> </ul>	<p>12 Mo P&amp;L</p>	<ul style="list-style-type: none"> <li>Available only on the NQHEM+</li> </ul>
<b>Premier Program Requirements</b>			
<p>Product Type</p>	<ul style="list-style-type: none"> <li>Fixed Rate Terms: 30 years; 7/6 ARM, 10/6 ARM</li> </ul>		
<p>Interest Only</p>	<ul style="list-style-type: none"> <li>Min Credit Score: 700</li> <li>Max LTV: 80%</li> <li>30-year total loan term, qualification based upon 20-year amortizing payment</li> </ul>		
<p>Loan Amounts</p>	<ul style="list-style-type: none"> <li>Minimum Loan Amount           <ul style="list-style-type: none"> <li>\$150,000 Full Doc</li> <li>\$150,000 Alt Doc</li> </ul> </li> <li>Maximum Loan Amount: 2,500,000</li> </ul>		
<p>Loan Purpose</p>	<ul style="list-style-type: none"> <li>Purchase</li> <li>Rate/Term</li> <li>Cash Out</li> </ul>		
<p>Occupancy</p>	<ul style="list-style-type: none"> <li>Primary</li> <li>Second Home</li> <li>Investment</li> </ul>		
<p>Property Type</p>	<p>Eligible Property Types</p> <ul style="list-style-type: none"> <li>Single Family, Attached or Detached</li> <li>Condominium           <ul style="list-style-type: none"> <li>Max LTV/CLTV 75%</li> </ul> </li> <li>2-4 units</li> </ul> <p>Not Eligible:</p> <ul style="list-style-type: none"> <li>Condotel</li> <li>Rural</li> </ul>		



# NQHEM Matrix

Effective Date: 03.04.24  
Updated on 4.2.2024

Florida Condos	<ul style="list-style-type: none"> <li>• A structural inspection is required if the project is:             <ul style="list-style-type: none"> <li>○ Over 30 years old or 25 years old if within 3 miles of the coast and</li> <li>○ Greater than 5 stories high</li> </ul> </li> <li>• Projects with an acceptable inspection, max LTV is reduced 5%.</li> <li>• Projects with an unacceptable or no inspection are not eligible.</li> </ul>
Acreage	<ul style="list-style-type: none"> <li>• Max 20-acres             <ul style="list-style-type: none"> <li>○ Cannot be rural or cannot meet the definition of rural</li> </ul> </li> </ul>
Cash--In-Hand	<ul style="list-style-type: none"> <li>• Max Cash in hand: \$1,000,000 (not applicable for delayed financing)</li> </ul>
Appraisals	<ul style="list-style-type: none"> <li>• FNMA Form 1004, 1073 with interior/exterior inspection.</li> <li>• CDA required on all appraisal unless a 2<sup>nd</sup> appraisal is required</li> <li>• 2nd Appraisal required for loans &gt; \$2,000,000.</li> </ul>
Income – Full Doc	<p>Wage/Salary:</p> <ul style="list-style-type: none"> <li>• Paystubs</li> <li>• W-2's</li> <li>• 2-year or 1-Year of Tax Returns</li> <li>• IRS Form 4506-C,</li> <li>• Verbal VOE</li> </ul> <p>Self-Employed</p> <ul style="list-style-type: none"> <li>• 2-years or 1-Year of Personal and Business Tax Returns</li> <li>• YTD P&amp;L</li> <li>• 2-monthly bank statements</li> <li>• IRS Form 4506-C</li> </ul>
Income – Personal Bank Statement	<ul style="list-style-type: none"> <li>• 24 or 12-months of Personal and 2-months of business bank statements.</li> <li>• Qualifying income is determined by the total eligible deposits from the 24 or 12-months of personal statements divided by the number of statements.</li> <li>• The business bank statements must reflect business activity and transfers to the personal account.</li> </ul>
Reserves	<ul style="list-style-type: none"> <li>• 6-months of PITIA</li> <li>• Loan Amount &gt; \$1.5M: 9-months of PITIA</li> <li>• Cash out may be used to satisfy requirements</li> </ul>
DTI Requirements	<ul style="list-style-type: none"> <li>• Max 43%</li> </ul>
Gift Funds	<ul style="list-style-type: none"> <li>• Min contribution             <ul style="list-style-type: none"> <li>○ 5% primary</li> <li>○ 10% Investment</li> </ul> </li> </ul>
Tradelines	<ul style="list-style-type: none"> <li>• Min: 2 reporting 24-months w/activity in last 12- months or 3 reporting 12-months w/recent activity.</li> <li>• If the primary borrower has three (3) credit scores, the minimum tradeline requirement is waived</li> </ul>



# NQHEM Matrix

Effective Date: 03.04.24  
Updated on 4.2.2024

Document Age	<ul style="list-style-type: none"> <li>90-days as of the note date</li> </ul>
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## Non-QHEM+ & Non-QHEM Program Requirements

