



Wholesale Rate Sheet (CA/OR/WA)

Effective Date: **5/18/2020**

Daily Capital Markets Message

Portfolio rates unchanged.

PLEASE NOTE: ALL NEW QUICK LOCKS WILL NEED TO BE DELIVERED WITHIN 15 CALENDAR DAYS OR THE LOCK WILL BE SUBJECT TO WORSE CASE

Account Executives Contact Info

Account Executive	Region(s)	Phone #	Supporting WLA	Phone #
Laurie Nilsen	Northern CA	925-519-0527	Michelle Hedrick	858-795-0328
Leigh Konopka	Southern CA	949-290-2772	Juan Santamaria	858-795-0534
Randy Plankey	Nor Cal & San Francisco	925-858-5510	Laurie Hoehn	858-795-0331
			Morgan Howard	858-795-0333

Lock Information - Locking Available from 8:00 AM PST to 6:00 PM PST

Portfolio Products

Lock Days:
Purchase: 60 Days
Refinance: 60 Days

Saleable Products

Lock Days:
Purchase: 30, 45, 60, or 75 Days
Refinance: 45, 60, or 75 Days

All Products

***Lock Extension Fees:**
7 Days = 0.125 UB Point
15 Days = 0.25 UB Point
30 Days = 0.375 UB Point

**Multiple Extensions are allowed*

Loans not funded by lock expiration are subject to extension fees.
Loans will be relocked at worse case should the rate lock expire.

Additional Product specific lock information available on the Product Page and in the Rate Lock Policy

Broker At-A-Glance: [Rate Lock Policy](#)

Fee Information All Products (Saleable & Portfolio)

Lender Origination Fee:

- **Saleable Products:** \$1,595 (fee waiver special N/A)
- **Portfolio Products:** \$1,595
- **EOM Products:** \$495 (fee waiver special N/A)

Required services that the Bank selects:

- **Verification of Employment Fee:** \$13.50 for each borrower that requires employment to be verified (\$27.00 - 2 Borrowers, \$40.50 - 3 Borrowers, \$54.00 - 4 Borrowers)
- **Credit Report:** \$27.45- individual, \$54.90- Joint, \$82.35- 3 Borrowers, \$109.80 - 4 Borrowers
- **Flood Determination:** \$9.00
- **Tax Service:** \$68.00 on loan amount up to \$1,999,999.00 plus \$10.00 for each additional \$100,000
- **Appraisal:** Refer to chart below. (All JS30 loans require a \$153 appraisal review fee)
- **Appraisal Rush Fee:** \$100.00 per appraisal (include in the total cost for each appraisal)
- **HELOC Fees:** Refer to the What You Should Know About HELOCs disclosure for applicable fee ranges and and the Broker At-A-Glance - Fee Information for third party fees that will apply.

Glance: [Fee Information](#)

Heloc Fee Disclosure: [What You Should know About HELOCs](#)

*** CA/IL Fees below apply to AZ/NV properties ***

Appraisal Fee Information

Estimated Value	Disclosed Appraisal Fee (1 Unit)		Disclosed Appraisal Fee (2-4 Units)		Disclosed Appraisal Fee (1 Unit Rental)		Appraisal Update (AU) / Completion Report (CR)		Disclosed Drive-By Appraisal w/ Form 1007 All States
	CA/IL	OR/WA	CA/IL	OR/WA	CA/IL	OR/WA	AU	CR	
<= \$500,000	\$550	\$800	\$775	\$1,025	\$650	\$900	\$225	\$125	\$425
\$500,001 to \$750,000	\$575	\$825	\$800	\$1,050	\$675	\$925	\$225	\$125	\$450
\$750,001 to \$1 Mill	\$600	\$850	\$825	\$1,075	\$700	\$950	\$225	\$125	\$475
\$1,000,001 to \$1,500,000	\$650	\$900	\$875	\$1,125	\$750	\$1,000	\$250	\$125	\$525
\$1,500,001 to \$2,000,000	\$725	\$975	\$950	\$1,200	\$825	\$1,075	\$250	\$125	\$600
\$2,000,001 to \$3,000,000	\$825	\$1,075	\$1,050	\$1,300	\$925	\$1,175	\$250	\$125	\$700
\$3,000,001 to \$4,000,000	\$925	\$1,175	\$1,150	\$1,400	\$1,025	\$1,275	\$250	\$125	\$800
\$4,000,001 to \$5,000,000	\$1,025	\$1,275	\$1,250	\$1,500	\$1,125	\$1,375	\$275	\$125	\$900
\$5,000,001 to \$6,000,000	\$1,125	\$1,375	\$1,350	\$1,600	\$1,225	\$1,475	\$275	\$125	\$1,000
\$6,000,001 to \$7,000,000	\$1,200	\$1,450	\$1,425	\$1,675	\$1,300	\$1,550	\$275	\$125	\$1,075
\$7,000,001 to \$8,000,000	\$1,250	\$1,500	\$1,475	\$1,725	\$1,350	\$1,600	\$300	\$125	\$1,125
\$8,000,001 to \$9,000,000	\$1,275	\$1,525	\$1,500	\$1,750	\$1,375	\$1,625	\$300	\$125	\$1,150
\$9,000,001 to \$10,000,000	\$1,300	\$1,550	\$1,525	\$1,775	\$1,400	\$1,650	\$300	\$125	\$1,175
> \$10,000,000	\$1,325	\$1,575	\$1,550	\$1,800	\$1,425	\$1,675	\$300	\$125	\$1,200

Portfolio Products		
Second Appraisal Required when:		
(Applies to 1st loan amount or combined UB loans ¹)		
Loan Purpose	Loan Amount ¹	LTV ¹
Purchase	> \$2,500,000 and < \$4,000,000	> 60%
	>= \$4,000,000	All
No Cash-Out Refinance	> \$1,500,000 and < 4,000,000	> 60%
	>= \$4,000,000	All
Cash-Out Refinance	> \$1,100,000 and < \$4,000,000	> 60%
	>= \$4,000,000	All

⁽¹⁾ Combined Union Bank Loan Amounts- If UB has more than 1 loan on the property, the loan amount refers to the combined amounts and the TLTV restrictions noted above apply. If there is an outside 2nd, 2nd appraisal requirements apply to the 1st mortgage loan amount and LTV.

Saleable Products	
Loan Amount	Appraisals
Purchase Transactions	
<= \$2,000,000	One Full Appraisal
> \$2,000,000	Two Full Appraisals
Refinance Transactions	
<= \$1,500,000	One Full Appraisal
> \$1,500,000	Two Full Appraisals

Portfolio and Saleable Products:

Appraisal Reviews may be required and subject to an additional fee.

