



## Product Matrix – Wholesale Partners

| Feature                              | HECM                                                   | SecureEquity <sup>SM</sup>                                                                                                                    |                                                                                                                                                                                                                  |
|--------------------------------------|--------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                      |                                                        | LOC                                                                                                                                           | Fixed and Fixed+                                                                                                                                                                                                 |
| General Information                  |                                                        |                                                                                                                                               |                                                                                                                                                                                                                  |
| Product Information                  | N/A                                                    | Line of credit available with multiple margins                                                                                                | SecureEquity <sup>SM</sup> - Fixed, Lump Sum<br>SecureEquity <sup>SM+</sup> - Fixed, Lump Sum, higher PLF                                                                                                        |
| System Availability                  | N/A                                                    | Quantum Reverse Only                                                                                                                          |                                                                                                                                                                                                                  |
| Allowable States                     | All states except NY                                   | AZ, CA, CO, CT, DC, FL, GA, HI, ID, IL, IN, MI, MT, NC*, NJ, NV, OH, OR, SC, TX, UT, VA<br><i>*NC – P/A only, contact your AE for details</i> | AZ, CA, CO, CT, DC, FL, GA, HI, ID, IL, IN, MI, MT, NC*, NJ, NV, OH, OR, PA, SC, TX, UT, VA, WA (Broker only)<br><i>*NC – P/A only, contact your AE for details</i>                                              |
| Loan Purpose                         | Refinance, Purchase                                    | Refinance, Purchase                                                                                                                           |                                                                                                                                                                                                                  |
| MCA/ Maximum Lending Limit           | \$1,209,750 MCA                                        | \$4,000,000 Maximum Principal Limit                                                                                                           |                                                                                                                                                                                                                  |
| Minimum Principal Limit              | N/A                                                    | \$200,000                                                                                                                                     |                                                                                                                                                                                                                  |
| Origination Fee                      | Between \$2,500 - \$6,000 based on HUD Calculation     | Lesser of 5% of PL or \$30,000                                                                                                                | <ul style="list-style-type: none"><li>• 1% of PL (Max \$30,000) Payable to Mutual</li><li>• SE+ - 4% of PL payable to Mutual (no maximum)</li></ul>                                                              |
| LTV Determination                    | Expected Rate, age of youngest borrower or NBS and MCA | <ul style="list-style-type: none"><li>• Age of youngest borrower</li><li>• Lower of sale price appraised or adjusted value.</li></ul>         | <ul style="list-style-type: none"><li>• Interest rate (lower rate, lower PL)</li><li>• Age of youngest borrower</li><li>• Lower of sale price appraised or adjusted value</li><li>• SE+ has higher PLs</li></ul> |
| Interest Rate Index                  | CMT                                                    | CMT                                                                                                                                           | N/A                                                                                                                                                                                                              |
| Rate/Margin                          | Lender Specified                                       | See Rate Sheet                                                                                                                                | See Rate Sheet                                                                                                                                                                                                   |
| Rate change frequency                | Product specific                                       | Monthly                                                                                                                                       | N/A                                                                                                                                                                                                              |
| Interest Rate Floor                  | Product specific                                       | Greater of the start rate – 1.5% or 5.50%                                                                                                     | N/A                                                                                                                                                                                                              |
| Interest rate interval cap           | Product specific                                       | 5%                                                                                                                                            | N/A                                                                                                                                                                                                              |
| Lien Seasoning                       | 12 months or less than \$500 received in proceeds      | <ul style="list-style-type: none"><li>• No seasoning</li><li>• 12-month for reverse refinances</li></ul>                                      |                                                                                                                                                                                                                  |
| Lifetime rate cap                    | Product specific                                       | 5% over Initial Rate                                                                                                                          | N/A                                                                                                                                                                                                              |
| Line of Credit Growth Rate           | Product specific                                       | 1.5% growth on unused LOC                                                                                                                     | N/A                                                                                                                                                                                                              |
| Line of Credit Growth period         | N/A                                                    | 7 years, draw for 10 years                                                                                                                    | N/A                                                                                                                                                                                                              |
| Lender Ability to Suspend Unused LOC | No                                                     | Yes (like HELOCs)                                                                                                                             | N/A                                                                                                                                                                                                              |