Alimony & child support	<ul style="list-style-type: none"> <li>Must be included in the DTI.</li> </ul>
Installment Debt	<ul style="list-style-type: none"> <li>Installment loans must be included in the DTI.</li> <li>Installment debt with less than 10 months' worth of payments remaining may be excluded, provided there are assets to make the remaining payments.</li> <li>Borrower may pay down the debt to less than the sum of 10 months' worth of payments.             <ul style="list-style-type: none"> <li>The assets used must be sourced.</li> </ul> </li> <li>Loans secured by financial assets (margin loan, 401(K) loan, etc.) do not need to be included in the debt service provided the asset balance exceeds the loan balance.</li> </ul>
Appraisals	<ul style="list-style-type: none"> <li>Loan amounts <math>\leq</math> \$2MM, one appraisal required</li> <li>Loan amounts <math>&gt;</math> \$2MM, two appraisals required</li> <li>In instances where one appraisal is required, said appraisal must have a CU score less than or equal to 2.5.</li> <li>If the CU score exceeds 2.5 or is unavailable, a CDA with a variance less than 10% is required.</li> <li>Loan amounts above \$1.5MM and up to \$2MM may not utilize the CU score in lieu of obtaining a CDA.</li> </ul> <p><b>Purchases</b></p> <ul style="list-style-type: none"> <li>Use the lesser of purchase price or appraised value</li> </ul> <p><b>Refinances</b></p> <ul style="list-style-type: none"> <li>If owned less than 12 months             <ul style="list-style-type: none"> <li>Use the lesser of the purchase price or appraised value</li> <li>Exception                 <ul style="list-style-type: none"> <li>Current value must be supported by a CDA with a variance <math>\leq</math> 10%</li> <li>Properties in Geographical Restriction Area 2 are not eligible for the exception</li> </ul> </li> </ul> </li> </ul>
Reserves	<ul style="list-style-type: none"> <li>DTI <math>&gt;</math> 50 and increased residual income requirement not met:             <ul style="list-style-type: none"> <li>additional 6 months PITIA</li> </ul> </li> </ul>
Title & Vesting	<ul style="list-style-type: none"> <li>Individual names as joint tenants, community property, or tenants in common</li> <li>Living trusts meeting FNMA's requirements</li> <li>Blind Trusts-see Underwriting Guidelines for requirements</li> <li>Limited Liability Corporations-see Underwriting Guidelines for requirements</li> <li>Partnerships/Corporations-see Underwriting Guidelines</li> </ul>
Arm Terms	<ul style="list-style-type: none"> <li>Margin = 5.00%</li> <li>Index = 30 Day Average of SOFR</li> <li>Caps = 5/1/5</li> <li>Floor Rate = Note Rate</li> <li>Adjustment Period = 6 Months</li> </ul>
Interest Only	<ul style="list-style-type: none"> <li>Interest Only features are allowed on ARMs and FRMs</li> <li>The IO period is 10 years.</li> <li>Standard guidelines apply.</li> <li>40-year term: max 80 LTV</li> </ul>
Qualifying Payment	<p>To determine the P&amp;I component of the Qualifying Payment, utilize the below (except as otherwise specified):</p> <ul style="list-style-type: none"> <li>Fixed Rate:             <ul style="list-style-type: none"> <li>Utilize the start rate over the amortizing term</li> </ul> </li> <li>Amortizing ARM:             <ul style="list-style-type: none"> <li>Utilize the greater of the start rate or the index plus margin, amortized over full term of the loan</li> </ul> </li> <li>FRM/ARM with IO Feature:             <ul style="list-style-type: none"> <li>Utilize the greater of the start rate or the index plus margin, amortized over 20 years</li> </ul> </li> </ul>
Pre-Payment Penalties	<ul style="list-style-type: none"> <li>Prepayment penalties may be placed on investment properties for a period of at least one year in an amount equal to two percent of the original principal balance             <ul style="list-style-type: none"> <li>See Underwriting Guidelines for requirements.</li> </ul> </li> </ul>





