

TETON JUMBO									
Owner Occupied									
Loan Amount	Property Type	Credit Score	LTV / CLTV Purchase	Property Type	Credit Score	LTV / CLTV Rate & Term	Property Type	Credit Score	LTV / CLTV Cash-Out
≤ \$1,000,000	SFD, 2-4 Units, PUD	700	90%	SFD, 2-4 Units, Condo, PUD	660	80%	SFD, 2-4 Units, Condo, PUD	680	80%
		660	80%						
≤ \$1,500,000	SFD, 2-4 Units, Condo, PUD	680	85%	SFD, 2-4 Units, Condo, PUD	680	85%	SFD, 2-4 Units, Condo, PUD	700	75%
≤ \$1,750,000	SFD, 2-4 Units, Condo, PUD	700	95%*	SFD, 2-4 Units, Condo, PUD	700	95%*	N/A	N/A	N/A
≤ \$1,500,000			96.5%*			96.5%*			
≤ \$2,000,000	SFD, 2-4 Units, Condo, PUD	720	75%	SFD, 2-4 Units, Condo, PUD	720	75%	SFD, 2-4 Units, Condo, PUD	700	70%
≤ \$2,500,000	SFD, 2-4 Units, Condo, PUD	720	75%	SFD, 2-4 Units, Condo, PUD	720	75%	N/A	N/A	N/A
≤ \$3,000,000	SFD, 2-4 Units, Condo, PUD	740	70%	SFD, 2-4 Units, Condo, PUD	740	70%	N/A	N/A	N/A
*LTV/CLTV greater than 90% is only available on 30 Year Fixed									
2nd Home									
Loan Amount	Property Type	Credit Score	LTV / CLTV Purchase	Property Type	Credit Score	LTV / CLTV Rate & Term	Property Type	Credit Score	LTV / CLTV Cash-Out
≤ \$1,000,000	SFD, PUD, Condo	680	80%	SFD, PUD, Condo	680	80%	SFD, PUD, Condo*	700	70%
≤ \$1,500,000	SFD, PUD, Condo	680	75%	SFD, PUD, Condo	680	75%	SFD, PUD, Condo*	700	70%
*2nd Home / NOO - Condo - Cash-Out: Limited to 60% LTV / CLTV, 720 Minimum Score									
Investment Property									
Loan Amount	Property Type	Credit Score	LTV / CLTV Purchase	Property Type	Credit Score	LTV / CLTV Rate & Term	Property Type	Credit Score	LTV / CLTV Cash-Out
≤ \$1,000,000	SFD, 2-4 Units, PUD, Condo	700	75%	SFD, 2-4 Units, PUD, Condo	700	75%	SFD, 2-4 Units, PUD, Condo*	700	60%
≤ \$1,500,000	SFD, 2-4 Units, PUD, Condo	700	70%	SFD, 2-4 Units, PUD, Condo	700	70%	SFD, 2-4 Units, PUD, Condo*	700	60%
*2nd Home / NOO - Condo - Cash-Out: Limited to 60% LTV / CLTV, 720 Minimum Score									

TETON JUMBO						
	Product	Qualifying Rate	Term	Margin	Caps	Index
Available Products	30 Year Fixed	Note Rate	360	N/A	N/A	N/A
	7/6 ARM	Fully Amortized at the Note Rate	360	2.75%	5% - 1% - 5%	SOFR
	10/6 ARM	Fully Amortized at the Note Rate	360	2.75%	5% - 1% - 5%	SOFR
	<b>*LTV/CLTV greater than 90% is not available on 7/6 and 10/6 ARM</b>					
Secondary Financing	<p>Allowed - See LTV/CLTV grid</p> <p>Junior financing must meet the requirements as defined by Fannie Mae</p> <p>PACE / HERO liens are not allowed to be subordinated. Follow FNMA for payoff requirements.</p> <p>If paying off secondary lien, lien must be purchase money or seasoned more than one (1) year and accumulative withdraws cannot exceed \$2,000 within the last 12-months, to treat transaction like rate &amp; term.</p>					
Property Type	<p>Single Family Residence (Detached &amp; Attached)</p> <p>PUD</p> <p>Condo (All condo's must meet FNMA warrantable condo requirements)</p> <p>2 - 4 Units (2nd Home Units Not Allowed)</p>					
Cash-Out	<p>\$500k Max for HCLTV / CLTV / LTV &lt;= 50%</p> <p>\$350k Max for HCLTV / CLTV / LTV &gt; 50%</p>					
Delayed Financing	<p>Properties purchased with cash within the past six (6) months (measured from the purchase date of the property to the disbursement date of the new loan) are eligible for a cash-out refinance.</p> <p>Cash-Out pricing is applicable</p>					
Borrower Requirements						
Eligible Borrowers	<p>US Citizens</p> <p>Permanent Resident Alien</p> <p>Non-Permanent Resident Alien</p>					
Non-Permanent Resident	<p>Non-Permanent Resident Aliens are eligible. A non-permanent resident alien is someone who is:</p> <ul style="list-style-type: none"> <li>- Not a U.S. Citizen</li> <li>- Granted the right to live and work in the U.S. on a temporary basis, and a lawful non-permanent resident of the U.S. (Visa Holder)</li> </ul> <p>Borrowers who are Non-Permanent resident aliens and provide evidence of lawful residency and right to work in U.S. are eligible for financing with the same terms as U.S. Citizens.</p>					
Multiple Properties Owned	<p>The maximum number of residential 1-4 unit properties financed is four (4). Properties owned free and clear are NOT included in this limitation.</p> <p>Max exposure to Newfi for any one (1) borrower is 5 loans or \$5,000,000 UPB</p>					
Non-Occupant Co-Borrowers	<p>Non-Occupying co-borrowers are permitted as long as income from non-occupying co-borrowers is not used for purposes of qualifying the loan (such as in DTI)</p>					

