

CMAC SPECIAL JUMBO FIXED							
Purchase							
Occupancy	Unit	Min FICO	Max LTV/CLTV	Max Loan Amount	DTI	Reserve	
Primary	1 Unit PUD Condo	720	80%/80%	\$1,500,000	43%	9 Months	
		720	75%/75%	\$2,000,000	43%	12 Months	
		700	70%/70%	\$1,000,000	43%	6 Months	
		720	70%/70%	\$2,500,000	43%	24 Months	
	2 Unit	700	65%/65%	\$1,000,000	43%	6 Months	
		720	60%/60%	\$1,500,000	43%	9 Months	
Rate/Term Refinance							
Occupancy	Unit	Min FICO	Max LTV/CLTV	Max Loan Amount	DTI	Reserve	
Primary	1 Unit PUD Condo	720	80%/80%	\$1,000,000	43%	6 Months	
		720	75%/75%	\$1,500,000	43%	9 Months	
		700	70%/70%	\$1,000,000	43%	6 Months	
		720	70%/70%	\$2,000,000	43%	12 Months	
		720	60%/60%	\$2,500,000	43%	24 Months	
	2 Unit	700	65%/65%	\$1,000,000	43%	6 Months	
		720	60%/60%	\$1,500,000	43%	9 Months	
Purchase & Rate/Term Refinance - No MI Option							
Occupancy	Unit	Min FICO	Max LTV/CLTV	Max Loan Amount	DTI	Reserve	
Primary	1 Unit PUD Condo	760	85%/(N/A)	\$1,000,000	36%	6 Months	
Purchase & Rate/Term Refinance							
Occupancy	Unit	Min FICO	Max LTV/CLTV	Max Loan Amount	DTI	Reserve	
Secondary	1 Unit PUD Condo	720	75%/75%	\$1,000,000	43%	12 Months	
		720	70%/70%	\$1,500,000	43%	18 Months	
		720	65%/65%	\$2,000,000	43%	24 Months	
		720	50%/50%	\$2,500,000	43%	36 Months	
Cash-Out Refinance							
Occupancy	Unit	Min FICO	Max LTV/CLTV	Max Loan Amount	Max Cash-Out	DTI	Reserve
Primary	1 Unit PUD Condo	700	65%/65%	\$1,000,000	\$250,000	43%	6 Months
		720	60%/60%	\$1,500,000	\$250,000	43%	9 Months
		720	55%/55%	\$2,000,000	\$500,000	43%	12 Months
		720	45%/45%	\$2,500,000	\$500,000	43%	24 Months

PROGRAM DETAILS

Property Eligibility

Eligible Properties

- 1-2 Unit Properties
- Warrantable low, mid and high-rise condos
 - FNMA Types R & S. (Type R eligible with CPM or PERS approval, not eligible in FL)
 - Site-condos (must be detached) must meet the following requirements:
 - The mortgage is secured by a single detached unit in a condo project
 - The mortgage is not secured by a manufactured home
 - The project is not an ineligible project
 - The appraiser commented on, and reflected in the appraisal report, any effect that buyer resistance to the condo form of ownership has on the market value of the individual unit
 - If the condo project is new, the appraiser used as a comparable sale at least one detached condo unit, which may be located either in a competing project or in the subject project, if the condo unit is offered by a builder other than the one that built the subject unit
- Properties subject to oil and/or gas leaks are acceptable if the following requirements have been met:
 - 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
 - No active drilling. Appraiser to comment or current survey to show no active drilling.
 - No lease executed after the home construction date (re-recording date of lease after home construction is permitted)
 - Must be connected to public water
 - The appraiser would also need to address if there are any marketability issues associated to the presence of the oil/gas lease
 - Title endorsement T19 (TX Only)
- Planned Unit Development (PUD)
- Leaseholds meeting Fannie Mae requirements

