

Third Party Origination Product Snapshot

Freddie Mac CHOICEHome

The Freddie Mac CHOICEHome program offered by Cardinal Financial finances a type of Manufactured Home with aesthetics, architectural elements and dwelling specifications that exceed the minimum standards required for HUD-coded manufactured homes. These factory-built properties have features comparable to conventional, site-built properties.

Fixed-Rate Purchase and Limited Cash-out Refinance			
Occupancy	Loan Type	LTV/CLTV	Property Type
Primary Residence	Fixed Rate (except Home Possible and HomeOne)	95% / 95%	Multi-Width Manufactured Home (1-unit)
	Home Possible and HomeOne	97% / 97%	
	Home Possible and HomeOne with Affordable Second	97% / 105%	
	Adjustable Rate (not eligible on Home Possible or HomeOne)	95% / 95%	
Cash-out Refinance			
Ineligible			

Program Parameters	
Eligible Transactions	<ul style="list-style-type: none"> ● Purchase <ul style="list-style-type: none"> ○ Loan proceeds may be used to finance the purchase of the CHOICEHome ○ Proceeds may also be used to purchase the land, or the borrower may separately own the land ○ Purchase price may include documented costs for delivery and setup, site development, installation, and permanent utility connections including well and/or septic systems ○ Credit for wheels, axles, and any retailer rebates must be deducted from the purchase price along with any sales concessions in accordance with Freddie Mac guidelines ● Rate / Term refinance <ul style="list-style-type: none"> ○ Used to pay off the first mortgage secured by the CHOICEHome and the land (or the existing mortgages if the home and land were

	<p>encumbered by separate first mortgages) that was obtained by the borrower, regardless of age of lien</p> <ul style="list-style-type: none"> ○ Pay off any junior lien(s) secured by the CHOICEHome and/or land that was used in its entirety to purchase the CHOICEHome and/or land that was obtained by the borrower ○ Pay related closing costs / prepaids ○ Disburse cash out to the borrower up to the greater of 1% of the new refinance mortgage or \$2,000 <ul style="list-style-type: none"> ● Loans may also be originated as Home Possible and HomeOne including BorrowSmart grants 																						
Ineligible Transactions	<ul style="list-style-type: none"> ● Super Conforming mortgage ● Single-wide manufactured home 																						
Loan Type	<ul style="list-style-type: none"> ● Fixed Rate <ul style="list-style-type: none"> ○ 15 or 30-Year Fixed Rate <ul style="list-style-type: none"> ■ Home Possible and HomeOne mortgages are only available on fixed-rate products ● Adjustable Rate <ul style="list-style-type: none"> ○ 5/6 SOFR ARM ○ 7/6 SOFR ARM ○ 10/6 SOFR ARM 																						
Octane Product Codes	<table border="1"> <tr> <td>Conforming 15 Year Fixed Rate FHLMC CHOICEHome</td> <td>C15CH</td> </tr> <tr> <td>Conforming 30 Year Fixed Rate FHLMC CHOICEHome</td> <td>C30CH</td> </tr> <tr> <td>Conforming 15 Year Fixed Rate FHLMC CHOICEHome NY</td> <td>C15NYCH</td> </tr> <tr> <td>Conforming 30 Year Fixed Rate FHLMC CHOICEHome NY</td> <td>C30NYCH</td> </tr> <tr> <td>Conforming 15 Year Fixed Rate - Home Possible FHLMC CHOICEHome</td> <td>C15HPCH</td> </tr> <tr> <td>Conforming 30 Year Fixed Rate - Home Possible FHLMC CHOICEHome</td> <td>C30HPCH</td> </tr> <tr> <td>Conforming 15 Year Fixed Rate - HomeOne FHLMC CHOICEHome</td> <td>C15HOCH</td> </tr> <tr> <td>Conforming 30 Year Fixed Rate - HomeOne FHLMC CHOICEHome</td> <td>C30HOCH</td> </tr> <tr> <td>FHLMC - 5/6 ARM - CHOICEHome</td> <td>C5/6CH</td> </tr> <tr> <td>FHLMC - 7/6 ARM - CHOICEHome</td> <td>C7/6CH</td> </tr> <tr> <td>FHLMC - 10/6 ARM - CHOICEHome</td> <td>C10/6CH</td> </tr> </table>	Conforming 15 Year Fixed Rate FHLMC CHOICEHome	C15CH	Conforming 30 Year Fixed Rate FHLMC CHOICEHome	C30CH	Conforming 15 Year Fixed Rate FHLMC CHOICEHome NY	C15NYCH	Conforming 30 Year Fixed Rate FHLMC CHOICEHome NY	C30NYCH	Conforming 15 Year Fixed Rate - Home Possible FHLMC CHOICEHome	C15HPCH	Conforming 30 Year Fixed Rate - Home Possible FHLMC CHOICEHome	C30HPCH	Conforming 15 Year Fixed Rate - HomeOne FHLMC CHOICEHome	C15HOCH	Conforming 30 Year Fixed Rate - HomeOne FHLMC CHOICEHome	C30HOCH	FHLMC - 5/6 ARM - CHOICEHome	C5/6CH	FHLMC - 7/6 ARM - CHOICEHome	C7/6CH	FHLMC - 10/6 ARM - CHOICEHome	C10/6CH
Conforming 15 Year Fixed Rate FHLMC CHOICEHome	C15CH																						
Conforming 30 Year Fixed Rate FHLMC CHOICEHome	C30CH																						
Conforming 15 Year Fixed Rate FHLMC CHOICEHome NY	C15NYCH																						
Conforming 30 Year Fixed Rate FHLMC CHOICEHome NY	C30NYCH																						
Conforming 15 Year Fixed Rate - Home Possible FHLMC CHOICEHome	C15HPCH																						
Conforming 30 Year Fixed Rate - Home Possible FHLMC CHOICEHome	C30HPCH																						
Conforming 15 Year Fixed Rate - HomeOne FHLMC CHOICEHome	C15HOCH																						
Conforming 30 Year Fixed Rate - HomeOne FHLMC CHOICEHome	C30HOCH																						
FHLMC - 5/6 ARM - CHOICEHome	C5/6CH																						
FHLMC - 7/6 ARM - CHOICEHome	C7/6CH																						
FHLMC - 10/6 ARM - CHOICEHome	C10/6CH																						
Low Down Payment	<ul style="list-style-type: none"> ● Home Possible 																						