# NQHEM Matrix

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	<ul style="list-style-type: none"> <li>Price implications apply for prepayment penalty terms less than three years, including no prepayment penalty.</li> </ul>
Minimum Loan Amount	<ul style="list-style-type: none"> <li>\$100,000</li> </ul>
Rural Properties	<ul style="list-style-type: none"> <li>Primary and 2<sup>nd</sup> home only</li> <li>10 acres maximum</li> <li>No ranches, ag or farm use</li> <li>Max LTV of 80%</li> </ul>
Acreage	<ul style="list-style-type: none"> <li>Maximum 20 Acres</li> </ul>
<b>Eligibility Requirements</b>	
Borrower Eligibility	<ul style="list-style-type: none"> <li>US Citizen</li> <li>Permanent Resident Alien</li> <li>Non-Permanent Resident Alien with the following visas: E, G, H, L, O, P, and TN               <ul style="list-style-type: none"> <li>Gifts not allowed</li> <li>EAD Only is OK</li> <li>See guidelines for additional details</li> </ul> </li> <li>First time home buyer-see Housing Payment History guideline below</li> <li>Non-Occupant Co-Borrowers-see Underwriting Guidelines</li> </ul>
Product Types	<ul style="list-style-type: none"> <li>Fixed Rate Terms: 30 &amp; 40 year</li> <li>7/6 ARM, 10/6 ARM</li> </ul>
Occupancy	<ul style="list-style-type: none"> <li>Primary</li> <li>Second Home</li> <li>Investment Properties</li> </ul>
Property Types	<ul style="list-style-type: none"> <li>1-4 unit attached and detached properties</li> <li>Warrantable Condos</li> <li>Non-Warrantable Condos</li> <li>Condotels</li> <li>PUDs</li> <li>Mixed use properties that comply with FNMA's guidelines-see Underwriting Guidelines</li> </ul>
Condotels	<ul style="list-style-type: none"> <li>Maximum LTV               <ul style="list-style-type: none"> <li>Non-QHEM+ - 85%</li> <li>Non-QHEM – 80% Pur, 75% Refi</li> </ul> </li> <li>Maximum Loan Amount: \$2.5 million</li> <li>Minimum Loan Balance: \$150,000</li> <li>Minimum square footage: 500</li> </ul>
Florida Condos	<ul style="list-style-type: none"> <li>A structural inspection is required if the project is:               <ul style="list-style-type: none"> <li>Over 30 years old or 25 years old if within 3 miles of the coast and</li> <li>Greater than 5 stories high</li> </ul> </li> <li>Projects with an acceptable inspection, max LTV is reduced 5%.</li> <li>Projects with an unacceptable or no inspection are not eligible.</li> </ul>
Eligible Transactions	<p>Purchase, including non-arm's length transactions-</p> <ul style="list-style-type: none"> <li>See Underwriting Guidelines</li> </ul> <p>Rate and Term Refinance</p> <ul style="list-style-type: none"> <li>No title seasoning required</li> <li>Payoff of first and second,               <ul style="list-style-type: none"> <li>The second must be seasoned &gt;6 months with no draw or used to purchase the subject</li> </ul> </li> <li>Recoup of funds expended to improve the subject property.               <ul style="list-style-type: none"> <li>Improvements must have been completed within the last 6 months preceding the application date, funds must have been Borrower's own.</li> <li>Cash out amount not to exceed documented improvement costs</li> </ul> </li> <li>Buyout accompanied by an executed buyout agreement</li> <li>Gifted funds are not deemed to be Borrower's own funds</li> </ul> <p>Cash-Out Refinance</p> <ul style="list-style-type: none"> <li>A refinance that does not meet the definition of a rate/term transaction is considered cash-out.</li> <li>A mortgage secured by a property currently owned free and clear is considered cash-out.</li> </ul>



