

# NATIONAL WHOLESALE HOME EQUITY RATE SHEET



Instant Decisioning, Pipeline Management, Condition Status and Document Ordering 24/7 online at:  
[www.Brokersfirst.com](http://www.Brokersfirst.com)

Contact your Account Executive Today

Effective Date: 1/27/2009  
 Prime Rate: 3.25%

**HOW TO READ RATE SHEET: 1. Find Loan Amount 2. Find FICO Range for Primary Wage Earner (low of 2 or mid of 3) 3. Find CLTV Range 4. Find Rate (Margin to Prime for HELOCs) 5. Apply Applicable Rate Adjusters**

FICO\CLTV	HELOC		HOME EQUITY LOAN	
	\$250,000 - \$500,000	\$250,000 - \$500,000	\$250,000 - \$500,000	\$250,000 - \$500,000
	<=70.00	>70<=80.00	<=70.00	>70<=80.00
740 +	1.250%	1.500%	9.750%	10.000%
700 - 739	1.375%	1.625%	9.875%	10.125%
680 - 699	1.750%	2.250%	10.250%	10.750%
660 - 679	2.750%	3.250%	11.250%	11.750%

FICO\CLTV	\$100,000 - \$249,999		\$100,000 - \$249,999	
	<=70.00	>70<=80.00	<=70.00	>70<=80.00
740 +	1.250%	1.500%	9.750%	10.000%
700 - 739	1.375%	1.625%	9.875%	10.125%
680 - 699	1.750%	2.250%	10.250%	10.750%
660 - 679	2.750%	3.250%	11.250%	11.750%

FICO\CLTV	\$50,000 - \$99,999		\$50,000 - \$99,999	
	<=70.00	>70<=80.00	<=70.00	>70<=80.00
740 +	1.500%	1.750%	9.875%	10.125%
700 - 739	1.625%	1.875%	10.000%	10.250%
680 - 699	2.000%	2.500%	10.375%	10.875%
660 - 679	3.000%	3.500%	11.375%	11.875%

FICO\CLTV	\$25,000 - \$49,999		\$25,000 - \$49,999	
	<=70.00	>70<=80.00	<=70.00	>70<=80.00
740 +	2.500%	2.750%	10.625%	10.875%
700 - 739	2.625%	2.875%	10.750%	11.000%
680 - 699	3.000%	3.500%	11.125%	11.625%
660 - 679	4.000%	4.500%	12.125%	12.625%

FICO\CLTV	\$10,000 - \$24,999		\$20,000 - \$24,999	
	<=70.00	>70<=80.00	<=70.00	>70<=80.00
740 +	3.625%	3.875%	11.125%	11.375%
700 - 739	3.750%	4.000%	11.250%	11.500%
680 - 699	4.125%	4.625%	11.625%	12.125%
660 - 679	5.125%	5.625%	12.625%	13.125%

Rate Adjusters	
<b>Adjusters</b>	
Purchase Discount (SIMO only; minimum of \$1000 draw is required to qualify)	0.000%
<b>Autopay Discount (ACH)</b>	<b>Subtract 0.250%</b>
2nd Home (all CLTV's)	Add 0.250%
Prepayment - Early Closure Fee Buyout (Not available for No Cost)	Add 0.250%
Interest Only Fixed Rate Advance Option 1 - 3 years	Add 0.125%
Interest Only Fixed Rate Advance Option >3 - 5 years	0.000%
Interest Only Fixed Rate Advance Option > 5 years	Add 0.500%
HELOAN or Fixed Rate Advance Terms <= 15 years (Non IO)	0.000%
HELOAN or Fixed Rate Advance Terms > 15 years (Non IO)	Add 0.375%

Market Based Rate Adjusters:	
<b>HELOC / HELOC portion of HELOC with FRAO</b>	
MN	-0.250%
AK CO CT ID MT NE NJ OH OR UT VA WA WY	-0.125%
DC	0.125%
NC NV TX	0.250%
FL	0.375%
<b>HELOAN / FRA / IOFRA</b>	
CT DE PA	-1.375%
MD	-1.125%
AL MS TN	-1.000%
NJ	-0.875%
SC TX	-0.750%
DC KS MN	-0.625%
GA IN MI NC ND OH SD WI	-0.500%
FL IA IL NE NY	-0.375%
AK CA CO OK OR UT WA WY	-0.250%
ID MA VA	-0.125%

**No Cost (Standalone Only): (HELOC and HELOAN)**  
 Includes adjustment for Mtg Tax

Loan Amount	NYC 5 Boroughs	AL DC FL GA HI KS MD MN NY(non NYC) OK TN VA	All other states
\$10,000 - \$24,999	1.125%	0.875%	0.625%
\$25,000 - \$39,999	1.000%	0.750%	0.500%
> \$39,999	0.750%	0.500%	0.250%

**Waive Mtg Tax: (HELOC and HELOAN)**  
 For utilized amounts >= \$35,000  
 Effective 1/27/09, Louisiana is no longer eligible for the Waive Mortgage Tax adjuster

AL DC FL GA HI KS MD MN OK TN VA NY(non NYC) NYC (5 Boroughs)	0.250%
NYC (5 Boroughs)	0.500%

**Special Announcements**  
**IMPORTANT UPDATES**

*Rely on Wells Fargo Home Equity for piggyback and stand alones behind a WFHM 1st*

Purchase business slowing down? Holiday and year-end needs create home equity sales opportunities!