Options	<ul style="list-style-type: none"> ○ First-time homebuyers and non first-time homebuyers who qualify based on area median income in the home's location ○ Down payment as low as 3% ○ Flexible down payment and closing cost funding options ○ Co-borrower who is not part of the household allowed ○ Fixed-rate only ● HomeOne <ul style="list-style-type: none"> ○ First-time homebuyers only ○ No income restrictions ○ Fixed-rate only ● HFA Advantage <ul style="list-style-type: none"> ○ Based on Home Possible underwriting requirements ○ All borrowers must occupy ○ State/Local HFA's down payment assistance and guidelines ● Freddie Mac BorrowSmart assistance may be used with CHOICEHome
Underwriting	<ul style="list-style-type: none"> ● The loan must be assessed through Loan Product Advisor (LPA) and receive an Accept Eligible feedback. ● The following data points are required in LPA: <ul style="list-style-type: none"> ○ Select "Detached" as the subject property "Attachment Type" ○ Select "Manufactured" as the subject property "Construction Method Type" ○ Select "Multi Wide" as the subject property Manufactured "Home Width Type" ○ Select "CHOICEHome" as the subject property "Loan Program Identifier" ● For topics or guidelines not specifically addressed in this Snapshot, refer to Conforming Fixed & ARM Product Snapshot, Home Possible Product Snapshot and HomeOne Product Snapshot.

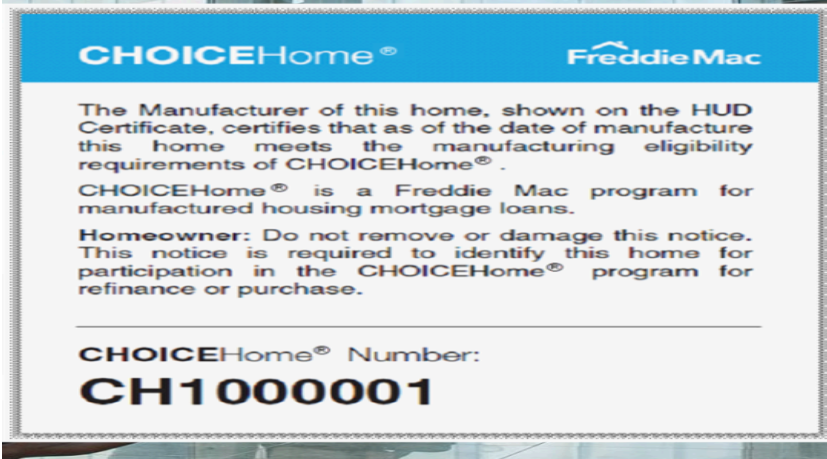
Program Requirements	
Appraisal Requirements	<ul style="list-style-type: none"> ● Each mortgage transaction requires an appraisal report completed on Form 70B, Manufactured Home Appraisal Report. <ul style="list-style-type: none"> ○ The appraisal report must reflect a value opinion based on the real property as completed, consisting of the CHOICEHome, all site improvements, and the land on which the property is situated. ○ Must match the manufacturer's serial number(s) and the HUD Certification Label number(s) on the dwelling, as well as the CHOICEHome Notice ● The appraisal report must include photos of: <ul style="list-style-type: none"> ○ The appraisal report must include photos of: <ul style="list-style-type: none"> ■ The CHOICEHome Notice ■ The HUD Data Plate, or The HUD Certification Label for existing construction <ul style="list-style-type: none"> ● The HUD Data Plate and the HUD Certification are required for newly constructed properties ○ The property and site features including dormers, porches, garages, carports and any other attached or detached structures ● The appraiser must comply with the following: <ul style="list-style-type: none"> ○ The appraisal report should contain at least one comparable

