



PennyMac Correspondent Group
Fannie Mae Standard and High Balance Product Profile
01.31.2019

Overlays to Fannie Mae are underlined
Overlays indicated as Non-Del Only are specific to Non-Delegated loans only

Agency	Fannie Mae - DU Approval			Fannie Mae - DU Approval		
Finance Type	Purchase and Rate/Term Refinances			Cash Out Refinances		
Occupancy	Owner Occupied			Owner Occupied		
Term	Fixed Rate and Fixed Period ARM's			Fixed Rate and Fixed Period ARM's		
¹ High balance and transactions with non-occupant co-borrowers are limited to 95% LTV/CLTV ² Loans with Community Seconds may be eligible up to 105% CLTV. See Down Payment Assistance section.	Property Type	LTV, CLTV, HCLTV ²	Min Credit Score	Property Type	LTV, CLTV, HCLTV	Min Credit Score
	1 Unit	FRM/ARM 97 ¹ /95	620	1 Unit	80	620
	2 Unit	85	620	2 - 4 Unit	75	620
	3 - 4 Unit	75	620			
	Second Home			Second Home		
	Fixed Rate and Fixed Period ARM's			Fixed Rate and Fixed Period ARM's		
	Property Type	LTV, CLTV, HCLTV	Min Credit Score	Property Type	LTV, CLTV, HCLTV	Min Credit Score
	1 Unit	90	620	1 Unit	75	620
	Investment Property			Investment Property		
	Fixed Rate and Fixed Period ARM's			Fixed Rate and Fixed Period ARM's		
	Property Type	LTV, CLTV, HCLTV	Min Credit Score	Property Type	LTV, CLTV, HCLTV	Min Credit Score
	1 Unit - Purchase	85	620	1 Unit	75	620
	1 Unit- R/T Refi	75	620			620
	2 - 4 Unit	75	620	2 - 4 Unit	70	620
	Maximum Loan Amounts	Current Guidance is available at: https://www.fanniemae.com/singlefamily/loan-limits				
Ability To Repay and Qualified Mortgage Rule	<ul style="list-style-type: none"> For loans subject to the ATR/QM rule, PennyMac will only purchase loans that comply with the ATR/QM requirements. <ul style="list-style-type: none"> Note: Investment properties which are for business purposes (borrower does not intend to occupy for greater than 14 days in the year) are exempt from ATR/QM; however, such loans must meet agency eligibility requirements and are subject to the applicable points and fees threshold. Correspondents are responsible for providing evidence of compliance with the ATR/QM rules. Clear itemization of fees and application of all credits that indicate paid by/to will be required on all loans. See Seller Guide section "Ability to Repay and Qualified Mortgage Rule" under "Delivery Procedures" for more details. 					