Note: The above guidelines also apply to Portfolio Express Refinances



Wholesale Rate Sheet (CA/OR/WA)

Effective Date: 5/18/2020

Portfolio Product Rate Summary		
<i>Base Pricing closest to PAR, NO pricing adjustments considered, Lender Paid Broker Compensation</i>		
Product	Rate	Points
30 Year Fixed	4.500%	0.000%
15 Year Fixed	4.250%	0.000%
EOM 97% 30 Year Fixed**	5.500%	0.000%
3/1 ARM	3.875%	0.000%
3/1 ARM Interest-Only (30yr)	4.000%	0.000%
3/1 ARM Interest-Only (40yr)	4.125%	0.000%
5/1 ARM	4.000%	0.000%
5/1 ARM Interest-Only (30yr)	4.125%	0.000%
5/1 ARM Interest-Only (40yr)	4.250%	0.000%
7/1 ARM	4.250%	0.000%
7/1 ARM Interest-Only (30yr)	4.375%	0.000%
7/1 ARM Interest-Only (40yr)	4.500%	0.000%
10/1 ARM	4.375%	0.000%
10/1 ARM Interest-Only (30yr)	4.500%	0.000%
10/1 ARM Interest-Only (40yr)	4.625%	0.000%

Portfolio Product Pricing Specials	
<i>Must be Primary or Second Home</i>	
Purchases and Refinances w/ LTV <= 60%	
Portfolio Product	Rate Discount
All Portfolio Products (excl. EOM and JS30)	-0.125%

Current Fee Specials	
<i>Must be Primary or Second Home</i>	
Purchase	
Portfolio Products	Fee Discount ⁽²⁾
All Products (excl. EOM and JS30)	\$1,000

⁽²⁾ Deducted from Origination Fee (Standard Charge is \$1595)

Relationship Discounts ⁽³⁾			
Purchase and Non-UB Refinance		UB-to-UB Refinance	
Combined Eligible Balances	Rate Discount	Combined Eligible Balances	Rate Discount
Deposits \$250k - \$499k	-0.250%	Deposits \$250k - \$499k	-0.125%
Deposits \$500k - \$999k	-0.375%	Deposits \$500k - \$999k	-0.250%
Deposits >= \$1M	-0.500%	Deposits >= \$1M	-0.375%

⁽³⁾ Eligible on all products excluding 3/1 ARMs, EOM and JS30. Not allowed on Investment properties.

[Please see Terms and Conditions for Home Loans Relationship Pricing details.](#)



Wholesale Rate Sheet (CA/OR/WA)

Portfolio Products and Pricing Lender Paid Broker Compensation (1.250%)

Fully Amortizing ARM Products			
3/1 ARM (AG3CL)		5/1 ARM (AG5CL)	
Rate	UB Points	Rate	UB Points
4.125	(0.500)	4.250	(0.500)
4.000	(0.250)	4.125	(0.250)
3.875	0.000	4.000	0.000
3.750	0.250	3.875	0.250
3.625	0.500	3.750	0.625
3.500	0.750	3.625	1.000
3.375	1.000	3.500	1.500
7/1 ARM (AG7CL)		10/1 ARM (AG8CL)	
Rate	UB Points	Rate	UB Points
4.500	(0.500)	4.625	(0.500)
4.375	(0.250)	4.500	(0.250)
4.250	0.000	4.375	0.000
4.125	0.500	4.250	0.500
4.000	1.000	4.125	1.000
3.875	1.500	4.000	1.500
3.750	2.000	3.875	2.000

Interest Only 30 Year ARM Products			
3/1 ARM (IG3BL)		5/1 ARM (IG5BL)	
Rate	UB Points	Rate	UB Points
4.250	(0.500)	4.375	(0.500)
4.125	(0.250)	4.250	(0.250)
4.000	0.000	4.125	0.000
3.875	0.250	4.000	0.250
3.750	0.500	3.875	0.625
3.625	0.750	3.750	1.000
3.500	1.000	3.625	1.500
7/1 ARM (IG7BL)		10/1 ARM (IG8BL)	
Rate	UB Points	Rate	UB Points
4.625	(0.500)	4.750	(0.500)
4.500	(0.250)	4.625	(0.250)
4.375	0.000	4.500	0.000
4.250	0.500	4.375	0.500
4.125	1.000	4.250	1.000
4.000	1.500	4.125	1.500
3.875	2.000	4.000	2.000

Fixed Rate Fully Amortizing Products			
15 Year Fixed (JB15L)		30 Year Fixed (JB30L)	
Rate	UB Points	Rate	UB Points
4.500	(0.500)	4.750	(0.500)
4.375	(0.250)	4.625	(0.250)
4.250	0.000	4.500	0.000
4.125	0.500	4.375	1.000
4.000	1.000	4.250	2.000
3.875	1.500	4.125	3.000
3.750	2.000	4.000	4.000

Lock Information
Locking available from 8:00 AM to 6:00 PM PST
Loan packages must be received within 15 days from the original lock date. If not, loan will be repriced at higher of pricing. Existing lock expiration date remains unchanged.
Loans will be relocked at worse case should the rate lock expire.
Loans not funded by lock expiration are subject to extension fees.
Lock Extension Fees: 7 Days = .125, 15 Days = .25, 30 Days = .375 Multiple extensions allowed
Lock Days
Purchases: 60 Days Refinances: 60 Days
Rate Lock Break Option
1. 0.125 in rate over current + 0.500 added to points.
Must be Borrower Initiated; 50bps Rate Difference; Within 30 Days of Closing; Cannot be Docs Out status; Package must be submitted

Origination Charge for Portfolio Products
Lender Origination Fee = \$1,595

Current Rate Specials	
Purchase and Refinance ≤ 60% LTV	
(Applicable to O/O (incl. 2-4 units); and 2nd Home properties)	
Product	Discount
All Portfolio Products (excl. EOM)	(0.125) Rate

Current Fee Specials	
Purchases	
(Applicable to O/O (incl. 2-4 units); and 2nd Home properties)	
Product	Discount
All Portfolio Products (excl. EOM and JS30)	Reduce Origination Fee \$1,000

Pricing Adjustments	
No changes to Max Credit or Discount Fees	
No margin buyups/downs	
All adjustments are cumulative	
Max Credit for all products (excl. EOM): (0.500)	
Final Rate may be off sheet w/ cumulative adds	
Description	Cost
Purchase and Refi 90 days lock	0.500 UB Points
Interest Only 40 Year	0.125 Rate
Non-Owner Interest Only	0.125 Rate
LTV > 75% Interest Only	0.125 Rate
O/O 2-4 Units	0.125 Rate
2nd / Vacation Home	0.125 Rate
Non-Owner 1-4 Units	0.375 Rate + 0.500 UB Points
Cash-out Refinances	0.125 Rate
FICO < 680 & Non-Traditional FICOs (999/9999)	0.250 Rate
FICO ≥ 680 & < 700	0.125 Rate
Loan Amts > \$4 MM	0.125 Rate
Conforming Loan Amt*	0.625 Rate
LTV > 80% (Loan amt > \$510,400) MI Required	0.125 Rate
Subordinate Non-UB 2nd > 80% CLTV/HCLTV	0.250 Rate
Subordinate UB 2nd > 85% CLTV/HCLTV	0.125 Rate
Condos > 75% LTV (excl. detached)	0.125 Rate

*If loan amount is less than or equal to loan limits below, pricing adjustment will apply