Ineligible Properties

- 3-4 Unit Properties
- Manufactured/mobile homes
- Modular homes
- Condo-hotel units
- Unique properties
- Log homes
- Co-ops
- Working farms, ranches, or orchards
- Mixed-use properties
- Income producing properties with acreage
- Properties with more than 20 acres (If the property has acreage, the appraiser must indicate total acreage. It is not acceptable to have property appraised with only 20 acres in order to meet eligibility).
 - For properties >10 to 20 acres
 - 30 year fixed rate only
 - Maximum 35% land to value
 - No income producing attributes
- Properties subject to oil and/or gas leaks

Borrower Eligibility

Eligible Borrowers

- U.S. Citizens
- Non-permanent resident aliens
- Lawful Resident Aliens are eligible for the same financing as U.S. citizens if they can provide evidence of lawful residency and they meet all of the same credit standards as U.S. citizens
 - A copy of the borrower's identification is required to verify review of the acceptable documentation that evidences borrower is eligible to lawfully reside in the U.S.
 - Must have a valid Greencard, evidence of continuous for at least 12 months
 - Borrower must be employed in the U.S. for the last 12 months
 - Income must be likely to continue for at least 3 years
- First Time Home Buyer (FTHB)
 - First Time Homebuyer is defined as a borrower who has not owned a property in the last three years. For loans with more than one borrower, if at least one borrower has owned a home in the last three years, first time homebuyer requirements do not apply
 - Eligible on primary residence only
 - Eligible within 12 months reserves
 - maximum loan amount of \$1,000,000

Ineligible Borrowers

- Non-resident aliens (foreign nationals)
- Non-occupant co-borrowers
- Land trust, except Illinois Land Trust
- Limited partnerships, general partners or corporations
- Non-arms-length transactions
 - A non-arms-length transaction exists whenever there is a relationship or business affiliation between the buyer, seller, real estate agent, or originator in the transaction. Non-arms-length transactions also include, but are not limited to:
 - Applicants related by blood or marriage to the seller
 - Owners, employees or family members of originating broker
 - Builders/developers
 - Renters buying from landlord
 - Trading properties with a seller
 - Non-arms length transactions are not eligible for financing under this product with the exception of the following:
 - Property sellers are representing themselves as agent in real estate transaction
 - Buyers/Borrowers are representing themselves as agent in real estate transaction

Borrower Information

Assets

- Funds must be from the borrower's own resources. Business funds may be used for down payment and/or closing costs but cannot be used in reserve calculation. Cash flow analysis required using 3 months business bank statements to determine no negative impact to business based on withdrawal of funds. Funds must be available to the borrower prior-to and after closing. Proceeds from the transaction (i.e. refinance proceeds, etc.) or sale of assets may not be used to meet cash reserves requirements. Documentation may not be more than 90 days old at the time of close.
- Reserve requirements are based off LTV/CLTV/HCLTV and loan amount
- All EMD funds must be verified. If EMD reflected on 1003 is different than the EMD disclosed on the PA, the underwriter will require verification of those funds
- In addition to the minimum PITI reserve requirements, borrowers must also disclose and verify all other liquid assets

Employment & Income

- Income, employment and assets are state and verified. Documentation may not be more than 90 days from date not is signed
- Borrowers must have two years consistent employment with the same employer or in the same industry
- Standard FNMA full documentation is require (2 years W2s and current pay stub, etc.). Pay stubs must be computer generated. Handwritten pay stubs require a borrower to provide tax returns and all schedules.
- The following income documentation must be provided for each borrower whose income is used to qualify:

