

## iQM Bank Statement Program – Underwriting Guidelines

### Underwriting Philosophy

Impac takes a common sense approach to underwriting a borrower's creditworthiness to determine the willingness and ability to repay the loan. Each applicant has a different situation and each loan is weighed on its own merits. Our goal is to help good borrowers with their financing needs while mitigating risk for the company. The iQM programs are high risk loans. Impac will only approve loans for which the company has a reasonable belief that the borrower has the ability to repay the subject loan. This reasonable belief is based upon information provided by or independently verified by an independent third party. Any irregularity in borrower profile, documentation provided, or property used to support the debt may be cause for denial of the loan.

### Program Highlights



### Self-Employed using Bank Statements with or without Asset Amortization

- One borrower must be self-employed and may have a W-2 co-borrower
  - Self-employed borrower must have minimum 2 years self-employment in the same business
- Self-employed borrowers qualified using personal and/or business bank statements for the most recent 12 month period
- Assets must be traditionally documented
- Loan amounts up to \$3 million
- DTI up to 50% (See *Qualifying Rate and Ratios*); 55% with certain conditions
- Credit scores as low as 600
- Borrower may use an asset amortization formula to derive additional qualifying income

**NOTE: Loans that are eligible for sale to a government-sponsored enterprise (GSE) – the Federal National Mortgage Association (Fannie Mae) or the Federal Home Loan Mortgage Corporation (Freddie Mac) – are ineligible for any iQM Series programs.**

### Guideline Overview

Loans meeting the parameters outlined in these guidelines are consistent with the Dodd Frank Wall Street Reform and Consumer Protection Act's requirement that a borrower have the Ability to Repay the mortgage loan. Documentation standards are designed so that loans are made to borrowers who have demonstrated the ability and have the wherewithal to repay the debt. This program requires review and verification of documentation to ensure that the loan meets Ability-to-Repay (ATR) standards. In regards to any underwriting criteria not specifically addressed in this document, Fannie Mae standards apply.

### Program Qualifications

This program is designed for borrowers who are self-employed and would benefit from alternative loan qualification methods. Bank statements (personal and/or business) may be used as an alternative to tax returns to document a self-employed borrower's income. In addition, a self-employed borrower may supplement bank statement income with additional income derived from an asset amortization formula.

### Eligibility Matrix Loan Amount & LTV Limitations

#### Primary Residence - Purchase and Rate & Term Refinance

Units	Credit Score	LTV <sup>1</sup>	CLTV/HCLTV <sup>1,2</sup>	Minimum Loan Amount	Maximum Loan Amount
1 unit	680	90%*	90%*	\$100,000	\$1,500,000
1-4 units	680	80%	80%		\$1,750,000
		75%	75%		\$2,000,000
		70%	70%		\$2,500,000
		60%	60%		\$3,000,000
	600	75%	75%		\$750,000
		65%	65%		\$1,000,000
		55%	55%		\$1,500,000

\* see below

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### Primary Residence Cash-Out Refinance

Units	Credit Score	LTV <sup>1</sup>	CLTV/ HCLTV <sup>1,2</sup>	Minimum Loan Amount	Maximum Loan Amount
1 unit	680	85%*	85%*	\$100,000	\$1,000,000
1-4 units	680	80%	80%		\$1,500,000
1-4 units	680	70%	70%		\$2,000,000
		60%	60%		\$2,500,000
		70%	70%		\$750,000
	600	60%	60%		\$1,000,000
		50%	50%		\$1,500,000

\*- Loans with > 80% LTV/CLTV must meet the following parameters:

- Minimum 680 score
- 1-unit single family, PUD, or condo (no non-warrantable condos)
- Minimum 4 years since major derogatory event: Bankruptcy, Short Sale, Deed-in-Lieu, Mortgage Charge-off, Foreclosure
- Mortgage Lates: 0x30x12
- 6 months minimum reserves (may not be waived)

### Second Home – Purchase and Rate & Term Refinance

Units	Credit Score	LTV <sup>1</sup>	CLTV/ HCLTV <sup>1,2</sup>	Minimum Loan Amount	Maximum Loan Amount
1-2* Unit	720	80%	80%	\$100,000	\$1,000,000
		70%	70%		\$1,500,000
		60%	60%		\$2,500,000
	680	80%	80%		\$750,000
		70%	70%		\$1,000,000
		60%	60%		\$2,000,000
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\*2-unit second homes must be in a recognized vacation area (see *Occupancy*)

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		55%	55%		\$1,000,000
		45%	45%		\$1,000,000
					\$1,500,000

\*2-unit second homes must be in a recognized vacation area (see *Occupancy*)

### Investment Property – Purchase and Rate & Term Refinance

Units	Credit Score	LTV <sup>1</sup>	CLTV/ HCLTV <sup>1,2</sup>	Minimum Loan Amount	Maximum Loan Amount
1-4 Units	720	80%	80%	\$100,000	\$1,000,000
		70%	70%		\$1,500,000
		60%	60%		\$2,500,000
	680	80%	80%		\$750,000
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**Footnotes:**

- 1 New or newly converted condo projects in Florida are limited to 60% LTV/CLTV/HCLTV.
- 2 HELOC Combined Loan to Value (HCLTV) uses the full line amount for HCLTV calculation, regardless of amount drawn.

**PROGRAM REQUIREMENTS**  
(Pricing Enhancement)

- 680 score minimum
- Maximum 43% Debt to Income (DTI) ratio
- Minimum 4 years since major derogatory
  - Bankruptcy, Foreclosure, Short Sale, Deed-in-Lieu, Mortgage Charge-off
- 0x30x24 months mortgage lates (i.e., none in last 2 years on any property)
- 6 months minimum reserves (or standard guidelines, whichever is higher)
- May not use proceeds from a cash-out refinance of subject property for reserves
- Reserves may not be waived (includes normal reserves and reserves for additional properties)

**Product Description**

- 5/1, 7/1, and 10/1 LIBOR ARMs, fully amortizing
- Interest Only available for fixed rate period on ARMs
- 15 and 30 year fixed rate, fully amortizing

**Product Codes**

**Fully Amortizing - Standard**

Hybrid ARM	Product Code
5/1 ARM	IA51AD – iQM Bank Statement Program 5/1 LIBOR ARM
7/1 ARM	IA71AD – iQM Bank Statement Program 7/1 LIBOR ARM
10/1 ARM	IA101AD – iQM Bank Statement Program 10/1 LIBOR ARM
<b>Fixed</b>	
15 Year	IF15AD – iQM Bank Statement Program 15 Year Fixed
30 Year	IF30AD – iQM Bank Statement Program 30 Year Fixed

**Fully Amortizing - Premier**

Hybrid ARM	Product Code
5/1 ARM	IA51ADPR – iQM Bank Statement Program 5/1 LIBOR ARM
7/1 ARM	IA71ADPR – iQM Bank Statement Program 7/1 LIBOR ARM
10/1 ARM	IA101ADPR – iQM Bank Statement Program 10/1 LIBOR ARM
<b>Fixed</b>	
15 Year	IF15ADPR – iQM Bank Statement Program 15 Year Fixed
30 Year	IF30ADPR – iQM Bank Statement Program 30 Year Fixed

## iQM Bank Statement Program – Underwriting Guidelines

### Interest Only – Standard

Hybrid ARM	Product Code
5/1 ARM	IA51ADIO - iQM Bank Statement Program 5/1 LIBOR ARM Interest Only
7/1 ARM	IA71ADIO – iQM Bank Statement Program 7/1 LIBOR ARM Interest Only
10/1 ARM	IA101ADIO – iQM Bank Statement Program 10/1 LIBOR ARM Interest Only

### Interest Only - Premier

Hybrid ARM	Product Code
5/1 ARM	IA51ADPRIO - iQM Bank Statement Program 5/1 LIBOR ARM Interest Only
7/1 ARM	IA71ADPRIO – iQM Bank Statement Program 7/1 LIBOR ARM Interest Only
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### Eligibility Requirements

