



Enhanced Arc Access Non-QM & Arc Elite QM

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Agenda



- Guideline Improvements Overview
- Notable Enhancements for Access & Elite
- Resources
- Program Comparison Attachment





Guideline Improvements

- Provided guidance for topics previously not addressed
- Clarified guideline topics to remove gaps
- Enhanced guidelines to meet market demand
- NEW Access & Elite Update Summary outlining recent improvements



Access & Elite – Notable Enhancements

- **Properties Listed for Sale:** Cash-out transactions permitted with a **5%** LTV reduction if removed from market one (1) day prior to application date
- **Lease Option:** Permitted per Fannie Mae guidelines
- **Closing Outside U.S.:** Allowed at U.S. Embassy, Consulate, or on a Military Base
- **Non-Occupant Co-Borrowers:** Qualify with max 50% DTI for occupying borrower OR max **45%** DTI for occupying/non-occupying borrowers to **80%** LTV
- **Appraisal Reviews:** Additional appraisal review requirements REMOVED for agriculturally zoned and rural properties
- **Declining Market:** Simplified reduction to **5%** LTV/CLTV from max for transaction and occupancy type





Access ONLY – Enhancements

- **Maximum Cash-in-Hand:** **\$1MM** for LTV/CLTV \leq 70%; **\$750,000** for LTV/CLTV $>$ 70%
- **Delayed Financing:** May be treated as **rate/term** for pricing and LTV/CLTV
- **Non-Warrantable Condo:** Expanded eligible non-warrantable features to include **30% presale** for Primary Residence and Second Home
- **Condotel:** Removed list of acceptable condotel companies





Access Only – Notable Enhancements

Bank Statements, One Year Full Doc, 1099s, CPA P&L

- Removed overlays for Warrantable Condo, Tax Liens
- Reduced overlays for Rural Property, Non-Warrantable Condo, Non-Warrantable Condotel
- Non-Occupant Co-Borrower allowed on **1-Year Full Doc** program; not allowed on 1099 or Bank Statement loans
- NEW **80%** LTV to **\$3MM** for Purchase and Rate/Term! Cash-out eligible to 70% at \$3MM.





Access Only – Notable Enhancements

DSCR

- Reduced overlays for Non-Warrantable Condo, Non-Warrantable Condotel, Rural Property
- Delayed Financing transactions now **allowed**
- DSCR Calculation improved to allow the **higher** rents received
 - **Lease Agreement:** Higher 12-month lease amount can be used with 2-months evidence of rents received AND lease agreement amount is \leq 125% of estimated market rent on 1007/1025
 - **Short-Term Rental Income (Airbnb/VRBO):** Higher 12-month short-term average rents received can be used provided the average is \leq 125% of estimated market rent on 1007/1025
- Short-Term Rental Income may be used to qualify a **purchase** transaction; minimum 1.50 DSCR and subject must be in area common for short-term rentals



Access Only – Notable Enhancements

Asset Utilization

- Removed overlays for Tax Liens
- Reduced overlays for Rural Property, Non-Warrantable Condo, Non-Warrantable Condotel
- Increased to max **43%** DTI
- Reduced documentation to **two (2) months** of account statements and simplified calculation

Asset Qualifier (previously “No Ratio”)

- Removed overlays for Rural Property, Non-Warrantable Condo/Condotel, Tax Liens
- Reduced documentation to **two (2) months** of account statements and simplified calculation
- NEW qualifying option: Total post-closing assets must be **>/= 125%** of subject loan amount



Access Only – Notable Enhancements

Agency Plus

- Removed overlays for Warrantable Condo, Non-Permanent Resident Alien, Tax Liens
- Reduced overlays for Rural Property, Non-Warrantable Condo, Non-Warrantable Condotel
- Increased to **80%** LTV/CLTV for Primary Residence 2-4 Unit Cash-Out at 720 FICO to \$2MM

Clean Slate

- Removed overlays for Warrantable Condo, Tax Liens, Non-Permanent Resident Aliens
- Reduced overlays for Rural Property, Non-Warrantable Condo, Non-Warrantable Condotel
- Reduced Asset Utilization documentation to **two (2) months** of account statements and simplified calculation
- Increased Asset Utilization DTI to max **43%**





