

Newsflash

IMPORTANT INFORMATION: PLEASE READ IMMEDIATELY



Attention: All Wholesale Clients

Feb. 25, 2008

Topics in this Newsflash include:

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Got Government?

- Think of us first for your government loan needs.
- *FHASecure* is now available through Wells Fargo.

Pricing Improvements for VA Loans

Pricing will be improved on certain VA loans as pooling will be allowed in GNMA I pools as well as GNMA II pools, providing savings to veterans on their financing costs.

- Loans locked on or after Feb. 25, 2008, will be able to take advantage of GNMA I pricing.
- Existing pipeline registrations that are in a float status will be able to take advantage of GNMA I pricing on Feb. 25, 2008.
- Loans locked prior to Feb. 25, 2008, are subject to standard repricing policies in order to take advantage of GNMA I pricing.

Pricing and Delivery

The applicable VA adjuster on the Wells Fargo Wholesale Lending rate sheets have been updated to also apply to GNMA I pools in the government pricing section and *Broker's First*® may be utilized to lock these loans.

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Pricing Changes

Government Risk-Based Adjuster¹

The following changes are being made to government risk-based adjusters effective with new locks or relocks on or after Feb. 26, 2008. The new adjuster will be added to our rate sheets on Feb. 26, 2008. Please see your rate sheet for details.

Government Risk-Based Adjuster	Current Adjuster	New Adjuster Effective Feb. 26, 2008 ¹
FICO <=580	0.500	1.000

¹Does not apply to Fannie Mae's *MyCommunityMortgage*TM, Freddie Mac's *Home Possible*[®], and Wells Fargo's *Home Opportunities*SM program loans.

Treasury-Indexed Conventional ARM Products

Due to changes in the secondary market, Wells Fargo Wholesale Lending will no longer offer conventional² ARM products with a Treasury (CMT) index. To be eligible for purchase by Wells Fargo Wholesale Lending, Treasury-indexed ARM Loans must be locked by Feb. 25, 2008.

All conforming and non-conforming LIBOR-indexed ARM products reflected in the Broker Guide will continue to be available for locks/relocks on or after Feb. 26, 2008.

Brokers doing business in New York or New Jersey should note that LIBOR-indexed ARMs are not currently allowed for cooperative properties. Fixed-rate products continue to be offered.

²FHA and VA ARM products in the Broker Guide are not impacted by this change.

Purchase Special

In response to your request for more simplified, competitive pricing and due to changing market conditions, we are ending our .25 purchase special effective with locks or relocks on or after Feb. 26, 2008.

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At Risk Markets Policy, List, and Message Changes

This communication details changes being made to:

- At Risk Markets policy, effective with loans registered on or after Feb. 29, 2008.
- At Risk Markets List, effective with loans registered on or after Feb. 29, 2008.
- *Direct Express*SM messages related to the existing At Risk Markets policy, effective Feb. 23, 2008.

At Risk Markets Policy Changes

The following changes to the At Risk Markets policy will be effective for loans registered on or after Feb. 29, 2008:

- Non-conforming
 - Soft markets will now be limited to the lesser of 85% or the product/program limit.
- Conforming
 - Investment properties, second homes and cash-out refinance transactions will now be subject to a 5% reduction from maximum financing in Soft markets in addition to current policy.
 - Primary residence purchases will now be subject to a 5% reduction from maximum financing in Soft, Distressed and Severely Distressed markets
 - Use of Enhanced Standards to waive LTV/CLTV reductions in At Risk Markets has been eliminated.

The following tables provide a summary of the entire At Risk Markets policy (changes appear in **red**):

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At Risk Markets Policy, List, and Message Changes, continued

Non-Conforming At Risk Markets Policy			
	Soft Markets	Distressed Markets	Severely Distressed Markets
Maximum LTV/CLTV	85%	80%	75%
Borrower-Selected Ltd Doc/VOA	Allowed – no reduction required	Not permitted	Not permitted
Enhanced Standards	Not permitted	Not permitted	Not permitted
<p>Characteristics Requiring LTV/CLTV Adjustments</p> <p>As a reminder, a 5% reduction from maximum financing is required on ALL transactions (regardless of whether or not the property county is identified by Wells Fargo as At Risk) when the appraiser identifies any of the following:</p> <ul style="list-style-type: none"> • Declining property values • An Oversupply • >6 months marketing time <p>A transaction may meet the At Risk Market policy, but still require an LTV/CLTV reduction due to presence of the characteristics above. For example, take a \$700,000 primary residence Purchase at 80% LTV in a Distressed Market where the appraiser indicates declining property values. No reduction is required under the At Risk Market policy, but the LTV must still be reduced to 75% as 80% is maximum financing and the appraiser has identified declining values.</p> <p>However, these adjustments are not cumulative. If the LTV/CLTV has already been reduced to 5% below maximum financing as a result of the At Risk Market policy, no additional reduction is required for the characteristics above.</p>			