Employment Income

Income Type	Required Documentation
Salaried	<p>An earnings trend must be established and documented. Large increases in salary over the precious two years must be explained and documented.</p> <ul style="list-style-type: none"> • W-2 forms or personal tax returns, including all schedules, for prior two years • Year-to-date pay stub up through and including the most current pay period at the time of application • If borrower is claiming overtime pay, it must be shown on the YTD pay stub
Hourly & Variable Income Part-Time Income	<p>An earnings trend must be established and documented. Stable to increasing income should be average over a minimum two year period. When declining income has occurred, the most recent 12 months should be used. In all cases, the decline in income must be analyzed to determine if the rate of decline would have a negative impact on the continuance of income and the borrower’s ability to repay. Declining income must be explained by the employer/borrower and a written determination by the underwriter must be provided if declining income is used for qualifying.</p> <ul style="list-style-type: none"> • W-2 forms or personal tax returns, including all schedules, for prior two years • Year-to-date pay stub up through and including the most current pay period at the time of application
	<p>Borrower must have worked the part-time job uninterrupted for the past two years, and plans to continue. When declining income has occurred, the most recent 12 months should be used. In all cases, the decline in income must be analyzed to determine if the rate of decline would have a negative impact on the continuance of income and the borrower’s ability to repay. If the part-time income shows a continual decline, income should not be used.</p> <ul style="list-style-type: none"> • W-2 forms for prior two years • Year-to-date pay stub up through and including the most current pay period at the time of application

Commission	<p>Commission income must be averaged over the previous two years. When declining income has occurred, the most recent 12 months should be used. In all cases, the decline in income must be analyzed to determine if the rate of decline would have a negative impact on the continuance of income and the borrower's ability to repay. If the commission income shows a continual decline, income should not be used</p> <ul style="list-style-type: none"> • W-2 forms for prior two years if commissions are less than 25% of the total income • Tax returns, including all schedules, and W-2 form from the previous two years if commissions are \geq 25% of the total income • Unreimbursed business expenses (form 2106) must be subtracted from income • Year-to-date pay stub up through and including the most current pay period at the time of application
Overtime & Bonus	<p>An earnings trend for bonus and overtime must be established and documented. A period of more than two years must be used in calculating the average overtime and bonus income if the income varies significantly from year to year. When declining income has occurred, the most recent 12 months should be used. In all cases, the decline in income must be analyzed to determine if the rate of decline would have a negative impact on the continuance of income and the borrower's ability to repay. If either type of income shows a continual decline, income should not be used.</p> <ul style="list-style-type: none"> • W-2 forms or personal tax returns, including all schedules, for prior two years • Year-to-date pay stub up through and including the most current pay period at the time of application
<p>Returning to Work After an Extended Absence</p> <p>Projected Income</p>	<p>For a Borrower who has less than a two-year employment and income history, the Borrower's income may be qualifying income if the Mortgage file contains documentation to support that the Borrower was either attending school or in a training program immediately prior to their current employment history. School transcripts must be provided to document.</p> <p>A borrower's income may be considered effective and stable when recently returning to work after an extended absence if he/she:</p> <ul style="list-style-type: none"> • Is employed in the current job for six months or longer; and • Can document a two year work history prior to an absence of employment using: <ul style="list-style-type: none"> ◦ Traditional employment verifications; and/or ◦ W2 forms, for prior 2 years
	<ul style="list-style-type: none"> • Projected income is acceptable for qualifying purposes for a consumer scheduled to start a new job within 60 days of loan closing if there is a guaranteed, non-revocable contract for employment • Creditor must verify that the consumer will have sufficient income or cash reserves to support the mortgage payment and any other obligations between loan closing and the start of employment. Examples of this type of scenario are teachers whose contracts begin with the new school year, or physicians beginning a residency after the loan closes. • The income does not qualify if the loan closes more than 60 days before the consumer starts the new job

