

This matrix is not applicable for the following products: HIP Fannie Mae HomeStyle® Renovation, Fannie Mae DU Refi Plus (HARP), Freddie Mac Relief Refinance MortgageSM Open Access (HARP), Fannie Mae HomeReadyTM Mortgage, Fannie Mae MyCommunityMortgage®, or Freddie Mac Home Possible/Home Possible Advantage. See the Exceptional Mortgage Guide for requirements for these products. Also, see the Exceptional Mortgage Guide for additional requirements.

Property Type	AUS	Fixed Standard ¹	Fixed High Balance ¹	ARM Standard	ARM High Balance	Credit Score
		LTV/CLTV/HCLTV ²	LTV/CLTV/HCLTV ²	LTV/CLTV/HCLTV ²	LTV/CLTV/HCLTV ²	
1-Unit Principal Residence	DO	97% ³	95%	90%	90%	620
	LP	95%	90%	95%	90%	
2-Unit Principal Residence	DO	85%	85%	75%	75%	620
	LP	80%	75%	80%	75%	
3 to 4 Unit Principal Residence	DO	75%	75%	65%	65%	620
	LP	80%	75%	80%	75%	
1-Unit Second Residence	DO	90%	90%	80%	80%	620
	LP	85%	80%	85%	80%	
1-Unit Investment ⁴	DO	85%	85%	75%	75%	620
	LP	85%	80%	85%	80%	
2 to 4-Unit Investment ⁴	DO	75%	75%	65%	65%	620
	LP	75%	70%	75%	70%	
		Limited or No	Cash Out Refinance			
1-Unit Principal Residence	DO	97% ³	95%	90%	90%	620
	LP	95%	90%	95%	90%	
2-Unit Principal Residence	DO	85%	85%	75%	75%	620
	LP	80%	75%	80%	75%	
3 to 4 Unit Principal Residence	DO	75%	75%	65%	65%	620
	LP	80%	75%	80%	75%	
1-Unit Second Residence	DO	90%	90%	80%	80%	620
	LP	85%	80%	85%	80%	
1-Unit Investment ⁴	DO	75%	75%	65%	65%	620
	LP	75%	75%	75%	75%	
2 to 4-Unit Investment ⁴	DO	75%	75%	65%	65%	620
	LP	75%	70%	75%	70%	
		Cash Out Refinance				
1-Unit Principal Residence	DO	80%	80%	75%	75%	620
	LP	80%	75%	80%	75%	
2 to 4-Unit Principal Residence	DO	75%	75%	65%	65%	620
	LP	75%	65%	75%	65%	
1-Unit Second Residence	DO	75%	75%	65%	65%	620
	LP	75%	65%	75%	65%	
1-Unit Investment ⁴	DO	75%	75%	65%	65%	620
	LP	75%	65%	75%	65%	
2 to 4-Unit Investment ⁴	DO	70%	70%	60%	60%	620
	LP	70%	65%	70%	65%	

¹ LP minimum term is 180 months.

² DU loans with 5 to 10 financed properties are subject to additional guidelines including limited LTV, CLTV, and HCLTV requirements. See the Fannie Mae – Multiple Financed Properties section of the Guide.

³ 95.01-97.00% Purchase transactions require at least one borrower to be a First-time Homebuyer and non-occupant borrowers are ineligible. See Fannie Mae – Expanded LTV Loans section of the Guide.

⁴ Non-arm's length transactions ineligible.

⁵ 95.01-97.00% Limited or No Cash Out transactions require Fannie Mae ownership of the loan being refinanced and non-occupant borrowers are ineligible. See Fannie Mae – Expanded LTV Loans section of the Guide.

ARM Criteria	5/1 ARM	7/1 ARM	10/1 ARM ¹
Cap Structure	f 2% initial adjustment cap f 2% annual cap f 5% lifetime cap	f 5% initial adjustment cap f 2% annual cap f 5% lifetime cap	f 5% initial adjustment cap f 2% annual cap f 5% lifetime cap
Floor	2.25%		
Index	1-year LIBOR (London Interbank Offered Rate)		
Margin	2.25%		
Qualifying Interest Rate	Greater of Fully Indexed Rate or Note Rate + 2.000%	Greater of the Fully Indexed Rate or Note Rate	
¹ 10/1 is Fannie Mae only.			

Description	Agency	Overlay
Minimum Credit Score	Varies by product type/AUS	f Minimum credit score 620 f Not applicable for Fannie Mae DU Refi Plus™ or Freddie Mac Open Access SM
Fannie Mae DO Refi Plus™ and Freddie Mac Open Access SM	Allowable – Varied ownerships/ARMS	Maximum LTV 150%
Maximum/Multiple Financed Properties	Allowable with stipulations	The borrower may have total financed properties up to the maximum agency guideline with a maximum of four of those properties financed by Exceptional Mortgage, including the borrower's principal residence. The maximum number of investment properties is two.
Co-Op Properties	Varies by product type/AUS	Ineligible
Leasehold	Allowable	Ineligible
Manufactured Homes	Allowable	Ineligible
Properties Held in Trust	Allowable	POA is not permitted
Non-Arm's Length Transactions	Varies by program	Ineligible on investment properties.