Credit	
Credit Score	Refer to Matrices for eligibility When multiple borrowers apply, the lowest middle score is the qualifying credit score
Age of Credit Docs	Credit docs valid for 90 days from note date Appraisal valid for 120 days from note date
Housing Payment History	No mortgage payment may be; 30 or more days past due in the last 6 months (0x30x6) AND More than (1) one time 30 days past due in the last 24 months (1x30x24)
Major Credit Events	Seven (7) years seasoning is required for the following credit events: - Bankruptcy, Foreclosure, Deed-in-Lieu of Foreclosure Four (4) years seasoning is required for the following credit events: - Short Sale, 120-day late / 150-day late / NOD, Loan Modification Simple Rate Loan Modifications not included as a housing event
Collections & Charge Offs	At or prior to loan closing, all delinquent credit that will impact title - including delinquent taxes, judgments, charge-off accounts, tax liens and mechanics liens - must be paid off. Collection and charged-off accounts that do not impact title do not need to be paid off if the sum total of all derogatory accounts is \$5,000 or less.
Required Credit History	- A minimum of three (3) trade lines from traditional credit sources that reported for 24-months or more - At least one (1) of these must be open and active for the last 12 months - Authorized user accounts will not be considered as a credit reference for establishing this minimum required credit history, and alternative credit histories not permitted At least one borrower must have a 24 month Rental or Mortgage History: - Borrowers who have been living "rent free" and do not have a 24 month Rental or Mortgage history are not eligible - Borrowers who have been living "rent free" temporarily, but can document a 24 month Rental or Mortgage history are eligible (ex. Borrower sold his or her home and moved in with family temporarily until closing on a new property) - Borrowers who have been living "rent free" but have a 24 month satisfactory mortgage history on a second or investment home are eligible - Borrowers who own a house free and clear meet the Mortgage Payment History requirements provided there is documentation that taxes and insurance have been paid on time for the last 24 months - A VOR would be required if there is no mortgage history
Business Liabilities	Business debt held in the name of borrower must be included in the DTI. These debts cannot be excluded from ratios regardless of whether business pays monthly obligation
Forbearance - Mortgage Accounts	Follow FNMA Guidance

Income	
Debt to Income Ratios (DTI)	43% DTI Max on LTVs ≤ 85%, 40% DTI Max on LTVs > 85%
Tax Transcripts	Required on all income used to qualify, only 1040 transcripts are allowed Business transcripts not required if business income is reported on 1040
Commission Income	Requires 2 years 1040's, all 2106 type expenses must be deducted from the income
Rental Income	Requires 2 years 1040's and income is averaged over 2-years
Declining Income	Must be reasonable and supported with documentation to show trend is stable or increasing
Cannabis Income	Borrowers with Cannabis related income are not allowed; Either as W2 or Self-Employed
Assets	
Business Funds	Business funds allowed for down payment, closing costs, and reserves Loan must meet the FNMA requirements for use of business assets
Gift Funds	Gift funds allowed for down payment or to pay closing costs. The following parameters apply: <ul style="list-style-type: none"> <li>- Signed gift letter is provided, indicating: <ul style="list-style-type: none"> <li>- Donor's relationship to Borrower, (donor must be a relative or family member)</li> <li>- Donor's address, phone number and dollar amount of gift</li> <li>- Certification it is an outright gift with no repayment required</li> </ul> </li> <li>- Evidence of the donor's ability to provide funds</li> <li>- Evidence of transfer of funds, such as a cancelled check or evidence of wire transfer from donor to Borrower. Documentation must also include a bank statement or other evidence from the depository institution that receives the funds.</li> <li>- The occupying borrowers must make at least three percent (3%) of the down payment from their own funds</li> </ul> Gifts of Equity may be given provided all of the following are met: <ul style="list-style-type: none"> <li>- Signed gift letter is provided</li> <li>- Gift of equity is listed on the Closing Disclosure</li> </ul>

