

## Smart Funds Qualification Product Profile

#### **Matrices**

NewRez SmartFunds					
Primary Residence					
Transaction Type	Units	Fico	Maximum LTV/CLTV/ HCLTV <sup>1</sup>	Maximum Loan Amount	Housing History <sup>2</sup>
	1		90%	\$1,500,000	
Purchase or Rate &		600	80%	\$2,000,000	1v20v12
Term Refinance	1-4	680	70%	\$2,500,000	1x30x12
			60%	\$3,000,000	
	1		85%	\$1,000,000	
Cash Out Refinance 1	1-4	720	80%	\$1,500,000	0x30x12
			70%	\$2,000,000	1
Second Home					
		720	80%	\$1,000,000	
Purchase or Rate & Term Refinance	1-2	120	70%	\$2,000,000	1x30x12
	1-2	680	80%	\$750,000	1330312
			70%	\$1,000,000	

<sup>1</sup> New or newly converted condo projects in Florida are limited to 60% LTV/CLTV/HCLTV.

<sup>2</sup> If the borrower is refinancing a loan with a prior modification/restructure then credit requirement is increased to 0x30 in the last 12 months for all mortgages. Modification must be complete prior to application on the subject loan to be refinanced and borrower is making on time scheduled payments.



#### **Section 1: Program Summary**

- 1.1 Program Summary
- 1.2 Underwriting
- 1.3 Required Documentation
- 1.4 Ability to Repay and Qualified Mortgage Rule
- 1.5 Points and Fees

#### Section 2: Eligibility

- 2.1 Minimum Loan Amount
- 2.2 Eligible Terms and Programs
- 2.3 ARM Features
- 2.4 Assumable
- 2.5 Convertible
- 2.6 Eligible Transactions
- 2.7 Interest Only
- 2.8 Purchases
- 2.9 Refinances (General)
- 2.10 Rate & Term Refinances
- 2.11 Cash-out Refinances (including Debt Consolidation)
- 2.12 Texas 50(a)(6) Program Summary
  - Texas 50(a)(6) Special Considerations
  - Texas 50(a)(6) Fee Caps
  - Texas 50(a)(6) Attorney Review
  - Texas 50(a)(6) Ineligible Transactions
  - Texas 50(a)(6) Max LTV
  - Texas 50(a)(6) Seasoning
  - Texas 50(a)(6) Subordinate Financing
  - Texas 50(a)(6) Power of Attorney
  - Texas 50(a)(6) Living Trust (Inter Vivos Revocable Trust)
  - Texas 50(a)(6) Property
  - Texas 50(a)(6) Appraisals
- 2.13 Texas 50(f)(2) Loans
- 2.14 Continuity of Obligation
- 2.15 Inherited Property / Properties Awarded via Legal
- Documentation
- 2.16 Delayed Financing
- 2.17 Subordinate Financing
- 2.18 Land Contracts (Installment Land Contract or
- Contract/Bond for Deed)
- 2.19 Construction to Permanent Financing
- 2.20 Payoff Demands
- 2.21 Maximum # of Financed Properties
- 2.22 Multiple Mortgages to the Same Borrower
- 2.23 Ineligible Transactions

#### **Section 3: Borrower Eligibility**

- 3.1 Occupancy
- 3.2 Borrower Eligibility
- 3.3 First Time Homebuyers
- 3.4 Power of Attorney
- 3.5 Trusts (1-Unit Properties Only)
- 3.6 Non-Arm's Length Transactions

#### 3.7 Ineligible Borrowers

#### **Section 4: Collateral**

#### 4.1 Eligible Properties

Mixed Use Properties

Non-Conforming Additions/Granny or In-law

Suites/Accessory Units

Multiple Dwellings on One Lot

Maximum Acreage

Properties with Oil/Gas Lease

- 4.2 Condos
- 4.3 PUD (Planned Urban Development)
- 4.4 Attached SFR with No Homeowner's Association
- 4.5 Agricultural Use
- 4.6 Rural Properties
- 4.7 Leasehold Properties
- 4.8 Ineligible Property Types
- 4.9 Appraisals
- 4.10 Declining/Soft Markets
- 4.11 Property Flips/Rapid Appreciation
- 4.12 Properties Previously Listed for Sale

#### 4.13 Disaster Areas

- 4.14 Dampness
- 4.15 Electrical Systems
- 4.16 Foundation Settlement
- 4.17 Heating Systems
- 4.18 Sewage Disposal System
- 4.19 Water Supply
- 4.20 Hazardous Conditions
- 4.21 Pest Infestation
- 4.22 Plumbing/Plumbing Certification
- 4.23 Private Roads
- 4.24 Geographic Restrictions

#### Section 5: Income & Employment

- 5.1 Employment
- 5.2 Asset Qualification
- 5.3 Residual Income (Disposable Income)
- 5.4 Rental Income

#### Section 6: Credit

6.1 Credit

Minimum Credit Standards

Determining the Borrower's Score

**Payment Histories** 

- 6.2 Housing History
- 6.3 Derogatory Credit

Letter of Explanation

Re-Establishment of Credit

Lawsuits/Pending Litigation

Delinquent Credit Belonging to an Ex-Spouse

Judgments





Tax Liens/Payment Plans

Collections and Charge-Offs

6.4 Derogatory Credit Seasoning (Waiting Periods)

Bankruptcy, Short Sale or Deed in Lieu/Pre-Foreclosure

Foreclosure / Notice of Default (NOD)

Foreclosed Property Previously included in a

Bankruptcy

**Consumer Credit Counseling Services** 

Co-Signed Loans

**Previously Modified Mortgages** 

6.5 Liabilities

30 Day Account

Alimony, Child Support, or Maintenance

**Asset Secured Loans** 

**Balloon Payment Notes** 

**Bridge Loans** 

Business Debt in Borrower's Name

**Contingent Liabilities** 

Co-Signed Loans

Home Equity Lines of Credit

Installment Debt

Lease Payments

**Revolving Debt** 

**Student Loans** 

**Timeshares** 

6.6 Current Principal Residence Pending Sale

6.7 Borrowers Retaining their Current Residence

#### **Section 7: Assets**

7.1 Assets

7.2 Down payment, Closing Costs & Reserves

7.3 Acceptable Assets

**Checking & Savings** 

Stocks, Stock Options, Bonds, and Mutual Funds

**Trust Accounts** 

**Retirement Accounts** 

**Earnest Money Deposit** 

**Anticipated Sales Proceeds** 

Borrowed Funds Secured by an Asset

Credit Card Financing

Sale of Personal Assets

1031 Exchange

7.4 Unacceptable Assets

7.5 Cash Reserves

7.6 Sales & Financing Concessions

7.7 Interested Party Contribution Limits

#### **Section 8: Program Details**

8.1 Age of Documentation

8.2 Electronic Signatures

8.3 Escrow Holdbacks and Repair Requirements

8.4 Escrow Waivers

8.5 Exception Process

8.6 Excluded Parties Lists

8.7 Flood Insurance

8.8 Hazard Insurance

8.9 Interest Credit

8.10 Mortgagee Clause

8.11 Mortgage Insurance

8.12 Prepayment Penalty

8.13 Process to Add or Remove Borrowers

8.15 Title Insurance

#### **Section 9: References**

9.1 Disclosures

Section 10: Version Control



The Smart Funds Qualification Product is designed for strong credit quality borrowers the permits the use of assets verified by asset statements to support their ability to repay for qualification purposes. Employment and income are not required for this program.  1.2 Underwriting  Underwriting  All loans will be manually underwritten. Loans must be submitted through Loan Scorecal Required  * Notice to Borrower: Ability to Repay Disclosure (Signed by Borrower)  * Ability to Repay (ATR) Certification (Completed by Underwriter)  * Borrower's Signed Affirmation of Information Provided to Establish Ability to Repay (Bright of Part 1026.43 (alt known as the "Qualified Mortgage Rule  No mortgage loan may be originated under NewRez's Portfolio Programs unless the loan satisfies the "Ability to Repay" provisions dictated by the CFPB in 12 CFR Part 1026.43 (alt known as the "Qualified Mortgage Rule"). For each loan, NewRez must make a reasonable and good faith determination, based on verified and documented information, that the borrower has a reasonable ability to repay the loan according to its terms. Generally, New Part 1026.43 (alt known as the "Qualified Mortgage Rule"). For each loan, NewRez must make a reasonable ability to repay the loan according to its terms. Generally, New Part 1026.43 (alt known as the "Qualified Mortgage Rule"). For each loan, NewRez must make a reasonable ability to repay the loan according to its terms. Generally, New Part 1026.43 (alt known as the "Qualified Mortgage Rule"). For each loan, NewRez must make a reasonable ability to repay the loan according to its terms. Generally, New Part 1026.43 (alt known as the "Qualified Mortgage Rule"). For each loan, NewRez must make a reasonable ability to repay the loan according to its terms. Generally, New Part 1026.43 (alt known as a reasonable ability to repay the loan according to its terms. Generally, New Part 1026.43 (alt known as a reasonable ability to repay the loan according to its terms. Generally, New Part 1026.43 (alt known as a reas	Section 1: Brogram Cummany			
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Notice to Borrower: Ability to Repay Disclosure (Signed by Borrower)	1.2 Underwriting			
Notice to Borrower: Ability to Repay (Disclosure (Signed by Borrower)	Underwriting	All loans will be manually under	rwritten. Loans must be submitted through Loan Scorecard.	
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2.1 Minimum Loan Amount  Minimum Loan	Points and Fees	<ul><li>applicable state law.</li><li>Fees included in the test ar</li></ul>		
Minimum Loan Amount  2.2 Eligible Terms and Programs    SmartFunds 30 Yr. Fixed   SmartFunds 30 Yr. Fixed IO	Section 2: Eligibility			
Amount  2.2 Eligible Terms and Programs    SmartFunds 30 Yr. Fixed   SmartFunds 30 Yr. Fixed IO   SmartFunds 5/1 ARM   SmartFunds 40 Yr. Fixed IO   SmartFunds 7/1 ARM   SmartFunds 5/1 ARM IO   SmartFunds 10/1 ARM   SmartFunds 7/1 ARM IO   SmartFunds 10/1 ARM   SmartFunds 7/1 ARM IO   SmartFunds 10/1 ARM IO   SmartFunds 7/1 ARM IO   SmartFunds 10/1 ARM IO   SmartFunds 7/1 ARM IO	2.1 Minimum Loan Am	ount		
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ARM Features  Interest Rate Adjustment Caps 5/1 ARM: 2-2-5 7/1 & 10/1 ARM: 5-2-5  Margin 3.75% Index 1-Year LIBOR Index Establish Date 45 days prior to the change date Interest Rate Floor Initial Note Rate Conversion Option Assumption Assumable to a qualified customer after the fixed rate peri Negative Amortization Not permitted	2.3 ARM Features			
ARM Features  Index Index Index Establish Date Interest Rate Floor Initial Note Rate Conversion Option Assumption Negative Amortization  1-Year LIBOR Interest Rate Conversion to the change date Initial Note Rate Not permitted Assumable to a qualified customer after the fixed rate peri	2.5 ANIW Features		7/1 & 10/1 ARM: <b>5-2-5</b>	
Assumption Assumable to a qualified customer after the fixed rate peri Negative Amortization Not permitted	ARM Features	Index Index Establish Date Interest Rate Floor	1-Year LIBOR 45 days prior to the change date Initial Note Rate	
	Assumption		Assumable to a qualified customer after the fixed rate period.  Not permitted  10 Year IO, 20 Year Amortization (30 years for 40 Year IO)	



2.4 Assumable  Assumable  Fixed loans are not assumable  Arms are assumable to a qualified customer after the fixed rate period  2.5 Convertible  Convertible  Loans are not convertible  2.6 Eligible Transactions  Purchase  Eligible Transactions  Rate & Term (Limited Cash-out) Refinance  Cash-out Refinance	
Arms are assumable to a qualified customer after the fixed rate period  2.5 Convertible  Convertible  Loans are not convertible  2.6 Eligible Transactions  Purchase  Eligible Transactions  Rate & Term (Limited Cash-out) Refinance	
2.5 Convertible  Convertible  Loans are not convertible  2.6 Eligible Transactions  Purchase  Eligible Transactions  Rate & Term (Limited Cash-out) Refinance	
2.6 Eligible Transactions  Purchase Eligible Transactions  Rate & Term (Limited Cash-out) Refinance	
<ul> <li>Purchase</li> <li>Eligible Transactions</li> <li>Parchase</li> <li>Rate &amp; Term (Limited Cash-out) Refinance</li> </ul>	
Eligible Transactions • Rate & Term (Limited Cash-out) Refinance	
Cash-out Reimance	
2.7 Interest Only	
30 Yr. Fixed, 5/1, 7/1 and 10/1 ARMs	
10-year interest only period	
20-year amortization period	
Interest Only	
40 Yr. Fixed  • 10-year interest only period	
30-year amortization period	
2.8 Purchases	
A purchase money transaction is one in which the proceeds are used to finance the	he acquisition
of a property or to finance the acquisition and rehabilitation of a property. In ord	er to
determine eligibility, the following requirements must be satisfied:	
A copy of the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed purchase contract and all attachments or addenged to the fully executed to the fully executed purchase contract and all attachments or addenged to the fully executed to t	-
Proceeds from the transaction cannot be used to give the borrower cash bac	
an amount representing reimbursement for the borrower's earnest money d	-
Purchases overpayment of a fee, or a legitimate pro-rated real estate tax credit when re	eal estate
<ul> <li>taxes are paid in arrears</li> <li>A Certificate of Occupancy from the applicable government authority must b</li> </ul>	o rotained in
the file, unless a Certificate of Occupancy is not required by a local government	
case, an Appraisal Update and/or Completion Report (442) must be obtained	
these items is required on all new construction, regardless of whether the tra	
construction-to-permanent loan	
<ul> <li>Refer to <u>Property Flips/Rapid Appreciation</u> for additional requirements</li> </ul>	
2.9 Refinances (General)	
Borrower(s) must meet the <u>Continuity of Obligation</u>	
All refinance transactions must pass the NewRez Net Tangible Benefit Test.	
Short pay-offs (short refinances) where a new loan is originated resulting in a	•
of a portion of principal and/or interest on the first or second mortgage are r	not
<ul> <li>permitted.</li> <li>The refinance of a previously modified mortgage is not permitted unless the</li> </ul>	harrawar is
Refinances (General) 0X30 on all mortgages for the past 12 months. The modification must be cor	
subject loan prior to loan application. A modified mortgage is defined as a m	•
that makes a permanent change in one or more terms of a Borrowers' loan re	
change to the loan's monthly payment, interest rate, term, or outstanding pr	
reduction of a credit line due to value depreciation would not be considered	a
modification as defined above)	
Refer to <u>Property Flips/Rapid Appreciation</u> for additional requirements	
2.10 Rate & Term Refinances	
Rate-Term Refinances consist of the following transaction types:	ii!
Rate & Term  Payoff of the current mortgage (and any purchase money seconds) to include balance plus accrued interest, and any required prepayment penalty, only. (Compared to the current mortgage)	
Refinances such as late fees and past-due amounts are considered cash back and render	
transaction a cash-out refinance if they exceed incidental cash-back limits be	



- Payoff of a non-purchase money subordinate lien is permissible provided the subordinate lien is seasoned at least 12 months. If the non-purchase money lien is a home equity line of credit it must have zero draws within the past 12 months
- Refinances where the borrower receives incidental cash-back (amounts limited to the lesser of 2% of the loan amount or \$2,000)
- A co-owner is completing an equity buy-out due to a divorce and all of the following criteria are met:
  - The property was jointly owned by all parties for at least the 12 months preceding the date of the mortgage application.
  - The property must be the primary residence.
  - A written agreement signed by all parties is required stating:
    - the terms of the property transfer, and
    - the disposition of the proceeds from the refinance
  - The borrower who retains sole ownership of the property may not receive any cash proceeds from the refinance.
- Standard loan fees (e.g., closing costs on the new mortgage; prepaid finance charges, such as interest, taxes, insurance, etc; and points) may be included in the refinance transaction.
- The current appraised value is used to calculate the LTV regardless of length of time the borrower has owned the subject property. See <u>Rapid Appreciation</u> for additional information.

