



NanQ "Select" and Grades																			
Full Doc / Alt Doc Purchase, R/T & C/O Income Types Include: Full Doc - 12, 24 mos, Alt Doc - 1099, WVOE, Asset Utilization, Bank Statements, P&L with 3 mos Bank Stmt, One Yr Self-Employment, Assets as blended income.																			
Loan Amount	Select NQM					A+					A				B				C
	FICO to Max LTV/CLTV					FICO to Max LTV/CLTV (Min 660 FICO)					FICO to Max LTV/CLTV (Min 600 FICO)				FICO to Max LTV/CLTV (Min 600 FICO)				(Min 600 FICO)
	740+	720+	700+	680+	660+	740+	720+	700+	680+	660+	720+	680+	640+	600+	720+	680+	640+	600+	600+
\$ 1,000,000	85%	85%	85%	80%		90%	90%	90%	85%	80%	85%	80%	80%	80%	80%	80%	80%	80%	70%
\$ 1,500,000	85%	85%	80%	75%		90%	90%	90%	85%	80%	80%	80%	75%		80%	75%	75%	75%	
\$ 2,000,000	85%	80%	75%	75%		90%	90%	85%	80%	75%	75%	75%			70%	65%	50%		
\$ 2,500,000	80%	75%	75%	65%		80%	80%	80%	75%	70%	70%	70%			60%	50%			
\$ 3,000,000	75%	75%	65%	60%		80%	80%	75%	70%	60%	65%	60%			50%				
\$ 3,500,000						65%	65%	60%	60%	50%	50%								
\$ 4,000,000						65%	60%	50%											
Purchase	Max 85%					Max 90%					Max 85%				Max 80%				Max 70%
Rate & Term	Max 80%					Max 85%					Max 80%				Max 80%				Max 70%
Cash Out	• 5% LTV reduction from Max LTV • Max 75% Refer to C/O Restrictions for details					• 5% LTV reduction from Max LTV • Max 80% Refer to C/O Restrictions for details					• 5% LTV reduction from Max LTV • Max 75% Refer to C/O Restrictions for details				• 5% LTV reduction from Max LTV • Max 70% Refer to C/O Restrictions for details				Not allowed
Max LTV	Non-Owner Occupied - 75% 2nd Home - 75% Condo - 85% Condo Non-Warrantable - NA Condotel - NA 2 Unit - 80% 3-4 Unit - 75% Rural - NA					Non-Owner Occupied - 85% 2nd Home - 85% Condo - 85% Condo Non-Warrantable - 75% Condotel - 75% 2 Unit - 85% 3-4 Unit - 80% Rural - 70%					Non-Owner Occupied - 80% 2nd Home - 80% Condo - 80% Condo Non-Warrantable - 75% Condotel - 75% 2-4 Unit - 80% Rural - 70%				Non-Owner Occupied - 75% 2nd Home - 75% Condo - 75% Condo Non-Warrantable - 70% Condotel - 65% 2-4 Unit - 75% Rural - 65%				NOO - NA 2nd Home - NA Condo - 65% Condo NW - NA Condotel - NA 2-4 Unit - NA Rural - NA
Min Loan Amount	• Full Doc Min. 150K • Alt Doc Min. 150K					• Full Doc Min. 125K • Alt Doc Min. 125K					• Full Doc Min. 125K • Alt Doc Min. 125K				• Full Doc Min. 125K • Alt Doc Min. 125K				• Full Doc Min. 125K • Alt Doc: Not Allowed
Housing History	0 x 30 x 24 Rent free not allowed					0 x 30 x 12					1 x 30 x 12				1 x 60 x 12				1 x 120 x 12
Credit Event (BK,SS,FC,DIL,CCC)	48 Months Multiple unrelated credit events not allowed					36 Months (12 on BK 13/CCC w/pay history)					24 Months (Settled on BK 13/CCC w/pay history)				18 Months (Settled on BK 13, SS, DIL, CCC)				Settled
