

ELIGIBILITY MATRIX				
Transaction Type	Units	Loan Amount	Credit Score	LTV/CLTV
		\$2,000,000	740	70%
Purchase and		\$1,500,000	720	80%
Rate & Term Refi	1-4	\$1,000,000	720	85%
		\$1,000,000	660	75%
		\$1,000,000	680	60%
Cash out Refi	1-4	\$1,000,000	700	70%
Casii out Reii	1-4	\$1,000,000	720	75%
		\$1,500,000	720	65%

#### Condotels

• Cash out Refi: Maximum 75% LTV/CLTV or the maximum based on loan



- 1. Product Description
- 2. Loan Terms
- 3. Loan Products
- 4. Prepayment Penalty
- 5. Age of Documentation
- 6. Required Documentation
- 7. Temporary Buydown
- 8. Minimum Loan Amount
- 9. Maximum Cash Out
- 10. Underwriting
- 11. Qualifying Rate
- 12. Debt Service Coverage Ratio (DSCR)
- 13. Types of Financing
- 14. Incidental Cash Back
- 15. Properties Listed for Sale
- 16. Eligible Subordinate Financing
- 17. Ineligible Subordinate Financing
- 18. Occupancy
- 19. Eligible Property Types
- 20. Ineligible Property Types

- 21. Eligible Borrowers
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- 23. Investor Experience
- 24. State Restrictions
- 25. Housing Payment History
- 26. Significant Derogatory Credit
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- 28. Seller Contributions
- 29. Reserves
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- 31. Documentation
- 32. IRS Form 4506-C
- 33. Tax Transcripts
- 34. Multiple Mortgages to the Same Borrower
- 35. Declining or Soft Markets
- 36. Appraisals
- 37. Escrow Waiver
- 38. Mortgage Insurance
- 39. Revision History



1.	Product	The SmartVest pro	oduct is designed for borrowers who are experienced real estate investors	
	Description	seeking to purcha	se or refinance an investment property that is owned for business purposes.	
		The borrower is qualified based upon the cash flow of the subject property.		
		Diligence must be done to ensure that the borrower will not be occupying the subject		
		property		
		SmartVest loans a	re exempt from the ATR, QM and HPML requirements	
2.	Loan Terms	• Fixed Rate: 30-y	year terms	
		• 30-year Fixed R	ate Interest Only	
		o 10-year inte	rest only period	
		o 20-year amo	ortization period	
		• 40-year Fixed R	ate Interest Only	
		o 10-year inte	rest only period	
		o 30-year amo	ortization period	
3.	Loan Products	Product	Product Description	
		1502	SmartVest 30 Year Fixed	
		1601	SmartVest 30 Year Fixed IO	
		2444	SmartVest 40 Year Fixed IO	
4.	Prepayment	Prepayment Pe	nalty Options	
	Penalty	<ul><li>No prepaym</li></ul>	ent penalty	
		o Three-, two-	or one-year prepayment penalties permitted	
		■ Six mont	hs interest on excess of 20% of the original principal balance	
		■ Refer to	rate sheet	
		Prepayment penalties not permitted in the following states		
		o Minnesota		
		o New Jersey		
		O New Jersey	New Mexico	
		<u> </u>		
		o New Mexico	nalty Rider is required	
5.	Age of Documentation	<ul><li>New Mexico</li><li>Prepayment Pe</li></ul>		



