

## Non-Conforming Product Matrix

| Program features                        | Requirements for Loans with LTVs ≤80%  | Requirements for Loans with LTVs >80%   |
|---|--|---|
| <b>Occupancy/Loan Purpose</b>           | <ul style="list-style-type: none"> <li>Primary residences, second homes, and investment properties</li> <li>Purchase</li> <li>Rate/term refinance</li> <li>Cash-out refinance</li> </ul>   | <ul style="list-style-type: none"> <li>Primary residences</li> <li>Purchase</li> </ul>  |
| <b>Products</b>                         | <ul style="list-style-type: none"> <li>5/1, 7/1, or 10/1 LIBOR ARM</li> <li>10, 15, 20, and 30-year fixed rate</li> </ul>  | <ul style="list-style-type: none"> <li>7/1 or 10/1 LIBOR ARM</li> <li>10, 15, 20, and 30-year fixed rate</li> </ul>   |
| <b>Loan Amount/Combined Loan Amount</b> | <ul style="list-style-type: none"> <li>Maximum \$3 million for one-unit primary residence, purchase, and rate/term refinance</li> <li>Maximum \$2 million for all other transactions</li> </ul>  | Maximum loan amount \$1.25 million<br><br><b>Note:</b> Maximum loan amount may be limited depending on the metropolitan statistical area median home price and market classification. |
|   | Loan amount must be greater than the contiguous U.S. one-unit Conforming Loan limit.   |   |
| <b>Secondary Financing</b>              | Allowed  | Not allowed   |
| <b>Loan Score</b>                       | Minimum Loan Score requirements: <ul style="list-style-type: none"> <li>700 for transactions that meet all of the following:               <ul style="list-style-type: none"> <li>Primary residence or second home</li> <li>Purchase or rate/term refinance</li> <li>Fixed-rate product</li> </ul> </li> <li>740 for investment property transactions</li> <li>720 for all other transactions</li> </ul> | Minimum Loan Score is 740.  |
|   | <b>Loan Score definition:</b> Selected credit score of the occupying borrower with the highest income and valid credit score.  |   |
| <b>Credit Reports</b>                   | <ul style="list-style-type: none"> <li>CoreLogic Credco</li> <li>Equifax</li> </ul>  |   |
| <b>LTV/CLTV</b>                         | <ul style="list-style-type: none"> <li>Maximum 80% LTV/CLTV</li> <li>Maximum 75% LTV/85% CLTV</li> </ul> Maximum LTV/CLTV requirements may vary depending on loan amount, market classification, transaction type, occupancy, product, and property.   | Maximum 85% LTV   |
| <b>Maximum Qualifying Ratios</b>        | Front-end/total debt-to-income: <ul style="list-style-type: none"> <li>36%/43% for primary residence fixed-rate purchase or rate/term refinance</li> <li>36%/43% for occupant borrower's ratio with a non-occupant co-borrower</li> <li>36%/38% for investment property</li> <li>36%/40% for all other transactions</li> </ul>   | Front-end/total debt-to-income: <ul style="list-style-type: none"> <li>30%/35% for fixed rate</li> <li>30%/32% for adjustable rate</li> </ul>   |
| <b>Non-occupant co-borrowers</b>        | Allowed  | Not allowed   |

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|---|--|--|
| <b>Eligible Property Types</b>                          | <ul style="list-style-type: none"> <li>• Single family (attached or detached)</li> <li>• Condominium (condo)</li> <li>• Planned unit development (PUD)</li> <li>• Leasehold</li> <li>• 2- to 4-unit property</li> </ul>  | <ul style="list-style-type: none"> <li>• One-unit single family (attached or detached)</li> <li>• Condo</li> <li>• PUD</li> </ul>      |
| <b>Mortgage Insurance</b>                               | Not applicable   | Not required   |
| <b>Contributions</b>                                    | 6% maximum seller contribution   |  |
| <b>Gift Funds</b>                                       | For primary residences and second homes, the full down payment may be from a gift when the LTV/CLTV is 80% or less.  | Gifts of cash, equity, or land are not allowed.  |
| <b>Multiple Financed Properties</b>                     | The maximum number of financed properties for all borrowers on the Loan is four (including the subject property).  | The maximum number of financed properties for all borrowers on the Loan is two (including the subject property).                       |
|   | If aggregate financing for all properties owned by borrower exceeds \$3 million, one of the following is required: <ul style="list-style-type: none"> <li>• Minimum 36 months' PITI reserve (post-closing liquidity)</li> <li>• Maximum 50% LTV/CLTV</li> </ul>  |  |
| <b>Authorized Appraisal Management Companies (AMCs)</b> | Sellers must obtain valuation products from authorized AMCs including: <ul style="list-style-type: none"> <li>• Assurant Valuations (formerly StreetLinks – available through Direct Order/Direct Deliver only)</li> <li>• Clear Capital</li> <li>• CoreLogic Valuation Solutions</li> <li>• PCV Murcor</li> <li>• ServiceLink</li> <li>• Solidifi</li> </ul>  |  |
| <b>Delivery Options</b>                                 | <ul style="list-style-type: none"> <li>• Data delivery: <ul style="list-style-type: none"> <li>– Uniform Loan Delivery Dataset (ULDD) file upload to <a href="https://wellsfargofunding.com">wellsfargofunding.com</a></li> <li>– Direct loan data transfer via Ellie Mae Encompass</li> <li>– ePack Express (images and data)</li> </ul> </li> <li>• Document delivery: <ul style="list-style-type: none"> <li>– Wells Fargo Image Express<sup>SM</sup> Program</li> <li>– ePack Express (images and data)</li> <li>– eDelivery and eSignature</li> </ul> </li> </ul> |  |
| <b>Underwriting Options</b>                             | Wells Fargo Prior Approval   |  |
| <b>Buydowns</b>   | Not allowed  |  |
| <b>Tax and Insurance Escrow</b>                         | <ul style="list-style-type: none"> <li>• Sellers are responsible for adhering to applicable state laws for LTV requirements.</li> <li>• If the property is located in a Special Flood Hazard Area (SFHA), an escrow/impound account must be established for the payment of flood insurance premiums, regardless of LTV.</li> </ul>   | Escrows for taxes and hazard insurance are required (subject to state law). Refer to <b>Section 515.04</b> for additional information. |