



## NON PRIME WHOLESAL - RESIDENTIAL RATE SHEET

Minimum FICO (Credit Tier)	≥ 750	≥ 725	≥ 700	≥ 675	≥ 650	≥ 625	≥ 600	≥ 575
	AAA	AA	A	BBB	BB	B+	B	CCC
≤ 50% LTV	6.999%	7.125%	7.125%	7.250%	7.750%	8.375%	8.500%	9.250%
≤ 60% LTV	7.125%	7.125%	7.250%	7.500%	7.999%	8.750%	8.999%	9.750%
≤ 65% LTV	7.125%	7.250%	7.250%	7.625%	8.125%	8.999%	9.125%	10.125%
≤ 70% LTV	7.250%	7.250%	7.375%	7.750%	8.250%	9.125%		
≤ 75% LTV	7.250%	7.375%	7.500%	7.875%	8.500%	9.375%		
≤ 80% LTV	7.500%	7.750%	7.875%	8.250%	8.875%			
≤ 85% LTV	8.375%	8.750%	8.999%					
≤ 90% LTV	8.999%	9.500%	9.625%					
CLTV (Primary)	90%	90%	90%	80%	80%	75%	65%	65%
Margin	3.000%	3.250%	3.500%	3.750%	4.000%	4.250%	4.250%	5.000%

LENDER PAID COMPENSTION (only available on loans ≤80% LTV and below)		
Movement to:	POINTS / RATE	Payable to:
Add to Rate	<b>2:1</b>	Lender Paid Points (LPC) to Broker or Borrower Credit.
*Not all tiers are available to every loan - Must qualify at B tier or higher		Primary or 2nd: Max 3.0 Pts
		Investor: Max 3.0 Pts & requires ≥ 2 YR PPP
Available in eighths to rate up or down to PAR rate		

RATE BUYDOWN	
MOVEMENT TO:	POINTS / RATE ADD
Add to Rate	<b>3:1</b>
*Not all tiers are available to every loan	
Available in eighths to rate up or down to PAR rate	

ADJUSTMENTS	RATE	NOTES
Program Terms	--	Select 5/1 ARM, 7/1 ARM, or 30-Year Fixed - all same pricing
Cash-Out Refinance	0.250%	Apply for LTVs >70% or All TX50(a)(6) & TX50(f)(2) Loans
Second Home	0.500%	Refer to Matrix
Short-term Rental	0.375%	INV Prop Rented short term/Nightly basis, Max 75% Purch/70% Refi LTV/CLTV
Adult Care Facility	0.375%	INV Prop Adult Care Facility: Max 75% Purchase/70% Refi. Minimum 600 FICO
Investor Prop (NOO)	0.500%	Refer to Matrix
Alt Doc - Bk Stmt	--	Minimum score 600 (Available with 12- or 24-months of statements)
ATR-in-Full	0.500%	Minimum score 600 (or Asset Depletion as additional source)
WVOE / 1099 Only / P&L Programs	0.375%	Refer to general information on page 2
Interest Only (5-yr)	0.250%	30-Term, Min Loan ≥\$250K, minimum 650 credit score, Avail on 5/1 or 7/1
Interest Only (10-yr)	0.375%	Fixed Rate 40-Term, Min Loan ≥\$250K, Grades AAA to BB, Max 80% LTV / CLTV Max \$3M Loan Amount
FB/Mod Taken ≤6 Mth	0.375%	-10% LTV/CLTV (max CLTV per tier), 12-Mths Reserves, Additional Guidelines
Housing 1x30 in prior 12 months	-	Price as 675 FICO
Housing 0x60 in prior 12 months		Price as 625 FICO
Housing 0x90 in prior 12 months		Price as 575 FICO
BK/FC < 3 years		Price as 675 FICO
BK/FC < 2 years		Price as 575 FICO
SS/DIL/Modification < 2 years		Price as 675 FICO
SS/DIL/Modification <1 year		Price as 625 FICO
Non Permanent Resident Alien	0.375%	-5% LTV/CLTV (max CLTV per tier). Max 80% LTV/CLTV - \$1M Max Loan Amount. Unexpired Visa & EAD required