Employment Gaps	<p>If gap is in excess of 30 days during the past two years, a satisfactory letter of explanation is required. Gaps in employment due to the borrower attending training or schooling for a specific profession must be documented with diploma, transcripts, etc. Allowances for seasonal employment such as building trades and agriculture may be made if documented.</p>
Borrower's planning to retire within the first three-year period of the mortgage	<p>Effective income for borrower's planning to retire during the first three-year period must include the amount of:</p> <ul style="list-style-type: none"> • Documented retirement benefits; • Social Security payments; or • Other payments expected to be received in retirement
Self-Employed Income	<p>Self-employed borrowers are defined as those individuals who have 25% or greater ownership interest or receive a 1099 statement to document income</p> <ul style="list-style-type: none"> • When declining income has occurred, the most recent 12 months should be used. In all cases, the decline in income must be analyzed to determine if the rate of decline would have a negative impact on the continuance of income and the borrower's ability to repay. • A signed 4506T for each business will be required for all business' in which the business income/loss is being used to qualify the borrower(s) • If the borrower has self-employment income and/or zero income reported, and it is not needed to qualify, it is not required to obtain the P&L and balance sheet. If the borrower has a loss, regardless of the amount, the documentation will be required on the self-employment type and will be used to qualify the borrower(s).
Borrower Employed by Family Member Sole Proprietorship	<p>Borrowers who are employed by a family member are considered to be self-employed, regardless of the percentage of ownership, and self-employed documentation is required. Potential ownership by the borrower must be addressed. The underwriter must clarify potential ownership by the borrower. A borrower may be an officer of a family operated business but not an owner.</p> <ul style="list-style-type: none"> • Written verification of the borrower's status should be obtained by written confirmation from an accountant or legal counsel • Borrowers must provide the preceding two years signed, dated individual and business (if applicable) tax returns, with all supporting schedules • YTD pay stub up through and including the most current pay period at the time of application • W-2 forms, for prior two years
	<ul style="list-style-type: none"> • Current YTD P&L through the most recent quarter • YTD balance sheet through the most recent quarter • Personal tax returns, including all schedules, for prior two years <p>Note: only depreciation and depletion may be added back</p>

Partnerships (General, Limited), Limited Liability Companies, "S" Corporations, Corporations	<ul style="list-style-type: none"> • Current YTD P&L through the most recent quarter • YTD balance sheet through the most recent quarter • Personal tax returns, including all schedules, for prior two years • K-1s from prior two years, showing ownership percentage. K-1s are not required if the source is reporting positive income and the income is not used for qualification. If K-1s show a loss, they are required, regardless if they are used for qualifying purposes. If using capital gains, interest/dividend or W2 income from this source is used, K-1s are required. • Business tax returns (1065/1120), including all schedules, for the prior two years are required if the borrower has an ownership percentage $\geq 25\%$; they are not required if reporting positive income via a K-1, and the income is not used for qualification purposes.
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Rental Income

Income Type	Required Documents
All Properties	<p>Rental income may be used to qualify if the rental income can be documented with two years tax returns or a lease agreement due to the property being acquired after the most recent tax returns were filed.</p> <ul style="list-style-type: none"> • When using tax returns to document rental income for qualifying, a copy of the current lease for each rental property, including commercial properties, that is listed in Part 1 of schedule E of the 1040, is required • Personal tax returns, including all schedules, for prior two years • For properties listed on Schedule E of the borrower's tax returns, net rental income should be calculated as the total of (Income + depreciation + interest + taxes + insurance + HOA (if applicable) divided by the applicable months minus the current PITI <ul style="list-style-type: none"> ◦ If the subject property is the borrower's primary residence and generating rental income, the full PITI must be included in the borrower's total monthly obligations • If rental income is not available on the borrower's tax returns, a current executed lease agreement is required. Net rental income should be calculated as the gross monthly rent multiplied by 75%. • Net rental income must be added to the borrower's total monthly income. Net rental losses must be added to the borrower's total monthly obligations.
Departing Residence	<p>When a borrower vacates a principal residence in favor of another principal residence, the rental income, reduced by the appropriate vacancy factor, may be considered in the underwriting analysis under the following circumstances:</p> <ul style="list-style-type: none"> • Sufficient Equity in Vacated Property: <ul style="list-style-type: none"> ◦ The borrower has an LTV, CLTV, or HTLV of 70% or less as determined by a residential appraisal dated within 6 months ◦ Full appraisal or exterior only appraisal allowed