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|--------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|------------------------------------------------------------------------------|----------|
|                                                        |                                                                                                              | LOC                                                                                                                                                                                                                                                                                                                                                |           | Fixed and Fixed+                                                             |          |
| Lender Established Set Aside (LESA)                    | Full or Partially Funded for credit or income issues<br>Voluntary LESA                                       | <ul style="list-style-type: none"><li>• Not available for SecureEquity+</li><li>• Required for borrowers with a median FICO of 600 or less.</li><li>• Required for borrowers not meeting credit guidelines without extenuating circumstances</li><li>• Loans with LESA have a .25% increase in rate.</li><li>• Partial LESAs not allowed</li></ul> |           |                                                                              |          |
| Initial Distribution Limit/<br>Minimum Draw at Closing | 60% or MOs+10%/NA                                                                                            | 25% of PL (includes payoffs, Closing Costs, Cash-out)                                                                                                                                                                                                                                                                                              |           | <100% of PL requires LOE and escalation                                      |          |
| Payment Plans                                          | All plans available on ARMs, full draw on Fixed                                                              | LOC only                                                                                                                                                                                                                                                                                                                                           |           | Full draw only                                                               |          |
| Maximum LOC after Closing                              | N/A                                                                                                          | 75% of PL + growth cannot exceed Original PL.                                                                                                                                                                                                                                                                                                      |           | N/A                                                                          |          |
| Amortizing Type                                        | Negative Amortization                                                                                        | Negative Amortization                                                                                                                                                                                                                                                                                                                              |           |                                                                              |          |
| MIP                                                    | 2% UMIP, .5% Ongoing                                                                                         | None                                                                                                                                                                                                                                                                                                                                               |           |                                                                              |          |
| Non-recourse                                           | Yes. Heirs may purchase for the lesser of loan balance or 95% of appraised value after due and payable event |                                                                                                                                                                                                                                                                                                                                                    |           |                                                                              |          |
| Expected Rate Lock (ARMs only)                         | Expected Rate (Principal Limit) can be locked with signed agreement                                          | N/A                                                                                                                                                                                                                                                                                                                                                |           | N/A                                                                          |          |
| Initial Rate (Note Rate) (ARMs only)                   | Floats until Closing                                                                                         | Floats until Closing                                                                                                                                                                                                                                                                                                                               |           | N/A                                                                          |          |
| Partial Prepayments or Overfunding                     | Allowed                                                                                                      | <ul style="list-style-type: none"><li>• Allowed, first 25% of PL cannot be redrawn.</li><li>• Overfunding allowed on purchase</li></ul>                                                                                                                                                                                                            |           | <ul style="list-style-type: none"><li>• Allowed, cannot be redrawn</li></ul> |          |
| Monthly Service Fee/Set Aside                          | Available                                                                                                    | <ul style="list-style-type: none"><li>• \$20 per month, no set aside</li><li>• No Service Fee in Texas</li></ul>                                                                                                                                                                                                                                   |           | None                                                                         |          |
| Reverse Refinances                                     | Must meet HUD requirements and the same Bonafide Benefit Test as described in SE section.                    | Type                                                                                                                                                                                                                                                                                                                                               | Seasoning | Closing Costs                                                                | Proceeds |
|                                                        |                                                                                                              | HECM to SE                                                                                                                                                                                                                                                                                                                                         | 12 months | ≥ 5:1                                                                        | ≥ 5%     |
|                                                        |                                                                                                              | Prop to SE                                                                                                                                                                                                                                                                                                                                         | 12 months | ≥ 5:1                                                                        | ≥ 5%     |
|                                                        |                                                                                                              | Bonafide Benefit Test: <ul style="list-style-type: none"><li>• Rate Reduction</li><li>• Financing Type – ARM to Fixed</li><li>• Add a Borrower or Convert NBS to Borrower</li><li>• Remove a Borrower (Divorce / Separation)</li><li>• LESA Correction or Addition</li><li>• Home Improvement or Home Retrofitting</li></ul>                       |           |                                                                              |          |
| Counseling                                             |                                                                                                              |                                                                                                                                                                                                                                                                                                                                                    |           |                                                                              |          |
| Other Certificates                                     | Must have a HECM Counseling Certificate                                                                      | <ul style="list-style-type: none"><li>• Competitors' proprietary certificates will be accepted from Mutual approved counseling agency.</li><li>• HECM counseling cert is allowed with signed Applicant Certification of HECM Counseling.</li><li>• NBSs must receive SE Counseling</li></ul>                                                       |           |                                                                              |          |

