

**STANDARD PROGRAM PRICING ADJUSTMENTS**

**CORRESPONDENT**

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**PLEASE NOTE**

- 1). \*\* = Revision
- 2). FN = FNMA / FH = FHLMC / AUS = AUTO. UW (DU & LP)
- 3). ESCROW WAIVER FEE: < = 80%: -0.250 Price  
Calif Only < 90%: -0.125 Price

**Neighborhood Funding, Inc.**

Revision Date: 6/10/2004

Revision #: 2004005

- 4). Adjustments applicable to all Conventional loans:  
Loan amounts < \$60,000: -0.250 Price  
Loan amounts < \$35,000: -1.000 Price  
Loan amounts < \$25,000: -2.000 Price
- 5). Maximum price is 103.25 unless otherwise noted

**CONFORMING FNMA / FHLMC 30 & 15 YR FIXED RATE & ARM ALT**

**PROGRAM CODES:**

<b>C30FX:</b> 30 YR FIXED	<b>C15FX:</b> 15 YR FIXED
<b>C30SH:</b> 30 YR Second Home	<b>C15SH:</b> 15 YR Second Home
<b>C30NO:</b> 30 YR Non Owner	<b>C15NO:</b> 15 YR Non Owner
<b>C20FX:</b> 20 YR FIXED	<b>C10FX:</b> 10 YR FIXED
<b>C20SH:</b> 20 YR Second Home	<b>C10SH:</b> 10 YR Second Home
<b>C20NO:</b> 20 YR Non Owner	<b>C10NO:</b> 10 YR Non Owner
<b>FNFLX3:</b> FLEX 97 30 YR	<b>FNFLX5:</b> FLEX 97 15 YR
<b>ALT973:</b> ALT 97 30 YR	<b>CHB32:</b> COMM HM BYR 3/2
<b>ALT975:</b> ALT 97 15 YR	<b>CHB97:</b> COMM HM BYR 97
<b>ALT103:</b> FHLMC 100 30 YR	<b>CH1003:</b> My Community 100% 30 YR
<b>ALT105:</b> FHLMC 100 15 YR	<b>CH1005:</b> My Community 100% 15 YR
<b>GOLD97:</b> AFF GOLD 97	<b>CH9730:</b> My Community 97%
<b>FX1003:</b> 100% FN FLEX 30 YR	<b>CH2U30:</b> My Community, 2 unit
<b>FX1005:</b> 100% FN FLEX 15 YR	<b>CH3430:</b> My Community, 3-4 unit
<b>FLXCM3:</b> 30 yr FLEX w/100% combo	<b>CHT97:</b> My Community, Teacher 97
<b>FLXCM5:</b> 15 yr FLEX w/100% combo	<b>CHT100:</b> My Community, Teacher 100
<b>C30FXI:</b> Interest First 30 year	<b>CH2UT3:</b> My Community, Teacher 95, 2 unit
<b>HLP100:</b> Seof Help 100*	<b>CHPLS3:</b> My Community Plus, 30 year
* Call for quotes	<b>CHPLS5:</b> My Community Plus, 15 year

**Agency Express Products:**

<b>C30NIV:</b> 30 YR NO INCOME	<b>C15NIV:</b> 15 YR NO INCOME
<b>C30NR:</b> 30 YR NO RATIO	<b>C15NR:</b> 15 YR NO RATIO
<b>C30NNR:</b> 30 YR NO RATIO NON O/O	<b>C15NNR:</b> 15 YR NO RATIO NON O/O
<b>C30NNI:</b> 30 YR NO INC NON O/O	<b>C15NNI:</b> 15 YR NO INC NON O/O