Retirement Income

Income Type	Required Documents
Pension, Annuity, and IRA distributions	<ul style="list-style-type: none"> • Fixed income payments such as social security or pension income can be used at full value/distribution and may not be considered in any annuitization calculation • Existing distribution of assets from an IRA, 401K or similar retirement asset account must be sufficient to sustain income continuance for the first three years of the loan <ul style="list-style-type: none"> ◦ Verification of the assets of the plan and verification of receipt of the distribution of at least six (6) months is required, ◦ Note: Distributions from asset accounts cannot be set up, or changed, solely for loan qualification purposes
Asset Depletion / Dissipation	<ul style="list-style-type: none"> • Refer to Conventional Underwriting Guidelines, Employment - Related Assets as Qualifying Income for Fannie Mae. Subject to Jumbo minimum Credit Score requirements.
Social Security Income	<ul style="list-style-type: none"> • Benefits (for children or surviving spouse) with a defined expiration date must have a remaining term of at least three years • Documentation must include a copy of the Social Security Administration's award letter <ul style="list-style-type: none"> ◦ If SSA Benefit verification letter does not indicate a defined expiration date within three years of loan origination, the creditor shall consider the income effective and likely to continue. Pending or current reevaluation of medical eligibility for benefit payments is not considered an indication that the benefit payments are not likely to continue. • See non-taxable income for social security income treatment

Other Income

Income Type	Required Documents
Alimony, Separate Maintenance & Child Support Income Capital Gains	<ul style="list-style-type: none"> • Will be considered with a divorce decree, court ordered separation agreement, court decree, or other legal agreement providing the payment terms confirming that income will continue for at least the first three years of the loan three (3) years • Documentation evidencing that the borrower has been receiving full, regular, and timely payments for the past 12 months • See non-taxable income for child support income treatment
	<p>Capital gains for like assets may be considered as effective income. The earnings trend or loss must be considered in the overall analysis of this income type. If the trend results in a gain, it may be added as effective income. If the trend consistently shows a loss, it must be deducted from the total income.</p> <ul style="list-style-type: none"> • Tax returns for the prior three years, including Schedule D • Gains must be consistent amounts from consistent sources • Verified assets to support continuance must be documented

Dividend / Interest	<p>Interest and Dividend income may be used as long as documentation supports a two-year history of receipt</p> <ul style="list-style-type: none"> • Tax returns for the prior two years • Proof of asset(s) to support the continuation of interest and dividend income
Stock Options & Restricted Stock Grants	May not be used as qualifying income
Note Income	<ul style="list-style-type: none"> • A copy of the Note must document the amount, frequency and duration of payments • Regular receipt of note income for the past 12 months must be documented, and evidence of note income must be reflected on tax returns • Verification that income is expected to continue for the first three years of the loan
Trust Income	<p>Income from trusts may be used if guaranteed and regular payments will continue for the first three years of the loan</p> <ul style="list-style-type: none"> • Regular receipt of trust income for the past 12 months must be documented • A copy of the Trust Agreement or Trustee Statement showing: <ul style="list-style-type: none"> ◦ Total amount of borrower-designated funds ◦ Terms of payment ◦ Duration of trust ◦ Portion of income that is not taxable • Non-taxable trust income must include proof of distribution
Foreign Income	<p>Foreign income may be used if its stability and continuance can be verified</p> <ul style="list-style-type: none"> • Personal tax-returns, including all schedules, for prior two years • Year-to-date pay stub up though and including the most current period at the time of application • All income must be converted to U.S. currency <p>Foreign Earned Self Employment Income is not acceptable</p>
Non-Taxable Income including child support, disability, foster care, military, etc.	<ul style="list-style-type: none"> • Documentation must be provided to support continuation of income for a minimum of three (3) years • Tax returns must be provided to confirm income is non-taxable • Income may be grossed up by the applicable tax amount (must use the tax rate to calculate the consumers last year's income tax). If the consumer is not required to file a tax return, the tax rate to use is 25%.
Trailing Co-Borrowers	Income from trailing co-borrowers will not be considered