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| Feature                          | HECM                                                                                                                      | SecureEquity <sup>SM</sup>                                                                                                                                                                                                                                                                                                                                                                                                             |                  |
|----------------------------------|---------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
|                                  |                                                                                                                           | LOC                                                                                                                                                                                                                                                                                                                                                                                                                                    | Fixed and Fixed+ |
| Recommended Parties              | N/A                                                                                                                       | <ul style="list-style-type: none"><li>• Borrowers’ children who currently reside in the property.</li><li>• People with a revisionary or remainder interest in the property</li><li>• Trustees or contingent beneficiaries of a trust on title</li></ul>                                                                                                                                                                               |                  |
| Required Parties                 | <ul style="list-style-type: none"><li>• All borrowers, NBSs, and NBOs</li><li>• POAs used for borrowers or NBSs</li></ul> | <ul style="list-style-type: none"><li>• All parties on Title at time of Closing</li><li>• All Non-borrowing spouses</li><li>• All POAs</li></ul>                                                                                                                                                                                                                                                                                       |                  |
| Timing                           | Required by FHA Case # is issued                                                                                          | <ul style="list-style-type: none"><li>• Waiting periods apply by state (see UW Guide for state specifics)</li><li>• TX - Counseling Cert cannot be expired at time of Closing.</li><li>• UT – Counseling prior to SIGNING application.</li></ul>                                                                                                                                                                                       |                  |
| Borrower                         |                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                        |                  |
| Age at Closing                   | 62                                                                                                                        | <ul style="list-style-type: none"><li>• 55* (applications allowed prior to 55th birthday)</li><li>• North Carolina and Texas - Minimum age 62</li><li>• Washington – Minimum age 60</li></ul> *Except where not allowed by state law                                                                                                                                                                                                   |                  |
| Eligibility                      | US Citizens and Permanent Resident Aliens                                                                                 | <ul style="list-style-type: none"><li>• US Citizens and Permanent Resident Aliens (lawful residency required) allowed</li><li>• Non-Permanent Aliens not allowed</li></ul>                                                                                                                                                                                                                                                             |                  |
| Non-Borrowing Spouse             | Eligible and Ineligible, if eligible, youngest age used for PL                                                            | <ul style="list-style-type: none"><li>• <b>No deferral period available</b></li><li>• May remain on Title with signed attestation</li><li>• Attorney review required in Community Property States. (AZ, CA, ID, NV, TX, WA)</li><li>• Must receive SecureEquity<sup>SM</sup> counseling</li><li>• DOB and ID must be provided</li></ul>                                                                                                |                  |
| Powers of Attorney               | Allowed - see Underwriting Guide                                                                                          | Allowed, must be counseled                                                                                                                                                                                                                                                                                                                                                                                                             |                  |
| Residual Income Requirements     | Based on region and family size                                                                                           | <ul style="list-style-type: none"><li>• Single Borrower - \$750, 2+Borrowers - \$1,000</li><li>• Must meet RI requirement using income, assets and/or Compensating Factors</li></ul>                                                                                                                                                                                                                                                   |                  |
| Streamlined Financial Assessment | Full FA for all borrowers                                                                                                 | <p>No RI review for borrowers with mid FICO of ≥720</p> <ul style="list-style-type: none"><li>• Must demonstrate a Satisfactory Credit and Property Charge Payment history without the use of Extenuating Circumstances or Compensating Factors; and</li><li>• Not applicable on Purchase transaction</li><li>• No income docs are required if above guidelines are met.</li><li>• Assets required to close must be verified</li></ul> |                  |
| Property                         |                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                        |                  |
| Accessory Dwelling Unit (ADU)    | FHA Guidelines                                                                                                            | <ul style="list-style-type: none"><li>• 1 ADU allowed for one- or two-unit properties.</li><li>• Borrower may live in ADU but no rental income from main dwelling</li></ul>                                                                                                                                                                                                                                                            |                  |
| Acreage                          | Typical for the area – no max                                                                                             | No maximum acreage; must have comparables                                                                                                                                                                                                                                                                                                                                                                                              |                  |
| Appraisals – transferred in      | Permitted                                                                                                                 | Permitted if a Mutual approved AMC* used and in a lender’s name                                                                                                                                                                                                                                                                                                                                                                        |                  |