Note: For refinances in Texas, a copy of the current mortgage or note is required to determine the previous terms are not subject to Texas Section 50(a)(6). Refer to section 2.12 Texas 50 (a)(6) Refinances for requirements.

#### 2.11 Cash-out Refinances (including Debt Consolidation)

The amount of a Cash-Out Refinance may include the present first mortgage loan payoff, subordinate liens (if applicable), closing costs and additional cash in hand to the Borrower. Payoff of draws taken in the past 12 months on a HELOC are counted in the cash in the maximum cash in hand amount.

#### Requirements:

## Cash-out Refinances

- There is no ownership seasoning on a cash-out refinance subject to the following:
  - At least one borrower must be from the original purchase transaction of the property.
  - If a borrower(s) is on title without an individual(s) from the original purchase transaction 6 months' seasoning is required (seasoning is determined from the date added to title to the application date)
- The appraised value is utilized to determine the loan to value
- Maximum cash in hand and debt consolidation combined may not exceed \$1,000,000
- Cash-back proceeds may be used to pay existing debts; all revolving debt must be paid off in order to be excluded from qualifying ratios
- Refer to Property Flips/Rapid Appreciation for additional requirements

#### 2.12 Texas 50(a)(6) Program Summary

#### Texas 50(a)(6) Program Summary

This Program Guide serves as a comprehensive summary of NewRez's Smart Funds Qualification TX 50(a)(6) requirements and allowances. All TX 50(a)(6) loans must comply with the laws of Texas and the requirements described in this section.

All other parameters of the Smart Funds Qualification product profile must be met in addition to the specific Texas 50(a)(6) requirements outlined in this section

#### Texas 50(a)(6) Special Considerations

A Texas (a)(6) loan may not close until:

Texas 50(a)(6) Special Considerations

- Twelve days after the borrower submits the loan application or all borrowers sign the 12-day notice, whichever is later.
- One day after the borrowers receives a copy of the Settlement Statement and Closing Disclosure.
- After the one-year anniversary of the closing of an existing Texas (a)(6) loan.



Toyas F0(a)(6) Fac (	Cana		
Texas 50(a)(6) Fee (		C.II. :	
	A 2% Fee cap exists on all Texas (a)(6) loa are and are not included in the 2% cap:	ans. The following provides guidance on fees that	
	Examples of Borrower Paid Fees Included		
Texas 50(a)(6) Fee Caps	Administrative Fee Appraisal performed by third party appraiser Appraisal NOT performed by third party appraiser Appraisal Management Fee Assignments Fee Brokerage Fee Certification that HOA Maintenance Fee is Current Closing Fee Commitment Fee Courier Fees Credit Life (if required by Lender) Credit Report Deed Restrictions Document Preparation Escrow Fee Escrow Waiver Flood Certification HOA Transfer Fee Mortgage Insurance Origination Fee Pest Inspection Processing Fee Property Tax Certification Property Tax Service Fee Recording Fees Survey NOT performed by state licensed or registered surveyor Underwriting Fee Warehouse Fee	Examples of Borrower Paid Fees Not Included Authorized Premiums for Endorsements to Mortgagee Title Insurance Policy Base Premium for Mortgagee Title Insurance Policy Discount Points (If legitimate and bona fide) Flood Insurance Hazard Insurance HOA Maintenance Fees Late Charges Per Diem Interest Post Default Attorney Fees Property Tax Survey performed by state licensed or registered surveyor Title Examination Report if cost is less than Base Premium for Mortgagee Title Insurance Policy (if no title insurance policy is being issued)	
Texas 50(a)(6) Attor		being issued)	
	All Texas 50(a)(6) loans must be reviewed and	d certified by an NewRez approved TX Attorney	
Texas 50(a)(6)	prior to loan closing. NewRez's approved firm	ns include:	
Attorney Review	Black, Mann and Graham		
	Peirson Patterson		
Texas 50(a)(6) Inelig			
Texas 50(a)(6)	Investment Properties		
Ineligible	Second Homes		
Transactions	Interest Only transactions		
Texas 50(a)(6) Max		Ovalification Duadwat Duafile the LTV/CLTV	
Texas 50(a)(6) Max LTV	Unless otherwise limited by the Smart Funds cannot exceed 80%	Qualification Product Profile, the LTV/CLTV	
Texas 50(a)(6) Seas	oning		
. , , ,		ortgage will be paid off, the lender must verify	
Texas 50(a)(6)		date of the existing TX 50(a)(6) loan being paid	
Seasoning	off before the new lien is secured. TX only permits one equity loan at a time and only one		
	within a 12-month period.		
Texas 50(a)(6) Subo	rdinate Financing		
	New subordinate financing is not permitted of	on a first lien TX (a)(6).	
	Existing subordinate liens on the real estate t	hat are not paid off with the new 50(a)(6) loan	
Texas 50(a)(6)	are permitted provided that: the subordinated 2nd mortgages cannot already be a 50(a)(6)		
Subordinate	loan (verification is required-the title company must obtain a copy of the security instrument)		
Financing	and the subordinated 2nd mortgage must meet the 80% CLTV requirement. HELOCs are not		
	eligible for subordinate financing.		
	A copy of the subordinating Note, Mortgage/Deed and Subordination Agreement is required.		
Texas 50(a)(6) Power			
	Not permitted		
Texas 50(a)(b) Power			
of Attorney	of Attorney		
	g Trust (Inter Vivos Revocable Trust)		
Texas 50(a)(6) Living			
Trust	State requirements. All trusts must be approx	ved by NewRez legal prior to Loan Approval. To	



determine whether or not the Trust meets all the criteria required by State and investor standards, one of the following will be required:

- A copy of the trust document must be included in the file
- Trust must meet "qualifying trust" under Texas law for purposes of owning residential property that qualifies for the homestead exemption

#### Texas 50(a)(6) Property

#### Texas 50(a)(6) Property

 Urban Homesteads – maximum 10 acres per Article XVI, Section 50(a)(6) of the Texas Constitution (no exceptions)

#### **Deed Restricted Properties:**

All deed restricted properties must be reviewed and approved by legal prior to loan approval and must adhere to FNMA requirements (B5-5.2) and Texas State Law

#### Texas 50(a)(6) Appraisals

#### Texas 50(a)(6) Appraisals

All appraisals must be ordered and processed in compliance with Appraiser Independence Requirements (AIR) through a NewRez approved Appraisal Management Company.

- A full 1004/appraisal is required on all Texas 50(a)(6) transactions
- Appraisal must be completed by a Certified appraiser from an NewRez approved AMC
- Copy of the appraiser's licensee must be included in all funded loan files
- The re-use of an appraisal is not permitted

#### 2.13 Texas 50(f)(2) Loans

Texas 50(f)(2) loans allow the refinance of a home equity loan into a non-home equity loan per the Texas Constitution. These loans are limited to an 80% LTV/CLTV and no additional funds may be rolled into the loan (except closing costs and pre-paids).

#### (f)(2) Determination:

New Loan Amount pays off existing lien and	If existing lien is a non- 50(a)(6); then the new lien is	If existing lien is a 50(a)(6); then the new lien is
Provides even \$1 cash to the borrower	Texas (a)(6)	Texas (a)(6)
Pays off/down an existing TX (a)(6) lien with no cash to borrower	Texas (a)(6)	Texas (f)(2) – if seasoning requirements are met*
Pays off/down an existing TX (a)(6) lien with cash to borrower	Texas (a)(6)	Texas (a)(6)
The new lien is < existing UPB (no new funds)	Non-Texas (a)(6)	Texas (f)(2) – if seasoning requirements are met*
Funds, prepaids and/or closing costs	Non-Texas (a)(6)	Texas (f)(2) – if seasoning requirements are met*
Pays off/down a purchase money 2nd	Non-Texas (a)(6)	Texas (f)(2) – if seasoning requirements are met*
Pays off/down an existing Secured Home Improvement Loan (mechanic's lien)	Non-Texas (a)(6)	Texas (f)(2) – if seasoning requirements are met*
Provides funds to satisfy a court ordered Divorce Equity Buyout	Non-Texas (a)(6)	Texas (a)(6)

Texas 50(f)(2) Loans

#### **Special Considerations:**

Loan may not close until:

- Twelve days after the borrower submits the loan application or all borrowers sign the 12-day notice, whichever is later.
- One day after the borrowers receive a copy of the Settlement Statement and Closing Disclosure.
- After the one-year anniversary of the closing of an existing Texas (a)(6) loan.

New subordinate financing is not permitted on a first lien Texas 50(f)(2).

#### **Attorney Review:**

All Texas 50 (f)(2) loans must be reviewed and certified by an NewRez approved TX Attorney prior to loan closing. NewRez's approved firms include:

<sup>\*</sup>Borrower may elect to have loan remain a Texas (a)(6). Refer to Texas A6 profile.



- Black, Mann and Graham
  - Peirson Patterson

#### 2.14 Continuity of Obligation

Continuity of obligation is met when any one of the following exists:

- At least one borrower is obligated on the new loan who was also a borrower obligated on the existing loan being refinanced.
- The borrower has been on title and residing in the property for at least 6 months and has either paid the mortgage for the last 6 months or can demonstrate a relationship (relative, domestic partner, etc.) with the current obligor.
- The loan being refinanced and the title to the property are in the name of a natural person or a limited liability company (LLC) as long as the borrower was a member of the LLC prior to transfer. Transfer of ownership from a corporation to an individual does not meet the continuity of obligation requirement.
- The borrower has recently <u>inherited</u>, or was legally awarded, the property (divorce, separation, or dissolution of a domestic partnership).
- The borrower(s) are eligible for Delayed Financing

#### 2.15 Inherited Property / Properties Awarded via Legal Documentation

Inherited properties are permitted provided the borrower has recently inherited, or was legally awarded the property through a divorce, separation, or dissolution of a domestic partnership. Appropriate legal documentation is to be provided to support the inheritance.

Inherited Property and Properties Awarded via Legal Documentation

Continuity of

Obligation

If the subject property was inherited less than 6 months prior to loan application, the transaction is deemed a rate and term refinance and is subject to the following requirements:

- Proceeds must be used to buy-out the documented equity interest of others. Equity owners must be paid at settlement.
- The subject property must have cleared probate and the property must be owned in the Borrower's name.
- Current appraised value is used for LTV/CLTV/HCLTV determination.

In order to complete a cash-out transaction following standard program guidelines, the borrower must have a 6 -month minimum ownership at the time of loan application.

#### 2.16 Delayed Financing

**Delayed Financing** 

Subordinate

**Financing** 

Permitted with the following restrictions:

- No longer than 6 months has elapsed since the original cash acquisition of the property;
   measured from the loan application date
- Must be underwritten as a rate and term refinance; a price adjustment will apply
- The new loan amount can be no more than the actual documented amount of the borrower's initial investment in purchasing the property plus the financing of closing costs, prepaid fees, and points on the new mortgage loan (subject to the maximum LTV/CLTV/HCLTV ratios for a rate and term refinance based on the lesser of the purchase price or the current appraised value)
- Property must have been purchased using the borrower(s) own funds
- Settlement Statement/Closing Disclosure from the original purchase and documentation to show the down payment and closing costs used for the purchase were from the borrower's own funds (no borrowed, gift or shared funds)

#### 2.17 Subordinate Financing

The following requirements apply to the terms of the subordinate financing:

 Maximum CLTV/HCLTV does not exceed the maximum LTV permitted by the <u>program</u> matrix

- The subordinate financing must be recorded and clearly subordinate to the new mortgage; title must indicate the lien is in second position
- If there is an outstanding balance at the time of closing, the payment on the subordinate financing must be included in the calculation of the borrower's debt to income ratio.



- Subordinate financing must be reviewed to ensure that there are no terms that restrict prepayment. Terms that restrict prepayment are not permitted as acceptable subordinate financing. Terms that require payment of certain closing costs that were waived upon origination of the subordinate lien loan are not considered a restriction of prepayment.
- Subordinate financing must have regular monthly payments and be at a market interest
- The source of the subordinate financing is not a natural person except when the natural person is the seller of the subject property.
  - Seller provided subordinate financing is only permitted on arm's length transactions and in accordance with Fannie Mae guidelines
- Negative amortization is not allowed. The scheduled payments must be sufficient to cover at least the interest due.

#### If the debt is a home equity line of credit:

- The CLTV/HCLTV ratio is calculated by adding the full amount of the HELOC (the credit limit) to the first mortgage amount, plus any other subordinate financing, and dividing that sum by the lesser of the sales price or appraised value of the mortgaged premises.
- The terms of a HELOC may not provide for a balloon or call option within the first five years after the note date of the new first mortgage

#### If the second is a closed end subordinate lien:

- Maturity date or amortization basis of the junior lien must not be less than five years after the note date of the first lien mortgage, unless the junior lien is fully amortizing
- The loan cannot have a balloon or call option within five years of the date of the note In all instances, the following items are required:
- A copy of the subordinate note or direct verification from the lien holder verifying all items detailed above must be obtained.
- A copy of the unsigned subordination agreement prior to closing.
- A copy of the executed subordination agreement at closing.

#### 2.18 Land Contracts (Installment Land Contract or Contract/Bond for Deed)

When the proceeds of a loan are used to pay off the outstanding balance on an installment land contract that was executed within 12 months preceding the date of the loan application, the transaction will be considered a purchase transaction. When the installment land contract was executed 12 months or more before the date of the loan application, the transaction will be considered a rate and term refinance.

#### The following requirements apply:

- Purchase or Rate and Term Refinance of a Primary Residence Only
- Land sale contracts must be recorded or notarized; a copy of the of contract and notice of payoff(s) are required; must not be a foreclosure bail-out or distress sale
- The seller under a land sale contract must deed to the purchaser at or prior to closing
- The Closing Disclosure at closing must indicate that all liens on title have been paid in full.
- The estate or interest insured in the title insurance policy is Fee Simple
- The title insurance policy ensures full title protection to the lender
- The title insurance policy states that title to the security property is vested in the purchaser under the land sale contract.
- The title insurance policy must not list any exceptions arising from the land sale contract.
- Twelve (12) full months of payment history must be verified with 12 months cancelled checks or equivalent financial documentation (bank statements, wire transfers, etc.)
  - If the land contract was executed less than 12 months prior to the date of the loan application, the borrower's previous housing payment history (covering 12 months) must also be verified in addition to all payments made on the land contract.

#### Back to Ton

**Land Contracts** 



#### 2.19 Construction to Permanent Financing

- All transactions will be treated as Rate and Term Refinances
- Borrower must have legal title to the land prior to application and be named as the borrower on the construction financing
- LTV/CLTV/HCLTV will be based on the as-completed appraised value regardless of the length of time the borrower has owned the lot
- Underwriting reserves the right to ask for additional documentation for use in the completion of the cost analysis when warranted

#### Construction to Permanent Financing

- In all cases, a new note and mortgage for the refinance of the interim construction financing must be created and the mortgage recorded. Single- close construction-to-perm financing is not available; therefore, modifications of existing construction loans are not permitted
- A Certificate of Occupancy from the applicable government authority must be retained in the file, unless a Certificate of Occupancy is not required by a local government. In this case, an Appraisal Update and/or Completion Report (442) must be obtained.

#### 2.20 Payoff Demands

Payoff demand statements are required to ensure the current lien is paid in full prior to closing. The expiration date of the statement must be reviewed. A loan may not move to closing if the payoff will expire prior to funding. If the statement contains an expiration date, the underwriter must verify the date is after the funding date.

