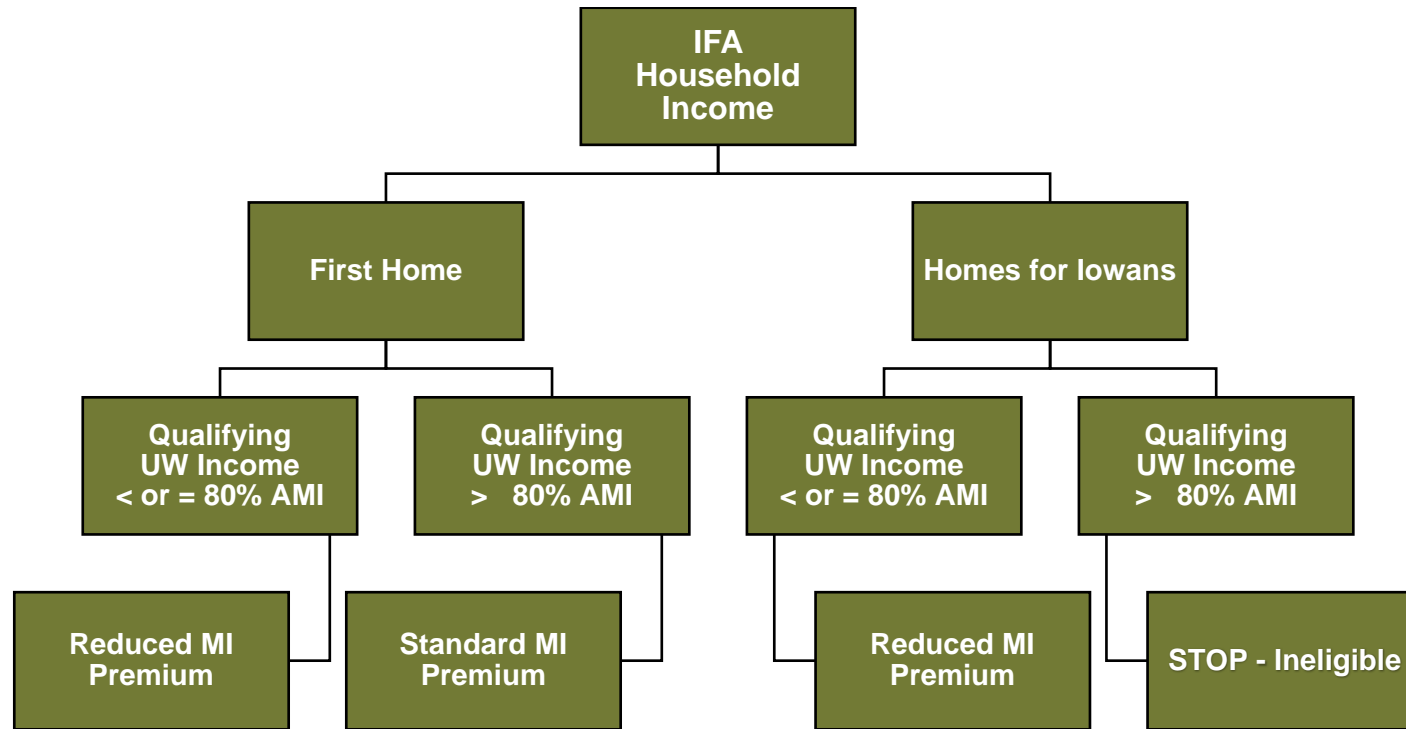


IFA CONVENTIONAL FLOWCHART



IFA Household Income:

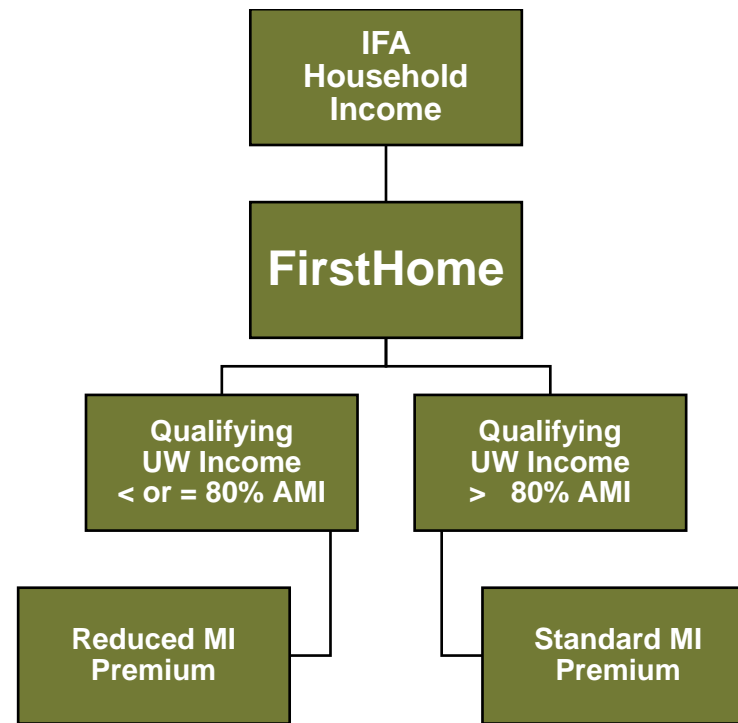
- Income derived from borrower, spouse, titleholder and spouse of any titleholder
- Income projected over 12-month period
- Included: Current income (paystub/VOE include overtime & incentive/bonus, commissions, shift differential, etc.), self-employment (P&L), interest/dividends, court-ordered income (even if not received), non-taxable income (social security, disability, retirement, etc.), gambling winnings or any other sources shown on tax returns.