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|--------------------------------------|-----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
|                                      |                                                           | LOC                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Fixed and Fixed+ |
| Appraisals                           | One appraisal from an FHA approved appraiser is required. | <ul style="list-style-type: none"> <li>Must use Mutual approved AMC. See our Partner Portal for our latest list of approved AMCs.</li> <li>2 required for values <b>greater than</b> \$2,000,000. Lower value used as MCA. Mutual pays for and orders 2<sup>nd</sup> appraisal if ordered by Mutual.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                  |
| Appraisals – Second Appraisal Waiver | N/A                                                       | <ul style="list-style-type: none"> <li>When the 1st appraisal is &gt; \$2,000,000, the borrower(s) may elect to waive the 2<sup>nd</sup> Appraisal requirement and agree to accept the PL that would be offered at a \$2,000,000 value.<br/><i>Note: The appraised value itself is not being reduced – the principal limit is being reduced.</i></li> <li>The following is required for a 2<sup>nd</sup> Appraisal Waiver:               <ul style="list-style-type: none"> <li>SE 2<sup>nd</sup> Appraisal Waiver (prior to closing w/ no exceptions)</li> <li>Capping of the PL must be reviewed and approved prior to Conditional Approval.</li> <li>Title Policy must be based off the actual appraised value.</li> <li>CDA must support value within permitted tolerance.</li> </ul> </li> </ul> |                  |
| Business Use                         | A property cannot have more than 49% business use of home | FHA Guidelines, see UW Guide.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                  |
| CC&Rs                                | Review for conveyance restrictions                        | Required for Mutual condo approvals                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                  |
| Condominium Projects                 | All condominiums must be HUD approved.                    | <ul style="list-style-type: none"> <li>FHA, FNMA or Mutual approved projects only require Limited Review Questionnaire dated within 90 days of Closing.</li> <li>FNMA approval must be unexpired through Closing.</li> <li>Other condos/projects can be approved by Mutual.</li> <li>Site Condos allowed</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                  |
| Co-ops                               | Ineligible                                                | Ineligible                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |
| Multiple Properties                  | FHA Guidelines                                            | <ul style="list-style-type: none"> <li>No more than four (4) financed properties.</li> <li>No more than one (1) proprietary reverse mortgage at any time.</li> <li>May have one (1) additional forward FHA-insured loan that is secured by a property if the borrower can prove it is no longer their primary residence &amp; have established the current subject as their primary residence for more than six months.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                    |                  |
| Property Listed for Sale             | FHA Guidelines                                            | Properties listed for sale in last 6 months have additional requirements                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                  |
| Property Type - Eligible             | FHA Guidelines                                            | <ul style="list-style-type: none"> <li>Single Family Residence (including PUD and Townhomes)</li> <li>FNMA, FHA or Mutual Approved (2-unit min., see UW Guide)</li> <li>1 to 4 units - Refinance</li> <li>Unique property allowed with comps</li> <li>Manufactured homes not allowed</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                  |
| Repair Admin Fee                     | \$50 or 1.5% of the set aside amount                      | Same as FHA guidelines                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                  |
| Repair Set Aside                     | 150% of appraiser or contractor's estimate                | See UW guide for repairs required before closing, repairs not required to be fixed and what repairs may be made as a set aside.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                  |