Age of Documents	<ul style="list-style-type: none"> • For new and existing construction, credit documents must be no more than 4 months old on the date the note is signed, including credit reports and employment, income and asset documents. • Preliminary Title Policies must be no more than 180 days old on the date the note is signed.
Appraisals	<ul style="list-style-type: none"> • Determined by AUS Findings. Property Inspection Waivers, through Desktop Underwriter, are acceptable. • If the appraiser identifies an addition(s) that does not have the required permit, the appraiser must comment on the quality and appearance of the work and its impact, if any, on the market value of the subject property. • Properties with unpermitted secondary kitchens may be eligible if: <ul style="list-style-type: none"> ○ it is common for the area, ○ no negative impact on marketability, and ○ Appraiser comments on quality of construction, any health/safety issues, any soundness issues, which must meet Fannie Mae requirements. • Accessory Units are acceptable when meeting Fannie Mae requirements. <ul style="list-style-type: none"> ○ When the accessory unit is permitted or complies with zoning: <ul style="list-style-type: none"> ▪ The property is defined as a one-unit property. ▪ There is only one accessory unit on the property; multiple accessory units are not permitted. ▪ The appraisal report demonstrates that the improvements are typical for the market through an analysis of at least one comparable property with the same use. ▪ The borrower qualifies for the mortgage without considering any rental income from the accessory unit. ○ When the accessory unit is NOT permitted or DOES NOT comply with zoning: <ul style="list-style-type: none"> ▪ PennyMac confirms that the existence will not jeopardize any future property insurance claim that might need to be filed for the property. ▪ The use conforms to the subject neighborhood and to the market. ▪ The property is appraised based upon its current use. ▪ The appraisal must report that the improvements represent a use that does not comply with zoning. ▪ The appraisal report must demonstrate that the improvements are typical for the market through an analysis of at least three comparable properties that have the same non-compliant zoning use. ○ Recert of values in accordance with Fannie Mae guidelines are acceptable. • See Fannie Mae Seller Guide section B4-1.3-05 for complete details.
Assignment of Mortgages	<p>All loans must be registered with MERS at time of delivery to PennyMac and a MERS transfer of beneficial rights and transfer of servicing right must be initiated by the Seller, to PennyMac Corp, LLC (#1009313), within 24-hours of purchase.</p>
AUS	<ul style="list-style-type: none"> • <u>Desktop Underwriter with "Approve/Eligible" Findings is required.</u> • <u>Manual UW is not permitted.</u>
Borrower Eligibility	<ul style="list-style-type: none"> • U.S. citizens • Permanent resident aliens, with proof of lawful permanent residence • Nonpermanent resident alien immigrants with proof of lawful residence

Credit

- All borrowers may have no credit score. Fannie Mae and DU requirements must be met.
- A maximum of one credit bureau may be frozen with a DU accept. If the credit must be un-frozen, borrowers must unfreeze all bureaus, and the DU rerun with the updated credit.
- Current Housing Payment, applicable when the payment for the primary residence for any borrower is not reported on credit (excluding renting primary and the subject is 2nd/NOO):
 - When the payment is not reported on the credit report, provide third party verification of payment amount.
 - If living rent free, a rent free letter from landlord or person obligated on lease required.
- Non-Del Only:
 - Installment debt must be paid in full to be excluded. Borrowers may not pay down installment debts to less than 10 months to exclude the debt for qualifying.
 - No more than two tax years may be on repayment plan

Condominiums

- See B4-2 Project Standards in Fannie Mae's Seller Guide or <https://www.fanniemae.com/singlefamily/project-eligibility> for complete details on condos.
- Fannie Mae to Fannie Mae rate and term refinances up to 80% LTV may be eligible for a waiver of the project eligibility review.
 - Documentation confirming refinanced loan was owned by Fannie Mae is required.
 - Condo type V required.
 - See B4-2.1-02 Waiver of Project Review for additional information.
- Limited Review allowed in accordance with Fannie Mae Guidelines, including NOO up to 75% LTV/CLTV/HCLTV
- Projects in which the HOA is named as a party to pending litigation, or for which the project sponsor or developer is named as a party to pending litigation that relates to the safety, structural soundness, habitability, or functional use of the project are ineligible.
- Projects with pending litigation that involves minor matters with no impact on the safety, structural soundness, habitability, or functional use of the project, may be eligible if the litigation meets Fannie Mae's requirements for minor matters. See Fannie Mae Selling Guide Section B4-2.1-02 for details.
- Florida Condos are allowed in accordance with Fannie Mae requirements. • See PennyMac Announcement 15-07 for additional documentation details. Lenders must provide all documentation used to verify the condo warranty type. This may include, but is not limited to:
 - 1008 with warranty type
 - HOA questionnaire
 - Copies of applicable insurance policies
 - Budget documents