DTI 50-55% DTI see below ¹	• Full Doc: Max 45% • Alt Doc: Max 45%					• Full Doc: Max 50%, Max 45% if ≥ 85% LTV • Alt Doc: Max 50%, Max 45% if ≥ 85% LTV					• Full Doc: Max 50%, Max 45% if ≥ 85% LTV • Alt Doc: Max 50%, Max 45% if ≥ 85% LTV				• Full Doc: Max 50% • Alt Doc: Max 43%				• Full Doc: Max 50% • Alt Doc: Not allowed
One Year Self-Employed	Not allowed					• Max 80% LTV • Max 75% LTV - C/O • Min 660 FICO • Bank Stmt. Only					Not allowed				Not allowed				Not allowed
Asset Utilization	Not allowed					• Max 80% LTV • Max 75% LTV - C/O • Max \$2m					Max 80% LTV - Pur & R/T • Max \$2m				Max 80% LTV - Pur & R/T • Max \$2m				Not allowed
1099 Only	Not allowed					• Max 80% LTV • Max 75% LTV - C/O • 2 Most Recent Bank Stmt • Primary residence only					• Max 80% LTV - Pur & R/T • 2 Most Recent Bank Stmt • Primary residence only				• Max 80% LTV - Pur & R/T • 2 Most Recent Bank Stmt • Primary residence only				Not allowed
WVOE Only	Not allowed					• Max 80% LTV • Max 70% LTV - C/O & FTHB • Primary residence only					• Min 620 FICO • Max 80% LTV • Max 70% LTV - C/O & FTHB • Primary residence only				• Min 620 FICO • Max 80% LTV • Max 70% LTV - C/O & FTHB • Primary residence only				Not allowed
Condotel	Not allowed					• Max 75% LTV • Max 65% LTV - R/T & C/O • \$1.5M Max LA • \$250,000 Min LA • Foreign National, ITIN ineligible					• Max 75% LTV • Max 65% LTV - R/T & C/O • \$1.5M Max LA • \$250,000 Min LA • Foreign National, ITIN ineligible				• Max 65% LTV - Pur, R/T & C/O • \$1.5M Max LA • \$250,00 Min LA • Foreign National, ITIN ineligible				Not allowed
ITIN	Not allowed					• 660+ FICO • Max 85% LTV • \$1.5M Max LA • > 80% LTV \$1M Max LA • NOO Max 80% LTV & Max 75% LTV - C/O • Full Doc & 12 mos Bank Stmt only					• 700+ FICO • Max 80% LTV - Pur • \$1.5M Max LA • Full Doc & 12 mos Bank Stmt only				Not allowed				Not allowed
DACA	Not allowed					Max 85% LTV - Pur					Max 80% LTV - Pur				Max 75% LTV - Pur & R/T				Not allowed
Foreign National 2nd Home/NOO	Not allowed					• 700+ FICO • Max 75% LTV - Pur • Max 65% LTV - C/O • \$2M Max LA • 12 mos min. reserves required					• 700+ FICO • Max 75% LTV - Pur & R/T • Max 65% LTV - C/O • \$2M Max LA • 12 mos min. reserves required				Not allowed				Not allowed
Reserves	6 Months min., <i>cash-out cannot be utilized</i>					OO & 2nd Home: ≤ 75% LTV no reserves, > 75% 3 Mos, > 80% 6 Mos NOO: ≤ 70% LTV no reserves, > 70% 3 mos, > 80% 6 Mos All Occupancies: <i>Cash-out can be utilized</i>									OO & 2nd Home: ≤ 65% LTV no reserves, > 65% 3 Mos NOO: 3 Mos min, max \$2.0M LA All Occupancies: <i>Cash-out can be utilized</i>				6 Months min. <i>cash-out can be utilized</i>
						Loan Amt > \$3.0M, 12 Mos; > \$2.0M, 6 Mos, <i>cash-out cannot be utilized</i> 2 Mos for each additional financed property (based on subject property PITIA)													