Conforming At Risk Markets Policy		
Soft Markets	Distressed Markets	Severely Distressed Markets
<p>5% reduction from maximum financing if</p> <ul style="list-style-type: none"> • Primary residence <ul style="list-style-type: none"> ○ Purchase >75% LTV/CLTV ○ Cash-Out Refinance >75% LTV/CLTV • Second home >75% LTV/CLTV • Investment property >75% LTV/CLTV 	<p>5% reduction from maximum financing if</p> <ul style="list-style-type: none"> • Primary residence <ul style="list-style-type: none"> ○ Purchase >75% LTV/CLTV ○ Cash-Out Refinance >75% LTV/CLTV • Second home >75% LTV/CLTV • Investment property >75% LTV/CLTV 	<p>5% reduction from maximum financing if</p> <ul style="list-style-type: none"> • Primary residence <ul style="list-style-type: none"> ○ Purchase >75% LTV/CLTV ○ Cash-Out Refinance >75% LTV/CLTV • Second home >75% LTV/CLTV • Investment property >75% LTV/CLTV

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At Risk Markets Policy, List, and Message Changes, continued

Wells Fargo Mortgage Express SM	5% reduction from maximum financing if <ul style="list-style-type: none"> • Primary residence Purchase >75% LTV/CLTV • Second home >75% LTV/CLTV • Investment property >75% LTV/CLTV <i>N/A to Cash-Out Refinances - program limit is 70%</i>	5% reduction from maximum financing if <ul style="list-style-type: none"> • Primary residence Purchase >75% LTV/CLTV • Second home >75% LTV/CLTV • Investment property >75% LTV/CLTV <i>N/A to Cash-Out Refinances - program limit is 70%</i>	Not permitted
Enhanced Standards	Not permitted	Not permitted	Not permitted
Characteristics Requiring LTV/CLTV Adjustments As a reminder, a 5% reduction from maximum financing is required on ALL transactions (regardless of whether or not the property county is identified by Wells Fargo as At Risk, occupancy, etc.) when the appraiser identifies any of the following: <ul style="list-style-type: none"> • Declining property values • An Oversupply • >6 months marketing time If the LTV/CLTV has already been reduced to 5% below maximum financing as a result of the At Risk Market policy, no additional reduction is required.			

Broker Guide

The Broker Guide will be updated to reflect the new policy on March 10, 2008.

Desktop Underwriter[®] (DU[®])

Wells Fargo's At Risk Market policy continues to apply to *DU* loans even if *DU* does not provide its valuation/declining market message:

The subject property has been identified as being located in either an area of declining home prices or in an area where it may be difficult to assess home values. The lender should carefully review the appraisal to ensure that the appraiser has appropriately analyzed property value trends and overall market conditions to arrive at the value provided. The lender should request additional support from the appraiser if it determines that the appraisal does not accurately reflect current market conditions (e.g. the declining property values field is not checked when market conditions suggest otherwise.) Please refer to our Property and Appraisal Guidelines in Part XI of the Selling Guide.

Formerly, when *DU* provided this message on a transaction that was not impacted by Wells Fargo's At Risk Markets Policy, Wells Fargo Wholesale Lending would allow use of the Enhanced Standards to waive Fannie Mae's required 5% reduction from maximum financing.

Wells Fargo Wholesale Lending will **no longer allow use of the Enhanced Standards** to waive Fannie Mae's required 5% reduction from maximum financing when *DU* provides the message above. When *DU* provides this message, the LTV/CLTV must be 5% below maximum financing.

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At Risk Markets Policy, List, and Message Changes, continued

At Risk Markets List Changes

A new list of market designations will be effective for loans registered on or after Feb. 29, 2008, and is available [here](#).

At Risk Markets Message Changes

The message changes below are being implemented on Feb. 23, 2008, to support the existing At Risk Markets policy. They are not a result of the changes taking effect on Feb. 29. No *Direct Express* message updates are required as a result of the new policy.

General At Risk Markets Message Change

To help clients better understand our At Risk Markets messages and policy, the At Risk Markets messages are being modified as follows:

The county of the subject property is located on the At Risk Markets List as a [Soft/Distressed/Severely Distressed] Market An LTV/CLTV reduction may be required. Refer to At Risk Markets Policy for details.

Beginning Feb. 23, 2008, the new message will appear on redetermined loans and new submissions.

Note: The applicable message (Soft/Distressed/Severely Distressed) will fire on any loan in an At Risk Market when the LTV/CLTV is >75%, regardless of whether or not an LTV/CLTV reduction is required under the At Risk Markets policy. For example, a conforming primary residence Rate/Term Refinance at 80% LTV/CLTV in a Soft market will receive the message above although no LTV/CLTV reduction is required for primary residence Rate/Term Refinances.

New Message for Non-Conforming Limited Doc/VOA Loans in Distressed and Severely Distressed Markets

In order to provide more accurate feedback, *Direct Express* will now fire the following "Ineligible" message for borrower-selected non-conforming Limited Doc/VOA loans in Distressed and Severely Distressed markets:

INELIGIBLE: Non-Conforming VOA is not allowed in Distressed or Severely Distressed Markets.

The new message will appear on loans registered on or after Feb. 23, 2008, and on loans registered on or after Dec. 15, 2007, if redetermined or now being submitted for decisioning.

Note: Transactions with LTVs/CLTVs >75% will continue to also receive the general At Risk Markets messages above.

New Message for Wells Fargo Mortgage ExpressSM in Severely Distressed Markets

In conjunction with credit policy changes announced via Newsflash on Feb. 4, 2008, the following message will be fired on *Wells Fargo Mortgage Express* loans in Severely Distressed markets:

INELIGIBLE: Wells Fargo Mortgage Express Program with subject property located in a Severely Distressed Market is not allowed.

