



Lock dates Prior to March 1, 2018: WSHFC Home Advantage & House Key Government Loan Programs

Red indicates changes from previous matrix
 Overlays to Investor guidelines are underlined and in italics

Owner-Occupied transactions only					
	Investor	Property Type	FICO	LTV	CLTV
Maximum FICO, LTV/CLTV	FHA	1-Unit (Including Condo/PUD)	<u>620</u>	96.5%	Refer to HUD Handbook 4000.1
		Manufactured Homes	<u>660</u>	96.5%	Refer to HUD Handbook 4000.1
	VA	1-Unit (Including Condo/PUD)	<u>620</u>	100% ¹	Refer to VA Lenders Handbook
	USDA	1-Unit (Including Condo/PUD)	<u>620</u>	100% ¹	Refer to USDA SFH Guaranteed Loan Program Handbook (3555)
¹ Exclusive of Financed Guaranty Funding Fee					
Eligible Products/Programs	<ul style="list-style-type: none"> • FHA 30 Year Fixed: FWA300 <ul style="list-style-type: none"> ○ Limited 203(k). ○ Hud 184 • FHA House Key: FWA330 • VA 30 Year Fixed: VWA300 • VA House Key: VWA330 • USDA 30 Year Fixed: UWA300 • USDA House Key: UWA330 				
Ineligible Products/Programs	<ul style="list-style-type: none"> • FHA: <ul style="list-style-type: none"> ○ <u>Standard 203(k) Loans</u> ○ <u>Good Neighbor Next Door (GNND)</u> ○ <u>Hud \$100 Down with Repair Escrows</u> • USDA: <ul style="list-style-type: none"> ○ <u>Rural Energy Plus Loans</u> ○ <u>Temporary Buy downs</u> ○ <u>Interest Only Loans</u> 				
Loan Limits	<p>The more restrictive of the first loan program or the applicable WSHFC guidelines apply.</p> <ul style="list-style-type: none"> • FHA: Maximum Loan Amount cannot exceed FHA loan limits for the county in which the property is located https://entp.hud.gov/idapp/html/hicostlook.cfm • VA: Loan Limits by geographic region can be located at http://www.benefits.va.gov/homeloans/loan_limits.asp • USDA: Loan Limits can be located at: http://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do • Home Advantage - Refer to Home Advantage Program Manual • House Key – Refer to House Key Program Manual 				
Income Limits	<p>The more restrictive of the first loan program or the applicable WSHFC guidelines apply.</p> <ul style="list-style-type: none"> • Home Advantage: Refer to Home Advantage Program Manual • House Key – Refer to House Key Program Manual 				
Borrower Eligibility	<ul style="list-style-type: none"> • Must be a U.S. citizen, permanent resident alien or qualified alien 				
First-Time Homebuyer	<ul style="list-style-type: none"> • Home Advantage: Borrower does not need to be a first-time homebuyer. <ul style="list-style-type: none"> ○ Restrictions may apply when combined with DPA programs • House Key: The Borrower(s) must be a first-time homebuyer. Refer to House Key Program Manual for additional details. 				
AUS/Underwriting	<ul style="list-style-type: none"> • Fannie Mae Desktop Underwriter (DU) with 'Approve / Eligible', Freddie Mac Loan Prospect Advisor (LPA) with 'Accept' recommendation or GUS with 'Accept/Eligible' findings is required. • Other customized automated underwriting systems are not permitted 				