Unacceptable Income

Unacceptable income sources include, but are not limited to	<ul style="list-style-type: none">• Any unverified source• Income that is temporary or a one-time occurrence• Rental income received from the borrower's single family primary residence or second home• Retained earnings• Education benefits
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- Income with a defined expiration date must continue for at least the first three years of the mortgage
- IRS 4506-T is required for all loans. The 4506-T must be executed to validate all income used for qualifying prior to closing and acceptable results must be returned from the IRS prior to receiving a Clear to Close.
 - In the case where taxes have been filed and the tax transcripts are not available from the IRS, the IRS response to the request must reflect *No Record Found*. In these cases, an additional prior year's tax transcript should be obtained. Large increases in income that cannot be validated through the tax transcript may only be considered for qualifying on a case by case basis.
 - In the case where taxes for the prior year have not been filed (between January 1 and the tax filing date (typically April 15) the following are required:
 - IRS form 1099 and W-2 forms from the previous year
- Loans closing in January prior to receipt of W-2's may use the prior year year-end pay stub. For borrowers using 1099's, evidence of receipt of 1099 income must be provided
 - Between the tax filing date and the extension expiration date (typically October 15), the following are required (as applicable):
 - Copy of the filed extension
 - Evidence of payment of any tax liability identified on the federal tax extension form
 - W-2 forms for corporations
 - Form 1099 for commission income
 - Current year profit & loss (signed by the borrower)
 - Year-end profit and loss for prior year (signed by the borrower)
 - Balance sheet for prior calendar year if business is a sole proprietorship
 - After the extension expiration date, loan is not eligible without prior year tax returns
- Verbal VOE to be performed prior to closing for non-self-employed borrower's or if self-employed, an independent written confirmation of self-employment is required (i.e., copy of business license reflecting ownership of company, corporate minutes, etc.). Two continuous years of self-employment in same business are required.
 - If borrower has been employed in current position for less than two years, VOE must be completed for all positions to verify that gaps are not in excess of 30 days within the last 24 months. Written explanation from borrower must be obtained.
- A Verbal Verification of Employment (VVOE) confirming the borrower's employment status is required for all borrowers whose income is used for qualification purposes. The VVOE should be completed within 10 business days before the Note date (or funding date for escrow states) for wage income.
- Verification of self-employed businesses by a third-party source should be obtained within 30 calendar days from the Note date (or funding date for escrow states)

Credit Requirements

- All loans must have a fully executed *Social Security Number Verification*, with results obtained, prior to close. Underwriter to obtain results
- Credit report must be a tri-merge credit report or an RMCR. Every submitted credit bureau report must include the full name, address and social security number of each borrower. If any of this information is inconsistent with that on any document in the file, a new report and/or explanation will be required.
- Credit reports may not be more than 90 days from date Note is signed
- The underwriter must verify that each account on the credit report with a balance has been checked within 90 days of the date of the credit report
- Current mortgage payment history within 30 days will be required if not reflected on the credit report
- Underwriter will require borrower to provide a written explanation for any credit inquiries in the last 120 days
- Credit Score – Use lower of 2 or middle of 3 to determine each borrower’s representative score. Each borrower must have at least 2 scores.
- If there are less than 3 tradelines, or the trade lines do not meet the required payment history requirements or if there is no credit, there is insufficient data to determine credit behavior, even if the report includes a credit score
- An acceptable tradeline is one from a traditional credit source. Alternative credit trades or such items as collections, charge-offs, “authorized user” accounts, deferred loans with no payment history, or transferred accounts are all considered unacceptable tradelines.
- Any revolving tradeline without a minimum payment amount listed on the credit report will use \$10 or 5% of the outstanding balance, whichever is greater
 - If the borrower’s ratios are at the maximum permitted the underwriter should obtain actual minimum payments from the borrower’s account statements to qualify
- For all student loans, whether deferred, in forbearance, or in repayment, the monthly payment to be used is the greater of the following:
 - 1% of the outstanding balance; or
 - The actual documented payment
 - If the actual documented payment is less than 1% of the outstanding balance and it will fully amortize the loan with no payment adjustments, the lower fully amortizing payment may be used in qualifying
- Credit in accordance with below listed guidelines is required (In addition to the minimum credit score) on all files
- All past due accounts must be brought current prior to closing
- Mortgage late payments within the past 24 months are not allowed. On the date of the loan application the borrower’s existing mortgage must be current, which means that no more than 45 days may have elapsed since the last paid installment date. Borrower cannot have any late payments greater than 30 days on any mortgages within the past 24 months.
- All judgments and tax liens must be paid prior to closing
- Collections over \$250 individually or \$1,000 aggregate, must be paid
- Major derogatory should be evaluated against the borrower’s overall credit in the last 24 months and reflect a willingness and capacity to repay. Paying off revolving outstanding debt to qualify is allowed. Paying down of revolving debt to qualify is unacceptable. Payoffs on a refinance transaction must be reflected on the HUD-1 Settlement Statement (applicable for all loan applications taken on or before October 2, 2015) or the Closing Disclosure (applicable for all loan applications taken on or after October 3, 2015). On purchase transactions, any loans requiring pay off must be paid off prior to closing and source of funds to do so must be documented. Gift funds are not a viable source of funds to pay off debt to qualify.
- Any disputed accounts must be resolved prior to closing
- The following require a written explanation from the borrower:
 - Late Payments
 - Derogatory Credit
- Borrowers with a foreclosure in their credit history are not eligible for financing
- Borrowers with a bankruptcy in their credit are not eligible for financing
- Borrowers who have had a loan modification or surrendered a property through a Short Sale or Deed-In-Lieu are not eligible for financing