<b>Adjustable Rate Details</b>	<table border="1"> <tr> <td><b>Interest Rate</b></td> <td>5/1, 7/1 &amp; 10/1 ARM</td> </tr> <tr> <td><b>Adjustment Caps</b></td> <td>Initial: 2% up; Subsequent: 2% up/down; Lifetime: 5% up</td> </tr> <tr> <td><b>Margin</b></td> <td>See rate sheet</td> </tr> <tr> <td><b>Index</b></td> <td>1-Year LIBOR (London InterBank Offer Rate)</td> </tr> <tr> <td><b>Index Establish Date</b></td> <td>45 days prior to the change date (aka “look back period”)</td> </tr> <tr> <td><b>Interest Rate Floor</b></td> <td>Note Start Rate</td> </tr> <tr> <td><b>Conversion Option</b></td> <td>None</td> </tr> <tr> <td><b>Assumption</b></td> <td>ARM products are assumable to a qualified borrower after the fixed term</td> </tr> <tr> <td><b>Negative Amortization</b></td> <td>None</td> </tr> <tr> <td><b>Interest Only Option</b></td> <td>Interest Only Option available for fixed period of ARMs</td> </tr> <tr> <td><b>Notes / Riders</b></td> <td>Correspondent Sellers: See correspondent website “Forms and Resources/iQM Documents/Quick Reference Document Form Requirements” for specifics.</td> </tr> </table>	<b>Interest Rate</b>	5/1, 7/1 & 10/1 ARM	<b>Adjustment Caps</b>	Initial: 2% up; Subsequent: 2% up/down; Lifetime: 5% up	<b>Margin</b>	See rate sheet	<b>Index</b>	1-Year LIBOR (London InterBank Offer Rate)	<b>Index Establish Date</b>	45 days prior to the change date (aka “look back period”)	<b>Interest Rate Floor</b>	Note Start Rate	<b>Conversion Option</b>	None	<b>Assumption</b>	ARM products are assumable to a qualified borrower after the fixed term	<b>Negative Amortization</b>	None	<b>Interest Only Option</b>	Interest Only Option available for fixed period of ARMs	<b>Notes / Riders</b>	Correspondent Sellers: See correspondent website “Forms and Resources/iQM Documents/Quick Reference Document Form Requirements” for specifics.
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<b>Appraisal Requirements</b>	<p><b>The underwriter may require additional collateral review. Properties with a condition rating of C5 or C6 are not acceptable.</b></p> <p>Appraisal transfers are allowed.</p> <table border="1" style="width: 100%;"> <thead> <tr> <th>Loan Amount</th> <th>Appraisal Requirement</th> </tr> </thead> <tbody> <tr> <td>≤ \$1,000,000</td> <td>One Full Appraisal</td> </tr> <tr> <td>&gt; \$1,000,000</td> <td>Two Full Appraisals</td> </tr> <tr> <td>All properties For Sale By Owner (FSBO) w/LTV &gt; 75%</td> <td>Two Full Appraisals</td> </tr> </tbody> </table> <p><b>Additional Collateral Valuation Requirement – Two Options</b></p> <p><b>Option #1</b>  A Pro Teck Valuation Services Appraisal Risk Review (ARR) or a Clear Capital Collateral Desktop Analysis (CDA) supporting the value within 10% (higher or lower than appraised value) will be required when the Appraisal Requirement is One Full Appraisal. If variance exceeds 10% then a field review ordered from one of the following providers will be required:</p> <ul style="list-style-type: none"> <li>• Class Appraisal</li> <li>• Clear Capital</li> <li>• Consolidated Analytics</li> <li>• Direct Valuation Solutions, Inc. (DVS)</li> <li>• Property Science</li> <li>• Springhouse Valuations (AltiSource)</li> </ul> <p>A field review from <u>any</u> of the above providers is acceptable in lieu of an ARR or CDA.</p> <p>If a field review is obtained there is a 5% tolerance as follows:</p> <ul style="list-style-type: none"> <li>• If the field review value is ≤ 5% below the appraised value, use the appraised value for LTV calculations</li> <li>• If the field review value is more than 5% below the appraised value, a second appraisal is required. <ul style="list-style-type: none"> <li>○ Use the lower value of the two appraisals for LTV calculations</li> </ul> </li> </ul> <p>When two (2) appraisals are provided, an ARR or CDA is not required. The lower value of the two appraisals will be utilized.</p>	Loan Amount	Appraisal Requirement	≤ \$1,000,000	One Full Appraisal	> \$1,000,000	Two Full Appraisals	All properties For Sale By Owner (FSBO) w/LTV > 75%	Two Full Appraisals														
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	<p><b><u>Option #2</u></b>  Impac will accept a Fannie Mae Collateral Underwriter (CU) appraisal review that meets the following:</p> <ul style="list-style-type: none"> <li>• 1-unit property only (This is a CU limitation)</li> <li>• Loan amount ≤ \$679,650</li> <li>• CU Risk Score of 2.5 or less</li> </ul> <p>When an acceptable CU is provided, an ARR or CDA is not required.</p> <p>Condos and PUDs must meet FNMA requirements. See <i>Property Types</i> section for additional information.</p> <p><b><u>Unpermitted additions</u></b>  All of the following apply:</p> <ul style="list-style-type: none"> <li>• Must obtain a “cost to cure”</li> <li>• Must review the LTV (including cost to cure) fits within guidelines <ul style="list-style-type: none"> <li>○ If a guideline maximum is 80% and the current LTV is 75% and the cost to cure equals 2% of the value of the home, the loan would be approved without an exception, as the LTV is still within guidelines.</li> <li>○ If the cost to cure drives the LTV over the maximum LTV limit, the loan would not be eligible unless the home was converted back to the original state with a completion certificate in the file.</li> </ul> </li> <li>• Obtain typical comparable sales for value of the home, but would not require similar improvements</li> <li>• Unpermitted improvement may not increase the value of the home (hence the cost to cure)</li> </ul> <p>Note: The ECOA Valuations Rule requires copies of appraisals and other written valuations be delivered to borrower promptly upon completion, or three (3) business days before consummation, whichever is earlier.</p> <p>See <i>Higher Priced Mortgage Loan (HPML)</i> for additional restrictions.</p>
<b>Appraiser Requirements</b>	Impac will not accept appraisals from appraisers on probation with any regulatory agency. No exceptions. Correspondent Sellers are required to check on transferred appraisals to ensure the above requirement is met.
<b>Assets</b>	Borrower must have sufficient liquid assets available for down payment, closing costs and reserves. Funds must be sourced and seasoned for two (2) months and the most recent consecutive statements (all pages) or the most recent quarterly statements are required. <p><b><u>Stocks, Bonds, and Mutual Funds (FNMA B3-4.3-01)</u></b>  Vested stocks, bonds, and mutual funds (including retirement accounts) may be used for down payment, closing costs, and reserves without any reduction in value:</p> <ul style="list-style-type: none"> <li>• One hundred percent (100%) of the value of the asset is allowed when determining available reserves</li> <li>• If the lender documents that the value of the asset is at least 20% more than the funds needed for the borrower’s down payment and closing costs, no documentation of liquidation is required. Otherwise, documentation of the borrower’s actual receipt of funds realized from the sale or liquidation must be obtained.</li> <li>• <b>NOTE:</b> As a reminder, non-vested assets are not eligible for down payment, closing costs, or reserves.</li> </ul> <p><b><u>Like-Kind Exchanges</u></b>  Assets for the down payment from a “like-kind exchange,” also known as a 1031 exchange, are eligible if properly documented and in compliance with Internal Revenue Code Section 1031 (FNMA B3-4.3-10).</p> <p>Funds for down payment, closing and reserves must be verified, sourced and seasoned for 2 months.</p> <p>See <i>Reserves</i> for requirements and limitations.</p> <p>See <i>Business Funds</i> for eligibility.</p> <p>Restricted Stock Units (RSUs) are not eligible for income or reserves.</p>
<b>Assumptions</b>	ARM products are assumable to a qualified borrower after the fixed term.
<b>Borrower Eligibility</b>	<b><u>Eligible</u></b> <ul style="list-style-type: none"> <li>• U.S. Citizens</li> <li>• Permanent Resident Aliens; provide evidence of lawful residency and must meet all the same credit standards as U.S. citizens. <ul style="list-style-type: none"> <li>○ A copy of the borrower’s identification is required to verify the acceptable documentation that evidences the borrower is eligible to lawfully reside in the U.S.</li> <li>○ Valid Green card, showing continuous time remaining for at least 12 months.</li> </ul> </li> </ul>

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	<ul style="list-style-type: none"> <li>○ Borrower must be employed in U.S. for the last 24 months or have acceptable education documentation (e.g., college transcripts) combined with employment to total at least 24 months</li> <li>• Inter Vivos Revocable Trust – must meet FNMA guidelines, see <i>Title/Vesting</i>.             <ul style="list-style-type: none"> <li>○ A power of attorney is not allowed when signing mortgage documents related to an inter vivos trust</li> </ul> </li> <li>• First Time Home Buyer – allowed with restrictions, see <i>First Time Home Buyer</i></li> </ul> <p>See <i>Power of Attorney</i> for additional restrictions.</p> <p><u>Ineligible:</u></p> <ul style="list-style-type: none"> <li>• Foreign Nationals</li> <li>• Non-Permanent Resident Aliens</li> <li>• Land Trusts</li> <li>• Corporations, LLCs, Partnerships</li> </ul>
<p><b>Business Funds</b></p>	<p>Business funds - Funds in the borrower's business account(s) ≤ 50% of account balance may be counted toward down payment, closing costs, and reserves so long as borrower(s) and/or non-borrowing spouse/domestic partner or family members* have a cumulative 100% ownership interest in the business (e.g., Sole Proprietor, S Corp, Corporation, LLC). A non-borrowing spouse/domestic partner or family members* who are the only other co-owners of the business are acceptable and must provide a letter allowing the borrower to access the funds in the business account.</p> <p><u>*Family Members for business ownership interest purposes above are specifically defined as follows:</u></p> <ul style="list-style-type: none"> <li>• Child, parent, or grandparent             <ul style="list-style-type: none"> <li>○ Child is defined as a son, stepson, daughter, or stepdaughter;</li> <li>○ A parent or grandparent includes a step-parent/grandparent or foster parent/grandparent</li> </ul> </li> <li>• Spouse or domestic partner (domestic partner must live with borrower)</li> <li>• Legally adopted son or daughter, including a child who is placed with the borrower by an authorized agency for legal adoption</li> <li>• Foster child</li> <li>• Brother, stepbrother, sister, stepsister</li> <li>• Aunt or uncle</li> <li>• Son-in-law, daughter-in-law, father-in-law, mother-in-law, brother-in-law, or sister-in-law of the borrower.</li> </ul> <p>Cousins are <u>not</u> allowed.</p> <p>Business funds from businesses that function as a non-profit are not eligible.</p> <p>Business funds that are in a personal account prior to application may be used for down payment, closing costs, and reserves without restriction. Large deposits must be sourced to determine there is not an undisclosed loan.</p>
<p><b>Cash-Out Requirements</b></p>	<p>Always use the appraised value for LTV calculation on a refinance transaction.</p> <p>There is no ownership seasoning requirement for a cash-out refinance when at least one borrower on the new loan is an original purchaser. There is no seasoning requirement when additional borrowers are added to title <b><u>so long as at least one borrower from the original purchase will be a borrower on the new loan.</u></b></p> <ul style="list-style-type: none"> <li>• If a borrower is on title <u>without any original purchasers</u>, the borrower must wait 6 months to do a cash-out refinance.</li> <li>• If a property is titled in an LLC and the borrower(s) are 100% owners of the LLC, then title may be transferred to the individual borrower(s) for purposes of refinance without a waiting period. (Example: Husband and wife are 100% owners of LLC. They can deed property to themselves as individuals to do a refinance without a waiting period, so long as the LLC has been on the existing loan for 6 months.             <ul style="list-style-type: none"> <li>○ If the LLC has more than one member and only one member will be on the new loan, then the member who receives title must wait 6 months to do a cash-out refinance.</li> </ul> </li> </ul> <p>When the appraised value exceeds purchase price by more than 20% <b>and</b> the subject property is currently owned for less than 6 months (at time of application date), the appraisal must provide detailed and substantial commentary to support the increase in value.</p> <p>Note: The following items may be paid off with proceeds from a <u>Rate/Term refinance</u>:</p> <ul style="list-style-type: none"> <li>• Non-purchase money seconds with 12 month seasoning</li> <li>• HELOCs (Home Equity Line of Credit) with total withdrawals not exceeding \$2,000 in the last twelve (12) months</li> </ul> <p>A refinance of a prior cash-out loan within 6 months is allowed to be classified as a rate/term refinance.</p>

## IQM Bank Statement Program – Underwriting Guidelines

<b>Co-Borrowers</b>	<p>Non-occupant co-borrowers allowed with a 5% reduction in maximum LTV. When a non-occupant borrower is used the occupant borrower must be self-employed.</p>
<b>Credit</b>	<p>All borrowers must have a minimum credit score of <b>600</b>.</p> <ul style="list-style-type: none"> <li>• The representative score for each borrower is: <ul style="list-style-type: none"> <li>○ The middle score when three scores are obtained, or</li> <li>○ The lower score when two scores are obtained</li> <li>○ If only one score is obtained, that is the representative score for the borrower</li> </ul> </li> <li>• The representative score for the loan is the lowest representative score of the borrowers.</li> </ul> <p><u>Each of the following credit components impacts the borrower's ability to repay the loan:</u></p> <ul style="list-style-type: none"> <li>• Borrowers must have a minimum of 3 trade lines on the credit report. Trade lines may be open or closed, with one seasoned trade line having a minimum 24 month rating and one trade line with at least a \$5,000 high credit limit. The seasoning and high credit limit requirements may be met with the same trade line. Authorized user trade lines are not eligible for any portion of the credit requirement. When spouse is co-borrower only one borrower is required to have the credit depth listed above.</li> <li>• Mortgage / Rental Lates – 1x30 during the past 12 months <ul style="list-style-type: none"> <li>○ This applies to all mortgages on all properties</li> <li>○ (See <i>Loan Modification</i> for refinancing loans with prior modifications)</li> <li>○ No Notice of Default (NOD) filed on <u>any property</u> in the past 12 months</li> <li>○ Rental history must be documented by a direct verification of rent (VOR) by a professional management company and/or private party. If the VOR is provided by a private party, 12 months cancelled checks or 12 months bank statements must be provided to document rents.</li> <li>○ See <i>First Time Home Buyer</i></li> </ul> </li> <li>• Bankruptcy (Ch. 7, 11 and 13), Short Sale, Deed-in-Lieu, Charge-off of Mortgage Accounts – None less than four (4) years <ul style="list-style-type: none"> <li>○ Bankruptcy, Short Sale, Deed in Lieu, Charge-off of Mortgage Accounts ≥ 2 years and &lt; 4 years is acceptable with the following compensating factors: <ul style="list-style-type: none"> <li>▪ Maximum 70% LTV or existing guidelines, whichever is lower</li> </ul> </li> </ul> </li> <li>• Foreclosure – None in the last four (4) years <ul style="list-style-type: none"> <li>○ Foreclosure ≥ 3 years and &lt; 4 years is acceptable with the following compensating factors: <ul style="list-style-type: none"> <li>▪ Maximum 70% LTV or existing guidelines, whichever is lower</li> </ul> </li> </ul> </li> <li>• Judgment/Tax Lien/Collections/Charge-Offs <ul style="list-style-type: none"> <li>○ Judgments and Tax Liens must be paid</li> <li>○ Medical collections are excluded regardless of amount</li> <li>○ Any new charge-offs or non-medical collections within the last 12 months greater than \$1,000 per trade line, or the cumulative amount is greater than \$2,000, must be paid off.</li> </ul> </li> <li>• Consumer Credit Counseling – Borrowers who have experienced credit or financial management problems in the past may have elected to participate in consumer counseling sessions to learn how to correct or avoid such problems in the future. Whether borrowers have or have not completed participation in the sessions before closing on the mortgage transaction is not relevant since it is the borrower's credit history that is of primary importance. (FNMA B3-5.2-01)</li> <li>• Disputed Accounts – Disputed accounts are reviewed to determine <u>current balance</u> and <u>derogatory information</u> (a 30-day or more delinquency) <u>within 2 years prior to the credit report date</u>: <ul style="list-style-type: none"> <li>○ Zero balance and no derogatory information – no action required</li> <li>○ Zero balance and derogatory information - remove and pull new credit report</li> <li>○ A positive balance and no derogatory information – remove and pull new credit report</li> <li>○ A positive balance and derogatory information – remove and pull new credit report</li> </ul> <p>A credit supplement is not allowed to document disputed accounts.</p> </li> <li>• See <i>Liabilities</i> for additional information</li> </ul> <p>Underwriters will evaluate the borrower's liabilities to help assess Ability to Repay. These will include:</p> <ul style="list-style-type: none"> <li>• The monthly payment on any simultaneous loan</li> <li>• The consumer's monthly payment for mortgage-related obligations</li> <li>• The consumer's current debt obligations, alimony, and child support</li> </ul> <p>Underwriters should consider the following:</p> <ul style="list-style-type: none"> <li>• Credit limits, usage and overall credit profile should be considered and evaluated to be consistent with the income established for qualifying purposes.</li> </ul>

