

Multi-Family Guidelines

(5+ Units - Retail)

Landlord Program 5+ Units (Retail)

| FICO | Purchase | Rate & Term | Cash Out | | Parameters |
|--------------------------------|--|-------------|----------|---------------------------------|----------------------|
| >750 | 70% | 70% | 65% | | Loan Amounts |
| 725-749 | 70% | 70% | 65% | | Minimum: \$250,000 |
| 700-724 | 70% | 70% | 65% | | Maximum: \$3,000,000 |
| 675-699 | 70% | 70% | 65% | | Maximum 65% LTV |
| 650-674 | 70% | 70% | 65% | | Cash Out: |
| 625-649 | 65% | 65% | 65% | | Product Types |
| Terms | | | | | 30yr Fixed and I/O |
| DSCR >1.75 | 70% | 70% | 65% | For purchase transactions only. | |
| DSCR >1.25 <1.74 | 70% | 70% | 65% | | |
| DSCR >1.10 <1.24 | 70% | 70% | 65% | Max 70% LTV | |
| DSCR >1.00 <1.09 | 65% | 65% | 65% | Max 65% LTV. Minimum 650 FICO | |
| Additional Requirements | | | | | |
| 1st Time Investors | Not Permitted. | | | | |
| Appraisal Report | 1 full appraisal is required, ordered by PhoneOps. | | | | |
| Borrowers | Entities Only. | | | | |
| Cash-out Refinance | 1.25 DSCR Minimum; 65% LTV Maximum. | | | | |
| Eligible Property Types | Multifamily Residential properties with 5-29 Units. | | | | |
| Foreign National | 700 FICO, Max 70% LTV; 1.25 DSCR Minimum. | | | | |
| Ineligible Property Types | 1-4 units, Co-ops, Condotels, Non-Warrantable Condos, Manufactured, Unique Properties, Mixed Use, Leaseholds, Rural, Log Homes, Farms, Hobby/working/income producing farms, properties with oil, gas, or mineral rights, Builder Model leaseback, non-conforming zoning regulations that prohibit rebuilding, Hawaiian properties in lava zones 1 and 2, group homes, boarding homes, healthcare homes and state-approved medical marijuana producing properties. | | | | |
| Interest Only | Loan amount >\$500,000 minimum; 70% LTV Maximum; 1.25x DSCR Minimum; 5yr period, 25-years full amortized. | | | | |
| Judgments/Liens | Judgments and tax liens must be paid off prior to or at closing. | | | | |
| Lending States | AL, AR, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, MA, MD, ME, MO, MS, MT, NE, NH, NM, NY, OH, OK, OR, PA, RI, SC, TX, UT, VA, VT, WA, WV, WI, WY. | | | | |
| Reserves | 6 months P&I in Reserves. | | | | |
| Short-Term Rentals | Allowed. -5% LTV. | | | | |
| Student Housing | Allowed. 20% of units must be Students; 1.2 DSCR Minimum; 12-month leases required. | | | | |