Lock date prior to March 1st

	<ul style="list-style-type: none"> • Approve/Ineligible findings: permitted only for a repair escrow when the cause of the 'Ineligible' is due to the escrow holdback. • FHA: <u>Manual Underwriting is permitted in the following cases:</u> <ul style="list-style-type: none"> ○ <u>The loan receives 'Approve/Eligible' finding but requires a downgrade due to additional information not considered in the AUS decision that affects the overall insurability or eligibility of the loan.</u> ○ <u>'Refer/Eligible' findings subject to the following requirements:</u> <ul style="list-style-type: none"> ▪ <u>Minimum 660 FICO for all borrowers who have a FICO score</u> ▪ <u>Maximum 43% DTI</u> ▪ <u>Manufactured Homes: manual underwriting not permitted.</u> • VA & USDA: <u>Manual Underwriting is not permitted</u>
DTI	<ul style="list-style-type: none"> • Maximum debt to income ratio cannot exceed 50%
Credit Requirements	<ul style="list-style-type: none"> • All borrowers with a credit score must meet the minimum representative credit score • FHA: <u>Use of non-traditional credit is permitted if any or all borrowers do not meet minimum credit guidelines</u> <ul style="list-style-type: none"> ○ <u>43% DTI Max</u> ○ <u>All borrowers who have a credit score must meet minimum 660 FICO</u> ○ <u>Manufactured homes are not permitted</u> • VA & USDA: <u>Use of non-traditional credit is not permitted</u>
Employment/Income Verification	<ul style="list-style-type: none"> • Follow AUS and first mortgage program guidelines. Additional requirements are listed below. • FHA & VA: • Transcript Requirements: <ul style="list-style-type: none"> ○ W2/W9 transcripts will not be required for a borrower when all income for that borrower is derived from W-2 wage earner and/or 1099 fixed income sources. ○ <u>Tax transcripts are required in the following circumstances:</u> <ul style="list-style-type: none"> ▪ <u>When tax returns are used to qualify a borrower. The number of years provided must be based on the DU findings. Income verified via tax returns includes but is not limited to the examples listed below.</u> <ul style="list-style-type: none"> • <u>Self-employment income</u> • <u>Commission Income ≤ 25%</u> • <u>Rental Income</u> • <u>Employment by Family Members</u> • <u>Other Income Sources (i.e. Dividend Interest, Capital Gains, Alimony etc.)</u> ▪ <u>When a written VOE form 1005 is used as standalone income verification</u> • USDA: IRS 1040 transcripts are required for each borrower and all adult household members whose income is used to qualify. <ul style="list-style-type: none"> ○ House Key: Refer to House Key Program Manual for additional details
Eligible Properties	<ul style="list-style-type: none"> • 1-Unit Single Family Residence (including FHA/VA approved condominium/PUD's) • Manufactured Homes (FHA and USDA Existing Manufactured Home pilot only) <ul style="list-style-type: none"> ○ Double wide or greater manufactured homes only ○ See Manufactured Home section for additional criteria
Ineligible Properties	<ul style="list-style-type: none"> • <u>Cooperatives</u> • Mobile Homes • Condotels • Hotel Condominiums • Timeshares • Geodesic Domes • Working Farms and Ranches • Unimproved Land • <u>Manufactured Homes:</u> <ul style="list-style-type: none"> ○ <u>VA loans not eligible</u> ○ <u>Leaseholds not eligible</u>

Prior to March 1st

<p>Limited 203(k)</p>	<ul style="list-style-type: none"> • Not permitted on manufactured housing • May only be used for minor remodeling and non-structural repairs. • Does not require the use of a 203(k) Consultant, but a Consultant may be used. • The total rehabilitation cost must not exceed \$35,000. There is no minimum rehabilitation cost. • All improvements to existing Structures must comply with HUD's Minimum Property Requirements and meet or exceed local building codes. • Time frame for completion of repairs not to exceed six months. • Work completed must be on the Limited 203(k) Eligible Improvement/Repairs list • Follow FHA Handbook 4000.1, Limited 203(k) guidelines regarding reason, type of improvements, time to complete, quality, disbursements, and post-closing documentation • Lenders must handle all disbursements and are responsible for release of escrow and closing out the loans in FHA Connection
<p>Manufactured Homes</p>	<p>FHA :</p> <ul style="list-style-type: none"> • Minimum 660 FICO • AUS: Approve/Eligible – manual underwrite not permitted • Single wide manufactured homes not eligible • Leaseholds not eligible <p>USDA:</p> <p><u>New Manufactured home units :</u></p> <ul style="list-style-type: none"> • <u>Minimum 660 FICO</u> • <u>Doublewide or greater manufactured homes only</u> • <u>Leaseholds and Community Land Trusts not eligible</u> • <u>Purchase transactions only</u> • Unit must not have had ANY alterations or additions since construction in the factory • Follow USDA 7 CFR 3550.73 for full program guidelines • GUS approve/eligible <p><u>Existing Manufactured home pilot:</u></p> <ul style="list-style-type: none"> • <u>Minimum 660 FICO</u> • <u>Doublewide or greater manufactured homes only</u> • <u>Leaseholds and Community Land Trusts not eligible</u> • <u>Purchase transactions only</u> • Unit must not have had ANY alterations or additions since construction in the factory • Manufactured home must have been constructed on or after January 1,2006 in conformance with the Federal Manufactured Home Construction and Safety Standards • <u>Manual underwrite required for this program only. Must utilize the USDA stacking order checklist for Manual Underwrite and follow all USDA Manual Underwriting guidelines.</u> • <u>No credit exceptions permitted</u> • <u>Debt ratio waivers permitted per USDA guidelines</u> • Unit must have additional inspection per pilot guidelines • Refer to USDA Existing Manufactured Homes Pilot program at https://www.fhfa.gov/sites/default/files/2018-03/USDA_pilot_existing_manufactured_homes/existing_manufactured_home_pilot.pdf for more details.
<p>Appraisal Requirements</p>	<p>Appraisal Condition Rating of C5/C6 or a Quality Rating of Q6 is not permitted.</p> <ul style="list-style-type: none"> • FHA - Refer to HUD Handbook 4000.1 • Appraisers must be on FHA Connection with State Certification designation of Certified General or Certified Residential <ul style="list-style-type: none"> • Appraiser must comply with the FHA Appraisal Independence Policy • VA - Refer to the VA Lender's Handbook <ul style="list-style-type: none"> ○ All appraisals must be ordered through VA's WebLGY (The Appraisal System), which will assign the order to a VA approved Appraiser -include an interior and exterior inspection of the subject property ○ A notice of value for property appraised as existing or new construction is valid for six months. Rapidly fluctuating real estate market conditions may temporarily dictate the use of a shorter validity period. ○ No new Appraisal can be requested on a property which already has a valid VA value determination (No duplicate appraisals) • USDA - Refer to USDA SFH Guaranteed Loan Program Handbook (3555) <ul style="list-style-type: none"> ○ The appraisal must have been completed within six months of the date of the request for a conditional commitment ○ Purchase Transactions for existing dwellings must meet the current requirements of HUD Handbooks 4150.2 and 4905.1, typically verified through an RHS Adequacy Certification (Existing Dwelling Inspection Report), or by the appraiser certifying in the comments section of the appraisal that the property meets HUD Handbooks 4150.2 and 4905.1. ○ <u>Reuse of an appraisal from a prior transaction is not permitted</u>

