

All loans are manually underwritten by a mortgage professional. Quorum's underwriters review each loan to assess risk and streamline the approval process. Quorum follows Fannie Mae underwriting guidelines; however, Quorum's underwriting guidelines are not the only criteria for a final credit decision. Layering risk factors and compensating factors may be considered for loans that fall outside the product features and guidelines. For any additional requirements not addressed in this product matrix, refer to FNMA Selling Guide for details.

If you have a unique scenario that you would like to pre-screen with Quorum, please contact your Account Executive. Pre-screen Requirements: Copy of the 1008/1003, credit report, and a breakdown of all closing and post-closing asset reserves

★	<b>First Lien HELOC Product Features</b>	★
<b>Draw Period</b>	10 years	
<b>Repayment Period</b>	20 years	
<b>Index</b>	Prime Rate	
<b>Margin</b>	Risk-based - determined by FICO, LTV, Loan Amount & Occupancy Type	
<b>Interest Rate</b>	Index + Margin	
<b>Qualifying Payment</b>	Use principal & interest payments at the prevailing rate amortized over a twenty (20) year term to calculate DTI.	
<b>Borrower Payment</b>	Interest-only payments are due during the draw period. Payments are based on a twenty (20) year amortization.	
<b>Floor Rate</b>	6.95%	
<b>Annual Rate Caps</b>	2% increase or decrease	
<b>Lifetime Cap</b>	18%	
<b>Prepayment Penalty</b>	No prepayment penalty.	

<b>General Eligibility</b>	
Eligible Borrowers	<ul style="list-style-type: none"> <li>US Citizens</li> <li>Permanent Resident Alien</li> </ul>
Ineligible Borrowers	<ul style="list-style-type: none"> <li>Non-Permanent Residents</li> <li>Non-Occupant Borrower</li> <li>Land Trusts</li> <li>Life Estates</li> <li>Tenancy in Common</li> <li>Corporations, General and Limited Partnerships</li> </ul>
Maximum Borrowers	Four (4) borrowers per loan.
Minimum Loan Amount	\$50,000
Maximum Loan Amount	\$750,000
Max Properties Owned	Total of ten properties owned (combined for all borrowers & includes properties in an LLC.)
State Eligibility	Not available in Texas.
Age/Related Resale Restrictions	Adhere to FNMA requirements
High-Cost Loans	Not Eligible
<b>Credit</b>	
Maximum Housing Ratio	45%
Maximum Debt Ratio	45%
Credit Report	A triple merge credit report is required for Borrowers and will use our score for qualifying the Borrower. Quorum follows Fannie Mae guidelines for determining the Borrowers qualifying credit score. Credit report is valid for 60 days. New applications and resubmissions require a new credit report.
Minimum FICO	660
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	<ul style="list-style-type: none"> <li>Non-mortgage debt and mortgage debt not on the subject property can be excluded from the debt ratio based on FNMA guidelines.</li> <li>All mortgages on subject property will be included in the overall debt ratio regardless of whether the borrower is obligated on the mortgage debt.</li> </ul>
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 FNMA Guidelines.

Paying Down/Off Debt to Qualify for DTI purposes	Payoff or paydown of debt solely to qualify must be carefully evaluated and considered in the overall loan analysis. The Borrower's history of credit use will be a factor in determining whether the appropriate approach is to include or exclude debt for qualification.
Current Principal Residence Pending Sale	Current principal residence is pending sale, but the transaction will not close with title transfer to the new owner prior to the Borrower purchasing a new principal residence. <ul style="list-style-type: none"> <li>• Max DTI: 49.99%.</li> <li>• Current PITI and the proposed PITI must be used in qualifying the Borrower.</li> <li>• Copy of fully executed listing agreement or contract of sale.</li> </ul>
Mortgage Lates	0x30 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.
<b>Income and Employment</b>	
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. (See alternative income document methods below)
Self Employed	<ul style="list-style-type: none"> <li>• 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.</li> <li>• Must be self-employed for a minimum of 2 years.</li> <li>• Quorum requires an executed 4506C form prior to closing on all self-employed Borrowers and Borrowers employed by family.</li> </ul>
RSU Income	<ul style="list-style-type: none"> <li>• Permitted using Freddie Mac Guidelines.</li> </ul>
Income from Departing Residence	Heavy scrutiny will be placed on these transactions. All Borrowers must have compensating factors to offset the risk. To include income from departing residence, Quorum requires the following: <ul style="list-style-type: none"> <li>• Copy of fully executed lease agreement.</li> <li>• Copy of security deposit and first month's rent check.</li> <li>• Copy of bank statement reflecting the deposit.</li> </ul>

