

LAND LOAN FEATURES																	
LOAN TERM		10 YEAR FIXED															
INTEREST RATE		FIXED															
QUALIFYING PAYMENT		USE PRINCIPAL & INTEREST PAYMENTS AT THE PREVAILING RATE AMORTIZED OVER A TEN (10) YEAR TERM TO CALCULATE DTI.															
BORROWER PAYMENT		PRINCIPAL & INTEREST															
PREPAYMENT PENALTY		NO PREPAYMENT PENALTY															
GENERAL ELIGIBILITY																	
ELIGIBLE BORROWERS		• US CITIZENS • PERMANENT RESIDENT ALIEN															
INELIGIBLE BORROWERS		• NON-PERMANENT RESIDENT ALIENS • LAND TRUSTS • LIFE ESTATES															
ELIGIBLE TRANSACTIONS		• NON-OCCUPANT BORROWER • TENANCY IN COMMON • PROPERTY OWNED IN A LIMITED LIABILITY CORPORATION (LLC) <ul style="list-style-type: none">◦ PERSONAL GUARANTEE REQUIRED.◦ FOR ALL LOANS HELD IN AN LLC A BUSINESS MEMBERSHIP ACCOUNT MUST BE ESTABLISHED PRIOR TO CLOSING.															
MAXIMUM BORROWERS		FOUR (4) BORROWERS PER LOAN															
MINIMUM LOAN AMOUNT		\$50,000															
MAXIMUM LOAN AMOUNT		\$500,000															
MAX PROPERTIES OWNED		TOTAL OF TEN PROPERTIES OWNED (COMBINED FOR ALL BORROWERS & INCLUDES PROPERTIES IN AN LLC.)															
STATE ELIGIBILITY		AVAILABLE IN ALL STATES															
HIGH-COST LOANS		NOT ELIGIBLE															
CREDIT																	
MAXIMUM HOUSING RATIO		43%															
MAXIMUM DEBT RATIO		43%															
CREDIT REPORT		A TRIPLE MERGE CREDIT REPORT IS REQUIRED FOR ALL BORROWERS AND WILL USE OUR SCORE FOR QUALIFYING THE BORROWER. QUORUM FOLLOWS FANNIE MAE GUIDELINES FOR DETERMINING THE BORROWERS QUALIFYING CREDIT SCORE. NEW APPLICATIONS AND RESUBMISSIONS REQUIRE A NEW CREDIT REPORT. APPROVAL IS VALID FOR 45 DAYS.															
MINIMUM FICO		680															
MINIMUM TRADELINES		A MINIMUM OF TWO (2) TRADELINES, OPEN OR CLOSED, THAT HAVE BEEN EVALUATED FOR AT LEAST TWENTY-FOUR (24) MONTHS IS REQUIRED. CANNOT INCLUDE SELF-REPORTED OR AUTHORIZED USER TRADELINES.															
CONTINGENT LIABILITY		• NON-MORTGAGE DEBT AND MORTGAGE DEBT NOT ON THE SUBJECT PROPERTY CAN BE EXCLUDED FROM THE DEBT RATIO BASED ON FNMA GUIDELINES. • ALL MORTGAGES ON SUBJECT PROPERTY WILL BE INCLUDED IN THE OVERALL DEBT RATIO REGARDLESS OF WHETHER THE BORROWER IS OBLIGATED ON THE MORTGAGE DEBT.															
UNSECURED DEBT		HIGH USE OF UNSECURED DEBT (> 20% OF ANNUAL INCOME) PRESENTS ADDITIONAL RISK FACTORS AND MAY RESULT IN A DECLINE.															
STUDENT LOANS		STUDENT LOANS WILL BE UNDERWRITTEN TO FREDDIE MAC GUIDELINES.															
MORTGAGE LATE		OX30 IN THE LAST 24 MONTHS.															
TAX LIENS		MUST BE PAID PRIOR TO/AT CLOSING															
IRS INSTALLMENT PLAN		QUORUM FOLLOWS FANNIE MAE GUIDELINES FOR IRS REPAYMENT PLANS. QUORUM CANNOT ACCEPT THE PAYMENT PLAN IF THE UNPAID TAXES ARE REFLECTED AS A LIEN ON CREDIT OR TITLE.															
FORECLOSURE, BANKRUPTCY, DEED-IN-LIEU, PRE-FORECLOSURE OR SHORT SALE		UNDERWRITTEN TO FNMA GUIDELINES.															
MODIFICATION, DEFERMENT OR FORBEARANCE		THREE (3) YEARS SEASONING.															
INCOME AND EMPLOYMENT																	
EMPLOYMENT HISTORY		VERIFY START/END DATES FOR ALL EMPLOYERS FROM THE MOST RECENT TWO YEARS (WRITTEN VOE OR VERBAL IS ACCEPTABLE).															
BASE INCOME, VARIABLE INCOME, AND OTHER INCOME TYPES		STANDARD FNMA INCOME VERIFICATION IS REQUIRED.															
