

Pinnacles Step-Up					
LTV/CLTV MATRIX - Owner-Occupied					
Loan Amount	Credit Score	Full Doc 1-2 years		Bank Statement 12-24 Months	
		Purchase Rate & Term	Cash-Out	Purchase Rate & Term	Cash-Out
≤ \$1,500,000	660	75%	75%	75%	75%
Pinnacles Step-Up					
Available Products	Product	Qualifying Rate	Term	I.O. Term	
	30 Year Fixed	Note Rate	360	N/A	
State Eligibility	This product is allowed in CA, FL, AZ, and TX (not eligible for TX 50(a)(6) cash out refinance)				
Occupancy Types	Primary residence only				
Income Documentation	The following income types are allowed: Full doc 1 & 2 year Personal Bank Statements 1 & 2 year Business bank Statements 1 & 2 year				
Prepayment Penalty	Not allowed				
Minimum Loan Amount	\$100,000				
Interest Only	Not allowed				
Secondary Financing	Allowed - See LTV/CLTV grid Junior financing must meet the requirements as defined by Fannie Mae Junior financing used for purchase or fixed 2nd's seasoned for 12 months can be paid off for transaction to be considered rate & term. If junior financing is a HELOC, total draws within previous 12-months cannot exceed the lesser of 2% or \$5,000 to be considered rate & term.				
PACE / HERO Loans	Follow FNMA Any energy efficiency-based liens, like PACE or HERO, when paid off through loan proceeds, the transaction is treated like a rate & term. Cannot be subordinated.				
Property Type	Single Family (attached and detached) PUD Warrantable Condo - Follow FNMA Requirements Non-Warrantable Condo - Considered on a case by case basis via exception. 2 - 4 Units				

Maximum Cash-Out	<p>&gt;= 70% LTV up to \$500,000 allowed</p> <p>&lt; 70% LTV up to \$1,000,000 allowed</p> <p>&lt;= 50% LTV up to \$3,000,000 allowed</p>
LTV Determination	<p>Rate &amp; Term - use current appraised value</p> <p>Cash-Out owned &gt;= 6 months - use current appraised value</p> <p>Cash-Out owned (delayed financing) &lt; 6 months - use lesser of acquisition cost or appraised value (see delayed financing)</p>
Delayed Financing	<p>Properties purchased with cash, or debt not secured to the subject property, 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. Cash-out equity withdrawal not restricted to guideline maximums.</p> <p>Follow Fannie Mae requirements</p>
<b>Borrower Requirements</b>	
Eligible Borrowers	<p>US Citizens</p> <p>Permanent Resident Alien</p> <p>Non-Permanent Resident Alien</p>
Non-Permanent Resident	<p>Non-Permanent Resident Alien: Standard</p> <ul style="list-style-type: none"> <li>- Visa types allowed E-1, E-2, E-3, EB-5, G-1 through G-5, H-1, L-1, L-2, NATO, O-1, R-1, TN NAFTA</li> <li>- Visas must be current and have at least six (6) months remaining from the close date, if less than six (6) months provide evidence that extension has been requested</li> <li>- If the visa will expire within six (6) months of the loan application a letter from the employer stating the borrower's continued employment and continued visa renewal sponsorship. Employer on the loan application must be same on the unexpired visa</li> </ul> <p>Non-Permanent Resident Alien: Non-standard</p> <p>Any residency status that meets FNMA guidelines is allowed provided the requirements listed below are met:</p> <ul style="list-style-type: none"> <li>- Visas must be current and have at least six (6) months remaining from the close date, if less than six (6) months provide evidence that extension has been requested</li> <li>- If the visa will expire within six (6) months of the loan application a letter from the employer stating the borrower's continued employment and continued visa renewal sponsorship. Employer on the loan application must be same on the unexpired visa</li> <li>- Must have a min of two (2) years residency and employment history in the US and qualifying income is based on the two (2) years income, the two (2) year history is measured by note date</li> <li>- Must have a two (2) year US credit history and must meet program credit profile, the two (2) year history is measured from note date</li> <li>- The requirement for residency, Credit, employment may be reduced to one (1) year with AUS Approve/Ineligible (Ineligible for loan amount, DTI and/or reserves)</li> </ul>

