



WCDA LOAN PRODUCT MATRIX

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

TOPIC	STANDARD FTHB	SPRUCE UP	HFA PREFERRED	WCDA ADVANTAGE	HOME\$TRETCH	AMORTIZING DPA
Age of Property	<ul style="list-style-type: none"> · Manufactured homes built after June 15, 1976 · No age restrictions on other property types 	<ul style="list-style-type: none"> · Manufactured homes built after June 15, 1976 · Must be completed for at least one year for other property types 	<ul style="list-style-type: none"> · Manufactured homes built after June 15, 1976 · No age restrictions on other property types 	<ul style="list-style-type: none"> · Manufactured homes ineligible for this product · No age restrictions on other property types 	Follow requirements of first mortgage loan product	
Allowable Fees	<ul style="list-style-type: none"> · Compliance with FHA, RD, or VA maximum limits, including maximum allowable seller-paid closing costs <ul style="list-style-type: none"> · Maximum lender-defined fee of \$600 · Origination fee cannot exceed 1% (2% for Spruce Up product) <ul style="list-style-type: none"> · Applicable tax service fee · Discount fees are not allowed · Prepaid items are defined as the actual amounts paid or escrowed for taxes, hazard insurance, and mortgage insurance, if applicable 				<ul style="list-style-type: none"> · Origination fee cannot exceed 1% · Recording fees · Applicable tax service fee if not charged in connection with the first mortgage loan 	
Appraisal	Follow insurer/guarantor guidelines	As-is value and after-improved value appraisal required	Follow Fannie Mae and MI guidelines	Follow insurer/guarantor guidelines	Follow requirements of first mortgage loan product	
Assumptions	Prohibited, except by mortgagors meeting the Federal Eligibility Requirements		Follow Fannie Mae and MI guidelines	Follow insurer/guarantor guidelines	Follow requirements of first mortgage loan product	
Borrower Contribution	No minimum required except when utilizing an Authority DPA loan product, in which case the minimum is \$1,500 WCDA allows the borrower to receive contributions in excess of \$1,500 back at closing				\$1,500 minimum required	
Business Use	No more than 15% of total area of the residence		Follow Fannie Mae and MI guidelines	Follow insurer/guarantor guidelines	Follow requirements of first mortgage loan product	



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Cash Reserves	Follow AUS or manual underwriting requirements				N/A	
Condition of Property	Property condition rating of C4 or better					
Co-Signer	<ul style="list-style-type: none"> · Transfer of title to co-signer at closing, or any time thereafter, is not allowed · Must sign all loan documents, except mortgage and Authority affidavits · Need not comply with Federal Eligibility Requirements 		<ul style="list-style-type: none"> · Must sign all loan documents · If not on title, will not sign mortgage 		Follow requirements of first mortgage loan product	
Credit Score	<ul style="list-style-type: none"> · 620 middle credit score when utilizing an Authority DPA loan product, otherwise follow insurer/guarantor guidelines · For borrowers with no credit scores, follow insurer/guarantor non-traditional credit guidelines 		<ul style="list-style-type: none"> · 620 middle credit score regardless of whether the borrower is utilizing an Authority DPA loan product 		<ul style="list-style-type: none"> · 620 middle credit score · For borrowers with no credit scores, follow insurer/guarantor non-traditional credit guidelines 	
			<ul style="list-style-type: none"> · For borrowers with no credit scores, follow Fannie Mae non-traditional credit guidelines 	<ul style="list-style-type: none"> · Manual underwrites are not permitted; borrowers with no credit scores are ineligible 		
DPA Loan Product	Utilize Home\$tretch DPA		Utilize Amortizing DPA	Utilize Amortizing DPA	N/A	N/A