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<p><b>Disaster Declarations and Recertification</b></p>	<p>Whenever an area is declared a disaster area, the Federal Emergency Management Agency (FEMA) releases disaster declaration announcements. FEMA makes available <u>individual</u> and <u>public</u> assistance when a disaster occurs.</p> <p>If an area containing the subject property is eligible to receive <b>individual assistance and/or public assistance</b>, as designated by FEMA, the property will require a recertification of value as follows:</p> <ul style="list-style-type: none"> <li>• An appraisal completed in an area <i>after the disaster declaration was released</i> (incident date) does not require a recertification. Ideally, the appraiser will comment that the property is free from damage and the disaster had no effect on the property.</li> <li>• If the appraisal was completed <i>prior to the disaster</i>, at a minimum a re-inspection stating the property is free from damage and the disaster had no effect on the property value and marketability is required (including exterior photos of the property).             <ul style="list-style-type: none"> <li>○ Payment for necessary re-inspections will be the responsibility of the borrower or seller</li> </ul> </li> </ul> <p>Interior photos may be required on a case-by-case basis          The re-certification must be obtained as promptly as possible (but not until after the disaster is active) in order to ensure a timely closing, funding (and purchase if applicable) of the loan.</p>
<p><b>Documentation</b></p>	<p>Standard Fannie Mae income documentation is required for W-2 wage earning borrowers</p> <ul style="list-style-type: none"> <li>• Income and employment must be verified (2 years W2s and current paystub, etc.)</li> <li>• Paystub must be computer generated.</li> </ul> <p>Verbal VOE to be performed prior to closing or if self-employed, an independent written confirmation of self-employment is required (i.e., copy of business license reflecting ownership of company, etc.)</p> <ul style="list-style-type: none"> <li>• Employment Income - Verbal VOE (VVOE) must be obtained within <u>10 business days</u> prior to the note date;</li> <li>• Self-Employment Income – Lender must verify the existence of the borrower’s business within <u>120 calendar days</u> prior to the note date             <ul style="list-style-type: none"> <li>○ From a third party, such as a CPA, regulatory agency, or the applicable licensing bureau, if possible; or</li> <li>○ By verifying a phone listing and address for the borrower’s business using a telephone book, the Internet, or directory assistance.</li> </ul> </li> </ul> <p>The lender must document the source of the information obtained and the name and title of the lender’s employee who obtained the information.</p> <p>Self-employed, commissioned, or borrowers using overtime or bonus income <b>must</b> have a 2 year history.</p> <p>A completed iQM Bank Statement Worksheet (<i>worksheets are located on last pages of guidelines</i>) must be submitted with the loan package.</p> <p>No Section 32 High Cost Loans will be allowed. In addition, loans defined by certain states as “higher priced”, “high cost”, “subprime”, “high risk”, or “high rate, high fee” loans are prohibited.</p> <p>Section 35 Higher Priced Mortgage Loans will be allowed subject to mandatory impound accounts for 5 years and no property flipping.</p> <p>The borrower must acknowledge their ability to repay the loan by signing the <i>Borrower Affirmation</i> document at closing. <i>Borrower Affirmation – Bank Statements Used to Qualify</i> (Exhibit A) is attached to these guidelines.</p> <p>See <i>Power of Attorney</i> for additional restrictions</p>
<p><b>Escrow Holdback</b></p>	<p>Escrow holdbacks are allowed for weather related repairs on purchase transactions only.</p> <ul style="list-style-type: none"> <li>• Allowable repairs are the lesser of 5% of value or \$10,000 (before multiplying by 1.5)</li> <li>• Escrow withhold amount must be at least 1.5 times the cost of repairs             <ul style="list-style-type: none"> <li>○ <u>Example</u>: \$5,000 repairs x 1.5 = \$7,500 total escrow withhold amount</li> </ul> </li> <li>• Other Impac repair escrow policies and procedures apply</li> <li>• Maximum escrow holdback amount is \$15,000</li> </ul>
<p><b>Escrow Waivers</b></p>	<p>Impounds are not required unless the loan is a higher-priced mortgage loan (HPML) transaction. HPML transactions require a minimum 5 year escrow period (CFPB TILA Escrow Rule).</p>
<p><b>Financing Types</b></p>	<p><u>New York Consolidation, Extension &amp; Modification Agreement (NY CEMA)</u></p> <p>For all Impac refinance products, property located in the state of New York may be structured as a Consolidation, Extension, and Modification Agreement (CEMA) transaction.</p> <ul style="list-style-type: none"> <li>• <b>Exclusion: CEMA transactions are not allowed for interest only refinance loans. (Impac overlay)</b></li> </ul> <p>The most current version of Fannie Mae/Freddie Mac Uniform Instrument (Form 3172) must be used. The following documentation must be provided:</p>



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	<ul style="list-style-type: none"> <li>• NY Consolidation, Extension and Modification Agreement (Form 3172)</li> <li>• Original Note(s) – Original documents signed by the borrower</li> <li>• Gap Note and Gap Mortgage, if applicable</li> <li>• Consolidated Note – Original documents signed by the borrower</li> <li>• Exhibit A – Listing of all Notes &amp; Mortgages being consolidated, extended and modified</li> <li>• Exhibit B – Legal description of the subject property</li> <li>• Exhibit C – Copy of the consolidated Note</li> <li>• Exhibit D – Copy of the consolidated Mortgage</li> </ul> <p>Lost Note Affidavits are not an acceptable substitute for any of the required documents. If original documentation cannot be provided per above, then a CEMA is not allowed.</p> <p>See Geographical Locations/Restrictions for additional information regarding NY loans.</p>
<p><b>First Time Home Buyer</b></p>	<p>First Time Home Buyer is defined as a borrower who had no ownership interest (sole or joint) in a residential property during the three-year period preceding the date of the purchase of the security property.</p> <p>A First Time Home Buyer must have satisfactory consecutive 12 month rent history in the 3 years prior to application. <u>Example:</u> Borrower must have paid monthly rent or mortgage payment for at least one month during this prior 3 year period and for the previous consecutive 11 months. The entire 12 month history must be consecutive but it does not have to be fully contained within the prior 3 year period.</p> <ul style="list-style-type: none"> <li>• Borrower without a verifiable rental history may be allowed with <u>all of the following:</u> <ul style="list-style-type: none"> <li>○ Maximum 75% LTV or existing guidelines, whichever is lower</li> <li>○ Borrower must have a minimum of 5% of own funds as down payment</li> </ul> </li> </ul>
<p><b>Geographical Locations/Restrictions</b></p>	<p style="background-color: yellow;">All states* (including DC) are eligible with the following exception: Interest Only loans are not allowed in Illinois</p> <p>See <u>New York Consolidation, Extension &amp; Modification Agreement (NY CEMA)</u> in <i>Financing Types</i> section above.</p> <p><b>*New York – Subprime Home Loans</b> Loans that meet the definition of a <u>subprime home loan</u> under New York law are <b>not</b> eligible.</p> <p><b>Furthermore, Impac will not purchase iQM loans in New York for Primary residences, 1-4 unit properties, that meet the Fannie Mae conforming loan limits (to include High Balance loan amounts in certain high cost counties).</b> See FHFA Conforming Limits site: <a href="http://www.fhfa.gov/DataTools/Downloads/Pages/Conforming-Loan-Limits.aspx">http://www.fhfa.gov/DataTools/Downloads/Pages/Conforming-Loan-Limits.aspx</a> <b>(This is an Impac overlay.)</b></p> <p>As a reminder, the following loans are <b>not</b> included in the New York subprime definition:</p> <ul style="list-style-type: none"> <li>• Primary residence, 1-4 units properties, with loan amounts that are \$1 or more above the conforming limits (which include high balance loan amounts in certain high cost counties)</li> <li>• Second homes – any loan amount</li> <li>• Investment property – any loan amount</li> </ul> <p><u>Additional restrictions as follows:</u> <b>Hawaiian Lava-Flow Hazard Zones</b> – The U.S. Geological Survey (USGS) categorizes the <u>island of Hawaii</u> into nine "lava zones" based on each zone's probability of exposure to lava flows caused by volcanic eruption. Properties in lava zones 1 and 2 are not eligible for loans funded or purchased by Impac Mortgage Corp. due to increased risk of property destruction from lava flows within these areas. The Hawaii Lava-Flow Hazard Zone Map can be accessed at: <a href="http://hvo.wr.usgs.gov/hazards/FAQ_LavaFlowHazardZone/">http://hvo.wr.usgs.gov/hazards/FAQ_LavaFlowHazardZone/</a> and <a href="http://pubs.usgs.gov/mf/1992/2193/">http://pubs.usgs.gov/mf/1992/2193/</a></p> <p>State specific regulatory requirements supersede all underwriting guidelines set forth by Impac.</p>
<p><b>Gift Funds / Gifts of Equity</b></p>	<p><u>Gift funds</u> are allowed. See below for requirements and certain occupancy restrictions.</p> <ul style="list-style-type: none"> <li>• Gift funds are allowed for paying off debt, equity contribution refinances, and for closing costs and down payments.</li> <li>• Gifts are <b>not</b> allowed for reserves</li> <li>• When using 100% gift funds and subject property is:             <ul style="list-style-type: none"> <li>○ a <b>primary residence, second home, or investment property</b>, then</li> <li>○ a 10% reduction in maximum LTV is required.                 <ul style="list-style-type: none"> <li>▪ If borrowers have <u>5% of their own funds verified</u>, the LTV reduction is not required.</li> </ul> </li> </ul> </li> <li>• Acceptable Donors* for gift funds – Follow FNMA guidelines for acceptable donors listed below</li> </ul>