	Derogatory Event	Waiting Period Requirements
Derogatory Credit	Bankruptcy — Chapter 7 or 11	<ul style="list-style-type: none"> • 4 years
	Bankruptcy — Chapter 13	<ul style="list-style-type: none"> • 2 years from discharge date • 4 years from dismissal date
	Multiple Bankruptcy Filings	5 years if more than one filing within the past 7 years
	Foreclosure	<ul style="list-style-type: none"> • 7 years • 3 years with documented extenuating circumstances (see section below) allowed subject to: <ul style="list-style-type: none"> ○ up to the lesser of 90% LTV/CLTV or the max LTV/CLTV per the eligibility matrix, ○ purchase of an OO, or ○ rate and term of any occupancy • If a mortgage debt was discharged through a bankruptcy, the bankruptcy waiting periods may be applied if the lender obtains the appropriate documentation to verify that the mortgage obligation was discharged in the bankruptcy. Otherwise, the greater of the applicable bankruptcy or foreclosure waiting periods must be applied.
	Deed-in-Lieu of Foreclosure, Pre-foreclosure Sale (Short Sale), Mortgage Charge-Off	<ul style="list-style-type: none"> • 4 years • 2 years with documented extenuating circumstances, see Extenuating Circumstances below
	All transactions require a DU Approve/Eligible regardless of which time frame for the derogatory event is met, standard or extenuating circumstances.	
Disaster Policy	<ul style="list-style-type: none"> • <u>PennyMac may require a post-disaster inspection when the appraisal occurred before the incident end date of the disaster. See PennyMac disaster policy located in the Seller's Guide for full details.</u> • <u>Non-Del Only: Disaster inspections may not be completed by the Lender. Acceptable inspection providers include, but are not limited to, the original appraiser or a post-disaster inspection company.</u> 	
Documentation Type	<ul style="list-style-type: none"> • Determined by AUS • LoanBeam income calculation is acceptable per Fannie Mae guidelines • Day 1 Certainty <ul style="list-style-type: none"> ○ Loans using Day 1 Certainty are acceptable. ○ Lenders must provide the third party vendor report used in the DU validation process. PennyMac will compare the vendor reference number and date to the DU messages. ○ When all of a borrower's income is validated by the DU validation service, the lender is not required to obtain a signed IRS Form 4506-T or tax transcripts for that borrower. 	
Down Payment Assistance	<ul style="list-style-type: none"> • <u>Down Payment Assistance is allowed as long as the assistance is provided by a government entity. Evidence of the terms and provider must be included in the loan file and must meet Fannie Mae requirements.</u> • Employer assistance is acceptable in accordance with Fannie Mae guidelines. • Loans with Community Seconds may be eligible up to 105% CLTV. Follow Fannie Mae guidelines, <u>second must be from government entity.</u> 	

Extenuating Circumstances

- Extenuating circumstances are nonrecurring events that are beyond the borrower's control that result in a sudden, significant, and prolonged reduction in income or a catastrophic increase in financial obligations.
- If a borrower claims that derogatory information is the result of extenuating circumstances, the lender must substantiate the borrower's claim. Examples of documentation that can be used to support extenuating circumstances include documents that confirm the event (such as a copy of a divorce decree, medical reports or bills, notice of job layoff, job severance papers, etc.) and documents that illustrate factors that contributed to the borrower's inability to resolve the problems that resulted from the event (such as a copy of insurance papers or claim settlements, property listing agreements, lease agreements, tax returns (covering the periods prior to, during, and after a loss of employment), etc.).
- The lender must obtain a letter from the borrower explaining the relevance of the documentation. The letter must support the claims of extenuating circumstances, confirm the nature of the event that led to the bankruptcy or foreclosure-related action, and illustrate the borrower had no reasonable options other than to default on their financial obligations.