#### Payoff Demands

If the statement does not contain an expiration date, the underwriter must verify a per diem amount is listed. The per diem should be applied to the payoff amount to cover proceeds through the funding date; it can be used for an unlimited number of days; unless otherwise specified in the payoff letter.

A payoff demand statement is considered expired when:

- The document instructs the associate to void after a specified date; or
- The interest accrued amount on the statement signals the borrower will be past-due when the new loan funds;
  - The borrower must make a mortgage payment prior to closing to avoid a late payment on the credit; and
- The borrower must provide evidence the payment has been made and the updated payoff demand must reflect that a payment has been made.

#### 2.21 Maximum # of Financed Properties

Borrower(s) may own no more than fifteen (15) financed properties including the subject property, unless the current principal residence is pending sale and meets the requirements of this <u>product profile</u>. The borrower may own additional real estate if it is owned free and clear. The following property types are not subject to these limitations, even if the borrower is personally obligated on a mortgage on the property:

## Maximum # of

**Financed Properties** 

- commercial real estate,
- multifamily property consisting of more than four units,
- ownership in a timeshare,
- · ownership of a vacant lot (residential or commercial), or
- ownership of a manufactured home on a leasehold estate not titled as real property (chattel lien on the home).

Loan files must include full PITIA (principal, interest, taxes, insurance, applicable association dues and/or assessments) for all REO listed on the 1003. Refer to <a href="Cash Reserves">Cash Reserves</a> for additional requirements.

#### 2.22 Multiple Mortgages to the Same Borrower

Multiple Mortgages to the Same

- Borrowers limited to eight (8) loans with NewRez not to exceed \$3,000,000 in aggregate.
- Borrowers with > 15 financed properties are not eligible



#### Borrower

- Borrower may have financing with NewRez on a maximum of 10% of the properties in a PUD or condominium project.
  - For projects ≤ 10 total units, financing on a maximum of one (1) unit is allowed
- NewRez financing is limited to a maximum concentration of 20% in any Florida condominium project. This limitation is per project and not per borrower.

#### 2.23 Ineligible Transactions

Unacceptable loan types include but are not limited to the following; provided, however, that in the event that any of these limitations would violate the requirements of the Equal Credit Opportunity Act or the Fair Housing Act, the provisions of those laws and implementing regulations are controlling:

- Any loan that meets an agency, state or a federal definition of a high cost loan including NY and CT high cost and/or subprime
- Borrowers with diplomatic immunity or otherwise excluded from U.S. jurisdiction.
- Bridge loans
- Cross-collateralization or Blanket loans, covering multiple properties
- Deed-Restricted Properties
- Flip transactions (multiple private transfer in the last 12 months; see Property Flips/Rapid Appreciation for more details)
- Foreclosure bailouts of any kind. (An arms-length purchase of a short sale is not deemed a foreclosure bailout.)

#### Ineligible Transactions

- Land trusts in the state of Illinois
- Leaseholds secured by Indian/Tribal lands
- Lease-Purchase Options
- Loans to fund escrows for work completion except as provided in this guide
- Loans to officers / owners of NewRez's approved mortgage brokers, correspondents.
- Loans with any fraudulent activities including but not limited to straw borrowers, straw buyers, builder/seller bailout plans, multiple property payment skimming, which typically involves investors who purchase investment properties with seller carry back financing and collect rents but do not make the mortgage loan payments.
- Model Home Lease-Backs
- Mortgage Credit Certificates (MCC)
- Refinancing of a subsidized loan, including loans subsidized by Habitat for Humanity, U.S.
   Department of Agriculture, FHA with a recapture or any city/county grant.
- 1031 Exchanges
- Temporary Buydowns

#### **Section 3: Borrower Eligibility**

#### 3.1 Occupancy

Eligible occupancy types include:

- Primary residences for 1-4 unit properties
- Second Homes 1-2 Unit only

#### Occupancy

- o For 2 unit second homes, one unit must be available for the borrower's exclusive use, no rental or time sharing arrangements in the borrower's exclusive unit
- Must be suitable for year round use
- Must be located in a recognized vacation area typical for second home properties (e.g., beach, ski, golf, resort)
- Must be a reasonable distance from borrower's current owner-occupied property

#### 3.2 Borrower Eligibility

#### **Borrower Eligibility**

- Borrowers must be U.S. Citizens or permanent residents as evidenced by form I-551 (green card) that is not conditional.
- All borrowers must have reached the age at which the mortgage note can be enforced in the jurisdiction where the property is located. There is no maximum age limit for a borrower.



- No more than 4 borrowers may be party to any transaction.
- First Time Home Buyers are eligible- Refer to section 3.4 First Time Homebuyers

#### 3.3 First Time Homebuyers

#### First Time Homebuyers

A First Time Homebuyer (FTHB) is defined as a borrower who had no ownership interest (sole or joint) in a residential property during the three-year period prior to loan application. Only one borrower must meet the homeownership requirements to meet standard guidelines and not be considered a first-time homebuyer loan. The following requirements must be met for FTHB:

- First Time Homebuyers must have a 0x30 cumulative housing history covering the most recent 12 months. Borrowers who have not previously had a housing expense (rent free) are not permitted
- Primary residence only
- Maximum loan amount of \$1,500,000

#### 3.4 Power of Attorney

Power of Attorney

The use of a Power of Attorney must be approved by NewRez's Underwriting and Legal teams. A power of attorney is only permitted to be utilized for Purchase and Rate-Term Refinances. A Power of Attorney is not eligible for a cash-out transaction. Generally, a Power of Attorney may be used for closing in the following scenarios:

- **Incapacitated Borrower** the borrower is incapacitated and therefore unable to sign documents due to disability, legal incapability, or he/she lacks the physical ability;
  - o Incapacitated borrowers must occupy the property as their primary residence; the underwriter must validate occupancy and review for red flags within the loan file;
  - Example: verify the signer of the POA is not acting as a straw buyer or purchasing an investment property utilizing the incapacitated borrower's credit.
- **Military Personnel** the borrower is currently deployed or stationed overseas and is unable to sign documents or attend closing;
- Hardship Circumstance the borrower is unable to attend closing because he/she is out
  of the state or country for an extended period of time, bedridden, in the hospital with a
  serious illness, or the borrower is incarcerated.
  - POA will not be permitted for borrowers that are on vacation
- **Government Contractor** the borrower is employed by the government and currently working overseas
  - A letter from the borrower's employer is required to verify overseas travel
- **Business Reasons** permitted on Purchase and Rate/Term Refinance transactions when the co-borrower/spouse has Power of Attorney for the unavailable borrower

There are 2 acceptable types of power of attorney. The following persons may sign security instruments on a borrower's behalf:

- Specific this type of POA is specific to the mortgage transaction; therefore, the POA must specify the legal description, property address, and transaction type within the body of the document. It must be recorded at closing;
- **General Military** this type of POA is generally used in situations where a borrower or his/her spouse may be deployed or is on active duty.

All loan files wishing to utilize a power of attorney must meet the following requirements:

- POAs may only be used to execute the final loan documents
  - The Borrower who executed the POA signed the initial Form 1003
- A Letter of Explanation from the borrower advising why the loan is closing with a POA
- Completed and Signed POA Form
- The following persons are not permitted to sign as a Power of Attorney:
  - o The lender
  - Any affiliate of the lender;
  - Any employee of the lender or any other affiliate of the lender;



- The loan originator;
- The employer of the loan originator;
- Any employee of the employer of the loan originator;
- The title insurance company providing the title insurance policy or any affiliate of such title insurance company (including, but not limited to, the title agency closing the loan), or any employee of either such title insurance company or any such affiliate; or
- Any real estate agent that has a financial interest in the transaction or any person affiliated with such real estate agent.

#### 3.5 Trusts (1-Unit Properties Only)

#### Living Trust / Inter Vivos Revocable Trust Only

- All trust requests must be approved in writing by the NewRez Compliance Group with the following documentation;
  - Title Commitment
    - The title insurance policy may not list any exceptions with respect to the trustee(s) holding title to the security property or to the trust.
    - Title to the security property is vested solely in the trustee(s) of the inter vivos revocable trust, jointly in the trustee(s) of the inter vivos revocable trust and in the name(s) of the individual borrower(s), or in the trustee(s) of more than one inter vivos revocable trust
  - Any Existing Trust Certification
  - Entire Trust Agreement (The trust must be signed, notarized, and dated by all applicable parties)
  - o All Amendments to the Trust
  - o Death Certificates, if applicable
  - o Divorce Decrees, Marriage Certificates and Proof of name change, etc.
- Prior to submission, confirm the trust meets the following requirements:
  - The borrower or borrowers must be creator(s) of the trust. The creators of the trust are usually called the Grantor, Settlor or Trustor
  - The borrower(s) must be the trustee(s) of the trust (or there must be an approved institutional trustee)
  - o The trust must be revocable
  - The borrower(s) must be the primary beneficiaries of the trust
  - The trustee(s) must have the authority to borrow money and pledge the trust property as security
  - The trust must have been created during the lifetime of the borrower(s); it may not have been created by a will
- In the event NewRez Compliance Group feels the trust documentation provided is ambiguous or has concerns interpreting the documentation, an Attorney Opinion Letter from the borrower's attorney will be required
- In the event a trust certification is not available for a state, Form A must be utilized
- A Final Trust Certification, created by the NewRez Compliance Group, must be executed at closing

#### California Exception

- For Trust Properties in California a trust certification <u>completed by the borrower or the</u> <u>borrower's attorney</u> is acceptable in lieu of the full trust documents. The title commitment is still required
- Should any portion of the trust certificate be found inaccurate or in disagreement with the title report, *this exception cannot be applied*, and the complete trust documents must be provided
- This exception to trust documentation is ONLY for properties located in California.

#### The following types of trusts are ineligible:

- Any Non-Intervivos Trust Estates
- Blind trusts,

#### Back to Ton

**Trusts** 



- Life Estates, and
- Land Trusts

#### 3.6 Non-Arm's Length Transactions

A non-arm's length transaction is one where the parties to the transaction are related such as family members, employer/employee, or principal/agent. An at-interest transaction involves persons who are not closely tied or related to the borrower but may have a greater vested interest in the transaction. Such relationships with the Borrower may be (but are not limited to):

- Family Members (Permitted on Owner Occupied purchases only)
- Mortgage loan officer
- Originating lender (owner, employees or family members)
- Real Estate Broker (including listing and selling agents)
- Employer
- Closing Agent
- Appraiser
- Builder/Developer
- Trading properties with the Seller
- Foreclosure bailouts

#### Non-Arm's Length Transactions

- Non-arm's length transactions are allowed for the purchase of existing property. For the purchase of newly constructed properties, if the borrower has a relationship or business affiliation (any ownership interest, or employment) with the builder, developer, or seller of the property, only primary residence is allowed. Mortgage loans on newly constructed homes secured by a second home property where there is a non-arm's length relationship are prohibited
- When tenant is buying from landlord/seller, a Verification of Rent (VOR) from a thirdparty management company is acceptable. If there is no third-party management company, provide the most recent 12 months cancelled rent checks or 12 months bank statements.
- Situations where the borrower has a dual role in the transaction, namely as borrower and as another party in the same transaction are prohibited. These include, but are not limited to, situations where the borrower is also:
  - The builder
  - The loan officer on the transaction
  - The listing agent
  - Both the listing and selling agent
  - Exception: Borrower is allowed to be the selling agent in the transaction where borrower is the purchaser so long as borrower is not also the listing agent.

#### 3.7 Ineligible Borrowers

#### Borrowers whose qualifying assets are not sufficient to meet 60 months or more of obligations (as outlined in section 5.2)

- Borrowers with any ownership in a business that is federally illegal, regardless if the income is not being considered for qualifying
- Borrowers with diplomatic immunity or otherwise excluded from U.S. jurisdiction;

#### **Ineligible Borrowers**

- Foreign Nationals
- Land Trusts
- Non-Permanent Resident Aliens
- Non-occupant co-borrowers
- Properties vested in an LLC or Corporation (title must be taken as an individual)
- ARM loans to FTHB in Massachusetts

#### **Section 4: Collateral**

#### **4.1** Eligible Properties

#### **Eligible Properties**

Eligible Property Types include:

- One-unit Attached/Detached SFRs
- One-unit Attached/Detached PUDs



- Low/Mid/High-Rise Condos and Site Condos (Refer to Section 4.2 Condos)
- 2-4 Unit Properties

#### **Mixed Use Properties**

Mixed-Use properties that have a business use in addition to their residential use. (Examples: Business use in addition to residential use, such as property with space aside for law office, a beauty or barber shop, or a doctor's office)

- The property must be a one-unit dwelling that the borrower occupies as a principal residence
- The borrower must be both the owner and the operator of the business
- The property must be primarily residential in nature
- The dwelling may not be modified in a manner that has an adverse impact on its marketability as a residential property

#### Mixed Use Property

- Square footage of commercial part of the property cannot exceed 25% of the total square footage
- The Appraisal must indicate:
  - A detailed description of the mixed-use characteristics of the subject property
  - That the mixed use of the property is a legal, permissible use of the property under the local zoning requirements
  - Any adverse impact on marketability and market resistance to the commercial use of the property
  - Market value of the property based on the residential characteristics, rather than of the business use or any special business-use modifications that were made.

#### Non-Conforming Additions/Granny or In-law Suites/Accessory Units

#### Non-Conforming Additions, Granny or In-law Suites, and Accessory Units

Properties with accessory units, also known as Granny units, mother-in-law suites, etc., may be acceptable if all of the following criteria are met:

- 1 unit property.
- Subject property is typical, common and readily-acceptable in the subject property's market area.
- Rental income from the accessory unit may not be used to help the Borrower qualify.
- Existence of the unit must not jeopardize any future hazard insurance claim.
- Subject property must conform to all zoning laws and/or regulations.
- Legal non-conforming use may be acceptable provided the subject property's current use does not adversely affect its market value and marketability.
- Accessory unit is substantially smaller than the primary unit.

#### **Multiple Dwellings on One Lot**

## Multiple Dwellings on One Lot

Single family properties containing additional residential dwellings (guesthouse, carriage house, etc.) must comply with local zoning regulations. They must be typical and common within the subject property's neighborhood. Typically, the additional dwelling(s) are smaller than the main dwelling and will not be rented. The subject property should be appraised as a single-family residence. Any value for the additional dwellings should be supported by comparable sale(s).

Properties with two or more fully-functioning detached single-family homes on a single lot are ineligible. Properties that have a mobile or manufactured home as an additional unit on the subject lot are not acceptable regardless of whether they are used as storage or occupied.

#### **Maximum Acreage**

#### Maximum Acreage

Properties are limited to 20 acres. Acreage and land value must be typical and common for the subject's market. The appraiser must indicate the total acreage as well as provide data which indicates that like-size properties with similar land values are typical and common in the subject area's market. It is not acceptable to have property appraised with only 20 acres in order to meet eligibility.

#### **Properties with Oil/Gas Lease**

#### Oil and Gas Lease

Properties Subject to Existing Oil/Gas Leases must meet the following:

Title endorsement providing coverage to the lender against damage to existing
improvements resulting from the exercise of the right to use the surface of the land which
is subject to an oil and/or gas lease.