- Home Equity can be a sensible resource when making home improvements or winterizing a home
- January is a popular time for debt consolidation. Help your clients get financing in place now
- Help clients get their home Relative-Ready for the holidays with a HELOC with FRAO
- HELOC rates continue to be very attractive on stand alone and piggyback transactions
- Use Home Equity to structure piggybacks with an attractive conforming blended rate

**Important Reminders**

- Signed 4506-T form required on all home equity transactions prior to doc draw
- E-mail Your Appraisals! Clients and appraisers can e-mail appraisals directly to WFHE at: [dsm.electronic.appraisals@wellsfargo.com](mailto:dsm.electronic.appraisals@wellsfargo.com)
- \* HELOC with Fixed-Rate Advance options not available in TX

Effective with applications taken on or after December 22, 2008, the adjuster added to variable-rate lines of credit for qualifying purposes is 2.40%. This economic adjuster is used to ensure payment affordability in the event of subsequent increases in rates.

**Broker Compensation (HELOC, HELOC with FRAO, HELOAN and FRAO)**

Product	Rate	Notes
Simultaneous second	0.50% (paid on funded amount)	No Rate Adjustment required for Broker
Standalone second	1.00% (paid on funded amount)	

Maximum Broker Compensation is \$3,000 (Yield spread premium is not available)  
 Total overall Broker Compensation may not exceed 4.5% of the line or loan amount

**HELOC with Fixed Rate Advance Option (FRAO)**

Standard pricing applies for HELOC portion (including any applicable adjusters)

Fixed Rate Advances and Interest Only Fixed Rate Advances are available at origination

You must select HELOC with Fixed Rate Advance Option on faxed Loan Submission Form or on [www.brokersfirst.com](http://www.brokersfirst.com)

Maximum rebate on HELOC with Fixed Rate Advance Option is 1% at initial disbursement

- How to Price a Fixed Rate Advance or Interest Only Fixed Rate Advance**
- Refer to standard HELOAN Rate Matrix (For Advances between \$10,000 and \$19,999, use the \$20,000 to \$24,999 pricing)
  - Find CLTV Range for entire transaction
  - Find FICO Range for primary wage earner
  - Apply all applicable adjusters (including Market, No Cost and Waive Mtg Tax Adjusters)

**Available Loan Terms for Fixed Rate Advances**

Loan Amount	Fully Amortized Terms	Interest-Only Terms
\$50,000 - \$500,000	7 to 30 Years	1 to 10 years
\$20,000 - \$49,999	5 to 30 Years	
\$10,000 - \$19,999	5 to 15 Years	

(Terms are available in 1 year increments. No Balloon Terms)

**HELOAN / HELOC Notes**

- All rates and/or margins shown at PAR pricing (loans based on 15 yr & 30/15 terms)
- Available Terms for Fixed Rate LOANS (no Texas HST):
  - \$50,000 - \$500,000 5, 7, 10, 15, 20, 25, 30/5, 30/10, 30/15
  - \$25,000 - \$49,999 5, 7, 10, 15, 20, 30/5, 30/10, 30/15
  - \$20,000 - \$24,999 5, 7, 10, 15, 30/5, 30/10, 30/15
- HELOC Floor Rate = 4.24%; HELOC Ceiling Rate = 18%
- \$75.00 Annual HELOC Fee (waived 1st year). Texas HST: no Annual Fee
- Prime Index based on WSJ Prime Rate
- LOC Terms: Interest Only 10 year draw with 20 year repay or Interest Only 10 year draw with balloon (no Texas HST)
- Balloons not permitted on Texas Homestead transactions
- 1st Lien Helocs and Heloans not available

**Wells Fargo Home Equity Notes**

- See Program Overview and/or Broker Guide for Total Lien Limit Policy, Loan Amount Maximums, CLTV Maximums, County Specific CLTV Reductions and General Program Requirements
- Broker must be approved prior to application being submitted
- No Cost not available on Simo transactions. Program requires a Prepayment fee (except Texas Homesteads)
- Purchase Money Second transactions are not available for Homestead Lines of Credit in Texas
- Prepayment - Early Closure Fee of \$500 added to the total payoff amount if account pays off (and closes for lines) within 36 months of the Note Date
- No Prepayment penalty for North Carolina, Maryland, Kentucky, and Illinois transactions. No prepayment penalty for HELOCs in Texas
- Collateral located in Maine is ineligible for financing
- Massachusetts HELOAN transactions are prohibited
- HELOCs with FRAO are not available in Texas

**Please note: HELOCs with FRAO are not available in Texas**