	<p>CHOICEHome sale</p> <ul style="list-style-type: none"> If no comparable CHOICEHome sales are available, the appraiser may use site-built or other Manufactured Homes of similar quality as comparable sales. The appraisal report must include an explanation that supports the reasoning for using any non-CHOICEHome comparable sales. <table border="1" data-bbox="488 430 1461 961"> <thead> <tr> <th colspan="2" data-bbox="488 430 1461 489">Side-by-Side Comparison of Appraisal Comparable Selections</th> </tr> <tr> <th data-bbox="488 489 971 552">Traditional Manufactured Home</th> <th data-bbox="971 489 1461 552">CHOICEHome</th> </tr> </thead> <tbody> <tr> <td data-bbox="488 552 971 806">Must contain at least two comparable manufactured home sales of similar configuration and similar quality</td> <td data-bbox="971 552 1461 806">Should contain at least one comparable CHOICEHome sale If no comparable CHOICEHome sales are available, the appraiser must use the most appropriate site-built homes as comparable sales</td> </tr> <tr> <td data-bbox="488 806 971 961">May use either site-built housing or a different type of factory-built housing as the third comparable sale</td> <td data-bbox="971 806 1461 961">May use either site-built housing or other manufactured homes of similar quality housing as comparable sales if no CHOICEHome sale data is available</td> </tr> </tbody> </table> <ul style="list-style-type: none"> Appraisal waivers are not eligible 	Side-by-Side Comparison of Appraisal Comparable Selections		Traditional Manufactured Home	CHOICEHome	Must contain at least two comparable manufactured home sales of similar configuration and similar quality	Should contain at least one comparable CHOICEHome sale If no comparable CHOICEHome sales are available, the appraiser must use the most appropriate site-built homes as comparable sales	May use either site-built housing or a different type of factory-built housing as the third comparable sale	May use either site-built housing or other manufactured homes of similar quality housing as comparable sales if no CHOICEHome sale data is available										
Side-by-Side Comparison of Appraisal Comparable Selections																			
Traditional Manufactured Home	CHOICEHome																		
Must contain at least two comparable manufactured home sales of similar configuration and similar quality	Should contain at least one comparable CHOICEHome sale If no comparable CHOICEHome sales are available, the appraiser must use the most appropriate site-built homes as comparable sales																		
May use either site-built housing or a different type of factory-built housing as the third comparable sale	May use either site-built housing or other manufactured homes of similar quality housing as comparable sales if no CHOICEHome sale data is available																		
Credit Score	<ul style="list-style-type: none"> The minimum credit score is determined by Loan Product Advisor (LPA) MI credit score requirements must also be met 																		
Debt to Income (DTI)	<ul style="list-style-type: none"> Per LPA or MI 																		
Delivery	<p>The following ULDD Data Points must be applied:</p> <ul style="list-style-type: none"> Sort ID 51: Construction Method Type = Manufactured Sort ID 33: Manufactured Home Width Type = Multi Wide <p>Investor Feature Identifier: J15</p>																		
Loan Limits	<table border="1" data-bbox="443 1434 1495 1837"> <thead> <tr> <th colspan="3" data-bbox="443 1434 1495 1493">2023 Conforming Loan Limits</th> </tr> <tr> <th data-bbox="443 1493 799 1556">Units</th> <th data-bbox="799 1493 1146 1556">Contiguous States</th> <th data-bbox="1146 1493 1495 1556">Alaska and Hawaii</th> </tr> </thead> <tbody> <tr> <td data-bbox="443 1556 799 1619">One</td> <td data-bbox="799 1556 1146 1619">\$726,200</td> <td data-bbox="1146 1556 1495 1619">\$1,089,300</td> </tr> </tbody> </table> <table border="1" data-bbox="443 1652 1495 1837"> <thead> <tr> <th colspan="3" data-bbox="443 1652 1495 1711">2024 Conforming Loan Limits</th> </tr> <tr> <th data-bbox="443 1711 799 1774">Units</th> <th data-bbox="799 1711 1146 1774">Contiguous States</th> <th data-bbox="1146 1711 1495 1774">Alaska and Hawaii</th> </tr> </thead> <tbody> <tr> <td data-bbox="443 1774 799 1837">One</td> <td data-bbox="799 1774 1146 1837">\$766,550</td> <td data-bbox="1146 1774 1495 1837">\$1,149,825</td> </tr> </tbody> </table>	2023 Conforming Loan Limits			Units	Contiguous States	Alaska and Hawaii	One	\$726,200	\$1,089,300	2024 Conforming Loan Limits			Units	Contiguous States	Alaska and Hawaii	One	\$766,550	\$1,149,825
2023 Conforming Loan Limits																			
Units	Contiguous States	Alaska and Hawaii																	
One	\$726,200	\$1,089,300																	
2024 Conforming Loan Limits																			
Units	Contiguous States	Alaska and Hawaii																	
One	\$766,550	\$1,149,825																	

