

| LOCK INFORMATION  |   |                         |  |                                  |
|---|---|-------------------------|--|----------------------------------|
| Rate Sheet  | <a href="http://www.mnhousing.gov">www.mnhousing.gov</a>  |                         |  |                                  |
| Locking a Loan  | Lock loans using Minnesota Housing's <a href="#">Loan Commitment System</a> . Refer to the <a href="#">Homeownership System Guide</a> for instructions and <a href="#">the Loan Commitment System webpage</a> for additional resources.   |                         |  |                                  |
| Lock Availability   | <ul style="list-style-type: none"> <li>Loans can be locked:               <ul style="list-style-type: none"> <li>Monday – Thursday by 10:00 a.m. until 8:00 p.m.</li> <li>Friday by 10:00 a.m. until 5:00 p.m.</li> </ul> </li> <li>Loans cannot be locked:               <ul style="list-style-type: none"> <li>From 8:00 p.m. Monday – Thursday until rates are posted by 10:00 a.m. the following business day</li> <li>From 5:00 p.m. Friday until rates are posted by 10:00 a.m. the following business day</li> <li>From 5:00 p.m. on the weekday prior to an Agency holiday until rates are posted by 10:00 a.m. the following business day</li> </ul> </li> </ul> |                         |  |                                  |
| Rate Lock Period  | <b>Program</b>  | <b>Rate Lock Period</b> | <b>Loan Delivery</b>   |                                  |
|   | Start Up  | 60 days                 | Loan must be delivered to servicer or extended by the date of expiration |                                  |
|   | Step Up   |                         |  |                                  |
| <ul style="list-style-type: none"> <li>Rate lock period is counted in consecutive calendar days, including weekends and holidays. If lock expires on a weekend or holiday, lock is extended to the next business day.</li> <li>Locks expire at 8:00 p.m. (CST) on the day of expiration</li> <li>The rate lock period applies to both existing properties and new construction</li> </ul> |   |                         |  |                                  |
| Lock Changes  | <ul style="list-style-type: none"> <li>Rates are based on the original lock date</li> <li>You may not change the borrower or property on the lock</li> <li>For product or program changes, follow the instructions in the <a href="#">Homeownership System Guide</a>. For other updates or changes, contact the <a href="#">Partner Solutions Team</a>.</li> </ul>  |                         |  |                                  |
| Lock Cancellations  | <ul style="list-style-type: none"> <li>Lenders can cancel loans in the Loan Commitment System.</li> <li>Minnesota Housing must approve any re-locks for the same borrower and property within 60 days of the original lock date.</li> <li>Re-locks within the original lock period are subject to the <b>higher</b> of the original rate and price, or the rate and price at the time of re-lock.</li> <li>If a lock has <b>expired</b>, the rate to re-lock the same borrower and property would be the current pricing available (not subject to worst-case pricing).</li> </ul>  |                         |  |                                  |
| Lock Extensions   | <b>Program</b>  | <b>30-Day Extension</b> | <b>15-Day Extension</b>  | <b>Pass fees on to borrower?</b> |
|   | Start Up  | 1/2 point               | 1/4 point  | No                               |
|   | Step Up   | 1/2 point               | 1/4 point  | Yes                              |

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| <p style="text-align: center;"><b>Lock Extensions<br/>(continued)</b></p> | <ul style="list-style-type: none"> <li>• Request a rate lock extension in our Loan Commitment System at any time through the date of expiration. See the <a href="#">Homeownership System Guide</a> for instructions.</li> <li>• Rate lock extension options <ul style="list-style-type: none"> <li>○ 15 day extension <ul style="list-style-type: none"> <li>▪ Maximum of two 15-day extensions</li> </ul> </li> <li>○ 30 day extension <ul style="list-style-type: none"> <li>▪ Maximum of one 30-day extension</li> <li>▪ If your loan is received by the servicer within 15 days of the extension period, the cost is reduced by half</li> </ul> </li> </ul> </li> <li>• Loans delivered past the extension expiration date will incur a 1/4 point fee every 15 days until the servicer receives the loan package</li> <li>• Servicer will deduct fee from final purchase price of the loan at the time of purchase</li> <li>• Extension fee waived for Start Up short-sale or bank-owned property</li> </ul> |
| <p style="text-align: center;"><b>Lock Transfer to New Lender</b></p>     | <ul style="list-style-type: none"> <li>• Contact the <a href="#">Partner Solutions Team</a> to transfer a lock. <ul style="list-style-type: none"> <li>○ Originating lender must provide a written request and explanation for the transfer; and</li> <li>○ New lender must provide written acceptance of the lock terms; and</li> <li>○ Minnesota Housing must approve the transfer.</li> </ul> </li> </ul>  |