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	<p><u>Gift of equity</u> is allowed at <math>\leq 75\%</math> LTV.</p> <ul style="list-style-type: none"> <li>A “gift of equity” refers to a gift provided by the seller of a property to the buyer. The gift represents a portion of the seller’s equity in the property, and is transferred to the buyer as a credit in the transaction.</li> <li>The acceptable donor requirements for gift funds (above) also apply to gifts of equity</li> </ul> <p>A signed gift letter is required for all gift funds and gifts of equity.</p> <p>Transfer of funds or evidence of receipt must be documented prior to or at closing.</p> <p><u>*Acceptable Donors (per FNMA B3-4.3-04)</u> A gift can be provided by:</p> <ul style="list-style-type: none"> <li>A relative, defined as the borrower’s spouse, child, or other dependent, or by any other individual who is related to the borrower by blood, marriage, adoption, or legal guardianship; or</li> <li>A fiancé, fiancée, or domestic partner.</li> </ul> <p>The donor may not be, or have any affiliation with, the builder, the developer, the real estate agent, or any other interested party to the transaction.</p>
<p><b>Higher Priced Mortgage Loan (HPML)</b></p>	<p>See <i>Escrow Waivers</i></p> <p><u>HPML only applies to principal residences.</u></p> <p><u>Use the FFIEC Rate Spread Calculator to help determine Higher Priced Mortgage Loan (HPML) status:</u> <a href="https://www.ffiec.gov/ratespread/newcalc.aspx">https://www.ffiec.gov/ratespread/newcalc.aspx</a></p> <p>The calculator requires: Lock-In Date, APR, and the fixed term of the mortgage (in years).</p> <p><u>A loan is “higher priced” if:</u></p> <ul style="list-style-type: none"> <li>It is a first-lien mortgage (other than a jumbo loan) with an Annual Percentage Rate (APR) that exceeds the published Average Prime Offer Rate (APOR) at the time the APR is set (lock date) by <math>\geq 1.5</math> percentage points.</li> <li>It is a first-lien jumbo loan with an APR that exceeds the APOR at the time the APR is set (lock date) by <math>\geq 2.5</math> percentage points.</li> <li>Jumbo loans are defined as those loans greater than the Freddie Mac limit for mortgages it will purchase</li> </ul> <p><b><u>Property Flipping with HPML is Ineligible – see below</u></b> <u>Limitations on HPML loans for resale transactions within 180 days</u> When a second appraisal is required per the <u>TILA HPML Appraisal Rule</u> the loan is <b>considered on a case by case basis.</b></p> <p>For <u>principal residences</u>, when the price reflected in the buyer’s purchase agreement is more than a certain amount higher than the seller’s acquisition price, the rule requires a second appraisal. These amounts are:</p> <ul style="list-style-type: none"> <li>More than a 10% increase if the seller acquired the property in the past 90 days;</li> <li>More than a 20% price increase if the seller acquired the property in the past 91 to 180 days</li> <li>See the CFPB TILA HPML Appraisal Rule for exemptions from this requirement.</li> </ul>
<p><b>Housing History</b></p>	<p>Borrowers must have satisfactory consecutive 12 month rent or mortgage payment history in the 3 years prior to application. <u>Example:</u> Borrower must have paid monthly rent or mortgage payment for at least one month during this prior 3 year period and for the previous consecutive 11 months. The entire 12 month history must be consecutive but it does not have to be fully contained within the prior 3 year period.</p> <p>See <i>First Time Home Buyer</i> section for requirements when FTHB does not have a verifiable rental history.</p> <p>For borrowers who currently own all property free and clear there is no mortgage/rent history requirement.</p>
<p><b>Income/Asset Verification</b></p>	<p><b>At least one of the borrowers must be self-employed to qualify for this program.</b></p> <p><u>Employed Borrowers:</u> Most recent paystub including year-to-date earnings (covering minimum of 30 days) and two years W-2s; or Traditional Written Verification of Employment with 30 days of paystubs and 2 years W-2s. Must have 2 years continuous employment in the same line of work. Gaps of 90 days or less may be accommodated with adequate explanation. W-2 only and/or 1099 transcripts from the IRS are required for the wage earning or retirement income co-borrower.</p> <p>All borrowers must be qualified using current verifiable income, not projected income.</p>

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**Self-Employed borrowers:** A borrower with a 25% or greater ownership interest in a business is considered self-employed and must be evaluated as a self-employed borrower. Borrower must document two years current continuous self-employment with business license **or** statement from corporate accountant/CPA confirming the same. Other documentation from third parties may be acceptable on a case by case basis (e.g., letter from an attorney). Acceptable business license must be verified by third party (e.g., government entity, borrower's business attorney). Borrowers whose self-employment cannot be independently verified are not eligible. In instances where a license is not required (e.g., choreographer), a letter from a CPA confirming employment will be considered in lieu of a license on a case by case basis.

Note: Businesses that function as a non-profit enterprise are ineligible for self-employment treatment.

**1099 Contractor**

A borrower who is a "1099 contractor" may be considered self-employed for this program with confirmation from a CPA that the borrower is a 1099 contractor **and** files Schedule C or Schedule E with the IRS (personal tax returns).

**Non-taxable income**

Non-taxable income may be grossed up by 15% for qualifying (e.g., Social Security)

**Service & Tip Industry**

Due to the cash nature of the service and tip industry, those borrowers may participate the bank statement program. Full documentation is required for employment. Base salary is verified with pay stubs and W2s. Qualified tips are averaged over time. Utilize the bank statement analysis to determine tip income.

Borrowers whom obtain their income primarily in the form of service fees or tips, are not required to have a business license. At least two corporate reference letters are required. Previous 12 months bank statement deposits will be utilized to calculate income. **No P&L is required.**

**Retirement and Other Income:** Retirement income and other fixed documentable income is allowed for qualifying income for both a **self-employed** borrower and for any **non-self-employed** or **retired** co-borrower. Non-taxable income may be "grossed up" by 15%.

- Other non-retirement income from the self-employed borrower (e.g., W-2 wage income) may be used. This other income must be fully documented (i.e., may not use the bank statement documentation).

**Rental Income:** Rental income used for qualification must be documented with lease(s). Use 75% of lease rent amount minus PITIA for net rental income.

- Airbnb or similar such rentals are not acceptable.
  - For non-subject (other) properties, Airbnb income is allowed per the below formula:  
Use a 12-month average (from bank statement deposits) of the Airbnb deposit income LESS a 25% vacancy factor and less the PITIA on the non-owner property to calculate either a negative or positive for the rental property.

An expired lease agreement that has verbiage that states the lease agreement becomes a month-to-month lease once the initial lease/rental term expires is allowed.

**Boarder Income**

Income from boarders in a borrower's principal residence or second home is not acceptable qualifying income with the exception of the following:

- When a borrower with disabilities receives rental income from a live-in personal assistant, whether or not that individual is a relative of the borrower, the rental payments can be considered as acceptable stable income in an amount up to 30% of the total gross income used to qualify the borrower. Personal assistants typically are paid by Medicaid Waiver funds and include room and board, from which rental payments are made to the borrower.

**Borrower Affirmation for Accurate Income and Debts**

A *Borrower Affirmation* document must be signed at closing confirming the income and loan terms on the final 1003.

**Self Employed Income Calculation**

Bank statements are used to calculate and show consistency of income for the self-employed borrower.

**If personal and business bank activity are combined in one bank account:** Borrower is to provide the most recent twelve (12) months consecutive bank statements from the same account. The deposits will be analyzed and averaged to determine monthly income. See *Income Evaluation* below for income determination.

**If the borrower maintains separate bank accounts for personal and business,** only personal bank statements will be used for qualifying. The borrower is to provide the most recent twelve (12) months consecutive personal bank statements and three (3) months business bank statements (to support the borrower

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does maintain separate accounts). The deposits will be analyzed and averaged to determine monthly income. If the analysis is inconclusive (e.g. large fluctuations in deposits) the borrower **MUST** provide an additional twelve (12) months personal bank statements showing the same activity levels. P&L is not required, however, when a P&L is provided, monthly income will be determined from the P&L and verified by the bank statements.

When the borrower is an inter vivos trust, personal bank statements in the name of the trust are allowed for qualification.

For both the combined bank statements and the separate bank account scenarios, beginning and ending balances will be evaluated and must support the overall transaction requested. Low beginning and/or ending balances may require additional documentation up to and including 1040s, 1065s, 1120s, etc.

### **Option to use only business bank statements**

Borrower is to provide the most recent twelve (12) months consecutive business bank statements. If the borrower has separate business and personal accounts and the personal account does not show sufficient deposits to qualify, underwriter may use Income Evaluation below to determine qualifying income.

### **Income Evaluation**

Underwriter will evaluate the type of borrower/business using a **50% expense factor** applied to business related deposits. **If the 50% expense factor allows the borrower to qualify then no further income documentation is required.**

If the type of business operates more efficiently or typically has a materially different expense factor (higher or lower), the underwriter may use one of the following:

- A CPA or tax preparer produced Profit and Loss (P&L) statement that has been Reviewed by the CPA or tax preparer, the CPA or tax preparer states it has Reviewed the P&L in writing, and the P&L and accompanying statement do not have unacceptable disclaimer or exculpatory language regarding its preparation; **or**,
- A CPA or tax preparer produced written statement specifying the actual expense ratio of the business (including cost of goods sold and all other business expenses) based on the most recent year's filed tax returns. Such statement shall not include unacceptable disclaimer or exculpatory language regarding its preparation.

The expense factor per the P&L or CPA or tax preparer produced statement must be reasonable. The annual deposits on the bank statements must be at least 75% of the gross receipts per the P&L. If a CPA or tax preparer produced statement is provided, apply the stated expense factor to calculate the qualifying income.

### **Examples:**

#### **50% expense factor**

Total business related deposits = \$240,000  
 minus 50% expense factor = \$120,000  
 Usable business related deposits for qualification = \$120,000

#### **Optional CPA-Reviewed P&L (expense factor extracted from P&L)**

Gross receipts from P&L = \$200,000  
 Expenses from P&L = \$90,000  
 Expense factor = Expenses / Gross Receipts = \$90,000 / \$200,000 = 45%  
 Total business related deposits = \$180,000  
 minus 45% expense factor = \$81,000  
 Usable business related deposits for qualification = \$99,000

#### **Optional CPA-prepared Expense Factor**

Total business related deposits = \$240,000  
 CPA-prepared expense factor: 40%  
 minus 40% expense factor = \$96,000  
 Usable business related deposits for qualification = \$144,000

### **When the optional P&L is used:**

Expenses must be reasonable for the type of self-employment. The P&L will be used for qualifying; revenue must be supported by the bank statements provided. Annual deposits on the bank statements must be at least 75% of the gross receipts per the P&L. **Example:** Revenue per P&L is \$100,000 and total business deposits into the bank account are \$80,000, the loan would meet the requirement. If the deposits were less than \$75,000 the loan would not meet the guidelines.

Up to 24 months of bank statements may be required at the underwriter's discretion. Income situations that may require additional bank statements for review **include but are not limited to inconsistencies in cash flows consistent with occupation type or seasonal types of self-employment**. Examples include seasonal income such as that received by a tax accountant whose primary income occurs in the first half of a year, or large isolated

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payments such as those received by political consultants or promoters who are paid for a specific events or contracts and have a history of similar types of payments.