**PRICING ADJUSTMENTS (Adjustments are cumulative):**

Loan Amts \$100,000 - \$124,999:	+0.125	Price
Loan Amts \$125,000 - \$174,999:	+0.250	Price
Loan Amts \$175,000 - \$333,700:	+0.375	Price
20 yr (excludes c20fx, c20sh, c20no):	+0.250	to 30 yr Price
CLTV > 90%:	-0.250	Price
2 unit with LTV > 90%:	-0.500	Price
FN Alt 97: w/ 35% MI	-0.500	Price
FN Flex 97: w/ 18% MI	-1.750	Price
FN Flex 97: w/ 35% MI	-0.500	Price
FN Flex 100: w/ 25% MI	-1.500	Price
FN Flex 100: w/ 35% MI	-1.000	Price
30 & 15 yr Flex w/100% Combo:	-1.500	Price
MyCommunity 97, 100 or 2 unit:	+0.375	Price
MycCommunity 3-4 unit:	+0.500	Price
MyCommunity Teacher:	+0.375	Price
MyCommunity 100 Plus:	+0.500	Price
FHLMC 100 (15 Year):	-0.750	Price
FHLMC 100 (30 Year):	-1.000	Price
Buydowns other than ARM ALT*: 30, 25, 20 yr	-0.250	Price
Properties located in FL: 30 & 15 yr	+0.125	Price
Properties located in TX: 31 & 15 yr	+0.250	Price
No Income w/LTV <= 75%:	+0.250	Price
No Income w/LTV > 75%:	+0.500	Price
No Ratio w/LTV <= 75%:	+0.375	Price
No Ratio w/LTV > 75%:	+0.625	Price
Cash Out, 70.01 - 80%:	-0.500	Price
Cash Out, 80.01 - 90%:	-0.750	Price
Nonowner <=75%:	-1.500	Price
Nonowner 75.01 - 80%:	-2.000	Price
Nonowner 80.01 - 90%:	-2.500	Price
Interest First Feature:	+0.250	Price
Interest First w/ LTV > 90%:	-0.250	Price
Interest First w/ subordinate financing & LTV . 75%:	-0.250	Price

\* Cannot be locked at website

**CONFORMING FNMA / FHLMC 7 & 5 YR BALLOON**

**PROGRAM CODES:**

<b>BALL7:</b> 7 YR BALLOON	<b>BALL5:</b> 5 YR FH BALLOON
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**GENERAL PRICING ADJUSTMENTS (Adjustments are cumulative):**

California Condo's: FHLMC	-1.000	Price
LVs 90.01 - 95%:	-0.500	Price
2 unit, LTV 90.01 - 95%:	-0.500	Price
CLTV > 90%:	-0.250	Price
Cash Out 70.01 - 80%:	-0.500	Price
Cash Out 80.01 - 90%:	-0.750	Price
Nonowner <= 75%:	-1.500	Price
Nonowner 75.01 - 80%:	-2.000	Price
Nonowner 80.01 - 90%:	-2.500	Price

**KEY JUMBO - 10 & 15 YR FIXED RATE**

**PROGRAM CODES:**

<b>KEY30:</b> 30 Yr Fixed Rate	<b>KEY15:</b> 15 Yr Fixed Rate
<b>PRICING ADJUSTMENTS:</b>	
Cash Out:	-0.250 Price
LTV's <=70%:	+0.250 Price
LTV's > 90%:	-0.500 Price
Second Home:	+0.125 Price
Condo's: mid rise(5-8)	-0.375 Price
Condo's: mid rise(>8)	-0.750 Price
Loan Amts > \$650,000:	-0.500 Price
Properties Located in FL:	+0.125 Price
Properties Located in TX:	+0.250 Price

**REGAL 30 YEAR FIXED RATE**

**PROGRAM CODES:**

Call for quotes and adjustments on condotels

<b>RGL30F:</b> 30 Yr, Full/Alt Doc	
<b>RGL30N:</b> 30 yr, No MI	
<b>RGL30L:</b> 30 yr, No Income	
<b>PRICING ADJUSTMENTS:</b>	
LTV's <=70%: Improvement	+0.500 Price
LTV's > 90%:	-1.125 Price
2 unit:	-0.500 Price
Second Home:	-0.500 Price
Cash Out Refinance:	-0.250 Price
Loan Amts > \$650,001 to \$1,000,000:	-0.375 Price
Self Insured - No MI Option:	+0.375 Price
No Income Verification:	-0.250 Price
Temp buydowns > 80%: w/NO MI	-1.000 Price
Properties Located in FL:	+0.125 Price
Properties Located in TX:	+0.250 Price