4.2 Condos	<ul> <li>No active drilling. Appraisal photos, appraiser comment(s) or current survey should show no active drilling.</li> <li>No lease recorded after the home construction date.         <ul> <li>Re-recording of a lease after the home was constructed is permitted.</li> </ul> </li> <li>Property must be connected to public water.</li> <li>All loans secured by condos must be reviewed by the NewRez Condo Review team prior to approval. All requests for condominium review should be emailed to projectreview@newrez.com.</li> </ul>
Condos	<ul> <li>Warrantable Condos</li> <li>Both FNMA Condo Project Manager (CPM) and FNMA Limited Review are allowed</li> <li>Detached Condo units and 2-4 unit projects do not require project review. HOA cert is not required.         <ul> <li>Property insurance per applicable agency guidelines is required</li> <li>2-4 unit requires bylaws and declaration if property coverage is by the individual unit owner in lieu of a master HOA policy</li> </ul> </li> <li>If project is currently FNMA approved, a HOA Certification is still required.</li> <li>New projects are not eligible for Limited Review</li> <li>New or newly converted projects in Florida are eligible with a Full Review and must meet the following:         <ul> <li>Maximum LTV/CLTV/HCLTV 60%</li> <li>Maximum NewRez exposure in any one project is limited to 20%</li> </ul> </li> </ul>
	<ul> <li>Non-Warrantable Condos</li> <li>The FNMA investment property concentration limits (i.e., the percentage of non-owner occupied properties within a project) do not apply, and</li> <li>Minimum 50% of units in project (or subject legal phase, considered with prior legal phases) must be sold or under contract. 50% requirement is cumulative and for each individual phase</li> <li>Single Entity Ownership Exception:         <ul> <li>Projects in which a single entity (the same individual, investor group, partnership, or corporation) owns up to and including 25% of the total number of units in the project are permitted</li> </ul> </li> </ul>
4.3 PUD (Planned Urba	
PUDs	Planned Unit Developments (PUDs) must comply with the PUD project requirements of Fannie Mae per Section B4-2.3-01 <a href="https://example.com/B4-2.3-01">B4-2.3-01</a> of the selling guide.
4.4 Attached SFR with Attached SFR with no HOA	No Homeowner's Association  Townhouses or single family attached properties use a method of construction of individual homes with common side walls and a common roof. Certain geographic areas have an architectural style that is not subject to a homeowner's association. An appraisal review is required for SFR Attached with No Homeowner's Association.
4.5 Agricultural Use	
Agricultural Use	Properties with agricultural use are not permitted.  Properties zoned agricultural that meet the following requirements are permitted: Property is residential in nature Property does not have income producing attributes Maximum 10 acres
4.6 Rural Properties	
Rural Properties	A property indicated by the appraisal as rural, or containing any of the following characteristics, is usually considered a rural property:  Neighborhood is less than 25% built-up.  Area around the subject is zoned agricultural.



- The photographs of the subject show a dirt road.
- Comparable sales are more than five miles away from the subject.
- Subject property is located in a community with a population of less than 25,000.
- Distances to schools and/or amenities are greater than 25 miles.
- Subject property and/or comparable sales have lot sizes greater than 10 acres.
- Subject property and or comparable sales have outbuilding or large storage sheds.

Rural properties must comply with the following criteria:

- The lot size and acreage must be typical for the area and similar to the surrounding properties.
- The subject property must be within reasonable commuting distance to a metropolitan area.
- The subject property must be accessible by public roads and highways.
- The present use must be the "highest and best use" for the subject property.
- 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.
- Property cannot be subject to any idle acreage tax benefit or other tax incentive program.

#### **4.7 Leasehold Properties**

Leasehold properties are permitted where this type of ownership is common and has received market acceptance. The mortgage must be secured by both the property as well as the leasehold interest in the land. The following requirements must be met:

- Leasehold condominiums not permitted
- The term of the leasehold estate must run for at least five years beyond the maturity date
  of the loan
- The lease must provide that the leasehold can be assigned, transferred, mortgaged, and sublet an unlimited number of times either without restriction or on payment of a reasonable fee and delivery of reasonable documentation to the lessor. The lessor may not require a credit review or impose other qualifying criteria on any assignee, transferee, mortgagee, or sublessee.
- The lease must provide for the borrower to retain voting rights in any homeowners' association.

#### **Leasehold Properties**

- The lease must provide that in addition to the obligation to pay lease rents, the borrower will pay taxes, insurance, and homeowners' association dues (if applicable), related to the land in addition to those he or she is paying on the improvements.
- The lease must be valid, in good standing, and in full force and effect in all respects.
- The lease must not include any default provisions that could give rise to forfeiture or termination of the lease, except for nonpayment of the lease rents.
- The lease must include provisions to protect the NewRez's or its assigns interests in the event of a property condemnation.
- The lease must provide NewRez or its assigns with the right to receive a minimum of 30 days' notice of any default by the borrower, and the option to either cure the default or take over the borrower's rights under the lease.
- All lease rents, other payments, or assessments that have become due must be paid.
- The borrower must not be in default under any other provision of the lease nor may such a default have been claimed by the lessor.

#### 4.8 Ineligible Property Types

## Ineligible Property Types

- Acreage greater than 20 acres (appraisal must include total acreage)
- Properties used for Agricultural purposes
- Commercial Enterprises (e.g. Bed and Breakfast, Boarding House, Hotel)
- Condotels



- Co-ops
- Geodesic Domes, Berms, Earth homes
- Hobby Farms
- Income producing properties with acreage
- Leasehold condominiums
- Log homes
- Manufactured/Mobile, Modular, or Factory Built Homes
- Projects with insufficient Flood Insurance Borrower supplemented is not permitted
- Properties appraised with a property condition of C5 or worse
- Properties held in a business name
- Properties located adjacent to or containing environmental hazards
- Properties Purchased Through Auctions
- Properties vested in an LLC or Corporation (title must be taken as an individual)
- Properties with less than 750 square feet of living area
- Timeshares
- Unimproved Land and property currently in litigation
- Unique properties
- Working farms, ranches or orchards
- Zoning violations including residential properties zoned commercial

#### 4.9 Appraisals

**Appraisals** 

- Appraisals must be ordered through a NewRez approved AMC
  - Appraisers listed on the NewRez Ineligible Appraiser List are not eligible to complete appraisals for loans done through NewRez.
- Collateral Desktop Analysis (CDA) with accompanying MLS sheets from Clear Capital is required to support the value of the appraisal.
  - If the CDA returns a value that is "Indeterminate" or lower than the appraised value and exceeds a 10% tolerance, then one of the following requirements must be met:
    - A field review
      - If the field review value is ≤ 5% below the appraised value, the appraised value is acceptable for LTV calculations.
      - If the field review value is > 5% below the appraised value, a second appraisal will be required.
    - 2nd full appraisal may be provided in lieu of a field review. The lower of the two
      values will be used as the appraised value.
- For properties purchased by the seller of the property within ninety (90) days of the fully executed purchase contract the following requirements apply:
  - Second full appraisal is required.
  - Property seller on the purchase contract is the owner of record.
  - Increases in value should be documented with commentary from the appraiser and recent paired sales.
  - The above requirements do not apply if the property seller is a bank that received the property as a result of foreclosure or deed-in lieu.
- When two appraisals are required the following is required:
  - Appraisals must be completed by two independent companies.
  - The LTV will be determined by the lower of the two appraised values as long as the lower appraised appraisal supports the value conclusion.
  - Any inconsistencies between the two appraisal reports must be addressed and reconciled.
  - If the two (2) appraisals are done "subject to" and 1004Ds are required, it is allowable to provide one (1) 1004D. If only one (1) 1004D is provided, it should be for the appraisal that the value of the transaction is being based upon
  - A CDA is not required



Number of Appraisals Required			
Loan Amount ≤ \$1,500,000 1 Full Appraisal			
Loan Amount > \$1,500,000	2 Full Appraisals		

#### **Additional Requirements:**

- Transferred appraisals accepted with the following:
  - Appraisal is subject to Collateral Desktop Analysis process as noted above
- The re-use of an appraisal is not permitted
- Recertification of value is not permitted. If appraisal is over 120 days old, a new full appraisal is required.
- If an appraisal notes a Declining Market as outlined in <u>Section 4.10</u> require a second full appraisal is required when one appraisal is otherwise acceptable

#### 4.10 Declining/Soft Markets

If any appraisal associated with the subject property is defined by the appraiser as declining, a 5% reduction to the maximum LTV is required.

#### Declining/Soft Markets

A market will be deemed "declining" if:

- Appraiser indicates in Neighborhood Section that market is declining
- Appraiser indicates anywhere in comments that market is declining
- Any Appraisal Review indicates that the market is declining

#### 4.11 Property Flips/Rapid Appreciation

- Purchases:
  - Appreciation greater than 10% in the past 90 days requires 2 full appraisals regardless
    of loan amount; the pay-off of seller financing is not permitted. The cost of the
    second appraisal must be paid for by the lender.
  - Appreciation greater than 20% in the past 91-180 days requires 2 full appraisals regardless of loan amount; the pay-off of seller financing is not permitted. The cost of the second appraisal must be paid for by the lender.

The 90-180 time period is determined by subtracting the date the seller became the legal owner of the property from the date the purchaser signed the purchase contract. If the seller and purchaser signed the purchase agreement on two separate days, the latter of the two dates is to be used.

## Property Flips/Rapid Appreciation

- No Cash-Out Refinance: Appreciation greater than 20% in the past 90 days requires 2 full appraisals regardless of loan amount; the pay-off of seller financing is not permitted.
- Cash-out Refinances: Appreciation greater than 20% in the past 12 months requires 2 full appraisals regardless of loan amount

When two appraisals are required regardless of the transaction type the lesser of the two values will be used for qualification purposes.

There can be no pattern of previous flipping as evidenced by multiple transfers in the last 12 months, unless the property seller is a GSE, bank, or licensed mortgage company, then no seasoning is required.

#### **4.12 Properties Previously Listed for Sale**

#### Primary Residence

#### Properties Previously Listed for Sale

- The listing must have been expired or withdrawn prior to application
- The borrower must confirm in writing that they intend to occupy the subject as a primary residence and the reason for listing
- Second Homes Properties
  - A minimum of 6 months prior to the application date



4.13 Disaster Areas	
	Refer to the list of affected counties published by FEMA at the following link: <a href="https://www.fema.gov/disasters">https://www.fema.gov/disasters</a> .
Disaster Areas	Refer to the NewRez <u>FEMA Declared Disaster Policies and Procedures</u> for applicable requirements.
	For loans secured by properties appraised after the Federal/State declaration, the following post-disaster guidelines apply:  1. Appraiser must note any damage and its effect on marketability and value.
	2. Electronic evaluations are not acceptable.
4.14 Dampness	If the appreciation are not not as a side one of demonstrate the appreciation result along the define the
Dampness	If the appraisal report notes evidence of dampness, the appraiser must clearly define the effect on value and marketability of the subject property, as well as comment regarding the probable cause of the dampness problem and if typically incurable in the surrounding neighborhood. Prior to closing satisfactory evidence that the condition was corrected or a professionally prepared report indicating that the condition does not pose any threat of structural damage must be provided.
4.15 Electrical Systems	
Electrical Systems	An electrical certification from a licensed electrician is required whenever the appraisal states a fair or poor rating concerning the adequacy or condition of the system. Any inadequacies must be corrected prior to closing.
4.16 Foundation Settle	ment
Foundation Settlement	If the appraisal report notes evidence of excessive foundation settlement, the appraiser must clearly define the effect on value and marketability of the subject property. Settlement problems which denote structural deficiencies and/or significant negative impact on value and marketability must be corrected prior to closing. A structural engineer's report is required prior to making a loan decision.
4.17 Heating Systems	
Heating Systems	A central heat source with ductwork or baseboard in all rooms is required on all properties except those in geographic regions where heating is not required. If the subject property does not have central heat, the appraiser must provide similar comparable properties and an addendum indicating:  The heat source is typical for the area The heat source is permanently attached The heat source is adequate for the dwelling The heat source is externally vented
4.18 Sewage Disposal	
Sewage Disposal System	<ul> <li>Sewage disposal systems may require certification if the appraiser or purchase contract indicates the necessity. The report should be provided by a city, county, state (or governing body) official or qualified entity stating:         <ul> <li>The sewage disposal system complies with applicable local and/or state health standards, is in proper working order, and can be expected to function satisfactorily; or</li> <li>Local and/or state health standards do not apply for the sewage disposal system; however, it is found to be in proper working order and adequate for the subject property.</li> </ul> </li> </ul>
	For systems one year old or less, the certification may be no more than one year old on the date of loan closing. For systems more than one year old, the certification may be no more than 120 days old on the date of loan closing.
4.19 Water Supply	
Water Supply	A water supply certification is required if the appraiser or purchase contract indicates the necessity. The report should be provided by a city, county, state (or governing body) official or a qualified entity stating:



4.20 Hazardous Condit  Hazardous Conditions	<ul> <li>The water supply system is in proper working order and pumping an adequate supply of water for the subject property; and</li> <li>The water supply is potable and complies with local and/or state health authority standards (in the absence of a local health authority, a reputable chemical testing agency must certify that the water is fit for human consumption).</li> <li>The water certification(s) for existing properties may be no more than 120 days old on the date of loan closing.</li> <li>A property supplied by water that is hauled in is an unacceptable water source and renders the property ineligible</li> <li>When the appraiser has knowledge of any hazardous condition (whether it exists in or on the subject property or on any site within the vicinity of the property) - such as the presence of hazardous wastes, toxic substances, asbestos-containing materials, urea-formaldehyde insulation, radon gas, etc. – it must be noted on the appraisal report and any influence that the hazard has on the property's value and marketability (if it is measurable through an analysis of comparable market data as of the effective date of the appraisal) must be commented on. Appropriate adjustments in the overall analysis of the property's value must</li> </ul>
	be made.
4.21 Pest Infestation	
Pest Infestation	If the appraisal report or sales contract notes evidence of termites or other insect infestation, a pest inspection report certifying treatment of the infestation prior to closing is required. Any significant structural damage due to pest infestation must be corrected prior to closing.
4.22 Plumbing/Plumbi	ing Certification
Plumbing/Plumbing Certification	A plumbing certification from a licensed plumber is required whenever the appraisal states a fair or poor rating concerning the adequacy or condition of the system. Any inadequacies must be corrected prior to closing
	be corrected prior to closing.
4.23 Private Roads	be confected phon to closnig.
4.23 Private Roads  Private Roads (Community-Owned or Privately Maintained Streets)	If the property is located on a community-owned or privately-owned and maintained street, an adequate, legally enforceable agreement or covenant for maintenance of the street is required. The agreement or covenant should include the following provisions and be recorded in the land records of the appropriate jurisdiction:  • responsibility for payment of repairs, including each party's representative share;  • default remedies in the event a party to the agreement or covenant fails to comply with his or her obligations; and  • The effective term of the agreement or covenant, which in most cases should be perpetual and binding on any future owners.  Note: If the property is located within a state that has statutory provisions that define the responsibilities of property owners for the maintenance and repair of a private street, no
Private Roads (Community-Owned or Privately Maintained Streets)	If the property is located on a community-owned or privately-owned and maintained street, an adequate, legally enforceable agreement or covenant for maintenance of the street is required. The agreement or covenant should include the following provisions and be recorded in the land records of the appropriate jurisdiction:  • responsibility for payment of repairs, including each party's representative share;  • default remedies in the event a party to the agreement or covenant fails to comply with his or her obligations; and  • The effective term of the agreement or covenant, which in most cases should be perpetual and binding on any future owners.  Note: If the property is located within a state that has statutory provisions that define the responsibilities of property owners for the maintenance and repair of a private street, no separate agreement or covenant is required.
Private Roads (Community-Owned or Privately Maintained Streets)  4.24 Geographic Restr Geographic Restrictions	If the property is located on a community-owned or privately-owned and maintained street, an adequate, legally enforceable agreement or covenant for maintenance of the street is required. The agreement or covenant should include the following provisions and be recorded in the land records of the appropriate jurisdiction:  • responsibility for payment of repairs, including each party's representative share;  • default remedies in the event a party to the agreement or covenant fails to comply with his or her obligations; and  • The effective term of the agreement or covenant, which in most cases should be perpetual and binding on any future owners.  Note: If the property is located within a state that has statutory provisions that define the responsibilities of property owners for the maintenance and repair of a private street, no separate agreement or covenant is required.  ictions  • At this time, NewRez cannot finance or purchase loans secured by properties located in Alaska and Hawaii.  • ARM loans to FTHB in Massachusetts
Private Roads (Community-Owned or Privately Maintained Streets)  4.24 Geographic Restr Geographic Restrictions  Section 5: Income & Editor	If the property is located on a community-owned or privately-owned and maintained street, an adequate, legally enforceable agreement or covenant for maintenance of the street is required. The agreement or covenant should include the following provisions and be recorded in the land records of the appropriate jurisdiction:  • responsibility for payment of repairs, including each party's representative share;  • default remedies in the event a party to the agreement or covenant fails to comply with his or her obligations; and  • The effective term of the agreement or covenant, which in most cases should be perpetual and binding on any future owners.  Note: If the property is located within a state that has statutory provisions that define the responsibilities of property owners for the maintenance and repair of a private street, no separate agreement or covenant is required.  ictions  • At this time, NewRez cannot finance or purchase loans secured by properties located in Alaska and Hawaii.  • ARM loans to FTHB in Massachusetts
Private Roads (Community-Owned or Privately Maintained Streets)  4.24 Geographic Restr Geographic Restrictions	If the property is located on a community-owned or privately-owned and maintained street, an adequate, legally enforceable agreement or covenant for maintenance of the street is required. The agreement or covenant should include the following provisions and be recorded in the land records of the appropriate jurisdiction:  • responsibility for payment of repairs, including each party's representative share;  • default remedies in the event a party to the agreement or covenant fails to comply with his or her obligations; and  • The effective term of the agreement or covenant, which in most cases should be perpetual and binding on any future owners.  Note: If the property is located within a state that has statutory provisions that define the responsibilities of property owners for the maintenance and repair of a private street, no separate agreement or covenant is required.  ictions  • At this time, NewRez cannot finance or purchase loans secured by properties located in Alaska and Hawaii.  • ARM loans to FTHB in Massachusetts
Private Roads (Community-Owned or Privately Maintained Streets)  4.24 Geographic Restr Geographic Restrictions  Section 5: Income & Ed. 5.1 Employment	If the property is located on a community-owned or privately-owned and maintained street, an adequate, legally enforceable agreement or covenant for maintenance of the street is required. The agreement or covenant should include the following provisions and be recorded in the land records of the appropriate jurisdiction:  • responsibility for payment of repairs, including each party's representative share;  • default remedies in the event a party to the agreement or covenant fails to comply with his or her obligations; and  • The effective term of the agreement or covenant, which in most cases should be perpetual and binding on any future owners.  Note: If the property is located within a state that has statutory provisions that define the responsibilities of property owners for the maintenance and repair of a private street, no separate agreement or covenant is required.  ictions  • At this time, NewRez cannot finance or purchase loans secured by properties located in Alaska and Hawaii.  • ARM loans to FTHB in Massachusetts  mployment  Employment and income is not disclosed on the 1003 and is not documented. A signed 4506T and/or tax transcripts are not required.