The new message will appear on loans registered on or after Feb. 23, 2008.

Note: Transactions with LTVs/CLTVs >75% will continue to also receive the general At Risk Markets messages above.

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Policy Changes Update

Wells Fargo Wholesale Lending would like to make the following clarifications to the Newsflash dated Feb. 4, 2008.

Wells Fargo *Mortgage Express*SM Seasoning Requirements

- **Rate/Term AND cash-out refinances:** 12 month seasoning required (i.e., 12 months of ownership and 12 months of mortgage history).

Mortgage Insurance Requirements

Loans locked prior to Feb 9, 2008, and/or have active underwriting commitments that are impacted by the mortgage insurance credit policy changes from the Feb. 4, 2008, Newsflash **must fund by March 14, 2008**. Beginning March 15, 2008, mortgage insurance will **not** be available for loans not meeting the policy requirements effective on Feb. 11, 2008. **No exceptions** will be allowed to the March 14, 2008, funding requirement.

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Updated Freddie Mac-Owned Streamlined Refinance List

Effective with loans locked/registered on or after Feb. 29, 2008, the Restricted Markets – Freddie Mac Owned Streamline (FOSR) list, for areas that may have experienced housing price declines, has been updated.

In addition, revised minimum appraisal requirements for properties in Restricted Markets are outlined below:

- Manually underwritten, non-*Loan Prospector*[®]
 - 1-unit property: Fannie Mae Form 1004/Freddie Mac Form 70.
 - 2-unit property: Fannie Mae Form 1025/Freddie Mac Form 72 Small Residential Income Property Appraisal Report
- *Loan Prospector*
 - The minimum appraisal requirements as reflected on the Feedback Certificate.

The updated [Restricted Markets – Freddie Mac Owned Streamline \(FOSR\) list](#) is attached for your reference and will soon be available in the Broker Guide.

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Multiple Loans to One Borrower - Revised

Effective for loans locked after Feb. 22, 2008, Wells Fargo will reduce the maximum number of properties a borrower may have financed with Wells Fargo from six to four. Broker Guide **Section 201 E** will be revised to read:

The following guidelines apply to the number of 1-4 unit properties financed with Wells Fargo and all other lenders. All financed 1-4 unit properties for all borrowers on the loan transaction must be included in the total. There are no restrictions on the number of properties that the borrower owns free and clear.

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Multiple Loans to One Borrower – Revised, continued**Conforming Loans**

Occupancy	Total # financed with Wells Fargo	Total # financed with all lenders including Wells Fargo
Primary	unlimited	unlimited
Second Home	4 (including primary)	unlimited
Investment	4 (including primary)	10

Wells Fargo will also limit the number of financed properties permitted for borrowers using a non-conforming product. Broker Guide **Section 512 B** will be revised to reflect:

The following guidelines apply to the number of 1-4 unit financed properties owned by all borrowers on the loan transaction, not just the primary borrower.

Non-Conforming Loans

Occupancy	Total # financed with Wells Fargo and other lenders	Restrictions on 3 rd and 4 th property
Primary	Unlimited	No
Second Home	4 (including primary)	Yes ¹
Investment	4 (including primary)	Yes ²

1. A second home that will be the borrower's third or fourth financed property is subject to the following restrictions:
 - Fixed rate product
 - Purchase or rate/term refinance transaction
2. An investment property that will be the borrower's third or fourth financed property is subject to the following restrictions:
 - Purchase or rate/term refinance transaction

Loans locked no later than Feb. 22, 2008, will be eligible for purchase in compliance with currently published requirements.

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Broker's First® Enhancements

Wells Fargo Wholesale Lending is pleased to introduce changes beginning Feb. 25, 2008, to improve the *Broker's First* experience.

Broker's First Enhancements Include:

- NEW Home Mortgage Pricing Calculator tool
 - NEW Lock Confirmation Verbiage
 - NEW Look – *Direct Express*SM Button
 - Existing Programs and Products now available on *Broker's First*
 - Upload Current Income Fields
 - Valid Value for Year and Month for the Present/Previous Address and Employment
 - Documentation Option added to the Feedback Certificate
 - Pipeline clean up on Pending loans
- **NEW Home Mortgage Pricing Calculator tool** – Clients can price a loan scenario with a minimum amount of data. Clients can then add additional required fields to register this scenario as a loan.
 - **Upload Current Income Fields** - Clients can upload and re-upload by borrower their current employment data into the appropriate employment income fields in the loan data form. The income field categories are Base Monthly Salary, Overtime, Bonus and Commission.
 - **Exception** - If the borrower or a co-borrower has more than one current employer the income will need to be manually input.
 - **Valid Value for Year and Month** - Client can enter a valid value of one month or greater in the years and months fields so it may represent the accurate amount of time for the present address, previous address and employment. If the value for these fields are not one month or greater, the month field will highlight in red.
 - **NEW LOOK - Submit for Feedback Button** - The label on the SUBMIT FOR FEEDBACK Button has been changed to GET *Direct Express*SM FEEDBACK.
-
- **Existing programs and products now available on *Broker's First*** – The following products will now be available on *Broker's First*:

Programs	Products
Alt 97 - 35% MI	FHA/VA 20-year fixed
Flex 97 - 35% MI	FHA/VA 25-year fixed
 - **Display Lock Confirmation Page** - the Lock Confirmation page will display whenever there is a re-price transaction completed on the loan. Click [here](#) for a sample.

