

| PURCHASE & RATE/TERM REFINANCE - FIXED RATE |         |                 |                        |                        |          |                                                                             |                                                                                    |                         |                                                                                            |
|---------------------------------------------|---------|-----------------|------------------------|------------------------|----------|-----------------------------------------------------------------------------|------------------------------------------------------------------------------------|-------------------------|--------------------------------------------------------------------------------------------|
| Occupancy                                   |         | Max Loan Amount | Maximum LTV            | Maximum CLTV           | Min FICO | Max Ratios                                                                  | Minimum Cash Investments                                                           | Mortgage/Rental History | Reserves                                                                                   |
| Primary                                     | 1 Unit  | \$726,200       | 97%*                   | 97%*                   | 620      | AUS Approved<br>Eligible / Accept<br>Eligible - Up to<br>50% Maximum<br>DTI | Primary <80%<br>LTV= None<br>Primary >80%<br>LTV = None<br>Primary 2-4<br>Unit= 5% | Evaluated byAUS         | Refer to minimum<br>reserves section of the<br>Conventional Guidelines<br>for requirements |
| Primary                                     | 2 Units | \$929,850       | 85%                    | 85%                    | 620      |                                                                             |                                                                                    |                         |                                                                                            |
| Primary                                     | 3 Units | \$1,123,900     | 75%***                 | 75%***                 | 620      |                                                                             |                                                                                    |                         |                                                                                            |
| Primary                                     | 4 Units | \$1,396,800     | 75%***                 | 75%***                 | 620      |                                                                             |                                                                                    |                         |                                                                                            |
| 2nd Homes                                   | 1 Unit  | \$726,200       | 90%*                   | 90%*                   | 620      | AUS Approved<br>Eligible / Accept<br>Eligible - Up to<br>50% Maximum<br>DTI | Second <80%<br>LTV = None<br>Second >80%<br>LTV = 5%                               | Evaluated byAUS         | Refer to minimum<br>reserves section of the<br>Conventional Guidelines<br>for requirements |
| Non- Owner                                  | 1 Unit  | \$726,200       | Purchase85%*           | Purchase85%*           | 620*     | AUS Approved<br>Eligible / Accept<br>Eligible - Up to<br>50% Maximum<br>DTI | Entire down<br>payment from<br>Borrower own<br>funds**                             | Evaluated byAUS         | Refer to minimum<br>reserves section of the<br>Conventional Guidelines<br>for requirements |
|                                             |         | \$726,200       | Rate & Term<br>75%**** | Rate & Term<br>75%**** | 620      |                                                                             |                                                                                    |                         |                                                                                            |
| Non-Owner                                   | 2 Units | \$929,850       | 75%                    | 75%                    | 620      |                                                                             |                                                                                    |                         |                                                                                            |
| Non-Owner                                   | 3 Units | \$1,123,900     | 75%                    | 75%                    | 620      |                                                                             |                                                                                    |                         |                                                                                            |
| Non-Owner                                   | 4 Units | \$1,396,800     | 75%                    | 75%                    | 620      |                                                                             |                                                                                    |                         |                                                                                            |