calculation.



#### A minimum of \$500,000 "net assets" as defined below is required

Assets covering the following must be verified:

- the loan amount requested
- all monthly debt obligations (as noted below), covering a period of no less than 60 months,
- reserve requirements.

#### Requirements:

- Assets used for the loan qualification calculation must be verified as being seasoned for the most recent twelve (12) months.
- Monthly or quarterly bank statements are required covering the most recent twelve (12) months.
- The ending balance of the last statement is the amount that will be used in the calculation.
- Statements should be evaluated month over month for consistency to demonstrate the borrower(s) ability to maintain the asset level needed for qualification.
- Increases or decreases greater than 15% on a month to month basis over the twelve
   (12) month period may require additional explanation and documentation.

#### Eligible Asset Types

- Checking, Savings, Money Market accounts (UTMA/Custodial Accounts not permitted)
- Stocks, Bonds or Mutual Funds that are not in a retirement account (publicly traded) (use 90% of value)
- Retirement accounts (use 70% of value)
  - o Borrower must be age 59 ½ or older
  - o Not eligible if regular distributions have already been set up.

#### **Ineligible Asset Types**

- Business funds
- Life insurance including face value
- Stock and bonds that are not publicly traded
- Stock options or RSUs
- Annuities of any kind
- Assets that are not liquid such as but not limited to collectables, autos, etc.
- Assets held as cryptocurrency even if converted
- Funds held in foreign accounts or investments
- Gift funds

#### **Loan Qualification Calculation Steps:**

1. Determine the net eligible assets.

The loan qualification calculation uses *net* eligible assets, which are defined as eligible assets minus:

- Any debt tied to the asset (e.g. margin account, 401k loan)
- The new loan amount on the subject property
- Down payment, closing costs and prepaid items
- Required reserves
- 30-day account balance (liquid assets must be documented)
- 2. The total of the monthly obligations is then multiplied by 60 months.

#### Monthly debt obligations include:

 Subject property expenses including the monthly payment on the mortgage transaction, property taxes, hazard and/or flood insurance, HOA dues and any other leasehold, subordinate financing, etc. The monthly payment on the mortgage

Back to Top

Page 23 of 45



transaction must be calculated using the fully indexed rate or any introductory interest rate, whichever is greater; and using monthly, fully amortizing payments that are substantially equal.

- Installment debt with 10 months or more remaining
- Revolving debt
- Alimony, child support or maintenance payments with 10 months or more remaining
- Auto Lease payments
- Student loans, including deferred or in forbearance, with 10 months or more remaining
- Negative rental income from other real estate owned (Refer to Section 5.4 Rental Income)
- Property expenses for any other residential real estate owned such as second homes, including the monthly payment on the mortgage transaction, property taxes, hazard and/or flood insurance, HOA dues and any other leasehold, subordinate financing, etc.
- 3. Add any required reserves to the result of the total monthly obligations multiplied by 60 months. Subject property reserves use P&I only, while all other real estate owned reserves use PITIA.
- 4. If the net eligible assets are at least \$500,000 AND more than the total of the monthly obligations multiplied by 60 months plus reserves, the loan qualifies.

#### Example:

Loan amount: \$450,000

Down payment, closing costs and prepaids: \$50,000

Principal and interest (P&I): \$2,500

#### Eligible, verified assets:

Туре	Total Assets	Net Eligible Assets
	(before % reduction)	
Checking and savings (100%)	\$300,000	\$300,000
Stocks, Bonds and Mutual Funds (90%)	\$400,000	\$360,000 (90%)
401k (70%)	\$500,000	\$350,000 (70%)
Total	\$1,200,000	\$1,010,000

#### \$1,010,000 net eligible assets

- \$450,000 loan amount
- \$50,000 DP, CC and PP
- = \$510,000 residual assets

#### Total of monthly obligations:

Monthly obligation	Total Assets	
	(before % reduction)	
Car Loan	\$300.00	
Alimony	\$1,500.00	
Credit cards	\$250.00	
Subject Housing Expense	\$2500.00	
Total	\$4,550.00	
X 60 months (total obligations) =	\$273,000	

Required reserves = \$2,500 P&I x 6 months = \$15,000.

Total obligations of \$273,000 plus reserves of \$15,000 = \$288,000. Borrower qualifies since residual assets of \$510,000 are more than \$288,000 total obligations.



#### 5.3 Residual Income (Disposable Income)

Residual income requirements must be met, and is calculated as follows:

- Total monthly income total monthly obligations (expenses) = monthly residual income
- Total monthly income = total allowable assets / 60 months

Example:

Loan amount: \$450,000

Principal and interest (P&I): \$2,500

Туре	Total Assets	Net Eligible Assets
	(before % reduction)	
Checking and savings (100%)	\$300,000	\$300,000
Stocks, Bonds and Mutual Funds (90%)	\$400,000	\$360,000
401k (70%)	\$500,000	\$350,000
Total	\$1,200,000	\$1,010,000

#### Residual Income

- \$1,010,000 (net eligible assets) / 60 months = \$16,833.33 (total monthly income)
- Total monthly debt obligations as determined in Section 5.2 = \$4,550.00
- \$16,833.33 (total monthly income) minus \$4,550.00 (total monthly obligations) = \$12,283.33 monthly residual income.

Monthly residual income must meet the following requirements:

Residual Income					
Family Size	1	2	3	4	5
Required Amount	\$1,000	\$1,680	\$2,025	\$2,280	\$2,365
Over 5 Family	Add \$150 for each additional member up to a family				
Members	of seven				

#### 5.4 Rental Income

Rental Income

#### Required Documentation:\*

- Current lease for each rental property. Rent rolls are unacceptable. Rental lease not required if full payment of rental property is counted as part of monthly debt obligations
- Explanation for any gaps greater than three (3) months over the previous 24 months
- \* Requirements for rental income from conversion of departing residence are outlined below

#### **Income Calculation:**

A rental factor of 75% of the monthly income based on the rental lease will be used. If the rental income as determined by the lease is less than the mortgage obligation (PITIA) on the property, the difference must be accounted for in the loan qualification calculation. If the rental amount is more than the mortgage obligation (PITIA), nothing further is required.

For instance, if renting the property for \$2,500 a month, and the PITIA payment is \$1,800, no further obligation is considered ( $$2,500 \times 75\% - $1,800 = $75$ ). If the rent is \$2,000, and the PITIA is \$2,000, the \$500 difference ( $$2,000 \times 75\% - $1,800 = -$500$ ) must be considered in the total monthly obligations for the loan qualification calculation. If there are multiple rental properties, this amount is cumulative and is based on total rents as compared to total PITIA.

#### **Rental Income from Departing Residence Converted to Rental:**

If the borrower is converting their current primary residence to a rental property and using rental income to offset the payment the following requirements apply:

Back to Top

Page 25 of 45



- Borrower must have documented equity in departure residence of 25%.
  - Documented equity may be evidenced by an exterior or full appraisal dated within six
     (6) months of subject transaction, OR
  - Documented equity may be evidenced by the original sales price and the current unpaid principal balance.
- Copy of current lease agreement is required.
  - A vacancy/maintenance expense factor of 25% should be deducted from the rental income verified by the current lease agreement for determining qualifying income.
- Copy of security deposit check and evidence of deposit to borrower's account is required.

#### **Section 6: Credit**

#### 6.1 Credit

### Credit

A Tri-merge Credit Report is required for every Borrower who executes the Note. The Credit Report should generally include verification of all credit references provided on the loan application and must certify the results of public record searches for each city where the Borrower has resided in the past two years.

Each Borrower must have a valid and usable score from at least two of the following three agencies: Experian (FICO), Trans Union (Empirica), and Equifax (Beacon). Only scores from these three agencies are acceptable.

#### **Minimum Credit Standards**

A valid and usable score is one that is generated based upon credit history and credit patterns that accurately reflect the Borrower's history. All borrowers are required to meet the credit standards and it should be generated based upon at least the following:

- Three (3) trade lines from traditional credit sources (such as a bank or other financial
  institution) that reported for 12 months or more prior to the date of loan application (may
  be opened or closed).
  - One trade line must have a minimum 24-month rating
  - One trade line must have a minimum \$5,000 high credit limit.
  - The seasoning and high credit limit may be met with the same trade-line
- Loans on which the Borrower is not obligated to make payments (such as loans in a deferment period), collection or charged off accounts, and "authorized user" accounts are not acceptable trade lines for establishing the minimum history. To ensure the validity of the score, each trade line should reflect all repositories that are reporting it. This will identify which trade lines were considered when generating each score.

#### Minimum Credit Standards

- Disputed accounts are reviewed to determine current balance and payment history (30-day or more delinquency). The following will determine whether or not the derogatory trade-line must be resolved, and a new credit report run prior to loan submission (credit supplements are not permitted to document disputed accounts):
  - Zero balance and no derogatory information no action required
  - Zero balance and derogatory information remove and pull new credit report
  - A positive balance and no derogatory information—remove and pull new credit report when the disputed account has been open or active in the past 12 months
  - A positive balance and derogatory information—remove and pull new credit
  - Disputed medical collections do not need to be removed
- To ensure validity, closely review the scores, the score codes and the Borrower's credit history. Score codes must be consistent with trade line information. For example, if the score code identifies delinquent accounts, the Credit Report must also contain delinquent trade lines. Scores that do not appear to represent an accurate picture of the Borrower's credit risk will not be considered usable.
- Credit services such as rapid re-score, credit enhancement or similar services are not permitted either for purposes of increasing a score for qualification and/or pricing improvement



Determining the Bo	rrower's Score
Determining the Borrower's Score	<ul> <li>All borrowers must have the minimum credit score required to meet eligibility as per the eligibility matrix or other requirements outlined in this product profile. To determine the score for each Borrower on the loan:         <ul> <li>The middle score when three scores are obtained, or</li> <li>The lower score when two scores are obtained</li> <li>If only one score is obtained, that is the representative score for the borrower</li> </ul> </li> <li>The representative score for the loan is the lowest representative score of the borrowers.</li> </ul>
Payment Histories	
Payment History	Typically, payment histories may be requested and reviewed when the Credit Report indicates that delinquencies have been removed or when the majority of credit is from a non-institutional lender.
6.2 Housing History	
Housing History (Mortgage History or Rent History)	A maximum 1x30x12 housing history for the most recent 12 months is required; all mortgages and rental histories showing on the credit report or documented by a written verification considered in the maximum 1X30X12 requirement. First time homebuyers must have a 0X30X12 housing history.  Borrowers who own their property free and clear must be current on all property-related taxes and provide evidence of insurance, and association due payments to document the total monthly obligation that is required to be included in the DTI.  Borrowers who do not own their homes free and clear, have owned their current home for less than 12 months AND have no prior homeownership can use a combination of rental history and mortgage history to meet the housing history requirements.  Housing histories through private parties must be verified with cancelled checks, referencing the company or individual who completes the verification. Checks must be dated prior to the next due date. Standalone VORs or VOMs from private parties are not permitted.  Borrowers who are refinancing a previously modified mortgage must have a 0X30X12 mortgage/housing history. Refer to Previously Modified Mortgages for additional details.
6.3 Derogatory Credit	
Derogatory Credit	The presence of significant derogatory credit events may increase the likelihood of a future default and may represent a higher level of default risk. Examples of significant derogatory credit events include bankruptcies, foreclosures, deeds-in-lieu of foreclosure, pre-foreclosure sales, short sales, and charge-offs of mortgage accounts.  NewRez will evaluate the time that has elapsed since the date of the last derogatory information and confirm that the borrower has re-established an acceptable credit history. The waiting period commences on the completion, discharge, or dismissal date (as applicable) of the derogatory credit event and ends on the disbursement date of the new loan. Timeshare accounts are considered installment loans and are not subject to the waiting periods described below.  Borrowers whose credit history may preclude them from qualifying for traditional mortgage financing are eligible for NewRez's Smart Funds Qualification Program.  • A written explanation from the borrower is required to explain the cause and significance of the derogatory information. Additional documentation to support the significant derogatory event's cause or completion may be required. Examples of these instances include but are not limited to the following:



- Isolated instances of breach in an otherwise acceptable credit pattern are characterized as a period of slow payments on their credit, such as 30 or 60-day delinquencies resulting from isolated circumstances.
- Extenuating circumstances are nonrecurring events that are beyond the borrower's
  control that result in a sudden, significant, and prolonged reduction in income or a
  catastrophic increase in financial obligations. Bankruptcy, Short-sale, Deed in lieu,
  periods of significant payment delinquencies, Foreclosure or collections/judgements
  often arise as a result. Divorce, medical and job loss/layoff are some examples of
  extenuating circumstances.
- A strategic default is the decision by a borrower to stop making payments and default on a debt despite having the financial ability to make the payments. Strategic defaults are often triggered by a homeowner who owes more on their home than the property is worth. Strategic defaults will only be considered on an exception basis. Requests must be submitted through the applicable exception process and may require additional reductions in LTV, loan amounts or other eligibility requirements.