**Additional Income Sources with Limited LTV**

Bank Statement	<ul style="list-style-type: none"> <li>• 12-month or 24-month business or personal bank statements</li> <li>• Must be self-employed for a minimum of two years</li> <li>• Max LTV 65%</li> </ul> <hr/> <ul style="list-style-type: none"> <li>• Bank Statement Verification and Income Requirements             <ul style="list-style-type: none"> <li>○ ≤ \$250K &amp; ≥ 680 FICO - 12 months bank statements</li> <li>○ ≤ \$250K &amp; &lt; 680 FICO - 24 months bank statements</li> <li>○ &gt; \$250K - 24 months bank statements</li> </ul> </li> <li>• Bank statements deposit calculation             <ul style="list-style-type: none"> <li>○ 100% of all deposits from personal bank statements</li> <li>○ 50% of business bank statements</li> </ul> </li> <li>• Bank Statement Requirements             <ul style="list-style-type: none"> <li>○ Only deposits will be used</li> <li>○ The following transfers will not be counted:                 <ul style="list-style-type: none"> <li>· Wire transfer</li> <li>· Overdraft protection transfers</li> <li>· Interest credits</li> <li>· Rental income deposits</li> <li>· Large deposits that are not typical account transactions.</li> </ul> </li> <li>○ Must have 12/24 consecutive months of statements (no gaps)</li> <li>○ Must provide all pages of the bank statements (even the last pages with advertising)</li> <li>○ Cannot use two different accounts statements. Multiple accounts are considered on a case-by-case basis when:                 <ul style="list-style-type: none"> <li>· one account is closing and reopening of a new account, or</li> <li>· for business accounts that have two different autonomous businesses</li> </ul> </li> <li>○ If account was used and closed the new account for remainder of statements must show closing of old account and opening of new account</li> </ul> </li> </ul>
Asset Depletion	<ul style="list-style-type: none"> <li>• Eligible assets include 401K, IRA, inheritance, unrestricted stock, lottery winnings, lawsuit earnings, sale of real estate, divorce proceeds.</li> <li>• No cash-out restriction</li> <li>• No age Restriction</li> <li>• Max LTV 65%</li> <li>• Asset depletion income calculation = total assets/360 months.</li> </ul>
<b>Collateral</b>	
Eligible Occupancy Types	<ul style="list-style-type: none"> <li>• Primary Residence</li> <li>• Second Homes</li> </ul>
Ineligible Occupancy Types	<ul style="list-style-type: none"> <li>• Investment Properties</li> </ul>
Eligible Property Types	<ul style="list-style-type: none"> <li>• 1-2 Unit (ADU's allowed)</li> <li>• PUDs</li> <li>• Townhouse</li> <li>• Warrantable Co-ops (See Co-op section below for restrictions)</li> <li>• Warrantable Condos (Non-warrantable condos max 65% LTV. Management must review the project to ensure acceptable risk)             <ul style="list-style-type: none"> <li>○ See Condo section below for restrictions</li> </ul> </li> </ul>
Ineligible Property Types	<ul style="list-style-type: none"> <li>• 3-4 Units</li> <li>• Leasehold Properties</li> <li>• Manufactured Homes</li> </ul>

