

EXHIBIT “C”
LOAN INTEREST RATES AND LOAN TERMS

PRICING RATE SHEET

CLP Program-Rate Sheet¹

Down Payment	15%	10%	5%
700 & Above Credit Score	8.09%	8.29%	8.49%
650 to 699 Credit Score	8.29%	8.49%	8.69%
550 to 649 Credit Score	8.49%	8.69%	8.89%

Rates are for New, Used, Single-Section & Multi Section

- **Maximum Terms**
New and Pre-Owned Homes:
\$35,000 & Above-Maximum term 300 months
- **Rates are Subject to HOEPA, STATE POINTS & FEE CAPS AND APR LIMITS***
- **All Rates Are Fixed**

*Rates can be lowered to pass HOEPA APR Thresholds

¹ Interest rates and terms are subject to amendment or modification pursuant to Section 3.1.5

EXHIBIT “B”

UNDERWRITING GUIDELINES

Debt Ratio	<ul style="list-style-type: none">• Maximum debt ratio of 50%• Primary Residence: All mortgage related obligations (land / lot payment not reported on credit report, property taxes for land if applicable, escrows for taxes and insurance).• Secondary/Vacation Home: All mortgage related obligations (land / lot payment not reported on credit report, property taxes for land if applicable, escrows for taxes and insurance).• Any liability listed on credit report with open balances• Any child support or alimony payments• Any liability that is listed on the application but is not present on the credit report is accounted for and used in calculating the debt ratio for repayment ability.• Credit card not reporting payment = 5%• Student loans not reporting payment = 1%• Can exclude installment loans that have five (5) payments or less• Can exclude a debt being paid by ex-spouse per divorce decree with minimum 12 months good pay history on credit report after final divorce• Can exclude a performing cosigned loan.
Credit History	<ul style="list-style-type: none">• Will consider alternate credit references• All Chapter 7 and Chapter 13 bankruptcies must be discharged; no foreclosures pending
Credit Score	Minimum credit score of 550. Triad’s program is not guaranteed solely by credit scores, all applicants must meet other program guidelines to qualify.
Cosigners	<ul style="list-style-type: none">• Cosigners will be considered on a case by case basis to help applicants who lack seasoned or established credit. Cosigners will not be considered to overcome poor credit or debt ratio problems for primary purchaser(s).• Must qualify on their own for the repayment of the obligation• Rate determined by occupant’s credit score, not co-signer’s credit score.

Disqualifiers	<ul style="list-style-type: none"> • Undisclosed Buy-for's • Rental, investment, or business properties • Less than a 5% down payment • Less than 6 months' credit established and reported to a credit bureau agency • Credit application older than 90 days unless a re-approval
Minimum Down Payment	<ul style="list-style-type: none"> • 5% of Home Purchase Price for first homes; 20% for second or vacation homes
Funds To Close	<ul style="list-style-type: none"> • Trade-ins are acceptable with appropriate ownership documentation • Minimum down payment may be gifted from family member, employer, or close friend. Gift letter required. Not required to source the donor's funds. • Source of down payment cannot be borrowed funds, except 401k loan programs • Copy of cashiers/certified check to verify down payment amount • Seller contributions can only be applied above and beyond the minimum required down payment. Letter from current home lessor, when source of down payment is security deposit on leased home being purchased. Borrowers who have cash saved at home, and are able to adequately demonstrate the ability to do so, are permitted to have this money included as an acceptable source of funds to close the loan. The money must be verified through a deposit to the Retailer and/or Community; Borrower must provide satisfactory evidence of the ability to accumulate such savings. A letter of explanation should be obtained explaining how the funds were accumulated and the amount of time it took to accumulate the funds.
Insurance Requirements	<ul style="list-style-type: none"> • Triad Financial Services requires one year's insurance paid in full. • Applicant must supply a paid in full receipt and a current insurance binder. • Insurance must cover the amount of the loan. • Insurance may be financed into the contract for a maximum of one year. • Applicant has the right to purchase insurance or provide existing coverage through any insurance company or agent of their choice that is reasonably acceptable to Triad.
Cash Reserves After Closing	No reserve requirement