NanQ Investor Programs								
DSCR Select Ratio 1.25 DSCR Ratio 1.0 No-Ratio Ratio < 1.0								
Loan Amount	Select DSCR		DSCR					No Ratio
	FICO to Max LTV/CLTV		FICO to Max LTV/CLTV					FICO to Max LTV/CLTV
	740+	700+	740+	720+	680+	640+	620+	640+
\$ 1,000,000	75%	75%	85%	85%	80%	75%	70%	70%
\$ 1,500,000	75%	75%	85%	85%	80%	70%	65%	65%
\$ 2,000,000	75%	70%	80%	80%	75%	70%	60%	60%
\$ 2,500,000	70%	65%	75%	75%	70%	65%	55%	55%
\$ 3,000,000	65%	60%	70%	70%	65%	≤ 60%	≤ 50%	50%
\$ 3,500,000			65%	65%				
\$ 4,000,000								
Purchase	Max 75%		Max 85%					Max 70%
Rate and Term	Max 75%		Max 85%					Max 70%
Cash Out	• 5% LTV reduction from Max LTV <i>Refer to C/O Restrictions</i>		• 5% LTV reduction from Max LTV • Max 75% <i>Refer to C/O Restrictions for details</i>					• 5% LTV reduction from Max LTV <i>Refer to C/O Restrictions</i>
Max LTV	Condo - 75% Condo NW - NA Condotel - NA 2-4 Unit - NA Rural - NA		Condo - 80% Condo Non-Warrantable (Max \$3.0M) - 75% Condotel - 75% 2-4 Unit - 80% Rural - 65%					60% 60% NA 60% NA
Min Loan Amount	Min. \$250,000		Min. \$100,000					Min. \$100,000
Ratio	Min 1.25 Ratio		Min 1.00 Ratio >80% LTV Min 1.20 Ratio					Min 0.75 Ratio
Housing History	0 x 30 x 12		1 x 30 x 12					0 x 30 x 12
Credit Event (BK,SS,FC,DIL)	48 Months		36 Months (12 BK 13 & 24 SS/DIL, Ch. 7 BK)					36 Months
Reserves	3 Mos, <i>cash-out cannot be utilized</i>		> 65% LTV, 3 Mos; <i>cash-out can be utilized</i> ; Inexperienced Investors: 3 Mos, <i>cash out cannot be utilized</i>					6 Mos, <i>cash out cannot be utilized</i>
	Loan Amt: > \$3.0M, 12 Mos ; > \$2.0M, 6 Mos, <i>cash out cannot be utilized</i>							
Short Term Rentals	Not allowed		•5% Reduction • Max 80% LTV - Pur & R/T					Not allowed
Declining Mkt Rent	≥ 1:1 DSCR Max LTV 65% OR Program Max LTV ≥ 1.25 DSCR							Not allowed
Recently Listed w/C/O (< 6 Mos. Off Mkt)	Delisted ≥ 30 days and leased allowed Value is lower of lowest listing price w/in 180 days or appraised value 3 Mos reserves (not from C/O), 1 yr. min. PPP required, 70% Max LTV							Not allowed
Condotel	Not allowed		• 65% Max LTV R/T & C/O • \$1.5M Max • \$250,000 Min					Not allowed
ITIN	Not allowed		• 700+ FICO • \$1.5M Max • Max 75% LTV - Pur & R/T • Max 70% LTV - C/O • Condotels ineligible					Temporary Suspension
Foreign National	Not allowed		• 700+ FICO • Max 75% LTV • Max 65% LTV - C/O • Max LA \$2M • Condotels Ineligible • 12 mos min. reserves required					Temporary Suspension
DACA	Not allowed		Max 80% LTV - Pur & R/T					Not allowed
Interest Only	• Qualify on IO Payment ALL States • Reserves based on IO Pmt							
Loan Programs								
ARM Fully Amortized		Fixed Fully Amortized			Interest-Only (IO) • Min 640 FICO • Max 80% LTV • Reserves based on IO payment			