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	<ul style="list-style-type: none"> <li>• The payoff of delinquent real estate taxes (60 days or more past due) is considered cash-out.</li> <li>• A minimum borrower seasoning requirement of six (6) months is required for a transaction to be eligible for cash-out.</li> <li>• For properties owned 12 months or longer, the LTV/CLV is based upon the appraised value.</li> <li>• Properties owned for more than 6 months but less than 12 months, may use new appraised value based on the LTV restrictions below:             <ul style="list-style-type: none"> <li>○ Owner Occupied – 75% LTV/CLTV</li> <li>○ Second Home – 70% LTV/CLTV</li> <li>○ Investment Properties – 70% LTV/CLTV</li> </ul> </li> <li>• Cash-out seasoning of six (6) months or less is allowed with the following restriction:             <ul style="list-style-type: none"> <li>○ The Seller 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.</li> <li>○ Delayed Financing                 <ul style="list-style-type: none"> <li>▪ When the subject property was purchased for cash within the 6 months preceding the application date, funds may be recouped up to the Borrower's documented contribution</li> </ul> </li> </ul> </li> </ul>
<b>Credit Requirements</b>	
Minimum Tradelines	<ul style="list-style-type: none"> <li>• If the borrower has 3 FICO scores, the trade line requirement is waived</li> <li>• Minimum of 3 tradelines</li> <li>• Must have a 24-month credit history</li> <li>• One tradeline must have been active in the last 6 months             <ul style="list-style-type: none"> <li>○ May also be used for the 24-month history</li> </ul> </li> <li>• Tradeline do not have to be open</li> <li>• If the spouse is the only co-borrower, the primary borrower need only meet the tradeline requirement             <ul style="list-style-type: none"> <li>○ Only one borrower is required to meet this guideline</li> </ul> </li> <li>• See Underwriting Guidelines for more details and alternatives.</li> </ul>
Credit Score	<ul style="list-style-type: none"> <li>• 620 minimum FICO score</li> <li>• Use the lowest middle score for pricing and guideline purposes.</li> <li>• If there is a primary borrower, use their FICO score</li> </ul>
First Time Homebuyer	<p>First-time Homebuyer</p> <ul style="list-style-type: none"> <li>• Primary residence only.</li> <li>• DTI may not exceed 45%.</li> <li>• Minimum six (6) months of reserves.</li> <li>• 12-month rental history reflecting 0x30             <ul style="list-style-type: none"> <li>○ First-time homebuyers without a documented 12-month rental history:                 <ul style="list-style-type: none"> <li>▪ DTI may not exceed 43%.</li> <li>▪ LTV may not exceed 80%</li> </ul> </li> </ul> </li> </ul>
Derogatory Credit Events	<p>Significant Events</p> <ul style="list-style-type: none"> <li>• Bankruptcy, Foreclosure, Short Sale &amp; Short Pay, Modification, Dee-in-lieu, Pre-Foreclosure Events (NOD &amp; Lis Pendens)             <ul style="list-style-type: none"> <li>○ See matrix above for seasoning</li> </ul> </li> <li>• Judgment / Tax Lien: Must meet one of the following:             <ul style="list-style-type: none"> <li>○ Paid off prior to or at closing, or</li> <li>○ Show 3 month satisfactory payment history, include payment in DTI, subordinate if recorded</li> </ul> </li> <li>• Collection:             <ul style="list-style-type: none"> <li>○ May be excluded if individually less than \$250 or in aggregate less than \$1,000. If greater, must be paid off prior to or at closing.</li> <li>○ Medical collections are excluded from this requirement regardless of amount.</li> </ul> </li> <li>• Charge-Offs:             <ul style="list-style-type: none"> <li>○ Not required to be paid off</li> </ul> </li> </ul>
<b>Assets</b>	
Asset Accounts	<ul style="list-style-type: none"> <li>• Use 100% of cash and cash equivalents</li> <li>• Use 80% of face value for non-retirement asset accounts</li> <li>• Use 70% of retirement assets if Borrower is under 59.5, 80% if over</li> <li>• If the Borrower is liquidating funds from non-retirement sources, document liquidation and end balance</li> <li>• If the Borrower is liquidating from retirement accounts, document the liquidation and end balance</li> <li>• 1031 exchanges eligible for investment properties             <ul style="list-style-type: none"> <li>○ see Underwriting Guidelines</li> </ul> </li> <li>• Business funds may be used for down payment, closing costs and reserves.</li> </ul>