Interest Rates & Term	Terms Vary – No High Cost Mortgages
Minimum Loan Amount	\$10,000.00
Maximum Sales Price of Home	<p>Greater of the following:</p> <p>Used home sold on site: $\leq 95\%$ of NADA Base + Adds; Used home to be delivered: $\leq 95\%$ of NADA Base + Adds; New home Advance: (Invoice Price x 145%) + Adds</p> <p>Adds Include: Taxes, Delivery & Set, A/C, Skirting, Steps, etc.; or DataComp Appraisal</p>
Loan Term	Up to 300-months
Application Requirements	<ul style="list-style-type: none"> • Credit application must be signed by borrower. LO to sign an addendum to the application after interviewing the borrower.
Occupancy	<ul style="list-style-type: none"> • One occupant must sign on the loan. Non-occupant co-borrowers are allowed if they have a familial relationship with the occupant. Borrowers must be approved for tenancy in a Community
Vacation or Second Homes	<ul style="list-style-type: none"> • Must Be Owner Occupied • Applicants with open mortgages, rentals or any home that will be retained will also fall under Vacation/Second Home guidelines. • Minimum Location, 50 Miles from Present Home • 625 Minimum Beacon Score Both Applicants if Applicable • Borrower Must be a Current Homeowner • 300 Month Maximum Term • Minimum of 20% Down Payment
Documentation on Lot Rent	<ul style="list-style-type: none"> • Copy of approved community lease for a minimum of twelve (12) months including lot rent is required. Lot rent to be included in the DTI calculation. Qualifying ratio must be based on the non-discounted lot rent for the applicable site
Escrow and Closing Costs	<ul style="list-style-type: none"> • Insurance and personal property tax to be escrowed. Closing costs, one year's hazard insurance, and prepaid items can be financed into the loan amount.
Origination Fee	\$999

Employment History	<ul style="list-style-type: none"> • Verify current employment by VOE's, W2 forms, or federal tax returns (if self-employed). See below for required documentation. 4506T forms required only when tax returns are being relied on for income documentation. • Self-employed individuals must have a minimum of two (2) years in business and must have two (2) years' tax returns including all schedules confirming self-employment. • Seasonal or part-time employment must have been worked for a minimum of one (1) years and must be reported on tax returns W2s.
Wage Earning Income Documentation	<ul style="list-style-type: none"> • Most current year to date paystubs w/at least 30-day YTD earnings • Paystubs without YTD gross – need documentation of YTD gross earned income via payroll history
Overtime & Bonus Income	<ul style="list-style-type: none"> • One-year history required
Private Pension, Social Security & Disability Income	<ul style="list-style-type: none"> • Document through most recent awards letter. Two months' bank statements may be used to if current awards letter cannot be obtained. Social Security and Disability income may be grossed up at a rate of 25%. Benefits may not expire for the first 3 years of the Loan
Alimony & Child Support Income	<ul style="list-style-type: none"> • Child support and alimony must have been received for a minimum of six months, must have court order documenting support payment and proof of payment, and must continue for the first three years of the mortgage. Payments can be grossed up at a rate of 25%. Age of children must support likelihood of continuance for at least two years.
Self Employment/ 1099 Income Documentation	<ul style="list-style-type: none"> • Must be self-employed for at least two years. Must have at least one tax return filed to calculate monthly effective income • Self-employed individuals must provide two (2) years of signed and dated tax returns with all schedules (K-1 if applicable), current profit and loss (P & L) statement and balance sheet prior to requesting documents. For an "S" corporation or partnership signed copies of Federal business income tax returns for the last two years, with all applicable tax schedules
Commission Income	<ul style="list-style-type: none"> • Minimum six-month history of commission income required. Commission income must be documented for the past one year. Commission earned for less than one year is not allowed.
Seasonal Income	<ul style="list-style-type: none"> • Seasonal or part-time income must be documented for the past one year and appear on the applicant's tax returns.

Rental Income	<ul style="list-style-type: none"> • Rental income must be documented for the past two years and appear on the applicant's tax returns. • Rental income must be claimed and reported on previous 2 years' tax returns and copy of rental/lease agreement • Income will be calculated by the lesser of 75% of rental or lease agreement or 100% of the net income as reported on 1040's.
New Job	<ul style="list-style-type: none"> • Projected income for a new job must be documented with one paystub or a non-revocable contract for employment.
Trust Income	<ul style="list-style-type: none"> • Trust income must continue for at least the first three years of the mortgage and must be documented with a copy of the Trust Agreement or other trustee statement.
Investment Income	<ul style="list-style-type: none"> • Investment income – proof of reoccurring monthly disbursement and account balance. Must be sufficient to last a minimum of 3 years.
Residual Income	<ul style="list-style-type: none"> • No Calculation Required
Borrower Identification	<ul style="list-style-type: none"> • Driver's license or current government/state issued ID • Foreign national government issued picture ID & Proof of valid TIN from IRS. TIN numbers to be verified through www.tincheck.com.