Condos	<ul style="list-style-type: none"> <li>• Must be FNMA warrantable. Limited review permitted meeting FNMA requirements.</li> <li>• Non-warrantable condos max 65% LTV. Management must review the project to ensure acceptable risk.</li> <li>• Restrictions             <ul style="list-style-type: none"> <li>○ Miami Dade County Condo: Condo Units Valued &gt;\$1,000,000 in Miami Dade County Maximum LTV 70%</li> </ul> </li> </ul>												
Co-ops	<ul style="list-style-type: none"> <li>• Warrantable Co-ops             <ul style="list-style-type: none"> <li>○ <b>Allowed only in New York City</b></li> <li>○ Primary Residence Only</li> <li>○ Max 65% LTV</li> </ul> </li> </ul>												
Valuation	<ul style="list-style-type: none"> <li>• Please refer to the Valuation Eligibility Matrix.</li> <li>• Standalone Transactions: Quorum will order the appraisal on a standalone transaction through a third-party vendor.</li> <li>• Age Requirements: Appraisal is good for 120 days (re-certifications allowed on a case-by-case basis).</li> <li>• For transactions that allow for AVMs: AVMs will be ordered by Quorum and will be reviewed by underwriting to determine if the value is supported. If the underwriter deems the value is not supported, we will upgrade the report to a drive-by, desktop, full appraisal, or other valuation methods.</li> </ul>												
Subject Property in Declining Market	<ul style="list-style-type: none"> <li>• Primary Residence (1 Unit)             <ul style="list-style-type: none"> <li>○ AVM's or Appraisals that reflect a declining market percentage are subject to the Max LTV caps as outlined below.</li> <li>○ If a declining market percentage is not reflected on the AVM or Appraisal the LTV will be capped at 65%.</li> <li>○ AVM or Interior or Exterior Appraisal reflecting a decline in housing trend in Miami Dade County for condo units valued &gt;\$1,000,000 will be capped at 65% LTV.</li> <li>○ AVM or Interior or Exterior Appraisal reflecting a decline in housing trend in San Francisco Bay Area will be capped at 65% LTV: These counties include: Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, Solano, and Sonoma.</li> </ul> <table border="1" style="margin-left: 40px; margin-right: 40px;"> <thead> <tr> <th colspan="2" style="background-color: #4F81BD; color: white; text-align: center;">AVM/Appraisal Declining Market Max LTV Caps</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">0%</td> <td style="text-align: center;">90%</td> </tr> <tr> <td style="text-align: center;">≤ 1%</td> <td style="text-align: center;">85%</td> </tr> <tr> <td style="text-align: center;">&gt;1%-5%</td> <td style="text-align: center;">80%</td> </tr> <tr> <td style="text-align: center;">&gt;5%-10%</td> <td style="text-align: center;">75%</td> </tr> <tr> <td style="text-align: center;">&gt;10%</td> <td style="text-align: center;">65%</td> </tr> </tbody> </table> </li> <li>• Primary Residence (2 Unit) &amp; Second Home             <ul style="list-style-type: none"> <li>○ AVM's or Appraisals that reflect a declining market regardless of the percentage, will be capped at 65% LTV.</li> </ul> </li> </ul>	AVM/Appraisal Declining Market Max LTV Caps		0%	90%	≤ 1%	85%	>1%-5%	80%	>5%-10%	75%	>10%	65%
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Seasoning	Six (6) months seasoning. If the home was purchased less than 6 months ago, we will use the lower of the purchase price or the appraisal value to determine the LTV. A new valuation will be required if the original appraisal is expired.												
Refinance of Listed Properties	Six (6) months seasoning. Must remove listing prior to submitting application (LTV max reduced to 80% if property was listed within the last six (6) months).												
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.												
Title Insurance	<ul style="list-style-type: none"> <li>• Title insurance is required.</li> <li>• For standalone transactions that require title insurance, Quorum will order title and closing services unless otherwise specified at the time of application.</li> </ul>												