Look out date March 1st

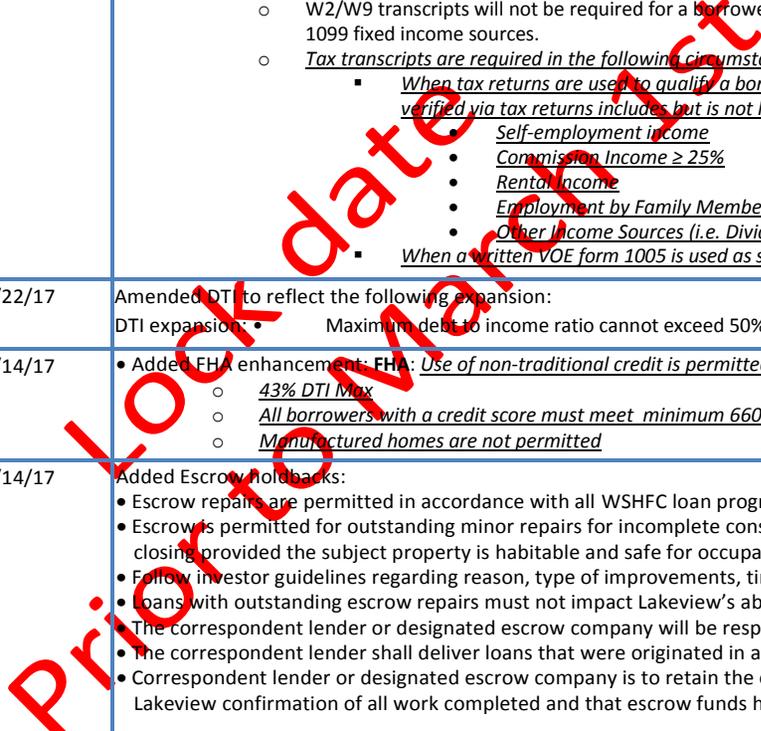
Tax Liens	<ul style="list-style-type: none"> Follow specific investor guidelines (FHA, VA or USDA)
Flipping	<ul style="list-style-type: none"> Follow specific investor guidelines (FHA, VA or USDA)
Homebuyer Education	<ul style="list-style-type: none"> Homebuyer Education is required for all borrowers listed on the Note and Deed of Trust. Refer to http://www.wshfc.org/sf/index.htm for details.
Underwriting Authority	<ul style="list-style-type: none"> Delegated Underwriting only
Buy downs	<ul style="list-style-type: none"> Temporary buy downs are not permitted.
Non-Occupant Co-borrowers/Co-signers	<ul style="list-style-type: none"> Home Advantage <ul style="list-style-type: none"> Non-Occupant Co-borrowers/Co-signers are permitted. Refer to Home Advantage Program Manual for requirements. House Key <ul style="list-style-type: none"> Not permitted. Refer to House Key Program Manual for requirements.
Subordinate Financing	Refer to http://www.wshfc.org/sf/index.htm for subordinate financing requirements
High Cost Loans	<ul style="list-style-type: none"> Lakeview will not purchase High Cost Loans, as defined by the CFPB.
High Priced Mortgage Loans	<ul style="list-style-type: none"> Permitted in accordance with FHA, VA or USDA's guidelines.
Assignment of Mortgage	<ul style="list-style-type: none"> All first mortgage loans must be registered with MERS at the time of delivery to Lakeview. The MERS transfer of beneficial rights and transfer of servicing rights must be initialed by the Seller within 7 calendar days of purchase date. Refer to Selling Guide for transfer requirements.
Disaster Policy	<ul style="list-style-type: none"> Please refer to the list of affected counties published by FEMA using the following link: http://www.fema.gov/disasters If FEMA does not identify an area as a disaster, Lakeview reserves the right to declare an area not identified by FEMA as a disaster. In these cases Lakeview will communicate any declarations. The Disaster Policy should be followed during an ongoing disaster and up to 90 days from the FEMA declaration date. <ul style="list-style-type: none"> If the subject property is located in one of the impacted counties and the appraisal was completed prior to the incident period (as defined by FEMA), Lakeview Loan Servicing will require a post disaster inspection confirming the property was not adversely affected by the disaster. Full appraisals obtained after the incident period need to indicate that the property has not been impacted by the disaster. If the inspection notes the property is uninhabitable, unsound, or the condition of the property has been affected by the disaster, a new full appraisal is required. FHA: The following are acceptable inspection formats: <ul style="list-style-type: none"> A property inspection report signed by the original FHA roster appraiser Appraisal Update and/or Completion Report signed by the original FHA roster appraiser <ul style="list-style-type: none"> FHA roster appraiser in good standing with geographic competence in the affected market may be used. If the Mortgagee uses a different appraiser to inspect the Property, the appraiser performing the damage inspection must be provided with a complete