		Appraisal: Not to exceed 120 days of as of the Note date. An appraisal update is permitted	
		up to 180 days old as of the Note date. After 180 days, a new appraisal is required	
6.	Required	The following documentation is required	
	Documentation	Complete schedule of all real estate owned, indicating financed and free and clear	
		properties	
		Mortgage/lien rating for each financed property	
		Business Purpose Loan Certification, signed by borrower(s)	
		Occupancy Certification, signed by the borrower(s)	
		Personal Guaranty Document required when the LLC appears on the Note, regardless if the	
		borrower is signing the Note.	
7.	Temporary	Not permitted	
	Buydown	A41	
8.	Minimum Loan Amount	Minimum loan amount \$100,000	
9.	Maximum Cash	Maximum Cash Out	
	Out	<ul> <li>\$750,000 for LTV/CLTV ≤ 60% for one loan or multiple loans where all loans have</li> </ul>	
		LTV/CLTV ≤ 60%	
		<ul><li>\$500,000 for LTV/CLTV &gt; 60% for one or more loans</li></ul>	
		Maximum cash out is	
		Determined by the amount of cash out reflected on the Final Closing Disclosure (after)	
		any debt payoff)	
		<ul> <li>Cumulative for all properties simultaneously being financed with Newrez, not each</li> </ul>	
		individual loan	
		Proceeds received from a cash out refinance must be used for a business purpose	
		For cash out refinance transactions, the amount of cash out proceeds from any Smart	
		Series cash out refinance loans within 6 months of the note date must be included in the	
		cumulative cash out limitation Diligence must be used to ensure that the proceeds are not	
		used for a purpose other than a business purpose, such as verification that the account the	
		borrower wires fund to matches the business account and not their personal bank account,	
		debt is not being paid off on the Closing Disclosure, etc.	
10.	Underwriting	Non-Delegated Clients:	
		All loans must be underwritten by Newrez	



<ul> <li>Loans must be submitted to LoanScoreCard or LoanNEX for approved clients</li> <li>Delegated Clients:         <ul> <li>Delegated Clients must be approved by Newrez. Contact your Regional Sales Manage</li> <li>All loans must be manually underwritten</li> </ul> </li> <li>11. Qualifying Rate         <ul> <li>Fixed Rate: Note rate</li> <li>Interest Only Fixed Rate: Interest only payment for the initial 10-year interest only periodic coverage Ratio</li> <li>Fully Amortized Products (all non-IO): The DSCR is calculated by taking 100% of the gross rents divided by the full payment of the subject property (principal, interest, taxes,</li> </ul> </li> </ul>	d
<ul> <li>Delegated Clients must be approved by Newrez. Contact your Regional Sales Manage</li> <li>All loans must be manually underwritten</li> <li>Fixed Rate: Note rate</li> <li>Interest Only Fixed Rate: Interest only payment for the initial 10-year interest only period</li> <li>Debt Service</li> <li>Coverage Ratio</li> <li>Fully Amortized Products (all non-IO): The DSCR is calculated by taking 100% of the gross rents divided by the full payment of the subject property (principal, interest, taxes,</li> </ul>	d
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12. <b>Debt Service</b> Coverage Ratio  • Fully Amortized Products (all non-IO): The DSCR is calculated by taking 100% of the gross rents divided by the full payment of the subject property (principal, interest, taxes,	;
Coverage Ratio rents divided by the full payment of the subject property (principal, interest, taxes,	
rents divided by the full payment of the subject property (principal, interest, taxes,	t
	d
insurance, and association fees (PITIA))	b
Interest Only Products: The DSCR is calculated by taking 100% of the gross rents divided by the Interest Only payment of the subject property plus taxes, insurance, and association fees. (ITIA)	
Minimum Debt Service Coverage Ratio Requirement	
DSCR Purchase and Rate and Term Refi= 1.0	
o DSCR .80 permitted with:	
■ Credit score 720	
■ Max 70% LTV	
<ul> <li>Additional six months reserves</li> </ul>	
Ox30 on all mortgages	
DSCR Cash out Refi = 1.15	
DSCR First Time Investor = 1.15	
DSCR Condotel DSCR = 1.15	
DSCR Example One - Loan Qualifies	
Gross Rent from Subject Property = \$2,000	
PITIA (Fully Amortized products) = \$1,500	
ITIA (Interest only products) = \$1,500	
\$2,000 ÷ \$1,500 = 1.33 DSCR	
Loan qualifies: 1.33 DSCR exceeds minimum 1.0 requirement	