Conforming Maximum Loan Amounts			
1 Unit	2 Unit	3 Unit	4 Unit
\$510,400	\$653,550	\$789,950	\$981,700

Lender Paid Pricing Options	
Description	Cost
1.250% Broker Comp.	0.000 UB Points

ARM Information			
Qualifying Rate (Full AM)		Qualifying Rate (Interest Only)	
3/1 ARM = Note Rate + 6%		3/1 IO ARMs: Greater of note rate + 6% or the fully-indexed rate (FIR); 5/1 IO ARMs: Greater of the note rate + 2% or the FIR; 7/1 & 10/1 IO ARMs: Greater of the note rate or the FIR rounded to nearest 0.125%.	
5/1 ARM = Note Rate + 2%			
7/1 & 10/1 ARMs = Note Rate			
Caps			
Initial	2.000%	Qualifying Term (Interest Only)	
Subsequent	2.000%	30 Year Term	
Life	6.000%	3/1 ARM	27 years
Index Information			
1 Year LIBOR	0.755	5/1 ARM	25 years
FNMA	2.330	7/1 ARM	23 years
ARM Margin	2.250	10/1 ARM	20 years
Debt-to-Income Ratios			
Fixed-Rate, Fully-Amortizing ARMs - max 43%		3/1 ARM	37 years
40-Year Interest Only - max 43%		5/1 ARM	35 years
30-Year Interest Only - max 45%		7/1 ARM	33 years
		10/1 ARM	30 years

Broker At-A-Glance: [Rate Lock Policy](#)



Wholesale Rate Sheet (CA/OR/WA)

Portfolio Product Guidelines

1st MTG LTV / Loan Amount Matrix⁽³⁾

Fully Amortized Fixed and ARM / Interest Only ARM Portfolio Products												
Primary	Purchase, Rate&Term						Cash Out					
	Single Unit ⁽⁴⁾						Single Unit ⁽⁴⁾					
	LTV	60%	65%	70%	75%	80% ⁽⁵⁾	LTV	60%	65%	70%	75%	80%
Score	740	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$2,000,000 ⁽¹⁾	740	\$5,000,000	\$5,000,000	\$5,000,000	\$1,100,000	\$750,000
	700	\$5,000,000	\$5,000,000	\$5,000,000	\$1,100,000 ⁽²⁾	\$750,000 ⁽²⁾	700	\$5,000,000	\$5,000,000	\$1,100,000	\$750,000	\$750,000
	<700	\$2,000,000	\$2,000,000	\$2,000,000	\$1,100,000	\$750,000	660	\$2,000,000	\$2,000,000	\$1,100,000	\$750,000	\$750,000
	2 Unit						2 Unit					
	LTV	60%	65%	70%	75%	80%	LTV	60%	65%	70%	75%	80%
Score	740	\$5,000,000	\$5,000,000	\$5,000,000	\$2,000,000 ⁽¹⁾	\$2,000,000 ⁽¹⁾	740	\$5,000,000	\$5,000,000	\$2,000,000	\$1,100,000	\$750,000
	700	\$5,000,000	\$5,000,000	\$5,000,000	\$1,100,000	\$750,000	700	\$5,000,000	\$5,000,000	\$1,100,000	\$750,000	\$750,000
	<700	\$2,000,000	\$2,000,000	\$2,000,000	\$1,100,000	\$750,000	660	\$2,000,000	\$2,000,000	\$1,100,000	\$750,000	\$750,000
	3-4 Units						3-4 Units					
	LTV	60%	65%	70%	75%	80%	LTV	60%	65%	70%	75%	80%
Score	740	\$5,000,000	\$5,000,000	\$5,000,000	\$1,100,000	\$750,000	740	\$5,000,000	\$5,000,000	\$1,100,000	\$750,000	\$750,000
	700	\$5,000,000	\$5,000,000	\$5,000,000	\$1,100,000	\$750,000	700	\$5,000,000	\$5,000,000	\$1,100,000	\$750,000	\$750,000
	<700	\$2,000,000	\$2,000,000	\$2,000,000	\$1,100,000	\$750,000	660	\$2,000,000	\$2,000,000	\$1,100,000	\$750,000	\$750,000
Fully Amortized Fixed and ARM Portfolio Products												
Investment	Purchase, Rate&Term						Cash Out					
	Single Unit ⁽⁴⁾						Single Unit ⁽⁴⁾					
	LTV	60%	65%				LTV	60%	65%			
Score	740	\$1,500,000	\$1,500,000				740	\$1,500,000	\$1,500,000			
	<740	\$1,500,000	\$1,500,000				<740	\$1,500,000	\$1,500,000			
	2 Unit						2 Unit					
	LTV	60%	65%				LTV	60%	65%			
Score	740	\$1,500,000	\$1,500,000				740	\$1,500,000	\$1,500,000			
	<740	\$1,500,000	\$1,500,000				<740	\$1,500,000	\$1,500,000			
	3-4 Units						3-4 Units					
	LTV	60%	65%				LTV	60%	65%			
Score	740	\$1,500,000	\$1,500,000				740	\$1,500,000	\$1,500,000			
	<740	\$1,500,000	\$1,100,000				<740	\$1,500,000	\$1,100,000			
Interest Only ARM Portfolio Products												
Investment	Purchase, Rate&Term						Cash Out					
	Single Unit ⁽⁴⁾						Single Unit ⁽⁴⁾					
	LTV	60%	65%				LTV	60%	65%			
Score	740	\$1,100,000	\$1,100,000				740	\$1,100,000	\$1,100,000			
	<740	\$1,100,000					<740	\$1,100,000				
	2 Unit						2 Unit					
	LTV	60%	65%				LTV	60%	65%			
Score	740	\$1,100,000	\$1,100,000				740	\$1,100,000	\$1,100,000			
	<740	\$1,100,000					<740	\$1,100,000				
	3-4 Units						3-4 Units					
	LTV	60%					LTV	60%				
Score	740	\$1,500,000					740	\$1,500,000				
	<740	\$1,500,000					<740	\$1,500,000				

See Page 6 for 1st MTG / 2nd MTG Combo Transactions Matrix

Notes:

- (1) Loan amounts > \$2M up to \$3M allowed with 24 months reserves
- (2) Loan amounts up to \$2M allowed with 18 months reserves (24 months on IOs)
- (3) Reduce LTV by 5% when the property is located in an area of declining values. Does not apply to all Portfolio Express loans or other loans that meet all of the following criteria:
 - Purchase with a maximum TLTV of 85% or Rate/Term Refinance of an existing UB mortgage which can include the payoff of a UB 2nd MTG
 - FICO 700 or above
 - 1-2 unit property
 - Primary residence
 - Property is not a Condominium
 - Verified reserves exceed the minimum required
- (4) SFR's PUD's and Condo's only (No Manufactured Homes)

- (5) LTV > 80% with Mortgage Insurance (see matrix below for additional detail):

- Loan Amounts up to \$510,400 – On SFRs, PUDs, and Condominiums, LTV can be increased to 90% as follows: Fully Amortizing ARMs and Portfolio Fixed-Rate loans require a minimum 660 credit score; 7/1 & 10/1 Interest-Only ARMs require a minimum 720 score and max 41% debt ratio (max 80% LTV allowed on 3/1 & 5/1 Interest-Only ARMs). MI required with MI company approval. Condos must be warrantable to Fannie Mae guidelines (no limited reviews) and meet Union Bank guidelines. No Manufactured Homes > 80%.