\*Must follow MI Guidelines for particular state

\*\*Does not apply to Rate/Term Refinance

\*\*\*Run LPA for 80% LTV / \*\*\*\*Run LPA for 85% LTV



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# Product Matrix

## CONVENTIONAL CONFORMING FIXED PROGRAM

### CASH-OUT REFINANCE- FIXED RATE

| Occupancy  |         | Max Loan Amount | MaximumLTV | MaximumCLTV | Min FICO | Max Ratios                                                      | Minimum Cash Investments | Mortgage/Rental History | Reserves                                                                          |
|------------|---------|-----------------|------------|-------------|----------|-----------------------------------------------------------------|--------------------------|-------------------------|-----------------------------------------------------------------------------------|
| Primary    | 1 Unit  | \$726,200       | 80%        | 80%         | 620      | AUS Approved Eligible / Accept Eligible - Up to 50% Maximum DTI | NA                       | Evaluated byAUS         | Refer to minimum reserves section of the Conventional Guidelines for requirements |
| Primary    | 2 Units | \$929,850       | 75%        | 75%         | 620      |                                                                 |                          |                         |                                                                                   |
| Primary    | 3 Units | \$1,123,900     | 75%        | 75%         | 620      |                                                                 |                          |                         |                                                                                   |
| Primary    | 4 Units | \$1,396,800     | 75%        | 75%         | 620      |                                                                 |                          |                         |                                                                                   |
| 2nd Homes  | 1 Unit  | \$726,200       | 75%        | 75%         | 620      | AUS Approved Eligible / Accept Eligible - Up to 50% Maximum DTI | NA                       | Evaluated byAUS         | Refer to minimum reserves section of the Conventional Guidelines for requirements |
| Non- Owner | 1 Unit  | \$726,200       | 75%        | 75%         | 620      | AUS Approved Eligible / Accept Eligible - Up to 50% Maximum DTI | NA                       | Evaluated byAUS         | Refer to minimum reserve section ofthe Conventional Guidelines for requirements   |
| Non- Owner | 2 Units | \$929,850       | 70%        | 70%         | 620      |                                                                 |                          |                         |                                                                                   |
| Non- Owner | 3 Units | \$1,123,900     | 70%        | 70%         | 620      |                                                                 |                          |                         |                                                                                   |
| Non- Owner | 4 Units | \$1,396,800     | 70%        | 70%         | 620      |                                                                 |                          |                         |                                                                                   |

### MANUFACTURED HOMES

| Occupancy             |                               | Loan Purpose                   | Max LTV/CLTV/HCLTV |
|-----------------------|-------------------------------|--------------------------------|--------------------|
| Primary               | 1 Unit                        | Purchase & Rate/Term Refinance | 95%                |
| Primary               | 1 Unit<br>Max Term ≤ 20 Years | Cash-Out Refinance             | 65%                |
| 2 <sup>nd</sup> Homes | 1 Unit                        | Purchase & Rate/Term Refinance | 90%                |
| Non-Owner             | Not Permitted                 |                                |                    |



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### CONVENTIONAL Underwriting Guidelines Requirements (Loan MUST be submitted through AUS)

#### COLLATERAL

|                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Appraisal</b>             | Transferred appraisals are permitted with proof the appraisals comply with Appraisal Independence Requirements (AIR). If the appraisal report is marked "subject-to" a final inspection 1004D will always be required, processor certifications will not be accepted in lieu of.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>Appraisal Updates</b>     | Permitted. Follow guidelines and acceptable extension dates. The appraisal may be no older than 12 months at closing with an appraisal update.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Appraisal Waiver</b>      | Permitted. Follow FNMA Appraisal Waiver requirements. Not eligible for manufactured homes, 2-4 unit properties, TX Home Equity 50(a)(6) or 50(a)(6) Conversion, values of \$1M or greater, leaseholds, properties with resale restrictions, when satisfying construction financing, using rental income from the subject property to qualify, gifts of equity, or an appraisal has been obtained within 120 days of the note date.                                                                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Property Condition</b>    | Minor conditions and deferred maintenance are typically due to normal wear and tear from the aging process and the occupancy of the property. While such conditions generally do not rise to the level of a required repair, they must be reported. Examples of minor conditions and deferred maintenance include worn floor finishes or carpet, minor plumbing leaks, holes in window screens, or cracked window glass. Condition Ratings C1, C2, C3, and C4 are eligible for delivery in "as is" condition. Properties with a Condition Rating of C5 require analysis to determine if any deficiencies impact safety, soundness, or structural integrity of the property or require repairs prior to delivery of the loan. Properties with a condition rating of C6 are ineligible.                                                                         |
| <b>Ineligible Properties</b> | Co-ops, On-frame modular construction, Boarding houses, Bed and Breakfast properties, properties that are not suitable for year-round occupancy regardless of location, Agricultural properties, such as farms or ranches, properties that are not readily accessible by roads that meet local standards, vacant land or land development properties, State- approved medical marijuana producing properties, properties with more than one dwelling unit where one or more of the units (includes accessory dwelling units) is a manufactured home, properties with water sourced by a river, properties located on Tribal Lands which includes section 184, Hawaiian properties in Lava Zones 1 and 2, properties located in the Department of Hawaiian Home Lands Leasehold (DHHL). See complete ineligible property list in Conventional FNMA guidelines. |
| <b>Manufactured Homes</b>    | Single wide is limited to principal residence purchase and rate/term only.<br>Single wide not currently eligible for Freddie Mac                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |



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### CONVENTIONAL CONFORMING FIXED PROGRAM

| TYPES OF FINANCING                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Down Payment Assistance</b>                   | Down payment assistance is allowed with EPM's approval of the agency providing funds.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>At Interest Transactions</b>                  | Transactions where: Builder is acting as Realtor/Broker – permitted on primary residence only. Realtor/Broker is selling their own property – permitted on primary residence only. Loan originator is acting in another real-estate related role - not permitted. Loan Originator cannot have another real estate related position on any loan, regardless of the loan program.                                                                                                                                                                                                                       |
| <b>Texas Cash Out</b>                            | See EPM Texas Home Equity guidelines.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Texas Conversion (Refinance) Transactions</b> | <p>To convert (refinance) a Texas 50(a)(6) loan to a Rate/Term loan the following are required:</p> <ul style="list-style-type: none"><li>Existing Texas 50(a)(6) loan must be seasoned for at least 12 months at time of closing</li><li>Borrower(s) must be provided a copy of Notice Concerning Refinance of Existing Home Equity Loan to Non-Home Equity Loan Under Section 50(f)(2) disclosure</li><li>Borrower(s) must receive disclosure within 3 business days of application and 12 calendar days prior to consummation</li><li>Maximum 80% LTV/CLTV</li><li>No cash out permitted</li></ul> |

| CREDIT                                               |                                                                                                                                                                                                                                                                                                                                                                                                                        |
|------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Manual Underwrite</b>                             | Not permitted. Must receive DU Approve/Eligible.                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Judgments/Liens</b>                               | Outstanding judgments and liens must be paid at or prior to loan closing. All state and IRS tax liens on the subject property and other properties are required to be paid whether or not they currently affect title. Documentation of the satisfaction of these liabilities, along with verification of funds sufficient to satisfy these obligations must be obtained.                                              |
| <b>Federal Income Tax Installment Agreements</b>     | The monthly payment amount may be included as part of the Borrower's monthly debt obligations (in lieu of requiring payment in full) if no Federal Tax Lien has been filed against the Borrower.                                                                                                                                                                                                                       |
| <b>Minimum FICO</b>                                  | EPM requires a minimum of one (1) reported credit score for each Borrower with a tri-merge credit report. Refer to the Mortgage Insurance section for additional requirements.                                                                                                                                                                                                                                         |
| <b>Non-Occupant Co- Borrowers and Blended Ratios</b> | For DU loan casefiles, if the income of a guarantor, co-signer, or co-Borrower is used for qualifying purposes, and that guarantor, co-signer, or co-Borrower will not occupy the subject property, the maximum LTV, CLTV, and HCLTV ratio may not exceed 95%. The DTI ratio is calculated using the income and liabilities of all Borrowers; there is no separate DTI ratio requirement for the occupant Borrower.    |
| <b>Business Debt</b>                                 | If the Borrower is personally liable for a business debt, whether the debt is reflected on the Borrower's personal credit report or not, the Borrower is personally liable, and the debt must be included in the debt-to-income ratios. If the Borrower can provide twelve (12) months' proof of payment/canceled checks drawn against a business account, this debt need not be included in the debt-to-income ratio. |



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## CONVENTIONAL CONFORMING FIXED PROGRAM