**Unacceptable Deposits/Excluded Deposits – not limited to the following:**

- Cash advances from credit cards
- Income sources already taken into account
- Non-business related account transfers
- Tax refunds
- Product returns/credits
- Gift funds
- Credit line deposits/business financing

**Non-sufficient funds**

Non-sufficient funds (NSF) is a term used to indicate that a demand for payment (a check) cannot be honored because insufficient funds are available in the account on which the instrument was drawn. In simplified terms, a check has been presented for clearance, but the amount written on the check exceeds the available balance in the account.

An NSF will be counted against the borrower when the borrower’s account is overdrawn. This is the same for “non-sufficient funds” as “over-drafting,” whether or not such “overdraft protection” is enabled.

Returned check situations (e.g., from borrower’s accounts receivable) that cause NSFs will be considered separately. Returned checks that do not result in a negative balance are not considered NSFs.

A distinction is made between overdrafts and NSFs covered with borrower’s own funds (e.g., savings accounts, “sweep” accounts) versus use of a line of credit or credit card accounts to cover NSFs. In order to use this treatment there cannot be a fee associated with curing an overdraft.

**Excessive NSFs will be highly scrutinized and may cause the loan to be deemed ineligible.**

The bank statements should show a trend of ending balances that are stable or increasing over the 12 month (or other examination) period.

Decreasing income trends must be explained; additional documentation may be required.

Low ending balances must be explained; additional documentation may be required.

Net deposits must not reflect any other income sources already taken into consideration (i.e. deduct SS payments, W-2 wage earnings, etc., that have already been used for income calculation).

**Asset Amortization**

The borrower may supplement self-employment income with Asset Amortization.

Asset amortization is a calculation used to generate a monthly income stream from a borrower’s personal assets. It can be combined with other income such as Social Security, Pension or other investment income.

There is no age restriction.

**Eligibility Requirements (Asset Amortization)**

- Available for Primary Residence, Second Homes and Investment Property (N/O/O)
- Borrower and Co-Borrower must be individual or co-owners of all asset accounts with no other account holders listed on the documentation
- 100% of eligible assets must be verified and will be amortized over the term of the loan
- All assets must be in a U.S. financial institution—No Foreign Assets
- The sum of eligible assets as defined are net of any discounts and minus any funds used for closing and/or minimum reserves required for the program.

**Eligible Asset Types (Asset Amortization)**

Considered assets must be comprised of the following readily marketable assets which must be available to the borrower with no penalty and are limited as follows (after deduction of any funds used for down payment, closing costs or reserves):

- Bank Deposits – Checking, Saving, Money Market accounts = 100%
- Publicly traded stocks and bonds = 90% (stock options not allowed)
- Mutual Funds = 90%
- Retirement Accounts
  - 401(K) plans or IRA, SEP or KEOUGH accounts = 80%  
(These can only be used if distribution is not already set up)

For eligible asset types, any debt tied to that asset must be netted out. Example: Stocks bought on margin or 401(K) loan against the 401(K) account.

## IQM Bank Statement Program – Underwriting Guidelines

	<p>Assets must be in liquid or semi-liquid form, no privately held stock, deferred compensation or non-regulated financial companies.</p> <p><u>Ineligible Asset Types (Asset Amortization)</u></p> <ul style="list-style-type: none"> <li>• Business funds</li> <li>• Non-liquid assets (automobiles, artwork, business net worth, etc.)</li> <li>• Life insurance (neither face value nor cash value is allowed for asset amortization)</li> </ul> <p><u>Asset Amortization Calculation Policy:</u></p> <ul style="list-style-type: none"> <li>• Eligible asset amount to be amortized over the term of the loan (e.g., 360 months for a 30 year loan, 180 months for a 15 year loan)</li> </ul> <p><b>Example of Asset Amortization for 30 year loan:</b></p> <p><b>Savings Account Balance \$100,000 (\$100,000 Usable toward calculation)</b>  <b>Stock Fund Balance \$100,000 (\$90,000 Usable toward calculation)</b>  <b>Mutual Fund Balance \$10,000 (\$9,000 Usable toward calculation)</b></p> <p><b>Total Usable toward calculation = \$199,000/360 = \$552.78 monthly income</b></p> <p>Restricted Stock Units (RSUs) are not eligible for income or reserves.</p>											
<b>Interest Only</b>	Interest-only payments are allowed on the hybrid ARMs only (i.e., 5/1, 7/1, 10/1) during the fixed rate period of the loan. See <i>Product Codes</i> for the appropriate program code.											
<b>Interested Party Contributions (IPCs) / Seller Concessions</b>	<p>Interested party contributions (IPCs) are costs that are normally the responsibility of the property purchaser that are paid directly or indirectly by someone else who has a financial interest in, or can influence the terms and the sale or transfer of, the subject property. (FNMA B3-4.1-02)</p> <p>Interested parties include, but are not limited to, the property seller, the builder/developer, the real estate agent or broker, or an affiliate who may benefit from the sale of the property and/or the sale of the property at the highest price possible. A lender or employer is not considered an interested party to a sales transaction unless it is the property seller or is affiliated with the property seller or another interested party to the transaction.</p> <p><b>IPC Limits</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Occupancy Type</th> <th>LTV/CLTV Ratio</th> <th>Maximum IPC</th> </tr> </thead> <tbody> <tr> <td rowspan="2">Principal residence or second home</td> <td>75.01% - 90%</td> <td>6%</td> </tr> <tr> <td>75% or less</td> <td>9%</td> </tr> <tr> <td>Investment property</td> <td>All CLTV ratios</td> <td>2%</td> </tr> </tbody> </table>	Occupancy Type	LTV/CLTV Ratio	Maximum IPC	Principal residence or second home	75.01% - 90%	6%	75% or less	9%	Investment property	All CLTV ratios	2%
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<b>Liabilities</b>	<p>(FNMA B3-6-05)</p> <p><u>Alimony/Child Support/Separate Maintenance Payments</u> – When the borrower is required to pay alimony, child support, or maintenance payments under a divorce decree, separation agreement, or any other written legal agreement – and those payments must continue to be made for more than 10 months – the payments must be considered as part of the borrower’s recurring monthly debt obligations. However, voluntary payments do not need to be taken into consideration. (FNMA 3-6-05)</p> <p><u>Home Equity Lines of Credit (HELOC)</u> – When a borrower has a home equity line of credit (HELOC) that provides for a monthly payment of principal and interest or interest only, the payment on the HELOC must be considered as part of the borrower’s recurring monthly debt obligations. If the HELOC does not require a payment, there is no recurring monthly debt obligation so the lender does not need to develop an equivalent payment amount.</p> <p><u>Installment Debt</u> – All installment debt that is not secured by a financial asset—including student loans, automobile loans, and home equity loans—must be considered part of the borrower’s recurring monthly debt obligations if there are more than ten monthly payments remaining. Installment loans that are being paid off or paid down to 10 or fewer remaining monthly payments do not need to be included in the borrower’s long-term debt. However, an installment debt with fewer monthly payments remaining also should be considered as a recurring monthly debt obligation if it significantly affects the borrower’s ability to meet his or her credit obligations.</p> <p><u>Lease Payments</u> – Lease payments must be considered as recurring monthly debt obligations regardless of the number of months remaining on the lease. This is because the expiration of a lease agreement for rental housing or an automobile typically leads to either a new lease agreement, the buyout of the existing lease, or the purchase of a new vehicle or house.</p> <p><u>Revolving Charge/Lines of Credit</u> – Revolving charge accounts and unsecured lines of credit are open-ended and should be treated as long-term debts and must be considered part of the borrower’s recurring monthly debt obligations. These trade lines include credit cards, department store charge cards, and personal lines of credit.</p>											

## IQM Bank Statement Program – Underwriting Guidelines

	<p>Equity lines of credit secured by real estate should be included in the housing expense. If the credit report does not show a required minimum payment amount and there is no supplemental documentation to support a payment of less than 5%, the lender must use 5% of the outstanding balance as the borrower's recurring monthly debt obligation. If a revolving account balance is to be paid off at or prior to closing, a monthly payment on the current outstanding balance does not need to be included in the borrower's long term debt (DTI ratio). Such accounts do not need to be closed as a condition of excluding the payment from the DTI ratio.</p> <p><u>Student Loans</u> – If a monthly student loan payment is provided on the credit report, the lender may use that amount for qualifying purposes. If the credit report does not reflect the correct monthly payment, the lender may use the monthly payment that is on the student loan documentation (the most recent student loan statement) to qualify the borrower.</p> <p>If the credit report does not provide a monthly payment for the student loan, or if the credit report shows \$0 as the monthly payment, the lender must determine the qualifying monthly payment using one of the options below:</p> <ul style="list-style-type: none"> <li>• If the borrower is on an income-driven payment plan, the lender may obtain student loan documentation to verify the actual monthly payment is \$0. The lender may then qualify the borrower with a \$0 payment.</li> <li>• For deferred loans or loans in forbearance, the lender may calculate:             <ul style="list-style-type: none"> <li>○ A payment equal to 1% of the outstanding student loan balance (even if this amount is lower than the actual fully amortizing payment), or</li> <li>○ A fully amortizing payment using the documented loan repayment terms.</li> </ul> </li> </ul> <p><u>Open 30-day accounts</u> An open 30-day account may be excluded from debt-to-income ratios so long as borrower has assets to pay the account in full. The verified funds must be in addition to any funds required for closing costs and reserves.</p>
<p><b>Limitations on Other Real Estate Owned</b></p>	<p><u>Loan/Property restrictions per borrower are as follows:</u></p> <ul style="list-style-type: none"> <li>• Borrowers limited to eight (8) loans with Impac not to exceed \$2,000,000.</li> <li>• If borrower only has one (1) loan with Impac, including the subject property, that loan may exceed \$2 million (up to the guideline maximum herein).</li> <li>• Borrowers with &gt; 15 financed properties are not eligible for <u>any</u> 2<sup>nd</sup> home or investment property transactions (purchase, rate/term, or cash-out)</li> <li>• Borrower may have Impac financing on a maximum of 10% of the properties in a PUD or condominium project.             <ul style="list-style-type: none"> <li>○ For projects ≤ 10 total units, financing on a maximum of 1 unit is allowed</li> </ul> </li> </ul> <p><b><u>Impac financing is limited to a maximum overall concentration of 20% in any Florida condominium project. This limitation is per project and not per borrower.</u></b></p>
<p><b>Listed for Sale / "Recently Listed"</b></p>	<p><u>Rate/Term Refinance (per FNMA B2-1.2-02)</u> Subject property must not be currently listed for sale. It must be taken off the market on or before the disbursement date of the new mortgage loan. The borrower must confirm their intent to occupy the subject property (for principal residence transactions).</p> <p><u>Cash-out Refinance (per FNMA B2-1.2-03)</u> Subject property must not be currently listed for sale. It must be taken off the market on or before the disbursement date of the new mortgage loan.</p>
<p><b>Loan Amount</b></p>	<p>Minimum loan amount = \$100,000</p>
<p><b>Loan Modification</b></p>	<p>If the borrower is refinancing a loan with a prior modification/restructure then credit requirement is increased to 0x30 in the last 12 months for all mortgages. Modification must be complete on the subject loan to be refinanced and borrower is making on time scheduled payments. There is no additional seasoning requirement prior to refinance.</p>
<p><b>Locking the loan</b></p>	<p><b>Locking</b></p> <ul style="list-style-type: none"> <li>• 30 day minimum lock term required</li> <li>• Loan must be approved prior to lock</li> </ul>
<p><b>Mortgage Insurance</b></p>	<p>Mortgage insurance is not required</p>
<p><b>Non-Arm's Length transactions</b></p>	<p>Non-arm's length transactions are purchase transactions in which there is a relationship or business affiliation between the seller and the buyer of the property. Non-arm's length transactions are allowed for the purchase of <u>existing</u> property. For the purchase of <u>newly constructed</u> properties, if the borrower has a relationship or business affiliation (any ownership interest, or employment) with the builder, developer, or seller of the property, only <u>primary residence</u> is allowed. Mortgage loans on newly constructed homes secured by a second home or investment property where there is a non-arm's length relationship are prohibited. (FNMA 2-1.2-01)</p>