Eligible and Ineligible Mortgage Products and Features

- PennyMac will only purchase the following products: Agency Fixed Rate: 10, 15, 20, 25, 30 Year;
- Agency Libor ARM: 3/1 (2/2/6 caps, 3526 ARM plan and 3189 Rider), 5/1 (2/2/5 caps, 3528 ARM plan and 3187 Rider), 7/1 (5/2/5 caps, 3528 ARM plan and 3187 Rider) and 10/1 (5/2/5 caps, 3528 ARM plan and 3187 Rider).
- Loans with LTV/CLTV/HCLTV calculated using the "Affordable LTV" calculation are ineligible for purchase. See Fannie Mae Selling Guide B5-5.3 for additional information on LTV/CLTV/HCLTV calculation.
- HomeReady financing is eligible for purchase. See FNMA HomeReady Product Profile for complete details.
- HomeStyle **Renovation** Financing eligible with PennyMac Seller Approval. See HomeStyle Renovation Product Profile for complete details.
- **HomeStyle Energy:**
 - May not be combined with other options (e.g. HomeReady). Only eligible as stand-alone.
 - May only be used to pay off PACE or non-PACE secured/unsecured debt used to finance energy efficient improvements.
 - Rate/Term: No limit to amount of payoff when paying off a PACE lien, paying off non-PACE limited to 15% of the appraised value.
 - Must meet all Fannie Mae and PennyMac applicable guidelines. See B5-3.3 for complete details. DU must remain approve/eligible.
- Non-Del only: HomeStyle Energy not eligible for purchase.
- One time close construction not eligible
- Fannie Mae High LTV not eligible

Employment/Income Verification

- For salaried employees the verbal verification of employment must be completed within 10 business days prior to the note date.
- For self-employed borrowers the verbal verification of employment must be completed within 120 days prior to the note date.
- For borrowers in the military, a military Leave and Earnings Statement dated within 30 days prior to the note date is acceptable in lieu of a verbal verification of employment.
- Mortgage Credit Certificates (MCCs) enable an eligible first-time home buyer to obtain a mortgage secured by his or her principal residence and to claim a federal tax credit for a specified percentage (usually 20% to 25%) of the mortgage interest payments.
 - When calculating the borrower's debt-to-income ratio, treat the maximum possible MCC income as an addition to the borrower's income, rather than as a reduction to the amount of the borrower's mortgage payment. Use the following calculation when determining the available income: $[(\text{Mortgage Amount}) \times (\text{Note Rate}) \times (\text{MCC \%})] \div 12 = \text{Amount added to borrower's monthly income}$.
 - For example, if a borrower obtains a \$100,000 mortgage that has a note rate of 7.5% and he or she is eligible for a 20% credit under the MCC program, the amount that should be added to his or her monthly income would be \$125 ($\$100,000 \times 7.5\% \times 20\% = \$1500 \div 12 = \$125$). The lender must obtain a copy of the MCC and the lender's documented calculation of the adjustment to the borrower's income and include them in the mortgage loan file.
 - For refinance transactions, the lender may allow the MCC to remain in place as long as it obtains confirmation prior to loan closing from the MCC provider that the MCC remains in effect for the new mortgage loan. Copies of the MCC documents, including the reissue certification, must be maintained in the new mortgage loan file.
- Housing Choice Voucher Homeownership Program income (commonly known as Section 8 for homeowners) paid via Housing Assistance Payments (HAPs) are an acceptable source of income. However due to operational constraints, transactions involving HAPs paid directly to the Servicer are ineligible for purchase by PennyMac. Transactions with HAPs paid directly to the borrower continue to remain eligible for purchase.

