

Revision: November 2, 2020

Products: MJ-30, MJ-15 Purchase and Rate/Term Refinances (1 Unit Only)						
	Pur	chase and Rate/T	erm Refinances (1	Unit Only)		
Occupancy	Own	er Occupied		Sec	ond Home	
	Max LTV/CLTV/HCLTV ¹	Min FICO	Max DTI	Max LTV/CLTV/HCLTV ¹	Min FICO	Max DTI
Up to \$1.250mm	80/80%	720	43	<mark>75/75%</mark>	<mark>720</mark>	<mark>40</mark>
Greater \$1.25mm to 1.50mm	70/70%	720	43	<mark>65/65%</mark>	<mark>720</mark>	<mark>40</mark>
Greater \$1.5mm to \$2.0mm	<mark>65/65%</mark>	720	43	<mark>60/60%</mark>	<mark>720</mark>	<mark>40</mark>
	F.O. /F.O./	740	40	21/2	A1/A	21/2
Greater \$2.0mm to \$2.5mm	<mark>50/50%</mark>	<mark>740</mark>	<mark>40</mark>	N/A	N/A	N/A

¹ For Florida, there is a 5% reduction in LTV/CLTV/HCLTV and max loan amount max is at \$1.5Million.



	General Guidelines					
Appendix Q to Part 1026- Standards for Determining Monthly Debt and Income	ning Investor or FNMA guidelines applies.					
Income Verification	4506T TRANSCRIPTS REQUIRED FOR BOTH PERSONAL AND BUSINESS (if applicable) FOR 2 YEARS.					
Early Paid Off Policy (EPO)	EPO timeline is 6 months (180 days) from closing date of the loan.					
Eligible Borrowers	US Citizens; Permanent Resident Aliens; Revocable Trust; Must have valid Social Security Number; Maximum of 4 borrowers per loan application are allowed					
Eligible Property Types	SFR, PUDS, Condos (Low and High-Rise, and new Condo Projects with Fannie Mae approval)					
State Restrictions	 All of California is NOT considered soft market so no restrictions on LTV/CLTV FL is limited to \$1.5Million loan amount with 5% adjustor to max LTV/CLTV allowed Texas cash out not allowed. In addition, rate and term refinance is not allowed if there was a previous Texas cash out transaction. 					
Minimum Loan Amount	The minimum loan amount must be \$1 higher than the standard conforming loan limit.					
Product	30 and 15 Year Fixed					
Qualifying Ratios	Purchase and R&T: 43%					
Housing Payment History	 A minimum 24-month history of the borrower's mortgage and/or rental payment history must be provided (This is independent of the housing payment history verification). A VOM or VOR is acceptable if the payment history is not on the credit report. If the VOM or VOR is completed by private party, a minimum of 12 months' validation of checks or bank statements are required. First Time Home Buyer with no housing payment history needs to meet the following requirements: Borrower must meet the minimum credit requirements Borrower to provide LOE as to why they do not have housing history Provide LOE from family member to state that borrower lives rent free 					



Ineligible Income

- Capital gain not allowed.
- Asset Dissipation
- Educational benefits such as VA benefits or scholarships
- Lump sum payments such as inheritances or lawsuit settlements (may be verified as assets to close)
- One-time signing bonus
- Retained earnings
- Reverse mortgage loan proceeds
- Secondary income that will continue for less than 3 years
- Taxable forms of income that the applicant does not declare on federal income tax returns
- Value of employment benefit packages that are not received as cash wages
- Lump sum payments of lottery earnings that are not ongoing
- Student loans/grants
- Allowance income
- Stipends
- Stock options / RSU
- Room and board received for the applicant's principal residence
- Severance pay
- Any income that is from a business activity that may be permitted by state law, (such as the growing and sale of marijuana), but is against Federal Law



Credit Scores, Credit and Disputes

There may be instances where the borrower's credit score is valid but insufficient credit exists. In addition, the credit risk of the entire borrower profile must be evaluated to determine if the credit history supports the borrower's ability and willingness to repay the loan

Rescoring and Credit Repair

 JMAC prohibits the use of credit repair vendors designed to help a borrower falsely repair their credit profile by intentionally manipulating data to improve their credit score for purposes of loan eligibility, pricing improvement, and/or creditworthiness.

Credit score is deemed valid or usable if it has been based on a minimum number of tradelines

- Each borrower must have 2 fico scores.
- Length of credit history needs to be 2 years.
- At least 3 open or closed tradelines
 - o A 12-month history is required for the tradelines, regardless of whether the account is open or closed.
- At least 3 open tradelines are required for each applicant who does not have a previous 12-month mortgage payment history
 - o Tradelines may not be in collections, charge-offs, foreclosures, repossessions, disputed accounts, flexible spending accounts or authorized user accounts.