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Updated on 4.2.2024

	<ul style="list-style-type: none"> <li>○ The amount of funds that may be utilized is based on the Borrower's percentage of ownership.</li> <li>○ Borrower(s) must provide either:             <ul style="list-style-type: none"> <li>▪ A letter from Borrower's CPA, EA, or licensed tax preparer stating that the Borrower(s) may access the business funds and that the withdrawal will have no adverse impact; or</li> <li>▪ A letter from the Borrower(s) stating that they may access the business funds and Cash Flow Analysis to document that the withdrawal will have no adverse impact- see Underwriting Guidelines</li> </ul> </li> </ul>
Gift Funds	<ul style="list-style-type: none"> <li>• For Owner-occupied properties a 5% down payment has been made by the borrower from their own funds.             <ul style="list-style-type: none"> <li>○ 100% Gift Funds are allowed for Full Doc or 24-month Bank Statement loans only, with a maximum LTV of 75%.</li> <li>○ Borrower(s) must meet both reserve and residual income requirements.</li> </ul> </li> <li>• For Investment properties, a minimum of 10% of the down payment must be made by the borrower from their own funds.</li> <li>• Gifts of Equity are allowed for Owner Occupied properties only</li> <li>• Gift funds may not be used to meet the reserve requirements</li> </ul>
<b>Income Requirements</b>	
<b>Full Doc</b>	
Wage Earner	<p>Documentation Requirements</p> <ul style="list-style-type: none"> <li>• Provide the last two years' W-2's</li> <li>• The most recent 30 consecutive days of paystubs including year to date income with the most recent one dated within 60 calendar days of the note date.</li> </ul> <p>Qualification:</p> <ul style="list-style-type: none"> <li>• If Applicant receives bonus, commission, or overtime, obtain a written VOE to determine a history and continuance.             <ul style="list-style-type: none"> <li>○ Generally, a two-year history is required</li> <li>○ 1-2 years can be used on a case-by-case basis with positive factors to offset and a reasonable expectation of continuance.</li> </ul> </li> <li>• HEM reserves right to request tax returns in its sole discretion.</li> <li>• Restricted stock units:             <ul style="list-style-type: none"> <li>○ Restricted stock units may be used as qualifying income.</li> <li>○ Applicant must have a two-year history of receipt and a three-year continuance on vesting.</li> </ul> </li> <li>• Stock options:             <ul style="list-style-type: none"> <li>○ Stock options may be used as qualifying income.</li> <li>○ Applicant must have a two-year history of receipt and exercise.</li> </ul> </li> </ul>
Self Employed	<ul style="list-style-type: none"> <li>• Applicants must generally be self-employed for 2 years; however, 1-2 years is acceptable with 2 years previous employment in same line of work and no gaps.</li> <li>• Provide the most recent one or two years' personal and/or business federal tax returns as applicable.             <ul style="list-style-type: none"> <li>○ If providing two years of income documents, take 24-month average of income if increasing, 12-month average if decreasing. If decreasing, additional documentation may be required.</li> <li>○ A year end and/or year to date profit and loss statement and balance sheet dated within 60 calendar days of funding may be required.</li> <li>○ See Underwriting Guidelines for additional information.</li> </ul> </li> <li>• Verification of current business revenues and operations required prior to closing, to be verified with the following:             <ul style="list-style-type: none"> <li>○ Most recent two (2) business bank statements prior to application supporting the profit and loss statement provided</li> <li>○ Most recent one (1) business bank statement prior to funding supporting the profit and loss statement</li> </ul> </li> </ul>
Other Income	<p>Asset Distribution</p> <ul style="list-style-type: none"> <li>• Applicants may supplement income disclosed via traditional income sources by annuitizing their assets.</li> <li>• They may set up a monthly distribution and document receipt of at least one monthly distribution prior to closing.</li> <li>• The distribution must have at least 7 years of continuance based on the effective value of the asset as of the distribution commencement.</li> <li>• Verify current balance within 60 days of the note date.</li> <li>• Retirement accounts are ineligible if Applicant is under 59.5             <ul style="list-style-type: none"> <li>○ See Underwriting Guidelines</li> </ul> </li> </ul> <p>Passive Asset Utilization</p> <ul style="list-style-type: none"> <li>• Applicants may supplement income disclosed via traditional sources by depleting assets available over a 10-year term with no rate of return imputed.</li> <li>• All assets necessary to complete the transaction, including post-closing reserves, must be deducted in order to complete the calculation.</li> <li>• Verify current balance with the most recent full monthly statement available as of the note date. Standard asset haircuts are utilized             <ul style="list-style-type: none"> <li>○ See Asset Accounts.</li> </ul> </li> </ul> <p>Other Sources</p> <ul style="list-style-type: none"> <li>• Document most recent 1-2 years receipt on tax returns and supporting tax documentation, current receipt, and expectation of at least three years' continuance</li> </ul>
Rental Income	<ul style="list-style-type: none"> <li>• Method 1   Tax Returns             <ul style="list-style-type: none"> <li>○ Utilize the net figure on schedule E page 1 of most recent year's tax return adding back depreciation, amortization, and interest.</li> </ul> </li> </ul>



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	<ul style="list-style-type: none"> <li>○ Subtract the principal and interest component of the mortgage payment.</li> <li>○ Current insurance, taxes, and homeowner's association dues do not need to be documented.</li> <li>○ Document the unit in question is rented with most recent month's rent check.</li> </ul> <ul style="list-style-type: none"> <li>● Method 2   Lease             <ul style="list-style-type: none"> <li>○ Use 75% of current lease less documented PITI plus HOA dues and/or common charges.</li> <li>○ If lease is materially greater than income listed on tax return(s),</li> <li>○ Applicant to provide supporting explanation/documentation.</li> <li>○ Document the unit in question is rented with most recent month's rent check.</li> <li>○ Rental income from a vacant property may only be used on the subject property on a purchase transaction.</li> </ul> </li> </ul>
<b>Alternative Documentation</b>	
<b>ALT DOC - Bank Statements</b>	
Self Employed	<ul style="list-style-type: none"> <li>● Applicants must have been self-employed for at least two years.             <ul style="list-style-type: none"> <li>○ A CPA, EA, or licensed tax preparer letter or equivalent document verifying self-employment must be provided in all cases.</li> <li>○ At underwriter's discretion, current business existence and operations may be re-verified prior to closing and updated bank statements may be required.</li> </ul> </li> </ul>
Income Documentation	<p><b>Personal Bank Statements</b></p> <ul style="list-style-type: none"> <li>● Provide the most recent 12 or 24 months of personal bank statements.</li> <li>● Evaluate deposits to verify that they are part of Applicant's income stream.</li> <li>● The applicant must own at least 20% of the business verified by a CPA letter, Tax Preparer letter, operating agreement, or equivalent</li> <li>● Any that are abnormal to Applicants typical deposits must be sourced/documentated to be considered as part of income.</li> <li>● Total all eligible deposits and divide by number of statements provided to determine monthly income.</li> <li>● Provide the most recent 3 months of business statements to verify that income is coming from Applicant's business.</li> <li>● Transfers from only one account are allowed.</li> <li>● Transfers between personal accounts not considered income.</li> <li>● An applicant who provides personal statements but does not meet the above outlined criteria will have their statements treated as business statements.</li> </ul> <p><b>Business Bank Statements</b></p> <ul style="list-style-type: none"> <li>● Provide the most recent 12 or 24 months of business bank statements.</li> <li>● Multiple accounts may be used; however, the same calculation method must be applied across all accounts provided.</li> <li>● The Applicant(s) combined must own 25% or more of the business to utilize business bank statements.</li> <li>●</li> </ul>
Income Calculations Methods	<p><b>Method 1   Uniform Expense Ratio</b></p> <ul style="list-style-type: none"> <li>● Multiply eligible deposits received by the standard expense factor per the guidelines expense ratio.</li> <li>● Multiply result by Applicant's ownership percentage and divide by number of statements provided.             <ul style="list-style-type: none"> <li>○ The expense ratio must be reasonable to Applicant's line of work and if the applicant qualifies; no further information is required.</li> </ul> </li> <li>● Any abnormal deposits will need to be sourced and documented.</li> </ul> <p><b>Method 2   Profit and Loss Statement</b></p> <ul style="list-style-type: none"> <li>● Provide a CPA, EA, or licensed tax preparer prepared profit and loss statement covering the period of bank statements provided.</li> <li>● As long as business statements support eligible deposits of at least 75% of the gross receipts listed on the P&amp;L, use the net income on the P&amp;L for qualifying based on the Applicant's pro-rata share of ownership.</li> <li>● Any abnormal deposits will need to be sourced and documented. Income utilized to qualify must be reasonable based on the Applicant's line of work.</li> </ul> <p><b>Method 3   CPA Letter for Expense Ratio</b></p> <ul style="list-style-type: none"> <li>● Provide a letter from Applicant's CPA, EA, or licensed tax preparer stating the business' expense ratio based on the most recent year's tax return.             <ul style="list-style-type: none"> <li>○ The letter may not include any exculpatory language.</li> </ul> </li> <li>● Multiply the expense ratio by the business' total deposits over the period shown on bank statements.</li> <li>● Deduct that figure from the total deposits.</li> <li>● Multiply net deposits by the Applicant's pro-rata ownership percentage and divide by the number of statements provided.</li> <li>● Income utilized to qualify must be reasonable based on the Applicant's line of work.</li> </ul> <ul style="list-style-type: none"> <li>● All Methods:</li> <li>● Comingled accounts will be treated as business accounts for purposes of determining income.</li> </ul>