Employment Offers or Contracts

- Borrowers with employment beginning after the note date are eligible when:
 - Purchase transaction, principal residence, one-unit property, the borrower is not employed by a family member or by an interested party to the transaction, and the borrower is qualified using only fixed based income.
 - Obtain and review the borrower's offer or contract for future employment. The employment offer or contract must
 - clearly identify the employer and the borrower, be signed by the employer, and be accepted and signed by the borrower;
 - clearly identify the terms of employment, including position, type and rate of pay, and start date; and
 - be non-contingent. Note: If conditions of employment exist, the lender must confirm prior to closing that all conditions of employment are satisfied either by verbal verification or written documentation. This confirmation must be noted in the mortgage loan file.
- Start date for employment is within 90 days of note date.
- Document, in addition to the amount of reserves required by DU or for the transaction, one of the following:
 - Financial reserves sufficient to cover principal, interest, taxes, insurance, and association dues (PITIA) for the subject property for six months; or
 - Financial reserves or current income sufficient to cover the monthly liabilities included in the debt-to-income ratio, including the PITIA for the subject property, for the number of months between the note date and the employment start date, plus one. For calculation purposes, consider any portion of a month as a full month.
- Current income refers to income that is currently being received by the borrower (or coborrower), may or may not be used for qualifying, and may or may not continue after the borrower starts employment under the offer or contract.
- Current income may be used in lieu of or in addition to financial reserves. For this purpose, the lender may use the amount of income the borrower is expected to receive between the note date and the employment start date.
- If the current income is not being used for qualifying purposes, it can be documented by the lender using income documentation, such as a paystub, and no verification of employment is required.

Escrow Holdbacks	<ul style="list-style-type: none"> • Follow FNMA guidelines regarding reason, type of improvements, time to complete, quality, disbursements, and post-closing documentation. • Post funding stip for 1004D confirming completion will be placed on loans where appraisal is "subject to" completion of improvements. • Post funding stip for a final title policy endorsement that ensures the priority of the first lien will be placed on loans where the appraisal is "subject to" completion of improvements. • A copy of the escrow agreement will be required to show how the escrow account will be managed and how funds will be disbursed. • <u>Non-Del Only: Escrow holdbacks are not allowed.</u> 		
Financing Concessions	<ul style="list-style-type: none"> • Financing concessions for primary residences and second homes must be within the following allowable percentages: <ul style="list-style-type: none"> ○ 9% of value with LTV/CLTV ratios less than or equal to 75% ○ 6% of value with LTV/CLTV ratios greater than 75% up to and including 90% ○ 3% of value with LTV/CLTV ratios greater than 90% ○ The maximum financing concession for investment properties is 2% of value regardless of the LTV ratio • Value is the lesser of the sales price or appraised value 		
Gift Funds	Follow Fannie Mae's guidelines for gift funds. See B3-4.3-04 for additional details.		
	LTV/CLTV/HCLTV	Minimum Borrower Contribution Requirement from Borrower's Own Funds	
	80% or less	<ul style="list-style-type: none"> • 1-4 unit Principal Residence • Second Home 	A minimum borrower contribution from the borrower's own funds is not required. All funds needed to complete the transaction can come from a gift.
	Greater than 80%	<ul style="list-style-type: none"> • 1 unit Principal Residence 	A minimum borrower contribution from the borrower's own funds is not required. All funds needed to complete the transaction can come from a gift.
<ul style="list-style-type: none"> • 2-4 unit Principal Residence • Second Home 		The borrower must make a 5% minimum borrower contribution from his or her own funds. After the minimum borrower contribution has been met, gifts can be used to supplement the down payment, closing costs, and reserves.	
High Cost / High Priced	<ul style="list-style-type: none"> • <u>PennyMac will not purchase High Cost Loans</u> • Higher Priced Mortgage Loans (HPML) transactions are eligible for purchase. HPML guidelines require: <ul style="list-style-type: none"> ○ Establishment of an escrow account for taxes and insurance premiums on any transaction secured by a principal residence. ○ Must meet all applicable state and/or federal compliance requirements. ○ A prohibition on ARM loans with an initial fixed rate period of less than seven years (7/1 ARMs are eligible). 		