For First Time Home Buyer: Borrower needs to meet the credit requirements listed above.

- Mortgage late: 0x30 last 12 months, 0x60 in the last 24 months
- Chapter 7 or 13 Bankruptcies: 7 years seasoning from discharge or dismissal of bankruptcy filings
- Short Sale, Foreclosure, Deed in Lieu, Loan Modification, Pre-foreclosure: Requires 7 years seasoning from date of completion
- Foreclosure limitations apply to formal foreclosure filings; In the instanced when the borrower has been or is currently delinquent for 120 days or longer and the lender has not initiated formal actions, the 120 day plus delinquency will be treated as a foreclosure
- FORBEARANCE is considered foreclosure so forbearance needs to be 7 years seasoned from the date of completion.
- Revolving credit no more than 2x30 in last 12 months
- Installment Credit no more than 1x30 in last 12 months

<u>Disputed Accounts</u> – Disputed accounts are reviewed to determine current balance and derogatory information (a 30-day or more delinquency) within 2 years prior to the credit report date:

- Zero balance and no derogatory information no action required
- Zero balance and derogatory information remove and pull new credit
- A positive balance and no derogatory information remove and pull new credit report
- A positive balance and derogatory information remove and pull new credit report



Installment Debts	Must be included to debt ratio regardless of the number of payments left. Installment debt with 10 or less payment can be omitted if there is sufficient liquid assets such as checking, saving, stock, or money market accounts to cover the balance in addition to the reserve requirements.
Revolving Debts	Paying off some revolving debts for qualification is allowed but it's subject to Ability-to-Repay under the ATR/QM rule. The accounts are required to be closed prior to funding.
Tax Lien	 Delinquent income taxes must be paid in full unless: The applicant can demonstrate they have entered into a repayment plan and had made satisfactory repayments for the past 6 months. Any tax lien must be subordinate to the new lien.
Trust Income	 Trust Income allowed with the following requirements: Need 3 months proof of payments made prior to application is required and 3 years continuance is required Provide copy of the trust agreement, trust assets and letter from trust administrator stating the monthly distribution amount.
Gift	 Gift for down payment is allowed but at least 5% needs to be borrower's own funds and only allowed on primary residence. Gift funds can be wired directly to escrow. Wire needs to show donor's name as a remitter. Not allow for reserve
Assets	Allowable Assets for down payment, reserve and closing: Checking Savings 401K (vested 100%) – 60% of value Stock – 70% of the stock value Business Funds – maximum percentage allowed is based on the percentage of ownership Life Insurance – 100% of cash value Government Bonds – 70% of redemption value Helocs – allowed but only for closing costs not for reserve. 529 College Savings Plans are acceptable sources of funds for the down payment, closing costs, discount points, prepaids and reserves. 529 College Savings Plans funds may be held in a variety of account types, such as mutual funds, stocks, savings, certificates of deposit, etc. When used for down payment, closing costs, discount points or prepaids: o The applicant must be the account owner. o Proof of liquidation required; value at the time of sale or liquidation must be net of any margin accounts When used for reserves: If held in a mutual fund or stocks, only 70% of the value of stock and mutual funds may be used. Proof of liquidation is not required.



	Ineligible Assets:	
	Cash advances from a credit card	
	Commission from Sale of Subject Property	
	Disaster Relief Funds	
	Funds donated by property seller, builder, real estate agent or any other party not related to the applicant to satisfy down	
	payment requirements	
	Hedge Funds	
	Individual Development Accounts	
	Margin accounts used to secure a margin loan	
	Pension fund	
	Personal loan	
	Private Stock	
	Private Equities	
	Reverse Mortgage	
	Salary advances	
	Seller real estate tax credit	
	Seller real estate tax proration's received or credited at closing	
	Signature loans	
	Sweat equity	
	Uniform Gifts to Minors Act (UGMA) and Uniform Transfers to Minors Act (UTMA) unless the applicant is the account beneficiary	
	and is of legal age	
	Unsecured financing	
	Except for Employer Assisted Unsecured Loans for relocating applicants	
	Unvested stock options	
Self-Employed Borrowers Two	For borrowers who own 25% or more, the maximum business owned is 2 (two) excluding Schedule C. Example of types of filings are	
Maximum Business Owned	1120S, 1120, 1065.	