| INCOME/ASSETS                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                              |                                                                                                                                      |
|---------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|
| Tax Return Transcripts/W2 transcripts | When federal income tax information is used to document income for qualifying purposes, the lender must obtain transcripts of the applicable federal income tax documents directly from the IRS (or designee) by using IRS Form 4506-C. W2 Transcripts are not required.                                                                                                                                                                                                                                         |                                                                                                                              |                                                                                                                                      |
| Verification of Deposits              | Allowed.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                              |                                                                                                                                      |
| Business Assets                       | Business Assets are allowed for down payment; however, the Borrower must be the 100% owner of the Business. The effect on Borrower's business must be established by the underwriter.                                                                                                                                                                                                                                                                                                                            |                                                                                                                              |                                                                                                                                      |
| Custodial Accounts forMinors          | These accounts are not an allowable asset for down payment, closing costs or reserves. Accounts that are in a minor's name where the Borrower is only the custodian of the funds are not eligible to be used for a transaction in closing costs, reserves or down payment.                                                                                                                                                                                                                                       |                                                                                                                              |                                                                                                                                      |
| Future Income                         | Future earnings that exceed 20% of the Borrower(s) current income cannot be used for qualifying. Any recent pay increases that exceed 20% of the Borrower(s) current income must be documented with a current paystub and proof of deposit into the Borrower(s) bank account.                                                                                                                                                                                                                                    |                                                                                                                              |                                                                                                                                      |
| GENERAL                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                              |                                                                                                                                      |
| Loan Terms Available                  | 10, 15, 20, & 30 Year Fixed                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                              |                                                                                                                                      |
| Alaska/Hawaii LoanAmounts             | Alaska and Hawaii loans follow conventional conforming loan amounts.                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                              |                                                                                                                                      |
| Borrower Eligibility                  | Permanent and Non-Permanent Resident Aliens allowed with supporting documentation. Foreign Nationals or Borrowers with Diplomatic Immunity are not permitted.<br>Loans with title or interest held in various forms/legal entities such as Life Estates, Non-Revocable Trusts, Guardianships, LLC's, Corporations or Partnerships are not eligible.                                                                                                                                                              |                                                                                                                              |                                                                                                                                      |
| Escrows                               | Escrows: Tax and Insurance escrows are required on all loans greater than 80.00% loan to value (subject to state law); escrow waivers are allowed subject to a demonstrated ability by the Borrower to manage lump sum tax and insurance payments. Premiums related to the flood insurance must be escrowed - escrows for these premiums may not be waived, regardless of LTV. If flood insurance premiums are paid by a condominium association, homeowner's association or other group, no escrow is required. |                                                                                                                              |                                                                                                                                      |
| Escrow Waiver Eligibility             | Property tax and/or insurance escrows may be waived with the following criteria:                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                              |                                                                                                                                      |
|                                       | Primary Residence<br>All states excluding CA and NM: less than or equal to (<=) 80% LTV<br>California: less than or equal to (<=) 90% LTV<br>New Mexico: less than (<) 80% LTV                                                                                                                                                                                                                                                                                                                                   | Second Home<br>All states excluding CA: less than or equal to (<=) 80% LTV<br>California: less than or equal to (<=) 90% LTV | Investment Property<br>All states excluding CA: less than or equal to (<=) 80% LTV<br>California: less than or equal to (<=) 90% LTV |
| Ineligible Programs                   | Refi Plus, Adjustable Rate and Interest Only Loan Programs.                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                              |                                                                                                                                      |



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| GENERAL continued                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                |              |                |
|-------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|--------------|----------------|
| <b>Short Payoffs</b>                            | Ineligible. FNMA will NOT accept a refinance transaction where the loan EPM is paying off was a Short Payoff.                                                                                                                                                                                                                                                                                                                                                                                                               |                |              |                |
| <b>Mortgage Insurance</b>                       | <p>Mortgage Insurance from an approved provider is required on all loans over 80.00% loan to value. Regardless of AUS findings standard MI coverage is required.</p> <p>Mortgage insurance premiums may be paid monthly, annually, as a single premium or a combination of these. Monthly MI premiums may be refundable or non-refundable. Lender paid monthly MI is not allowed.</p> <p>Two FICO scores required per MI provider guidelines. MI provider Credit Score guidelines prevail when MI coverage is required.</p> |                |              |                |
| <b>Mortgage Insurance Coverage Requirements</b> | <p>The table below provides the mortgage insurance coverage requirements for first-lien mortgages.</p> <p>EPM requires standard coverage for the transaction type.</p>                                                                                                                                                                                                                                                                                                                                                      |                |              |                |
|                                                 | LTV Range                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                |              |                |
|                                                 | Transaction Type                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 80.01 – 85.00% | 85.01-90.00% | 90.01-95.00%   |
|                                                 | All property types other the standard manufactured homes                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                |              |                |
|                                                 | Fixed-rate, term ≤ 20 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 6%             | 12%          | 25%            |
|                                                 | Fixed-rate, term > 20 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 12%            | 25%          | 30%            |
|                                                 | Standard manufactured homes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                |              |                |
|                                                 | Fixed-rate, any term                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 12%            | 25%          | 30%            |
|                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                |              | Not Applicable |

| RUN LPA                                           |                                                                                                                                                                                                                                                                       |
|---------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Primary Purchase/Rate &amp; Term Refinance</b> | 3 & 4 Units at 80% LTV                                                                                                                                                                                                                                                |
| <b>Non-Owner Rate &amp; Term Refinance</b>        | 1 Unit at 85% LTV                                                                                                                                                                                                                                                     |
| <b>Seller Carry Back Financing</b>                | If the Seller carry back rate is more than 2% below current standard rates for second mortgages.                                                                                                                                                                      |
| <b>Student Loans</b>                              | For deferred loans or loans in forbearance, calculate a payment equal to 1% of the outstanding student loan balance (even if this amount is lower than the actual fully amortizing payment), or a fully amortizing payment using the documented loan repayment terms. |

