

Date: December 3, 2012

## Introduction of Clear2Close<sup>sm</sup> and Expanded Eligibility

Effective Date: January 3, 2013

Essent is implementing an update to our Underwriting Guidelines. All changes will be effective for MI Applications received on or after January 3, 2013. Details of these changes are outlined below.

The updated Guideline Summaries as attached within this announcement and complete Underwriting Guideline Manual will be available on Essent's website (www.essent.us) on January 3, 2013.

### Clear2Close<sup>SM</sup> Guideline Highlights

Essent is pleased to introduce our new **Clear2Close** Guideline Summary. With this new streamlined eligibility, loans with a DU Approve/Eligible or LP Accept/Eligible response can be qualified for Essent mortgage insurance with just four underwriting overlays:

- 1. Debt-to-Income Ratio: FICOs ≥ 700 Max. 45%; FICOs < 700 Max. 41%
- 2. All Florida Condominiums: Non-delegated submissions; Primary Residence; Purchase; Max. 90% LTV/CLTV; Min. 720 FICO; Max. 41% DTI
- 3. Manufactured Housing: ineligible
- 4. Non-Permanent Resident Aliens: See Sec. 3.1 of Essent's Underwriting Guidelines

Clear2Close results in expanded eligibility across several categories:

- » Elimination of Non-Retail Declining Markets designations and eligibility overlays
- » Eligibility of delegated submissions for LTV/CLTV > 95% and Non-Arms Length transactions
- » Min. FICO has been decreased to 700 from 720 for Debt-to-Income ratios > 41%
- » ARM qualification now eligible to applicable Agency guidelines
- » Elimination of eligibility overlays for Renovation Loans and Temporary Buydowns
- » Primary Residence Max. 97% LTV/CLTV transactions:
  - » Cooperatives are now eligible
  - » Min. FICO has been decreased to 700 from 720
- » Max. LTV/CLTV for 2-Unit transactions has been increased to 95% from 90%
- » Condominiums and Cooperatives are now eligible for Cash-Out Refinances
- » Second Home transactions:
  - » Cooperatives are now eligible
  - » Min. FICO has been decreased to 700 from 720



Date: December 3, 2012

#### **CONTINUED**

## Introduction of Clear2Close<sup>sm</sup> and Expanded Eligibility

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### Additional Clear2Close<sup>SM</sup> Eligibility Update

» Construction-to-Permanent transactions for loan amounts greater than \$417,000 are ineligible

#### Manual Underwriting Guideline Summary Eligibility Updates

Eligibility has been expanded across several categories as outlined below:

- » Elimination of Non-Retail Declining Markets designations and eligibility overlays
- » Eligibility of delegated submissions for both LTV/CLTV > 95% and Non-Arms Length transactions
- » Clarification has been provided regarding the following:
  - » A full Uniform Residential Appraisal Report (URAR) is required
  - » Construction-to-Permanent transactions must meet all eligibility requirements as outlined within Section 4.2 (5) of the Underwriting Guideline Manual
- » Min. FICO has been decreased to 700 from 720 for Debt-to-Income ratios > 41% and for Debt-to-Income ratios > 43% on Non-Occupying Co Borrower transactions.
- » Elimination of eligibility overlays for Renovation Loans and Temporary Buydowns

#### Additional Manual Underwriting Eligibility Update

» Construction-to-Permanent transactions for loan amounts greater than \$417,000 are ineligible

#### Loan Amounts >FHFA Max Guideline Summary Updates

Eligibility has been expanded across several categories as outlined below:

- » Elimination of Non-Retail Declining Markets designations and eligibility overlays
- » Clarification that a full Uniform Residential Appraisal Report (URAR) is required

If you have any questions regarding these changes and updates, please contact your Essent account representative.



For loans with a DU Approve/Eligible or LP Accept/Eligible response, the following four Essent overlays apply:

- » Debt-to-Income Ratio: FICOs ≥ 700 Max. 45%; FICOs < 700 Max. 41%
- » All FL Condos: Non-delegated submissions; Primary Residence; Purchase; Max. 90% LTV/CLTV; Min. 720 FICO; Max. 41% DTI
- » Manufactured Housing ineligible
- » Non-Permanent Resident Aliens: See Sec. 3.1 of Essent's Underwriting Guidelines

			MAX. LOAN				
LOAN PURPOSE	PROPERTY TYPE	MAX. LTV/CLTV	AMOUNT	MIN. FICO			
PRIMARY RESIDENCE (Min. 3% of Borrower's Own Funds required)							
Purchase; Rate/Term Refinance	Single Family/Condo/Co-op	97	\$417,000	700			
	Single Family/Condo/Co-op	95	\$417,000	660			
	2-unit	95	\$533,850	700			
	Single Family/Condo/Co-op	95	\$625,500 (FHFA Max)	700			
Cash-Out Refinance	Single Family/Condo/Co-op	85	\$417,000	700			
Construction-to-Permanent (See section 4.2 (5) of Underwriting Guidelines)	Single Family	95	\$417,000	700			
SECOND HOME (Min. 5% of Borrower's Own Funds required)							
Purchase; Rate/Term Refinance	Single Family/Condo/Co-op	90	\$417,000	700			
INVESTMENT PROPERTY (6 months PITI reserves; Min. 15% of Borrower's Own Funds required)							
Purchase	Single Family	85	\$417,000	720			