Business Funds for Assets

The following business structures permit the use of business funds for down payment, closing costs, discount points, prepaids and reserves:

- o Sole Proprietorship
- o Partnership
- o Corporation
- The following requirements must be met when the applicant obtains funds from business accounts:
 - Allow up to 30% of percentage of ownership. For example if you owned 50% of the business and the total company business statements shows \$100,000 than they can use up to \$15,000.

Ownership Verification	The applicant's ownership or interest in the business must be confirmed by				
	documentation such as a Business License, Sole Proprietorship, Corporation or				
	Partnership tax returns.				
Sole Proprietorship	Verify the applicant has 100% ownership of the business.				
Partnership	Applicant <u>must be a general partner</u>				
	Percentage of ownership must be verified				
	 The percentage of ownership can be validated using the U.S. 				
	Partnership Return of Income (IRS Form 1065) and the Partner's				
	Share of Income. Credits, Deductions, etc. (Schedule K-1) for filing				
	income tax returns for the partnership.				
	 Verification of the ability to withdraw funds to the extent of the 				
	percentage of ownership				
	 All other general partners must provide approval 				
Corporation	 Verify the applicant's percentage of ownership 				
	o The applicant's percentage of ownership can usually be				
	determined from the Compensation of Officers section of the				
	corporate tax return.				
	 Verification of the ability to withdraw funds to the extent of the percentage 				
	of ownership				
	A corporate resolution indicating stockholder's approval				
Minimum Contribution	If the business funds are from a Partnership or Corporation, the applicant				
	must provide evidence of a minimum of 5% cash investment from their own				
	personal assets (non-business account)				



	If the bus not requi		from a S	ole Proprietorship, a separate acco	unt is
Account Statements	statemen	nts		current 6 months of business ac	
	is normal	and typical for t	he busin e season	ed with the source of funds for any	
				in a personal or business account	
Cash Flow Analysis		t and Loss Stater		-	
3333333334,336				- ost recent quarter	
	Letter fro		t confirm	ning impact to the business if fund	ds are
	 Tax retur 	ns for the most r	ecent 2 y	years	
	The loan	file documenta	tion mus	st include a review of any potenti	al tax
	implication	ons on funds rece	eived.		
Access and Use of Funds	following	; :		n documentation to evidence all on the business funds.	of the
		There is no requi			
	0	•	n advanc	ement against future earnings or f	uture
		wing table provion station for each b		cceptable sources to obtain the rec structure.	quired
	Business	Eligible Verific	ation So	urces	
	Structure	Accountant	СРА	Other Source	
	Sole proprietorship	Yes	Yes	Applicant, only if tax returns are self-prepared	
	Partnership	Yes	Yes	Other general partners	
	Corporation	Yes	Yes	May be found on the Corporate Resolution	



Reserves	For all transaction types:				
	• Loan amounts <= \$1.0M: 12 months of reserve PITI(A)				
	 Loan amounts > \$1.0M: 15 months of reserve PITI(A) 				
	 Loan amounts > \$2.0M: 24 months of reserve PITI(A) 				
	Reserve is only required for the subject property.				
	NOTE: Gift not allowed for reserve.				
Appraisal Requirements	1 (one) full appraisal is required when the following applies:				
	 Transaction is a purchase or rate/term refinances up to \$1.5mm excludes Florida 				
	 Property in Florida <= \$1.0mm for all transaction types 				
	2 (two) full appraisal is required when the following applies:				
	o 1 st Lien Loan Amount > \$1.5mm				
	o 1 st Lien Loan amount > \$1.0mm, for all transaction types in the state of Florida				
	Appraisal must be dated within 90 days prior to the Note date else a Re-cert of Value is required. Any additional cost needs to be				
	paid by borrower or broker.				
	Desk review (CDA) is required on all loans.				
	o LTV > 75%: CDA Variance >= 5% and < 10% requires a field review				
	 CDA > 10% will require field review regardless of LTV. 				
	 Field review cost needs to be paid by borrower or broker. 				
	Appraisal transferred NOT allowed.				
Departing Property	Departing Property requires 25% of equity position				
	Departing Property requires full appraisal + 1007				
	 If property is free and clear, no appraisal is required. A current hazard insurance policy must be obtained to validate 				
	there are no liens				
	Copy of the lease agreement for one-year duration				
	Copy of security deposit slip and/or first month's rent was paid to the homeowner.				
	May use 75% of gross rental income to offset payment.				