## iQM Bank Statement Program – Underwriting Guidelines

	<p>When tenant is buying from landlord/seller, a Verification of Rent (VOR) from a third party management company is acceptable. If there is no third party management company, provide the most recent 12 months cancelled rent checks or 12 months bank statements (or whatever shorter time period the borrower has been renting)</p> <p><u>Conflict of Interest (Impac overlay)</u> Situations where the borrower has a <u>dual role</u> in the transaction, namely as borrower and as another party in the same transaction are <b>prohibited</b>. These include, but are not limited to, situations where the borrower is also:</p> <ul style="list-style-type: none"> <li>○ The builder</li> <li>○ The loan officer on the transaction</li> <li>○ The listing agent</li> <li>○ Both the listing and selling agent</li> </ul> <p>Exception: Borrower is allowed to be the selling agent in the transaction where borrower is the purchaser so long as borrower is not also the listing agent.</p> <p><u>Additional conflicts:</u> The owner of a loan brokerage company or a lender may not originate his personal loan with his own company.</p> <ul style="list-style-type: none"> <li>• The owner must originate with an entirely unrelated company.</li> </ul> <p>The employee of a loan brokerage company or a lender may use his employer's company to originate a loan so long as that employee is not involved in the origination process (e.g., underwriter, processor, etc.).</p> <ul style="list-style-type: none"> <li>• Employee may use Agency Plus program only.</li> </ul> <p>A loan officer may have his loan originated within the same company <u>only for the Agency Plus program</u>.</p> <ul style="list-style-type: none"> <li>• For all other iQM programs, the loan officer must have his loan originated with a different unrelated company</li> </ul> <p>Note: Gifts of equity are allowed on sales between immediate family members for existing properties only. See <i>Gifts</i>.</p>
<b>Occupancy</b>	<p><u>Eligible:</u> Primary Residence – 1-4 units</p> <p>Second Homes – 1-2 unit only</p> <ul style="list-style-type: none"> <li>• For 2 unit second homes, one unit must be available for the borrower's exclusive use, no rental or time sharing arrangements in the borrower's exclusive unit</li> <li>• Must be suitable for year round use</li> <li>• Must be located in a recognized vacation area typical for second home properties (e.g., beach, ski, golf, resort)</li> <li>• Must be a reasonable distance from borrower's current owner-occupied property</li> </ul> <p>Investment or Non-Owner Occupied – 1-4 Units</p> <p>Group Homes are only allowed for 1-unit owner occupied primary residence. (Impac overlay)</p>
<b>Payment Shock</b>	There is no payment shock requirement
<b>Points and Fees</b>	<p>Maximum 5% Limit. The points and fee limit applies to all occupancy types.</p>
<b>Power of Attorney</b>	<p>A power of attorney is allowed per FNMA guidelines (See FNMA B8-5-06). Except as otherwise required by applicable law, or unless they are the borrower's relative (or a person who is a fiancé, fiancée, or domestic partner of the borrower), none of the following persons connected to the transaction shall sign the security instrument or note as the attorney-in-fact or agent under a power of attorney:</p> <ul style="list-style-type: none"> <li>• The lender;</li> <li>• Any affiliate of the lender;</li> <li>• Any employee of the lender or any other affiliate of the lender;</li> <li>• The loan originator;</li> <li>• The employer of the loan originator;</li> <li>• Any employee of the employer of the loan originator;</li> <li>• The title insurance company providing the title insurance policy or any affiliate of such title insurance company (including, but not limited to, the title agency closing the loan), or any employee of either such title insurance company or any such affiliate; or</li> <li>• Any real estate agent that has a financial interest in the transaction or any person affiliated with such real estate agent.</li> </ul> <p><u>Power of Attorney (POA) is ineligible for:</u></p> <ul style="list-style-type: none"> <li>• Cash-out loans</li> </ul>



## IQM Bank Statement Program – Underwriting Guidelines

<b>Prepayment Penalty</b>	None																		
<b>Property Types</b>	<p><u>Eligible</u></p> <ul style="list-style-type: none"> <li>• 1-unit single family residences (attached and detached) and PUDs (attached and detached)</li> <li>• 2-4 unit properties (within matrix parameters)</li> <li>• Condominiums - FNMA Eligible             <ul style="list-style-type: none"> <li>• Both FNMA Condo Project Manager (CPM) and FNMA Limited Review are allowed</li> <li>• <u>Detached</u> Condo units that are <u>Principal Residences</u> may be processed with Limited Review (See FNMA B4-2.2-03, <i>Limited Review Process for Detached Condo Units</i>)</li> <li>• <u>Non-Warrantable Exception</u>:                 <ul style="list-style-type: none"> <li>○ <u>The FNMA investment property concentration limits (i.e., the percentage of non-owner occupied properties within a project) do not apply, and</u></li> <li>○ <u>Minimum 50% of units in project (or subject legal phase, considered with prior legal phases) must be sold or under contract.</u> <ul style="list-style-type: none"> <li>▪ <b>Note: For reference, FNMA (B4-2.2-02) requires that investment property transactions on attached units in established projects (including two-to four-unit projects), have at least 50% of the total units in the project conveyed to principal residence or second home purchasers. This requirement does not apply if the subject mortgage is for a principal residence or second home.</b></li> </ul> </li> </ul> </li> <li>• <u>Single Entity Ownership Exception</u>:                 <ul style="list-style-type: none"> <li>○ Projects in which a single entity (the same individual, investor group, partnership, or corporation) owns <b>up to and including 25%</b> of the total number of units in the project will be considered on a case by case basis.                     <ul style="list-style-type: none"> <li>▪ <b>Note: For reference, the FNMA (B4-2.1-02) acceptable limit is:</b> <ul style="list-style-type: none"> <li>• Projects with 2 to 4 units = 1 unit</li> <li>• Projects with 5 to 20 units = 2 units</li> <li>• Projects with 21 or more units = 10% of total units</li> </ul> </li> </ul> </li> </ul> </li> </ul> </li> </ul> <p><u>Limited Review (See FNMA B4-2.2-02, <i>Limited Review Process for Attached Condo Units</i>)</u>            Limited Review eligibility criteria for <b>attached units</b> differ depending upon the occupancy type and LTV/CLTV/HCLTV ratios, and are as follows:</p> <table border="1" style="width: 100%; border-collapse: collapse; margin-bottom: 10px;"> <thead> <tr> <th style="text-align: center;">Occupancy Type</th> <th style="text-align: center;">Maximum LTV/CLTV/HCLTV</th> </tr> </thead> <tbody> <tr> <td>Principal residence</td> <td>90% (matches FNMA)</td> </tr> <tr> <td>Second home</td> <td>80% (exceeds FNMA)</td> </tr> <tr> <td>Investment property</td> <td>70% (exceeds FNMA)</td> </tr> </tbody> </table> <p>Note: Mortgages secured by attached units in <b>new</b> condo projects are not eligible for Limited Review.</p> <p>See the below table for LTV/CLTV/HCLTV restrictions on Limited Review for Florida condominiums. (See FNMA B4-2.2-04)</p> <table border="1" style="width: 100%; border-collapse: collapse; margin-bottom: 10px;"> <thead> <tr> <th colspan="2" style="text-align: center;">Florida – Attached Units in Established Condo Projects – Limited Review</th> </tr> <tr> <th style="text-align: center;">Occupancy Type</th> <th style="text-align: center;">Maximum LTV/CLTV/HCLTV</th> </tr> </thead> <tbody> <tr> <td>Principal residence</td> <td>75/90/90%</td> </tr> <tr> <td>Second home</td> <td>70/75/75%</td> </tr> <tr> <td>Investment property</td> <td>Not Eligible</td> </tr> </tbody> </table> <p>New or newly converted condo projects in Florida with attached units are <b>not required</b> to be approved by Fannie Mae through the PERS process (B4-1.1-02). Impac will conduct its own review and approval of Florida condo projects. <b><u>New or newly converted condo projects in Florida are limited to 60% LTV/CLTV/HCLTV. Impac financing is limited to a maximum overall concentration of 20% in any Florida condominium project. This limitation is per project and not per borrower.</u></b></p> <p><b><u>Mixed Use properties are allowed per Fannie Mae guidelines (B2-3-04)</u></b>            (Examples: Business use in addition to residential use, such as property with space aside for a day care facility, a beauty or barber shop, or a doctor's office)</p> <ul style="list-style-type: none"> <li>• The property must be a one-unit dwelling that the borrower occupies as a principal residence</li> <li>• The borrower must be both the owner and the operator of the business</li> <li>• The property must be primarily residential in nature</li> <li>• The dwelling may not be modified in a manner that has an adverse impact on its marketability as a residential property</li> </ul> <p>The property must meet appraisal requirements for mixed use properties (B4-1.4-07)  <u>Appraisal must indicate:</u></p> <ul style="list-style-type: none"> <li>• A detailed description of the mixed-use characteristics of the subject property</li> </ul>	Occupancy Type	Maximum LTV/CLTV/HCLTV	Principal residence	90% (matches FNMA)	Second home	80% (exceeds FNMA)	Investment property	70% (exceeds FNMA)	Florida – Attached Units in Established Condo Projects – Limited Review		Occupancy Type	Maximum LTV/CLTV/HCLTV	Principal residence	75/90/90%	Second home	70/75/75%	Investment property	Not Eligible
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## IQM Bank Statement Program – Underwriting Guidelines