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	<ul style="list-style-type: none"> <li>• NSF:</li> <li>• NSFs are counted on an "instance" basis.</li> <li>• A max of 3 instances is allowed if 12 months of statements are provided</li> <li>• A max of 6 instances is allowed if 24 months of statements are provided. See Underwriting Guidelines for additional detail.</li> </ul> <p><b>Income trend:</b></p> <ul style="list-style-type: none"> <li>• Bank statements should show a stable or increasing trend.</li> <li>• If the trend is declining and/or irregular, additional documentation may be required at underwriter's discretion.</li> </ul>
Co Borrower	<ul style="list-style-type: none"> <li>• Full documentation from a Co-Applicant who is not self-employed may be used to supplement bank statement.</li> <li>• See full documentation guidelines for additional information on acceptable sources.</li> <li>• Taxable income is counted on a "gross" amount regardless of the net deposit shown on bank statements.</li> </ul>
Rental Income	<ul style="list-style-type: none"> <li>• Utilize 75% of the current lease income less PITIA on a net basis.</li> <li>• Do not include rental deposits as part of the bank statement income stream.</li> <li>• Document receipt of rental income.</li> <li>• Rental income may not be used to qualify on a vacant unit, except on the subject property on a purchase transaction.</li> </ul>
Other Income	<ul style="list-style-type: none"> <li>• Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements under the full documentation guidelines are met.</li> <li>• The borrower utilizing 1099 income must still earn the majority of their income from activity calculated via 1099s and the applicable expense ratio.</li> <li>• The acceptable supplemental income sources are limited to: <ul style="list-style-type: none"> <li>○ social security</li> <li>○ pension</li> <li>○ alimony</li> <li>○ child support</li> <li>○ asset distribution/utilization</li> <li>○ second job income.</li> </ul> </li> </ul>
<b>ALT DOC - GIG Qualifier</b>	
Product Eligibility	<ul style="list-style-type: none"> <li>• The borrower must be compensated in the form of commission or as an independent contractor.</li> <li>• 1099s need to cover a complete calendar year</li> </ul>
Documentation Requirements	<p>The following documents are required for the file:</p> <ul style="list-style-type: none"> <li>• Most recent one or two years of 1099(s)</li> <li>• Documentation of year-to-date income, within 60 days of the note date</li> <li>• A CPA, EA, or licensed tax preparer completed profit and loss statement or expense ratio letter (as applicable)</li> <li>• 1099 transcripts</li> </ul> <p>At the underwriter's discretion, verification of current business revenues and/or operations may be required prior to closing</p>
Income Calculations Options	<ul style="list-style-type: none"> <li>• Provide the most recent one or two years of 1099s.</li> <li>• An expense ratio must be developed using one of the two below Options. <ul style="list-style-type: none"> <li>○ If gross receipts are stable or increasing year over year, use a 24-month average of net income.</li> <li>○ If gross receipts are declining, a 12-month average shall be utilized.</li> </ul> </li> </ul> <p><b>Option 1   Uniform Expense Ratio</b></p> <ul style="list-style-type: none"> <li>• Apply a 10% expense factor to all eligible gross receipts.</li> <li>• The expense ratio must be reasonable to the borrower's line of work and the borrower qualifies; no further information is required.</li> </ul> <p><b>Option 2   Profit and Loss Statement</b></p> <ul style="list-style-type: none"> <li>• Provide a CPA, EA, or licensed tax preparer prepared profit and loss statement covering the most recent two calendar years, depending on the 1099s provided.</li> <li>• The gross receipts on the 1099s must support at least 90% of the gross receipts listed on the P&amp;L</li> <li>• Use the net income on the P&amp;L for qualifying.</li> </ul> <p><b>Option 3   CPA Letter for Expense Ratio</b></p> <ul style="list-style-type: none"> <li>• Provide a letter from Borrower's CPA, EA, or licensed tax preparer stating the borrower's expense ratio based on the most recent year's tax return.</li> <li>• The letter may not include any exculpatory language.</li> <li>• Multiply the expense ratio by the gross receipts shown on the 1099s.</li> <li>• Deduct that figure from the gross receipts and average the results over the number of months of 1099s provided.</li> </ul> <p>Income trend: 1099 gross receipts should show a stable or increasing trend. If the trend is declining and/or irregular, additional documentation may be required at underwriter's discretion.</p>