Select credit events that generate severe negative impact to a borrower's credit history are defined as serious derogatory credit, and these events must reach minimum seasoning requirements (waiting period) since completion as detailed <u>below</u>.

#### **Letter of Explanation**

#### Letter of Explanation

A satisfactory written explanation signed by the Borrower(s) explaining the reason(s) for the credit event or other isolated lapse in their credit performance is required. The explanation must satisfactorily identify the reason(s) for the adverse credit and the timing of the event(s) must be consistent with other application information. Additional documentation supporting the Borrower's explanation(s) may be required.

#### **Re-Establishment of Credit**

## Re-Establishment of Credit

A Borrower with a significant derogatory credit event or other isolated lapse in their credit performance should evidence that he/she has re-established his/her credit history. Payment histories on accounts should reflect satisfactory payments following the credit event. Late payments on accounts following a credit event should be evaluated to determine a borrower's willingness to repay their obligations. Multiple delinquencies on accounts including collections, charge-offs, judgements or tax liens may require additional explanations, documentation or result in a borrower's ineligibility for the Smart Funds Qualification Program.

#### **Lawsuits/Pending Litigation**

If the application, title, or credit documents reveal that the Borrower is presently involved in a lawsuit or pending litigation, the following is required:

## Lawsuits/Pending Litigation

- A statement from the Borrower's attorney
  - The statement must explain the circumstances of the lawsuit or litigation and discuss the Borrower's liability and insurance coverage.
- A copy of the complaint and answer
- The title company closing the loan must be informed of the lawsuit or litigation and provide affirmative coverage of NewRez's first lien position.
- Owner Occupied, Purchase or Rate/Term refinance only

#### **Delinquent Credit Belonging to an Ex-Spouse**

#### Delinquent Credit Belonging to an Ex-Spouse

Delinquent credit that belongs to an ex-spouse may be excluded from the credit evaluation of the Borrower in the following circumstances:

- The file contains a copy of the divorce decree or separation agreement which shows that the derogatory accounts belong solely to the ex-spouse;
- The late payments can be verified to have occurred after the date of the divorce or separation



	Debts that were delinquent prior to the court ordered divorce or separation are
ludan anta	required to be included in the borrower's debt to income ratio
Judgments	
Judgments	Judgments must be paid prior to or at closing. If judgment(s) are paid at closing they must be reflected on the final closing disclosure and disbursed by the closing agent
Tax Liens/Payment	Plans
Tax Liens/Payment Plans	<ul> <li>Tax liens must be paid prior to or at closing. If tax lien(s) are paid at closing they must be reflected on the final closing disclosure and disbursed by the closing agent</li> <li>If IRS or State Taxes are owed from a prior tax year(s) and are not a lien showing in credit or on title, they must be paid in full prior to or at closing and reflected on the final closing disclosure.</li> </ul>
Collections and Cha	rge-Offs
Collections and Charge-Offs	<ul> <li>Collections and charge-offs meeting the following criteria must be paid in full prior to or at closing. If collection(s)/charge-offs are paid at closing, they must be reflected on the final closing disclosure and disbursed by the closing agent.</li> <li>Collection/Charge-off is ≤ 24 months at the time of application AND has a balance of \$500 or more OR multiple collections/charge-offs have a balance of \$2000 or more</li> <li>Medical collections are excluded regardless of amount</li> </ul>
6.4 Derogatory Credit	Seasoning (Waiting Periods)
Bankruptcy, Short S	ale or Deed in Lieu/Pre-Foreclosure or Notice of Default
Bankruptcy, Short Sale or Deed in Lieu/Pre-Foreclosure or Notice of Default	4 Years from the discharge or dismissal date
Foreclosure	
Foreclosure	<ul> <li>4 Years from the discharge or dismissal date</li> <li>A Foreclosure is considered:</li> <li>Delinquent property taxes that have been reduced to a lien against the property</li> <li>Foreclosure consummated</li> <li>Foreclosed property redeemed</li> <li>Delinquency of 120 days or more</li> </ul>
Foreclosed Property	y Previously included in a Bankruptcy
Foreclosed Property Previously Included in a Bankruptcy	If a mortgage debt was discharged through a bankruptcy, the bankruptcy waiting periods may be applied if the lender obtains the appropriate documentation to verify that the mortgage obligation was discharged in the bankruptcy. If a mortgage was in foreclosure or had a notice of default filed prior to the bankruptcy filing date, the foreclosure seasoning should be met.
Consumer Credit Co	ounseling Services
Consumer Credit Counseling Services	Borrowers who have experienced credit or financial management problems in the past may have elected to participate in consumer counseling sessions to learn how to correct or avoid such problems in the future.  Borrowers who have entered consumer credit counseling must have completed the counseling prior to loan application and meet all other applicable credit requirements as outlined in this product profile.
Co Signed Leans	product profile.
Co-Signed Loans	Loans co-signed by our borrower that result in derogatory credit will be subject to the same
Co-Signed Loans	seasoning and documentation requirements as the borrower's own debts as co-signers have a financial obligation to pay the debt if that person fails to do so.
Previously Modified	
Previously Modified Mortgages	A modified mortgage is defined as a mortgage loan that makes a permanent change in one or more terms of a Borrowers' loan resulting in a change to the loan's monthly payment, interest rate, term, or outstanding principal.



6.5 Liabilities	If the borrower is refinancing a loan with a prior modification/restructure then credit requirement is increased to 0x30 in the last 12 months for all mortgages. Modification must be complete on the subject loan to be refinanced and borrower is making on time scheduled payments prior to the loan application.  (A reduction of a credit line due to value depreciation would not be considered a modification as defined above.)  Monthly payments on all existing debts are included in the Borrower's total liabilities or
Liabilities	obligations as detailed below.  In instances where the debt is being paid by another party, proof of payments made by said other parties must be documented with twelve (12) months canceled checks. The party making the payment(s) must be obligated under the Note. Payment history on debts paid by other parties are considered in the borrower(s) credit history and must meet applicable credit requirements as outlined in this profile where applicable.
30 Day Account	
30 Day Account	A 30-day charge account is defined as an account where the borrower must pay off the total outstanding balance each month. There are no alternative monthly payment options.  For open 30-day charge accounts (for example, American Express), the borrower must have sufficient verified liquid assets to pay off the balance in addition to any reserves necessary to meet the reserve requirements for the loan program.
	Note: If the account provides a monthly payment option other than the total outstanding balance, the account is not considered a 30-day charge account and these requirements do not apply.
Alimony, Child Supp	port, or Maintenance
Alimony, Child Supports or Maintenance	<ul> <li>Monthly alimony, child support or separate maintenance obligations with ten or more payments remaining must be included as a liability</li> <li>If there are fewer than ten documented payments remaining and the underwriter determines these payments will not impact the borrower's ability to pay the mortgage during the months immediately after loan closing, especially if the borrower will have limited or no cash assets after loan closing, payments may be excluded from the total liabilities.</li> </ul>
Asset Secured Loans	s
Asset Secured Loans	Loans secured against the borrower's financial assets will be netted out of the total assets used to determine the borrower's overall capacity to repay. The payment will not need to be included in the total monthly debt calculation.
Balloon Payment No	
Balloon Payment Notes	Balloon Payment Notes scheduled to begin or come due within 12 months of the mortgage loan closing, must be netted out of the total assets used to determine the borrower's overall capacity to repay.
Bridge Loans	
Bridge Loans	Include bridge loan payments in the borrower's total monthly debt calculation. If payments are not scheduled on a monthly basis, at a minimum, use monthly interest payments.
Business Debt in Bo	
Business Debt in Borrower's Name	Business debts for which the Borrower is personally liable are included in the total monthly debt calculation up to the amount of the personal recourse. These debts include business paid personal debt, unless proof of payment by the business is established. These debts may be excluded from the total monthly debt calculation if a minimum of twelve (12) months of consecutive canceled checks from the business are provided.
	If the account is new, it must be included in the total monthly debt calculation, except in the following instance(s):



	The new account took the place of an identical account that had at least a 12 month history of being paid for by the business (as indicated above). For example, the borrower has an auto lease that was paid for by their business for 12 months, and they are obtaining a new lease on a new auto. Proof of the first month's payment on the new debt must be included in the file.
Contingent Liabilitie	
Contingent Liabilities	A contingent liability exists when an individual is held responsible for payment of a debt if another party, jointly or severally obligated, defaults on the payment. A contingent liability must be considered when the consumer remains obligated on an outstanding FHA-insured, VA-insured, or conventional mortgage secured by a property that:  • Has been sold or traded within the last 12 months without a release of liability, or  • Is to be sold on assumption without a release of liability being obtained  When a mortgage is assumed, contingent liabilities need not be considered if the originating lender of the mortgage being underwritten obtains, from the servicer of the assumed loan, a payment history showing that the mortgage has been current during the previous 12 months, or the value of the property, as established by an appraisal or the sales price on the Settlement Statement/Closing Disclosure from the sale of the property, results in a loan-to-value (LTV) ratio of 75 percent or less.
Co-Signed Loans	value (LTV) ratio of 73 percent of 1633.
Co-Signed Debts	<ul> <li>Debts that have been co-signed by the Borrower may be excluded from the Borrower's total monthly debt calculation under the following scenarios, provided that the debt has been paid currently and as agreed for at least the previous twelve (12) months.</li> <li>A debt secured by property that has been bought out by the former co-owner (for example, in connection with a divorce). The file must include evidence of transfer of title to the former co-owner.</li> <li>Debts required to be paid by someone other than the Borrower pursuant to a court order. A copy of the court order transferring liability for payments to another party is required to be in the file.</li> <li>Co-signed accounts paid by a third party, with twelve months of cancelled checks evidencing payment by the third party.</li> <li>If none of these requirements can be satisfied, then the liability must be indicated on the application and considered as a monthly debt payment for mortgage loan eligibility purposes.</li> </ul>
Home Equity Lines	
Home Equity Lines of Credit (HELOC)	Monthly payments on all Home Equity Lines of Credit must be included in the total monthly debt calculation. HELOCs with a current outstanding balance with no payment reflected on the credit report may have the payment documented with a current billing statement. HELOCs with a current \$0 balance do not need a payment included in the DTI unless using for down payment or closing costs.  For new subordinate financing, the qualification payment must be based off of the fully indexed, fully amortized term of the subordinate financing for the full amount drawn at or before consummation of the loan.
Installment Debt	
Installment Debt	<ul> <li>Installment Debt is the monthly obligation on accounts with fixed payments and terms (e.g., car loans, student loans, etc.).</li> <li>The monthly payments may be excluded from the total monthly debt calculation if there are fewer than ten (10) monthly payments remaining to repay the debt in full.</li> <li>Installment loans may be paid off to qualify but may not be paid down to qualify.</li> </ul>
Lease Payments	
Lease Payments	Lease obligations, regardless of the remaining lease term, are included in the total monthly debt calculation



B 11 5 1.	
Revolving Debt	
Revolving Debt	Revolving debt is open ended debt of which the principal balance on an account may vary from month to month (e.g., department store credit cards). The minimum required payment as stated on the Credit Report or current statement should be used in calculating the total monthly debt unless as noted below.
	If the credit report does not show a required minimum payment amount and there is no supplemental documentation to support a payment amount, the payment must be calculated as the greater of:  5% of the outstanding balance; or  \$10
	Revolving debt may be paid off to qualify and the monthly payment excluded from the total monthly debt calculation.  Documentation must be provided to confirm the debt has been paid off  Debts may be paid off at closing and reflected on the final closing disclosure  Source of funds for payoff of a revolving debt must meet all applicable asset requirements as outlined in this profile
Student Loans	
Deferred Student Loans	<ul> <li>All student loans, whether deferred, in forbearance, or in repayment (not deferred), must be included as a liability in the borrower's total monthly debt calculation when qualifying the borrower.</li> <li>If a monthly payment is provided on the credit report, that amount may be used as the monthly payment for qualifying purposes.</li> <li>If the credit report does not provide a monthly payment for the student loan, or if the credit report shows \$0 as the monthly payment (which may be the case for deferred loans or loans in forbearance), the following must be utilized:         <ul> <li>1% of the outstanding student loan balance (even if this amount is lower than the actual fully amortizing payment), or</li> <li>The fully amortizing payment using the documented loan repayment terms.</li> </ul> </li> <li>If a student loan has been placed for collection and all seasoning requirements are met, a copy of the repayment agreement and proof of payment (showing 0x30x12) are required. This debt must be included in the borrower's total monthly debt calculation.</li> </ul>
Timeshares	
Timeshares	Timeshares are to be treated as installment loans rather than mortgage debt, even if they are identified as mortgage debt on the credit report (or other documentation).
6.6 Current Principal R	Residence Pending Sale
Current Principal Residence Pending Sale	If the borrower's current principal residence is pending sale, but the transaction will not close with title transfer to the new owner prior to the new transaction, and the borrower is purchasing a new principal residence, the current PITIA and the proposed PITIA must be used in qualifying the borrower for the new mortgage loan.
	The property must be included in the list of Real Estate Owned and will require two (2) months PITIA reserves in addition to the program requirements.
6./ Borrowers Retaini	ng their Current Residence
Borrowers Retaining their Current	When a borrower is purchasing a new home and retaining his/her current residence, the underwriter should review the application and supporting documentation to determine if any red flags regarding occupancy are present and that the reserve/equity requirements are met.
Residence (Conversion of Primary Residence)	<ul> <li>"Purchase / Keep" scenarios where the borrower is purchasing a new primary residence and retaining his/her current residence are subject to the following:</li> <li>For all transactions, the borrower(s) must sign the Occupancy Affidavit Form prior to closing.</li> </ul>



- If the current primary residence is being converted to a second home, both the current and proposed mortgage payments must be used to qualify for the new loan; the current primary residence must meet the definition of a 2<sup>nd</sup> home as outlined in <u>Section 3.1</u> <u>Occupancy</u>
- If the current primary residence is being converted to an investment property, rental income may only be used and documented as outlined below:
  - Relocations: The borrower is relocating with a new employer or being transferred by their current employer to an area not within reasonable and locally-recognized commuting distance
    - A properly executed lease of at least 12 month's duration following loan closing
    - Evidence of receipt and deposit of the security deposit and/or first month's rent
  - Sufficient Equity: The borrower has a loan to value ratio of 75% or less as determined by:
    - A residential appraisal (1004, 1075 or 2055) that is no more than 6 months old from the time of application; or
    - the unpaid principal balance is less than or equal to 75% of the original documented purchase price.
    - A properly executed lease of at least 12 month's duration following loan closing
    - Evidence of receipt and deposit of the security deposit and/or first month's rent

#### **Section 7: Assets**

#### 7.1 Assets

**Assets** 

- Borrowers must have sufficient liquid assets for down payment, closing costs, and reserves. They must be sourced using the most recent two (2) months' statements or the most recent quarterly statement.
- Full Asset Documentation is required for both funds to close and reserves in accordance unless specifically noted herein.
- Verification of Deposit are not permitted to be used in lieu of bank/financial statements
- If the latest financial institution records are more than 45 days earlier than the date of the loan application, the borrower must provide a more recent, supplemental or bank generated form that shows the account number, balance and date.

