



## WCDA LOAN PRODUCT MATRIX

The matrix below compares the components of the various first mortgage loan and down payment assistance loan products offered by WCDA. This matrix is designed to provide guidance for these products and may not be all inclusive. Lenders must follow the WCDA Single Family Seller Guide as required in the WCDA Mortgage Purchase and MCC Issuance Agreement. Loans must be originated in accordance with insurer/guarantor guidelines. In addition to the WCDA requirements as listed below, the loan must comply with all regulatory requirements.

| TOPIC                 | STANDARD FTHB   | SPRUCE UP  | HFA PREFERRED   | WCDA ADVANTAGE  | WCDA Edge   | HOMESTRETCH  | AMORTIZING DPA |
|-----------------------|---|--|---|---|---|--|----------------|
| Age of Property       | <ul style="list-style-type: none"> <li>· Manufactured homes built after June 15, 1976</li> <li>· No age restrictions on other property types</li> </ul>   | <ul style="list-style-type: none"> <li>· Manufactured homes built after June 15, 1976</li> <li>· Must be completed for at least one year for other property types</li> </ul> | <ul style="list-style-type: none"> <li>· Manufactured homes built after June 15, 1976</li> <li>· No age restrictions on other property types</li> </ul> | <ul style="list-style-type: none"> <li>· Manufactured homes ineligible for this product</li> <li>· No age restrictions on other property types</li> </ul> | <ul style="list-style-type: none"> <li>· Manufactured homes built after June 15, 1976</li> <li>· No age restrictions on other property types</li> </ul> | Follow requirements of first mortgage loan product   |                |
| Allowable Fees        | Closing costs must be usual and customary and abide by the following: <ul style="list-style-type: none"> <li>· Compliance with FHA, RD, or VA maximum limits, including maximum allowable seller-paid closing costs               <ul style="list-style-type: none"> <li>· Origination fee</li> <li>· Applicable tax service fee</li> <li>· Discount fees are not allowed</li> </ul> </li> <li>· Prepaid items are defined as the actual amounts paid or escrowed for taxes, hazard insurance, and mortgage insurance, if applicable</li> </ul> |  |   |   |   | <ul style="list-style-type: none"> <li>· Origination fee cannot exceed 1%</li> <li>· Recording fees</li> <li>· Applicable tax service fee if not charged in connection with the first mortgage loan</li> </ul> |                |
| Appraisal             | Follow insurer/guarantor guidelines<br>Property Condition of C4 or better   | As-is value and after-improved value appraisal required<br>Property Condition of C4 or better  | Follow Fannie Mae and MI guidelines<br>Property Condition of C4 or better   | Follow insurer/guarantor guidelines<br>Property Condition of C4 or better   | Follow insurer/guarantor guidelines<br>Property Condition of C4 or better   | Follow requirements of first mortgage loan product   |                |
| Assumptions           | Prohibited, except by mortgagors meeting the Federal Eligibility Requirements   |  | Follow Fannie Mae and MI guidelines   | Follow insurer/guarantor guidelines   | Follow insurer/guarantor guidelines   | Follow requirements of first mortgage loan product   |                |
| Borrower Contribution | No minimum required except when utilizing an Authority DPA loan product, in which case the minimum is \$1,500<br>WCDA allows the borrower to receive contributions in excess of \$1,500 back at closing   |  |   |   |   | \$1,500 minimum required   |                |
| Business Use          | No more than 15% of total area of the residence   |  | Follow Fannie Mae and MI guidelines   | Follow insurer/guarantor guidelines   | Follow insurer/guarantor guidelines   | Follow requirements of first mortgage loan product   |                |