- Loan Amounts > \$510,400 to \$850K – On 5/1, 7/1, & 10/1 Fully Amortizing ARMs & Portfolio Fixed-Rate loans, LTV can be increased to 89.9% on SFRs and PUDs and to 85% on Condominiums. Minimum 700 credit score required. MI required with MI company approval. Condos must be warrantable to Fannie Mae guidelines (no limited reviews) and meet Union Bank guidelines. No Manufactured Homes > 80%.

- Refer to the Broker At-A-Glance for additional requirements.

- Broker At-A-Glance: [Key Underwriting Guidelines](#)
- Broker At-A-Glance: [Credit Guidelines](#)
- Broker At-A-Glance: [Reserves](#)

- Refer to the Broker At-A-Glance - Mortgage Insurance for additional requirements.

- Broker At-A-Glance: [MI At-A-Glance](#)

Reserve Requirements		
Primary and 2nd Home	Fixed/Fully Am ARMs	Int-Only ARMs
Loan <= \$750K	6 months PITI	24 months PITI
Loan >\$750K<=\$1.5M	9 months PITI	24 months PITI
Loan >\$1.5M<=\$2.5M	12 months PITI	24 months PITI
Loan >\$2.5M	24 months PITI	24 months PITI
Investment Property		
Loan <= \$750K	6 months PITI	24 months PITI
Loan >\$750K	12 months PITI	24 months PITI
Departing Residence		
> 25% Equity	2 months PITI	2 months PITI
< 25% Equity	6 months PITI	6 months PITI
> 4 Financed Properties		
If subject property is 2nd Home or Investment:	6 months PITI on all other financed Second Home and Investment properties	6 months PITI on all other financed Second Home and Investment properties

LTV > 80% w/Mortgage Insurance			
Fully Amortized Fixed and ARM Portfolio Products			
Purchase, Rate&Term			
Single Unit (Condominiums Max 85% to \$850K)			
LTV	89.90%	90%	
Score	700	\$850,000	\$510,400
	660	\$510,400	\$510,400
2-4 Units	N/A	N/A	N/A
7/1 and 10/1 Interest Only ARM Portfolio Products			
Purchase, Rate&Term			
Single Unit			
LTV	89.90%	90%	
Score	720	\$510,400	\$510,400
	660	\$510,400	\$510,400
2-4 Units	N/A	N/A	N/A
Manufactured Homes Not Allowed			

- Broker At-A-Glance: [Rate Lock Policy](#)



Wholesale Rate Sheet (CA/OR/WA)

HELOC Products

Concurrent Funding FlexEquity® Account (HELOC)

INDEX = WALL STREET JOURNAL PRIME RATE (WSJ), Wall Street Journal set at 3.25%

Purchase and Refinance FlexEquity® Guideline Information

Property Value up to \$2MM ⁽¹⁾⁽²⁾	
Risk Tier	TLTV
I. FICO >= 730	80%
II. FICO >= 700	80%
Property Value > \$2MM to \$3.5MM ⁽¹⁾⁽²⁾	
Risk Tier	TLTV
I. FICO >= 700	75%
Property Value > \$3.5MM ⁽¹⁾⁽²⁾	
Risk Tier	TLTV
I. FICO >= 700	70%

(1) The following guidelines apply:

- Max \$500K FlexEquity line amount
- FlexEquity principal+interest payment option is required if the TLTV > 75%.
- Primary residence only
- SFRs, PUDs, Condos, and 2-4 units (No manufactured homes)
- Purchase money, no-cash out refinances and cash-out refinances
- Refer to Broker At-A-Glance for guidelines:
 - Broker At-A-Glance: [FlexEquity Purchase Money](#)
 - Broker At-A-Glance: [FlexEquity Refinance](#)
- Purchase Transactions - Use the lesser of the sales price or the appraised value.
- The minimum required credit score is the greater of the first mortgage or combination HELOC requirement.

(2) Max TLTV may be limited by the max TLTV allowed per the UB 1st mortgage.

PURCHASE FLEXEQUITY® PRICING

Product	Loan Amount	State	<= 75% CLTV	Margin	75.01% - 80% CLTV P&I Required	Margin	
Variable Rate Portion (\$25,000 - \$500,000)**	\$Up to \$34,999	CA/OR/WA	7.240	3.990	7.490	4.240	
	\$35,000-\$49,999	CA/OR/WA	6.990	3.740	7.240	3.990	
	\$50,000-\$99,999	CA/OR/WA	5.240	1.990	5.490	2.240	
	\$100,000-\$249,999	CA/OR/WA	4.490	1.240	4.740	1.490	
	\$250,000-\$500,000	CA/OR/WA	4.240	0.990	4.490	1.240	
Product	Loan Amount	State	Rate (<= 75% CLTV)		Fixed Rate Term	Variable Rate for Remaining 36-Month Term	
7-Year Fixed Rate Option**	\$Up to \$34,999	CA/OR/WA	8.990		84	7.240	3.990
	\$35,000-\$49,999	CA/OR/WA	8.240		84	6.990	3.740
	\$50,000-\$99,999	CA/OR/WA	6.490		84	5.240	1.990
	\$100,000-\$249,999	CA/OR/WA	5.740		84	4.490	1.240
	\$250,000-\$500,000	CA/OR/WA	5.490		84	4.240	0.990

REFINANCE FLEXEQUITY® PRICING

Product	Loan Amount	State	<= 75% CLTV	Margin	75.01% - 80% CLTV P&I Required	Margin	
Variable Rate Portion (\$25,000 - \$500,000)**	\$Up to \$34,999	CA/OR/WA	7.490	4.240	7.740	4.490	
	\$35,000-\$49,999	CA/OR/WA	7.240	3.990	7.490	4.240	
	\$50,000-\$99,999	CA/OR/WA	5.490	2.240	5.740	2.490	
	\$100,000-\$249,999	CA/OR/WA	4.740	1.490	4.990	1.740	
	\$250,000-\$500,000	CA/OR/WA	4.490	1.240	4.740	1.490	
Product	Loan Amount	State	Rate (<= 75% CLTV)		Fixed Rate Term	Variable Rate for Remaining 36-Month Term	
7-Year Fixed Rate Option**	\$Up to \$34,999	CA/OR/WA	9.240		84	7.490	4.240
	\$35,000-\$49,999	CA/OR/WA	8.490		84	7.240	3.990
	\$50,000-\$99,999	CA/OR/WA	6.740		84	5.490	2.240
	\$100,000-\$249,999	CA/OR/WA	5.990		84	4.740	1.490
	\$250,000-\$500,000	CA/OR/WA	5.740		84	4.490	1.240