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		Example Two - Loan Does Not Qualify
		Gross Rent from Subject Property = \$2,000
		PITIA (Fully Amortized products) = \$3,000
		ITIA (Interest Only products) = \$3,000
		\$2,000 ÷ \$3,000 = .67 DSCR
		Loan does not qualify: DSCR of .67 is less than minimum 1.0 requirement
13.	Types of	Purchase Mortgage
	Financing	Rate & Term Refi
		Cash out Refi
14.	Incidental Cash	Cash out for a rate and term loan cannot exceed the lesser of \$2,000 or 2% of the loan
	Back	amount
15.	<b>Properties Listed</b>	Rate and Term Refi
	for Sale	Subject property must not be currently listed for sale
		If listed for sale, must be taken off the market
		Cash out Refi
		• Properties listed for sale in the six months prior to the Note date are limited to the lesser of
		70% LTV/CLTV or product requirements
		Properties must be taken off the market prior to the Note date
16.	Eligible	Existing subordinate financing
	Subordinate Financing	
17.	Ineligible	New subordinate financing
	Subordinate	Subordinate financing not permitted for the following
	Financing	o Condotels
		When gift funds are used
18.	Occupancy	Investment properties
19.	Eligible Property	• 1-4 units
	Types	• Condos:
		Warrantable and non-warrantable condos permitted
		Condotels
		1



	Leasehold estates
	Modular homes
	• PUDs
20. Ineligible	• Co-ops
Property Types	Factory built homes
	Leasehold Estate Condo Projects
	Manufactured housing
	Mixed-use
	More than 20 acres
	Properties with a C5 and C6 condition rating
	Unique properties (e.g., log homes, berm homes, dome homes)
21. Eligible	U.S. citizens
Borrowers	Permanent resident alien
	Inter vivos revocable trust
22. Ineligible	Non-permanent resident alien
Borrowers	First time homebuyers
	Non-arm's length transactions between family members
	Loans from principal/owner of Newrez third party originators are not eligible when the
	principal/owner is also the originator of their own loan



23. Investor Experience	Experienced Investor
·	At least one borrower has had investment property ownership and landlord experience managing residential or commercial real estate for a minimum of 12 consecutive months within the most recent three years from application date
	The 12 months of consecutive landlord experience can be within any of the three years prior to the application date.
	First Time Investor
	A first time investor with less than 12 months of landlord experience within the most recent three years prior to the application date is permitted if all of the following are met;
	Minimum FICO Score of 700
	<ul> <li>Maximum LTV of 75%</li> <li>Borrower must currently own a primary residence for at least 12 months prior to the note date of the subject property</li> </ul>
	Must have a 36-month credit history including a 12-month housing payment history (current or prior)
	<ul> <li>Maximum one investment property financed with the Company SmartVest product</li> <li>CONDOTELS not permitted</li> </ul>
24. State	Loans that met the following requirements are subject to NY Subprime and are ineligible.
Restrictions	The loan meets conforming loan limits (including county jumbo level limits)
	The borrower is a natural person
	The debt is personal/family/household purposes
	The loan will be occupied by the borrower
	Since Smart Vest are investment properties and are not owner occupied, NY subprime does not apply.
25. Housing Payment History	Housing Payment History: 0x30x12

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		Inclusive of all lie	ns regardless of position	
		· · · · · · · · · · · · · · · · · · ·		
		Applies to all mortgages on all financed properties		
26.	Significant Derogatory	Foreclosure		
	Credit	• ≥ 4 years from discharge or dismissal date		
		• ≥ 2 years and < 4 years from discharge or dismissal date		
		o Lesser of 70%	LTV or product guidelines	
		o Greater of 660	Ocredit score or product guidelines	5
		<ul> <li>Additional thread</li> </ul>	ee months reserves for subject to p	property
		Bankruptcy, Short s	ale, DIL, Pre-foreclosure, Mortgage	Charge-off, Notice of Default,
		Delinquency of 120	days	
		≥ 4 years from discharge or dismissal date		
		• ≥ 2 years and < 4 from discharge or dismissal date		
		<ul> <li>Lesser of 70% LTV or product guidelines</li> </ul>		
		Great of a 660-credit score or product guidelines		
27.	Forbearance	The borrower may not have any active mortgage forbearance on any mortgages		
28.	Seller	3%		
	Contributions			
29.	Reserves	Loan Amount	≤ \$1,000,000	6 months
			> \$1,000,000	9 months
		Maximum require	ed reserves is the lesser of total red	quired or 15 months
		The maximum 15 months reserves is based off of the subject property PITIA		
		Cash proceeds from the transaction may be used for reserves		
		<ul> <li>Rate and Term Refinance transactions do not require reserves if the following are met:</li> </ul>		
		<ul> <li>Loan amount i</li> </ul>	is ≤ \$650,000	
			ory is 0x30x24 or since inception if	owned between 12-24 months
			rty housing payment is decreasing	
		, , ,	,	kruptcy, short-sale, deed-in-lieu. or
		<ul> <li>Borrower does not have a prior foreclosure, bankruptcy, short-sale, deed-in-lieu, or mortgage charge-off</li> </ul>		
		1 10 10 1 10 1	5	