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DTI Ratio	<ul style="list-style-type: none"> · Follow insurer/guarantor guidelines if not utilizing an Authority DPA loan product · 45% maximum if utilizing an Authority DPA loan product, no exceptions 				45% maximum, no exceptions	45% maximum, including the Amortizing DPA monthly payment, no exceptions
Derogatory Credit	<ul style="list-style-type: none"> · Follow Fannie Mae and/or insurer/guarantor guidelines · WCDA reserves the right to ask for a letter of explanation · Borrowers or co-signers with prior WCDA foreclosure, deed in lieu, or short sale are ineligible for financing 					
First-Time Homebuyer	Required, or qualify for Veterans Exception		Not required		Follow requirements of first mortgage loan product	
Funding Source	Mortgage revenue bond proceeds		Sold to Fannie Mae on whole loan basis	Pool into Ginnie Mae mortgage-backed security	MRB proceeds	WCDA internal funds
Homebuyer Education	Required for at least one FTHB (Refer to HBE Table in Chapter 2)				Follow requirements of first mortgage loan product	
Income	Annual Total Family Income (per Exhibit 1 within the Family Income Affidavit), not to exceed applicable product income limits		Annual Qualifying Income (from underwriting transmittal form), not to exceed applicable product income limits		Follow requirements of first mortgage loan product	
Income Limits	Adhere to income limits as set forth in Chapter 6			\$110,000 – all counties, all family sizes	Follow requirements of first mortgage loan product	
Inspections	N/A	<ul style="list-style-type: none"> · WCDA – plumbing, heating, electrical, roof, structure/foundation · FHA Limited 203 (k) and RD Rehab – follow FHA guidelines 	N/A			



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Interest Rates	<ul style="list-style-type: none"> Current interest rates and rate lock periods posted on WGDA website Reduced rates available for Military Preference and Home Again 		Current interest rates and rate lock periods posted on WGDA website	Current interest rates and rate lock periods posted on WGDA website	0% interest rate	Current interest rates and rate lock periods posted on WGDA website
Interested Party Contributions	Follow insurer/guarantor guidelines		Follow Fannie Mae and MI guidelines	Follow insurer/guarantor guidelines	Follow requirements of first mortgage loan product	
LTV/CLTV	<ul style="list-style-type: none"> LTV – Follow insurer/guarantor guidelines CLTV – 106% maximum 		<ul style="list-style-type: none"> LTV – Follow Fannie Mae and MI guidelines. 95% maximum for manual underwrites and loans with co-signers CLTV – 95% maximum for loans secured by manufactured homes (no DPA allowed) CLTV – 105% maximum for all other loans 	<ul style="list-style-type: none"> LTV – Follow insurer/guarantor guidelines CLTV – 106% maximum 	<ul style="list-style-type: none"> LTV – First mortgage loan product must be at maximum allowed prior to calculating DPA loan amount CLTV – 106% maximum 	<ul style="list-style-type: none"> LTV – First mortgage loan product must be at maximum allowed by insurer/guarantor prior to calculating DPA loan amount CLTV – 105% maximum with HFA Preferred CLTV – 106% maximum with WGDA Advantage
Loan Purpose	Purchase transactions only	Single close purchase and rehab transactions only	Purchase and limited cash-out refinance transactions		<ul style="list-style-type: none"> Down payment, closing costs, prepaids, inspection fees, homebuyer education fee, and borrower paid Home Warranty. Proceeds may not be used for repair costs 	
Loan Term	Fixed rate 30-year fully amortizing mortgages only				<ul style="list-style-type: none"> Due on sale, refinance, or 30-year maturity No monthly payment 	<ul style="list-style-type: none"> 1-120 months Fully amortizing
Loan Types	FHA, VA or RD	FHA Limited 203(k) or RD Rehabilitation	Conventional Fannie Mae, with or without MI	FHA, VA or RD	Utilize with Standard FTHB and Spruce Up only	Utilize with HFA Preferred and WGDA Advantage only



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Manufactured Homes	<ul style="list-style-type: none"> Pre-closing collateral underwrite required FHA insured loans only Must be permanently affixed to real property 	<ul style="list-style-type: none"> Pre-closing collateral underwrite required FHA insured loans only Proceeds may not be used to place home on permanent foundation 	<ul style="list-style-type: none"> Pre-closing collateral underwrite required Must conform to FHA guidelines Must be permanently affixed to real property 	Ineligible	Follow requirements of first mortgage loan product	Ineligible
Maximum Loan Amount	Follow insurer/guarantor guidelines	Utilize HUD's Max Mortgage Calculator at https://entp.hud.gov/idapp/html/f17203k-look.cfm	Follow Fannie Mae and MI guidelines	Follow insurer/guarantor guidelines	\$10,000	
Min/Max Rehab Costs	N/A	Minimum - \$0 Maximum - \$35,000	N/A			
Occupancy	<ul style="list-style-type: none"> Must be owner-occupied as principal residence until the first note and DPA note are paid in full Occupancy within 60 days of mortgage execution 		<ul style="list-style-type: none"> Must be owner-occupied as principal residence for at least one year Occupancy within 60 days of mortgage execution 		<ul style="list-style-type: none"> Must be owner-occupied as principal residence until the first note and DPA note are paid in full Occupancy within 60 days of mortgage execution 	<ul style="list-style-type: none"> Must be owner-occupied as principal residence for at least one year Occupancy within 60 days of mortgage execution
Power of Attorney	<ul style="list-style-type: none"> Acceptable, but must be property specific and recorded Cannot sign the Mortgagor's Affidavit of Eligibility, the Family Income Affidavit, or the Affidavit of Qualification as Veteran 		Acceptable, but must be property specific and recorded			