<p>First Time Home Buyer</p>	<p>Defined as borrowers who have not owned residential property in the past three (3) years          If one (1) borrower is an FTHB and the other borrower is not, then FTHB guidance does not apply Property owned outside of the US is not considered in the FTHB determination          &gt; 40% DTI 300% max payment shock, &lt;= 40% DTI payment shock does not apply</p>
<p>Multiple Properties Owned</p>	<p>The maximum number of residential 1-4 unit properties owned (financed or free and clear) is six (6)          Max exposure to Newfi for any one (1) borrower is five (5) loans or \$5,000,000 UPB</p>
<p>Non-Occupant Co-Borrowers</p>	<p>Purchase and Rate/Term only          Cash-Out transactions are not allowed</p> <p>Blended Ratios are allowed using one of the three following options:</p> <p>Option 1:          - Occupying borrower must have a DTI &lt;= 60% <b>AND</b>          - a minimum of 5% of the down payment must come from occupying borrower's own funds <b>AND</b>          - occupant borrower is responsible for 50% of the reserve requirement</p> <p>Option 2:          - Occupying borrower must have a DTI &lt;= 75% with combined DTI &lt;= 40% <b>AND</b>          - a minimum of 5% of the down payment must come from occupying borrower's own funds <b>AND</b>          - occupant borrower is responsible for 50% of the reserve requirement</p> <p>Option 3:          - True blended ratios are allowed at &lt;= 70% LTV/CLTV          - No occupant contribution required for down payment or reserves</p>
<p>Non-Arm's Length</p>	<p>The following NAL's are eligible with proper documentation:          Sale or transfers between members of the same family (transaction may not be due to any adverse circumstances)          Property seller acting as his or her own real estate agent          Borrower purchasing from his or her current landlord (cancelled checks or bank statements required to verify satisfactory pay history)          Borrower is a mortgage broker or loan officer, or works for submitting broker.          Borrower is related to realtor and/or loan officer who is representing them only.          Investment property loans must be arms length</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	Appraisal and title valid for 120-days from note date Credit, Income, and Assets valid for 90-days from note date YTD P&L age limit is 90-days
Housing Payment History	Maximum of 0x30 in past 12 months
Mortgage/Rental Verification	<p>Institutional Lender/ Landlord Payment history may be documented as follows:</p> <ul style="list-style-type: none"> <li>- 12 months mortgage payment history on the credit report OR</li> <li>- 12 months canceled checks OR</li> <li>- Verification of Mortgage (VOM)/ Verification of Rent (VOR)</li> </ul> <p>Non-Institutional Lender/ Landlord</p> <ul style="list-style-type: none"> <li>- Payments must be verified with either canceled checks or bank statements AND</li> <li>- A copy of the note or lease is required to verify payment amount and due date</li> <li>- Verifying housing payments can be eliminated if the following is present:               <ul style="list-style-type: none"> <li>- File receives an AUS approve</li> </ul> </li> </ul>
Forbearance	<p>Forbearance allows for borrower experiencing financial hardship to pause making mortgage payments. A recent forbearance, due to COVID-19, may be eligible based upon the following:</p> <ol style="list-style-type: none"> <li>1. Borrowers who entered into forbearance but continued to make timely payments and remained employed without income disruption, are eligible without any other requirements.</li> <li>2. Borrowers who participated in forbearance and missed payments have two options:           <ol style="list-style-type: none"> <li>a) Pay loan current by making all missed payments from borrower verified funds.</li> <li>b) Make three monthly payments in lender modification plan after exiting forbearance. Third payment must be made prior to note date. Evidence the borrower has exited forbearance or entered the modification plan is required.</li> </ol> </li> </ol>