Notes

- x See maximum loan limits at www.fhfa.gov/DataTools/Downloads/Pages/Conforming-Loan-Limits.aspx.
- x No manufactured housing, leaseholds or co-ops
- x DU loans with 5 to 10 financed properties are subject to additional guidelines including limited LTV, CLTV, and HCLTV requirements. See the Fannie Mae – Multiple Financed Properties section in the Exceptional Mortgage Guide
- x Appraisal type/form per AUS recommendation and/or Fannie Mae® or Freddie Mac® parameters
- x Loans with an LP® Accept/Eligible, must meet [Freddie Mac](#) guidelines to be eligible for purchase. Loans with a DU® /DO® Approve/Eligible must meet [Fannie Mae](#) guidelines to be eligible for purchase.

Mortgage Insurance

- x Approved Mortgage Insurers include Arch MI, MGIC, UG, Genworth, Essent, and Radian. In addition, for delegated transactions only, National MI is acceptable.
- x All loans greater than 80.00% LTV are subject to Mortgage Insurance approval. Please verify applicable insurer guidelines via the MI companies' website prior to originating the loan.
- x Exceptional Mortgage Solutions follows DU/DO/LP Standard coverage amounts; no minimum mortgage insurance LLPAs allowed.
- x Borrower paid Monthly, Borrower paid Single/Lump Sum, Single LPMI and Financed are available MI options for all Exceptional Mortgage Solutions conforming agency products. Split Premium and Lender Paid monthly are not allowed.

Equal Housing Opportunity. This matrix is to be used as a quick reference only and does not replace product/agency guidelines. Refer to our program guidelines online for details. This information is not an advertisement to extend consumer credit as defined by Sec. 1026.2 of Regulation Z.

Refer to the Exceptional Mortgage Guide for full requirements.

Transaction Type	Loan Amount	Number of Units	LTV/CLTV/HCLTV ^{1,2,3}	Credit Score	DTI	Months Reserves ⁴
Purchase	\$1,000,000	1 unit	80%	720	42.99%	9
	\$1,000,000	1 unit	70%	700	42.99%	9
	\$1,500,000	1 unit	80%	720	42.99%	12
	\$1,500,000	1 unit	70%	700	42.99%	12
	\$2,000,000	1 unit	70%	720	42.99%	12
	\$2,500,000 ⁵	1 unit	70%	720	40.00%	24
	\$1,000,000	2 unit	75%	720	42.99%	9
	\$1,000,000	2 unit	65%	700	42.99%	9
	\$1,500,000	2 unit	75%	720	42.99%	12
	\$1,500,000	2 unit	65%	700	42.99%	12
Rate/Term Refinance	\$2,000,000	2 unit	70%	720	42.99%	12
	\$1,000,000	1 unit	80%	720	42.99%	9
	\$1,000,000	1 unit	70%	700	42.99%	9
	\$1,500,000	1 unit	75%	720	42.99%	12
	\$2,000,000	1 unit	70%	720	42.99%	12
	\$2,500,000 ⁵	1 unit	60%	720	40.00%	24
	\$1,000,000	2 unit	75%	720	42.99%	9
	\$1,000,000	2 unit	65%	700	42.99%	9
	\$1,500,000	2 unit	70%	720	42.99%	12
Cash-Out Refinance	\$2,000,000	2 unit	60%	720	42.99%	12
	\$1,000,000 (\$250k cash out)	1 unit	70%	720	40.00%	9
	\$1,000,000 (\$250k cash out)	1 unit	65%	700	40.00%	9
	\$1,500,000 (\$300k cash out)	1 unit	60%	720	40.00%	12
	\$2,000,000 (\$300k cash out)	1 unit	55%	720	40.00%	12
Second Homes						
Purchase & Rate/Term Refinance	\$1,000,000	1 unit	75%	720	40.00%	12
	\$1,500,000	1 unit	70%	720	40.00%	18
	\$2,000,000	1 unit	65%	720	40.00%	18
	\$2,500,000 ⁵	1 unit	50%	720	40.00%	24

¹ If appraisal reflects a declining/soft market, maximum LTV/CLTV/HCLTV is reduced by 5%.

² For 15-year mortgage products with property in the states of AZ, FL, or NV, maximum LTV/CLTV/HCLTV is reduced by 5% for loans up to \$1,500,000.

³ For properties held in a trust, if all trustors do not occupy the property maximum LTV/CLTV/HCLTV is 70%.
Minimum 12-months reserves for first-time

⁴ homebuyers.

⁵ Loan amounts over \$2,000,000 only available for fixed mortgage loans.