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Broker's First[®] Enhancements, continued

- **Documentation Option added to the Feedback Certificate** – The Documentation Option selected in the Loan Data Form by the client will display on the feedback certificate as Document Option (Pricing). This value is different than the required documentation currently displayed as Minimum Documentation on the feedback certificate.

Example:

FEEDBACK DETAILS	
Feedback Response	Review
Minimum Documentation	Income/Asset

Term	360
Amortization Type	Fully Amortized
Document Option (Pricing)	Full

- **Pipeline clean up on Pending loans** – Any Pending loan with Registration date/time stamp greater than two weeks will automatically be changed from “Active Status” to “Inactive Status.” The Pending loan status is for loans where a loan number has not been assigned.
- **NEW Lock Confirmation Verbiage** –The following verbiage will now appear on all lock confirmations:
Wells Fargo Home Mortgage a division of Wells Fargo Bank, N.A,
This lock is conditional, and is subject to a review for compliance with Wells Fargo Home Mortgage policies, including those contained in the Broker Guide. Per the terms of the Broker Guide, should a lock not conform to Wells Fargo Home Mortgage policies, the lock **may be cancelled.**

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New Wells Fargo Home OpportunitiesSM Delivery Address

This message applies only to clients delivering Wells Fargo Home OpportunitiesSM loans to Minneapolis, Minn.

In our continuing effort to provide the best possible client experience, effective immediately, clients delivering Wells Fargo Home Opportunities loans to our Minneapolis, Minn., site should deliver all new* Wells Fargo Home Opportunities loans to our Springfield, Ill., site at:

Springfield, Ill., Wells Fargo Home Opportunities Delivery Address:

Wells Fargo Home Mortgage
4820 West Wabash Ave.
Attn: Receiving
MAC X 2803-016
Springfield, IL 62711

Springfield, Ill., Wells Fargo Home Opportunities Phone:

(877) 782-8330, option 2

Secure Document Delivery (SDD) Address:

WhlsPrimeExpandedOpportunities@wellsfargo.com

* Wells Fargo Home Opportunities loans currently in the pipeline will be fulfilled at their existing location.

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HOME EQUITY UPDATES

Wells Fargo Home Equity At Risk Markets Policy Update

In September 2007, Wells Fargo Home Equity introduced the At Risk Markets policy, reducing the maximum CLTV on a county level based on the county's At Risk Classification. As a result of changing market conditions, effective **Feb. 29, 2008**, Wells Fargo Home Equity will adjust the county designation list.

- Applications received on or after **Feb. 29, 2008**, will be subject to the updated "At Risk Markets" county designation list (attached).
- Please note that Severely Distressed Tiers 1 and 2 have been combined into one Severely Distressed category.
- The updated *At Risk Markets matrix* is also available on our *Broker's First®* Web site:

*Information Gallery >> Forms and Exhibits >>
Wells Fargo Home Equity At Risk Markets List*

- This list should be reviewed with each transaction to determine which type of market the subject property's county is assigned: Stable, Soft, Distressed, or Severely Distressed. All counties not listed on the matrix are defined as Stable.
- Once the subject property's market designation is determined, the Home Equity Program Overview may be used to calculate maximum CLTV.
- *Direct ExpressSM* supports the At Risk policy for second mortgages originated simultaneously with Wells Fargo firsts.

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Wells Fargo Wholesale Lending
At Risk Markets (Restricted Markets)

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At Risk Markets List – Effective with loans registered on or after Feb. 29, 2008				
		Severely Distressed Markets	Distressed Markets	Soft Markets
State	County			
Arizona	Coconino County			X
	Maricopa County	X		
	Pima County		X	
	Pinal County	X		
	Yavapai County		X	
	Yuma County		X	
California	Alameda County		X	
	Butte County		X	
	Contra Costa County		X	
	El Dorado County	X		
	Fresno County	X		
	Imperial County		X	
	Kern County	X		
	Kings County	X		
	Los Angeles County	X		
	Madera County	X		
	Merced County	X		
	Monterey County	X		
	Napa County	X		
	Orange County	X		
	Placer County	X		
	Riverside County	X		
	Sacramento County	X		
	San Benito County		X	
	San Bernardino County	X		
	San Diego County	X		
	San Francisco County			
	San Joaquin County	X		
	San Luis Obispo County			X
	Santa Barbara County	X		
	Santa Clara County		X	
	Shasta County		X	
	Solano County	X		
	Sonoma County		X	
Stanislaus County	X			
Sutter County		X		
Tulare County		X		
Ventura County		X		
Yolo County	X			
Yuba County		X		
Colorado	Adams County		X	
	Arapahoe County		X	
	Broomfield County		X	
	Clear Creek County		X	
	Denver County		X	
	Douglas County		X	
	Elbert County		X	
	Gilpin County		X	

Wells Fargo Wholesale Lending
At Risk Markets (Restricted Markets)

