



ICBC (USA) Residential Mortgage Products

No.1 –

FNMA Loan

No. 2–

Flex ARM

No. 3 –

Flex ARM Plus

No. 4 –

CRES ARM

ICBC (USA) NA RESIDENTIAL MORTGAGE LOAN BOOKLET



ICBC (USA) NA

www.icbc-us.com

info@us.icbc.com.cn

Wechat :

ICBC USA



Disclaimer Notice

This booklet is for reference only. Details please refer to the Industrial and Commercial Bank of China (USA) NA (“ICBC (USA) NA”). If you have any questions, please call your branch representative and we will be more than happy to assist you.

All loans are subject to ICBC (USA) NA approval, program is available for properties located in New York, New Jersey, Connecticut and California within 100 miles from ICBC-USA Branches.



Our Mission

Excellence for You

Excellent Services to Clients, Maximum Returns to Shareholders

Real Success for Our People, Great Contribution to Society

Our Vision

A Global Leading Bank with the Best Profitability,
Performance and Prestige

Our Value

Integrity Leads to Prosperity

Integrity, Humanity, Prudence, Innovation and Excellence



2014 Ranking

Forbes

The 1st place among the Global 2000

Ranking in terms of combination of sales, profit,
assets, and market value

The Banker

The 1st place among the Top 1000 World Banks

Ranking in terms of tier 1 capital of the bank

Fortune

The 25th place among the Global 500

(The 1st place on the sub-list of commercial banks)

Ranking in terms of operating income

Millward Brown

The 17th place among the Top 100 Most Valuable Global Brands

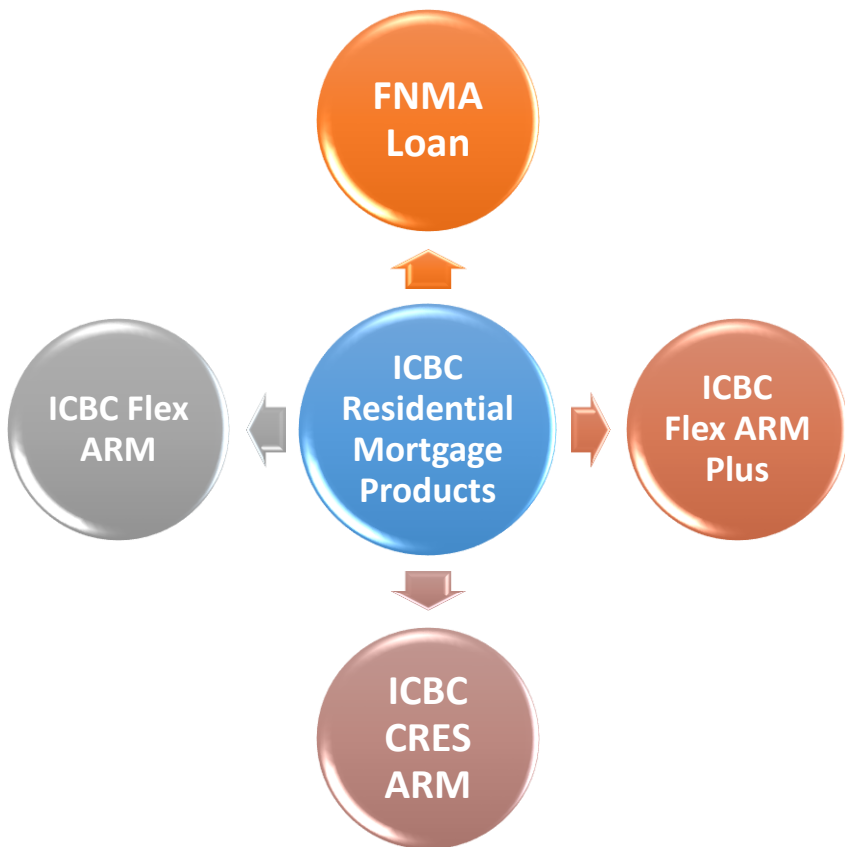
(The 2nd place among the brands of financial institutions)

Ranking in terms of brand value

China Enterprise Confederation

The 4th place among the Top 500 Enterprises of China

Ranking in terms of operating income



* Loan programs are subject to change without prior notice.