<b>Assets</b>	
Business Assets	<p>Permitted only for Borrowers that have 100% ownership in the business. Documentation Requirements include:</p> <p>Letter from CPA, Third Party or Borrower to document the following:</p> <ul style="list-style-type: none"> <li>Funds will not have a negative effect on business cash flow.</li> <li>Funds are not an advancement or loan of future earnings or cash distributions.</li> <li>3 months bank statements.</li> <li>Copy of year-to-date P&amp;L.</li> <li>Underwriter will complete a cash flow analysis using most recent 3 months business bank statements to determine impact of funds withdrawal from the business.</li> </ul>
Personal Asset Reserves	<ul style="list-style-type: none"> <li>Asset reserves must be from the Borrower's funds.</li> <li>Quorum does not allow gift funds to be used as reserves.</li> <li>Refer to the Reserve Matrix in this document.</li> </ul>
Minimum Reserve Requirement	<ul style="list-style-type: none"> <li>See HELOC matrix included in this document for the minimum reserve requirement. Minimum reserves include principal and interest payment, taxes, and insurance for subject property.</li> </ul>

**Layering Risks & Compensating Factors**  
(Examples of Layering Risks and Compensating Factors Considered in Underwriting)

Layering Risks	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.	
	<b>LR1-Payment Shock</b>	Payment shock (> 150%)
	<b>LR2-Adverse Credit</b>	Adverse credit history 1X30 in last 12 months
	<b>LR3-Variable Pay</b>	Variable pay exceeds 25% of the total income.
	<b>LR4-Debt to Qualify</b>	Paying down/off debt to qualify for DTI purposes.
	<b>LR5-Departing Residence</b>	Using departing residence rental income to meet the DTI qualifications.
	<b>LR6 -Assets</b>	Use of gift funds.
	<b>LR7-Loan Amount</b>	≥ \$250,000
	<b>LR8- Rapid Appreciation</b>	Subject property purchased in the last 24 months reflecting rapid increases >15% annually
Compensating Factors	<b>CF1-LTV</b>	≤ 75%
	<b>CF2-FICO</b>	≥ 740
	<b>CF3-DTI</b>	≤ 36%
	<b>CF4-Post Closing Reserves</b>	Additional 6 months of PITI reserves above what is required by guidelines
	<b>CF5-Payment History</b>	No lates/derogatory history in the last 5 years
	<b>CF6-Employment Stability</b>	<u>Employment</u> - Primary wage earner ≥5 years with same employer.
	<b>CF7-Ownership Stability</b>	<u>Ownership</u> – Subject property owned for ≥5 years

### First Lien HELOC Rates

Rates effective as of: 02/14/2024

Current Prime Rate: 8.50% | Floor Rate: Rates cannot go below floor rate of 6.95%\*

LTV %	0-60	60.01-70	70.01-80	80.01-85	85.01-90	Max Loan Amount > 85% LTV	Max Loan Amount 65.01% - 85% LTV	Max Loan Amount ≤ 65% LTV
Credit Rating								
800+	Prime + 0.00%	Prime + 0.25%	Prime + 0.50%	Prime + 1.00%	Prime + 1.75%	\$350,000	\$500,000	\$750,000
780-799	Prime + 0.25%	Prime + 0.25%	Prime + 0.50%	Prime + 1.00%	Prime + 1.75%	\$350,000	\$500,000	\$750,000
760-779	Prime + 0.50%	Prime + 0.75%	Prime + 1.00%	Prime + 1.50%	Prime + 2.25%	\$350,000	\$500,000	\$750,000
740-759	Prime + 0.75%	Prime + 1.00%	Prime + 1.25%	Prime + 1.625%	Prime + 2.375%	\$350,000	\$500,000	\$750,000
720-739	Prime + 1.50%	Prime + 1.50%	Prime + 1.75%	Prime + 2.125%	Prime + 2.625%	\$350,000	\$500,000	\$750,000
700-719	Prime + 2.50%	Prime + 2.50%	Prime + 2.75%	Prime + 3.50%	Prime + 4.25%	\$350,000	\$500,000	\$750,000
680-699	Prime + 3.25%	Prime + 3.375%	Prime + 3.50%	Prime + 3.875%	Prime + 5.25%	\$350,000	\$500,000	\$750,000
660-679	Prime + 4.75%	Prime + 5.00%	Prime + 5.50%	N/A	N/A	N/A	\$150,000	\$150,000

