

# SmartCondo

## SMART LOAN SERIES

### Introducing SmartCondo for non-warrantable condo properties!

Now you don't have to turn borrowers away that don't fit agency guidelines. Our SmartCondo loan allows up to 2 non-warrantable features (except on FL new construction).

For condos up to \$2.5M  
with 45% DTI permitted

	Standard Warrantable Condo Projects	SmartCondo - Look What We Can Do!
<b>Commercial Space</b>	Up to 35% of square footage	Up to 50% of square footage
<b>Single Entity Ownership</b>	20% with some exceptions	49% single entity ownership. Non-gut conversions may have a single entity ownership up to 65%.
<b>Delinquent HOA Dues</b>	Max 15% of units may be 60+ days past due	Max 25% of units may be 60+ days past due
<b>Recreational Leases</b>	Not permitted	Permitted for amenities such as clubhouse, pool, recreational facilities used by unit owners only or collective HOAs (not open to the public).
<b>Investor Concentration</b>	Maximum 50% when the subject transaction is an investment property	Maximum 75% when the subject transaction is an investment property
<b>Non-incident income</b>	Capped at 10%, 15% with certain exceptions	No more than 35% of total HOA budgeted income
<b>Budget Reserves</b>	10%	Varies by % budgeted – less than 5% if current reserve balance exceeds 50% of operating expenses
<b>Pre-Sale</b>	50% of the units must be sold or under contract to primary residents or second home owners in the subject project or phase	30% of the units must be sold or under contract to primary residents or second home owners in the subject phase
<b>Florida New Construction</b>	PERS Required	Full project review must be complete and meet Fannie Mae standard project requirements (PERS not required). Investor properties and additional non-warrantable features not permitted.
<b>Litigation</b>	Per Fannie Selling Guide Section B4-2.1-03	Exceptions to Fannie Mae Selling Guide Section B4-2.1-03 will be considered on case-by-case basis. Litigation involving structurally related matters will not be considered.