**HANOVER COMBO / 2nd MORTGAGE PRODUCT**

**PROGRAM CODES:**

<b>CMBO30:</b> CLTV 90% - 30 yr	<b>CMBL30:</b> Jumbo 90% - 30 yr
<b>CMBO15:</b> CLTV 90% - 15 yr	<b>CMBJ15:</b> Jumbo 90% - 15 yr
<b>CMB953:</b> CLTV 95% - 30 yr	<b>CCASH3:</b> Cash Out 30 yr 90%
<b>CMB955:</b> CLTV 95% - 15 yr	<b>CCASH5:</b> Cash Out 15 yr 90%
<b>CMB100:</b> CLTV 100% - 30 yr	<b>CSHAG3:</b> Cash Out 1st & 2nd, 30 yr
<b>CMP953:</b> Preferred 95% - 30 yr	<b>CSHAG5:</b> Cash Out 1st & 2nd, 15 yr
<b>CMP955:</b> Preferred 95% - 15 yr	<b>CSH953:</b> Cash Out 30 yr 95%
<b>CM953Z:</b> 30 yr CLTV 95% < 660	<b>CSH955:</b> Cash Out 15 yr 95%
<b>CMBO3Z:</b> 30 yr CLTV 90% < 660	<b>CS903L:</b> Cash Out 30 yr 90%, NIV
<b>CM955Z:</b> 15 yr CLTV 95% < 660	<b>CS905L:</b> Cash Out 15 yr 90%, NIV
<b>CMBO5Z:</b> 15 yr CLTV 90% < 660	
<b>CM903L:</b> 30 yr 90% NIV	
<b>CM905L:</b> 15 yr 90% NIV	
<b>CM953L:</b> 30 yr 95% NIV	
<b>CM955L:</b> 15 yr 95% NIV	
<b>PRICING ADJUSTMENTS:</b>	
Cash Out:	+0.125 Price
Cumm Loan Amt > \$660,000:	+0.375 Price
NIV Documentation:	+0.250 Price

**THE MAXIMIZER**

**PROGRAM CODES:**

<b>mc1033:</b> 30 yr. 103% LTV	<b>MC1031:</b> Interest Only 30 yr. 103% LTV
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**PRICING ADJUSTMENTS:**

Loan Amt <= \$333,700: Improvement	+0.125	Price
Condo's <= 4 Storeis:	-1.000	Price
Condo's > 4 Stories:	-1.250	Price

**FHA / VA 30 & 15 YR FIXED RATE & ARMS**

**PROGRAM CODES:**

<b>F30FX:</b> FHA 30 yr Fixed	<b>V30FX:</b> VA 30 yr Fixed
<b>F15FX:</b> FHA 15 yr Fixed	<b>V15FX:</b> VA 15 yr Fixed
<b>FHA1:</b> FHA 1 yr ARM	
<b>F31TA:</b> FHA 3 yr ARM	<b>V31TA:</b> VA 3 yr ARM **
<b>F51TA:</b> FHA 5 yr ARM	<b>V51TA:</b> VA 5 yr ARM **

**PRICING ADJUSTMENTS:**

Loan Amounts < \$60,000:	-0.250	Price
Loan Amounts < \$50,000:	-0.500	Price
Loan Amounts < \$40,000:	-0.750	Price
Buydowns other than ARM ALT* 30 year	-1.125	Price
* Cannot be locked at website		
Max Price is 104.00		

**STANDARD PROGRAM PRICING ADJUSTMENTS**

**Neighborhood Funding, Inc.**

**CORRESPONDENT**

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Calif Only < 90%: -0.125 Price

- 4). Adjustments applicable to all Conventional loans:  
Loan amounts < \$60,000: -0.250 Price  
Loan amounts < \$35,000: -1.000 Price  
Loan amounts < \$25,000: -2.000 Price
- 5). Maximum price is 103.25 unless otherwise noted