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At Risk Markets List – Effective with loans registered on or after Feb. 29, 2008				
		Severely Distressed Markets	Distressed Markets	Soft Markets
State	County			
	Jefferson County		X	
	Park County		X	
Connecticut	Fairfield County			X
	New Haven County			X
District of Columbia	District of Columbia		X	
Florida	Alachua County			X
	Baker County			X
	Brevard County	X		
	Broward County	X		
	Charlotte County	X		
	Clay County			X
	Collier County		X	
	Duval County			X
	Escambia County			X
	Gilrist County			X
	Hernando County		X	
	Hillsborough County		X	
	Indian River County		X	
	Lake County	X		
	Lee County	X		
	Manatee County	X		
	Marion County	X		
	Martin County	X		
	Miami-Dade County		X	
	Nassau County			X
	Okaloosa County			X
	Orange County	X		
	Osceola County	X		
	Palm Beach County		X	
	Pasco County		X	
	Pinellas County		X	
	Polk County		X	
	St. Johns County			X
	St. Lucie County	X		
	Santa Rosa County			X
	Sarasota County	X		
	Seminole County	X		
	Volusia County		X	
Illinois	Bond County		X	
	Calhoun County		X	
	Clinton County		X	
	Jersey County		X	
	Macoupin County		X	
	Madison County		X	
	Monroe County		X	
	St. Clair County		X	

Wells Fargo Wholesale Lending
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At Risk Markets List – Effective with loans registered on or after Feb. 29, 2008				
		Severely Distressed Markets	Distressed Markets	Soft Markets
State	County			
Louisiana	Jefferson Parish			X
	Orleans Parish			X
	Plaquemines Parish			X
	Saint Bernard Parish			X
	Saint Charles Parish			X
	Saint John the Baptist Parish			X
	Saint Tammany Parish			X
Maryland	Anne Arundel County			X
	Baltimore County			X
	Baltimore City			X
	Calvert County		X	
	Carroll County			X
	Charles County		X	
	Frederick County			X
	Harford County			X
	Howard County			X
	Montgomery County			X
	Prince George's County		X	
	Queen Anne County			X
	Washington County		X	
Massachusetts	Barnstable County		X	
	Berkshire County		X	
	Bristol County			X
	Essex County			X
	Norfolk County		X	
	Plymouth County		X	
	Suffolk County		X	
	Worcester County			X
Michigan	Barry County			X
	Bay County			X
	Genesee County			X
	Ionia County			X
	Jackson County			X
	Kent County			X
	Lapeer County			X
	Livingston County			X
	Macomb County			X
	Monroe County			X
	Newaygo County			X
	Oakland County			X
	Saginaw County			X
	St. Clair County			X
Washtenaw County			X	
Minnesota	Anoka County			X
	Carver County			X
	Chisago County			X
	Dakota County			X

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At Risk Markets List – Effective with loans registered on or after Feb. 29, 2008				
		Severely Distressed Markets	Distressed Markets	Soft Markets
State	County			
	Hennepin County			X
	Isanti County			X
	Ramsey County			X
	Scott County			X
	Sherburne County			X
	Washington County			X
	Wright County			X
Missouri	Crawford County		X	
	Franklin County		X	
	Jefferson County		X	
	Lincoln County		X	
	St. Charles County		X	
	St. Louis County		X	
	St. Louis City		X	
	Warren County		X	
Washington County		X		
Nevada	Carson City		X	
	Clark County	X		
	Storey County		X	
	Washoe County		X	
New Hampshire	Rockingham County			X
	Strafford County			X
New Jersey	Cape May County		X	
	Mercer County		X	
	Middlesex County		X	
	Monmouth County		X	
	Ocean County		X	
	Somerset County		X	
	Warren County			X
New York	Nassau County		X	
	Suffolk County		X	
Ohio	Clark County			X
	Cuyahoga County			X
	Fulton County			X
	Geauga County			X
	Lake County			X
	Lorain County			X
	Lucas County			X
	Mahoning County			X
	Medina County			X
	Ottawa County			X
	Richland County			X
	Trumbull County			X
Wood County			X	
Oregon	Deschutes County			X

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At Risk Markets List – Effective with loans registered on or after Feb. 29, 2008				
		Severely Distressed Markets	Distressed Markets	Soft Markets
State	County			
	Jackson County			X
Pennsylvania	Carbon County			X
	Lehigh County			X
	Mercer County			X
	Northampton County			X
Rhode Island	Bristol County			X
	Kent County			X
	Newport County			X
	Providence County			X
	Washington County			X
Virginia	Alexandria (City)		X	
	Arlington County		X	
	Clarke County		X	
	Fairfax County		X	
	Fairfax (City)		X	
	Falls Church (City)		X	
	Fauquier County		X	
	Fredericksburg (City)		X	
	Loudoun County		X	
	Manassas (City)		X	
	Manassas Park (City)		X	
	Prince William County		X	
	Spotsylvania County		X	
	Stafford County		X	
	Warren County		X	
Washington	Pierce County			X
Wisconsin	Pierce County			X
	St. Croix County			X
West Virginia	Berkeley County		X	
	Jefferson County		X	
	Morgan County		X	