• 5/6 SOFR: (2/1/5 Cap Structure) • 7/6 SOFR: (5/1/5 Cap Structure) • Not Available on Select NQM		• 15-Year Fixed (180 Months) • 30-Year Fixed (360 Months) • 40-Year Fixed (480 Months)			• 30-Year Fixed IO (120 mos. IO + 240 mos. Amort.) • 40 -Year Fixed IO (120 mos. IO + 360 mos. Amort.) • 5/6 IO SOFR: (2/1/5 Cap Structure) • 7/6 IO SOFR: (5/1/5 Cap Structure) • IO Not Available on Select NQM			



Additional Product Details: ALL Products & DSCR			
<div>Cash In Hand Limit (Based on LTV & FICO)</div> <div>≤ 70% LTV & ≥ 700 FICO: \$1.5M max cash in hand*</div> <div>≤ 65% LTV & < 700 FICO: \$1.0M max cash in hand*</div> <div>> 65% - ≤ 70% LTV & < 700 FICO: \$500k max cash in hand*</div> <div>> 70% LTV: \$500k max cash in hand (Free & Clear ineligible)</div> <div>Vacant Properties: \$750K max cash in hand</div> <div>*Free & Clear Properties: Must follow FICO requirements, 70% max LTV</div>		<div>Appraisal</div> <div>• Loan Amount > \$1,500,000 & ≤ \$2,000,000: 1 appraisal allowed if completed by Preferred AMC, ARR Required 2 appraisals required if 1st appraisal NOT completed by Preferred AMC, 2nd Appraisal must be from the Preferred AMC</div> <div>• Loan Amount > \$2,000,000: 2 appraisals, 1st appraisal must be from Preferred AMC - 2nd appraisal can be from Approved AMC, ARR required on lower valued appraisal</div> <div>• Loan Amount < \$1,500,000: 1 Appraisal required & CU ≤ 2.5 = No Add'l Requirements 1 Appraisal required & CU > 2.5 or no score = ARR or CCA Required, 10% variance allowed</div>	<div>Interested Party Contribution IPC</div> <div>Owner Occ/2nd Home: LTV ≤ 80% Max: 6%</div> <div>Owner Occ/2nd Home: LTV > 80% Max: 4%</div> <div>Investment Property: All LTV's Max: 3%</div>
Cash Out Restrictions	LTV is the lower of Max LTV based on FICO, loan amount, occupancy and property type with 5% reduction or program specific Max LTV not to exceed the Max LTV allowed, as applicable		
Gift funds	100% allowed with 10% LTV reduction from program Max LTV (see above), no LTV reduction required with min 5% buyer own funds Gift of Equity not allowed for all Select		
Over \$3,000,000+ Loan Amount	See Guides for Appraisal & Credit Overlay		
Impound Waivers	Owner / 2nd Home: only if NOT HPML loan; Non-Owner is allowed (see rate sheet)		
Seasoning	Cash-Out: ≥ 6 months ownership, > 6 months since a prior Cash-Out ITIN: ≥ 12 months ownership for Cash-Out, ≥ 6 months ownership for Rate/Term		
Residual Income	\$1250/mo. + 250 1st + 125 others (not applicable to DSCR)		
Min sq. footage	(SFR: 600sq.ft.) (Condo: 500sq.ft.) (2-4 Units: 400sq.ft. ea.)		
Financed Property Limits	20 financed properties incl subject (non DSCR). • LS Exposure - \$5m or 6 Properties		
Pre-Payment Penalty	Not allowed in: AK, MI, MN, NJ*, NM. *Allowed to close in the name of a Corp. Refer PPP Matrix for state specific requirements.		