Appraisal Requirements

Loan Amount	Appraisal Requirement
Up to \$1,000,000	One Full Appraisal
\$1,000,001 - \$3,000,000	Two Full Appraisals
All Properties For Sale By Owner (FSBO)	

- Appraisal is required on the applicable standard Fannie Mae form #1004 (Rev. 5/2005). All 2 Unit properties must be submitted on Form #1025. All condominiums must be submitted on Form #1073 (Rev. 5/2005). No other limited appraisals (including Form #2055, 2095 and 1075) will be accepted.
- Interior photos must be included of all rooms
- Appraiser must address current MLS listing price and history in the report
- If transaction includes seller concessions the appraiser must include comps that had seller concessions
- Escrow holdbacks are not eligible
- Appraisals identified as being located in a declining market should be given additional scrutiny to ensure the value is supported by the most recent sales and market data and that all of the appraiser comments are taken into consideration
- If the appraisal indicates subject property is in a flood zone, but CoreLogic Flood Determination does not, a corrected appraisal is required
- A minimum of three comparable sales (must be actual closed sales)
- On newly constructed projects, properties within a condominium or PUD project must provide at least one comparable sale that is outside the development
- Appraisals must be dated within 120 days from date Note is signed. After the 120 day period a new appraisal will be required. Re-certification of value is not acceptable.
- The appraisal must analyze and report in reasonable detail the sales history for the past 36 months for the subject property and the last 12 months for any comparable sales used in the report
- The appraisal must analyze any current purchase agreement, option or listing for the subject property within the last 12 months
- For properties purchased by the seller of the property within 90 days of the fully executed purchase contract, the following requirements apply:
 - Second Appraisal
 - Property seller on the purchase contract is the owner of the record
 - Increases in value should be documented with commentary from the appraiser and recent paired sales

Appraisals must meet the following guidelines

- Additional requirements when one appraisal is required:
 - Appraisal is not required to be ordered from one of our approved AMCs
- Additional requirements when two appraisals are required:
 - Two separate appraisal orders are required. However, appraisals may be completed from the same AMC.
 - Only one appraisal is required to be ordered from one of our approved AMCs
 - The loan to value will be determined by value reconciliation

If title work/purchase agreement requires a survey, a copy must be provided. Survey exceptions on title render a loan ineligible for purchase. any encroachment or restriction violations mentioned in the title policy must have insuring language.

If any survey includes an exception or encroachment the final title policy must include an ALTA 9 endorsement

Lender/Seller Credits

- No restitutions are allowed, Lender/seller credits must be itemized when requesting funds.