| FEE AND PRICING INFORMATION   |   |
|---|---|
| SERVICER FEES   |   |
| <p>U.S. Bank Home Mortgage - HFA Division, Minnesota Housing's Mortgage Loan Program servicer, applies the following fees to Start Up and Step Up loans. Lenders should refer to the underlying product guidelines regarding passing fees onto the borrower and follow industry-standard disclosure requirements:</p> |   |
| <p><b>First Mortgage Loans</b></p>  | <p>Tax Service Fee is \$ 84.00</p>                        |
| <p><b>Monthly Payment Loans<br/>(Second Mortgage)</b></p>   | <p>\$175 Servicing Fee (one-time fee paid at closing)</p> |

| ALLOWABLE FEES  |   |
|---|---|
| <b>Downpayment and Closing Loans</b>  | <p>No fees may be charged by the lender on any of our downpayment and closing cost loans. Allowable third party fees may include:</p> <ul style="list-style-type: none"> <li>• Title company settlement fee</li> <li>• Monthly Payment Loan servicing fee (see above)</li> <li>• Recording fees</li> <li>• Conservation fund fees</li> <li>• Mortgage Registration Tax charged to the borrower on downpayment and closing cost loans.</li> </ul>  |
| Pricing Options   | Details   |
| <b>1.5% SRP</b>   | <ul style="list-style-type: none"> <li>• Lender may charge either a 1% origination fee or a 1% discount point in accordance with industry standard mortgage regulations</li> <li>• Lender receives a 1.5% SRP (less any hold fees or extension fees) from the servicer</li> <li>• Available with all programs, products and options</li> </ul>  |
| <b>2.5% SRP</b>   | <ul style="list-style-type: none"> <li>• Lender cannot charge an origination fee or discount point.</li> <li>• Lender receives a 2.5% SRP (less any hold fees or extension fees) from the servicer</li> <li>• Available with Start Up and Step Up 30-year mortgages (Government, HFA Preferred™, HFA Advantage®)</li> <li>• Not available with 15-year loans, HFA Preferred Risk Sharing™ or Upfront Paid MI loans</li> </ul>   |
| <b>3.5% SRP<br/>Upfront Paid Mortgage Insurance (UPMI)<br/><a href="#">See Examples</a></b> | <ul style="list-style-type: none"> <li>• Available with conventional insured loans</li> <li>• Lender may charge either a 1% origination fee or a 1% discount point in accordance with industry standard mortgage regulations</li> <li>• Lender receives a 3.5% SRP (less any hold fees or extension fees) from the servicer</li> <li>• Lender retains no more than 1.5% SRP as lender compensation</li> <li>• If structured as upfront BPMI, 2.0% SRP must be applied at closing as a lender credit.</li> <li>• If structured as upfront LPMI, and the cost is less than 2.0%, the difference must be applied at closing as a lender credit. <a href="#">See examples</a> for further clarification.</li> <li>• Any additional MI cost charged to the borrower should not be labeled as a “Minnesota Housing” or “mortgage revenue bond” fee and should be disclosed per industry standard requirements.</li> </ul> |

## HOLD FEES

The servicer will notify the lender of deficiencies, if any. The lender must clear deficiencies as quickly as possible. The servicer will apply fees until the loan is cured. Fees are calculated based on the number of calendar days from notification of the deficiency to cure. The servicer will deduct hold fees from the purchase price of the loan.

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| <b>Initial File Review</b> | Grace period  |
| <b>Days 1-10</b>           | Grace period (no fee for 10 calendar days after deficiencies are posted)  |
| <b>Days 11-24</b>          | 1/8 point of the loan amount (an additional 1/8 point will accrue for every 14 calendar day period until file is purchased) |

## LOAN PURCHASE

The servicer's \$400 Funding Fee is incorporated into the interest rate. Do not charge this fee to the borrower. The servicer will purchase and disburse funds for the following loans that have closed and been "True and Certified" through Minnesota Housing's Loan Commitment System, and have met servicer purchase criteria:

- **First mortgage loans** - less any extension or hold fees, and
- **Second mortgage loans** - if applicable

**Questions, Concerns, or Requests:** Contact the [Partner Solutions Team](#) or 651.296.8215/800.710.8871 between 8:00 a.m. and 5:00 p.m. on business days. The Partner Solutions Team will respond within two hours during the business day.