Debt Consolidation	Follows R/T Refi FICO, 80% Max LTV, OO Only (Max 5K Cash in hand)		
State Restrictions	Texas Cash-Out: Max 80% LTV (Owner-Occ, per TX 50(a)(6)) Georgia DSCR \$2,000,000 Max LA		
Private Party VOR's	LTV ≤ 80% & ≥ 660 FICO LTV ≤ 70% & ≥ 600 FICO		
Foreign National	Asset Utilization only for 2nd Home & NOO when not DSCR 12 Mos Reserves all Occupancy types		
Non-Occupant Co-Borr	Purchase / Rate & Term Only (Grades A, A+, B only)		
Declining Markets	> 70% LTV: Areas designated declining value on the appraisal will take a 5% LTV reduction from program Max LTV		
50.01% - 55% DTI	Full Doc 6-Months Reserves Max 80% LTV 660 Min FICO Primary Only Purchase Only Grades A+ \$1,500,000 Max LA		
Tradeline Requirements	3 tradelines reporting 12 months with activity in last 12 months, OR 2 tradelines reporting for 24 months with activity in last 12 months. See guides for other options when borrower(s) do not meet min criteria. (ITIN see ITIN Guides)		
Delayed Financing	≤ \$1.5M LA program max LTV/CTLV, > \$1.5M LA 70% max LTV/CLTV DSCR only - unleased/vacant > 3 mos must follow unleased property LTV/CLTV restrictions and Cash in Hand Limit - Vacant Properties		
Temporary Buydowns	2:1 and 1:0 30 year fixed, Purchase transactions only Primary and Second Home eligible, non-TRID Investment and DSCR loans ineligible		
Links			
NanQScenario@LSMortgage.com		NANQLockDesk@LSMortgage.com	NANQLockDesk@LSMortgage.com
		NANQLockDesk@LSMortgage.com	NanQCondoReview@LSMortgage.com

Additional DSCR Guides			
<div>Debt Service Coverage Ratio Requirements</div> <div>• Gross Income/PITIA or ITIA; Qualified on cash flow of subject property.</div> <div>• Gross Income: Lower of estimated market rent from Form 1007 and monthly rent from existing lease (if lease amount is higher, needs to be documented with two months proof of receipt of rent or if brand new lease see guidelines).</div> <div>• Experienced Investor: Must have ONE of the following:<div>1) Owned 2 or more properties greater than the most recent 12 months.</div><div>2) Owned 1 investment property for greater than the most recent 24 months.</div><div>3) Ownership in commercial RE within the last 12 months.</div></div> <div>• Inexperienced Investor: Must have owned a residence (primary or investment) in the most recent 12 mos., for a min of 12 mos. 80% Max LTV \$1,500,000 Max LA 60% Max LTV for No-Ratio < 1.00 C/O NA for No-Ratio Inexperienced Investor 3 Mos. reserves, cash out cannot be utilized</div>			
<div>Tradelines</div> <div>Tradelines for mortgages that reflect on credit report that have been paid off or sold in the last 12 months can meet the above requirements. Inexperienced investor, all borrowers must meet inexperienced definition. No first-time home buyers are allowed with inexperienced. Experienced Investor, only one borrower has to meet the experienced investor definition, all other borrowers can either be inexperienced or first-time home buyer. All properties to meet above definitions must be domiciled in the United States (Foreign National excluded).</div>			
Limited Tradelines	Max 70% LTV see guidelines, not available on Select DSCR and No Ratio.		
Additional Reserves	Add'l Financed Properties - Not Applicable		
Occupancy	Non-Owner Occupied Only, Investment Properties Only.		
<div>Short Term Rentals</div> <div>• Purchase or Refi (R/T & C/O)</div> <div>• 1 Unit SFR, 2-4 Unit, PUD and Condo eligible, Condotel min 1.20 DSCR</div> <div>• No first-time investors & no inexperienced investors</div> <div>• Apply 20% Management Fee Reduction to Income</div> <div>• Document Income with 1007/1025 supported by 12 mos history of payments OR AirDNA/Overview Report (purch. only) contact AE</div> <div>• Rural not available</div> <div>• Vacant ok</div>		<div>Vacant / Unleased Properties</div> <div>• Purchase Transaction Program Max</div> <div>• Refinance Rate/Term<div>• Loan Balance ≤ \$1,000,000 – 70% LTV Max</div><div>• Loan Balance ≤ \$2,000,000 – 65% LTV Max</div></div> <div>• Refinance Cash-Out<div>• Loan Balance ≤ \$1,500,000 – 60% LTV Max</div></div> <div>• Appraisal from LSM Preferred AMC only*</div> <div>• LOE for cause of vacancy<div>*(contact AE for details)</div></div>	

*All Adjustments on this matrix are cumulative, all LTV calculations start from the highest LTV allowed per product.

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