Qualifying UW Income:

- Any and all income the secondary market would consider acceptable for loan approval. Should match income used on AUS findings.
- Fannie Mae HFA Preferred = Desktop Underwriter (DU)
- Freddie Mac HFA Advantage = Loan Product Advisor (LPA)

This does not apply to Government loans under FirstHome or Homes for lowans.

IFA CONVENTIONAL FLOWCHART



FirstHome

IFA Household Income:

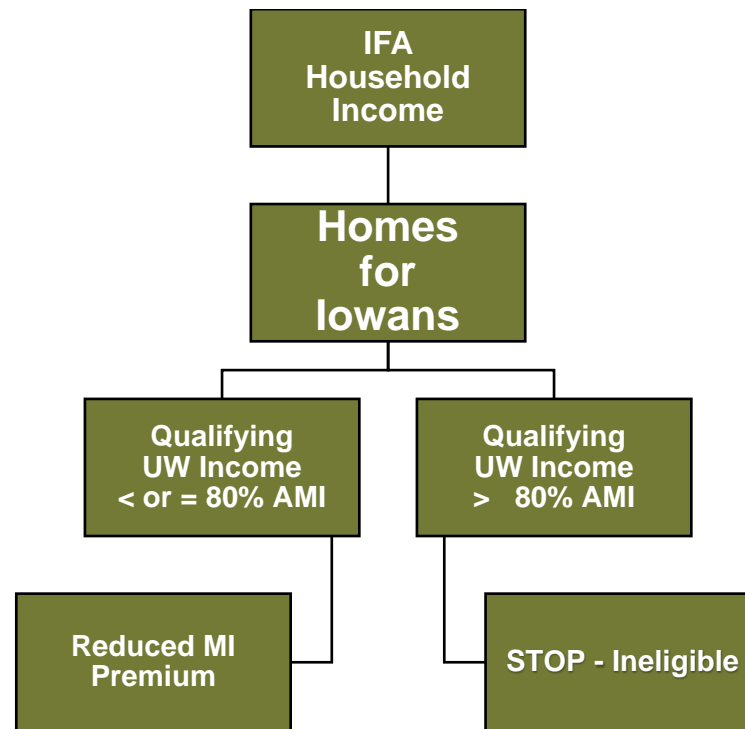
- Income derived from borrower, spouse, titleholder and spouse of any titleholder
- Income projected over 12-month period
- Included: Current income (paystub/VOE include overtime & incentive/bonus, commissions, shift differential, etc.), self-employment (P&L), interest/dividends, court-ordered income (even if not received), non-taxable income (social security, disability, retirement, etc.), gambling winnings or any other sources shown on tax returns.

Qualifying UW Income:

- Any and all income the secondary market would consider acceptable for loan approval. Should match income used on AUS findings.
- Fannie Mae HFA Preferred = Desktop Underwriter (DU)
- Freddie Mac HFA Advantage = Loan Product Advisor (LPA)

This does not apply to Government loans under FirstHome or Homes for lowans.

IFA CONVENTIONAL FLOWCHART



Homes for lowans

IFA Household Income:

- Income derived from borrower, spouse, titleholder and spouse of any titleholder
- Income projected over 12-month period
- Included: Current income (paystub/VOE include overtime & incentive/bonus, commissions, shift differential, etc.), self-employment (P&L), interest/dividends, court-ordered income (even if not received), non-taxable income (social security, disability, retirement, etc.), gambling winnings or any other sources shown on tax returns.

Qualifying UW Income:

- Any and all income the secondary market would consider acceptable for loan approval. Should match income used on AUS findings.
- Fannie Mae HFA Preferred = Desktop Underwriter (DU)
- Freddie Mac HFA Advantage = Loan Product Advisor (LPA)

This does not apply to Government loans under FirstHome or Homes for lowans.