SELF EMPLOYED		• MOST RECENT ONE YEAR SIGNED PERSONAL AND BUSINESS TAX RETURNS WITH ALL SCHEDULES IS REQUIRED. THE USE OF A TAX EXTENSION (IRS FORM 4868) IS NOT PERMITTED. NOTE: 2024 TAX RETURNS MUST BE FILED TO QUALIFY FOR THE ONE-YEAR OPTION. IF AN EXTENSION IS FILED, 2 YEARS TAX RETURNS WILL BE REQUIRED. • MUST BE SELF-EMPLOYED FOR A MINIMUM OF 2 YEARS. • QUORUM REQUIRES AN EXECUTED 4506C FORM PRIOR TO CLOSING ON ALL SELF-EMPLOYED BORROWERS AND BORROWERS EMPLOYED BY FAMILY.															
RSU INCOME		PERMITTED USING FREDDIE MAC GUIDELINES.															
ASSET DEPLETION		ADHERE TO FNMA GUIDELINES															
COLLATERAL																	
ELIGIBLE OCCUPANCY TYPES		• INVESTMENT PROPERTIES															
LOT REQUIREMENTS		• APPROVED OR NON-APPROVED BUILDABLE LOT MUST BE ZONED FOR RESIDENTIAL USAGE 1-4 FAMILY • LEASEHOLD NOT ELIGIBLE • 20 ACRE LIMIT															
VALUATION		• QUORUM WILL ORDER THE APPRAISAL THROUGH A THIRD-PARTY VENDOR. • AGE REQUIREMENTS: APPRAISAL IS GOOD FOR 120 DAYS (RE-CERTIFICATIONS ALLOWED ON A CASE-BY-CASE BASIS).															
POWER OF ATTORNEY (POA)		NOT PERMITTED															
TRUST AGREEMENTS		PERMITTED BASED ON FNMA GUIDELINES. IRREVOCABLE TRUSTS NOT PERMITTED. IF THE LOAN IS HELD IN A TRUST, A COPY OF THE FULLY EXECUTED TRUST AGREEMENT WITH ALL AMENDMENTS MUST BE REVIEWED AND APPROVED BY QUORUM PRIOR TO CTC. (MUST BE APPROVED BY TITLE)															
TITLE INSURANCE		• TITLE INSURANCE IS REQUIRED. • QUORUM WILL ORDER TITLE AND CLOSING SERVICES UNLESS OTHERWISE SPECIFIED AT THE TIME OF APPLICATION.															
HAZARD/FLOOD/LIABILITY INSURANCE		NOT REQUIRED															
PROPERTY TAX ESCROW		REQUIRED (NO EXCEPTIONS)															
ASSETS																	
ASSETS		PERSONAL ASSET RESERVES: <ul style="list-style-type: none">• ASSET RESERVES MUST BE FROM THE BORROWER'S FUNDS.• QUORUM DOES NOT ALLOW GIFT FUNDS TO BE USED AS RESERVES.• REFER TO THE RESERVE MATRIX IN THIS DOCUMENT. BUSINESS ASSETS RESERVES: <p>BORROWERS MUST HAVE 100% OWNERSHIP IN THE BUSINESS TO USE BUSINESS ASSETS. DOCUMENTATION REQUIREMENTS INCLUDE: LETTER FROM CPA, THIRD PARTY OR BORROWER TO DOCUMENT THE FOLLOWING:</p> <ul style="list-style-type: none">• FUNDS WILL NOT HAVE A NEGATIVE EFFECT ON BUSINESS CASH FLOW.• FUNDS ARE NOT AN ADVANCEMENT OR LOAN OF FUTURE EARNINGS OR CASH DISTRIBUTIONS.• 3 MONTHS BANK STATEMENTS.• COPY OF YEAR-TO-DATE P&L.• UNDERWRITER WILL COMPLETE A CASH FLOW ANALYSIS USING MOST RECENT 3 MONTHS BUSINESS BANK STATEMENTS TO DETERMINE IMPACT OF FUNDS WITHDRAWAL FROM THE BUSINESS.															
MINIMUM BORROWER CONTRIBUTION		20% MINIMUM CONTRIBUTION FROM BORROWER.															