30. Employment/ Income	Income used to qualify is based on cash flow from the property owned using a DSCR
Income	
	calculation
•	Borrower's employment and income not required and must not be disclosed on the
	application
•	Additional sources of income are not eligible to be used for qualifying purposes
31. Documentation P	Purchase
s	Subject property is tenant occupied at the time of closing:
•	The lesser of the market rent from the Single-Family Comparable Rent Schedule (Form
	1007/1000) / Small Residential Income Property Appraisal Report (1025/72) or the current
	(active) lease agreement will be used to determine the monthly rent.
S	Subject property is vacant at the time of closing:
•	The market rent from the Single-Family Comparable Rent Schedule (Form 1007/1000) /
	Small Residential Income Property Appraisal Report (1025/72) will be used to determine the
	monthly rent.
R	Refinance
•	The most recent lease agreement and Single-Family Comparable Rent Schedule (Form
	1007/1000) is required to determine the monthly rent. An expired lease agreement that
	states that the lease becomes a month-to-month lease is permitted with proof of most
	recent month's rental payment to the borrower.
•	If the lease agreement reflects market rents greater than those shown on Single Family
	Comparable Rent Schedule (Form 1007/1000);
	o If the lease is within a 10% variance from the Single-Family Comparable Rent Schedule
	(Form 1007/1000) use the rental income amount on the lease;
	o If the lease is > 10% variance, use the rental income shown on the Single-Family
	Comparable Rent Schedule (Form 1007/1000)
•	If the refinance transaction is a payoff of a construction to permanent loan, the subject
	transaction can apply the purchase guidelines, utilizing the 1007/1000 when there is no

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	<ul> <li>current lease agreement, if the Certificate of Occupancy was issued within ninety (90) calendar days of the application date and the appraisal supports the subject property as new construction.</li> <li>Short Term Rental Income (Airbnb, VRBO, etc.)         <ul> <li>Maximum LTV must be reduced by 5%</li> <li>If the subject property is a condo, provide evidence that the property is eligible for short term rentals (condo association letter, etc.)</li> <li>Provide a 12-month yearly income statement of the property being in service, including a month-by-month rental history. Statement may be provided by borrower or third-party rental agency</li> <li>If no rent is received for a month, use zero and continue to average over 12-month period</li> <li>A 24-month average is required when more than three months' rent are less than 50% of the monthly average of rental income</li> <li>If the 12-month average is within a 10% variance from the Single-Family Comparable Rent Schedule (Form 1007/1000) use the rental income calculated in 12 months</li> <li>If the lease is &gt;10% variance, use the rental income shown on the Single-Family Comparable Rent Schedule (Form 1007/1000)</li> </ul> </li> </ul>
32. IRS Form 4506-C	Not required
33. Tax Transcripts	Not required
34. Multiple Mortgages to the Same Borrower	<ul> <li>Borrower may own an unlimited number of financed properties</li> <li>Maximum Financing with Newrez         <ul> <li>Borrower limited to eight loans with Newrez not to exceed \$3,000,000 in aggregate</li> <li>Maximum 10% of properties in a PUD or condo project may have financing with Newrez</li> <li>Projects ≤ 10 total units; borrower may finance one unit with Newrez</li> <li>Company financing limited to a maximum concentration of 20% in any Florida condo project (per project not per borrower)</li> </ul> </li> <li>All real estate owned, along with any associated lien(s) must be disclosed on the application with the full PITIA</li> </ul>