Paying Off Debt to Qualify	<p>Revolving accounts may be excluded from the DTI ratio, documentation must be provided that the account was both paid in full AND CLOSED either prior to closing or at closing.</p> <p>Installment debt may be excluded if paid off and closed</p> <p>For Installment Debt, monthly payments may be excluded from DTI calculation if there are fewer than ten (10) monthly payments.</p>
Reserves	<p>Six (6) months PITIA required for:</p> <ul style="list-style-type: none"> <li>- Primary Residence</li> </ul> <p>Nine (9) months PITIA required for:</p> <ul style="list-style-type: none"> <li>- Primary Residence with &gt; 80% LTV / CLTV</li> </ul> <p>Twelve (12) months PITIA required for:</p> <ul style="list-style-type: none"> <li>- Primary Residence with &gt; 85% LTV / CLTV</li> <li>- Loan Amounts &gt; \$1,000,000</li> <li>- Primary Residence 2-4 Units Properties</li> <li>- Second Home and Investment Properties</li> </ul> <p><b>Eighteen (18) months PITIA required for:</b></p> <ul style="list-style-type: none"> <li>- Primary Residence with &gt; 90% &lt; 95% LTV / CLTV</li> </ul> <p><b>Twenty-Four (24) months PITIA required for:</b></p> <ul style="list-style-type: none"> <li>- Primary Residence with &gt; 95.01% LTV / CLTV</li> </ul> <p>For each additional financed property owned add six (6) months PITIA reserves for each property. The six (6) months PITIA reserves requirement for financed properties should be based on the PITIA of the financed properties.</p>
Source of Reserves	<p>100% of the value for non-retirement assets can be used. Assets that have restrictions on liquidating such as Private Equity, RSU's cannot be considered.</p> <p>60% of the value for retirement accounts can be used (IRA accounts, 401(k), KEOGH, 403(b) and other IRS qualified retirement plans) less any outstanding loans</p>
Paycheck Protection Plan	These loans cannot be included in assets or counted as income
<b>Property / Appraisal Information</b>	
Acreage	No more than ten (10) acres
Rural Properties	<p>Allowed</p> <p>Properties indicated by the appraisal as rural must comply with the following criteria:</p> <ul style="list-style-type: none"> <li>- The primary use must be residential</li> <li>- The property must not be agricultural, or otherwise providing a source of income to the Borrower or for the subject loan</li> <li>- The lot size and acreage must be typical for the area and similar to the surrounding properties</li> <li>- The maximum acreage allowed is ten (10) acres, which includes road frontage and the subject property</li> <li>- The present use must be the "highest and best use" for the subject property</li> <li>- The condition, quality and use of outbuildings may be considered in determining the market value of the subject property when the appraiser clearly supports the adjustments with similar comparable information</li> </ul>
Recently Listed Properties	Properties currently listed for sale or listed within the past six (6) months are not eligible for refinance transactions. Days off the market is calculated from the application date.

Condos	All condominiums must meet FNMA warrantable condo requirements. Condo review type (Full or Limited) determined by FNMA requirements. Detached Condos and small projects (2-4 units) do not require condo review.
Ineligible Properties	Non-Warrantable Condos Manufactured Homes Condotels & resort style condos Unique style homes: earth, dome, etc. Property condition of C5 or C6 Working farms or ranches Mixed Use Property
Solar Panels	Follow FNMA Guidance
Appraisal Requirements	Loan amounts up to and including <b>\$2,000,000</b> require one (1) appraisal and CDA. CU Scores < 2.5 do not require a CDA. Up to 10% tolerance on the CDA is allowed If the CDA value is more than 10% below the appraisal value, the lower of the two (2) 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 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 (2) will be used Loan amounts > <b>\$2,000,000</b> require two (2) appraisals (no CDA required) <b>For LTVs &gt; 90%: One (1) full appraisal required for loan amounts less than or equal to \$1,000,000. Two (2) full appraisals required for loan amounts greater than \$1,000,000.</b>
Appraisal Age	Appraisal must be dated within 120 days of the note date A re-certification of value is not acceptable
Transferred Appraisals	Allowed When two (2) appraisals are required, only one (1) appraisal can be transferred
Declining Property Value	Reduce maximum LTV/CLTV by 10% for any property located in an area of declining property values as noted on the appraisal