**Borrowers are eligible for a .25% discount from the published rates for automatic payment from a Union Bank Account (Checking or Saving)

Additional Information and Fees

- \$450 Early Termination Fee if account closes within first 3 years; (Waived if UB Refinance)
- Fees: Refer to the What You Should Know About HELOCs disclosure for applicable fee ranges and the Broker Glace - Fee Information for third party fees that will apply
- Rate is based on the state in which the property is located, not the state in which the borrower lives.
- Rate is tied to the Wall Street Journal Prime Rate index as published in the print edition of the Wall Street Journal plus a margin
- 18% Lifetime Rate Cap
- 120 Month Draw Period
- Qualify at 1.00% of LOC (HELOC and FRO)
- P&I HELOC Pmt = (Principal Balance / # Mos remaining) + (Monthly Interest Only Pmt)
- 20 yr FRO Pmt = Amortized 20 yr at rate at time of conversion
- No Standalone 2nds
- Priority Banking Discount = 0.50% (Borrower must have Priority Checking account to qualify**)
- Private Bank - Relationship A Discount = 0.75% (Borrower must have \$250,000 - \$999,999 in D&I with Bank - Confirmed through Private Bank approval process**)
- Private Bank - Relationship B Discount = 1.00% (Borrower must have >= \$1,000,000 in D&I with Bank - Confirmed through Private Bank approval process**)

** To qualify for a Priority Banking or Private Bank Relationship Discount on a FlexEquity line of credit, the Priority Checking account or Private Bank Relationship must be opened prior to docs being drawn (PTD). Private Bank Relationship Discounts must be validated by Private Bank leadership through the formal approval process. Note: Priority Bank and AutoPay discounts may be combined.

1st MTG / 2nd MTG Combo Transactions

Union Bank 2nd or Non-Union Bank 2nd

Page 5 1st MTG matrix FICO/TLTV/Loan Amt limits supersede Combo max LTV & Loan Amt

LTV/TLTV Matrix (Union Bank 2nds only)						
Maximum UB 1st MTG Loan Amount						
Purchase, Rate/Term Refinance						
Primary Residence						
Max LTV/TLTV	70 / 70%	75 / 75%	75 / 80%	80 / 80%		
Single Unit	\$5,000,000	\$2,625,000	\$1,500,000	\$1,600,000		
2 Units	\$5,000,000	\$2,625,000	\$1,500,000	\$1,600,000		
3-4 Units	\$5,000,000	\$1,100,000	\$1,100,000	\$750,000		
2nd Home						
Max LTV/TLTV	70 / 70%	75 / 75%	75 / 80%	80 / 80%		
Single Unit	\$5,000,000	\$2,625,000	\$1,500,000	\$750,000		
Cash-Out Refinance						
Primary Residence						
Max LTV/TLTV	65 / 70%	70 / 70%	70 / 75%	75 / 75%	75 / 80%	80 / 80%
Single Unit	\$5,000,000	\$2,450,000	\$2,450,000	\$1,100,000	\$750,000	\$750,000
2 Units	\$5,000,000	\$2,000,000	\$1,100,000	\$1,100,000	\$750,000	\$750,000
3-4 Units	\$5,000,000	\$1,100,000	\$1,100,000	\$750,000	\$750,000	
2nd Home						
Max LTV/TLTV	65 / 70%	70 / 75%	75 / 80%			
Single Unit	\$2,000,000	\$1,100,000	\$750,000			

Please see top of page for additional details on Concurrent FlexEquity products

LTV/TLTV Matrix (non-Union Bank 2nds only)				
Maximum UB 1st MTG Loan Amount				
Purchase, Rate/Term Refinance				
Primary & 2nd Home (2nd Home 1 unit only)				
Max LTV/TLTV	70 / 80%	75 / 80%	80 / 90%	
1-2 Units	\$5,000,000	\$5,000,000	\$1,500,000 *	
Max LTV/TLTV	70 / 80%	75 / 80%	80 / 85%	
3-4 Units	\$5,000,000	\$1,100,000	\$750,000	
Investment				
Max LTV/TLTV	70 / 80%	75 / 80%		
1-2 Units	\$1,500,000	\$750,000		
* Maximum \$750,000 for 2nd Homes				
Cash-Out Refinance				
Primary Residence				
Max LTV/TLTV	70 / 75%	70 / 80%	75 / 80%	80 / 80%
1-2 Units	\$5,000,000	\$1,500,000	\$1,100,000	\$750,000
Max LTV/TLTV	65 / 70%	65 / 80%	70 / 80%	75 / 80%
3-4 Units	\$5,000,000	\$1,500,000	\$1,100,000	\$750,000
2nd Home				
Max LTV/TLTV	65 / 75%	65 / 80%	70 / 80%	75 / 80%
1 Unit	\$2,000,000	\$1,500,000	\$1,100,000	\$750,000
Investment				
1-4 Units	Maximum TLTV = Maximum LTV			



Wholesale Rate Sheet (CA/OR/WA)

Portfolio Products and Pricing

Borrower Paid Broker Compensation: Up to 2.000%

Fully Amortizing ARM Products			
3/1 ARM (AG3C)		5/1 ARM (AG5C)	
Rate	UB Points	Rate	UB Points
3.625	(0.500)	3.875	(0.500)
3.500	(0.250)	3.750	(0.250)
3.375	0.000	3.625	0.000
3.250	0.250	3.500	0.250
3.125	0.500	3.375	0.625
3.000	0.750	3.250	1.000
2.875	1.000	3.125	1.500
7/1 ARM (AG7C)		10/1 ARM (AG8C)	
Rate	UB Points	Rate	UB Points
4.250	(0.500)	4.375	(0.500)
4.125	(0.250)	4.250	(0.250)
4.000	0.000	4.125	0.000
3.875	0.500	4.000	0.500
3.750	1.000	3.875	1.000
3.625	1.500	3.750	1.500
3.500	2.000	3.625	2.000

Interest Only 30 Year ARM Products			
3/1 ARM (IG3B)		5/1 ARM (IG5B)	
Rate	UB Points	Rate	UB Points
3.750	(0.500)	4.000	(0.500)
3.625	(0.250)	3.875	(0.250)
3.500	0.000	3.750	0.000
3.375	0.250	3.625	0.250
3.250	0.500	3.500	0.625
3.125	0.750	3.375	1.000
3.000	1.000	3.250	1.500
7/1 ARM (IG7B)		10/1 ARM (IG8B)	
Rate	UB Points	Rate	UB Points
4.375	(0.500)	4.500	(0.500)
4.250	(0.250)	4.375	(0.250)
4.125	0.000	4.250	0.000
4.000	0.500	4.125	0.500
3.875	1.000	4.000	1.000
3.750	1.500	3.875	1.500
3.625	2.000	3.750	2.000