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	<ul> <li>No other liabilities are required to be on the 1003 (URLA)</li> </ul>	
	New multiple loans must be underwritten simultaneously	
35. Declining or Something Markets	• If the appraiser notes the market is soft or declining, a 5% reduction to the maximum LTV	
	A market will be deemed "declining" if:	
	Appraiser indicates in Neighborhood Section that market is declining	
	Appraiser indicates anywhere in comments that market is declining	
	•	
36. Appraisals	Appraisal Requirements	
	o > \$1,500,000: Two appraisals	
	<ul> <li>A Single-Family Comparable Rent Schedule Form 1007/1000) is required</li> </ul>	
	The re-use of an appraisal is not permitted	
	Appraisal Transfers	
	<ul> <li>Permitted for Delegated Correspondents</li> <li>Permitted for Non-Delegated Correspondents provided it was completed in compliance</li> </ul>	
	with Fannie Mae or Freddie Mac guidelines	
	Secondary Valuation Requirement:	
	One of the following is required as a secondary valuation to the appraisal to support the value	
	but is not used to determine the actual value:	
	Collateral Desktop Analysis (CDA) from Clear Capital	
	Appraisal Risk Review (ARR) from Stewart Valuation Intelligence	
	Consolidated Collateral Analysis (CCA)from Consolidated Analytics	
	If any of these secondary valuations returns a value that is "Indeterminate" or lower than the	
	appraised value and exceeds a 10% tolerance, a second full appraisal must be provided	
	Two Appraisals Required	



	Appraisals must be completed by two independent companies but can be from the same	
	AMC	
	The LTV will be determined by the lower of the two appraised values as long as the lower	
	appraised appraisal supports the value conclusion	
	Any inconsistencies between the two appraisal reports must be addressed and reconciled	
	• If the two appraisals are completed "subject to," only one 1004D is required based on the	
	appraisal being used to determine value	
	A secondary valuation is not required	
37. Escrow Waiver	Max LTV ≤ 80%	
38. Mortgage	Mortgage insurance not required	
Insurance		



39. Revision History			
Section	Update	Date	
Eligible Borrowers	Removed: The borrower must have property ownership and	01.08.2024	
	landlord experience managing residential or commercial real	v24.1	
	estate for a minimum of 12 months		
Ineligible Borrowers	Loans from principal/owner of Newrez third party originators are		
	not eligible when the principal/owner is also the originator of		
	their own loan		
First Time Investor	A first time investor with less than 12 months of landlord		
	experience within the most recent three years prior to the		
	application date is permitted		
Experienced Investor	At least one borrower has had property ownership and landlord experience managing residential or commercial real estate for a minimum of 12 consecutive months within the most recent three years from the application date.		
Documentation	Added the following for purchase:		
	The lesser of the market rent from the Single-Family		
	Comparable Rent Schedule (Form 1007/1000) / Small		
	Residential Income Property Appraisal Report (1025/72) or		
	the current (active) lease agreement will be used to		
	determine the monthly rent.		
	Subject property is vacant at the time of closing:		
	The market rent from the Single-Family Comparable Rent		
	Schedule (Form 1007/1000) / Small Residential Income		
	Property Appraisal Report (1025/72) will be used to determine		
	the monthly rent		
Matrix	Expended eligibility grid	02.08.2024	