Loan Purpose

- Purchase
 - >95% LTV requires at least one borrower to be a first time home buyer.
- Limited Cash-Out/Rate & Term Refinance
 - RT to buy out owner's interest: Written agreement must be legible and signed/dated prior to or at application. All other Fannie Mae requirements must be met.
 - >95% LTV requires the lender to document the existing loan being refinanced is owned (or securitized) by Fannie Mae. Documentation may come from any of the following:
 - The lender's servicing system,
 - The current servicer (if the lender is not the servicer),
 - Fannie Mae's Loan Lookup tool, or
 - Any other source as confirmed by the lender.
 - Proceeds can be used to pay off a first mortgage regardless of age
 - Proceeds can be used to pay off any junior liens related to the purchase of the subject property
 - Pay related closing costs and prepaid items
 - Disburse cash out to the Borrower in an amount not to exceed 2% of the new Mortgage or \$2,000, whichever is less.
- Cash-Out
 - 6 months seasoning required; measured from settlement date to disbursement date (time spent in LLC included in seasoning), unless
 - the borrower that inherits or was legally awarded (by divorce, separation, or dissolution of a domestic partnership) the property, or
 - delayed financing is met.
 - Fannie Mae's delayed financing provision is acceptable if all of the following requirements are met:
 - The new loan amount can be no more than the actual documented amount of the borrower's initial investment in purchasing the property plus the financing of closing costs, prepaid fees, and points (subject to the maximum LTV/CLTV ratios for the transaction).
 - The original purchase transaction was an arms-length transaction.
 - The borrower(s) may have initially purchased the property as one of the following:
 - a natural person;
 - an eligible inter vivos revocable trust, when the borrower is both the individual establishing the trust and the beneficiary of the trust;
 - an eligible land trust when the borrower is the beneficiary of the land trust; or
 - an LLC or partnership in which the borrower(s) have an individual or joint ownership of 100%.
 - The original purchase transaction is documented by the settlement statement, which confirms that no mortgage financing was used to obtain the subject property. A recorded trustee's deed (or similar alternative) confirming the amount paid by the grantee to trustee may be substituted for a settlement statement if a settlement statement was not provided to the purchaser at time of sale.
 - The sources of funds for the purchase transaction are documented (such as, bank statements, personal loan documents, HELOC on another property).
 - All other cash-out refinance eligibility requirements are met and cash-out pricing is applied.

Note for Delayed Financing: The preliminary title search or report must not reflect any existing liens on the subject property. If the source of funds to acquire the property was an unsecured loan or HELOC (secured by another property), the new HUD-1 must reflect that all cash out proceeds be used to pay down, if applicable, the loan (unsecured or secured by an asset other than the subject property) used to purchase the new property. Any payments on the balance remaining from the original loan must be included in the debt-to-income ratio calculation for the refinance transaction. Funds received as gifts and used to purchase the property may not be reimbursed with proceeds of the new mortgage loan.

<p>Loan Purpose: Ineligible Transactions</p>	<p>Intra-family purchases as a means to obtain cash-out for the seller while avoiding cash-out qualifications and pricing are not eligible transactions. These types of transactions may seem to meet Agency guidelines, they are not bonafide purchase transactions and therefore not eligible for purchase by PennyMac. Unacceptable transactions of this type may have some or all of the following characteristics:</p> <ul style="list-style-type: none"> • Gift of equity from the seller • Large amount of seller credits • Family member remaining in the home and on title after the “purchase” • Seller unable to qualify for a cash-out transaction of their own
<p>Mortgage Insurance</p>	<p>Acceptable MI Types:</p> <ul style="list-style-type: none"> • Borrower Paid Monthly • Borrower Paid Single Premium • Financed: Gross LTV cannot exceed PennyMac's program maximum • Split Premium • Lender Paid Single Premium • Reduced coverage • Enterprise Paid MI (EPMI) <p>Unacceptable MI Types:</p> <ul style="list-style-type: none"> • <u>Lender Paid Monthly</u> • <u>Lender Paid Annual</u> • <u>Borrower Paid Annual</u> • <u>Any MI type not listed as acceptable</u>
<p>Occupancy</p>	<ul style="list-style-type: none"> • Primary Residence - 1-4 units • Second Homes - 1-unit only • Investment Properties 1-4 units
<p>Property: Eligible Types</p>	<ul style="list-style-type: none"> • Single Family Detached Single Unit • Single Family Attached Single Unit • 2–4 Unit Attached/Detached • PUDs • Low-rise and High-rise Condominiums (must be Fannie Mae eligible) • Rural Properties (in accordance with agency Guidelines, properties must be residential in nature) • Leaseholds