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

State	County
Alabama	Autauga County
	Baldwin County
	Elmore County
	Etowah County
	Greene County
	Hale County
	Lowndes County
	Mobile County
	Montgomery County
	Pickens County
	Tuscaloosa County
	Washington County
	Arkansas
Arizona	Coconino County
	Maricopa County
	Pima County
	Pinal County
	Yavapai County
	Yuma County
California	Alameda County
	Butte County
	Contra Costa County
	El Dorado County
	Fresno County
	Imperial County
	Kern County
	Kings County
	Los Angeles County
	Madera County
	Marin County
	Merced County
	Monterey County
	Napa County
	Orange County
	Placer County
	Riverside County
	Sacramento County
	San Benito County
	San Bernardino County
	San Diego County
	San Francisco County
	San Joaquin County
	San Luis Obispo County
	San Mateo County
	Santa Barbara County
	Santa Clara County
	Santa Cruz County
	Shasta County
	Solano County
Sonoma County	

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	Stanislaus County
	Sutter County
	Tulare County
	Ventura County
	Yolo County
	Yuba County
Colorado	
	Adams County
	Arapahoe County
	Broomfield County
	Clear Creek County
	Denver County
	Douglas County
	Elbert County
	El Paso County
	Gilpin County
	Jefferson County
	Park County
	Teller County
	Weld County
Connecticut	
	Fairfield County
	Hartford County
	Middlesex County
	New Haven County
	New London County
Tolland County	
District of Columbia	
District of Columbia	District of Columbia
Florida	
	Alachua County
	Baker County
	Brevard County
	Broward County
	Charlotte County
	Clay County
	Collier County
	Duval County
	Escambia County
	Gadsden County
	Gilrist County
	Hernando County
	Hillsborough County
	Indian River County
	Jefferson County
	Lake County
	Lee County
	Leon County
	Manatee County
	Marion County
Martin County	
Miami-Dade County	
Nassau County	
Okaloosa County	
Orange County	

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	Osceola County
	Palm Beach County
	Pasco County
	Pinellas County
	Polk County
	St. Johns County
	St. Lucie County
	Santa Rosa County
	Sarasota County
	Seminole County
	Volusia County
	Wakulla County
Georgia	
	Barrow County
	Bartow County
	Bryan County
	Butts County
	Carroll County
	Chatham County
	Cherokee County
	Clayton County
	Cobb County
	Coweta County
	Dawson County
	DeKalb County
	Douglas County
	Effingham County
	Fayette County
	Forsyth County
	Fulton County
	Gwinnett County
	Hall County
	Haralson County
	Heard County
	Henry County
	Jasper County
	Lamar County
	Meriwether County
	Newton County
	Paulding County
	Pickings County
	Pike County
	Rockdale County
	Spalding County
	Walton County
Iowa	
	Scott County
	Warren County
	Washington County
Illinois	
	Bond County
	Calhoun County
	Clinton County
	Cook County
	DeKalb County

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	DuPage County
	Grundy County
	Jersey County
	Kane County
	Kendall County
	Macoupin County
	Madison County
	McHenry County
	Monroe County
	St. Clair County
	Will County
Indiana	
	Benton County
	Carroll County
	Madison County
	Tippecanoe County
Kentucky	
	Boyd County
	Greenup County
Louisiana	
	Acadia Parish
	Allen Parish
	Ascension Parish
	Assumption Parish
	Beauregard Parish
	Calcasieu Parish
	Caldwell Parish
	Cameron Parish
	Catahoula Parish
	East Baton Rouge Parish
	East Feliciana Parish
	Evangeline Parish
	Franklin Parish
	Grant Parish
	Iberia Parish
	Iberville Parish
	Jefferson Parish
	Jefferson Davis Parish
	Lafayette Parish
	Lafourche Parish
	LaSalle Parish
	Livingston Parish
	Madison Parish
	Morehouse Parish
	Natchitoches Parish
	Orleans Parish
	Plaquemines Parish
	Pointe Coupee Parish
	Richland Parish
	Sabine Parish
	Saint Bernard Parish
	Saint Charles Parish
	Saint Helena Parish
	Saint James Parish
	Saint John the Baptist Parish

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	Saint Landry Parish
	Saint Martin Parish
	Saint Mary Parish
	Saint Tammany Parish
	Tangipahoa Parish
	Terrebonne Parish
	Vermilion Parish
	Vernon Parish
	Washington Parish
	West Baton Rouge Parish
	West Feliciana Parish
	Winn Parish
Maryland	
	Anne Arundel County
	Baltimore County
	Baltimore City
	Calvert County
	Carroll County
	Charles County
	Frederick County
	Harford County
	Howard County
	Montgomery County
	Prince George's County
	Queen Anne County
	Washington County
Massachusetts	
	Barnstable County
	Berkshire County
	Bristol County
	Essex County
	Franklin County
	Hampden County
	Hampshire County
	Middlesex County
	Norfolk County
	Plymouth County
	Suffolk County
	Worcester County
Michigan	
	Barry County
	Bay County
	Calhoun County
	Clinton County
	Eaton County
	Genesee County
	Ingham County
	Ionia County
	Jackson County
	Kent County
	Lapeer County
	Livingston County
	Macomb County
	Monroe County
	Newaygo County