**NOTE:** The minimum income/asset documentation requirements as per the DU/LP findings/feedback are permitted. All DU findings and LP feedback certificate conditions must be satisfied and the DU/LP decision must be present in the file. Loans with lender-negotiated guideline waivers/variances are deemed to be outside of Agency Selling Guide requirements and are thus ineligible.

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PRODUCT ELIGIBILITY MATRIX

Manual Underwriting
Guideline Summary
Effective Date: Jan. 03, 2013

LOAN PURPOSE	PROPERTY TYPE	MAX. LTV/CLTV	MAX. LOAN AMOUNT	MIN. FICO			
PRIMARY RESIDENCE (Min. 3% of Borrower's Own Funds required)							
Purchase; Rate/Term Refinance	Single Family/Condo/Co-op	97	\$417,000	700			
	Single Family/Condo/Co-op	95	\$417,000	660			
	2-unit	95	\$533,850	700			
	Single Family/Condo/Co-op	95	\$625,500 (FHFA Max)	700			
Cash-Out Refinance	Single Family/Condo/Co-op	85	\$417,000	700			
Construction-to-Permanent (See section 4.2(5) of Underwriting Guidelines)	Single Family	95	\$417,000	700			
SECOND HOME (Min. 5% of Borrower's Own Funds required)							
Purchase; Rate/Term Refinance	Single Family/Condo/Co-op	90	\$417,000	700			
INVESTMENT PROPERTY (Min. 15% of Borrower's Own Funds required)							
Purchase	Single Family	85	\$417,000	720			

MANUAL UNDERWRITING PRODUCT ELIGIBILITY REQUIREMENTS				
Manual Underwriting	Loans not scoring DU Approve/Eligible, LP Accept/Eligible, or not scored via DU/LP are deemed to be manual underwrites. Manually underwritten loans must meet the product eligibility criteria as outlined within this matrix and the eligibility standards as outlined within the Underwriting Guideline Manual.			
Non-Permanent Resident Aliens	Non-permanent resident aliens must meet the eligibility requirements as denoted in Section 3.1			
Appraisal Requirements	Full Uniform Residential Appraisal Report only			
Florida Condominiums	Non-delegated submissions only; Primary Residence; Purchase; Max 90% LTV/CLTV; Min 720 FICO; Max DTI 41%			
Debt-to-Income Ratio	Max DTI 45%; Max DTI 41% if FICO<700			
Reserve Requirements	2 months PITI or the product required minimum; Investment Property: 6 months PITI required			
Loans Amounts Above \$417,000	Must meet area specific permanent high cost loan limit as set by FHFA			
Cash-Out Refinance	Max cash out: \$150,000; temporary buydowns ineligible; ARMs with an initial fixed-rate period of <5 years ineligible			
Construction-to-Permanent	Construction-to-Permanent loans must meet the eligibility requirements as denoted in Section 4.2 (5)			
ARMs	Min initial fixed period: 3 years; 3-year and 5-year ARMs qualify at the greater of the initial rate + 2% or the fully indexed rate; 7-year and 10-year ARMs qualify at the initial rate			
Ineligible Properties	Manufactured housing; non-warrantable condominiums; condominium hotels (condo-tels); apartment/hotel conversions; model home leasebacks; vacant lots/land; time-share properties; homes unsuitable for year-round occupancy; unimproved land; earth, berm, dome, log and straw bale homes; working farms, orchards and ranches; student housing projects ("kiddie" condos); 3-4 units			
Ineligible Products	Interest only; loans with scheduled or potential negative amortization; graduated payment mortgages			
Non-Occupying Co-Borrower	Max LTV/CLTV 95%; DTI based on occupant borrower's income/debt profile; Max DTI 45%; Max DTI 43% if FICO<700			
Loan Representative FICO Score	Lower of two or middle of three repositories to determine each borrower's representative score; lowest representative score across all borrowers; minimum of two valid credit scores must be obtained for each borrower; non-traditional/no credit score is ineligible			



### loan amounts > FHFA max

**OCCUPANCY** 

**LOAN PURPOSE** 

>FHFA Max to \$650,000 | Primary Residence | Purchase or Rate/Term Refinance | Single Family or Condo or Co-op.