<p>LTV Calculations</p>	<ul style="list-style-type: none"> ● Purchase transactions - the LTV/CLTV must be based on a value calculated on the lesser of: <ul style="list-style-type: none"> ○ The purchase price of the CHOICEHome and purchase price of the land, or ○ The current appraised value of the CHOICEHome and the land. ● Rate / term refinance transactions - the LTV/CLTV must be based on a value calculated on the current appraised value of the CHOICEHome and the land 															
<p>Mortgage Insurance</p>	<table border="1" data-bbox="443 491 1495 831"> <thead> <tr> <th>LTV Range</th> <th>Fixed Rate only & Term <= 20 years</th> <th>Fixed Rate Term > 20 years & ARM</th> </tr> </thead> <tbody> <tr> <td>80.01–85.00%</td> <td>6%</td> <td>12%</td> </tr> <tr> <td>85.01–90.00%</td> <td>12%</td> <td>25%</td> </tr> <tr> <td>90.01–95.00%</td> <td>25%</td> <td>30%</td> </tr> <tr> <td>95.01–97.00%</td> <td>35%</td> <td>35%</td> </tr> </tbody> </table> <p>** Note: Follow AUS MI coverage requirements for Home Possible / HomeOne products</p>	LTV Range	Fixed Rate only & Term <= 20 years	Fixed Rate Term > 20 years & ARM	80.01–85.00%	6%	12%	85.01–90.00%	12%	25%	90.01–95.00%	25%	30%	95.01–97.00%	35%	35%
LTV Range	Fixed Rate only & Term <= 20 years	Fixed Rate Term > 20 years & ARM														
80.01–85.00%	6%	12%														
85.01–90.00%	12%	25%														
90.01–95.00%	25%	30%														
95.01–97.00%	35%	35%														
<p>Occupancy</p>	<p>Primary residence only</p>															
<p>Property Eligibility</p>	<p>Properties must meet standard eligibility for Manufactured Homes as outlined in Chapter 10 Property and Appraisal Requirements Conventional Lending Guide > Freddie Mac Manufactured Housing Requirements, except as indicated by specific CHOICEHome Eligibility requirements outlined in this Snapshot.</p> <p>ALTA Endorsement 7, 7.1, or 7.2 or any other endorsement required in the applicable jurisdiction for MH to be treated as real property must be included in the file.</p> <p>The required CHOICEHome construction elements include:</p> <table border="1" data-bbox="443 1274 1495 1877"> <tr> <td data-bbox="443 1274 711 1877"> <p>Foundation and Elevation</p> </td> <td data-bbox="711 1274 1495 1877"> <p>The permanent foundation must comply with the following requirements:</p> <ul style="list-style-type: none"> ● Meet HUD’s Permanent Foundation Guide for Manufactured Housing ● Be engineer designed and certified for the specific dwelling and site; and ● Include a perimeter mortared masonry blocking wall set on a poured perimeter footer. ● Elevation design must be a low-profile / residential set finished floor set ● The elevation should not exceed 30 inches from the bottom of the first-floor joist to the exterior grade for the front or entry ● This is an installation standard, not a manufacturing requirement. ● Site topography or other considerations may affect actual placement and will not disqualify the property from its CHOICEHome classification. </td> </tr> </table>	<p>Foundation and Elevation</p>	<p>The permanent foundation must comply with the following requirements:</p> <ul style="list-style-type: none"> ● Meet HUD’s Permanent Foundation Guide for Manufactured Housing ● Be engineer designed and certified for the specific dwelling and site; and ● Include a perimeter mortared masonry blocking wall set on a poured perimeter footer. ● Elevation design must be a low-profile / residential set finished floor set ● The elevation should not exceed 30 inches from the bottom of the first-floor joist to the exterior grade for the front or entry ● This is an installation standard, not a manufacturing requirement. ● Site topography or other considerations may affect actual placement and will not disqualify the property from its CHOICEHome classification. 													
<p>Foundation and Elevation</p>	<p>The permanent foundation must comply with the following requirements:</p> <ul style="list-style-type: none"> ● Meet HUD’s Permanent Foundation Guide for Manufactured Housing ● Be engineer designed and certified for the specific dwelling and site; and ● Include a perimeter mortared masonry blocking wall set on a poured perimeter footer. ● Elevation design must be a low-profile / residential set finished floor set ● The elevation should not exceed 30 inches from the bottom of the first-floor joist to the exterior grade for the front or entry ● This is an installation standard, not a manufacturing requirement. ● Site topography or other considerations may affect actual placement and will not disqualify the property from its CHOICEHome classification. 															