Seasoning Rate/Term	 Rate & Term: No seasoning requirements from purchase transaction to refinance. 6 months seasoning from note date to application date to use current market value. Value is based on the lower of the purchase price or current market value if not seasoned for 6 months. If previous loan was a cash out transaction, must have 1-year seasoning from note date to application date. 		
Cash-Out	Not allowed.		
Pay off a Junior Lien Regardless of Age	Permitted with the following restrictions: Junior liens seasoned, opened 12 months or more, prior to application date HELOCS Only Document draws within the past 12-month period If aggregate total of draws within the past 12 months exceed \$2000, seasoning is based on the date of the last draw.		
	NOTE: Non-purchase money 2 nd liens are considered R&T if there is 12 months seasoning.		
Secondary Financing	 Allowed Second liens must be FDIC insured. If the payment is not reflected on the credit report and a billing statement is not obtained, use 0.75% of the full line amount. 		
Max.# of Properties	Up to 4 total properties ** The total number of properties includes property that are free and clear. Excluding commercial properties and vacant land.		
Non-Occupant	Not Allowed		
	Refinances on properties listed for sale are not permitted. Properties previously listed for sale must have been off the market and the listing agreement canceled at least one day prior to the date the application. A copy of the canceled/expired listing should be placed in the file and a search of the current multiple listing services should be completed to verify that the property is not currently listed by a different agency. For Cash Out Transaction, need at least to be off the market for 6 months.		
Rent Back	Assignment of rent payments or leaseback: If the purchase contract or HUD-1 provide for rental payments or leasebacks of more than 60 day, the property must be considered investment.		
	Not Allowed		
Eligible Transactions: Municipal Energy Obligations	JMAC will not finance a first mortgage secured by a property with an outstanding PACE loan, or a similar loan program.		
Additional Restrictions	Temporary Buydown / Leasehold: Not Allowed		



Ineligible Properties	 Acreage greater than 10 acres (appraisal must include total acreage), Agricultural zoned property (unless property is intended for residential use and must have like comps) * New Condos * Condo Gut Conversion * Condo Newly Converted Non-Gut Projects * Condo Hotel * Co-Ops * Hobby Farms * Income Producing properties with acreage * Log Homes * Manufactured Housing * Mixed Used properties * Modular homes * Properties subject to oil and/or gas leases * Title may not be held in a business name * Unique properties * Working farms, ranches or orchards.
Non-Arm's Length Transaction	 A non-arm's length transaction exists when there is a personal or business relationship between the applicant and the builder or seller the party Transactions involving principles of a broker or other vendor involved in the lending process of the subject loan transaction may also be considered a non-arm's length transaction Purchase from a builder If the subject property is a second home or investment property, the applicant must not be affiliated with or related to the following:



	Applicant is an interested Party:
	 An interested party is a person or entity who benefits from the completion of the sales transaction.
	 This type of transaction is not permitted if the builder, property seller, and/or any party currently on title on the subject property is any of the following:
	 A company owned by the applicant
	 An applicant who is related to the builder, property seller, or any party currently on title as a: Registered agent
	Sales agent
	• Partner
	Employee As a sublimate assume the sublimate
	• An applicant may act as an interested party to a sales transaction for the subject property; however, they may not use any payment for services rendered from the sales transaction of the subject party toward the down payment, closing costs, or reserve requirements.
	Payment for services rendered means payment for, but is not limited to:
	Realtor commissions
	 Broker commissions
	 Sales employee commissions
Seller Contributions	Seller Contributions: Basis for the limit is now based on CLTV ratio
	Primary Residence
	o 6%: LTV 75.01 -80%
	o 9%: LTV < 75%
HERO/PACE	Must be paid off in full and remove from title. Must come from borrower's own funds.
Student Loan	Student loans are considered installment accounts and are considered a liability.
	o Student loans with deferred payments must have a payment recognized as a liability and included in the DTI ratio.
	• If the monthly student loan payment cannot be verified by the credit report, a copy of the applicant's payment letter or forbearance agreement must be obtained.
	o If the applicant's payment letter or forbearance agreement cannot be obtained, or also does not reflect a payment, then a payment must be calculated using 2% of the outstanding balance of the student loan as the applicant's recurring monthly obligation.
	o If the student loan has gone into default and a renegotiated payment plan has been established, copies of the past 12 months payments and repayment agreement will be required. If a repayment plan has not been established, the defaulted loan must be paid in full at or prior to loan closing.