Fixed Rate Fully Amortizing Products			
15 Year Fixed (JB15)		30 Year Fixed (JB30)	
Rate	UB Points	Rate	UB Points
4.250	(0.500)	4.625	(0.500)
4.125	(0.250)	4.500	(0.250)
4.000	0.000	4.375	0.000
3.875	0.500	4.250	1.000
3.750	1.000	4.125	2.000
3.625	1.500	4.000	3.000
3.500	2.000	3.875	4.000

Lock Information	
Locking available from 8:00 AM to 6:00 PM PST	
Loan packages must be received within 15 days from the original lock date. If not, loan will be repriced at higher of pricing. Existing lock expiration date remains unchanged.	
Loans will be relocked at worse case should the rate lock expire.	
Loans not funded by lock expiration are subject to extension fees.	
Lock Extension Fees: 7 Days = .125, 15 Days = .25, 30 Days = .375 Multiple extensions allowed	
Lock Days	
Purchases: 60 Days	Refinances: 60 Days
Rate Lock Break Option	
1. 0.125 in rate over current + 0.500 added to points.	
Must be Borrower Initiated; 50bps Rate Difference; Within 30 Days of Closing; Cannot be Docs Out status; Package must be submitted	

Origination Charge for Portfolio Products
Lender Origination Fee = \$1,595

Current Rate Specials	
Purchase and Refinance ≤ 60% LTV	
(Applicable to O/O (incl. 2-4 units); and 2nd Home properties)	
Product	Discount
All Portfolio Products (excl. EOM)	(0.125) Rate

Current Fee Specials	
Purchases	
(Applicable to O/O (incl. 2-4 units); and 2nd Home properties)	
Product	Discount
All Portfolio Products (excl. EOM and JS30)	Reduce Origination Fee \$1,000

Pricing Adjustments	
No changes to Max Credit or Discount Fees	
No margin buyups/downs	
All adjustments are cumulative	
Max Credit for all products (excl. EOM): (0.500)	
Final Rate may be off sheet w/ cumulative adds	
Description	Cost
Purchase and Refi 90 days lock	0.500 UB Points
Interest Only 40 Year	0.125 Rate
Non-Owner Interest Only	0.125 Rate
LTV > 75% Interest Only	0.125 Rate
O/O 2-4 Units	0.125 Rate
2nd / Vacation Home	0.125 Rate
Non-Owner 1-4 Units	0.375 Rate + 0.500 UB Points
Cash-out Refinances	0.125 Rate
FICO < 680 & Non-Traditional FICOs (999/9999)	0.250 Rate
FICO ≥ 680 & < 700	0.125 Rate
Loan Amts > \$4 MM	0.125 Rate
Conforming Loan Amt*	0.625 Rate
LTV > 80% (Loan amt > \$510,400) MI Required	0.125 Rate
Subordinate Non-UB 2nd > 80% CLTV/HCLTV	0.250 Rate
Subordinate UB 2nd > 85% CLTV/HCLTV	0.125 Rate
Condos > 75% LTV (excl. detached)	0.125 Rate

*If loan amount is less than or equal to loan limits below, pricing adjustment will apply

Conforming Maximum Loan Amounts			
1 Unit	2 Unit	3 Unit	4 Unit
\$510,400	\$653,550	\$789,950	\$981,700

ARM Information			
Qualifying Rate (Full AM)		Qualifying Rate (Interest Only)	
3/1 ARM = Note Rate + 6%		3/1 IO ARMs: Greater of note rate + 6% or the fully-indexed rate (FIR); 5/1 IO ARMs: Greater of the note rate + 2% or the FIR;	
5/1 ARM = Note Rate + 2%		7/1 & 10/1 IO ARMs: Greater of the note rate or the FIR rounded to nearest 0.125%.	
7/1 & 10/1 ARMs = Note Rate			
Caps		30 Year Term	
Initial	2.000%		
Subsequent	2.000%		
Life	6.000%	3/1 ARM	27 years
Index Information		5/1 ARM	25 years
1 Year LIBOR	0.755	7/1 ARM	23 years
FNMA	2.330	10/1 ARM	20 years
ARM Margin	2.250	40 Year Term	
Debt-to-Income Ratios		3/1 ARM	37 years
Fixed-Rate, Fully-Amortizing ARMs - max 43%		5/1 ARM	35 years
40-Year Interest Only - max 43%		7/1 ARM	33 years
30-Year Interest Only - max 45%		10/1 ARM	30 years

Broker At-A-Glance: [Rate Lock Policy](#)



Wholesale Rate Sheet (CA/OR/WA)

Economic Opportunity Mortgage® (EOM) Products

Please note that specific training by Union Bank is required in order for brokers to be approved to participate in the loan program. Contact your Union Bank Account Representative for details and/or to schedule EOM training.

Broker Compensation paid by Lender: 1.250%

EOM 30 Year Fixed (CRA1L)	
Rate	UB Points
5.625	(1.000)
5.500	0.000
5.375	1.000
5.250	2.000
5.125	3.000
EOM 15 Year Fixed (CRA5L)	
Rate	UB Points
4.750	(0.500)
4.625	(0.250)
4.500	0.000
4.375	0.500
4.250	1.000
4.125	1.500
4.000	2.000

Broker Compensation paid by Borrower: Up to 2.000%

EOM 30 Year Fixed (CRA1)	
Rate	UB Points
5.500	(1.000)
5.375	0.000
5.250	1.000
5.125	2.000
5.000	3.000
EOM 15 Year Fixed (CRA5)	
Rate	UB Points
4.500	(0.500)
4.375	(0.250)
4.250	0.000
4.125	0.500
4.000	1.000
3.875	1.500
3.750	2.000

Price Adjustments for EOM Products	Rate
Non-CRA Eligible Cashout Transactions	0.125

Origination Charge for EOM Products:	
Purchases and Refinances:	
Lender Origination Fee = \$495	

Standard Program Guidelines

Broker At-A-Glance: [EOM Product Guidelines](#)

- 1) Eligibility -- Subject property must be located in a designated census tract OR borrowers must meet income limits for the county in which the property is located.
- 2) Primary Residences Only
- 3) Term: Fixed Rate -- 10, 15, 20, 25, or 30 Years
- 4) SFR, PUD, Condominium, 2-4 units only. (No Manufactured Homes)
- 5) 5% LTV reduction for declining values does not apply to the EOM program
- 6) For Max TLTV requirements, see table at bottom of page

Loan Purpose	Units	LTV
Purchase / No Cash Out	1-2 Units	90%
	3-4 units	80%
Cash Out	1-2 Units	80%
	3-4 units	75%

Max Loan Amounts	
1 Unit	\$510,400
2 Units	\$653,550
3 Units	\$789,950
4 Units	\$981,700

Expanded Program Guidelines⁽¹⁾ (Lending Parameters for High-Cost Counties)