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Property Types Eligible	<ul style="list-style-type: none"> · One-unit single family home* · One-unit single family home* in a PUD and/or a Fannie Mae, FHA, VA, or RD approved condo project <ul style="list-style-type: none"> · Town home · Twin home · Manufactured home permanently affixed to real property <p style="font-size: small; margin-top: 5px;">*One-unit single family home is defined as a single structure with a single utility connection/meter to the living quarters</p>			<ul style="list-style-type: none"> · One-unit single family home* · One-unit single family home* in a PUD and/or an FHA, VA, or RD condo project <ul style="list-style-type: none"> · Town home · Twin home <p style="font-size: small; margin-top: 5px;">*One-unit single family home is defined as a single structure with a single utility connection/meter to the living quarters</p>	Follow requirements of first mortgage loan product		
Property Types Ineligible	<ul style="list-style-type: none"> · Those with more than 6 acres · Those with more than one building lot · A structure with more than one utility connection/meter to the living quarters <ul style="list-style-type: none"> · 2- to 4-unit structures <ul style="list-style-type: none"> · Cooperatives · Second homes · Investment properties 	<ul style="list-style-type: none"> · Those with more than 6 acres · Those with more than one building lot · A structure with more than one utility connection/meter to the living quarters <ul style="list-style-type: none"> · 2- to 4-unit structures <ul style="list-style-type: none"> · Cooperatives · Second homes · Investment properties <ul style="list-style-type: none"> · Single-wide manufactured homes 	<ul style="list-style-type: none"> · Those with more than 6 acres · Those with more than one building lot · A structure with more than one utility connection/meter to the living quarters <ul style="list-style-type: none"> · 2- to 4-unit structures <ul style="list-style-type: none"> · Cooperatives · Second homes · Investment properties <ul style="list-style-type: none"> · Manufactured homes 	Follow requirements of first mortgage loan product			
Purchase Price Limits	Adhere to purchase price limits as set forth in Chapter 6	Purchase price plus rehabilitation costs not to exceed purchase price limits set forth in Chapter 6	No purchase price limits		Follow requirements of first mortgage loan product		



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Recapture Tax	Loan subject to recapture tax		Loan not subject to recapture tax		Loan subject to recapture tax	Loan not subject to recapture tax
Rehab Time Frames	N/A	FHA Limited 203(k) – 6 mo RD Rehabilitation – 3 mo	N/A			
Repair Escrow or Contingency Reserve	<ul style="list-style-type: none"> · 125% of the bid (only one bid is required) · Weather related exterior appraiser or inspector required repairs only · Must be completed within 6 months 	<ul style="list-style-type: none"> · Minimum 10% of financeable improvement costs, not to exceed 20% · Apply unused contingency funds to principal balance 	<ul style="list-style-type: none"> · 125% of the bid (only one bid is required) · Weather related exterior repairs only · Must be completed within 6 months 		N/A	
Targeted Areas	See current targeted census tracts as set forth in Chapter 6		N/A		Follow requirements of first mortgage loan product	
Transfer of Title	Repayment required if all or part of the property is sold or otherwise transferred to a party not already obligated on the note. Non Borrowing Spouse may never be added to the title.		Follow Fannie Mae and MI guidelines	Follow insurer/guarantor guidelines	Follow requirements of first mortgage loan product	
Underwriting Type	<ul style="list-style-type: none"> · AUS – DU system with FHA Total Scorecard parameters or GUS approvals · Manual – Follow insurer/guarantor manual underwriting guidelines 		<ul style="list-style-type: none"> · AUS – DU system · Manual – adhere to manual underwriting guidelines as set forth in Chapter 4 	<ul style="list-style-type: none"> · AUS – DU system with VA, FHA Total Scorecard Parameters, or GUS approvals · Manual – not allowed 	N/A	