### Rate Adjustments: Margin Add-Ons and Reductions

Loan Amount ≤ \$100,000	0.500%
Second Home	0.500%

### <sup>1</sup>Relationship Discount Pricing Adjustment: Margin Reductions

New Checking Account with Quorum must be established prior to closing. (Minimum monthly balance of \$5,000)	-0.250%
New CD with Quorum must be established prior to closing. (Maintaining at least \$50,000 in CDs any duration)	-0.500%

### HELOC Fees

Origination Fee	\$495
Processing Fee	\$100
Flood Cert Fee	\$7
Credit Report Fee	\$54.65/\$109.30 (single/joint)
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 and debited from the HELOC.

### Borrower Paid Compensation (BPC):

- Brokers can charge up to 2% (**NO MAX**). BPC is paid on the Line of Credit Amount
- Only Eligible for approved brokers with executed agreements.
- BPC amount must be selected from the drop-down selection when submitting the application.
  - BPC drop down selection: 0, .50%, 1%, 1.50%, or 2%.
- Once the application is submitted the BPC amount cannot be changed.

### Eligibility Matrix

<sup>1</sup> To qualify for the relationship price discount, the member would need to establish and fund these account(s) prior to the loan closing.

All loans are subject to the underwriter's discretion. Additional underwriting conditions or overlays may be required

**Maximum Loan Amount Matrix**

FICO	LTV	Max Loan Amount
680+	≤ 65%	\$750,000
	65.01% -85%	\$500,000
	> 85%	\$350,000
660-679	≤ 80%	\$150,000

**Reserve Matrix**

FICO	LTV	Max Loan Amount
680+	≤ 65%	0 Months
	65.01% - 85%	3 Months
	> 85%	6 Months

- Reserves not required for Loan amounts \$250K or less for FICO ≥ 680
- Additional 3 months of reserves for Loan amounts over \$500K

660-679	≤ 80%	3 Months
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**Occupancy Eligibility Matrix**

Occupancy	FICO	# Of Units	LTV
Primary	660-679	1 Unit	80%
Primary	680+	1 Unit	90%
Primary	660+	2 Unit	80%
Primary	660+	Co-op	65%
Second Home	660+	1 Unit	80%

**Valuation Requirement Matrix**

Loan Amount	Occupancy	# Of Units	Standard Requirement
≤ \$350K	Primary	1-2 Unit	AVM
		Co-op	Full Appraisal
	Second Home	1 Unit	AVM
> \$350K to \$750K	Primary	1-2 Unit Co-op	Full Appraisal
	Second Home	1 unit	

**Rates and APR:**

\*The Annual Percentage Rate (APR). The Floor Rate is 6.95%. Maximum APR is 18.00%. The APR is a variable rate, plus or minus a margin, and is based on the Prime rate (index - as published in The Wall Street Journal) plus a margin. The margin is determined based on credit history, loan amount, and loan-to-value (LTV) ratio. Rate will not increase or decrease more than 2% annually. A home equity line of credit is secured by the member's home and is available only for 1-2 family residential properties, condominiums, and co-ops. Minimum line-of-credit amount: \$50,000.00. No draw is required at closing. No application, or termination fees; appraisal fee varies. No pre-payment penalty. Mortgage tax may apply in some states. This Home Equity Line of Credit is not available in TX. All loans are subject to credit approval.

**Fees:**

Fees are due at closing and debited from the HELOC (except appraisal fee, if applicable, due at the time of application). Additional fees for HELOCs, including all lender fees, origination fees and third-party fees will be passed to the borrower.

Quorum is an Equal Housing Lender. We do business in accordance with the Federal Fair Lending Laws.  
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