# The records may be computer generated forms including online account or portfolio records downloaded from the Internet. Documents that are faxed to the lender or downloaded from the internet must clearly identify the name of the depository or investment institution and the source of the information – for example, by including that information in the internet or fax banner at the top of the document

- Large disparities between the current balance and the opening balances may require additional verification or documentation.
- Large or irregular deposits must be explained and documented. Large deposits are deposits greater than 15% of the month to month balance
  - Large deposits should be evaluated to ensure they are not a result of any new undisclosed debt(s)

#### 7.2 Down payment, Closing Costs & Reserves

#### Down payment:

#### Down payment, Closing Costs & Reserves

On purchase transactions, the Borrower must make a minimum down payment with funds from his/her own resources. All funds for down-payment must be the Borrower's own funds. The amount of the minimum required down payment depends upon the occupancy of the subject property, documentation type and loan program.

**Reserves:** Refer to Section 7.5 Cash Reserves for additional requirements. Reserves are based on the monthly housing expense for a property. The required number of months of reserves is dependent on factors such as, but not limited to, the occupancy, loan purpose, type of property, and loan amount. The monthly housing expense for purposes of

Back to Top

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For the most current version, always refer to the online version.



determining reserves is principal and interest (P&I).

NOTE: Certain assets are discounted when used for reserves. Refer to the applicable asset type for additional information.

#### 7.3 Acceptable Assets

#### **Checking & Savings**

## • 100% of the funds held in a checking or savings account may be used for the down payment, closing costs, financial reserves or net eligible assets to determine the total monthly debt calculation

#### Checking & Savings

- Any indications of borrowed funds must be investigated. They include recently
  opened accounts, recent large deposits, or account balances that are considerably greater
  than the average balance over the previous few months.
- A written explanation of the source of funds from the borrower must be obtained and the funds must be verified.
- Funds held jointly with a non-borrowing spouse are considered the Borrower's funds.

#### Stocks, Stock Options, Bonds, and Mutual Funds

Stocks, government bonds, and mutual funds are acceptable sources of funds for the down payment, closing costs, reserves or net eligible assets to determine the total monthly debt calculation provided their value can be verified. Stock options may be an acceptable source of funds, but only for down payment and closing costs. Stock options may not be used in the net assets for qualification purposes or reserves.

#### **Stocks and Mutual Funds**

When used for down payment or closing costs, NewRez must determine the value of the asset (net of any margin accounts) by obtaining either:

- The most recent two months or most recent quarterly statement from the depository investment firm or
- A copy of the stock certificate accompanied by documentation to evidence the stock price as of the application date
- Receipt of funds must be verified to evidence the sale or liquidation with the following exception:
  - If the value of the asset is at least 20% more than the funds needed for the borrower's down-payment and closing costs, no documentation of liquidation is required
- Non-vested restricted stock is ineligible.

#### Stocks, Stock Options, Bonds, and Mutual Funds

#### **Stock Options**

- Vested stock options are an acceptable source of funds for down payment and closing costs if they are immediately available to the borrower.
  - May not be used for reserves, or for net eligible assets to determine the total monthly debt calculation.
- The value of the vested stock options can be documented by
  - Referencing a statement that lists the number of options and the option price AND
  - Using the current stock price to determine the gain that would be realized from exercise of an option and the sale of the optioned stock
- Non-vested stock options are not an acceptable source of funds for the down payment, closing costs or reserves.

#### **Government Bonds**

- The value of government bonds must be based on their purchase price unless the redemption value can be documented.
- When used for reserves, the current value of bonds may be used



Trust Accounts	
	Funds disbursed from a borrowers trust account are an acceptable source for the down payment, closing costs and reserves provided the borrower has immediate access to the funds.
Trust Accounts	<ul> <li>To document the trust funds:</li> <li>Obtain written documentation of the value of the trust account from either the trust manager or the trustee; AND</li> <li>Document the conditions under which the borrower has access to the funds and the effect, if any, that the withdrawal of funds will have on the trust income used in qualifying the borrower for the mortgage</li> </ul>
Retirement Account	
Retirement Accounts	<ul> <li>Vested funds from individual retirement accounts (IRA/Keogh accounts) and tax-favored retirement savings accounts (401(k) accounts) are acceptable sources of funds for down payment, closing costs, reserves and net eligible assets to determine the total monthly debt calculation.         <ul> <li>Retirement accounts with existing distributions established are not permitted for use as net eligible assets in the loan qualification calculation</li> </ul> </li> <li>NewRez must verify the ownership of the accounts and the borrower's actual receipt of the funds realized from the liquidation of the assets if needed to complete the transaction.</li> <li>When funds from retirement accounts are used for reserves or the loan qualification calculation, NewRez does not require the funds to be withdrawn from the account(s). However, NewRez must exercise caution when considering retirement accounts as effective reserves because these accounts often feature significant penalties for early withdrawals, allow limited access, or have vesting requirements.</li> <li>If the retirement assets are in the form of stocks, bonds, or mutual funds, 70% of the current value may be considered when using for reserves with the following exception:         <ul> <li>If the borrower is not at 59 ½ or older the value of the account should be reduced by 10% to account for an early withdrawal penalty.</li> </ul> </li> <li>If the retirement account only allows withdrawals in connection with the borrower's employment termination, retirement (unless the borrower is of retirement age), or death,</li> </ul>
Farmach Manau Dan	NewRez must not consider the vested funds as effective reserves.
Earnest Money Dep	The deposit on the sales contract (earnest money) for the purchase of the security property is an acceptable source of funds for both the down payment and the closing costs.  Verification of source of funds  If the deposit is being used as part of the borrower's minimum contribution requirement, the funds must be verified as being from an acceptable source  A request for Verification of Deposit may be used however, VODs are not acceptable as a standalone documentation source; bank statements are always required  Financial institute records must be seasoned according to matrix requirements and must evidence that the average balance for this time was large enough to support the amount of the deposit. If a copy of the cancelled check is used to document the source of funds, the records must cover the period up to and including the date the check cleared the bank.  If it cannot be determined that these funds were withdrawn from the borrower's account, additional verification of the source and evidence that the funds have actually changed hands from the borrower to the seller, the realtor, the escrow agent or settlement attorney should be provided.  Large earnest money deposits or deposits that exceed the amount customary for the area should be closely evaluated.



Receipt of the deposit must be verified by:

- Copy of canceled check;
- Copy of check not canceled with financial institute record(s) to evidence check cleared;
- Evidence from the real estate broker (not the agent) that the funds were deposited into the broker's trust account (i.e., copy of broker's trust account statement); or
- Escrow agent/attorney's letter acknowledging receipt of funds.

#### **Anticipated Sales Proceeds**

#### Sales Proceeds from Real Estate Owned Pending Sale

If the proceeds from the sale of a currently owned home are needed for the down payment and closing costs on the new house, the source of funds must be verified by obtaining a copy of the fully executed Closing Disclosure/Settlement Statement on the existing home before or simultaneously with the settlement of the new home, showing sufficient cash proceeds to consummate the purchase of the new home.

#### Anticipated Sales Proceeds

#### **Corporate relocation plans**

When the borrower's employer assumes responsibility for paying off the existing mortgage in connection with a corporate relocation plan, obtain a copy of the executed buyout agreement to document the source of funds. A photocopy of a sales contract or a listing agreement is not considered an acceptable source of verification of proceeds from the sale.

Note: These funds cannot be used toward the loan qualification calculation.

#### **Borrowed Funds Secured by an Asset**

Borrowed funds secured by an asset are an acceptable source of funds for the down payment and closing costs since the borrowed funds represent a return of equity. Assets that may be used to secure funds include:

- Automobile
- Artwork
- Collectibles
- Real estate
- Financial assets such as
  - Savings, Checking or CD accounts
  - Stocks
  - o Bonds
  - o 401k

Borrowed Funds Secured by an Asset

When qualifying the borrower, the underwriter must consider the monthly payments for secured loans as a debt. If the secured loan doesn't require a monthly payment, calculate an equivalent amount and consider it a recurring debt.

- Verification of the value of the asset must be provided
- A copy of the note securing the financing must be provided
- Evidence of the transfer of funds to the borrower must be provided
- Evidence that the party providing the secured loan is not a party to the sale
- Reduce the value of the remaining asset by the amount of the secured loan balance (financial assets only)

#### **Credit Card Financing**

#### Credit Card Financing

In no case may credit card financing be used for down payment funds. Certain costs that may be paid early in the loan process may be paid via credit card. These costs include:

Appraisal

- uit Caru Fillancing
- Lock in fee
- Commitment feeCredit report fee

#### Sale of Personal Assets

Sale of Personal Assets Proceeds from the sale of personal assets are an acceptable source of funds for the down payment, closing costs and reserves provided the individual purchasing the asset is not a party



to the property sale transaction or the mortgage financing transaction Documentation requirements required are: Evidence the borrower owned the asset prior to sale The value of the asset as determined by an independent and reputable source A bill of sale or statement from the purchaser showing the transfer of ownership of the Proof of the borrower's receipt of the sale proceeds from documents such as Financial Institution Records Copy of purchaser's cancelled check 1031 Exchange 1031 Exchange Not Permitted 7.4 Unacceptable Assets **Anticipated Savings Bridge Loans Business funds** Cash-on-hand/Mattress Money Digital Currency (ex. Bitcoin) Donated funds in any form, such as cash or bonds donated by the seller, builder or selling agent outside of approved financing contributions in the Seller Concession **Donation from Equities Employer Assistance** Funds from a Community Second Mortgage/Down Payment Assistance Program Funds in a Custodial or "In Trust For" account Gift funds **Unacceptable Assets** Gifts from seller-funded programs Gifts of Equity Individual Development Accounts (IDAs) Net proceeds from a reverse 1031 exchange Personal, unsecured loans **Pooled Funds** Proceeds from a cash-out refinance cannot be used to meet reserve requirements Rent Credits Stocks held in an unlisted corporation Sweat Equity (labor performed by the Borrower or goods or materials provided by the Borrower) **Trade Equity** 7.5 Cash Reserves **Reserve Requirements** < \$1,500,000 6 Months ≥ \$1,500,000 < \$2,000,000 Loan Amount 9 Months > \$2,000,000 12 Months For rate and term refinance transactions reserve requirements above are not required for Cash Reserves primary and secondary residences that meet the following: Maximum Loan Amount \$1,500,000 0X30X12 on all mortgages Housing payment is decreasing on the subject property Additional properties owned require reserves as outlined below Borrowers who own additional real estate must have: Two (2) months of reserves for each additional financed property owned including

Back to Top

Page 37 of 45



properties that are pending sale and will not be sold prior to the subject transaction closing.

o The PITIA is based on each individual property's respective PITIA.

#### 7.6 Sales & Financing Concessions

For purposes of determining the impact of costs paid by the seller of the subject property, or an interested third party, distinctions are made between financing concessions and sales concessions.

#### Financing Concessions (Seller or Other Interested Party Paid Closing Costs)

Financing concessions are considered to be funds originating from an interested party to pay closing costs on a purchase transaction. Allowable financing concessions include any of the following:

- Permanent reductions in the interest rate on the mortgage loan;
- Contributions related to the mortgage loan financing charges that traditionally would be paid by the Borrower, including but not limited to the payment of discount points, loan fees, commitment fees and/or origination fees, property taxes, and insurance escrows; or
- Payment of the cost of other items traditionally paid by the Borrower, such as application fees, appraisal fees, transfer taxes, tax stamps, attorney fees, surveys, non-recurring closing costs and title insurance.

#### **Sales Concessions or Property Inducements**

- Sales Concessions are IPCs that take the form of non-realty items. They include:
  - o Cash
  - o Furniture
  - Automobiles
  - Decorator allowances
  - Moving costs
  - Other giveaways
  - Financing concessions that exceed NewRez limits

## Sales & Financing Concessions

The value of any sales concession must be deducted from the sales price or appraised value when calculating the LTV and CLTV ratios for underwriting and eligibility purposes.

#### **Reviewing Concessions**

- Interested Party Contributions (IPCs) are not permitted to be used to make the borrowers down payment, meet financial reserve requirements, or meet minimum borrower contribution requirements
- Ensure that any and all IPCs are identified and taken into consideration
- Provide the appraiser with all appropriate financing data and IPCs for the subject property granted by anyone associated with the transaction
- Ensure that the property value is adequately supported
- Ensure that the LTV/CLTV after any IPCs are taken into consideration remain within stated eligibility limits
- Scrutinize all loan and sales contract documents (the sales contract, the GFE, the 1003, the appraisal report, the Settlement Statement/Closing Disclosure etc.)
- Ensure that all elements of the Settlement Statement/Closing Disclosure were taken into consideration during the underwriting process
- Ensure that fees and expenses are consistent between all documents. Analyze and resolve any discrepancies.

#### **Ineligible Concessions**

- Undisclosed IPCs
  - Examples of these types of contributions include but are not limited to:
    - Moving expenses
    - Payment of various fees on the borrowers behalf
    - Silent second mortgages held by the property seller
    - Other contributions that are given to the borrower outside of closing and are



not disclosed on the Settlement Statement/Closing Disclosure

- Temporary Interest Rate Buy-down
- Payment Abatements
  - The payment of HOA fees is not considered abatement unless the payments extend for more than 12 months. The payment of HOA fees for 12 months or less is considered an interested party contribution.

#### 7.7 Interested Party Contribution Limits

Interested party contributions (IPCs) are costs that are normally the responsibility of the property purchaser that are paid directly or indirectly by someone else who has a financial interest in, or can influence the terms and the sale or transfer of, the subject property.

Interested parties include, but are not limited to, the property seller, the builder/developer, the real estate agent or broker, or an affiliate who may benefit from the sale of the property and/or the sale of the property at the highest price possible. A lender or employer is not considered an interested party to a sales transaction unless it is the property seller or is affiliated with the property seller or another interested party to the transaction.

## IPC Limits

## OccupancyLTV/CLTV/HCLTVMaximum IPCPrimary residence or Second<br/>Home75.0% - 90%6%75% or less9%

#### **Section 8: Program Details**

#### 8.1 Age of Documentation

## Age of Documentation

**IPC Limits** 

Credit Report – Not to exceed 90 days old on the date the Note is signed Income – Oldest document not to exceed 90 days old on the date the Note is signed Assets – Oldest document not to exceed 90 days old on the date the Note is signed Appraisals - Not to exceed 120 days old on the date the Note is signed; appraisal updates are not permitted

#### **8.2 Electronic Signatures**

**Electronic Signatures** 

When signatures are required on initial disclosures and/or closing documents, NewRez allows the use of electronic signatures in most cases. However, NewRez always requires wet signatures on the following documents:

- Note
- Note Riders (if applicable)
- Deed of Trust/Mortgage
- Deed of Trust/Mortgage Riders (if applicable)
- Notice of Right to Cancel
- Any other transaction related documents that require a Notary acknowledgement or will be recorded; e.g. Patriot Act, Power of Attorney, State Specific Documents such as Texas 50(a)(6) loans

When electronic signatures are used the appropriate, e-Consent documentation must be provided.

#### 8.3 Escrow Holdbacks and Repair Requirements

Escrow holdbacks are allowed for weather related repairs on purchase transactions only. Renovations are limited to cosmetic only; it cannot affect the safety, soundness, or structural integrity of the property

#### • Maximum \$5,000 repair limit

#### **Escrow Holdbacks**

- Escrow withhold amount must be at least 1.5 times the cost of repairs
  - Example: \$5,000 repairs x 1.5 = \$7,500 total escrow withhold amount
- Repairs must be completed within 60 days of the closing date
- The subject property may be appraised 'as is' or 'subject to repairs'; but the property condition must be in average condition or better.