Major Credit Events	<p>Four (4) year seasoning is required on all major credit events          Seasoning is measured from date of credit event to note date and includes: Bankruptcy, Foreclosure, Deed-in-Lieu, Short-Sale / Short-Refinance, Modification with principal forgiveness</p>
Credit Report Security Freeze	<p>If the credit report shows a security freeze and the borrower unfreezes credit after the date of the original credit report, a new report is required to reflect current and updated information</p>
Collections & Charge Offs	<p>Collection and charged-off accounts that do not impact title do not need to be paid off if:          Individual accounts less than \$500 and cumulative balance \$2,500 or less AND/OR Medical collections up to \$10,000 cumulative          AND/OR          Collections and charge-offs that have passed the individual state statute of limitations</p>
Required Credit History	<p>If the primary wage earner has 3 credit scores, the minimum tradeline requirement is met.          If the primary wage earner has only 2 scores, one of the following four (4) options must be met.          Multiple borrowers with the same income need to meet either the 3 credit score threshold or meet one (1) of the minimum tradeline requirements listed below.</p> <p>Primary wage earner ONLY must meet tradeline requirement          Tradelines with recent serious adverse history are not acceptable          Rental verification can be included as a tradeline          Student loans can be counted in credit depth as long as they are in repayment and not being deferred</p> <p>Option #1 - <b>3 of 12</b>: At least three (3) tradelines reporting for a minimum of 12 months, with all three (3) having activity in the last 12 months, accounts can be open or closed          Option #2 - <b>2 for 24</b>: At least two (2) tradelines reporting for a minimum of 24 months, with both having activity in the last 12 months, accounts can be open or closed          Option #3 - <b>8 for 8</b>: No fewer than eight (8) tradelines are reporting, one (1) of which must be a mortgage or a rental history.          - At least one (1) tradeline has been open and reporting for a minimum of twelve (12) months.          - The borrower has an established credit history for at least eight (8) years.          Option #4 - <b>AUS 4 for 4</b>: AUS approval and no fewer than four (4) tradelines are reporting, one (1) of which must be a mortgage or a rental history.          - At least one (1) tradeline has been open and reporting for a minimum of twelve (12) months.          - There is an established credit history of at least four (4) years.          - Requirements can be met by primary borrower or 2 combined borrowers on same application.</p>

Income	
Debt to Income Ratios (DTI)	<p>50% DTI MAX - All Doc Types</p> <p>Up to 55% DTI - 680+ FICO / 2 Year Full Doc ONLY</p> <ul style="list-style-type: none"> <li>- 0% payment shock / 3 months additional reserves required</li> <li>- Purchase / Rate &amp; Term / Cash-Out Debt Consolidation (Cash to borrower must meet Rate &amp; Term Guidelines) ONLY</li> </ul>
Max # of Business Entities	<p>No limit on the number for Schedule C.</p> <p>A transaction may have up to two (2) 1065 and/or 1120 entities between all the borrowers.</p> <p>REO held inside an entity is generally not considered an entity for this purpose provided the entity's sole activity is to hold real estate.</p> <p>An entity with a percentage of ownership that does not require business returns is not considered in this calculation for max number of entities.</p> <p>Transactions that exceed the number of entities may be approved case by case via exception.</p>
Business Bank Statement Income	<p>Intended for borrowers with 50% or more self-employment income</p> <p>May be combined with non-business income: i.e. SSI, rental income, W2 wages</p> <p>Multiple bank accounts are allowed</p> <p>A minimum of 25% ownership in the business is required</p>
Personal Bank Statement Income	<p>Intended for borrowers with 50% or more self-employment income</p> <p>May be combined with non-business income: i.e. SSI, rental income, W2 wages Multiple bank accounts are allowed</p> <p>A minimum of 20% ownership in the business is required</p> <p>Third party documentation of self-employment is required to support that the business has been in operation for the previous two (2) calendar years and that the borrower(s) had ownership for same period</p> <p>May use 100% of qualified deposits in the personal account when there is evidence of a separate business account to show transfers and activity to support business operations</p>