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|------------------|---|--|--|--|---|--|----------------|
| Cash Reserves    | Follow AUS or manual underwriting requirements  |  |  |  |   | N/A  |                |
| Co-Signer        | <ul style="list-style-type: none"> <li>· Transfer of title to co-signer at closing, or any time thereafter, is <b>not</b> allowed</li> <li>· Must sign all loan documents, except mortgage and Authority affidavits</li> <li>· Need not comply with Federal Eligibility Requirements</li> </ul> |  | <ul style="list-style-type: none"> <li>· Must sign all loan documents</li> <li>· If not on title, will not sign mortgage</li> </ul>                              |  |   | Follow requirements of first mortgage loan product   |                |
| Credit Score     | <ul style="list-style-type: none"> <li>· 620 middle credit score <b>when utilizing</b> an Authority DPA loan product, otherwise follow insurer/guarantor guidelines</li> <li>· For borrowers with no credit scores, refer to WCDA Seller Guide Chapter 4 Sub Chapter D</li> </ul>               | <ul style="list-style-type: none"> <li>· 620 average median credit score <b>regardless of whether</b> the borrower is utilizing an Authority DPA loan product</li> </ul> | <ul style="list-style-type: none"> <li>· 620 middle credit score <b>regardless of whether</b> the borrower is utilizing an Authority DPA loan product</li> </ul> | <ul style="list-style-type: none"> <li>· 620 middle credit score <b>regardless of whether</b> the borrower is utilizing an Authority DPA loan product</li> </ul> | <ul style="list-style-type: none"> <li>· 620 middle credit score</li> <li>· For borrowers with no credit scores or only one credit score, refer to WCDA Seller Guide Chapter 4 Sub Chapter D</li> </ul> | <ul style="list-style-type: none"> <li>· 620 middle credit score required for Advantage</li> <li>· 620 average median credit score required for HFA Preferred</li> </ul> |                |
| DPA Loan Product | Utilize Home\$stretch DPA   | Utilize Amortizing DPA   | Utilize Amortizing DPA   | Utilize Amortizing DPA   | Utilize Home\$stretch DPA   | N/A  | N/A            |



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|-----------------------|---|-----------|---|---|--|--|---|--|
| DTI Ratio             | <ul style="list-style-type: none"> <li>· Follow insurer/guarantor guidelines if not utilizing an Authority DPA loan product</li> <li>· 45% maximum if utilizing an Authority DPA loan product, no exceptions</li> </ul>   |           |   |   |  | 45% maximum, no exceptions                         | 45% maximum, including the Amortizing DPA monthly payment, no exceptions  |  |
| Derogatory Credit     | <ul style="list-style-type: none"> <li>· Follow Fannie Mae and/or insurer/guarantor guidelines</li> <li>· WCDA reserves the right to ask for a letter of explanation</li> <li>· Borrowers or co-signers with prior WCDA foreclosure, deed in lieu, or short sale are ineligible for financing</li> </ul>  |           |   |   |  |  |   |  |
| First-Time Homebuyer  | Required, or qualify for Veterans Exception   |           | Not required  |   |  | Follow requirements of first mortgage loan product |   |  |
| Flood Insurance       | <ul style="list-style-type: none"> <li>· National Flood Insurance Program (NFIP) or Private Flood Insurance Policies that meet 42 USC 4012a (b)(1)(A) and insurer/guarantor guidelines</li> </ul>   |           |   |   |  |  |   |  |
| Funding Source        | Tax Exempt Mortgage revenue bond proceeds   |           | Sold to Fannie Mae on whole loan basis  | Pool into Ginnie Mae mortgage-backed security   | Taxable Mortgage revenue bond proceeds | MRB proceeds                                       | WCDA internal funds   |  |
| Homebuyer Education   | Required for at least one FTHB (Refer to HBE Table in Chapter 2)  |           |   |   |  | Follow requirements of first mortgage loan product |   |  |
| Homeowner's Insurance | <p>Evidence of Hazard Insurance, with policy being in effect as of date of loan closing (replacement cost, 1 year coverage, with max deductible 2% of dwelling coverage for <b>all perils</b>, including wind and hail)</p> <p><b>Mortgagee Clause should read:</b><br/>           WCDA, ISAOA c/o WCDA Servicing<br/>           PO Box 10100<br/>           Casper, WY 82602</p> |           | <p>Evidence of Hazard Insurance, with policy being in effect as of date of loan closing (replacement cost, 1 year coverage, with max deductible 5% of face amount of policy for <b>all perils</b>, including wind and hail)</p> <p><b>Mortgagee Clause should read:</b><br/>           Fannie Mae, ISAOA c/o WCDA Servicing<br/>           PO Box 10100, Casper, WY 82602</p> | <p>Evidence of Hazard Insurance, with policy being in effect as of date of loan closing (replacement cost, 1 year coverage, with max deductible 2% of dwelling coverage for <b>all perils</b>, including wind and hail)</p> <p><b>Mortgagee Clause should read:</b><br/>           WCDA, ISAOA c/o WCDA Servicing<br/>           PO Box 10100, Casper, WY 82602</p> |  |  | <p>Evidence of Hazard Insurance, with policy being in effect as of date of loan closing (replacement cost, 1 year coverage, with max deductible 2% of dwelling coverage for <b>all perils</b>, including wind and hail)</p> <p><b>Mortgagee Clause should read:</b><br/>           WCDA, ISAOA c/o WCDA Servicing<br/>           PO Box 10100, Casper, WY 82602</p> | Follow requirements of first mortgage loan product |



