

Wholesale – Conventional, FHA, VA & USDA Fee Sheet



Lender fees are not applicable if you select the Lender Fee buyout.

| CONVENTIONAL FEES | | | | | | | | | |
|---|---|----------|--|--|--|--|---|--|-----------|
| Fee Description | (CA) | (NON-CA) | (TEXAS ONLY) | (NEW JERSEY ONLY**) | (NC Only) Loan >10,000 & < 300,000 | (WA Only) | (IA Only) | (ARK Only) | LE |
| Lender Underwriting | \$1070 | \$970 | \$850 | | | \$970 | | \$970 | Section A |
| Commitment Fee (NJ & NC) | | | | \$970 | \$970 | | | | Section A |
| Origination Fee (IA) | | | | | | | \$970 | | Section A |
| Attorney Fee (TX) | | | \$250 Cash Out \$100 Rate/Term \$100 Purchases | | | | | | Section B |
| Flood Cert. | \$ 10 | \$ 10 | \$ 10 | \$ 10 | \$ 10 | \$ 10 | | \$10 | Section B |
| Tax Service | \$ 85 | \$ 85 | \$ 85 | \$ 85 | \$ 85 | \$ 85 | | \$85 | Section B |
| Lender Credit | Enter full amount of YSP from Rate Sheet as a Credit to Borrower | | | | | | | | Section J |
| Broker Fees – Borrower Paid Comp Plan Option Only | | | | | | | | | |
| Broker Processing | \$1000 max | | | | | | \$1000 max *Caveat see Broker Origination Points section below. | | Section A |
| Broker Application (NJ & NC) | | | | \$1000 max | \$1000 max | | | | Section A |
| Broker Origination Points | 2.75% - Must be converted to the actual dollar amount so if the loan amount changes the origination fee stays constant. May not be charged on a "no cost" loan. | | | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a "no cost" loan. | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a "no cost" loan. | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a "no cost" loan. | *Max 2.00% of loan amount UNLESS both Processing and Origination Points are being charged then combined total cannot exceed 2.00% of the loan amount. May not be charged on a "no cost" loan. | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a "no cost" loan. | Section A |
| Discount Points (Charge) | Must be bona fide and buy down the rate | | | | Must be bona fide and buy down the rate | | | | Section A |

****New Jersey Fees:** Brokers may only collect an application fee and an origination fee as long as the fee is calculated as a percentage of the loan amount. All other fees are prohibited

NOTE: All fees are subject to state and federal high cost thresholds. If fees exceed these thresholds, the broker's fees will be expected to be renegotiated with the Borrower and reduced accordingly. All Lender and Third Party Fees must be included on initial LE. If applicable, Transfer Taxes must be included on the initial LE in Section E (Zero tolerance fee). Please contact Title to obtain the correct Transfer Taxes.

WesLend Non-QM Programs

Note: Lender fee buyout is available, please see rate sheet under WesLend Portfolio.

For WesLend Portfolio Programs (Non-QM) a flat fee of \$1590.00 is to be charged. Points and fees cannot exceed 5% of the loan amount. The points and fees limitation applies to all occupancy types. Applicable to the following programs and product codes:

Wholesale – Conventional, FHA, VA & USDA Fee Sheet



FHA*, VA*** & USDA**** FEES

| Fee Description | (CA) | (NON-CA) | (TEXAS ONLY) | (NEW JERSEY ONLY**) | (NC Only) | (WA Only) | (IA Only) | (ARK Only) | LE | |
|---|--|---|-----------------------------------|--|--|--|--|--|--|-----------|
| Lender Underwriting | \$1080 | \$860 | \$860 | | | \$860 | | \$860 | Section A | |
| Commitment Fee (NJ & NC) | | | | \$860 | \$0 | | | | Section A | |
| Origination Fee (IA) | | | | | | | \$860 | | Section A | |
| Attorney Fee (TX) | | | \$100 Purchase \$100 Rate/Term | | | | | | Section B | |
| Flood Cert. | \$ 10 | \$ 10 | \$ 10 | \$ 10 | \$ 10 | \$ 10 | | \$10 | Section B | |
| <ul style="list-style-type: none"> VA Only - VA FUNDING FEE | See VA FUNDING FEE CHART | | | | | | | | Section B | |
| Lender Credit | Enter full amount of YSP from Rate Sheet as a Credit to Borrower | | | | | | | | Section J | |
| Broker Fees – Borrower Paid Comp Plan Option Only | | | | | | | | | | |
| Broker Processing | | \$750 max | | | | | | \$750 max *Caveat see Broker Origination Points section below. | Section A | |
| Broker Application (NJ & NC) | | | | \$750 max | \$750 max | | | | Section A | |
| Broker Origination | | Fair and Reasonable | | Fair and Reasonable and must be calculated as a percentage of the loan amount. | Fair and Reasonable and must be calculated as a percentage of the loan amount. | Fair and Reasonable and must be calculated as a percentage of the loan amount. | Fair and Reasonable and must be calculated as a percentage of the loan amount. | *Max is 2.00% of loan amount unless both Processing and Origination Points are being charged then combined total cannot exceed 2.00% of the loan amount. | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a "no cost" loan. | Section A |
| Discount Points (Charge) | | Must be bona fide and buy down the rate | | | Must be bona fide and buy down the rate | | | | Section A | |
| <ul style="list-style-type: none"> USDA Only - Guarantee Fee | | See USDA Guarantee Fee Calculator The new fee structure for 2019 is as follows: <ul style="list-style-type: none"> 1.00 percent upfront guarantee fee for purchase and refinance transactions; and 0.35 percent annual fee for both purchase and refinance transactions. | | | | | | | Section B | |