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Co-Borrower	<ul style="list-style-type: none"> <li>• Full documentation from a Co-Borrower may be used in addition to the 1099 income.</li> <li>• See full documentation guidelines for additional information on acceptable sources.</li> </ul>
Rental Income	<ul style="list-style-type: none"> <li>• Utilize 75% of the current lease income less PITIA on a net basis.</li> <li>• Do not include rental deposits as part of the bank statement income stream.</li> <li>• Document receipt of rental income.</li> <li>• Rental income may not be used to qualify on a vacant unit, except on the subject property on a purchase transaction.</li> </ul>
Other Income	<ul style="list-style-type: none"> <li>• Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements under the full documentation guidelines are met.</li> <li>• The borrower utilizing 1099 income must still earn the majority of their income from activity calculated via 1099s and the applicable expense ratio.</li> <li>• The acceptable supplemental income sources are limited to:             <ul style="list-style-type: none"> <li>○ social security</li> <li>○ pension</li> <li>○ alimony</li> <li>○ child support</li> <li>○ asset distribution/utilization</li> <li>○ second job income.</li> </ul> </li> </ul>
<b>ALT DOC - WVOE Only</b>	
Eligibility	<ul style="list-style-type: none"> <li>• Two-year history with same employer is required.</li> <li>• Minimum credit score: 680</li> <li>• Primary Residence Only</li> <li>• FTHB maximum LTV 70%, no gift funds allowed.</li> <li>• Borrower(s) employed by family members or related individuals are not eligible.</li> <li>• Only eligible source of income is limited to Wage/Salary.</li> </ul>
Documentation Requirements	<ul style="list-style-type: none"> <li>• 24-month 0x30 housing history required.</li> <li>• Paystubs, Tax Returns, 4506-C, or W-2's not required.</li> <li>• Two (2) Months Personal Bank Statements required to support the WVOE.</li> <li>• The bank statements must reflect deposits from the employer supporting at least 65% of gross wage/salary reflected on the WVOE.</li> </ul>
<b>ALT DOC - Asset Qualifier</b>	
Documentation Requirements	<ul style="list-style-type: none"> <li>• All individuals listed on the asset account(s) must be on the Note and Mortgage.</li> <li>• Assets considered for this program must be verified with most recent three (3) monthly account statements, quarterly statement, or a VOD;</li> <li>• Assets must be seasoned 120-days;</li> <li>• Income other than Asset Utilization must meet Non-QHEM requirements</li> </ul>
Eligibility	<ul style="list-style-type: none"> <li>• Minimum FICO - 660</li> </ul>
Income Calculation Options	<p>Assets must be liquid and available with no penalty; additional documentation may be requested to validate the origin of the funds:</p> <ul style="list-style-type: none"> <li>• 100% of Checking, Savings, and Money Market Accounts;</li> <li>• 70% of Stocks, Bonds, and Mutual Funds;</li> <li>• 70% of Retirement Assets: Eligible if the borrower is of retirement age (at least 59 ½);</li> <li>• 60% of Retirement Assets: Eligible if the borrower is not of retirement age.</li> </ul> <p><b>Debt Ratio Calculation:</b></p> <ul style="list-style-type: none"> <li>• Option 1 – 60 months             <ul style="list-style-type: none"> <li>○ Minimum Eligible Assets required are the lesser of \$1,000,000 or 150% of the loan amount</li> <li>○ Qualifying income based upon Total Assets Eligible for Depletion, less down payment, less out of pocket closing costs, less required reserves, divided by 60.</li> </ul> </li> <li>• Option 2 – 84 months             <ul style="list-style-type: none"> <li>○ No Minimum Eligible Assets amount is required.</li> <li>○ Qualifying income based upon Total Assets Eligible for Depletion, less down payment, less out of pocket closing costs, less required reserves, divided by 84.</li> <li>○</li> </ul> </li> </ul>
Rental Income	<ul style="list-style-type: none"> <li>• Rental properties are calculated based on 75% of lease less PITIA to determine impact on debt service.             <ul style="list-style-type: none"> <li>○ Net rent can never exceed \$0 for determining impact.                 <ul style="list-style-type: none"> <li>▪ For example, a property with a lease of \$1,600 and PITIA of \$1,500 would have a \$300 per month added to debt service (<math>\\$1,600 * 75\% - \\$1,500 = \\$300</math>).</li> </ul> </li> </ul> </li> </ul>



