



SEQUOIA PORTFOLIO PLUS LOAN PROGRAM
LTV/CLTV MATRIX - Owner Occupied & Second Home**

Loan Amount	Credit Score	Full Doc - 24 Months		Full Doc - 12 Months		Bank Statement - 24 Months		Bank Statement - 12 Months	
		Purchase Rate & Term	Cash Out	Purchase Rate & Term	Cash Out	Purchase Rate & Term	Cash Out	Purchase Rate & Term	Cash Out
\$250,000 - < \$1,000,000	720+	95% * / 90%	80%	85%	70%	85%	75%	80%	70%
	700	90%	80%	80%	70%	85%	75%	80%	70%
	680	90%	75%	80%	65%	85%	75%	80%	65%
	660	85%	75%	75%	65%	80%	70%	75%	65%
\$1,000,001 - \$1,500,000	720+	90%	80%	85%	70%	85%	75%	80%	70%
	700	90%	80%	80%	70%	85%	75%	80%	70%
	680	85%	75%	75%	65%	80%	70%	75%	65%
	660	80%	70%	70%	60%	75%	65%	70%	60%
\$1,500,001 - < \$2,000,000	720+	80%	70%	80%	65%	75%	65%	70%	60%
	700	75%	70%	70%	65%	70%	60%	65%	55%
	680	70%	65%	65%	60%	65%	55%	60%	50%
	660	65%	55%	60%	50%	60%	50%	55%	50%
\$2,000,001 - < \$2,500,000	720+	75%	65%	70%	60%	70%	60%	65%	55%
	700	70%	60%	65%	55%	65%	55%	60%	50%
	680	70%	60%	65%	55%	65%	55%	60%	50%
	660	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

*>90% LTV - Purchase Only, Primary, Max DTI ≤ 43%

**Second Home Max 80% LTV/CLTV



LTV/CLTV MATRIX - Non Owner Occupied

Loan Amount	Credit Score	Full Doc - 24 Months		Full Doc - 12 Months		Bank Statement - 24 Months		Bank Statement - 12 Months	
		Purchase Rate & Term	Cash Out	Purchase Rate & Term	Cash Out	Purchase Rate & Term	Cash Out	Purchase Rate & Term	Cash Out
\$250,000 - < \$1,000,000	720	80%	75%	75%	65%	75%	70%	70%	60%
	700	80%	75%	75%	65%	75%	70%	70%	60%
	680	75%	70%	70%	60%	70%	65%	65%	55%
	660	70%	70%	65%	60%	65%	65%	60%	55%
\$1,000,001 - \$1,500,000	720	80%	75%	75%	65%	75%	70%	70%	60%
	700	80%	75%	75%	65%	75%	70%	70%	60%
	680	75%	70%	70%	60%	70%	65%	65%	55%
	660	70%	65%	65%	55%	65%	60%	60%	N/A
\$1,500,001 - < \$2,000,000	720	75%	65%	70%	55%	70%	60%	65%	50%
	700	70%	65%	65%	55%	65%	60%	60%	50%
	680	65%	60%	60%	50%	60%	55%	55%	50%
	660	60%	50%	55%	50%	55%	50%	N/A	N/A
\$2,000,001 - < \$2,500,000	720	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	700	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	680	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	660	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Product Details and Options								
Available Products	5/1 ARM	5/1 ARM-IO	7/1 ARM	7/1 ARM-IO	30 Yr Fixed	40 Yr Fixed - IO	30 Yr Fixed-IO	15 Yr Fixed
Margin	3.50%	3.50%	3.50%	3.50%				
Caps	2/2/5	2/2/5	5/2/5	5/2/5				
Index	1YR LIBOR	1YR LIBOR	1YR LIBOR	1YR LIBOR				
Floor	MARGIN	MARGIN	MARGIN	MARGIN				
IO PERIOD	N/A	120 MONTHS	N/A	120 MONTHS	N/A	120 MONTHS	120 MONTHS	N/A
Amortization Term	30 Years	20 Years	30 Years	20 Years	30 Years	30 Years	20 Years	15 Years
Maturity	30 Years	30 Years	30 Years	30 Years	30 Years	40 YEARS	30 Years	15 Years
Qualifying Rates	The higher of the fully indexed rate or the initial note rate.	The higher of the fully indexed rate or the initial note rate using the fully amortizing payment during the principal repayment period.	The higher of the fully indexed rate or the initial note rate.	The higher of the fully indexed rate or the initial note rate using the fully amortizing payment during the principal repayment period.	The Note Rate	The note rate using the fully amortizing payment during the principal repayment period.	The note rate using the fully amortizing payment during the principal repayment period.	The Note Rate
Prepayment Penalty Options	N/A							
Secondary Financing	Allowed. See LTV/CLTV grid. Junior financing must meet the requirements as defined by Fannie Mae. Any energy efficiency based liens, like PACE or HERO, are not allowed to remain on title and must be paid and removed. If paid with loan proceeds, the transaction will be considered cash out.							
Property Type	SFR & PUD Warrantable Condo MAX to 85% LTV / CLTV Non-Warrantable Condo - MAX 80% LTV / CLTV - not eligible for cash out Multi-family (2-4 units) - Reduce LTV/CLTV on all buckets by 5% - MAX 80% LTV / CLTV							
Max Cash Out	Equity withdrawal is the amount of proceeds net to the borrower after closing costs and payoff of the to be retired mortgage have been deducted from the loan amount. The dollar amount of equity withdrawn in a cash-out refinance is limited to the following as a percentage of the property value: -Loan amounts < \$1,000,000 subject to 70% max -Loan amounts > \$1,000,000 but < \$1,500,000 subject to 60% max -Loan amounts > \$1,500,000 subject to 50% max							
Cash Out Transactions	At least one borrower must be on title for 6 months or more Payoff of a HELOC with more than \$3,000 advanced in the last 12 months is considered cash out For LTV's 20% below maximum, no title seasoning requirement, however equity withdrawal may not exceed original down payment							
Delayed Financing	Borrowers who purchased the subject property within the past six months (measured from the date on which the property was purchased to the disbursement date of the new mortgage loan) are eligible for a cash-out refinance: follow Fannie Mae requirements							
Mortgage Insurance	MI not required at any LTV							