Wholesale – Conventional, FHA, VA & USDA Fee Sheet



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| <p>VA Note: Itemized Fees and charges the veteran can pay that are reasonable and customary – These fees are not included in the 1% fee restriction noted to the right.</p> | | | | <p>Appraisal Fees, Recording Fees, Credit Report Fees, Prepaid Items (taxes, assessments), Hazard Insurance, Flood Zone Determination, Survey, Title Examination & Title Insurance, Special Mailing Fees (for Refi's only when saved per diem interest cost will exceed the cost of special handling), MERS Fee, VA Funding Fee.</p> <p style="text-align: center;">These fees are not included in the 1% fee restriction</p> |
| <p>VA Note: FEE's not to exceed 1% of the loan amount after adding the funding fee to the loan – if the funding fee is paid from loan proceeds. See items noted to the right.</p> | | | | <p>Lender's appraisals & Inspections, closing / settlement fees, document prep fees, preparing loan papers & conveyancing fees, attorney's fees (other than for Title Work), rate lock fee, overhead fee(stationery, phone calls, etc), escrow fee, notary / signing fees, commitment fees or marketing fees, application fees / processing fees, trustees fees or charges, broker fees, tax service fees.</p> <p style="text-align: center;">Broker Origination Fee and Lender fees must not exceed 1% of the loan amount.</p> |

***FHA Prohibited Fees:** Funding, Broker, Administration, Lender, and Tax Service (a seller credit is not acceptable for Broker or Administration fee)

****New Jersey Fees:** Brokers may only collect an application fee and an origination fee as long as the fee is calculated as a percentage of the loan amount. All other fees are prohibited

*****VA FEES:** The veteran can pay a maximum of: reasonable and customary amount for any or all of the Itemized Fees and Charges designated by VA, plus a one percent flat charge by the lender and reasonable discount points.

****** USDA FEES:** Note: Borrowers are prohibited from paying tax service fees.

NOTE: All fees are subject to state and federal high cost thresholds. If fees exceed these thresholds, the broker's fees will expected to be renegotiated with the Borrower and reduced accordingly. All Lender and Third Party Fees must be included on initial LE. If applicable, Transfer Taxes must be included on the initial LE in Section E (Zero tolerance fee). Please contact Title to obtain the correct Transfer Taxes.

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Wholesale – Conventional, FHA, VA & USDA Fee Sheet



FHA*, VA*** STREAMLINE FEES*

| Fee Description | (CA) | (NON-CA) | (TEXAS ONLY) | (NEW JERSEY ONLY**) | (NC Only) | (WA Only) | (IA Only) | (ARK Only) | LE |
|---|---|----------|-----------------|--|--|--|--|--|-----------|
| Lender Underwriting | \$495 | \$495 | \$595 | | | \$495 | | \$495 | Section A |
| Commitment Fee (NJ & NC) | | | | \$495 | \$0 | | | | Section A |
| Origination Fee (IA) | | | | | | | \$495 | | Section A |
| Attorney Fee (TX) | | | \$100 Rate/Term | | | | | | Section B |
| Flood Cert. | \$ 10 | \$ 10 | \$ 10 | \$ 10 | \$ 10 | \$ 10 | | \$10 | Section B |
| Lender Credit | Enter full amount of YSP from Rate Sheet as a Credit to Borrower | | | | | | | | Section J |
| Broker Fees – Borrower Paid Comp Plan Option Only | | | | | | | | | |
| Broker Processing | \$500 max | | | | | | \$500 max *Caveat see Broker Origination Points section below | | Section A |
| Broker Application (NJ & NC) | | | | \$500 max | \$500 max | | | | Section A |
| Broker Origination | FHA - Fair and Reasonable | | | Fair and Reasonable and must be calculated as a percentage of the loan amount. | Fair and Reasonable and must be calculated as a percentage of the loan amount. | Fair and Reasonable and must be calculated as a percentage of the loan amount. | *Max is 2.00% of loan amount unless both Processing and Origination Points are being charged then combined total cannot exceed 2.00% of the loan amount. | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a "no cost" loan. | Section A |
| Discount Points (Charge) | Must be bona fide and buy down the rate | | | | Must be bona fide and buy down the rate | | | | Section A |
| <ul style="list-style-type: none"> USDA Only - Guarantee Fee | See USDA Guarantee Fee Calculator The new fee structure for 2017 is as follows: <ul style="list-style-type: none"> 1.00 percent upfront guarantee fee for refinance transactions; and 0.35 percent annual fee for refinance transactions. | | | | | | | | Section B |
| VA Note: Itemized Fees and charges the veteran can pay that are reasonable and customary – These fees are not included in the 1% fee restriction noted to the right. | Appraisal Fees, Recording Fees, Credit Report Fees, Prepaid Items (taxes, assessments), Hazard Insurance, Flood Zone Determination, Survey, Title Examination & Title Insurance, Special Mailing Fees (for Refi's only when saved per diem interest cost will exceed the cost of special handling), MERS Fee, VA Funding Fee. These fees are not included in the 1% fee restriction | | | | | | | | |