<p>1099 Documented No Expenses (Full Doc)</p>	<p>Often 1099 employees have transitioned from a W2 job doing the same functions. If the following can be provided, the tax returns are not required and the borrower will be treated like a wage earner for income qualification purposes.</p> <ul style="list-style-type: none"> <li>- 2-years 1099 from the same employer</li> <li>- 1099 transcripts</li> <li>- YTD earnings validated by paystubs, pay vouchers, WVOE, etc.</li> <li>- Documentation from employer that borrower has no job-related expenses</li> </ul>
<p>Methods for Calculating Bank Statement Income</p>	<p><b>Method 1: Fixed Expense Ratio 50%</b> A 50% fixed expense ratio is applied to total allowed deposits to determine the net business income</p> <p><b>Method 2: Third Party Expense Statement</b> A CPA, accountant or tax preparer signed and dated statement indicating the percentage of expenses to gross annual sales/revenue</p> <ul style="list-style-type: none"> <li>- Must cover the 12 or 24 month period of the bank statements</li> <li>- Verification evidencing the CPA, accountant or tax preparer's business and a current license are required</li> </ul> <p><b>Method 3: Third Part Prepared P&amp;L</b> A CPA, accountant or tax preparer signed and dated P&amp;L</p> <ul style="list-style-type: none"> <li>- Must cover the 12 or 24 months period of the bank statements</li> <li>- Verification evidencing the CPA, accountant or tax preparer's business and a current license are required</li> <li>- Gross receipts on P&amp;L must be within a 10% variance of allowable deposits</li> </ul>
<p>History of Self-Employment</p>	<p>A two (2) year history of self-employed history required on all loans Less than two (2) years but greater than one (1) year can be considered case-by-case. Requirements are:</p> <ul style="list-style-type: none"> <li>- Strong previous experience</li> <li>- Job industry-specific training</li> <li>- Previous work history to support lack of self-employment history</li> </ul>
<p>Tax Transcripts on Full Doc</p>	<ul style="list-style-type: none"> <li>- Required on all income used to qualify</li> <li>- Transcripts can match income type</li> <li>- Business transcripts not required if business income is reported on 1040</li> <li>- Signed 1040's are not required</li> <li>- 3rd party WVOE can be used in lieu of W2 transcripts</li> <li>- Transcripts not required for subject investment property rental income</li> </ul>

Tax Transcripts on Bank Statement Income	<p>Transcripts and income validation not required for Bank Statement programs.          Transcripts are required for any non-1040 type full doc income used in conjunction with this income type - i.e. W2 wages, and rental income (see section on transcripts for alternatives)</p>	
Earning Trends	Year to year earnings must be considered in accordance with Appendix Q Part 1026 of regulation Z - Standards for determining Monthly Debt and Income	
	Stable or Increasing	Amounts should be averaged
	Declining but Stable	If 24 month average shows a decline, but most recent 12 months has stabilized & there is no reason to believe that the income / employment will not change the most recent 12 month average may be used.
Short Term Rental Income	Declining	Income is ineligible
	<p>Qualifying income can be used for property that is rented on a short-term basis through services like Airbnb and VRBO. The borrower must document a minimum of one tax year of income and expenses to use as a qualifying income source.</p> <p>Two Year Rental History</p> <ul style="list-style-type: none"> <li>- In lieu of current leases the borrower must document the property has been subject to short term rental for a minimum of two (2) years.</li> <li>- Income of the type must be averaged over a two (2) year period unless the income trend is declining. A current YTD ledger of rental payments received must also be included and support the two (2) year average.</li> <li>- A host report or equivalent service provider pay history and proof of property listing on website.</li> </ul> <p>Greater Than One Year but Less Than Two Years</p> <p>For a rental property with less than two (2) tax year history but at least one (1) tax year reporting, short term rental income may still be used provided that the following requirements are met:</p> <ul style="list-style-type: none"> <li>- A current YTD ledger of rental payments received included to support the income reported on Schedule E.</li> <li>- Airbnb host report or equivalent service provider pay history and proof of property listing on website.</li> </ul> <p>Less than One Year - NOT ELIGIBLE</p>	