<p>Property: Ineligible Types</p>	<ul style="list-style-type: none"> • <u>Manufactured homes. This includes on-frame modular homes built on a permanent chassis.</u> • <u>Mobile Homes</u> • <u>Cooperatives</u> • <u>Condotels</u> • <u>Hotel Condominiums</u> • <u>Timeshares</u> • <u>Working Farms and Ranches</u> • <u>Unimproved Land</u> • <u>Property currently in litigation</u> • <u>Land Trust</u> • <u>Condition Rating of C5/C6 or a Quality Rating of Q6</u> • <u>Turn-key investment properties. See Property Turn-key Investments section for additional details.</u> • <u>Non-Del Only: New construction and gut rehab condos are not allowed</u>
<p>Property Flipping Policy (Properties resold within 180 days of purchase)</p>	<ul style="list-style-type: none"> • <u>Properties that involve a re-sale that occurred within the last 180 days that have a non-arms length relationship between the buyer and seller and an increase in value are prohibited.</u> Time frame is established by seller's date of acquisition as the date of settlement on the seller's purchase of that property and the execution of a sales contract to another party. • Lenders must pay particular attention and institute extra due diligence for those loans in which the appraised value is believed to be excessive or where the value of the property has experienced significant appreciation in a short time period since the prior sale. PennyMac believes that one of the best ways lenders can reduce the risk associated with excessive values and/or rapid appreciation is by receiving accurate appraisals from knowledgeable, experienced appraisers. • PennyMac recommends an additional value product to support the subject appraised value in instances of greater than 20% appreciation.
<p>Property: Maximum Number of Financed Properties</p>	<ul style="list-style-type: none"> • The loan must comply with Fannie Mae's limitations on the maximum number of financed properties. <ul style="list-style-type: none"> ○ Fannie Mae has imposed minimum credit score, reserves requirements. Refer to the Fannie Mae Seller Guide, section B2-2-03 for details. • <u>Borrowers can have up to four PennyMac serviced properties (including the subject transaction), regardless of occupancy.</u>
<p>Property: Turn-key Investments</p>	<p><u>Purchase or refinance transactions involving turn-key investment, or other similar arrangements, are not eligible for purchase by PennyMac. Characteristics of a Turn-key property include but are not limited to:</u></p> <ul style="list-style-type: none"> • <u>The property seller is an LLC (or other entity) that purchases distressed properties and re-sells to borrowers at a non-distressed valuation.</u> • <u>Property seller or a related entity enters into an agreement to manage the property on behalf of the buyer including marketing, tenant screening, rent collection, maintenance, etc.</u> • <u>Buyer frequently lives out-of-the-area from the subject property.</u> • <u>See PennyMac Announcement 15-43 for additional details.</u>
<p>Ratios</p>	<ul style="list-style-type: none"> • The Maximum DTI is 50% with a DU Approve/Eligible. • 3/1 & 5/1 ARMs are qualified at the greater of the Note rate plus 2% or the fully indexed rate. 7/1 & 10/1 ARMs are qualified at the greater of the note rate or fully indexed rate.
<p>Recently Listed Properties</p>	<ul style="list-style-type: none"> • The 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. Borrowers must confirm their intent to occupy the subject property (for principal residence transactions). • <u>If the property was listed in the prior 30 days to the application date, the Early Pay-off (EPO) provision will be extended to 1 year.</u>