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| Feature                                             | HECM                                                                                                                                                                 | SecureEquity <sup>SM</sup>                                                                                                                                                                                        |                  |
|-----------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
|                                                     |                                                                                                                                                                      | LOC                                                                                                                                                                                                               | Fixed and Fixed+ |
| Repair Set Aside Amount                             | Cannot exceed 15% of MCA                                                                                                                                             | Same as FHA guidelines                                                                                                                                                                                            |                  |
| Sales Price                                         | No rule in FHA                                                                                                                                                       | The sales price can exceed the appraised value with LOE                                                                                                                                                           |                  |
| Solar                                               | Attorney review & opinion letter                                                                                                                                     | <ul style="list-style-type: none"><li>• Allowed with conditions, see UW Guide for details.</li><li>• Attorney review for leased systems.</li></ul>                                                                |                  |
| Survey                                              | FHA Guidelines                                                                                                                                                       | If required by Title or purchase contract                                                                                                                                                                         |                  |
| Well / Septic                                       | Appraiser confirms well and/or septic meets HUD guidelines                                                                                                           | Must meet the local authority and/or state requirements; notated by the appraiser.                                                                                                                                |                  |
| Credit/Debt                                         |                                                                                                                                                                      |                                                                                                                                                                                                                   |                  |
| Bankruptcy – Chapters 7,11,13                       | <ul style="list-style-type: none"><li>• Purchase – 3 years</li><li>• Refi –7 &amp;13 discharged (13 w/ court order)</li></ul>                                        | <ul style="list-style-type: none"><li>• Chap 7 – 2 years. Between 1-2 on an exception basis</li><li>• Chap 11 – No waiting period. See UW guide for details</li><li>• Chap 13 can be paid with proceeds</li></ul> |                  |
| CAIVRS                                              | Yes                                                                                                                                                                  | No                                                                                                                                                                                                                |                  |
| Charge Off                                          | LOE and supporting documentation required                                                                                                                            | Accounts <24 months require LOE only.                                                                                                                                                                             |                  |
| Collection Accounts                                 | LOE last 24 months<br>Balances >=\$2000, 5% monthly payment                                                                                                          | Accounts <24 months require LOE only. Non-medical require 5% payment for balances >\$2,000                                                                                                                        |                  |
| Credit Score / FICO Score                           | No FICO Score requirement                                                                                                                                            | No minimum, LESA required under 600 median score<br>SecureEquity <sup>SM</sup> + - 600 Minimum FICO                                                                                                               |                  |
| Debt Payoff                                         | Mandatory Obligations only can be paid off with proceeds.                                                                                                            | <ul style="list-style-type: none"><li>• Payoff of other liens allowed with no effect on Principal Limit</li></ul>                                                                                                 |                  |
| Extenuating Circumstances                           | Allowed                                                                                                                                                              | Allowed                                                                                                                                                                                                           |                  |
| Foreclosure/DIL/SS                                  | <ul style="list-style-type: none"><li>• Govt Loan – Not within 36 months</li><li>• Non-Govt – 24 months</li></ul>                                                    | None in the last 2 years. Can be escalated as an exception.                                                                                                                                                       |                  |
| Hazard (HOI) and Flood                              | See FHA Guidelines                                                                                                                                                   | 12-month lookback, no lapses                                                                                                                                                                                      |                  |
| HERO / PACE Loan                                    | Mandatory Obligation                                                                                                                                                 | Mandatory Obligation                                                                                                                                                                                              |                  |
| HOA, PUD, Condo, Special Assessments or Ground Rent | See FHA Guidelines                                                                                                                                                   | <ul style="list-style-type: none"><li>• 24-month look back, payments within 30 days</li><li>• No interest or penalties on assessments</li></ul>                                                                   |                  |
| Property Charges (all properties)                   | 0x30 in the last 24 months                                                                                                                                           | <ul style="list-style-type: none"><li>• 0-24 months 0x30</li><li>• 12-month lookback for credit scores ≥ 720 when taxes are current and not using Comp Factors</li></ul>                                          |                  |
| Installment Debt                                    | 0x30 in 12 months, no more than 2x 30 in months 13-24                                                                                                                | 12-month lookback. 0x30 lates in last 12 months                                                                                                                                                                   |                  |
| Judgment Payoff                                     | <ul style="list-style-type: none"><li>• Cannot be paid from proceeds (unless Federal).</li><li>• Excluded if in repay agreement with 3-mos timely payments</li></ul> | Must be paid at closing (can use proceeds) or currently in a repayment plan.                                                                                                                                      |                  |



| Feature                          | HECM                                                        | SecureEquity <sup>SM</sup>                                                                                                                                                                      |                  |
|----------------------------------|-------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
|                                  |                                                             | LOC                                                                                                                                                                                             | Fixed and Fixed+ |
| Liens on Title                   | All liens paid in full.<br>HECM in 1 <sup>st</sup> position | <ul style="list-style-type: none"> <li>All liens paid in full or subordinated</li> <li>SecureEquity<sup>SM</sup> must be in 1st position</li> <li>See Underwriting Guide for details</li> </ul> |                  |
| Mortgage/ Rent History (all REO) | On time previous 12 months, no more than 2x30 months 13-24  | 0x30 in the last 24 months                                                                                                                                                                      |                  |
| Revolving Credit                 | Max: 2x60, 1x90                                             | Max: 2x60, 1x90                                                                                                                                                                                 |                  |
| Subordination                    | N/A                                                         | Allowed in some cases with attorney review. See UW Guide for more details.                                                                                                                      |                  |