Elite ONLY – Enhancements

Maximum Cash-in-Hand: \$1MM per transaction

Asset Utilization

- Reduced documentation to **six (6) months** of account statements

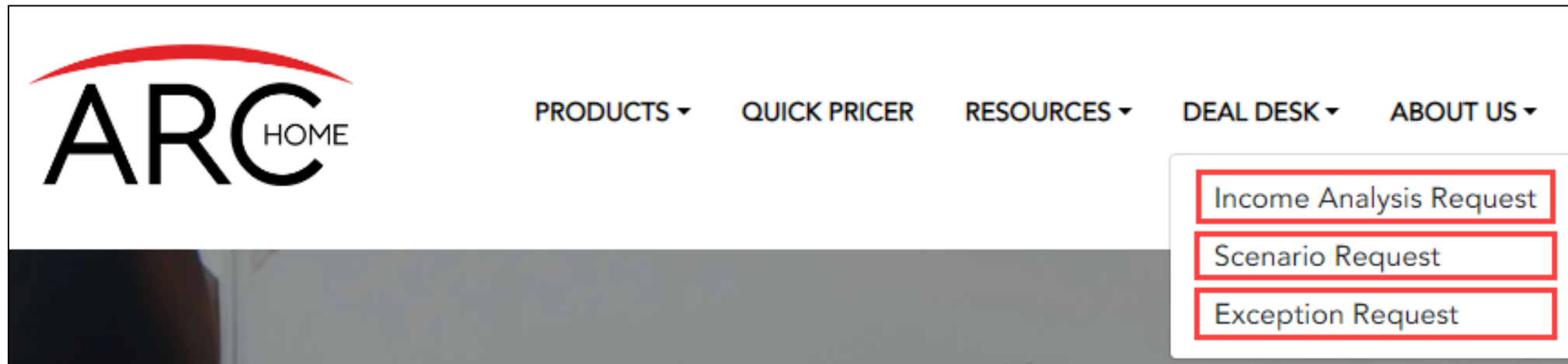
Bank Statements, One Year Full Doc, 1099s

- Non-Occupant Co-Borrower allowed on **1-Year Full Doc** program; not allowed on 1099 or Bank Statement loans

Arc Home – Deal Desk



Visit archomellc.com to submit a Bank Statement Income Analysis Request, guideline question, or NQM Exception Request today!



Important Note: Wholesale and Non-Delegated Clients are eligible to use all Deal Desk services listed; Delegated Correspondent Clients may utilize Scenario Requests.

Access Non-QM & Elite QM Quick Pricer & Quick Qualifier



| | | | |
|---------------|----------------|----------------|----------------------------------|
| Income Doc | Full Doc | FICO | FICO ex. 350-850. 0 for no FICO. |
| Purpose | Purchase | Bankruptcy | None |
| Occupancy | Primary | Credit Events | None |
| Property Type | SFR | Mortgage Lates | 0X30X12 |
| State | Please Select | DTI/DSCR | ex. DTI: 43 / DSCR: 1.50 % |
| County | Please Select | Citizenship | US Citizen |
| Loan Amount | \$ Loan Amount | ITIN | No |
| LTV | LTV ex. 80 % | | |

[See Results](#)

Arc Access & Arc Elite Resources



Wholesale

- **Products**
 - > **Access Non-QM:** Arc Access Program Matrices (Agency Plus, Alt Income, Clean Slate, DSCR)
 - > **Elite QM:** Arc Elite Program Matrices (Agency Plus, Alt Income)
- **Resources > Policies, Forms & Resources**
 - > **Access Non-QM Resources OR > Elite QM Resources:** Business Narrative Form, Broker Flow, CPA Relationship Letter
 - > **Initial Submission Forms:** Arc Access Non-QM, Arc Elite QM
 - > **Appraisal Resources:** Transferred Appraisal Policy
 - > **Pricing and Lock Policies:** Pricing and Lock Policy – Arc Access & Arc Elite
 - > **General Resources:** Wholesale Important Information

Correspondent

- **Products**
 - > **Access Non-QM:** Arc Access Program Matrices (Agency Plus, Alt Income, Clean Slate, DSCR)
 - > **Elite QM:** Arc Elite Program Matrices (Agency Plus, Alt Income)
- **Resources > Policies, Forms & Resources**
 - > **Access Non-QM Resources OR > Elite QM Resources:** Business Narrative Form, CPA Relationship Letter
 - > **Correspondent Policies:** Correspondent Seller's Guide, Client Reference Guides (Delegated & Non-Delegated)
 - > **Initial Submission Forms:** Access & Elite Submission Job Aid (Delegated), Initial Submission Checklist (Non-Delegated)
 - > **Appraisal Resources:** Transferred Appraisal Policy (Non-Delegated)

Arc Home – Become a Partner



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QUESTIONS & ANSWERS



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