

# 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 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, FL, GA, HI, ID, NC*, NJ, NV, SC, TX, UT <i>*NC – P/A only, contact your AE for details</i>	AZ, CA, CO, FL, GA, HI, ID, NC*, NJ, NV, SC, TX, UT, WA (Broker only) <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	SE Fixed - \$200,000 SecureEquity <sup>SM+</sup> - \$300,000
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



## Product Matrix – Wholesale Partners

Feature	HECM	SecureEquity <sup>SM</sup>	
		LOC	Fixed and Fixed+
Lender Established Set Aside (LESA)	Full or Partially Funded for credit or income issues 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/ 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	Yes. Heirs may purchase for the lesser of loan balance or 95% of appraised value after due and payable event	
Rate Lock	ER can be locked with signed agreement	No rate lock	N/A
Partial Prepayments or Overfunding	Allowed	<ul style="list-style-type: none"><li>• Allowed, cannot be greater than (or go above) 75% of Principal Limit</li><li>• Overfunding not allowed on purchase</li></ul>	<ul style="list-style-type: none"><li>• Allowed</li><li>• 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
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>	
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 NBs</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			



## Product Matrix – Wholesale Partners

Feature	HECM	SecureEquity <sup>SM</sup>	
		LOC	Fixed and Fixed+
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>• New Jersey and 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>	
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.	
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.</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	
Property Listed for Sale	FHA Guidelines	Properties listed for sale in last 6 months have additional requirements	

## Product Matrix – Wholesale Partners

Feature	HECM	SecureEquity <sup>SM</sup>	
		LOC	Fixed and Fixed+
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.	
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 Lease	Attorney review & opinion letter	Allowed with conditions, including attorney review. See UW Guide for details	
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 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 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</li><li>• 5% PL reduction if paying off to qualify/avoid LESA must have assets or proceeds greater than LESA amount.</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>	

SecureEquity Matrix TPO v20

6/27/25



## Product Matrix – Wholesale Partners

Feature	HECM	SecureEquity <sup>SM</sup>	
		LOC	Fixed and Fixed+
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.	
Liens on Title	All liens paid in full. 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.	