## Mortgagee Clauses

| Type                      | Mutual Clause                                                                            |
|---------------------------|------------------------------------------------------------------------------------------|
| Homeowners Insurance      | Mutual of Omaha Mortgage Inc. ISAOA PO BOX 39457 Solon, OH 44139                         |
| Flood Insurance           | Mutual of Omaha Mortgage Inc. ISAOA PO BOX 39457 Solon, OH 44139                         |
| Title Report              | Mutual of Omaha Mortgage, Inc. ISAOA 3131 Camino Del Rio N, Ste 1100 San Diego, CA 92108 |
| Title Commitment (TX)     | Mutual of Omaha Mortgage, Inc. ISAOA 3131 Camino Del Rio N, Ste 1100 San Diego, CA 92108 |
| Flood Certificate         | Mutual of Omaha Mortgage, Inc. ISAOA 3131 Camino Del Rio N, Ste 1100 San Diego, CA 92108 |
| Closing Protection Letter | Mutual of Omaha Mortgage, Inc. ISAOA 3131 Camino Del Rio N, Ste 1100 San Diego, CA 92108 |

## State Specifics

State specific documents are not discussed in this section, they are included in the appropriate packages in Quantum Reverse.

| Counseling                                                                                                   | Cooling Off/ Commitment                                                                                                  | Guideline                                                                                                                                                                                                                            |
|--------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>California</b>                                                                                            |                                                                                                                          |                                                                                                                                                                                                                                      |
| <ul style="list-style-type: none"> <li>Counseling not completed face to face must sign F2F waiver</li> </ul> | <ul style="list-style-type: none"> <li>Yes, 7 days prior to ordering services</li> <li>Commitment - Yes</li> </ul>       | <ul style="list-style-type: none"> <li>Prior to counseling the only preliminary title and a credit report may be ordered.</li> <li>Appraisal may not be ordered (deposit or payment collected) until cooling off is over.</li> </ul> |
| <b>District of Columbia</b>                                                                                  |                                                                                                                          |                                                                                                                                                                                                                                      |
| <ul style="list-style-type: none"> <li>N/A</li> </ul>                                                        | <ul style="list-style-type: none"> <li>Cooling Off – No</li> <li>Commitment – Yes, 3 days prior to settlement</li> </ul> | <ul style="list-style-type: none"> <li>Cooling Off and Commitment document provided 3 days prior to settlement</li> </ul>                                                                                                            |