97% LTV ⁽²⁾		
Max Loan Amount		1 Unit
Purchase	No Cash-out Refi	
California		Counties
\$765,600	\$765,600	Alameda, Contra Costa, Los Angeles, Marin, Orange, San Benito, San Francisco, San Mateo, Santa Clara, Santa Cruz
\$713,000	\$713,000	Ventura
\$625,500	\$625,500	Santa Barbara
\$701,500	\$701,500	San Diego
\$704,950	\$704,950	Sonoma
\$690,000	\$690,000	San Luis Obispo
\$672,750	\$672,750	Monterey
\$529,000	\$529,000	Mono
\$569,250	\$569,250	El Dorado, Placer, Sacramento and Yolo
\$764,750	\$764,750	Napa
Oregon		Max \$510,400 in all counties
Washington		Counties
\$741,750	\$741,750	King, Pierce, and Snohomish
Max \$510,400 in all other CA and WA counties not shown above		

90% LTV		
Max Loan Amount		2 Unit
Purchase	No Cash-out Refi	
California		Counties
\$765,600	\$765,600	Alameda, Contra Costa, Los Angeles, Marin, Orange, San Benito, San Francisco, San Mateo, Santa Clara, Santa Cruz
\$713,000	\$713,000	Ventura
\$764,750	\$764,750	Napa
\$701,500	\$701,500	San Diego
\$704,950	\$704,950	Sonoma
\$690,000	\$690,000	San Luis Obispo
\$672,750	\$672,750	Monterey
Washington		Counties
\$741,750	\$741,750	King, Pierce, Snohomish
All Counties in Oregon and counties not listed above for CA & WA, max \$653,550 Loan Amt		

Maximum TLTV		
Loan Purpose	Subsided/DAP 2nd	Non - Subsided/DAP 2nd
Purchase / No Cash-Out Refinances	105%	90%
		95% if Expanded EOM requirements are met
Cash-Out Refinances	Same as max LTV	

Expanded LTV's and Loan Amount Notes:

- (1) Expanded loan amounts allowed in counties shown in tables above. Counties not shown in tables are eligible for Standard loan amounts only.
- (2) Expanded LTV's are allowed in all counties in CA, OR & WA

For Expanded LTV's & loan amounts, borrowers must meet the additional requirements below:

- * Purchases and no cash-out refinances only
- * Property Location: CA, OR, or WA
- * 1-unit, owner-occupied, single-family residences, condos and PUD's only (no manufactured homes)
- * 2-unit properties allowed with maximum 90% LTV with maximum loan amounts noted in table above.
- * Minimum 620 credit score (credit score must be "valid"-refer to broker credit Glance and broker EOM Glance)
- * Maximum 105% TLTV (for TLTV's greater than 95%, the subordinate financing must be DAP/Subsided 2nd approved by UnionBank-refer to broker glance-DAP subsidized 2nd Mtg)
- * No non-occupant co-borrowers, no boarder income, no unpermitted granny flats, maximum 5 acres
- * Debt ratios 38%/44%
- * Borrowers may not own or have an ownership interest in any other residential property



Wholesale Rate Sheet (CA/OR/WA)

Jumbo Saleable Products

****Note that pricing is subject to change daily.****

Broker Compensation paid by Union Bank: 1.250%

30 Year Jumbo Fixed (JS30L)				
Rate	30 Day	45 Day	60 Day	75 Day
7.750	9.875	10.000	10.125	10.250
7.875	8.875	9.000	9.125	9.250
8.000	7.875	8.000	8.125	8.250
8.125	6.875	7.000	7.125	7.250
8.250	5.875	6.000	6.125	6.250
8.375	4.875	5.000	5.125	5.250
8.500	3.875	4.000	4.125	4.250

Purchases Only

Broker Compensation paid by Borrower: up to 2.000%

30 Year Jumbo Fixed (JS30)				
Rate	30 Day	45 Day	60 Day	75 Day
7.750	8.875	9.000	9.125	9.250
7.875	7.875	8.000	8.125	8.250
8.000	6.875	7.000	7.125	7.250
8.125	5.875	6.000	6.125	6.250
8.250	4.875	5.000	5.125	5.250
8.375	3.875	4.000	4.125	4.250
8.500	2.875	3.000	3.125	3.250

Purchases Only

Loan Amount Range		
Property Type	Min. Loan Amt	Max. Loan Amt
1 Unit	\$510,401	\$2,500,000
2 Unit	\$653,551	\$1,500,000
3 Unit	\$789,951	\$1,500,000
4 Unit	\$981,701	\$1,500,000

Standard Origination Fee Structure
Lender Origination Fee = \$1595 (shown in Section A of LE)
No Purchase Promo for Origination Fees

Loan Level Pricing Adjustments

(All pricing adjustments are cumulative and added to fee)

Purchase	LTV / CLTV (HCLTV) Higher of							
	≤ 50	50.01-55	55.01-60	60.01-65	65.01-70	70.01-75	75.01-80	80.01-85
FICO	NA	NA	NA	NA	NA	NA	NA	NA
661-679	NA	NA	NA	NA	NA	NA	NA	NA
680-699	(0.250)	(0.250)	(0.250)	NA	NA	NA	NA	NA
700-719	(0.375)	(0.375)	(0.375)	(0.250)	(0.125)	0.125	0.500	NA
720-739	(0.375)	(0.375)	(0.375)	(0.375)	(0.250)	0.000	0.125	NA
740-759	(0.500)	(0.500)	(0.500)	(0.375)	(0.375)	(0.125)	0.000	NA
760-779	(0.500)	(0.500)	(0.500)	(0.500)	(0.375)	(0.250)	(0.125)	0.625
≥ 780	(0.500)	(0.500)	(0.500)	(0.500)	(0.375)	(0.250)	(0.125)	0.625

Rate/Term Refinance	LTV / CLTV (HCLTV) Higher of							
	≤ 50	50.01-55	55.01-60	60.01-65	65.01-70	70.01-75	75.01-80	80.01-85
FICO	NA	NA	NA	NA	NA	NA	NA	NA
661-679	NA	NA	NA	NA	NA	NA	NA	NA
680-699	(0.250)	(0.250)	(0.250)	NA	NA	NA	NA	NA
700-719	(0.375)	(0.375)	(0.375)	(0.250)	(0.125)	0.125	0.500	NA
720-739	(0.375)	(0.375)	(0.375)	(0.375)	(0.250)	0.000	0.125	NA
740-759	(0.500)	(0.500)	(0.500)	(0.375)	(0.375)	(0.125)	0.000	NA
760-779	(0.500)	(0.500)	(0.500)	(0.500)	(0.375)	(0.250)	(0.125)	0.625
≥ 780	(0.500)	(0.500)	(0.500)	(0.500)	(0.375)	(0.250)	(0.125)	0.625

Cash-Out Refinance	LTV / CLTV (HCLTV) Higher of							
	≤ 50	50.01-55	55.01-60	60.01-65	65.01-70	70.01-75	75.01-80	80.01-85
FICO	NA	NA	NA	NA	NA	NA	NA	NA
661-679	NA	NA	NA	NA	NA	NA	NA	NA
680-699	NA	NA	NA	NA	NA	NA	NA	NA
700-719	(0.250)	(0.250)	(0.250)	0.000	0.500	NA	NA	NA
720-739	(0.250)	(0.250)	(0.250)	(0.125)	0.500	NA	NA	NA
740-759	(0.250)	(0.250)	(0.250)	(0.125)	0.375	NA	NA	NA
760-779	(0.375)	(0.375)	(0.375)	(0.250)	0.250	NA	NA	NA
≥ 780	(0.375)	(0.375)	(0.375)	(0.250)	0.250	NA	NA	NA