	<ul style="list-style-type: none"> <li>That the mixed use of the property is a legal, permissible use of the property under the local zoning requirements</li> <li>Any adverse impact on marketability and market resistance to the commercial use of the property</li> <li>Market value of the property based on the residential characteristics, rather than of the business use or any special business-use modifications that were made.</li> </ul> <p><u>Ineligible</u></p> <ul style="list-style-type: none"> <li>Acreage greater than 20 acres (appraisal must include total acreage)             <ul style="list-style-type: none"> <li>Acreage &gt; 20 acres must have acceptable sales comparables of similar size and is reviewed on a case-by-case basis</li> </ul> </li> <li>Agricultural zoned property             <ul style="list-style-type: none"> <li>Properties with agricultural zoning are considered on a case-by-case basis</li> </ul> </li> <li>Condo hotel</li> <li>Co-ops</li> <li>Hobby Farms</li> <li>Income producing properties with acreage</li> <li>Leaseholds</li> <li>Log Homes (<b>may be eligible on a case-by-case basis</b>)</li> <li>Manufactured housing</li> <li>Modular homes</li> <li>Properties subject to oil and/or gas leases (<b>may be eligible on a <u>case-by-case</u> basis</b>)</li> <li>Title may not be held in a business name</li> <li>Unique properties</li> <li>Working farms, ranches or orchards</li> </ul>																				
<b>Qualifying Rate and Ratios</b>	<p><u>Qualifying Rate and Ratios</u></p> <ul style="list-style-type: none"> <li>5/1, 7/1, 10/1 ARM – Qualify at the greater of the <u>fully-indexed rate</u>* or Note rate</li> <li>ARM qualifying ratios are based on a fully amortizing principal and interest payment.</li> <li>Interest Only loans qualify at the greater of the <u>fully-indexed rate</u>* or Note rate based on the scheduled remaining loan term at the time of recast after the interest only period has expired.</li> <li>Fixed Rate loans qualify at the note rate</li> </ul> <p>*Calculate the <u>fully indexed rate</u> by adding the appropriate margin to the current index.</p> <ul style="list-style-type: none"> <li><b>Round the result to the nearest one-eighth of one percentage point (0.125%)</b></li> </ul> <p>Depending on market conditions and individual loan pricing, the <u>fully indexed rate</u> may be higher or lower than the <u>Note rate</u>.</p> <p><b>Example 1:</b></p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">Loan Amount = \$100,000</td> <td style="width: 50%;">Calculate Fully Indexed Rate:</td> </tr> <tr> <td>ARM Type = 5/1 ARM</td> <td>Margin + Index: 3.5% + 1.790% = 5.29%</td> </tr> <tr> <td>1-Year LIBOR Index = 1.790%</td> <td>Round 5.29% to the nearest 1/8 (.125%) = 5.25%</td> </tr> <tr> <td>Margin = 3.5%</td> <td></td> </tr> <tr> <td><b>Start Rate/Note Rate = 6.25%</b></td> <td><b>Fully Indexed Rate = 5.25%</b></td> </tr> </table> <ul style="list-style-type: none"> <li>Since the Note rate is greater than the fully indexed rate, the Note rate of 6.25% is used for qualification purposes.</li> </ul> <p><u>Interest Only ARM Qualification:</u></p> <p>Use the remaining scheduled amortization term <i>after</i> the interest only period expires. For a 5/1 Interest Only ARM, the remaining term is 25 years (i.e., 30 – 5 = 25). Using the Start Rate/Note Rate in <b>Example 1</b>: \$100,000 @ 6.25%, 25 year amortization = \$659.67 monthly qualifying payment for an Interest Only loan.</p> <p><b>Example 2:</b></p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">Loan Amount = \$100,000</td> <td style="width: 50%;">Calculate Fully Indexed Rate:</td> </tr> <tr> <td>ARM Type = 5/1 ARM</td> <td>Margin + Index: 4.125% + 1.820% = 5.945%</td> </tr> <tr> <td>1-Year LIBOR Index = 1.82%</td> <td>Round 5.945% to the nearest 1/8 (.125%) = 6.00%</td> </tr> <tr> <td>Margin = 4.125%</td> <td></td> </tr> <tr> <td><b>Start Rate/Note Rate = 4.5%</b></td> <td><b>Fully Indexed Rate = 6.00%</b></td> </tr> </table> <ul style="list-style-type: none"> <li>Since the fully indexed rate is greater than the Note rate, the fully indexed rate of 6.00% is used for qualification purposes.</li> <li>Using the fully indexed rate in Example 2: \$100,000 @ 6.00%, 25 year remaining term for amortization = \$644.31 monthly qualifying payment for an interest only loan.</li> </ul> <p><u>DTI Ratio</u></p> <ul style="list-style-type: none"> <li>Maximum DTI is 50% (applies to both fully amortizing and interest only)             <ul style="list-style-type: none"> <li>DTI &gt; 50% ≤ 55% may be allowed with the following conditions:</li> </ul> </li> </ul>	Loan Amount = \$100,000	Calculate Fully Indexed Rate:	ARM Type = 5/1 ARM	Margin + Index: 3.5% + 1.790% = 5.29%	1-Year LIBOR Index = 1.790%	Round 5.29% to the nearest 1/8 (.125%) = 5.25%	Margin = 3.5%		<b>Start Rate/Note Rate = 6.25%</b>	<b>Fully Indexed Rate = 5.25%</b>	Loan Amount = \$100,000	Calculate Fully Indexed Rate:	ARM Type = 5/1 ARM	Margin + Index: 4.125% + 1.820% = 5.945%	1-Year LIBOR Index = 1.82%	Round 5.945% to the nearest 1/8 (.125%) = 6.00%	Margin = 4.125%		<b>Start Rate/Note Rate = 4.5%</b>	<b>Fully Indexed Rate = 6.00%</b>
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<b>Start Rate/Note Rate = 4.5%</b>	<b>Fully Indexed Rate = 6.00%</b>																				

## iQM Bank Statement Program – Underwriting Guidelines

	<ul style="list-style-type: none"> <li>Minimum 680 credit score</li> <li>Maximum 75% LTV</li> <li>Minimum 1 year (12 months) reserves required</li> <li>Purchase and Rate/Term refinance only</li> <li>No waiving of reserves</li> </ul> <ul style="list-style-type: none"> <li>For loans with DTI &gt; 43% underwriter may require additional reserves based on borrower's residual income after total debt payments. Refer to VA residual income requirements. See <i>VA Residual Income Calculation</i> and <i>VA Residual Income Tables</i>. Maximum increase of six (6) months reserves. Additional reserves are not required if the residual income exceeds the table amount by over 20%.</li> <li>Section 35 Higher Priced Mortgage Loans (HPMLs) will be allowed subject to mandatory impound account for 5 years and no property flipping. See <i>Higher Priced Mortgage Loan (HPML)</i>.</li> </ul> <p><b><u>HELOC – Debt to Income (DTI) qualification</u></b>  When subordinated financing in the form of a HELOC is used, if the HELOC provides for a monthly payment, use the principal and interest or interest only payment being made (usually this is on the drawn amount of the HELOC). If no payment is being made, then there is no need to include a payment in the DTI calculation.</p>								
<b>Reserves</b>	<p>Cash out from the subject transaction may be used toward the reserve requirement when LTV ≤ 80%. Proceeds from a cash-out refinance may <b>not</b> be used for reserves when LTV &gt; 80%.  <b>*For the Premier Option, proceeds from a cash-out refinance may never be used for reserves.</b></p> <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%;">Loan Amount</th> <th style="width: 40%;">Required Reserves</th> </tr> </thead> <tbody> <tr> <td>≤ \$1,000,000</td> <td>3 months</td> </tr> <tr> <td>&gt; \$1,000,000 &lt; \$2,000,000</td> <td>6 months</td> </tr> <tr> <td>≥ \$2,000,000</td> <td>12 months</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li><b><u>For Refinances Only:</u></b> For loan amounts ≤ \$679,650 required reserves (above) may be waived when all borrowers have 0x30x12 VOM/VOR and payment on new loan is decreasing. In addition, the borrower(s) must not have <u>any</u> history of bankruptcy, foreclosure, short sale, or deed-in-lieu in order to waive reserves.</li> <li>When the subject property loan amount is &gt; \$679,650 there is no waiving of reserves</li> </ul> <p><b><u>Additional reserves for each financed property (other than subject):</u></b>  One month PITIA for each additional financed property. PITIA calculated using the <u>actual mortgage payment</u> (PITIA) of the “other” property for each additional property.</p> <ul style="list-style-type: none"> <li>Reserves for financed properties with a recent 12 month paid-as-agreed history may be waived <u>except</u> when the subject property loan amount is &gt; \$679,650. When the subject property loan amount is &gt; \$679,650 there is no waiving of reserves.</li> <li>Reserves for financed properties acquired within the 12 months prior to application cannot be waived</li> </ul> <p><b><u>PITIA for reserves is the monthly housing expense for a property and includes the following:</u></b></p> <ul style="list-style-type: none"> <li>Principal and interest (P&amp;I);</li> <li>Hazard, flood, and mortgage insurance premiums (as applicable);</li> <li>Real estate taxes;</li> <li>Ground rent;</li> <li>Special assessments;</li> <li>Any owners’ association dues (including utility charges that are attributable to the common areas, but excluding any utility charges that apply to the individual unit);</li> <li>Any monthly co-op corporation fee (less the pro rate share of the master utility charges for servicing individual units that is attributable to the borrower’s unit);</li> <li>Any subordinate financing payments on mortgages secured by the subject property.</li> </ul> <p>See <i>Business Funds</i> for eligibility.</p>	Loan Amount	Required Reserves	≤ \$1,000,000	3 months	> \$1,000,000 < \$2,000,000	6 months	≥ \$2,000,000	12 months
Loan Amount	Required Reserves								
≤ \$1,000,000	3 months								
> \$1,000,000 < \$2,000,000	6 months								
≥ \$2,000,000	12 months								
<b>Subordinate Financing</b>	<p>Subordinate financing must have regular monthly payments at market interest rate that cover at least the interest due so that negative amortization does not occur.</p> <p>Financing provided by the property seller is allowed for <u>arm’s-length transactions only</u> in accordance with FNMA guidelines and program CLTV limits. If financing provided by the seller is more than 2% below current standard rates for second mortgage, the subordinate financing must be considered a sales concession and the subordinate financing amount must be deducted from the sales price.</p> <p>Subordinate financing that does not fully amortize under a level monthly payment plan where the maturity or balloon payment date is less than five years after the note date of the new first mortgage is unacceptable. An exception may be made when the amount of the subordinate debt is minimal relative to the borrower’s financial assets and/or credit profile (FNMA B2-1.1-04)</p> <p>See <i>Qualifying Rate and Ratios</i> for HELOC qualification.</p>								

## IQM Bank Statement Program – Underwriting Guidelines

<b>Temporary Buydown</b>	Not allowed
<b>Texas Section 50(a)(6) Equity Cash Out</b>	Allowed <u>Note:</u> Interest Only is prohibited on a Texas Section 50(a)(6) Equity Cash Out loan
<b>Title / Vesting</b>	<p><u>Inter Vivos Revocable Trust (must meet requirements of FNMA B2-2-05)</u></p> <ul style="list-style-type: none"> <li>Title insurance policy must state that title to the security property is vested in the trustee(s) of the inter vivos revocable trust</li> <li>The title insurance policy may not list any exceptions with respect to the trustee(s) holding title to the security property or to the trust.</li> <li>Title to the security property is vested solely in the trustee(s) of the inter vivos revocable trust, jointly in the trustee(s) of the inter vivos revocable trust and in the name(s) of the individual borrower(s), or in the trustee(s) of more than one inter vivos revocable trust.</li> </ul> <p>A power of attorney is not allowed when signing mortgage documents related to an inter vivos trust.</p>
<b>Underwriting</b>	<p>Loans must be manually underwritten and fully documented. All loans must be underwritten in compliance with the Ability to Repay standards set forth in 12 C.F.R. §1026.43. For additional topics not specifically or fully addressed by 12 C.F.R. §1026.43 guidance or herein, Fannie Mae underwriting guidelines should be followed</p> <p>Underwriter may request a copy of any inspection where repairs or remediation (monetary or other) are specified in a purchase contract, regardless of whether repairs have been completed.</p> <p>The underwriter must be comfortable that the borrower is able to repay the loan and that belief must be supported by information from independent third parties. All factors in the loan file must be viewed in totality to reach this conclusion.</p> <p>Non-arm's-length and conflict of interest transactions are allowed with restrictions. See <i>Non-Arm's Length Transactions</i> for additional information.</p> <p><b><u>Guideline Variance \ Exceptions:</u></b> Minor exceptions to guidelines may be considered on a case by case basis. Compensating factors include, in order of importance:</p> <ul style="list-style-type: none"> <li>Loan to value ratio (LTV)</li> <li>Reserves – well above the program requirement (prior to any cash out)</li> <li>Credit profile (depth of credit) and credit score</li> <li>Length of employment in same occupation/business (long term employment stability)</li> <li>Debt to income ratio (DTI)</li> <li>Reduction in new housing expense vs. existing housing expense (15% or greater reduction)</li> <li>Other compensating factors not listed above</li> </ul> <p>All exceptions must be submitted per the Impac Exception Policy, approved by Underwriting Senior Management, Warehouse Lending and Capital Markets.</p> <p><u>Underwriters should:</u></p> <ul style="list-style-type: none"> <li>Make a sound risk assessment of the resources of the applicant before finalizing the loan. An underwriter has the discretion to require any additional documentation they feel is appropriate and reasonable to support that assessment.</li> <li>If underwriter requires tax returns to make the proper risk assessment then borrower will be <b><u>ineligible for this program</u></b> and underwriter will make a counter offer to another product, if applicable.</li> </ul> <p><b>Impac Underwriting Manager review and signature is required for loan amounts &gt; \$1,000,000.</b> <b>Impac Senior Credit Committee member must review and sign for loan amounts ≥ \$2,000,000.</b></p> <p>File must include title commitment with 24 months title history.</p> <p><b><u>CORRESPONDENT ONLY:</u></b></p> <ul style="list-style-type: none"> <li>Loans submitted under this program require prior approval by Impac. Delegated underwriting is not allowed.</li> <li>A third party fraud report must be ordered and reviewed by the underwriter.</li> </ul>
<b>VA Residual Income Calculation</b>	<p>Use VA Form 26-6393 <i>Loan Analysis</i> to calculate residual income. <a href="http://www.vba.va.gov/pubs/forms/VBA-26-6393-ARE.pdf">http://www.vba.va.gov/pubs/forms/VBA-26-6393-ARE.pdf</a></p> <p>1. Calculate the total gross monthly income of all occupying borrowers. (Note: Do not gross up non-taxable income for the residual income calculation)</p>