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	Oakland County
	Ottawa County
	Saginaw County
	St. Clair County
	Washtenaw County
	Wayne County
Minnesota	
	Anoka County
	Benton County
	Carver County
	Chisago County
	Dakota County
	Hennepin County
	Isanti County
	Ramsey County
	Scott County
	Sherburne County
	Stearns County
	St. Louis County
	Washington County
Wright County	
Missouri	
	Crawford County
	Franklin County
	Jefferson County
	Lincoln County
	St. Charles County
	St. Louis County
	St. Louis City
	Warren County
	Washington County
Mississippi	
	Adams County
	Amite County
	Attala County
	Choctaw County
	Clairborne County
	Clarke County
	Copiah County
	Covington County
	DeSoto County
	Forrest County
	Franklin County
	George County
	Greene County
	Hancock County
	Harrison County
	Hinds County
	Jackson County
	Jasper County
	Jefferson County
	Jefferson Davis County
Jones County	
Kemper County	
Lamar County	

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	Lauderdale County
	Lawrence County
	Leake County
	Lincoln County
	Lowndes County
	Madison County
	Marion County
	Marshall County
	Neshoba County
	Newton County
	Noxubee County
	Okitbeha County
	Pearl River County
	Perry County
	Pike County
	Rankin County
	Scott County
	Simpson County
	Smith County
	Stone County
	Tate County
	Tunica County
	Walthall County
	Warren County
	Wayne County
	Wilkinson County
	Winston County
	Yazoo County
North Carolina	
	Alamance County
	Wayne County
Nebraska	
	Lancaster County
	Seward County
Nevada	
	Carson City
	Clark County
	Storey County
	Washoe County
New Hampshire	
	Hillsborough County
	Rockingham County
	Strafford County
New Jersey	
	Bergen County
	Burlington County
	Camden County
	Cape May County
	Cumberland County
	Essex County
	Gloucester County
	Hudson County
	Hunterdon County
	Mercer County
	Middlesex County
	Monmouth County

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	Morris County
	Ocean County
	Passaic County
	Somerset County
	Sussex County
	Union County
	Warren County
New York	Bronx County
	Dutchess County
	Kings County
	Nassau County
	New York County
	Orange County
	Putnam County
	Queens County
	Richmond County
	Rockland County
	Suffolk County
	Ulster County
	Warren County
	Washington County
	Westchester County
Ohio	Clark County
	Cuyahoga County
	Fulton County
	Geauga County
	Lake County
	Lawrence County
	Lorain County
	Lucas County
	Mahoning County
	Medina County
	Ottawa County
	Richland County
	Trumbull County
	Wood County
Oregon	Deschutes County
	Jackson County
Pennsylvania	Berks County
	Bucks County
	Carbon County
	Chester County
	Delaware County
	Lehigh County
	Mercer County
	Montgomery County
	Northampton County
	Philidelphia County
	Pike County
Rhode Island	Bristol County
	Kent County

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	Newport County
	Providence County
	Washington County
South Carolina	
	Berkeley County
	Calhoun County
	Charleston County
	Dorchester County
	Fairfield County
	Kershaw County
	Lexington County
	Richland County
	Saluda County
Tennessee	
	Fayette County
	Shelby County
	Tipton County
Texas	
	Angelina County
	Archer County
	Bell County
	Bowie County
	Brazoria County
	Calhoun County
	Callahan County
	Chambers County
	Cherokee County
	Clay County
	Coryell County
	El Paso County
	Fort Bend County
	Galveston County
	Goliad County
	Grayson County
	Gregg County
	Hardin County
	Harris County
	Harrison County
	Hidalgo County
	Houston County
	Jasper County
	Jefferson County
	Jones County
	Lampasas County
	Liberty County
	McLennan County
	Montgomery County
	Nacogdoches County
	Newton County
	Orange County
	Polk County
	Sabine County
	San Augustine County
	San Jacinto County
	Shelby County

Wells Fargo Wholesale Lending
Restricted Markets – Freddie Mac Owned
Streamline (FOSR)

	Taylor County
	Trinity County
	Tyler County
	Victoria County
	Walker County
	Webb County
Virginia	
	Alexandria (City)
	Arlington County
	Clarke County
	Fairfax County
	Fairfax (City)
	Falls Church (City)
	Fauquier County
	Frederick County
	Fredericksburg (City)
	Loudoun County
	Manassas (City)
	Manassas Park (City)
	Prince William County
	Spotsylvania County
	Stafford County
	Warren County
	Winchester County
Washington	
	Kitsap County
	Pierce County
	Thurston County
	Whatcom County
Wisconsin	
	Brown County
	Kewaunee County
	Milwaukee County
	Oconto County
	Ozaukee County
	Pierce County
	St. Croix County
	Washington County
	Waukesha County
West Virginia	
	Berkeley County
	Cabell County
	Hampshire County
	Jefferson County
	Morgan County
	Wayne County



[Online Help](#)

LOAN SUMMARY

[PRINTABLE VERSION](#)

Loan Amount: \$150000	Product: Fix 30	Lock Status: Locked
Loan Status: Registered	Interest Rate: 6.5%	Lock Expiration: 03/17/2008
Status Date: 01/16/2008		Delivery Site: SPRINGFIELD

[Extend](#) : [Cancel Loan](#) : [Close](#) : [Edit Loan Data](#) : [GET direct^{express} FEEDBACK](#) **Last Saved:** 1:55 PM, 01/16/2008 CST

LOCK CONFIRMATION

Your Lock Request was successfully transmitted at 1:55 PM, 01/16/2008 CST. Please print this page for future references and keep it in your loan file.