**JUMBO LIBOR 3/1 & 5/1 ARM**

**PROGRAM CODES:**

<b>LBR5:</b> 5/1 ARM	<b>LBR3:</b> 3/1 ARM
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**PRICING ADJUSTMENTS (Adjustments are cumulative):**

LTVs 90.01 - 95%:	-1.000	Price
Second Home:	-0.250	Price
Condos > 4 stories:	-1.000	Price
Cash Out Refinance LTV >70%:	-0.250	Price
Loan Amount > \$650,000:	-0.250	Price
Escrow waiver (max 80% LTV):	-0.125	Price

**AFFORDABLE HOUSING \* Cannot be locked at website**

**PROGRAM CODES:**

<b>AFFX30:</b> 30 year	<b>AFFX15:</b> 15 year
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Max price is 102.000

Only available in certin census tracts or specified locations.  
Call the Hanover for further information.

**AFFORDABLE COMBO 2nd MORTGAGE**

\* Cannot be locked at Website

**CMB CRA:** 10 year

Must be used in conjunction with AFFX30 or AFFX15

Rate and price are the same as first mortgage, AFFX30 or AFFX15 if both loans are locked on the same ratesheet.

Only available in certain census tracts or specified locations. Call Hanover for further information.

**AGENCY 3/1, 5/1 and 7/1 ARMs**

**PROGRAM CODES:**

<b>FN31A:</b> 3/1 ARM	<b>FN51A:</b> 5/1 ARM
<b>FN31SH:</b> 3/1 ARM Second Home	<b>FN51SH:</b> 5/1 ARM Second Home
<b>FN31NO:</b> 3/1 ARM Non Owner	<b>FN51NO:</b> 5/1 ARM Non Owner
<b>FN31A:</b> 3/1 ARM Interest First	<b>FN51AI:</b> 5/1 ARM Interest First
<b>FN71A:</b> 7/1 ARM	<b>FX9751:</b> 5/1 ARM FN Flex 97
<b>FN71SH:</b> 7/1 ARM Second Home	<b>F10051:</b> 5/1 ARM FN Flex 100
<b>FN71NO:</b> 7/1 ARM Non Owner	<b>FXCM51:</b> 5/1 ARM Flex w/100% combo
<b>CHT700:</b> MyCommunity, Teacher 100	<b>CH1007:</b> My Community 100% 7/1
<b>CHT797:</b> MyCommunity, Teacher 97	<b>CH9707:</b> My Community 97% 7/1
<b>CH2UT7:</b> MyCommunity, Teacher 95, 2 unit	<b>CH2U71:</b> My Community 2 unit 7/1
<b>FN7NIV:</b> 7/1 ARM No Income	<b>CH3471:</b> My Community 3-4 units 7/1
<b>FN7NR:</b> 7/1 ARM No Ratio	<b>CHPLS7:</b> 7/1 My Community 100 Plus
<b>FN7NNI:</b> 7/1 ARM No Inc. Non Owner	<b>FX977:</b> 7/1 ARM FN Flex 97
<b>FN7NNR:</b> 7/1 ARM No Ratio, Non Owner	<b>FX1007:</b> 7/1 ARM FN Flex 100
	<b>FLXCM7:</b> 7/1 ARM Flex w/100% combo