Rental Income Calculation	<p>When the borrower has a history of owning rental property, net rental income or loss is calculated by:</p> <ul style="list-style-type: none"> • The lesser of the gross rent (minus a 25% expense factor) or the market rent established by the appraiser for properties not reflected on the borrower's tax returns. • When the property is reflected on the borrower's tax returns, analyze the borrower's cash flow and calculate the net rental income (or loss), making sure that depreciation or any interest, taxes, or insurance expenses were added back in the borrower's cash flow analysis. • The full PITI for the rental property must be factored into the amount of the net rental income or loss. • When the borrower does not have a history of owning rental property, follow the Fannie Mae requirements.
Reserves	<ul style="list-style-type: none"> • DU will determine the reserve requirements based on the overall risk assessment of the loan, the minimum reserve requirement that may be required for the transaction, and whether the borrower has multiple financed properties. • If the borrower owns other financed properties, additional reserves must be calculated and documented for financed properties other than the subject property and the borrower's principal residence. The other financed properties reserves amount must be determined by applying a specific percentage to the aggregate of the outstanding unpaid principal balance (UPB) for mortgages and HELOCs on these other financed properties. The percentages are based on the number of financed properties: <ul style="list-style-type: none"> ○ 2% of the aggregate UPB if the borrower has one to four financed properties, ○ 4% of the aggregate UPB if the borrower has five to six financed properties, or ○ 6% of the aggregate UPB if the borrower has seven to ten financed properties (DU only). • The aggregate UPB calculation does not include the mortgages and HELOCs that are on the subject property, the borrower's principal residence, properties that are sold or pending sale, and accounts that will be paid by closing (or omitted in DU on the online loan application). • Note: DU will also include in the UPB calculation open mortgages and HELOCs on the credit report that are not disclosed on the online loan application.
Seasoning	<p>Please refer to the PennyMac Seasoned Loan Policy located in the PennyMac Seller Guide for requirements and loan-level price adjustments.</p>
State Restrictions	<ul style="list-style-type: none"> • <u>Illinois Land Trust Vestings are not eligible for loan sale to PNMAC</u> • Texas 50 (a)(6) refinance mortgages are eligible with PennyMac Seller Approval: <ul style="list-style-type: none"> ○ Fixed Rate and 5/1, 7/1 & 10/1 ARMs ○ Owner-Occupied, 1 unit only ○ Maximum 80% LTV/CLTV ○ 2% fee restriction in accordance with Texas Constitution ○ Full appraisal required ○ No new secondary financing ○ Loans must comply with Fannie Mae and Texas Constitution requirements ○ Power of Attorney allowed in accordance with Texas requirements.

Tax Transcripts

- Tax transcripts for the most recent one year are required for all self-employed borrowers whose income is used to qualify. If only non-self employed income is used to qualify, transcripts are not required.
- Non-Del Only: Tax transcripts for the most recent one year are required for all borrowers whose income is used to qualify. If only W2/1099 income is used to qualify, W2/1099 transcripts are acceptable.
- When tax transcripts are provided, they must support the income used to qualify.
- A properly executed 4506-T is required for all transactions except:
 - Loan file contains tax transcripts, or
 - When all of a borrower’s income is validated by the DU validation service (FNMA only).
- If tax transcripts are not available (due to a recent filing for the current year) a copy of the IRS notice showing “No record of return filed” is required along with documented acknowledgement receipt (such as IRS officially stamped tax returns or evidence that the return was electronically received) from the IRS and transcripts from the previous year.

Temporary Interest Rate Buydowns

Allowed subject to the following:

- Effective with locks on or after 10/22/18
- Delegated transactions only
- Max total interest rate reduction of 2%, max increase per year of 1%
- Maximum 2 year to reach standard note rate
- Minimum 680 FICO
- Owner Occupied only
- Purchase only
- Fixed rate only
- Borrower funded buydown accounts are ineligible
- Must meet all other applicable Fannie Mae requirements, including but not limited to qualification, documentation of buydown, and funding of buydown.

Seller shall deliver loans that were originated in accordance with the Fannie Mae Single Family Selling Guide unless otherwise noted in the PNMAC Seller's Guide.
PennyMac does not discriminate in any aspect of a credit transaction on the basis of sex, marital status, race, color, religion, national origin, age, income derived from public assistance, or the good faith exercise of rights under the Consumer Credit Protection Act.