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|----------------|---|--|--|---|---|--|---|
| Income         | Annual <b>Total Family</b> Income (per Exhibit 1 within the Family Income Affidavit), not to exceed applicable product income limits  |  | Annual <b>Qualifying</b> Income (from underwriting transmittal form), not to exceed applicable product income limits |   |   | Follow requirements of first mortgage loan product |   |
| Income Limits  | Adhere to income limits as set forth in Chapter 6   |  |  |   |   | Follow requirements of first mortgage loan product |   |
| Inspections    | N/A   | <ul style="list-style-type: none"> <li>· <b>WCDA</b> – plumbing, heating, electrical, roof, structure/foundation</li> <li>· <b>FHA Limited 203 (k) and RD Rehab</b> – follow FHA guidelines</li> </ul> | N/A  |   |   |  |   |
| Interest Rates | <ul style="list-style-type: none"> <li>· Current interest rates and rate lock periods posted on WCDA website</li> <li>· Military Preference and Home Again reduced rates available</li> </ul> |  | Current interest rates and rate lock periods posted on WCDA website  | Current interest rates and rate lock periods posted on WCDA website | Current interest rates and rate lock periods posted on WCDA website | 0% interest rate                                   | Current interest rates and rate lock periods posted on WCDA website |



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|--------------------------------|--|---|--|--|--|--|---|
| Interested Party Contributions | Follow insurer/guarantor guidelines  |   | Follow Fannie Mae and MI guidelines  | Follow insurer/guarantor guidelines  | Follow insurer/guarantor guidelines  | Follow requirements of first mortgage loan product   |   |
| LTV/CLTV                       | <ul style="list-style-type: none"> <li>· LTV – Follow insurer/guarantor guidelines</li> <li>· CLTV – 106% maximum</li> </ul> |   | <ul style="list-style-type: none"> <li>· LTV – Follow Fannie Mae and MI guidelines.</li> <li>· 90% maximum for manual underwrites</li> <li>· 95% maximum for loans with co-signers</li> <li>· 95% maximum for loans secured by manufactured homes</li> <li>· CLTV – 105% maximum for all other loans</li> <li>· -105% for loans secured by manufactured homes</li> </ul> | <ul style="list-style-type: none"> <li>· LTV – Follow insurer/guarantor guidelines</li> <li>· CLTV – 106% maximum</li> </ul> | <ul style="list-style-type: none"> <li>· LTV – Follow insurer/guarantor guidelines</li> <li>· CLTV – 106% maximum</li> </ul> | <ul style="list-style-type: none"> <li>· LTV – First mortgage loan product must be at maximum allowed by insurer/guarantor prior to calculating DPA loan amount</li> <li>· CLTV – 106% maximum</li> </ul>                  | <ul style="list-style-type: none"> <li>· LTV – First mortgage loan product must be at maximum allowed by insurer/guarantor prior to calculating DPA loan amount</li> <li>· CLTV – 105% maximum with HFA Preferred</li> <li>· CLTV – 106% maximum with WCDA Advantage</li> </ul> |
| Loan Purpose                   | Purchase transactions only   | Single close purchase and rehab transactions only | Purchase and limited cash-out refinance transactions   |  |  | <ul style="list-style-type: none"> <li>• Down payment, closing costs, prepaids, inspection fees, homebuyer education fee, and borrower paid Home Warranty.</li> <li>• Proceeds may not be used for repair costs</li> </ul> |   |
| Loan Term                      | Fixed rate 30-year fully amortizing mortgages only   |   |  |  |  | <ul style="list-style-type: none"> <li>· Due on sale, refinance, or 30-year maturity</li> <li>· No monthly payment</li> </ul>  | <ul style="list-style-type: none"> <li>· 1-120 months</li> <li>· Fully amortizing</li> </ul>  |
| Loan Types                     | FHA, VA or RD  | FHA Limited 203(k) or RD Rehabilitation           | Conventional Fannie Mae, with MI   | FHA, VA or RD  | FHA, VA or RD  | Utilize with Standard FTHB and Spruce Up only  | Utilize with HFA Preferred and WCDA Advantage only  |



