



EXCELERATE CAPITAL

Conventional Conforming Matrix			
Purchase and Rate & Term Refinance			
Occupancy	Units	Fico	DU LTV/CLTV/HCLTV
Primary Residence	1	620	97/97/97
	2	620	85/85/85
	3-4	620	75/75/75
Second Home	1	620	90/90/90
Investment Property	1	620	Purchase 85/85/85 Rate/term 75/75/75
	2-4	620	75/75/75
Cash-Out Refinance			
Occupancy	Units	FICO	DU LTV/CLTV/HCLTV
Primary Residence	1	620	80/80/80
	2-4	620	75/75/75
Second Home	1	620	75/75/75
Investment Property	1	620	75/75/75
	2-4	620	70/70/70

Program Matrix Notes	
<ul style="list-style-type: none">1 unit includes attached/detached single family and PUD, low and high condo and modular homeMaximum loan amount equals conforming loan limitsPlease see underwriting guidelines for additional program details <ol style="list-style-type: none">Minimum FICO for loans requiring mortgage insurance. Some states may be subject to limited MIP availability, or require higher FICOs, or LTV reductions.Fannie: LTV/CLTV/HCLTVS > 95% have the following restrictions:<ul style="list-style-type: none">Purchase transactions are allowed if at least 1 borrower is a first-time homebuyer.Rate & Term refinance transactions are allowed if the existing loan being refinanced is owned (or securitized) by Fannie Mae.Must be DU Approved/EligibleWhen one or all borrower(s) do not have a FICO, non-traditional credit is allowed on DU approved/eligible loans per Fannie Mae guidelines.	

Product Details	Product Guidelines
AUS	<ul style="list-style-type: none">Desktop Underwriter (DU/DO) with Approve/Eligible FindingsManual UW is not allowed.
DTI	<ul style="list-style-type: none">DTI must be below 50% as per AUS

Ability to Repay/Qualified Mortgage Rule	<ul style="list-style-type: none"> Must be Safe Harbor Qualified Mortgages as defined under HUD and Dodd-Frank Wall Street Reform and Consumer Protection Act.
Age of Documents	<ul style="list-style-type: none"> Income and Asset documentation must be within 30 days of the note date. If an asset account is reported on a quarterly basis, the most recently issued quarterly statement must be obtained. There are no changes to the age of documentation requirements for military income documented using a Leave of Earnings Statement, Social Security, retirement income, long-term disability, mortgage credit certificate, public assistance, foster care, or royalty payments apply using the standard age of document requirements
Appraisals	<ul style="list-style-type: none"> Appraisal transfers are allowed on a case by case basis and require Underwriting Manager approval. Property Inspection Waiver (PIW) is allowed per DU. Desktop appraisals allowed for purchase transactions when an interior/exterior is not available.
Property types	<p>Eligible:</p> <ul style="list-style-type: none"> Single Family (Detached, Attached) PUD (Detached, Attached) Condominium – Warrantable (detached, Attached) Modular Home Rural Property (in accordance with agency Guidelines, loan must be residential in nature) 2-4 Units <p>Ineligible:</p> <ul style="list-style-type: none"> Manufactured homes Mobile homes Condotels/Hotel Condominiums or PUDs Cooperatives Timeshares Working Farms and Ranches Unimproved Land Land Trust Condition Rating of C5 or C6 or Quality Rating of Q5 or Q6
COVID-19 Overlays & Updates	<ul style="list-style-type: none"> Desktop appraisals allowed for purchase transactions when an interior/exterior is not available Age of documentation Income and Asset documentation must be within 30 days of the note date. If an asset account is reported on a quarterly basis, the most recently issued quarterly statement must be obtained. This includes information received directly from a third-party employment verification vendor be no more than 30 days old as of the note date. <ul style="list-style-type: none"> There are no changes to the age of documentation requirements for military income documented using a Leave of Earnings Statement,