Elevation Features	<p>Elevation design must include one of the following feature pairings:</p> <ul style="list-style-type: none"> • Dormer(s) and covered porch (minimum 72 sq. ft.); or • Dormer(s) and attached/detached carport/garage with space to accommodate one or two cars (materials and finishes must be at least equivalent to the primary structure); or • Covered porch (minimum 72 sq. ft.) and attached/detached carport/garage with space to accommodate one or two cars (materials and finishes must be at least equivalent to the primary structure).
Other CHOICEHome Features	<ul style="list-style-type: none"> • Drywall throughout <ul style="list-style-type: none"> ○ The manufacturer has the option to upgrade drywall finishes • Bath and kitchen cabinets with wood or veneer wood fronts • Shower(s) / Tub(s) must be acrylic, composite, enamel/porcelain coated-steel, fiberglass, solid surface or tile • Energy efficiency - built to exceed HUD requirements including: <ul style="list-style-type: none"> ○ Low-E windows ○ Programmable thermostat ○ Minimum insulation values R33 (ceiling), R11 (wall) and R22 (floor) • Multi-Section home with a minimum 1,000 square feet gross living area • Minimum 4/12 Roof Pitch with 4" eaves or greater • Exterior finishes include vinyl, fiber cement, stucco, engineered wood siding, hardwood siding, brick, or synthetic stone

Example of CHOICEHome Notice:



- Ineligible Properties
- Single-Width Manufactured Homes

	<ul style="list-style-type: none"> ● Second homes ● Investment properties ● 2-4 Unit Properties ● Condo Projects ● Cooperatives (Co-ops) ● Leasehold Estates
Subordinate Financing	Allowed with eligible Community Seconds. See Lending Guide.

Cardinal Financial's products neither originate from nor are expressly endorsed by any government entity.



WWW.CARDINALFINANCIAL.COM

The information contained above is not legal advice. Rather, the above content is intended for informational purposes only, and not meant to be relied upon for legal or any other purpose. While Cardinal strives to provide accurate information, Cardinal makes no guarantee or promise regarding the accuracy of the above content. In the event that any person has questions or seeks information regarding the above subject matter, Cardinal strongly encourages such person to seek legal advice from an attorney, and rely on such legal advice independent of the above content.

Cardinal Financial Company, Limited Partnership is an Equal Housing Opportunity Lender. This is not a commitment to lend. This is not an advertisement pursuant to 12 C.F.R. 1026.2(a)(2). The above information is not intended as an advertisement or for public dissemination. Rather the information is general in nature, intended for mortgage professionals, and subject to change at any time. Any unauthorized use, dissemination or distribution of this document is strictly prohibited. See Cardinal's program guidelines for loan specific details and eligibility requirements. ©2018 Cardinal Financial Company, Limited Partnership. All rights reserved. Company NMLS #66247.