## IQM Bank Statement Program – Underwriting Guidelines

2. Deduct from gross monthly income:

- a. State income tax
- b. Federal income tax
- c. Municipal or other income tax
- d. Retirement or Social Security tax
- e. Proposed total monthly fixed payment (total mortgage payment + all recurring monthly obligations)
- f. Estimated maintenance and utilities (use \$0.14 per square foot of gross living area)
- g. Job related expenses (if applicable – Employee Business Expense from IRS Form 2106)

3. Subtract the sum of the deductions above from the total gross monthly income of all occupying borrowers. The balance is residual income.

**Compensating Factor**  
Residual income may be cited as a compensating factor provided it can be documented and it is at least equal to the applicable amounts for household size and geographic region found on the *Table of Residual Incomes by Region*.

To use residual income as a compensating factor, count all members of the household of the occupying borrowers without regard to the nature of their relationship and without regard to whether they are joining on title or the note.

From the table, select the applicable loan amount, region and household size. If residual income equals or exceeds the corresponding amount on the table, it may be cited as a compensating factor.

**Exception:**  
The lender may omit any individuals from “family size” who are fully supported from a source of verified income which is not included in effective income in the loan analysis. These individuals must voluntarily provide sufficient documentation to verify their income to qualify for this exception.

**VA Residual Income Tables (VA Lender Manual Chapter 4.9)**

<b>Table of Residual Incomes by Region for Loan Amounts of \$100,000 and above</b>				
<b>Family Size</b>	<b>Northeast</b>	<b>Midwest</b>	<b>South</b>	<b>West</b>
<b>1</b>	\$450	\$441	\$441	\$491
<b>2</b>	\$755	\$738	\$738	\$823
<b>3</b>	\$909	\$889	\$889	\$990
<b>4</b>	\$1,025	\$1,003	\$1,003	\$1,117
<b>5</b>	\$1,062	\$1,039	\$1,039	\$1,158
<b>Over 5</b>	Add \$80 for each additional member up to a family of seven.			

<b>Key to Geographic Regions Used in the Preceding Tables</b>			
<b>Northeast</b>	Connecticut	New Hampshire	Pennsylvania
	Maine	New Jersey	Rhode Island
	Massachusetts	New York	Vermont
<b>Midwest</b>	Illinois	Michigan	North Dakota
	Indiana	Minnesota	Ohio
	Iowa	Missouri	South Dakota
	Kansas	Nebraska	Wisconsin
<b>South</b>	Alabama	Kentucky	Puerto Rico
	Arkansas	Louisiana	South Carolina
	Delaware	Maryland	Tennessee
	District of Columbia	Mississippi	Texas
	Florida	North Carolina	Virginia
	Georgia	Oklahoma	West Virginia
<b>West</b>	Alaska	Hawaii	New Mexico
	Arizona	Idaho	Oregon
	California	Montana	Utah
	Colorado	Nevada	Washington
			Wyoming

**EXHIBIT A**  
**Borrower Affirmation – Bank Statements Used to Qualify**

Date:

Loan No

Borrower Name:

1. I understand that my monthly payment on this loan will be as follows:  
 Fixed Mortgage  
For \_\_\_\_\_ years  
My monthly payment is \$ \_\_\_\_\_  
  
 Adjustable Rate Mortgage  
For the first \_\_\_\_\_ years  
My monthly payment is \$ \_\_\_\_\_  
I understand my payment may adjust (more than once) after the first \_\_\_\_\_ years.
2. I understand the checked items below on this property will be approximately this amount per month \$  
 Property taxes  
 Hazard Insurance  
 Flood Insurance  
 Mortgage Insurance

The checked items above will be impounded.

The items not checked will not be impounded; and if not impounded I am responsible to pay them directly.

3. I believe I can afford to make the monthly payment on the loan.
4. I am not aware of anything in the future that will affect my ability to make this loan payment.
5. If my loan program did not require that I submit my prior tax returns, I understand that if I had provided additional verifiable documentation of my income, such as my tax returns or W-2 wage statements or other documentation deemed necessary to support my income, I may have been able to qualify for a loan with different loan terms or conditions such as a lower interest rate.

NOTE: If there is a discrepancy between the terms in this document and the actual loan documents, the terms of the loan documents prevail.

I certify that the above information and the information on the final Uniform Residential Loan Application (Form 1003) is true and correct as of this day and that it represents an accurate picture of my financial status.

\_\_\_\_\_  
Borrower name

\_\_\_\_\_  
Borrower name

\_\_\_\_\_  
Borrower name

\_\_\_\_\_  
Borrower name

**iQM Bank Statement Program – Underwriting Guidelines**



**iQM Bank Statement Program Income: 12 Month Bank Statement Personal w/ Business Account**

**Include 12 Months Personal and 3 Months Business Statements**

**\*PLEASE COMPLETE BLUE SECTIONS\***

Loan No.:		Borrower:	
		Name of Business:	
Bank Name:		Type of Business:	
Last 4 digits of Account Number Used:			

Acct #	Deposits	Month	Year	Total Deposits on Bank Statements	Deposits NOT coming from Business Account	Adjusted Deposits used for qualifying	Beginning Balance	Ending Balance	NSF/ Overdrafts (if fee is charged)
	1					\$0.00			
	2					\$0.00		\$0.00	
	3					\$0.00		\$0.00	
	4					\$0.00		\$0.00	
	5					\$0.00		\$0.00	
	6					\$0.00		\$0.00	
	7					\$0.00		\$0.00	
	8					\$0.00		\$0.00	
	9					\$0.00		\$0.00	
	10					\$0.00		\$0.00	
	11					\$0.00		\$0.00	
	12					\$0.00		\$0.00	

<b>Totals:</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0
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Annual Net Income:	\$0.00	Income %	100.00	Are deposits increasing over time?	Yes
Monthly Net Income:	\$0.00	Average Deposit	\$0.00	Absent of excessive (4 or more) NSF's/Overdrafts	No*
		Non Borrowing Entity		Are deposits consistent with occupation?	

\*If any questions are answered "No", loan will be subject to 2nd sign. More than 4 NSF's/Overdrafts may make the loan ineligible

**At time of submission, please submit evidence (i.e., letter from CPA) of borrower's ownership % in business AND evidence that the borrower has been self-employed for a minimum of 2 years.**

Form Completed by:	
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v 2017.0130(b)



## iQM Bank Statement Program Income: 12 Month Bank Statement

**Business or "Co-Mingled" Personal Option using EXPENSE FACTOR**

**\*PLEASE COMPLETE BLUE SECTIONS\***

Loan No.:		Borrower:	
Business / Co-Mingled Personal		Name of Business:	
Bank Name:		Type of Business:	
Last 4 digits of Account Number Used:			

Acct #	Deposits	Month	Year	Total Deposits on Bank Statements	Non-Business Related Deposits (Excluded)	Adjusted Deposits used for qualifying	Beginning Balance	Ending Balance	NSF/ Overdrafts (if fee is charged)
	1					\$0.00			
	2					\$0.00		\$0.00	
	3					\$0.00		\$0.00	
	4					\$0.00		\$0.00	
	5					\$0.00		\$0.00	
	6					\$0.00		\$0.00	
	7					\$0.00		\$0.00	
	8					\$0.00		\$0.00	
	9					\$0.00		\$0.00	
	10					\$0.00		\$0.00	
	11					\$0.00		\$0.00	
	12					\$0.00		\$0.00	

<b>Totals:</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0
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Expense Factor Percentage (Per CPA Letter):	70.00	%	Income %	100.00	Are deposits increasing over time?	
Percentage of Deposits Used (Expense Factor - 100%)	30.00	%	Average Deposit	\$0.00	Absent of excessive (4 or more) NSF's/Overdrafts?	Yes
Annual Net Income (based on Expense Factor):	\$0.00		Non Borrowing Entity		Are deposits consistent with occupation?	
Monthly Net Income (based on Expense Factor):	\$0.00		*If any questions are answered "No", loan will be subject to 2nd sign. More than 4 NSF's/Overdrafts may make the loan ineligible			

At time of submission, please submit evidence ( i.e., letter from CPA) of borrower's ownership % in business AND evidence that the borrower has been self-employed for a minimum of 2 years. This letter may also include the expense factor of the business, based on tax returns from prior year, if it is less than 70%.

Form Completed by: \_\_\_\_\_

v.2017.0130(b)



**iQM Bank Statement Program – Underwriting Guidelines**

**IMPAC iQM Bank Statement Program Income: 12 Month Bank Statement with P&L**

**Business or "Co-Mingled" Personal Option using P&L**

**\*PLEASE COMPLETE BLUE SECTIONS\***

Loan No.:		Borrower:	
Business / Co-Mingled Personal		Name of Business:	
Bank Name:		Type of Business:	
Last 4 digits of Account Number Used:			

Acct #	Deposits	Month	Year	Total Deposits on Bank Statements	Non-Business Related Deposits (Excluded)	Adjusted Deposits Bank Statements	Beginning Balance	Ending Balance	NSF/ Overdrafts (if fee is charged)
	1					\$0.00			
	2					\$0.00		\$0.00	
	3					\$0.00		\$0.00	
	4					\$0.00		\$0.00	
	5					\$0.00		\$0.00	
	6					\$0.00		\$0.00	
	7					\$0.00		\$0.00	
	8					\$0.00		\$0.00	
	9					\$0.00		\$0.00	
	10					\$0.00		\$0.00	
	11					\$0.00		\$0.00	
	12					\$0.00		\$0.00	

<b>Totals:</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0
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Gross Deposits/Receipts per P&L:		Income %	100.00	Are deposits increasing overtime?	Yes
Total Losses/Expenses Per P&L:		Average Deposit	\$0.00	Absent of excessive (4 or more) NSF's/Overdrafts?	Yes
Annual Net Income (based on P&L):	\$0.00	Non Borrowing Entity		Are deposits consistent with occupation?	Yes
Monthly Net Income (based on P&L):	\$0.00			Are gross deposits 75% or greater of revenue per P&L?	Yes

\*If any questions are answered "No", loan will be subject to 2nd sign. More than 4 NSF's/Overdrafts may make the loan ineligible

**At time of submission, please submit evidence ( i.e., letter from CPA) of borrower's ownership % in business AND evidence that the borrower has been self-employed for a minimum of 2 years.**

Form Completed by:

v.2017.0130(b)