	<p>Social Security, retirement income, long-term disability, mortgage credit certificate, public assistance, foster care, or royalty payments apply using the standard age of document requirements.</p> <ul style="list-style-type: none"> • Unemployment benefits as qualifying income can only be used if it is clearly associated with seasonal employment that is reported on the borrower's signed federal income tax returns. <ul style="list-style-type: none"> ○ Unemployed and furloughed individuals who are eligible for unemployment benefits under the CARES Act is deemed short-term in nature and is therefore not a reliable and predictable source of income for borrowers who are not established seasonal workers and cannot be used to qualify. • Furloughed borrowers is a suspension from active employment that does not typically guarantee restoration of an employee's position when the furlough period ends. Until furloughed employees actually return to work, they are unable to provide evidence of a stable and reliable flow or employment-related income and are therefore ineligible under the Temporary Leave Income policy. • IRS Tax filing Extension granted through July 15, 2020 the following documentation requirements are being eliminated these normally apply when the mortgage has an application or disbursement date between April 15th and July 15th. <ul style="list-style-type: none"> ○ Copy of IRS Form 4868 (<i>Application for Automatic Extension of Time of File U.S. Individual Tax Return</i>), and ○ IRS Form 4506-T (<i>Request for Transcript of Tax Return</i>) transcript confirming "No Transcripts Available" for the 2019 tax year. <p>All other requirements contained in FNMA B1-1-03 Allowable Age of Credit Documents and Federal Income Tax Returns, continue to apply.</p> <ul style="list-style-type: none"> • Employment validation through DU validation services While representation and warranty relief for employment validation is temporarily suspended, we will continue to verify the employment of the borrower as close to closing as possible. When income or assets are validated, we will continue to follow the close-by dates and instructions issued in DU messages. • Verification of self-employment verify the existence of the borrower's business within 120 calendar days prior to the note date. Due to latency in system updates or recertifications using annual licenses, certifications, or government systems of record, additional steps must be taken to
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confirm that the borrower's business is open and operating. Confirmation within 10 business days of the note date.

Note: 6 months reserves PITI is required.

Below are examples of methods that can be used to confirm the borrower's business is currently operating:

- Evidence of current work (executed contracts or signed invoices that indicate the business is operating on the day of verification of self-employment);
- Evidence of current business receipts within 10 days of the note date (payment for services performed);
- Certification the business is open and operating (confirmed through a phone call or other means); or
- Business website demonstrating activity supporting current business operations (timely appointments for estimates or service can be scheduled).

Note: If the business is not operating the income may not be used to qualify.

- **Verbal verification of employment** due to the difficulty and disruption of operations in obtaining (VOE) verification from the borrower's employer we are allowing the following flexibilities:
 - **Written VOE:** obtain a written VOE confirming the borrower's current employment status within the same timeframe as the verbal VOE requirements. An email directly from the employer's work email address that identifies the name and title of the verifier and the borrower's name and current employment status may be used in lieu of a verbal VOE.
 - **Paystub:** obtain a year-to-date paystub from the pay period that immediately precedes the note date.
 - **Bank statements:** The borrower can provide bank statements (or other alternative documentation Verification of Deposits and Assets) evidencing the payroll deposit from the pay period that immediately precedes the note date.

If it is discovered that the borrower is no longer employed, the associated income can no longer be considered in the qualification of the borrower, and the employment and associated income information should be removed from the Form 1003. The casefile should be resubmitted to DU if there is additional eligible qualifying income that can be documented and used for the borrower to proceed with the loan and obtain a DU Approved/Eligible.

Note: If the borrower is transiting to a lower pay structure base or variable additional analysis must be conducted to determine the new income that can be used for qualifying.

	<ul style="list-style-type: none"> • Stocks, Stock Options and Mutual Funds (Market-based assets) due to market volatility when using these assets types for down payment or closing cost, evidence of the borrower's actual receipt of funds realized from the sale or liquidation must be documented in all cases. • Continuity of income Given the current economic climate associated with COVID-19 and its impact on employment and income, additional due diligence is necessary to ensure the most recent information is obtained. Helping to ensure any disruption to borrowers' employment (or self-employment) and/or income due to COVID-19 is not expected to negatively impact their ability to repay the loan. During these uncertain times, it is our goal to partner with you to help ensure sustainable homeownership for the borrower. The additional due diligence for self-employed borrower, is encouraged to be verified that the borrower's business is operational closer to the note date within 15 days rather than 120 days. • Deferred Debts (example auto or student loans) although debts payments are temporarily suspended due to COVID-19 the payments must be considered in the borrower's DTI ratio in qualifying for a mortgage.
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