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| Counseling                                                                                                                                                                                                 | Cooling Off/<br>Commitment                                                                    | Guideline                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Hawaii</b>                                                                                                                                                                                              |                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <ul style="list-style-type: none"> <li>N/A</li> </ul>                                                                                                                                                      | <ul style="list-style-type: none"> <li>Cooling Off – No</li> <li>Commitment – No</li> </ul>   | <ul style="list-style-type: none"> <li>Properties that are part of the Hawaii Homeland program are ineligible.</li> <li>Properties in Lava Zone 1 and 2 are ineligible.</li> <li>Security Instruments, riders, and other mortgage related documents may need to be recorded in both the regular and the land court systems. This may result in increased recording fees. Title to confirm in writing for each loan whether this is a requirement.</li> </ul>                             |
| <b>Idaho</b>                                                                                                                                                                                               |                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <ul style="list-style-type: none"> <li>N/A</li> </ul>                                                                                                                                                      | <ul style="list-style-type: none"> <li>Commitment – No</li> </ul>                             | <ul style="list-style-type: none"> <li>Properties in excess of 80 acres are ineligible.</li> <li>Properties with an Agricultural Exemption are ineligible*.</li> </ul> <p>*Exception possible for properties under 40 acres. See UW Guide for details.</p>                                                                                                                                                                                                                               |
| <b>Illinois</b>                                                                                                                                                                                            |                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Prior to counseling: <ul style="list-style-type: none"> <li>The Reverse Mortgage Counseling Notice</li> <li>The Attorney General Disclosure</li> </ul>                                                     | <ul style="list-style-type: none"> <li>Cooling Off – Yes</li> <li>Commitment – Yes</li> </ul> | <ul style="list-style-type: none"> <li>Cooling Off Period begins the date the borrower signs the Commitment; loan can close on the 4th business day. Cooling Off Period cannot be waived.</li> </ul> <p><i>Note: Business day is any calendar day except Saturday, Sunday, or a State or Federal Holiday.</i></p>                                                                                                                                                                        |
| <b>Montana</b>                                                                                                                                                                                             |                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| N/A                                                                                                                                                                                                        | <ul style="list-style-type: none"> <li>Commitment – No</li> </ul>                             | <ul style="list-style-type: none"> <li>Properties in excess of 40 acres are ineligible</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                        |
| <b>North Carolina</b>                                                                                                                                                                                      |                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <ul style="list-style-type: none"> <li>N/A</li> </ul>                                                                                                                                                      | <ul style="list-style-type: none"> <li>Cooling Off – Yes</li> <li>Commitment – Yes</li> </ul> | <ul style="list-style-type: none"> <li>Broker loans are not allowed on reverse mortgages. All lenders must be approved by the NC commissioner prior to offering reverse mortgages.</li> <li>NC Disclosure of Loan Terms (within 10 business days of app but not less than 20 business days prior to closing)</li> </ul>                                                                                                                                                                  |
| <b>Ohio</b>                                                                                                                                                                                                |                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <ul style="list-style-type: none"> <li>N/A</li> </ul>                                                                                                                                                      | <ul style="list-style-type: none"> <li>Cooling Off – No</li> <li>Commitment – No</li> </ul>   | <ul style="list-style-type: none"> <li>Survey Affidavit required to be fully executed at close.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                               |
| <b>South Carolina</b>                                                                                                                                                                                      |                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <ul style="list-style-type: none"> <li>N/A</li> </ul>                                                                                                                                                      | <ul style="list-style-type: none"> <li>Cooling Off – No</li> <li>Commitment – No</li> </ul>   | N/A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Texas</b>                                                                                                                                                                                               |                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <ul style="list-style-type: none"> <li>The loan cannot close until at least five (5) days after the date of counseling.</li> <li>The loan MUST close within 180 days of the date of counseling.</li> </ul> | <ul style="list-style-type: none"> <li>Cooling Off – Yes</li> <li>Commitment – No</li> </ul>  | <ul style="list-style-type: none"> <li>No Servicing Fees Allowed.</li> <li>Must close within 180 days of the date of counseling and the loan cannot close until at least five (5) days after the date of counseling (original or re-counsel).</li> <li>Twelve (12) calendar day cooling off period from the date of the Important Notice to Borrower Disclosure.</li> <li>Texas RM Endorsement T-43 (H4P), T-19 &amp; T-30 are required.</li> <li>Survey Endorsement Required</li> </ul> |

## Product Matrix – Wholesale Partners

| Counseling                                                                                                                         | Cooling Off/<br>Commitment                                                                    | Guideline                                                                                                                                                                                                                                                                                     |
|------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Utah</b>                                                                                                                        |                                                                                               |                                                                                                                                                                                                                                                                                               |
| <ul style="list-style-type: none"> <li>Counseling must occur prior to the prospective borrower signing the application.</li> </ul> | <ul style="list-style-type: none"> <li>Cooling Off – Yes</li> <li>Commitment – Yes</li> </ul> | <ul style="list-style-type: none"> <li>5 Day Cooling Off Period begins with signed and dated Commitment Letter. Cannot close or otherwise proceed with the reverse mortgage.</li> <li>Cooling Off period cannot be waived.</li> <li>Fixed rates must pass the Utah High Cost Test.</li> </ul> |
| <b>Washington</b>                                                                                                                  |                                                                                               |                                                                                                                                                                                                                                                                                               |
| <ul style="list-style-type: none"> <li>Counseling list provided prior to application or assessing fees</li> </ul>                  | <ul style="list-style-type: none"> <li>Cooling Off – No</li> <li>Commitment – No</li> </ul>   | <ul style="list-style-type: none"> <li>No Cross-selling (see UW Guide for details)</li> <li>Prohibition of Unfair or Deceptive Practices (see UW Guide for details)</li> </ul>                                                                                                                |

### Community Property States

- Alaska
- Arizona
- California
- Idaho
- Louisiana
- Nevada
- New Mexico
- Texas
- Washington
- Wisconsin