Wholesale – Conventional, FHA, VA & USDA Fee Sheet



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|--|--|--|--|
| <p>VA Note: FEE's not to exceed 1% of the loan amount after adding the funding fee to the loan – if the funding fee is paid from loan proceeds. See items noted to the right.</p> | | | <p>Lender's appraisals & Inspections, closing / settlement fees, document prep fees, preparing loan papers & conveyance fees, attorney's fees (other than for Title Work), rate lock fee, overhead fee(stationery, phone calls, etc), escrow fee, notary / signing fees, commitment fees or marketing fees, application fees / processing fees, trustees fees or charges, broker fees, tax service fees.</p> <p style="text-align: center;">Broker Origination Fee and Lender fees must not exceed 1% of the loan amount.</p> |
|--|--|--|--|

***FHA Prohibited Fees:** Funding, Broker, Administration, Lender, and Tax Service (a seller credit is not acceptable for Broker or Administration fee)

****New Jersey Fees:** Brokers may only collect an application fee and an origination fee as long as the fee is calculated as a percentage of the loan amount. All other fees are prohibited

*****VA FEES:** The veteran can pay a maximum of: reasonable and customary amount for any or all of the Itemized Fees and Charges designated by VA, plus a one percent flat charge by the lender and reasonable discount points.

****** USDA FEES:** Note: Borrowers are prohibited from paying tax service fees.

NOTE: All fees are subject to state and federal high cost thresholds. If fees exceed these thresholds, the broker's fees will expected to be renegotiated with the Borrower and reduced accordingly. All Lender and Third Party Fees must be included on initial LE. If applicable, Transfer Taxes must be included on the initial LE in Section E (Zero tolerance fee). Please contact Title to obtain the correct Transfer Taxes.

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Wholesale – Conventional, FHA, VA & USDA Fee Sheet



JUMBO – Non Conforming Program (Code 3000 - series)

| Fee Description | (CA) | (NON-CA) | (TEXAS ONLY) | (NEW JERSEY ONLY**) | (NC Only) Loan | (WA Only) | (IA Only) | (ARK Only) | LE |
|--|--|---|--|--|--|--|--|--|-----------|
| Lender Underwriting | \$1470 | \$1070 | \$980 | | | \$1070 | | \$1070 | Section A |
| Commitment Fee (NJ & NC) | | | | \$1070 | \$1070 | | | | Section A |
| Origination Fee (IA) | | | | | | | \$1070 | | Section A |
| Attorney Fee (TX) | | | \$100 Purchases \$250 Cash Out \$100 Rate/Term | | | | | | Section B |
| Flood Cert. | \$ 10 | \$ 10 | \$ 10 | \$ 10 | \$ 10 | \$ 10 | | \$10 | Section B |
| Tax Service | \$ 85 | \$ 85 | \$ 85 | \$ 85 | \$ 85 | \$ 85 | | \$85 | Section B |
| Lender Credit | Enter full amount of YSP from Rate Sheet as a Credit to Borrower | | | | | | | | Section J |
| Broker Fees – Borrower Paid Comp Plan Option Only | | | | | | | | | |
| Broker Processing | | \$1000 max | | | | | \$1,000 max *Caveat see Broker Origination Points section below | \$1000 max | Section A |
| Broker Application (NJ & NC) | | | | \$1000 max | \$1000 max | | | | Section A |
| Broker Origination Points | | 2.75% - Must be converted to the actual dollar amount so if the loan amount changes the origination fee stays constant. May not be charged on a “no cost” loan. | | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a “no cost” loan. | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a “no cost” loan. | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a “no cost” loan. | *Max is 2.00% of loan amount unless both Processing and Origination Points are being charged then combined total cannot exceed 2.00% of the loan amount. | 2.75% - Must be calculated as a percentage of the loan amount. May not be charged on a “no cost” loan. | Section A |
| Discount Point (Charge) | Must be bona fide and buy down the rate | | | | Must be bona fide and buy down the rate | | | | Section A |

****New Jersey Fees:** Brokers may only collect an application fee and an origination fee as long as the fee is calculated as a percentage of the loan amount. All other fees are prohibited

NOTE: All fees are subject to state and federal high cost thresholds. If fees exceed these thresholds, the broker's fees will expected to be renegotiated with the Borrower and reduced accordingly. All Lender and Third Party Fees must be included on initial LE. If applicable, Transfer Taxes must be included on the initial LE in Section E (Zero tolerance fee). Please contact Title to obtain the correct Transfer Taxes.