## WGDA LOAN PRODUCT MATRIX

| TOPIC               | STANDARD FTHB  | SPRUCE UP  | HFA PREFERRED  | WGDA ADVANTAGE                      | WGDA Edge  | HOMES\$TRETCH   | AMORTIZING DPA   |
|---------------------|--|--|--|-------------------------------------|--|---|--|
| Manufactured Homes  | <ul style="list-style-type: none"> <li>Pre-closing collateral underwrite required</li> <li>Must be permanently affixed to real property</li> </ul>   | <ul style="list-style-type: none"> <li>Pre-closing collateral underwrite required</li> <li>Proceeds may not be used to place home on permanent foundation</li> </ul> | <ul style="list-style-type: none"> <li>Pre-closing collateral underwrite required</li> <li>Must conform to FHA guidelines</li> <li>Must be permanently affixed to real property</li> </ul> | Ineligible                          | <ul style="list-style-type: none"> <li>Pre-closing collateral underwrite required</li> <li>Must conform to FHA guidelines</li> <li>Must be permanently affixed to real property</li> </ul> | Follow requirements of first mortgage loan product  | HFA Preferred product only   |
| Maximum Loan Amount | Follow insurer/guarantor guidelines  | Utilize HUD's Max Mortgage Calculator at <a href="https://entp.hud.gov/idapp/html/f17203k-look.cfm">https://entp.hud.gov/idapp/html/f17203k-look.cfm</a>             | Follow Fannie Mae and MI guidelines  | Follow insurer/guarantor guidelines | Follow insurer/guarantor guidelines  | <ul style="list-style-type: none"> <li>First mortgage loan product must be at maximum LTV allowed by insurer/guarantor prior to calculating loan amount</li> <li>-\$15,000 maximum</li> </ul>                     |  |
| Min/Max Rehab Costs | N/A  | Minimum - \$0<br>Maximum – per insurer/guarantor   | N/A  |                                     |  |   |  |
| Occupancy           | <ul style="list-style-type: none"> <li>Must be owner-occupied as principal residence <b>until the first note and DPA note are paid in full</b></li> <li>Occupancy within 60 days of mortgage execution</li> </ul>  |  | <ul style="list-style-type: none"> <li>Must be owner-occupied as principal residence for <b>at least one year</b></li> <li>Occupancy within 60 days of mortgage execution</li> </ul>       |                                     |  | <ul style="list-style-type: none"> <li>Must be owner-occupied as principal residence <b>until the first note and DPA note are paid in full</b></li> <li>Occupancy within 60 days of mortgage execution</li> </ul> | <ul style="list-style-type: none"> <li>Must be owner-occupied as principal residence for <b>at least one year</b></li> <li>Occupancy within 60 days of mortgage execution</li> </ul> |
| Power of Attorney   | <ul style="list-style-type: none"> <li>Acceptable, but must be property specific and recorded</li> <li><b>Cannot</b> sign the Mortgagor's Affidavit of Eligibility, the Family Income Affidavit, or the Affidavit of Qualification as Veteran</li> </ul> |  | Acceptable, but must be property specific and recorded   |                                     |  |   |  |



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|----------------------------------|---|-----------|---|---|---|--|----------------|
| Property Types <b>Eligible</b>   | <ul style="list-style-type: none"> <li>· One-unit single family home*</li> <li>· One-unit single family home* in a PUD and/or a Fannie Mae, FHA, VA, or RD approved condo project               <ul style="list-style-type: none"> <li>· Town home</li> <li>· Twin home</li> </ul> </li> <li>· Manufactured home permanently affixed to real property</li> </ul> <p>*One-unit single family home is defined as a single structure with a single utility connection/meter to the living quarters</p> |           | <ul style="list-style-type: none"> <li>· One-unit single family home*</li> <li>· One-unit single family home* in a PUD and/or a Fannie Mae approved condo project               <ul style="list-style-type: none"> <li>· Town home</li> <li>· Twin home</li> </ul> </li> <li>· Manufactured home permanently affixed to real property</li> </ul> <p>*One-unit single family home is defined as a single structure with a single utility connection/meter to the living quarters</p> | <ul style="list-style-type: none"> <li>· One-unit single family home*</li> <li>· One-unit single family home* in a PUD and/or an FHA, VA, or RD condo project               <ul style="list-style-type: none"> <li>· Town home</li> <li>· Twin home</li> </ul> </li> </ul> <p>*One-unit single family home is defined as a single structure with a single utility connection/meter to the living quarters</p> | <ul style="list-style-type: none"> <li>· One-unit single family home*</li> <li>· One-unit single family home* in a PUD and/or a FHA, VA, or RD approved condo project               <ul style="list-style-type: none"> <li>· Town home</li> <li>· Twin home</li> </ul> </li> <li>· Manufactured home permanently affixed to real property</li> </ul> <p>*One-unit single family home is defined as a single structure with a single utility connection/meter to the living quarters</p> | Follow requirements of first mortgage loan product |                |
| Property Types <b>Ineligible</b> | <ul style="list-style-type: none"> <li>· Those with more than 10 acres</li> <li>· Those with more than one building lot</li> <li>· A structure with more than one utility connection/meter to the living quarters               <ul style="list-style-type: none"> <li>· 2- to 4-unit structures</li> <li>· Cooperatives</li> <li>· Second homes</li> <li>· Investment properties</li> </ul> </li> </ul>  |           | <ul style="list-style-type: none"> <li>· Those with more than 10 acres</li> <li>· Those with more than one building lot</li> <li>· A structure with more than one utility connection/meter to the living quarters</li> <li>· 2- to 4-unit structures</li> <li>· Cooperatives</li> <li>· Second homes</li> <li>· Investment properties</li> </ul>  | <ul style="list-style-type: none"> <li>· Those with more than 10 acres</li> <li>· Those with more than one building lot</li> <li>· A structure with more than one utility connection/meter to the living quarters</li> <li>· 2- to 4-unit structures</li> <li>· Cooperatives</li> <li>· Second homes</li> <li>· Investment properties</li> <li>· Manufactured homes</li> </ul>                                | <ul style="list-style-type: none"> <li>· Those with more than 10 acres</li> <li>· Those with more than one building lot</li> <li>· A structure with more than one utility connection/meter to the living quarters</li> <li>· 2- to 4-unit structures</li> <li>· Cooperatives</li> <li>· Second homes</li> <li>· Investment properties</li> </ul>  | Follow requirements of first mortgage loan product |                |