Loan Number
Primary Borrower Name
Primary Borrower SSN
Self-Employed? No
Citizenship US Citizen
Property Address
County hen
Occupancy Type Owner Occupied
Property Type Single Family
Pre-Approved? No
Property Class None
P.U.D? No
Loan Type Conventional
Family Type Code Conforming
Product Type Fix 30
Loan Purpose Purchase
Loan Amount \$ 150000
Sales Price \$ 275000
Market Value \$ 278000
FICO 787
Interest Rate 6.5 %
LTV 54.545
TLTV 54.545
CLTV 54.545
AU Tool None
AU Feedback None
Amortization Type Fully Amortized
Term (10) 0
Documentation Option Full
Underwriting Program Wells Fargo
Employee Relocation Plan? No
ARM Margin 0
Temp Buydown? No
Temp Buydown Contributor None
Mortgage Insurance Source None
Prepayment Penalty (in months) 0
Delivery Option Best Effort
BA Name/Client ID Traditional Broker- Trad (A6PZ)
Prior Approval? No
Lender Servicing Retained? No
Price Code 5133
Lock Status Locked
Lock Date/Time 01/16/2008
Lock Period 60 Days
Lock Expiration 03/17/2008
Delivery Expiration Date
Delivery Site SPRINGFIELD
Interest Adjustment Date

Price Detail

Rate	Price	Margin	Description
6.500	-1.557	0.000	Base Rate & Price
0.000	-0.400	0.000	State Adj Conf in MN (1596)
6.500	-1.957	0.000	Final

Wells Fargo Home Mortgage a division of Wells Fargo Bank, N.A. This lock is conditional, and is subject to a review for compliance with Wells Fargo Home Mortgage policies, including those contained in the Broker Guide. Per the terms of the Broker Guide, should a lock not conform to Wells Fargo Home Mortgage policies, the lock MAY BE CANCELLED.



LTV Adjustment Tables

At-Risk Markets List

State	County		
	Soft Market	Distressed Market	Severely Distressed Market
AZ	Coconino	Pima, Yavapai and Yuma	Maricopa and Pinal
CA	San Luis Obispo	Alameda, Butte, Contra Costa, Imperial, San Benito, Santa Clara, Shasta, Sonoma, Sutter, Tulare, Ventura, and Yuba	El Dorado, Fresno, Kern, Kings, Los Angeles, Madera, Merced, Monterey, Napa, Orange, Placer, Riverside, Sacramento, San Bernardino, San Diego, San Joaquin, Santa Barbara, Stanislaus, Solano and Yolo
CO		Adams, Arapahoe, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park	
CT	Fairfield and New Haven		
DC		District of Columbia	
IL		Bond, Calhoun, Clinton, Jersey, Macoupin, Madison, Monroe and St. Clair	
FL	Alachua, Baker, Clay, Duval, Escambia, Gilchrist, Nassau, Okaloosa, Santa Rosa, and St. Johns	Collier, Hernando, Hillsborough, Indian River, Miami-Dade, Palm Beach, Pasco, Pinellas, Polk, and Volusia	Brevard, Broward, Charlotte, Lake, Lee, Manatee, Marion, Martin, Orange, Osceola, St. Lucie, Sarasota and Seminole
LA	Jefferson Parish, Orleans Parish, Plaquemines Parish, Saint Bernard Parish, Saint Charles Parish, Saint John the Baptist Parish, and Saint Tammany Parish		
MA	Bristol, Essex, and Worcester	Barnstable, Berkshire, Norfolk, Plymouth and Suffolk	
MD	Anne Arundel, Baltimore, Carroll, Frederick, Harford, Howard, Montgomery, Queen Anne's, and Baltimore City	Calvert, Charles, Prince Georges and Washington	
MI	Barry, Bay, Genesee, Ionia, Jackson, Kent, Lapeer, Livingston, Macomb, Monroe, Newaygo, Oakland, Saginaw, St. Clair, and Washtenaw		
MN	Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Sherburne, Washington and Wright		
MO		Crawford, Franklin, Jefferson, Lincoln, St. Charles, St. Louis, St. Louis City, Warren and Washington	
NH	Rockingham and Strafford		
NJ	Warren	Cape May, Mercer, Middlesex, Monmouth, Ocean and Somerset	
NV		Carson City, Storey, and Washoe	Clark
NY		Nassau and Suffolk	
OH	Clark, Cuyahoga, Fulton, Geauga, Lake, Lorain, Lucas, Mahoning, Medina, Richland, Ottawa, Trumbull and Wood		
OR	Deschutes and Jackson		
PA	Carbon, Lehigh, Mercer and Northampton		
RI	Bristol, Kent, Newport, Providence, and Washington		
VA		Alexandria City, Arlington, Clarke, Fairfax, Fairfax City, Falls Church City, Fauquier, Fredericksburg City, Loudoun, Manassas City, Manassas Park City, Prince William, Spotsylvania, Stafford, and Warren	
WA	Pierce		
WI	Pierce and St. Croix		
WV		Berkeley, Jefferson and Morgan	