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Maximum Cash Out	Previous:	v24.2
	For cash out refinance transaction the application date must be dated at least six months after the previous Note date of the last Smart Series cash out refinance loan with the company  New:	
	For cash out refinance transactions, the amount of cash out proceeds from any Smart Series cash out refinance loans within 6 months of the note date must be included in the cumulative cash out limitation	
Experienced Investor	Removed	
First Time Investor	Removed	
Investor Experience	Added: Experienced Investor and First Time Investor	
Debt Service Coverage	Previous:	03.04.2024
Ratio (DSCR)	<ul> <li>Fully Amortized products (all non-IO): The DSCR is the ratio of operating income available to debt servicing for the principal, interest, taxes, insurance, and HOA fee payment (PITIA)</li> <li>Interest Only products: The DSCR is calculated by taking 100% the gross rents divided by the Interest Only payment plus ITIA of the subject property (interest, taxes, insurance, and assessments)</li> <li>New:</li> <li>Fully Amortized products (all non-IO): The DSCR is calculated by taking 100% of the gross rents divided by the full payment of the subject property (principal, interest, taxes, insurance, and association fees)</li> <li>Interest Only products: The DSCR is calculated by taking 100% of the gross rents divided by the Interest Only payment of the</li> </ul>	v24.3



	subject property (interest, taxes, insurance, and association	
	fees)	
Underwriting	Removed:	
	Delegated Underwriting is not permitted	
	belegated offder writing is not permitted	
	Updated:	
	For Non-Delegated Clients only-Loans must be submitted to	
	LoanScorecard or to LoanNEX for approved clients	
Investor Experience	Removed:	03.28.2024
	Notes: and moved these bullets below the first time investor	v24.4
	section to clarify this is for First Time Investors only.	
	Maximum one investment property financed with the	
	Company SmartVest product	
	CONDOTELS not permitted	
Ineligible Property Types	Added:	
	Leasehold Estate Condo Projects	
28. Seller Contributions	Seller contributions updated from 2% to 3%	04.29.2024
29. Reserves	Previous:	v24.5
	Proceeds from the transaction cannot be used for reserves	
	New:	
	Cash proceeds from the transaction may be used for reserves	
12. Debt Service Coverage	Previous:	
Ratio (DSCR)	DSCR First Time Investor = 1.25	
	New:	
	DSCR First Time Investor = 1.15	
9. Maximum Cash Out	Removed: Cash out may not be used for reserves	05.06.2024
		v24.6
24. Investor Experience	First Time Investor	07.11.2024



	<ul> <li>Previous:</li> <li>Borrower must currently own a primary residence for at least 12 months prior to the note date of the subject</li> </ul>		
	property and must have a cu history payment on the prim • Must have a 36-month credi housing payment history		
	<ul> <li>Borrower must currently ow least 12 months prior to the property</li> <li>Must have a 36-month credi housing payment history (cu</li> </ul>		
Product Summary	Updated verbiage:  Cash-out to Cash out  First-time to First time		
29. Reserves	Removed:		08.22.2024
	Additional financed properties, including pending sales	Additional 2 months per financed property	v24.8
Required Documentation	Added:  Personal Guaranty Document required when the LLC appears on the Note, regardless if the borrower is signing the Note.		09.19.2024 v24.9
Appraisal	Previous: Appraisal Risk Review (ARR) from Pro Teck New: Appraisal Risk Review (ARR) from Stewart Valuation Intelligence		
	Previous:  • Appraisal Requirements  ○ ≤ \$1,000,000: One appraisa	al	

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	<ul> <li>&gt; \$1,000,000: Two appraisals</li> <li>New:</li> <li>Appraisal Requirements</li> <li>≤ \$1,500,000: One appraisal</li> <li>&gt; \$1,500,000: Two appraisals</li> </ul>	
Documentation	<ul> <li>Added to the Refinance section:</li> <li>If the refinance transaction is a payoff of a construction to permanent loan, the subject transaction can apply the purchase guidelines, utilizing the 1007/1000 when there is no current lease agreement, if the Certificate of Occupancy was issued within ninety (90) calendar days of the application date and the appraisal supports the subject property as new construction.</li> </ul>	10.17.2024 V24.10
Multiple Mortgages to the Same Borrower	<ul> <li>Current Guidelines</li> <li>All real estate owned must be disclosed on the application with the full PITIA</li> <li>Added:</li> <li>All real estate owned, along with any associated lien(s), must be disclosed on the application with the full PITIA</li> <li>No other liabilities are required to be on the 1003 (URLA)</li> </ul>	