Why choose ICBC (USA) NA to be your residential mortgage partner?

- A. We have the lowest interest rate among our peers under FNMA Program
- B. We offer no income check under Flex ARM Plus Program
- C. We can go up to \$3.5 million under Flex ARM and Flex ARM Plus Program
- D. We can go up to \$10 million for corporate or \$7 million for individual under CRES ARM Program



**Which ICBC residential loan product
you may qualify?**



Are you a natural person?



Please Continue to the Next Page

Please Flip to Page 9



Are you US Citizen or US Permanent Resident or
do you have L1, H1 Visa or TN Visa?

Yes



Is your property a 1-4 family home as
primary residence, second home or
investment property?

Yes



Are you seeking for residential loans that exceed
below loan limits?

No



Please flip to Page 8.

# of unit(s)	Conforming Loan Limits	Limits for High Balance Loan
One	\$417,000	\$625,000
Two	\$533,850	\$800,775
Three	\$645,300	\$967,950
Four	\$801,950	\$1,202,925



Please Flip to Page 9



Please Continue to the next page



Are you qualified with below criteria:

1. Two years US Tax Return
2. A minimum credit score of 620

Yes



**Fannie Mae (FNMA)
Residential Loan
Program**

No



If you can't provide two years
US tax return or credit score,
would you like to apply based
on income verification or based
on qualified financial asset?

**Income
Verification**



**ICBC-FLEX ARM
Consumer Terms Non-
FNMA Loan Residential
Loan Program**

**Qualified
Financial Asset**



**ICBC-FLEX ARM Plus
Consumer Terms Non-
FNMA Loan
Residential Loan
Program**



If you are not a natural person (LLC, Corporation, etc.)

Or

If you are natural person and looking for maximum loan amount of \$7 million, you will need to fulfill the following qualification:

- 1. Property is used for investment purpose only**
- 2. Credit score above 700**

You may apply for



**ICBC-CRES ARM: Residential Mortgage
Loan Program (Commercial Term)**



NRBs Disclosure

For NRB who are just visiting the U.S., the following criteria must be met to become eligible:

- a) Borrower must have a legal Visa to enter the U.S **before loan closing**. (Visa must be valid for at least one year)
- b) Obtain two years' history of residency in his/her country, including address, whether owned/rented and start & end dates
- c) Bank must have multiple communication channels with Applicant (home country contact number, WeChat, address and email etc.
- d) Borrower must have local legal representative who is a US resident and, can reasonably manage the collateral real estate and debt service over the life of the loan. Legal representative must be given legal authority to represent the borrower, either through power of attorney, joint account holder status or other legally established means **(before loan closing)**



Credit History Requirement

Do you have a minimum of two years U.S. Credit History?



ICBC (USA) will
order credit report
for you



Do you have a minimum of
two years credit history with
the home country?

Y



Are you an existing
loan customer of
ICBC?

Y



Please obtain
credit
reference from
the relevant
ICBC Unit.

N



Please obtain credit
report from the home
country. If you are
from China, you can
obtain reports
following instruction
is next page.

N



Please provide an
affidavit of all debts you
are directly obligated to
pay globally and the
mandatory monthly
payment amount for
each debt.

Note: Bank will ask for
specific payment records
on two to three major
accounts.
ICBC (USA) NA will
order international credit
report from a credible
agency.



怎样在中国查询信用报告？

自 2013 年 3 月以来，中国人民银行征信中心开展了通过互联网查询本人信用报告服务试点工作，并将于 2014 年实现全国推广，试点批次范围将逐步公布，详情请登陆个人信用报告查询网址 <https://ipcrs.pbccrc.org.cn>，了解公告内容。凡持有试点省（市、自治区）身份证的个人，均可登陆个人信用报告查询网址，上网查询本人信用报告。