Borrower Requirements	
Eligible Borrowers	US Citizens Permanent Resident Aliens Non-Permanent Resident Aliens (Primary Residence ONLY)
Non-Permanent Resident	Acceptable Visa types (visas must have 60 days remaining at closing) E Series (E-1, E-2, E-3) G Series (G-1, G-2, G-3, G-4, G-5) H Series (H-1B, H-1C, H-2, H-3, H-4) L Series (L-1A, L-1B, L-2) NATO Series (NATO 1 – 6) O Series (O-1) TN-1, Canadian NAFTA visa TN-2, Mexican NAFTA visa
First Time Home Buyer	Defined as borrowers who have not owned residential property in the past three years If one borrower is an FTHB and the other borrower is not, then FTHB guidance does not apply Property owned outside of the USA is not considered in the FTHB determination Max loan amount \$2,000,000 <= 43% DTI, no more than 200% payment shock allowed <= 50% DTI, no more than 150% payment shock allowed LTV <= 90% 12 month income programs not available
Multiple Properties Financed	The maximum number of residential 1-4 unit properties owned (financed or free and clear) is six (6)
Non Occupant Co Borrowers	Not allowed on bank statement program. The primary occupying borrower must have a DTI of no more than 60%. A minimum of 5% of the down payment must come from the primary-occupant borrower's own funds. Must be an immediate family member such as a parent, child, grandparent, or sibling.

Credit	
Age of Credit Docs	90 days from note date
Major Credit Events	Four (4) years from credit event date to note date includes: Bankruptcy Foreclosure Deed in Lieu Short-Sale and Short-Refinance Modification with principal forgiveness (of any kind)
Collections & Charge Offs	Charged-off accounts and collection accounts that do not impact title do not need to be paid off under the following guidelines: Individual accounts less than \$500 and cumulative balance \$2,500 or less Medical collections up to \$10,000 cumulative Collections/Charge Offs that have passed the individual state statute of limitations
Required Credit History	<p>Option #1: 3 for 12 OR 2 for 24</p> <ul style="list-style-type: none"> - 3 open and active trade lines with a 12 month history OR - 2 trade lines open 24 months both showing activity in the most recent 12 months - Trade lines with recent serious adverse history are not acceptable - Rental verification can be included as a trade line - Student loans can be counted in credit depth as long as they are in repayment and not being deferred <p>Option #2: 8 for 8</p> <ul style="list-style-type: none"> - A minimum of 8 trade lines are reporting - 1 must be a mortgage or a rental history - At least 1 trade line has been open & active for the most recent 12 months - The borrower has an established credit history for at least 8 years, showing a pattern of consistent credit usage over the 8 year period <p>Option #3: 3 credit scores</p> <ul style="list-style-type: none"> - Borrower has 3 credit scores reporting - Minimum of 4 tradelines reporting - Max LTV/CLTV of 75% or 15 points under max allowed for loan amount and credit score - A minimum 10% borrower contribution has been made by the borrower from their own funds on purchase transactions - Primary residence only - Allowed on 24-month income documentation only - Must have a satisfactory 24-month history of current housing payments, borrowers with no current housing expense are not allowed

