



## NanQ ONE Program - Commercial Broker Matrix

Effective Applications 01/22/2019

LTV / FICO	Select DSCR - => 1.00		Standard DSCR - =>1.00				No Ratio DSCR - <= 1.00		
	Purchase & No C/O Refinance		Purchase & No C/O Refinance				Purchase & No C/O Refinance		
	FICO/Loan Amount		FICO/Loan Amount				FICO/Loan Amount		
	720+	680+	700+	680+	640+	620+	700+	680+	640+
90.01-95%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
85.01-90%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
80.01-85%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
75.01-80%	\$1.0M	N/A	\$1.5M	\$1.0M	\$0.5M	N/A	N/A	N/A	N/A
70.01-75%	\$1.5M	\$1.0M	\$2.0M	\$1.5M	\$1.0M	N/A	\$1.5M	\$1.0M	N/A
65.01-70%	\$2.0M	\$1.5M	\$2.5M	\$2.0M	\$1.5M	\$1.0M	\$2.0M	\$1.5M	\$1.0M
60.00-65%	\$3.0M	\$2.5M	\$3.0M	\$2.5M	\$2.0M	\$1.0M	\$2.5M	\$2.0M	\$1.5M
55.01-60%	\$3.0M	\$2.5M	\$5.0M	\$3.0M	\$2.5M	\$1.5M	\$3.0M	\$2.5M	\$2.0M
50.01-55%	\$3.0M	\$2.5M	\$5.0M	\$3.0M	\$2.5M	\$1.5M	\$3.0M	\$3.0M	\$2.5M
≤50%	\$3.0M	\$2.5M	\$10M	\$7.5M	\$3.0M	\$2.0M	\$3.0M	\$3.0M	\$2.5M
DSCR Program Parameters	Select		Standard				No Ratio		
Minimum FICO	680		620				640		
Housing History	0x30x12		1x30x12				0x30x12		
Credit Event (BK, SS, FC, DIL)	48 Months		36 Months (12 BK 13 & 24 SS/DIL, Ch. 7 BK)				36 Months (12 BK 13 & 24 SS/DIL, Ch. 7 BK)		
LTV Cash out	5% Reduction/Max 75%		5% Reduction/Max 75%				5% Reduction/Max 75%		
LTV Condo	Max 70%		Max 75%				Max 75%		
LTV Condo Non-Warrantable	NA		Max 70%				Max 70%		
LTV 3-4 Unit	NA		5% Reduction/Max 75%				5% Reduction/Max 75%		
LTV Rural	Rural Properties Not Allowed		Rural Properties Not Allowed				Rural Properties Not Allowed		
Citizenship Restrictions	No ITIN or Foreign National		No ITIN. Foreign National Allowed				No ITIN or Foreign National		
Loan Amount	Min. \$250,000 / Max. \$3,000,000		Min. \$100,000 / Max. \$10,000,000				Min. \$100,000 / Max. \$3,000,000		
Program Restrictions	Minimum 1 Year PPP unless not allowed based on state requirements		Minimum 1 Year PPP unless not allowed based on state requirements				Minimum 1 Year PPP unless not allowed based on state requirements		
Debt Service Coverage Ratio (DSCR) - PROGRAM NOTES - Inquire with your account executive for further details									
<ul style="list-style-type: none"> <li>Gross Income/PITIA; Qualified on cash flow of subject property.</li> <li><b>Gross Income:</b> Lower of estimated market rent from Form 1007 and monthly rent from existing lease (if lease amount is higher, may be utilized with two months proof of receipt).</li> <li><b>Experienced Investor:</b> has owned 2 or more properties for greater than most recent 12 mos. or 1 or more properties for greater than 24 months. Tradelines for other mortgages that reflect on credit report are acceptable to establish investor experience. May have been sold or paid in full within the last 36 mos. (Primary can be included).</li> <li><b>A borrower that does not meet the Experienced Investor Criteria:</b> First Time Investors must have owned a residence for first Time Investors must have owned a residence for a min. of the most recent 12 months. Max LTV 70%.</li> </ul>	Foreign National		Reserves		Loan Amount				
	Max Loan Amount \$5M; (<150K Max 70% LTV) Max LTV/CLTV 70% Purchase & No Cash Out Max 65% LTV for Cash Out Minimum 12 mos. reserves; 2 mos. each add'l property Must have US credit for Interest Only		Select DSCR - 3 Months required DSCR/No Ratio: • <= \$2MM - No Reserves Required • > \$2MM to <=\$3MM - 3 Months req. • > \$3MM - 12 Months req. (DSCR Only)		Program Minimum - \$100K < \$150K - 70% Max LTV/CLTV Non-Warr. Condo - Max \$1.5M Loan Amt.				
	Interest Only - Min. 660 Fico		Cash in hand Cash Out Limit		Loans > \$3MM				
	30 & 40 Year Term; I/O period first 10 Years Qualify on 30 & 40 year term due to business purpose loan DSCR Calculation based on note rate I/O Payment Reserves based on I/O Payment		<ul style="list-style-type: none"> <li>Program Max: 70%</li> <li>Loan Amount &gt; 1M: 65%</li> <li>Condo &amp; 3-4 Unit: 60%</li> <li>Loan Amount &gt; 3M: 50%</li> <li>ITIN and For.Nat'l: 50%</li> </ul>		Experienced Investors Only No Ratio not eligible				
	Int. Party Contributions - 3% Max				Prepayment Penalty				
				6 months interest on 80% of the original principal balance. Not allowed in IL*, MD, MI, MN, ND, Nj*, NM, PA. *Allowed for loans closed in Corp. or LLC Only					