Non Agency Guidelines			
Age of Appraisal, Assets, Credit Report & Income Documents	90 days from Note date.		
Age of Title Commitment	60 days from Note date.		
Appraisal Requirements	<ul style="list-style-type: none"> f Purchase transactions with loan amounts <=\$1,500,000 requires one full appraisal and loan amounts >\$1,500,000 require two full appraisals f Refinance transaction with loan amounts <=\$1,000,000 requires one full appraisal and loan amounts >\$1,000,000 requires two full appraisals f Fannie Mae® Form 1004MC required for all loan amounts 		
Bankruptcy	None		
Borrower Eligibility	US citizen or Permanent Resident Alien with proof of permanent residency (green card); all borrowers must have SSN, maximum of 4 borrowers on a single transaction . See First-time Homebuyer restrictions below.		
Credit Score	Middle of 3 scores or lower of 2; lower of borrower/co-borrower used for qualification.		
First-time Homebuyers	Allowed for owner occupied properties only. FTHBs are subject to a maximum loan amount of \$1,000,000 and minimum reserves of 12 months. Payment shock will be evaluated upon review of the overall loan file quality.		
Foreclosure	None		
General Underwriting	DO® Approve/Ineligible recommendation required for all transactions with the 'ineligibility' due solely to the loan amount exceeding the conforming minimum loan limits: 1-unit - \$417,000; 2-unit - \$533,850. Must meet AUS and additional Exceptional Mortgage guidelines.		
Housing History	0 x 30 for 24 months		
Income/Asset Documentation	Most recent pay stubs covering a 30-day period; W-2s for last 2 years; 2 bank statements. Hourly and variable income and self-employed borrowers also require 2-years' tax returns.		
Index	1-Year LIBOR (London Interbank Offer Rate)		
Ineligible	3-4 unit Primary, 2-4 unit Second homes, Investment properties, Manufactured/Modular, Condo Conversions, Unwarrantable Condos, Condotels, Mixed Use, Log Homes/Unique properties, Properties <750 GLA square feet, Working Farms, Properties >10 acres, Unimproved Land, Leaseholds, Short Payoffs, Restructured Loans, Co-Ops, non-arm's length transactions, escrow holdbacks, Texas cash-out, and any loan (including Construction-to-Perm) in which the original note or security instrument is modified. See Exceptional Mortgage Guide for full requirements.		
Interest Rate Adjustment Caps	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> 5/1 ARM <ul style="list-style-type: none"> f Initial: 2% up/down f Subsequent: 2% up/down f Lifetime: 5% up </td> <td style="width: 50%; vertical-align: top;"> 7/1 and 10/1 ARMs <ul style="list-style-type: none"> f Initial: 5% up/down f Subsequent: 2% up/down f Lifetime: 5% up </td> </tr> </table>	5/1 ARM <ul style="list-style-type: none"> f Initial: 2% up/down f Subsequent: 2% up/down f Lifetime: 5% up 	7/1 and 10/1 ARMs <ul style="list-style-type: none"> f Initial: 5% up/down f Subsequent: 2% up/down f Lifetime: 5% up
5/1 ARM <ul style="list-style-type: none"> f Initial: 2% up/down f Subsequent: 2% up/down f Lifetime: 5% up 	7/1 and 10/1 ARMs <ul style="list-style-type: none"> f Initial: 5% up/down f Subsequent: 2% up/down f Lifetime: 5% up 		
Interest Rate Floor	Equal to the margin		
Interest Rate Formula	Index plus margin rounded to the nearest .125%		
Interested Party Contributions	3% if LTV >=75%; if LTV 75%; 6% maximum of amount financed.		
IRS Forms	4506-T and IRS tax return transcripts required at application and at close.		
Loan Purpose	Purchase, Limited Cash-Out, Rate/Term Refinance limited to \$2,000; Cash-Out cash back up to \$300,000.		
Margin	2.25%		
Minimum Loan Amount	\$417,001		
Multiple Financed Properties:	Max number of financed properties is 4, including the subject property.		
Products Offered	5/1, 7/1, 10/1 LIBOR ARM, 30-year Term Fully Amortizing; Fixed products include 15 and 30-year terms.		
Property Types	1-2 unit owner occupied; 1-unit second home; 1-unit low/mid/high-rise condo (must be Fannie Mae warrantable w/full lender review); planned unit development (PUD); rural properties with 10 acres or less.		

Non Agency Guidelines	
Properties Held in Trust	<ul style="list-style-type: none"> f Primary residences and properties with one or two units only f Trust Certificates are permitted in the state of California only. In all other states, all pages of the Trust Agreement must be reviewed f POA is not permitted f If all trustors do not occupy the property, maximum LTV is 70%
Reserves	Calculated using PITIA; see matrices for requirements; for each additional property financed add 6 months' reserves.
Seasoning	Six months seasoning from canceled listing is required for properties previously listed for sale. If seasoning is within the first 12 months, a letter from the borrower on why he/she is retaining the property is required.
Secondary Financing	Institutional allowed
Trade Lines	<ul style="list-style-type: none"> f Minimum of three open/active trade lines for each applicant f All three trade lines must be open/active for 24 months with one tradeline (mortgage or installment) with a minimum \$5,000 credit limit f In addition to satisfying the minimum tradeline option, Exceptional Mortgage requires the primary income earner to have 24 months housing payment history (rent or own)
Verification of Employment	Verbal verification required for all borrowers within 10 days of closing for salaried; third party verification of self-employed borrowers business is required prior to the note or funding date.