Income																	
Debt to Income Ratios (DTI)	<p>Bank Statement and Asset Depletion: max 43%</p> <p>FTHB: max 50% with 150% max payment shock and an additional 3 months reserves</p> <p>Full Doc 12 & 24 month: max 50% with 150% max payment shock and an additional 3 months reserves</p> <p>50% DTI Requirements: max 85% LTV with 700 credit score OR 80% max with 680 credit score</p> <p>LTV over 85%: 43% DTI max</p>																
Personal Bank Statement Income	<p>Intended for borrowers with 50% or more self-employment income:</p> <p>Can be combined with all other income sources</p> <p>Multiple bank accounts OK</p> <p>Non-borrower on joint bank account OK but limited to 50% of deposits</p> <p>Personal bank account used as a business bank account OK, however, must follow business bank statement income guidance</p>																
Business Bank Statement Income	<p>2 year self employed history required. Less than 2 years but greater than 1 year can be considered: previous experience training or work history to support lack of self employment history</p> <p>Can use P&L or Fixed Expense Ratio (see next section)</p> <p>Multiple bank accounts OK</p> <p>20% minimum ownership in business allowed</p> <p>Can be combined with non business income: ie. SSI, rental income, W2 wages</p>																
Expense Ratio for Bank Statement income calculations	<p>The borrower must provide a brief, signed and dated, narrative describing the business activity: product, number of employees and contractors on average, years in operation, and borrower's role in the daily operation of the business.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">Number of Employees</td> <td style="width: 15%;">0</td> <td style="width: 15%;">1-5</td> <td style="width: 15%;">>5</td> <td rowspan="3" style="width: 40%; vertical-align: top;"> <p>Service Business Examples – Consulting, Accounting, Legal, Counseling, Therapy, Financial Planning, Insurance, Information Technology, etc.</p> <p>Product Business Examples – Retail, Food Services/Restaurant, Manufacturing, Contracting/Construction etc.</p> <p>The expense ratio should be reasonable for the profession, for both qualifying methods.</p> </td> </tr> <tr> <td>Service Business</td> <td>20%</td> <td>40%</td> <td>60%</td> </tr> <tr> <td>Product Business</td> <td>40%</td> <td>60%</td> <td>80%</td> </tr> </table>				Number of Employees	0	1-5	>5	<p>Service Business Examples – Consulting, Accounting, Legal, Counseling, Therapy, Financial Planning, Insurance, Information Technology, etc.</p> <p>Product Business Examples – Retail, Food Services/Restaurant, Manufacturing, Contracting/Construction etc.</p> <p>The expense ratio should be reasonable for the profession, for both qualifying methods.</p>	Service Business	20%	40%	60%	Product Business	40%	60%	80%
Number of Employees	0	1-5	>5	<p>Service Business Examples – Consulting, Accounting, Legal, Counseling, Therapy, Financial Planning, Insurance, Information Technology, etc.</p> <p>Product Business Examples – Retail, Food Services/Restaurant, Manufacturing, Contracting/Construction etc.</p> <p>The expense ratio should be reasonable for the profession, for both qualifying methods.</p>													
Service Business	20%	40%	60%														
Product Business	40%	60%	80%														
Short Term Rental Income	<p>Documentation Options:</p> <p>2 year Schedule E income averaged over 2 years and supported with YTD host ledger (VRBO/Airbnb, etc.)</p> <p>1 year Sch E supported by YTD host ledger and 1007. Gross income limited to 125% of 1007 rents.</p> <p>Less than 1 year history is not an eligible income source</p>																