MINIMUM RESERVE REQUIREMENT		SEE RESERVE MATRIX INCLUDED IN THIS DOCUMENT															
LAYERING RISKS & COMPENSATING FACTORS (EXAMPLES OF LAYERING RISKS AND COMPENSATING FACTORS CONSIDERED IN UNDERWRITING)																	
LAYERING RISK FACTORS		IF A LOAN REFLECTS ONE OR MORE RISK LAYERS LISTED BELOW, THEN THE LOAN MUST MEET AN EQUAL NUMBER OF COMPENSATING FACTORS. FOR EXAMPLE, 2 LR = 2 CF, 4 LR = 4 CF. <table><tr><td>LR1-Payment Shock</td><td>Payment shock (> 150%)</td></tr><tr><td>LR2-Adverse Credit</td><td>Adverse credit history 1X30 in last 12 months</td></tr><tr><td>LR3-Variable Pay</td><td>Variable pay exceeds 25% of the total income</td></tr><tr><td>LR4-Debt to Qualify</td><td>Paying down/off debt to qualify for DTI purposes</td></tr><tr><td>LR5 -Assets</td><td>Use of gift funds</td></tr><tr><td>LR6-Loan Amount</td><td>≥ \$250,000</td></tr><tr><td>LR7- Rapid Appreciation</td><td>Subject property purchased in the last 24 months reflecting rapid increases >15% annually</td></tr></table>		LR1-Payment Shock	Payment shock (> 150%)	LR2-Adverse Credit	Adverse credit history 1X30 in last 12 months	LR3-Variable Pay	Variable pay exceeds 25% of the total income	LR4-Debt to Qualify	Paying down/off debt to qualify for DTI purposes	LR5 -Assets	Use of gift funds	LR6-Loan Amount	≥ \$250,000	LR7- Rapid Appreciation	Subject property purchased in the last 24 months reflecting rapid increases >15% annually
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ELIGIBILITY MATRIX: MAXIMUM LOAN AMOUNT MATRIX ALL LOANS ARE SUBJECT TO THE UNDERWRITER'S DISCRETION. ADDITIONAL UNDERWRITING CONDITIONS OR OVERLAYS MAY BE REQUIRED																	
FICO		LTV	MAX LOAN AMOUNT														
680+		≤ 80%	\$500,000														
ELIGIBILITY MATRIX: RESERVE MATRIX																	
FICO		LTV	MINIMUM RESERVES														
680+		≤ 50%	0 MONTHS														
		50.01% - 65%	3 MONTHS														
		> 65%	6 MONTHS														
ELIGIBILITY MATRIX: VALUATION REQUIREMENT MATRIX																	
LOAN AMOUNT		STANDARD REQUIREMENT															
≤ \$500,000		FULL APPRAISAL															
LAND LOAN RATES RATES EFFECTIVE AS OF: 07/01/2025 RATES ARE SUBJECT TO CHANGE AT ANY TIME																	
LTV %	0-60	60.01-70	70.01-80	MAX LOAN AMOUNT													
FICO																	
800+	9.25%	9.375%	9.50%	\$500,000													
780 - 799	9.25%	9.375%	9.50%	\$500,000													
760-779	9.375%	9.50%	9.625%	\$500,000													
740-759	9.50%	9.625%	9.75%	\$500,000													
720-739	9.625%	9.75%	9.875%	\$500,000													
700-719	9.875%	10.00%	10.125%	\$500,000													
680-699	10.125%	10.25%	10.375%	\$500,000													
RATE ADD-ONS ADJUSTMENTS																	
LOAN AMOUNT < \$100,000				0.50%													
NON-APPROVED BUILDING LOT				2.00%													
LAND LOAN FEES																	
ORIGINATION FEE				\$495													
PROCESSING FEE				\$100													
CREDIT REPORT FEE				\$81.25/\$162.50 (SINGLE/JOINT)													
TAX SERVICE FEE				VARIES (BEGINS AT \$61)													
CLOSING AGENT/SETTLEMENT FEES, RECORDING FEES				VARIES													
PROPERTY REPORT/TITLE REPORT				VARIES													
MORTGAGE/TRANSFER TAX, GOVERNMENT FEES (IF APPLICABLE)				VARIES													
APPRAISAL (IF APPLICABLE)				VARIES													
APPRAISAL FEE DUE AT THE TIME OF APPLICATION ALL OTHER FEES ARE DUE AT CLOSING.																	
BORROWER PAID COMPENSATION (BPC)																	
• BPC ONLY AVAILABLE TO "APPROVED" TIER 1, TIER 2, OR TIER 3 BROKERS • BROKERS MAY CHARGE: <ul style="list-style-type: none">◦ UP TO 3% FOR LOAN AMOUNTS UNDER \$100,000◦ UP TO 4% FOR LOAN AMOUNTS \$100,000 AND ABOVE • BPC IS CALCULATED BASED ON THE LOAN AMOUNT (NO MAX) • BPC MUST BE SELECTED FROM THE DROP-DOWN MENU AT THE TIME OF APPLICATION SUBMISSION <ul style="list-style-type: none">◦ DROP-DOWN OPTIONS ARE IN 25 BPS INCREMENTS◦ BPC CANNOT BE INCREASED AFTER THE APPLICATION IS SUBMITTED • IF THE SELECTED BPC WOULD RESULT IN A HIGH-COST LOAN, QUORUM WILL REDUCE THE BPC TO ENSURE COMPLIANCE																	
NOT AN APPROVED BROKER? TO LEARN MORE ABOUT PARTNERING WITH US, PLEASE CONTACT MORTGAGESALES@QUORUMFCU.ORG																	
The Fine Print: Interest rates may change at any time. A land loan is secured by the member's land. The minimum loan amount is \$50,000. There are no application or termination fees, and no prepayment penalty, though the appraisal fee varies. Mortgage tax may apply in some states. This loan is available in all states and is subject to credit approval.																	
Fees: All fees are due at closing, except the appraisal fee, which is collected during loan processing. The borrower is responsible for all fees, including the appraisal and title report.																	