<p>Departure Property</p>	<p>If the current residence is pending sale but the transaction will not close prior to the subject transaction, the current PITI may be excluded with the following:</p> <ol style="list-style-type: none"> <li>1. The executed sales contract for the current residence AND</li> <li>2. Confirmation that all financing contingencies have been cleared.</li> </ol> <p>If the current residence will become a rental property, the net rental income may be used to offset carrying costs or to add to qualifying income. The following 3 items are required</p> <ol style="list-style-type: none"> <li>1. Copy of current lease AND</li> <li>2. Proof of receipt of deposit and 1st month's rent AND</li> <li>3. Evidence rent is near market, either a 1007 or other underwriter/loan officer obtained confirmation of market rent is required.</li> <li>4. Use lease and apply the 75% rule to determine cash flow.</li> </ol> <p>If the departure prop is unleased, then the PITI can be offset with market rents from a 1007 Positive cash flow from departing residence without a lease in place may not be added to income. Use 1007 rent and apply the 75% rule to determine cash flow.</p> <p>An additional 2 months of PITI on our subject property is required when using only the 1007 on the departure property.</p>
<p>Accessory Dwelling Unit (ADU) Rents</p>	<p>ADUs are becoming increasing popular in many locations across the US as housing gets more scarce and more expensive. Using rents from an ADU are acceptable with the following requirements:</p> <ul style="list-style-type: none"> <li>- Appraisal shows the ADU to be legal</li> <li>- Appraiser to provide comparables with ADUs</li> <li>- SFR only. Multi-family or multi-ADU may be acceptable via exception only</li> </ul> <p>Refinance</p> <ul style="list-style-type: none"> <li>- Appraiser to address ADU rents on a 1007</li> <li>- Document a 24-month history of the ADU being rented on a refinance</li> </ul>

Assets	
Business Funds	Business funds allowed for down payment, closing costs, and reserves Must meet cash flow analysis of three (3) months of statements
Gift Funds	Follow FNMA Guidance - Gift funds must be from a family member, fiancé, or domestic partner Gift funds not acceptable for reserves No minimum borrower contribution required
Crypto Currency	Crypto currency that has been converted to USD is an acceptable source of funds provided the crypto can be acceptably documented. Recently this asset type has gained more widespread popularity and documentation has improved. The documentation must show the acquisition date of the asset and it must show a sufficient history to meet 60-day seasoning requirements. Not all crypto currencies or crypto brokerages will provide for adequate documentation. An abundance of care must be used in reviewing statements provided.
Paying Off Debt to Qualify	Revolving accounts may be excluded if paid to zero - Account does not need to be closed Installment debt may be excluded if paid off and closed Paying down an installment loan to ten (10) months is allowed - Max DTI 40%
Transactions Not Requiring Reserves	Reserves are not required for Rate & Term Refinances when the below parameters are met: - DTI < 50% - Monthly P&I reduction of 10% or more *For interest only loans the P&I reduction is based on a fully amortized qualifying payment
Reserves	All reserve requirements are based on subject property PITI  6 months PITI required  Other REO (Additional reserves is a one-time addition to requirement): 6 months additional subject property PITI if subject property loan amount is <= \$1.0mm  Reserves may come from subject property cash out refinance
Source of Reserves	Funds in non-cash holdings (stocks, bonds, mutual funds) are not required to be discounted. Retirement accounts used for reserves. - Employer sponsored savings plans (like a 401k) require TOW from employer which allow for hardship withdrawal (not required for IRA)  Reserves may come from subject property cash out refinance
IPC (Interested Party Contributions)	Max of 6% allowed