ADJUSTMENTS	RATE	NOTES
< \$150,000	0.375%	
≥ \$750k to ≤ \$1.5M	-0.250%	Subject to applicable Floor Rates
> \$1,000,000	--	
> \$1,500,000	--	Max Cash-in-Hand >60% LTV is \$500,000
> \$2,000,000	0.125%	Max Cash-in-Hand >60% LTV is \$500,000
> \$3,000,000	0.375%	Max Cash-in-Hand >60% LTV is \$500,000
<b>\$4.001M - \$10.000M</b>	<b>TBD</b>	<b>Call your Account Executive</b>
Non Warr Condo	0.375%	Purch -5% & Refi -10% LTV/CLTV - Max 75% LTV/CLTV
Condotel / PUDtel	0.750%	Purch 70% & Refi 65% Max LTV/CLTV
2 Unit Property	--	Max 85% LTV/CLTV
3-4 Unit Property	-0.125%	Max 85% LTV/CLTV, Subject to applicable Floor Rates
Rural Property	0.625%	Purch 70% & Refi 65% Max LTV/CLTV, \$750k max loan Amt, Min 650 credit score
5-Year Prepay (5x5)	-0.375%	All INV: 5% / 5% / 5% / 5% / 5% Prepayment Penalty, Subject to Floor Rates
5-Year Prepay (Step)	--	All INV: 5% / 4% / 3% / 2% / 1% Sequential Stepdown Prepayment Penalty
3-Year Prepay (3x5)	--	All INV: 5% / 5% / 5% Prepayment Penalty, Subject to Floor Rates
3-Year Prepay	0.250%	All INV: 3% / 3% / 3% Prepayment Penalty
2-Year Prepay	0.500%	All INV: 3% / 3% Prepayment Penalty
1-Year Prepay	0.750%	All INV: 3% Prepayment Penalty
Buy Out Prepay	1.50 pt	Note PPP restrictions on second page
Impound Waiver	0.250%	Note Waiver restrictions on second page
<b>Minimum Interest Rate</b>	<b>Floor rate is limited to lowest rate for each credit tier</b>	
<b>US Business Entity - \$495 (Requires Personal Guarantee, Additional Guidelines Apply)</b>		

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\*Broker Origination Points and Fees are limited to the lesser of:  
 (a) 3.0% of the loan amount and  
 (b) the maximum allowable by Federal & State High Cost thresholds.

Administration / UW / Commitment Fee - \$1,295

Trust Review Fee - \$395

Acra Lender Credit of \$250 off of Lender's Fee for Completed ACH Authorization.  
 \*Applied at Closing - Not Applicable for Entities, which require ACH.



## NON PRIME WHOLESALE - PROGRAM LTV AND LOAN AMOUNT MATRIX

	FICO	Owner Occupied - Full Doc / Bank Statements or 24 months)					(12 2nd Home/Investment - Full Doc/Bank Statements (12 or 24 months)	
		≤\$1.0MM	≤\$1.5MM	≤\$2.0MM	≤\$3.0MM	≤\$4.0MM	≤\$1.5MM	≤\$2.0MM
		<b>Purchase</b>	≥ 750	90%	85%	85%	70%	65%
	≥ 725	90%	85%	85%	70%	65%	80%	75%
	≥ 700	90%	85%	85%	70%	65%	80%	75%
	≥ 675	80%	75%	75%	65%	-	80%	75%
	≥ 650	80%	70%	70%	65%	-	75%	70%
	≥ 625	75%	70%	70%	-	-	75%	-
	≥ 600	65%	65%	65%	-	-	65%	-
	≥ 575	65%	65%	-	-	-	65%	-
<b>Rate/Term Refinance</b>	≥ 750	80%	80%	75%	70%	65%	80%	75%
	≥ 725	80%	80%	75%	70%	65%	80%	75%
	≥ 700	80%	80%	75%	70%	65%	75%	70%
	≥ 675	75%	75%	70%	65%	-	75%	70%
	≥ 650	70%	70%	65%	65%	-	70%	65%
	≥ 625	70%	70%	65%	-	-	70%	-
	≥ 600	65%	65%	65%	-	-	65%	-
	≥ 575	65%	65%	-	-	-	65%	-
<b>Cash-Out Refinance</b>	≥ 750	80%	80%	75%	70%	65%	75%	75%
	≥ 725	80%	80%	75%	70%	65%	75%	75%
	≥ 700	80%	80%	75%	70%	65%	75%	70%
	≥ 675	75%	75%	70%	65%	-	75%	70%
	≥ 650	70%	70%	65%	65%	-	70%	65%
	≥ 625	70%	70%	65%	-	-	70%	-
	≥ 600	65%	65%	65%	-	-	65%	-
	≥ 575	65%	65%	-	-	-	65%	-