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|--------------------------------------|---|--|--|---|---|--|--|
| Purchase Price Limits                | Adhere to purchase price limits as set forth in Chapter 6   | Purchase price plus rehab costs not to exceed purchase price limits set forth in Chapter 6   | No purchase price limits   |   |   | Follow requirements of first mortgage loan product |  |
| Recapture Tax                        | Loan <b>subject to</b> recapture tax  |  | Loan <b>not subject to</b> recapture tax   |   |   | Loan <b>subject to</b> recapture tax               | Loan <b>not subject to</b> recapture tax |
| Rehab Time Frames                    | N/A   | FHA Limited 203(k) – per FHA requirements<br>RD Rehabilitation –per RD requirements  | N/A  |   |   |  |  |
| Repair Escrow or Contingency Reserve | <ul style="list-style-type: none"> <li>· Weather related exterior appraiser or inspector required repairs only</li> <li>· 125% of the bid (only one bid is required)</li> <li>· Must be completed within 6 months</li> </ul>              | <ul style="list-style-type: none"> <li>· Contingency reserve minimum 10% of financeable improvement costs, not to exceed 20%</li> <li>· Apply unused contingency funds to principal balance</li> </ul> | <ul style="list-style-type: none"> <li>· Weather related exterior repairs only</li> <li>· 125% of the bid (only one bid is required)</li> <li>· Must be completed within 6 months</li> </ul> |   |   | N/A  |  |
| Targeted Areas                       | See current targeted census tracts as set forth in Chapter 6  |  | N/A  |   |   | Follow requirements of first mortgage loan product |  |
| Transfer of Title                    | Repayment required if all or part of the property is sold or otherwise transferred to a party not already obligated on the note. Non-Borrowing Spouse and co-head of household may <b>not</b> be added to the title <b>after</b> closing. |  | Follow Fannie Mae and MI guidelines  | Follow insurer/guarantor guidelines   | Follow insurer/guarantor guidelines   | Follow requirements of first mortgage loan product |  |
| Underwriting Type                    | <ul style="list-style-type: none"> <li>· <b>AUS</b> – DU system with FHA Total Scorecard parameters or GUS approvals</li> <li>· <b>Manual</b> – Follow insurer/guarantor manual underwriting guidelines</li> </ul>                        |  | <ul style="list-style-type: none"> <li>· <b>AUS</b> – DU system</li> <li>· <b>Manual</b> – adhere to manual underwriting guidelines as set forth in Chapter 4</li> </ul>                     | <ul style="list-style-type: none"> <li>· <b>AUS</b> – DU system with VA, FHA Total Scorecard Parameters, or GUS approvals</li> <li>· <b>Manual-Allowed for RD only</b></li> </ul> | <ul style="list-style-type: none"> <li>· <b>AUS</b> – DU system with VA, FHA Total Scorecard Parameters, or GUS approvals</li> <li>· <b>Manual-Allowed for RD only</b></li> </ul> | N/A  |  |