Property / Appraisal Information	
Acreage	No more than twenty (20) acres
Rural Properties	<p>Allowed Reduce max allowed LTV by 5%</p> <p>Considered Rural when 2 of the 3 listed below are present or the appraiser has designated the property as rural:</p> <ul style="list-style-type: none"> <li>- Non paved service road</li> <li>- 2 or more comps are &gt; 5 miles away from the subject property</li> <li>- Subject surrounding area is less than 25% built up</li> </ul>
Property Flips	<p>A property is considered a flip if either of the following are true:</p> <ul style="list-style-type: none"> <li>- The purchase price exceeds the seller's acquisition cost by more than 10% if the property was acquired 90 or fewer days prior to the borrower's purchase contract date</li> <li>- The purchase price exceeds the seller's acquisition cost by more than 20% if the property was acquired 91 – 180 days prior to the borrower's purchase contract date</li> </ul> <p>If the property is a flip based on the guidance above, a second appraisal is required</p>
Recently Listed Properties	<p>Properties listed at the time of application are not eligible</p> <p>Properties listed in the past six (6) months prior to the application date are not eligible for cash-out transactions</p> <p>For rate &amp; term refinances, property must be off the market prior to application</p>
Warrantable Condos	<p>Established projects ONLY</p> <p>Detached units and small projects (2-4 condos) follow FNMA guidance (No HOA review required) HOA Review Type: follow FNMA requirements</p>

<p>Non Warrantable Condos</p>	<p>The following may be considered via exception. Exception pricing will be applied:</p> <ul style="list-style-type: none"> <li>- Investor concentration up to 70%</li> <li>- Commercial space up to 50%</li> <li>- Single owner/entity concentration up to 25% (for projects of 10 units or less, max 2-units)</li> <li>- Annual budget allocation to reserves &lt; 10% allowed with the following:             <ul style="list-style-type: none"> <li>- Appraisal shows no major repairs required AND</li> <li>- A lower annual allocation permitted if the following reserve balance thresholds are met:                 <ul style="list-style-type: none"> <li>- 7% to 9.99% requires reserve fund balance of 50% of annual budget</li> <li>- 5% to 6.99% requires reserve fund balance of 75% of annual budget</li> <li>- 3% to 4.99% requires reserve fund balance of 100% of annual budget</li> </ul> </li> </ul> </li> </ul>
<p>Ineligible Properties</p>	<p>Condotels &amp; resort style condos            Unique style homes: earth, dome, etc.            Property condition of C5 or C6            Working farms or ranches</p>
<p>Appraisal Requirements</p>	<p>A second appraisal is required when any of the following exist:</p> <ul style="list-style-type: none"> <li>- The transaction is a flip (see Property Flipping section)</li> </ul> <p>When a second appraisal is required, the value is based on the lower of the two (2) values. The second appraisal must be from a different company and appraiser than the first appraisal.</p>

<p>Appraisal Review</p>	<p>An appraisal review product is required on every loan unless a second appraisal is obtained, one of the three options below is acceptable:</p> <ul style="list-style-type: none"> <li>- CDA from Clear Capital OR</li> <li>- Collateral Underwriter (CU Score) less than 2.5 OR</li> <li>- A field review or a second appraisal is also acceptable – These must be from a different company and appraiser than the first appraisal</li> </ul> <p>If the CDA reflects a value of 10% or less below the appraised value, the appraised value is accepted          If the CDA reflects a value of more than 10% below the appraised value, a field review or a second appraisal is required</p>
<p>Appraisal Age</p>	<p>Appraisal must be dated within 120 days of the note date          Re-certs of value are allowed and valid for 120 days.</p>
<p>Transferred Appraisals</p>	<p>Allowed          When two (2) appraisals are required, only one (1) appraisal can be transferred</p>
<p>Declining Property Value</p>	<p>Reduce maximum LTV/CLTV by 10% for any property located in an area of declining property values as noted on the appraisal</p>
<p>Texas 50(f)(2)</p>	<p>A Texas Section 50(f)(2) mortgage is a rate and term refinance of an existing Texas 50(a)(6).</p> <ul style="list-style-type: none"> <li>- ZERO cash back allowed. Proceeds to pay off only existing Texas 50(a)(6) lien, other permitted liens on homestead (property taxes, owelty lien, mechanic’s lien), actual costs and reserves required by lender to refinance</li> <li>- 1-year seasoning of prior Texas 50(a)(6) loan required</li> <li>- Loan cannot close until 12 calendar days after the “Notice Concerning Refinance of Existing Home Equity Loan to Non-Home Equity Loan” is signed</li> </ul>