Loan Amounts	LTV / CLTV (HCLTV) Higher of							
	≤ 50	50.01-55	55.01-60	60.01-65	65.01-70	70.01-75	75.01-80	80.01-85
≤ 1,000,000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
1,000,001-1,500,000	0.000	0.000	0.000	0.250	0.250	0.250	0.375	NA
1,500,001-2,000,000	0.125	0.125	0.125	0.250	0.375	0.375	NA	NA
2,000,001-2,500,000	0.250	0.250	0.250	0.375	0.375	NA	NA	NA

Property / Occupancy	LTV / CLTV (HCLTV) Higher of							
	≤ 50	50.01-55	55.01-60	60.01-65	65.01-70	70.01-75	75.01-80	80.01-85
2 Unit	0.250	0.250	0.250	0.375	0.375	NA	NA	NA
3-4 Units	0.375	0.375	0.375	0.500	0.625	NA	NA	NA
2nd Home	0.125	0.125	0.125	0.125	0.125	0.250	0.375	NA
Investment	1.125	1.125	1.250	1.500	1.750	NA	NA	NA

State Adjustments	LTV / CLTV (HCLTV) Higher of							
	≤ 50	50.01-55	55.01-60	60.01-65	65.01-70	70.01-75	75.01-80	80.01-85
NV	0.000	0.000	0.000	0.000	0.000	0.000	0.375	0.750

Special Adjustment	LTV / CLTV (HCLTV) Higher of							
	≤ 50	50.01-55	55.01-60	60.01-65	65.01-70	70.01-75	75.01-80	80.01-85
30 yr Fixed, Non CA	(0.375)	(0.375)	(0.375)	(0.375)	(0.375)	(0.375)	(0.375)	(0.375)
30 yr Fixed, CA	(0.250)	(0.250)	(0.250)	(0.250)	(0.250)	(0.125)	0.000	0.250

No Escrow (Taxes)	0.125
-------------------	-------

Additional Notes and Information

- Locking allowed Monday - Friday, 8am - 6pm PST
- **Quicklocks not allowed**
- Purchases 30/45/60/75 day lock periods available
- Refinances 45/60/75 day lock periods available
- 20, 25, and 30 year terms available
- Primary Residences, Second Homes, and Investment Properties
- SFR, PUD, Condo, and 2-4 units only - NO Manufactured homes
- Minimum FICO 680
- Maximum DTI 43%
- Max loan amount \$2,500,000; 1st time buyer max \$1,000,000 (\$1,500,000 for CA Properties)
- All JS30 loans require a \$153 appraisal review fee
- For Rate Lock Information, refer to Broker At-A-Glance: [Rate Lock Policy](#)



Wholesale Rate Sheet (CA/OR/WA)

Jumbo Saleable Product Guidelines

Occupancy	Loan Purpose	Property Type	Max LTV/TLTV	Max Loan Amount ⁽¹⁾	Minimum Credit Score
Owner Occupied	Purchase or Rate/Term Refinance ⁽¹⁾	1 Unit ⁽³⁾	85% ⁽⁴⁾	\$1,000,000	760
			80%	\$1,500,000	700
			75%	\$2,000,000	720
			70%	\$2,500,000	720
			60%	\$1,000,000	680
		2 Units	65%	\$1,000,000	700
			60%	\$1,500,000	720
	Cash Out Refinance ⁽²⁾	1 Unit ⁽³⁾	70%	\$1,000,000	720
			65%	\$1,000,000	700
			65%	\$1,500,000	720
60%			\$2,000,000	720	
50%			\$2,500,000	720	
2 Units		60%	\$1,000,000	700	
Second Home	Purchase	1 Unit ⁽³⁾	80%	\$1,000,000	720
	Purchase or Rate/Term Refinance	1 Unit ⁽³⁾	75%	\$1,000,000	720
			70%	\$1,500,000	720
			65%	\$2,000,000	720
			60%	\$2,500,000	720
	Cash Out Refinance ⁽²⁾	1 Unit ⁽³⁾	60%	\$1,500,000	740
50%			\$2,000,000	740	
Investment Property ⁽⁵⁾	Purchase or Rate/Term Refinance	1-4 units ⁽³⁾	70%	\$1,500,000	740
	Cash Out Refinance ⁽²⁾	1-4 units ⁽³⁾	60%	\$1,500,000	740

(1) First-time homebuyers are limited to a maximum loan amount of \$1,000,000 (\$1,500,000 for CA Properties)

(2) Cash-out limitation apply. Refer to Broker Glance - Jumbo Saleable

(3) Eligible 1-unit property types include SFRs, PUDS, Condos (no manufactured homes)

(4) The following requirements apply for LTV/TLTVs > 80%:

- MI not required
- Secondary financing not allowed
- Maximum 36% DTI
- Non-permanent residents not allowed
- Gift funds not allowed
- Minimum loan amount \$1 above Fannie Mae High Balance loan limit for the subject County
- Escrow/impound account required unless prohibited by applicable laws

(5) The following apply for investment properties:

- Gift funds not allowed
- Transaction must be arm's length
- A Comparable Rent Schedule or Operating Income Statement is required even if rental income is not used to qualify
- First-time homebuyers not allowed

"Product Overlays" - This is not a complete list nor a guarantee of loan terms. Please refer to your AE for assistance.

Broker At-Aglance: [JS30 Fixed Jumbo Saleable Product](#)

Broker At-Aglance: [Credit](#)

• Borrowers:

- Max Financed Properties: Max (4) - OO, SH or NOO
- Non-Occupant Co-Borrowers: Not Allowed
- Non-Perm Residents: Max 75% LTV
- 1xHome Buyers: Does NOT apply if at least 1 Borrower is not a 1xHB
 - Max. Loan Amounts: CA: \$1,500,000 Other States: \$1,000,000
 - Min. Reserves
 - Loan Amt ≤ \$1,000,000 & LTV ≤ 80% = (12) Months PITI
 - Loan Amt ≤ \$1,000,000 & LTV > 80% = (18) Months PITI
 - Loan Amt > \$1,000,000 = (15) Months

• Employment: Gaps > 30 Days – Borrower MUST be back on job 6 months

• Credit:

- See Link to Broker Glance for Tradeline Requirements
- Soft Pull Credit at close/ may impact DTI for qualifying
- BK, Short Sales, Deed in Lieu, Notice of Default, Modifications (due to hardships): (7) Year Seasoning required
- Disputed Accounts (for Accuracy):
 - Credit Supplement must be provided showing Resolved
 - New Credit Must be pulled

• Assets: Gifts: Not allowed if LTV > 80%

• Cash Out Refinances:

- Max Cash Out Limits Apply – see link to Broker Glance
- Properties Recently Listed – Must be off market (12) months