**PRICING ADJUSTMENTS (Adjustments are cumulative)**

LTVs 90.01-95%:	-0.250	Price
CLTV > 90%:	-0.250	Price
2 unit, LTVs 90.01-95:	-0.500	Price
7/1 ARM FN Flex 97: w / 18% MI	-1.750	Price
7/1 ARM FN Flex 97: w / 35% MI	-0.500	Price
7/1 ARM FN Flex 100: w / 25% MI	-1.500	Price
7/1 ARM FN Flex 100: w / 35% MI	-1.000	Price
7/1 ARM Flex w/100% combo:	-1.500	Price
5/1 ARM FN Flex 97: w / 18% MI	-2.000	Price
5/1 ARM FN Flex 97: w / 35% MI	-0.750	Price
5/1 ARM FN Flex 100: w / 25% MI	-1.750	Price
5/1 ARM FN Flex 100: w / 35% MI	-1.250	Price
5/1 ARM Flex w/100% combo:	-1.500	Price
FN Community 100, 97 & 2 unit and Teacher:	+0.375	to Rate & Margin and -0.25 from Price
FN Community 3-4 Unit & Community 100% Plus:	+0.500	to Rate & Margin and -0.25 from Price
No Income w/LTV <= 75%:	+0.250	Rate & Margin
No Income w/LTV > 75%:	+0.500	Rate & Margin
No Ratio w/LTV <= 75%:	+0.375	Rate & Margin
No Ratio w/LTV > 75%:	+0.625	Rate & Margin
Cash Out, 70.01 - 80%:	-0.500	Price
Cash Out, 80.01 - 90%:	-0.750	Price
Nonowner LTV <= 75%:	-1.500	Price
Nonowner LTV 75.01-80%:	-2.000	Price
Nonowner LTV 80.01-90%:	-2.500	Price
3/1 & 5/1 InterestFirst Feature:	+0.250	Price
3/1 & 5/1 InterestFirst w/subordinate financing & LTV > 75%:	-0.250	Price

**HANOVER PORTFOLIO ARMS**

**PROGRAM CODES:**

	Conforming & noncoform	103% Option	Interest Only	Non_Warrantable Condo
<b>1 yr:</b>	PAL1	PAL13	PAL11	PAL1N
<b>3/1 yr:</b>	PAL3	PAL33	PAL31	PAL3N
<b>5/1 yr:</b>	PAL5	PAL53	PAL51	PAL5N
<b>7/1 yr:</b>	PAL7	PAL73	PAL71	PAL7N
<b>10/1 yr:</b>	PAL10	PA1003	PAL101	PAL10N
<b>1 Month Libor:</b>	RLS1M	RLS1M3	RLS1M	RLS1MN
<b>6 Month Libor:</b>	RLS6M	RLS6M3	RLS6M	RLS6MN

Non-Warrantable Interest Only

PAL1IN	<b>1 Month Libor cannot be locked at website</b>
PAL3IN	<b>6 Month Libor cannot be locked at website</b>
PAL5IN	
PAL7IN	
PA10IN	
RL1MIN	
RL6MIN	

**PRICING ADJUSTMENTS (Adjustments are cumulative)**

Loan Amount > \$650,000:	<b>NO CHARGE</b>
103% LTV:	+0.125 Rate (* & Margin)
Cash Out Refinance:	-0.250 Price
Interest Only 1, 3, 5, 7 & 10 year:	<b>NO CHARGE</b>
Non Owner Occupied:	+0.375 Rate & Margin
Non-Warrantable Condo:	+0.250 Rate (* & Margin)
Foreign National:	+0.250 Rate (* & Margin)

\*Margin adjustment only applicable to 1 & 6 month Libor products, except Non Owner Occupied properties

Max price for 1 month, 6 month, 3 yr, 5 yr, 7 yr, & 10 yr: 102.250

Max price for 1 year: 102.125

**ADD ONS FOR LOAN AMOUNTS > \$650,000 AND INTEREST ONLY HAVE BEEN ELIMINATED!!!**

**STANDARD PROGRAM PRICING ADJUSTMENTS**

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Calif Only < 90%: - 0.125 Price

**EZ OPTIONS LOAN PROGRAM**

**PROGRAM CODES:**

**FIXED:**

- |   |   |
|---|---|
| <b>JA30FD:</b> 30 yr Full/Alt Doc               | <b>JA15FD:</b> 15 yr Full/Alt Doc               |
| <b>JA30NI:</b> 30 yr No Income Verification     | <b>JA15NI:</b> 15 yr No Income Verification     |
| <b>JA30NM:</b> 30 yr Full/NIV - No MI           | <b>JA15NM:</b> 15 yr Full/NIV - No MI           |
| <b>JA30NR:</b> 30 yr No Ratio                   | <b>JA15NR:</b> 15 yr No Ratio                   |
| <b>JA30RM:</b> 30 yr No Ratio - No MI           | <b>JA15RM:</b> 15 yr No Ratio - No MI           |
| <b>J30FDI:</b> 30 yr Full/Alt Doc Interest Only | <b>J15FDI:</b> 15 yr Full/Alt Doc Interest Only |
| <b>J30NII:</b> 30 yr NIV Interest Only          | <b>J15NII:</b> 15 yr NIV Interest Only          |