copy of the original appraisal. VA & USDA: Sellers may utilize any of the following re-inspection options to satisfy the post disaster inspection requirement, with a photograph of the subject property: <ul style="list-style-type: none"> Property Inspection Report (Fannie Mae Form 2075/Freddie Mac Form 2070), or Appraisal Update and/or Completion Report (Fannie Mae Form 1004D/Freddie Mac Form 442), or Uniform Residential Appraisal Report (Fannie Mae Form 1004/Freddie Mac Form 70) Exterior Only Appraisal Report (Freddie Mac Form 2055) Individual Condominium or PUD Unit Appraisal Report (Fannie Mae Form 1073/Freddie Mac Form 465) Disaster Inspection Certification from a Licensed Certified Inspector If the appraiser notes defects in the exterior inspection, a Uniform Residential Appraisal Report with an interior and exterior inspection and photographs is required. If damage is revealed by the inspection, it must be repaired prior to purchase.
Escrow Holdbacks	<ul style="list-style-type: none"> Escrow repairs are permitted in accordance with all WSHFC loan program guidelines. Escrow is permitted for outstanding minor repairs for incomplete construction or for alterations and repairs that cannot be completed prior to loan closing provided the subject property is habitable and safe for occupancy at the time of closing. Follow investor guidelines regarding reason, type of improvements, time to complete, quality, disbursements, and post-closing documentation. Loans with outstanding escrow repairs must not impact Lakeview's ability to deliver/sell the loan to Ginnie Mae. The correspondent lender or designated escrow company will be responsible for managing and disbursing the escrows. The correspondent lender shall deliver loans that were originated in accordance with the first mortgage investor guidelines. Correspondent lender or designated escrow company is to retain the escrow funds until all improvements have been completed. Lender to provide Lakeview confirmation of all work completed and that escrow funds have been released.
Seasoning	<ul style="list-style-type: none"> <u>Loans must not be aged more than 45 days from the loan closing date until the time the loan is delivered to Lakeview for purchase. This includes the date the credit and closing file is received and the loan is eligible for purchase. All loans must be purchased by Lakeview within 60 days of the note date.</u>

Fees	<ul style="list-style-type: none"> • Lakeview will collect the following fees upon loan purchase: <ul style="list-style-type: none"> ○ Tax Service Fee \$65.00 ○ Flood Certification Transfer Fee \$10.00 ○ WSHFC Electronic Upload Fee \$40.00; • WSHFC Program Application Fee for Second Mortgage (as applicable) \$40.00
Reference Links	<ul style="list-style-type: none"> • FHA Handbook • VA Handbook • VA Circulars <ul style="list-style-type: none"> ○ USDA Handbook

*Seller shall deliver loans that were originated in accordance with the FHA, VA, USDA and the Commission’s Program Manual, unless otherwise noted in this matrix.
**In the case of conflicting guidelines, lender must follow the more restrictive to meet the credit, income limits, total debt -to-income ratio and loan and property requirements of WSHFC, FHA, VA and USDA, Lender or Lakeview Loan Servicing.