<p>Asset Depletion</p>	<p>Assets net of closing and reserves divided by 120 can be used as qualifying income If asset depletion is 80% or more of total income, then assets must equal 1.5 times loan amount If asset depletion is less than 80% of total income, then \$100,000 is minimum required asset amount Six (6) months of statements required on all accounts for this income type Non-Occ Co borrower's not allowed Cash out Transactions are ineligible Asset Type with Qualifying Percentage Allowed: Checking, Savings, Money Market Accounts = 100% Stocks, Bonds and Mutual Funds = 70% Restricted Stock Units (vested units at current price) = 70% Retirement Accounts (401k / IRA): Borrower is < 59.5 Years Old = 60% Borrower is > 59.5 Years Old = 70%</p>
<p>Tax Transcripts: Full Doc</p>	<p>Required on all income used to qualify Business transcripts not required if business income is reported on 1040</p>
<p>Tax Transcripts: Bank Statement and Asset Depletion</p>	<p>Transcripts and income validation not required for Asset Depletion and Bank Statement income. Transcripts will be required for any non 1040 type full doc income used in conjunction with these 2 income types, i.e. W2 wages SSI income should be validated with 2 months bank statements, 1099 transcripts are not required</p>
<p>Declining Income</p>	<p>Follow Fannie Mae: must be reasonable and supported with documentation to show trend is stable or increasing</p>
<p>Housing Payment History</p>	<p>Maximum of 0 x 30 in last 12 months</p>

Assets	
Business Funds	Business funds allowed for down payment, closing costs and reserves - Must meet cash flow analysis of 3 months of statements
Gift Funds	If LTV/CLTV is greater than 80%, then borrowers must have 5% of own funds All gift allowed when LTV/CLTV is 80% or less Gift funds allowed on primary residence only. Gift must be from immediate family member Gift not acceptable for reserves
Paying Off Debt to Qualify	Revolving: ok to exclude if paid to zero, account does not need to be closed Installment: ok to exclude if paid off and closed. Paying down to 10 months is not allowed
Reserves	Loan amount <= \$1,500,000 requires 6 months PITI Loan amount > \$1,500,000 requires 12 months PITI Each additional financed 1-4 fam residential property requires 2 months PITI Departing residence converted to rental without landlord history and LTV or 75% or less requires 4 months PITI Departing residence converted to rental without landlord history and LTV 75.01 to 90% requires 6 months PITI Using 1007 projected rents requires an additional 4 months PITI
Transactions Not Requiring Reserves	Rate & Term refi with DTI <= 43% and with a payment lower than current payment. Cash Out refi with DTI <= 43% and either PITI is lower than current PITI or global debt payment is being reduced by a minimum of 10%. All other non-subject reserve requirements remain
Source of Reserves	Non-subject property refinance proceeds Subject property proceeds up to 10% of property value Life insurance surrender value 529 Accounts Business Funds Company sponsored retirement accounts: 401k, etc.
Retirement Accounts being used for reserves	Discount non-cash holding to 70% for borrower 59 1/2 and older Discount non-cash holdings to 60% if younger than 59 1/2 Employer sponsored savings plans (like a 401K) require TOW from employer which allow for hardship withdrawal

Property/Appraisal Information	
Acreage	No more than 10 acres
Rural Properties	Owner Occupied ONLY, 80% Max LTV, Purchase or Rate & Term refi
Recently Listed Properties	Properties listed at the time of application are not eligible Properties listed in the 6 months prior to the application date are not eligible for cash out transactions Properties listed in the period between 3 and 6 months from app date may be eligible for Rate & Term refi on a case by case basis
Warrantable Condos	Established projects ONLY Detached units and small projects (2-4 condo units) follow Fannie Mae guidance: No HOA review required. All other projects full review required.
Ineligible Properties	Condotels & resort style condos Unique style homes: Earth, Dome Home, etc. Property condition of C5 or C6 Working farms or ranches
Appraisal Requirements	Loan amounts up to and including \$1,500,000 require one appraisal and CDA Up to a 10% tolerance on the CDA is allowed. If the CDA value is more than 10% below the appraisal value, the lower of the two values must be used. If the tolerance exceeds 10% then a field review may be provided to support the appraised value. If the field review value is within 10% of the original appraised value, then the original appraised value may be used. If the variance between the original appraised value and the field review is greater than 10%, a second full appraisal is required and the lesser of the two will be used. Loan amounts greater than \$1,500,000 require two appraisals
Appraisal Age	Appraisals must be dated within 120 days of the Note date Re-Certifications are required if appraisal is greater than 120 days Maximum appraisal age is 180 days