PRODUCT ELIGIBILITY MATRIX

**LOAN AMOUNT** 

Income

**Maximum DTI** 

**Eligible Property Types** 

**Borrower Contributions** 

**Seller Contributions** 

**Ineligible Properties** 

Ineligible Products

**Ineligible Attributes** 

Qualification Rate

Reserves

4506-T

# Loan Amounts > FHFA Max Guideline Summary

Effective Date: Jan. 03, 2013

**MIN FICO** 

700

MAX LTV/CLTV

an

>FHFA Max to \$650,000 Prim	lary Residence   Purchase of Rate/Term Refinance   Single Family of Condo of Co-op	90	700		
	LOAN AMOUNTS > FHFA MAX PRODUCT ELIGIBILITY REQUIREMENTS				
Second Homes	Ineligible				
Investment Property	Ineligible				
Non-Retail	Eligible				
Loan Programs	Fixed Rate; 5/1 ARM; 7/1 ARM; 10/1 ARM				
Eligible Borrowers	U.S. Citizens; Permanent Resident Aliens; Inter Vivos Revocable Trusts (Non Permanent Resident Aliens - ineligible)				
Appraisal Requirements	Full Uniform Residential Appraisal Report only; Appraisal must be completed "as is", not subject to repair or completio				
Florida Condominiums	Purchase only; Min 720 FICO				
Documentation Type	Full doc only; Alt Doc and all other streamline documentation is ineligible				
Credit Requirements	Mortgage Lates: 0 X 30 in last 12 months, 0 X 60 in the last 24 months; Installment/Revolving Lates: 0 X 60 in last 12months; 1 X 60 in last 24 months; Judgments, Liens, Collections and Charge-Offs: must be paid off; disputed collecti \$250 per account or \$1,000 in total Borrowers with invalid or no credit bureau score: ineligible; Chap 7 & 11 Previous Bankruptcy: 4 yrs since discharge (2 yrs with documented ext Chap 13 Previous Bankruptcy: 2 yrs since discharge/4 yrs since dismissal (2 yrs with documultiple Bankruptcy Filings in Past 7 Years: ineligible; Foreclosure: 5 yrs since date of title transfer (3 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating circ Short Sale/Deed in Lieu: 4 yrs since date of title transfer (2 yrs with documented extenuating ci	tenuating circums umented extenuation	stances); ng circumstances		
Finance Type	Purchase, Rate & Term Refinance (refinances of previously modified loans are ineligible); Cash-Out Refinance ineligible Resubordination of existing financing is eligible				
Underwriting Delegation	Non-delegated				
	Salaried/W-2 Borrowers: Past 2 years W-2s or past 2 years IRS tax transcripts; Most recent 30 days paystub indicat Pre-funding verbal verification within 10 business days of closing; verification of business p verified by an independent third party, document name and title of person providing verification.	hone number and			

**PROPERTY TYPE** 

2 years evidence of self-employment required; Most recent 2 years personal and business federal income tax returns;

2 years personal tax returns if no more than 30% of total income; 3 years personal tax returns if greater than 30% of total income; 2 year average for qualification if tax returns evidence realized capital gains for last 2 years; support for continuance for

Pre-funding verbal verification within 30 calendar days of closing; verification of the existence of the business, business phone number and address, must be verified by an independent third party, document name and title of person providing verification

SFR; Condominiums; Cooperatives; Standard condo and cooperative project approval review required; Cooperatives

renovation loans; loans with terms greater than 30 years; graduated payment mortgages

only eligible in the states of CA, CT, IL, MA, MD, MI, MN, NJ, NY, PA, VA and D.C.

Two most recent monthly bank statements required to verify funds to close and reserves

All IRS Form 4506-T must be signed, completed and dated at application and at closing by all borrowers

Manufactured housing; non-warrantable condominiums; condominium hotels (condo-tels); apartment/hotel conversions; model home leasebacks; vacant lots/land; time-share properties; homes unsuitable for year-round

occupancy; unimproved land; earth, berm, dome, log and straw bale homes; >10 acres; working farms, orchards

Interest only; loans with scheduled or potential negative amortization; streamline refinances; construction loans;

5/1 ARM: Greater of the fully indexed fully amortized rate or Note Rate +2%

and ranches; student housing projects ("kiddie" condos); 2-4 units

Post-closed loans; first time homebuyers; non-occupant co-borrowers

NOTE: Reference the Essent Underwriting Guideline Manual for full details.

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Self-Employed Borrowers:

next 3 years; verification of ownership & control of assets

A minimum of 6 months cash reserves (PITIA) required;

Fixed Rate & 7/1 & 10/1 ARMs: Note Rate

5% of borrower's own funds required

Capital Gains Income:

Max DTI 41%

Max 3%



<sup>\*</sup> Essent intends to insure a representative mix of a lender's overall mortgage insurance loan production, and will monitor the product mix on an ongoing basis to identify salient credit trends and to protect from potential adverse credit or geographic migrations