Version Control

Author	Section	Date	Update
DM	Employment/Income Verification	11/22/17	Added transcript overlay relief as follows: FHA & VA: <ul style="list-style-type: none"> ▪ Transcript Requirements: <ul style="list-style-type: none"> ○ W2/W9 transcripts will not be required for a borrower when all income for that borrower is derived from W-2 wage earner and/or 1099 fixed income sources. ○ <u>Tax transcripts are required in the following circumstances:</u> <ul style="list-style-type: none"> ▪ <u>When tax returns are used to qualify a borrower. The number of years provided must be based on the DU findings. Income verified via tax returns includes but is not limited to the examples listed below.</u> <ul style="list-style-type: none"> • <u>Self-employment income</u> • <u>Commission Income ≥ 25%</u> • <u>Rental Income</u> • <u>Employment by Family Members</u> • <u>Other Income Sources (i.e. Dividend Interest, Capital Gains, Alimony etc.)</u> ▪ <u>When a written VOE form 1005 is used as standalone income verification</u>
DM	DTI	11/22/17	Amended DTI to reflect the following expansion: DTI expansion: • Maximum debt to income ratio cannot exceed 50%
DM	Credit Requirements	12/14/17	<ul style="list-style-type: none"> • Added FHA enhancement: <u>FHA: Use of non-traditional credit is permitted:</u> <ul style="list-style-type: none"> ○ <u>43% DTI Max</u> ○ <u>All borrowers with a credit score must meet minimum 660 FICO</u> ○ <u>Manufactured homes are not permitted</u>
DM	Escrow Holdbacks	12/14/17	Added Escrow holdbacks: <ul style="list-style-type: none"> • Escrow repairs are permitted in accordance with all WSHFC loan program guidelines. • Escrow is permitted for outstanding minor repairs for incomplete construction or for alterations and repairs that cannot be completed prior to loan closing provided the subject property is habitable and safe for occupancy at the time of closing. • Follow investor guidelines regarding reason, type of improvements, time to complete, quality, disbursements, and post-closing documentation. • Loans with outstanding escrow repairs must not impact Lakeview’s ability to deliver/sell the loan to Ginnie Mae. • The correspondent lender or designated escrow company will be responsible for managing and disbursing the escrows. • The correspondent lender shall deliver loans that were originated in accordance with the first mortgage investor guidelines. • Correspondent lender or designated escrow company is to retain the escrow funds until all improvements have been completed. Lender to provide Lakeview confirmation of all work completed and that escrow funds have been released.



DM	Manufactured Homes	1/18/18	<p>Added Details of USDA Pilot for existing manufactured homes USDA: <u>Existing Manufactured home pilot only:</u></p> <ul style="list-style-type: none"> • <u>Minimum 660 FICO</u> • <u>Doublewide or greater manufactured homes only</u> • Unit must not have had ANY alterations or additions since construction in the factory • Manufactured home must have been constructed on or after January 1,2006 in conformance with the Federal Manufactured Home Construction and Safety Standards • <u>Manual underwrite permitted for this program only. Must utilize the USDA stacking order checklist for Manual Underwrite and follow all USDA Manual Underwriting guidelines.</u> • <u>No credit exceptions permitted</u> • <u>Debt ratio waivers permitted per USDA guidelines</u> • Unit must have additional inspection per pilot guidelines • Refer to USDA Existing Manufactured Homes Pilot program at \..\.\.\.HFA'S\USDA pilot existing manufactured homes\existing manufactured home pilot.pdf for more details
DM	Limited 203k	1/18/18	<p>Limited 203k</p> <ul style="list-style-type: none"> • Not permitted on manufactured housing • May only be used for minor remodeling and non-structural repairs. • Does not require the use of a 203(k) Consultant, but a Consultant may be used. • The total rehabilitation cost must not exceed \$35,000. There is no minimum rehabilitation cost. • All improvements to existing Structures must comply with HUD's Minimum Property Requirements and meet or exceed local building codes. • Time frame for completion of repairs not to exceed six months • Work completed must be on the Limited 203(k) Eligible Improvement/Repairs list • Follow FHA Handbook 4000.1, Limited 203(k) guidelines regarding reason, type of improvements, time to complete, quality, disbursements, and post-closing documentation <p>Lenders must handle all disbursements and are responsible for release of escrow and closing out the loans in FHA Connection</p>

Lock date
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