8.4 Escrow Waivers	
Escrow Waivers	<ul> <li>Escrow waivers are permitted when the LTV is less than or equal to 80% or applicable state law permits.</li> <li>Escrow waivers are not permitted if the transaction is a higher priced mortgage loan (HPML) and requires a minimum 5 year escrow period per Federal Regulations</li> <li>Flood insurance escrow waiver is not permitted if the property is subject to flood insurance requirements. Exceptions will not be made</li> </ul>
8.5 Exception Process	
Exception Process  8.6 Excluded Parties Li	<ul> <li>Loans that do not fully comply with documented guidelines, policies, or procedures are known as "exceptions".</li> <li>Exceptions may be granted with the presence of strong compensating factors to mitigate any additional performance risks.</li> <li>Exceptions must be submitted through the loan file's underwriter to be reviewed and approved by an eligible designated member of the NewRez leadership team. Exceptions may require special pricing, as determined on a case-by-case basis.</li> </ul>
8.6 Excluded Parties Li	
Excluded Parties Lists	All parties involved in each transaction are screened for inclusion on various lists, including without limitation:  Freddie Mac's Exclusionary List;  GSA List of Excluded Parties  Office of Foreign Asset Control (OFAC);  Any prior-approved buyer's internal exclusionary list  If a match is determined, the loan may be ineligible.  All name variations found throughout the loan file must be run when performing the searches. This requirement includes:  Borrowers  Seller  Builder  Third Party Originator (Broker/Correspondent)  Third Party Originator's Loan Officer  Listing Agent & Listing Company  Selling Agent & Selling Company  Title Agent  Title Company  Closing Attorney  Appraiser and Appraisal Company
8.7 Flood Insurance	Typraiser and Appraisar company
Flood Insurance	Flood insurance is required for any property located within any area designated by the Federal Emergency Management Agency (FEMA) as an Area of Special Flood Hazard. Such area is typically denoted as Flood Zone A or Zone V (coastal areas). Properties in Flood Zone A or V must be located in a community which participates in the FEMA program to be eligible for financing. Life of the loan coverage monitoring is required.  Flood Certificate  Determination whether a subject property is in a flood zone must be established by a Flood Certificate provided by the Federal Emergency Management Agency (FEMA). In addition, the appraisal report should accurately reflect the flood zone.  Coverage and Deductibles  If the subject property is located in a Special Flood Hazard Area, flood insurance is required. The amount of flood insurance must be at least equal to the lesser of 100% of the insurable value of the facilities or the maximum coverage available under the appropriate National



Flood Insurance Administration program. For condominium projects, the homeowners association should provide a project blanket policy with coverage for the building in which the unit is located. Coverage must be the lesser of 100% of the replacement cost of the building in which the unit is located, including all the common elements and property, or the maximum coverage available under the National Flood Insurance Administration Program times the number of units in the building. If flood insurance is not carried by the Condo Association or is insufficient coverage the property is ineligible.

#### Other requirements:

- The flood insurance policy must contain NewRez's Mortgagee Clause
- Deductibles permitted up to the maximum deductible available under the National Flood Insurance Program (NFIP);
- The Borrower name and the subject property must be on the flood insurance application or binder;
- Evidence of coverage must be provided at closing; and
- The insurance must be maintained throughout the duration of the loan. The flood insurance requirement may be waived if:
  - The subject property improvements are not in the area of Special Flood Hazard, even though part of the land is in Flood Zone A or V; or
  - The Borrower obtains a letter from FEMA stating that its maps have been amended such that the subject property is no longer in an area of Special Flood Hazard. The appraisal report should accurately reflect the flood zone.
- Flood insurance must be escrowed. Exceptions are not permitted.

#### 8.8 Hazard Insurance

Hazard Insurance

The subject property must be protected (including when vacant) against loss or damage from fire and other perils within the standard extended coverage. The coverage amount should not be less than the insurable value of the improvements. If such insurable value cannot easily be determined, then the coverage amount should be at least equal to the actual unpaid balance of the loan(s) secured by the property, or the insurer must indicate guaranteed replacement cost coverage. However, the terms of the coverage amount must fully compensate for any damage or loss on a replacement cost basis. In addition, homeowners insurance must meet the following requirements:

- Deductibles may not exceed 5% of the face amount of the insurance policy.
- The policy must contain the Borrower's name and the full address of the subject property
- The policy must be in effect at closing.
- The loan file must evidence the existence of homeowners insurance for the subject property. Acceptable proof would be front and back copy of canceled check, the Settlement Statement/Closing Disclosure showing payment and receipt for payment of the premium, the insurance binder or the insurance policy.
- In those states that require lenders to accept an insurance binder, the original policy must be received within 30 days after the date of the application.

Hazard insurance policies may include optional coverage(s) which are acceptable, but are not required. For example, a "homeowners" or "package" policy is acceptable as long as the Borrower is not obligated to renew any part of the coverage that exceeds the required coverage.

#### Project Insurance Requirements: Required Coverage for PUDs and Condos

Most condominium projects have master or blanket policies that address the insurance requirements for each unit. Each loan file must contain a copy of the blanket policy as well as a copy of the Evidence of Insurance that specifies the individual unit. Blanket policies may not permit:

A blanket policy covering multiple unaffiliated condo associations or projects OR



 Self-insurance arrangements in which the HOA is self-insured or has banded together with unaffiliated associations to self-insure the general and limited common elements of various associations.

For policies covering the common elements in a PUD project and for policies covering condominium or co-op projects, the maximum deductible amount must be no greater than 5% of the face amount of the policy. For blanket insurance policies that cover both the individual units and the common elements, the maximum deductible amount related to the individual unit should be no greater than 5% of the replacement value of the unit.

Most units in PUD projects are insured as individual residences; therefore their insurance requirements are similar to those for single-family residences. However, if a project covers individual units with a master policy, the master policy is acceptable.

#### **Special Endorsements**

The requirements for endorsements for PUD and condo projects are as follows:

- Inflation Guard Endorsement, when it can be obtained,
- Building Ordinance or Law Endorsement, if the enforcement of any building, zoning, or land- use law results in loss or damage, increased cost of repairs or reconstruction, or additional demolition and removal costs. (The endorsement must provide for contingent liability from the operation of building laws, demolition costs, and increased costs of reconstruction.), and
- Steam Boiler and Machinery Coverage Endorsement, if the project has central heating or cooling. (This endorsement should provide for the insurer's minimum liability per accident to at least equal the lesser of \$2 million or the insurable value of the building(s) housing the boiler or machinery.) In lieu of obtaining this as an endorsement to the commercial package policy, the project may purchase separate stand-alone boiler and machinery coverage.

#### **Special Endorsements for Condo Projects Only**

A Special Condo Endorsement is required if the policy doesn't provide that:

- Any Insurance Trust Agreement is recognized and the right of subrogation against unit owners is waived.
- The insurance is not prejudiced by any acts or omissions of individual unit owners that are not under the control of the homeowners' association.
- The policy must be primary, even if a unit owner has other insurance that covers the same loss.

#### **Loss Payee**

COVERAGE TYPE	REQUIRED FOR NAME INSURED
Condo Projects	The policy must show the homeowners' association as the named insured. If the condo's legal documents permit it, the policy can specify an authorized representative of the homeowners' association, including its insurance trustee, as the named insured. The "loss payable" clause should show the homeowners' association or the insurance trustee as a trustee for each unit owner and the holder of each unit's mortgage loan.
PUD common areas	The policy must show the homeowners' association as the named insured.

8.9 Interest Credit			
Interest Credit	Permitted up to 5 calendar days into the month		
8.10 Mortgagee Clause	e		
Mortgagee Clause	Shellpoint Mortgage Servicing ISAOA ATIMA PO Box 7050 Troy, MI 48007-7050		

Back to Top

Page 42 of 45



8.11 Mortgage Insurar	nce	
Mortgage Insurance	Not Required	
8.12 Prepayment Pena	alty	
Prepayment Penalty	Not permitted	
8.13 Process to Add or	Remove Borrowers	
Process to Add or Remove Borrowers	<ul> <li>Adding Borrowers</li> <li>Adding a borrower to a loan at any time during the loan process, unless the loan has received an adverse credit decision, is acceptable. When this occurs a new RESPA package will be sent out and cool off period will be 7 days. File should be submitted back to UW for review of additional borrower's information.</li> <li>Removing Borrowers</li> <li>Removing a borrower from a loan is allowed only in the following scenarios         <ul> <li>No credit decision has been made on the loan and borrower expresses desire to withdraw their name from the application</li> <li>Loan has been approved with both borrowers as submitted and one borrower expresses desire to withdraw their name from the application.</li> <li>In both of the above scenarios - Request in writing from borrower should be placed in in the file supporting their desire to withdraw their name from the application.</li> <li>Detailed notes should also be placed in the loan file to eliminate any possible confusion with the file.</li> </ul> </li> <li>Removing a borrower from a loan is NOT allowed in the following scenarios         <ul> <li>Loan is declined by underwriting</li> <li>In this scenario the loan would need to be adversed and a new application would need to be taken with only the 1 borrower.</li> <li>Underwriting should not be issuing loan approvals with any type of condition that states 1 borrower needs to be removed. The loan should be declined and have a new application submitted with only the one borrower.</li> </ul> </li> <li>Exceptions</li> <li>Any exceptions to the above rules or scenarios not explained above should be submitted to NewRez Compliance for review</li> </ul>	
8.15 Title Insurance		
Title Insurance	Loans must be covered by an American Land Title Association mortgagee title insurance policy or other generally acceptable form of policy or insurance acceptable under the Fannie Mae Selling and Servicing Guides or Freddie Mac Sellers' and Servicers' Guide, issued by a title insurer generally acceptable under the Fannie Mae Selling and Servicing Guides or Freddie Mac Sellers' and Servicers' Guide insuring the Originator, its successors and assigns. The final policy must be paid in full, and valid, binding and in full force and effect with language evidencing the policy is transferable to the lender and its successors or assignees.  An opinion of counsel will be accepted in lieu of title insurance in jurisdictions where this practice is considered to be usual and customary.  In all instances the following criteria must be met:  Preliminary title report must be dated no more than 45 days prior to funding. Gap coverage or an updated title must be provided after such time. Gap coverage provided in written form will be good for an additional 60 days.  Preliminary title must indicate that the final title policy will be issued after funding.  Coverage to equal loan amount  The chain of title will be reviewed for flips as part of the underwriting process  Borrower name must be indicated on the title commitment  If borrower's marital status appears to be different than on Form 1003, the discrepancy must be addressed  Cross reference seller name to purchase agreement	



• Proposed insured must reflect lender's name

#### **Title History Review**

The following information outlines required documentation and/or acceptable sources to satisfactorily verify property ownership for at least 12 months. All files are to contain a 12-month title history from an acceptable source.

Transfer date, price, and buyer and seller names on any title transfers that occurred within the previous 12 months.

#### **Acceptable Sources for Title Transfer Verification**

- Title commitments, preliminary title, full attorney's title opinion, short form title policy
- Copies of recorded title transfer deed.
- Third-party database sources such as Data Quick, SiteX TM, Appintell, History Pro.

NOTE: The appraisal is not an acceptable source to support transfer information. Any requirements to obtain clear title and a clean title policy, such as Statements of Information or copies of Trust Agreements, must be cleared prior to closing. The preliminary policy or title commitment must indicate that the final title policy is to be issued after closing.

**Acceptable Title Exceptions** (typically must not have an impact on the customary use, enjoyment, or appraised value or marketability of the subject property)

- Customary public utility subsurface easements, the location of which is fixed and can be verified. The exercise of rights of easement must not have an impact on the customary use, enjoyment, or appraised value or marketability of the subject property.
- Above-surface public utility easements that extend along one or more property lines for distribution purposes or along the rear property line for drainage, provided that they do not extend more than 12 feet from the subject property lines and do not interfere with any of the buildings or improvements or with the use of the subject property; restrictions, provided that their violation will not result in the forfeiture or reversion of title or a lien of any kind for damages, or have an adverse effect on the customary use, enjoyment, or appraised value or marketability of the subject property.
- Mutual easement agreements that establish joint driveways or party walls constructed on the subject property and on an adjoining property, provided all future owners have unlimited and unrestricted use of them.
- Encroachments of one (1) foot or less on adjoining property by eaves or other
  overhanging projections or by driveways provided there is at least a ten (10) foot
  clearance between the buildings on the subject property and the property line affected by
  the encroachments.
- Encroachments on the subject property by improvements on adjoining property, provided
  that these encroachments extend one (1) foot or less over the property line of the subject
  property, have a total area of 50 square feet or less, do not touch any buildings, and do
  not interfere with the use of any improvements on the subject property or the use of the
  subject property not occupied by improvements.
- Encroachments on adjoining properties by hedges or removable fences.
- Liens for real estate or ad valorem taxes and assessments not yet due and payable.

#### **Survey Requirements**

If not insured against loss by title insurance, each loan file must contain a survey. Surveys must be certified, dated, and signed by the licensed civil engineer or registered surveyor performing the survey. The survey must conform to the Fannie Mae Selling and Servicing Guides or Freddie Mac Sellers' and Servicers' Guide.

Surveys are always required on new constructions homes and are reviewed for:

- Easements, encroachments and possible boundary violations
- Dwelling location reflected on the survey
- Unimproved land surveys are not acceptable
- An elevation survey to confirm if the property is in a Flood Zone

**Section 9: References** 



0.4.0: 1			
9.1 Disclosures			
Fair Lending Statement  NewRez operates in strict compliance with the provisions of the Fair Housing Act and the Equal Credit Opportunity Act. The Fair Housing Act makes it unlawful to discriminate in housing related activities against any person because of race, color, religion, national origin, sex, handicap, or familial status. The Equal Credit Opportunity Act prohibits discrimination with respect to any aspect of a credit transaction on the basis of sex, race, color, religion, national origin, marital status, age (provided that the borrower has legal capacity to enter into a binding contract), receipt of public assistance, or because the borrower has in good faith exercised any right under the Consumer Credit Protection Act. NewRez fully supports the letter and spirit of both of these laws and will not condone discrimination when it determines whether to purchase any particular loan. It should be noted, however, that all credit decisions with respect to all mortgage loans are made solely by the related originator, and NewRez does not participate in such decisions.  Responsible Lending Statement  NewRez will not originate or purchase loans that are: (a) Mortgage Loans subject to 12 CFR Part 226.32 of Regulation Z, the regulation implementing the Home Ownership and Equity Protection Act of 1994, as amended, or (b) classified and/or defined, as a "high cost," "threshold," "predatory high risk home loan" or "covered" loan (or a similarly-classified loan using different terminology under a law imposing additional legal liability for mortgage loans having high interest rates, points and/or fees) under any other applicable federal, state or			
Costian 10. Vancion C	local law.		
Section 10: Version C		April E 2010	
Amount	Removed requirement for properties located in Connecticut to be \$1 above conforming or high balance limit	April 5, 2019	
2.2 Eligible Terms	Added 40 Year Fixed Rate IO – 680 Minimum FICO	April 5, 2019	
2.7 Interest Only	Added 40 Year Fixed Rate IO	April 5, 2019	
2.22 Multiple	Updated to reflect maximum exposure is \$3M in aggregate	April 5, 2019	
Mortgages to Same Individual			
2.23 Ineligible	Added ARM loans for FTHB in Massachusetts as ineligible	April 5, 2019	
Transactions			
4.1 Eligible Properties	<ul> <li>Added properties with oil and gas leases as eligible with requirements</li> <li>Removed requirement for properties located in Connecticut to be \$1 above conforming or high balance limit</li> </ul>	April 5, 2019	
4.2 Condos	Updated to reflect detached condos and 2-4 unit condos no longer require project review	April 5, 2019	
4.24 Geographic Restrictions	Added ARM loans for FTHB in Massachusetts as ineligible	April 5, 2019	
4.5 Agricultural Use	Updated to permit properties with agricultural zoning that meet certain requirements	April 5, 2019	
4.7 Leasehold Properties	Added leasehold properties as eligible with requirements	April 5, 2019	
4.8 Ineligible Property Types	Removed leasehold and properties with oil/gas leases	April 5, 2019	
4.13 Disaster Area	Updated to refer to NewRez Disaster Policy	April 5, 2019	
6.5 Liabilities	Updated requirements for HELOC payments for qualification	April 5, 2019	