Income Documentation	
Overview and Submission's	
Requirements	• The Borrower's application (1003) must include all sources and amounts of income
	 Borrowers must have completed two years of employment with the same

	Salary/Wage Earner	Self-Employed
• The Borrower's application	Required:	Required:
(1003) must include all	• IRS Form W-2's for the past	Two years personal tax returns
sources and amounts of	two years and most recent	with all schedules and K1's.
income	paystub with YTD earnings	Twenty-five percent (25%) or
	 WVOE showing earnings for 	more ownership interest in an
Borrowers must have	the past two years and YTD	Partnership 1065 and S Corp
completed two years of	earnings (if using bonus,	1120S requires: Two years
employment with the same	overtime, commission, and	business tax returns with all
employer or in a similar line	other type of income other base	schedules
of work	income)	Two years Corporate 1120 tax
	WVOE for previous employer	returns.
If self-employed, the	as noted on 1003	
Borrower must have the	Two years personal tax	NOTE: For self-employed
same business entity for two	returns with all schedules	borrower(s), P&L and Balance
years		Sheet are required documents

NOTE: 4506T TRANSCRIPTS REQUIRED FOR BOTH PERSONAL AND BUSINESS (if applicable) FOR 2 YEARS.

Lender will use broker's credit report if report was pulled within 30 days of submission. Rapid rescore for purpose of pricing is not allowed.



Additional restrictions based on state:

The loan amount must exceed the conforming loan limit in place at the time of origination for the specific area in which the property is located. To determine the maximum loan amount by county, refer to the following Web sites. Fannie Mae: https://www.efanniemae.com/sf/refmaterials/loanlimits/index.jsp

State	LTV/CLTV Adjustor				
	Up to \$1mm	\$1mm to \$1.5mm	\$1.5mm to \$2.0mm		
FL	5.0	5.0	N/A		

California (CA) State Restrictions

The following table lists the applicable geographic restrictions for all loan programs in California (CA). This table will be updated as needed.

Area	Geographic Restrictions				
Big Rock Mesa (Malibu) and	All of the following conditions apply to any loan if the subject property is located in the Castellamare area of Pacific Palisades				
Castellamare (Pacific Palisades)	or on the following streets in the Big Rock Mesa Area (Malibu):				
	Big Rock Drive	McAnany Way	Rockcroft Drive	Seaboard Way	
	Cool Oak Way	Piedra Chica Road	Rockpoint Way	Seamore Way	
	Inland Way	Pinnacle Way	Rockport Way	Whitecap Way	
	Little Rock Way	Roca Chica Drive	Royal Stone Drive		
	 Due to earth slippage and land slides, the following conditions apply: Verify soil engineer's report stating soil is stable and not subject to future expansion, slippage or slide activity. Verify structural engineer's report confirming dwelling and any outbuildings or garages have not been affected by expansion, slippage or land slides and are in, at least, good condition. Homes on septic systems are not acceptable. Borrowers must sign a Borrower Property Indemnification Certificate. 				



La Conchita Area (San Buena Ventura)	This area is known to have experienced earth slippage and landslide problems. All of the following conditions apply to any loan			
	if the security property is located in these areas:			
	Clear soil engineer's report stating that the subject soil is stable and not subject to future expansion, slippage or slide activity.			
	Clear structural engineer's report confirm	Clear structural engineer's report confirming that soil expansion, slippage, or landslides have not affected the subject dwelling		
	and any outbuildings, garages, etc. and are in at least good condition.			
	Borrowers are required to sign the La Conchita Area (San Buena Ventura) Borrower Property Condition Indemnification			
	Certificate. The properties located on the following streets in the La Conchita area are subject to all three conditions above:			
	Vista Del Rincon Drive	San Fernando Avenue	Carpinteria Avenue	
	West Surfside Street	Zelzah Avenue	Santa Paula Avenue	
	Bakersfield Avenue	Santa Barbara Avenue	North Sunland Avenue	
	Filmore Avenue	Ojai Avenue	Oxnard Avenue	
	All properties are a portion of Sections 1 and 12 of La Conchita Del Mar No. 2, Book Page 31. La Conchita is an unincorporated			
	area of Ventura County, CA.			
Oakley, Contra Costa County	Purchase transactions only – The Dupont Chemical Plant, located at 6000 Bridgehead St., Oakley, CA, is a potential environmental hazard site. The appraiser is responsible for making appropriate comments on the appraisal report regarding the potential hazard. If the appraiser determines the property is located within one mile of the site or any impact is noted on the appraisal, the borrowers are required to sign the Notice to Prospective Buyers of Properties form acknowledging that the property is near a source of potential hazard.			

Colorado (CO) State Restrictions

Area	Geographic Restrictions	
All	All refinance loans must include the Colorado state-specific tangible benefit worksheet.	