**ARMS:**

- |   |  |
|---|--|
| <b>J31AFD:</b> 3/1 Full/Alt Doc           | <b>J51AFD:</b> 5/1 Full/Alt Doc            |
| <b>J31ANI:</b> 3/1 No Income Verification | <b>J51ANI:</b> 5/1 No Income Verification  |
| <b>J31ANR:</b> 3/1 No Ratio               | <b>J51ANR:</b> 5/1 No Ratio                |
| <b>J31AFI:</b> 3/1 Full/Alt Interest Only | <b>J51AFI:</b> 5/1 Full/Alt Interest Only  |
| <b>J31NII:</b> 3/1 NIV Interest Only      | <b>J51NII:</b> 5/1 NIV Interest Only       |
| <b>J71AFD:</b> 7/1 Full/Alt Doc           | <b>J10AFD:</b> 10/1 Full/Alt Doc           |
| <b>J71ANI:</b> 7/1 No Income Verification | <b>J10ANI:</b> 10/1 No Income Verification |
| <b>J71ANR:</b> 7/1 No Ratio               | <b>J10ANR:</b> 10/1 No Ratio               |
| <b>J71AFI:</b> 7/1 Full/Alt Interest Only | <b>J10AFI:</b> 10/1 Full/Alt Interest Only |
| <b>J71NII:</b> 7/1 NIV Interest Only      | <b>J10NII:</b> 10/1 NIV Interest Only      |

**PRICING ADJUSTMENTS (Adjustments are cumulative):**

	LTV Range					
	<=60%	60.01-70.00	70.01-80.00	80.01-85.00	85.01-90.00	90.01-95.00
Loan Amt <= 75,000:	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Loan Amt 333,701 to 400,000:	-0.375	-0.375	-0.500	-0.750	-1.000	-1.250
Loan Amt 401,000 to 650,000:	-0.500	-0.500	-0.625	-0.875	-1.250	-1.375
Loan Amt 650,000 to 1,000,000:	-1.000	-1.000	-1.250	N/A	N/A	N/A
Loan Amt 1,000,000 to 2,000,000:	-1.250	-1.750	-2.250	N/A	N/A	N/A
Low LTV (Improvement)	+0.500	+0.250	N/A	N/A	N/A	N/A
Cash Out Refi:	-0.250	-0.250	-0.500	-0.750	-1.000	-1.250
2 Unit Properties:	-0.250	-0.250	-0.250	-0.500	-0.500	-0.500
3 & 4 Unit Properties:	-0.750	-0.750	-0.750	-1.000	-1.250	N/A
Low Rise (<=4 Flrs) Condo:	-0.250	-0.250	-0.500	-0.500	-0.500	-0.500
High Rise (>4 Flrs) Condo:	-1.000	-1.000	-1.250	-1.250	-1.250	-1.500
Second Homes:	-0.750	-0.750	-0.750	-1.000	-1.250	-1.500
Non Owner Occupied:	-0.750	-0.750	-1.000	-1.500	-2.000	N/A
No Mortgage Insurance (MI):	N/A	N/A	N/A	-1.500	-2.500	-3.125
No Income Verification:	-0.375	-0.375	-0.625	-0.875	-0.875	-1.500
No Ratio:	-0.625	-0.625	-0.750	-1.250	-1.250	-2.000
Foreign National:	-0.500	-0.500	-0.500	N/A	N/A	N/A
Non Warrantable Condos & Condotels:	-1.250	-1.250	-1.750	-1.750	-1.750	-1.750
InterestOnly (Full & NIV only):	-0.125	-0.125	-0.125	-0.125	-0.125	-0.125

**MAX PRICE: 101.750**  
**30 DAY LOCKS ONLY**