GENERAL INFORMATION - NO FEDERAL OR STATE HIGH COST LOANS	
<b>INCOME DOCUMENTATION</b>	<b>LOAN AMOUNTS</b>
<b>Full Doc</b> = W2 + Pay Stubs / Wage Earner or 1040's + P&L / Self-Employed or Commission	\$100,000 Minimum to \$4,000,000 Maximum (Round-down to \$50)
<b>Alt Doc</b> = 12 or 24 Personal or Business Bank Stmt's / SE Only	Loan Amounts >\$4.0M are considered by Sr Mgmt on a case-by-case
<b>ATR in Full / Asset Depletion</b> = Only Assets to Qualify (Primary Only); Max LTV / CLTV 75% / 70% for Purchase / Refi respectively	Loan Amounts >\$2.0M Require Senior Management Approval
<b>WVOE</b> = 2-year history required, \$1M Max Loan Amt. Min loan amt \$150k.	Loan Amounts >\$1.5M requires two (2) Appraisals
<b>1099 Only</b> = Self Employed Only	<b>PROPERTY TYPES</b>
<b>P&amp;L Programs</b> = 2-year P&L statement required prepared by third party	SFR / Condos / Townhouse / 2-4 Units
<b>MAXIMUM DEBT-TO-INCOME RATIO</b>	Non-Warrantable Condos - Reference Lender Guidelines
50% Back End	<b>RATE LOCK POLICY</b>
<b>LOAN TERMS</b>	Reference separate policy for full details. Rate locks for 45-day period from Submission Date with Conditional Loan Approval.
30-Year Amortized & Term - 5/1 or 7/1 Hybrid ARM or 30-Yr Fixed	<b>REQUEST TO WAIVE IMPOUNDS</b>
All Loans require impounding for Taxes & Insurance	Available on LTV / CLTV ≤80%, Loan Amounts ≤\$1.5M
<b>INTEREST ONLY (IO)</b>	FICO minimum: 675 (Primary) and 700 (2nd Home / Investor)
Consumer IO Loans qualify at max rate at first fully Amortized pymt	Must be 0x30 over last 24-months for housing payment(s)
IO Loan is 5-Yr IO Pymt & 25-Yrs Fully Amortized (30-year term)	Not available for Section 35 Loans
IO Loan is 10-Yr IO Pymt & 30-Yrs Fully Amortized (40-year term)	<b>STATES</b>
<b>INDEX &amp; ADJUSTMENT CAPS</b>	AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, ID, IL, IN, KS, KY, LA, MD, ME, MI, MN, MO, MT, NC, NE, NH, NJ, NV, OK, OH, OR, PA, SC, TN, TX, UT, VA, VT, WA, WI, & WY.
Floored at Start Rate / 1-Year CMT	Texas - Additional Guidelines Apply: TX50(a)(6) & TX50(f)(2) transactions
2.0% Initial Change Cap / 2.0% Annual Cap / 6.0% Life Cap	Prepayment Penalties not allowed and must be Bought Out in KS, MI, NJ (if to an Individual), OH, PA (if to an Individual on 1-2 Unit Dwelling, & <\$278,250), RI (if a Purchase Transaction), & VT (if ≤\$1.0M)
<b>OCCUPANCY</b>	
Primary / Second Home / Investment (INV)	
<b>RESERVE REQUIREMENT</b>	
None for ≤ 75% LTV, 6 Months for > 75%, 12 months > 85% LTV	

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