# NQHEM Matrix

Effective Date: 03.04.24  
Updated on 4.2.2024

## ALT DOC – 12 or 24 month P&L

Documentation Requirements	<p><b>P&amp;L Program</b></p> <ul style="list-style-type: none"> <li>• NQHEM+ <ul style="list-style-type: none"> <li>○ 12- or 24-month Profit &amp; Loss statement prepared by a Certified Public Accountant (CPA), EA, CTEC or Tax Attorney. <ul style="list-style-type: none"> <li>▪ PTIN prepared P&amp;Ls are not acceptable</li> </ul> </li> </ul> </li> <li>• NQHEM <ul style="list-style-type: none"> <li>○ 24-month Profit &amp; Loss statement prepared by a Certified Public Accountant (CPA), EA, CTEC or Tax Attorney. <ul style="list-style-type: none"> <li>▪ PTIN prepared P&amp;Ls are not acceptable</li> </ul> </li> <li>○ 80% Max LTV</li> </ul> </li> <li>• The credit file must contain documentation showing the one of the following <ul style="list-style-type: none"> <li>○ CPA is currently licensed in their state</li> <li>○ the EA is currently active (Screen shot of the IRS web site)</li> <li>○ the CTEC is active (Screen shot from CTEC web site).</li> </ul> </li> <li>• The borrower must own a minimum of 25% of the business</li> <li>• The P&amp;L must be dated within 30-days of the loan application</li> <li>• The preparer must attest they have reviewed all of the borrower's financials, including the tax returns for the period of the P&amp;L and provide the borrower's ownership percentage <ul style="list-style-type: none"> <li>○ Qualifying income is the net income from the P&amp;L divided by the period covered (24 or 12-months) multiplied by the borrower's ownership percentage.</li> </ul> </li> </ul>
Credit Score	<ul style="list-style-type: none"> <li>• 680 minimum</li> </ul>
LTV Restriction	<ul style="list-style-type: none"> <li>• Purchase – 85% max LTV</li> <li>• Refinance – 80% max LTV</li> </ul>
Income Calculation	<ul style="list-style-type: none"> <li>• Qualifying income is the net income from the P&amp;L divided by the time period covered (24 or 12-months) multiplied by the borrower's ownership percentage. <ul style="list-style-type: none"> <li>○ 12 month only available on the NQHEM+</li> </ul> </li> <li>• Expenses on the P&amp;L must be reasonable for the industry, HEM reserves the right to require additional information</li> </ul>
Co Borrower	<ul style="list-style-type: none"> <li>• Full documentation from a Co-Applicant who is not self-employed may be used to supplement bank statement.</li> <li>• See full documentation guidelines for additional information on acceptable sources.</li> <li>• Taxable income is counted on a "gross" amount regardless of the net deposit shown on bank statements.</li> </ul>
Rental Income	<ul style="list-style-type: none"> <li>• Utilize 75% of the current lease income less PITIA on a net basis.</li> <li>• Do not include rental deposits as part of the bank statement income stream.</li> <li>• Document receipt of rental income.</li> <li>• Rental income may not be used to qualify on a vacant unit, except on the subject property on a purchase transaction.</li> </ul>
Other Income	<ul style="list-style-type: none"> <li>• Borrowers who have supplemental income sources may utilize them to qualify provided the history of receipt and continuance requirements under the full documentation guidelines are met.</li> <li>• The borrower utilizing 1099 income must still earn the majority of their income from activity calculated via 1099s and the applicable expense ratio.</li> <li>• The acceptable supplemental income sources are limited to: <ul style="list-style-type: none"> <li>○ social security</li> <li>○ pension</li> <li>○ alimony</li> <li>○ child support</li> <li>○ asset distribution/utilization</li> <li>○ second job income.</li> </ul> </li> </ul>