个人信用报告是征信机构出具的记录您过去信用信息的文件，是个人的“经济身份证”，它可以帮助您的交易伙伴了解您的信用状况，方便您达成经济金融交易。

目前个人信用报告有三个版本，分别为：

- 1、个人版：供消费者了解自己信用状况，主要展示了信息主体的信贷信息和公共信息等。包括个人版和个人明细版。
- 2、银行版：主要供商业银行查询，在信用交易信息中，该报告不展示除查询机构外的其他贷款银行或授信机构的名称，目的是保护商业秘密，维护公平竞争。
- 3、社会版：供消费者开立股指期货账户，此版本展示了您的信用汇总信息，主要包括个人的执业资格记录、行政奖励和处罚记录、法院诉讼和强制执行记录、欠税记录、社会保险记录、住房公积金记录以及信用交易记录。

征信机构从信用信息产生的源头采集信息，具体来说，征信信息主要来自以下两类机构：

提供信贷业务的机构。主要是商业银行、农村信用社、小额贷款公司等专业化的提供信贷业务的机构。

其他机构。包括个人住房公积金中心、个人养老保险金等机构。

此外，上述部分机构还提供个人的地址、联系方式等基本信息，而这些信息是由个人在办理业务时提供给这些机构的。

按照《征信业管理条例》和《国家发展改革委关于中国人民银行征信中心服务收费等有关问题的批复》（发改价格[2014]135 号）规定，中国人民银行征信中心自 2014 年 6 月 3 日开始对个人查询本人信用报告实施收费，个人每年查询第 3 次及以上的，每次收取服务费 25 元，个人查询本人信用报告每年前 2 次免费。



Seven steps to your dream home

1

Step 1: Provide all required information submit the completed the application package to Mortgage Loan Originator ("MLO")

2

Step 2(a): After application package is reviewed as complete and received, ICBC (USA) NA will provide you a 3-days disclosures.

Step 2(b) (CRES): For CRES ARM program, ICBC (USA) NA will send out Letter of Interest (LOI) for you to sign.

3

Step 3: After receiving good faith deposit check and you confirm that you have received the disclosures and agrees to proceed with the loan, ICBC (USA) NA will order appraisal and open escrow.

4

Step 4: While waiting for appraisal, MLO will work with you to gather the remaining documentation

5

Step 5: Yes!!! Now loan is approved. MLO will ask you to lock your interest rate and file to be forwarded to Loan Documentation Department for document preparation.

6

Step 6: Loan Documents will be sent to escrow or attorney for signing and closing.

7

Step 7: After everything is set, congratulation for your new home!





Table of Contents

Appendix 1	ICBC Loan Checklist
Appendix 2	Fannie Mae (FNMA) checklist
Appendix 3	ICBC Flex ARM (For US Citizen/Resident - US income verification) checklist
Appendix 4	ICBC Flex ARM (For NRB, income verification from home country) checklist
Appendix 5	ICBC Flex ARM Plus (Qualified Financial Assets) checklist
Appendix 6	CRES ARM (with income verification – applies to Corporation/LLC also) checklist

Note: Please consult our branch officers for maximum loan-to-value and criteria of each loan programs



Appendix 1: ICBC Loan Checklist

(This checklist applies to all Residential Mortgage Loan Program)

	<u>Complete Application Package (Requirement) including front-end disclosures</u>
1	Uniform Residential Loan Application (FNMA Form 1003)
2	Authorization to release information
3	Name and address acknowledgement
4	List of Name and Address Form
4	Equal Credit Opportunity Act Form
5	Disclosure of Right to receive a copy of an appraisal
6	Important Information about procedures for opening an account
7	Privacy Notice
8	Floating Rate Acknowledgement and Rate Lock-in Agreement (When Applicable)
9	HUD's Settlement Cost Booklet (Required for Purchase)
10	Consumer Handbook on Adjustable Rate Mortgage (For ARMS loan only) and Adjustable Rate Mortgage Disclosure
11	Applicant's Declaration
12	California Addendum to Loan Application
13	Fair Lending Notice
14	Escrow Acknowledgement



Appendix 2 (Fannie Mae)

Documents that we need to collect from Applicants:

	(For Permanent Resident, US Citizen, H1 and L1 Visa, income verification)
1	W-2 for the last 2 years and most current 1 month paystub
2	Most current 2 months bank statements, including all pages. Large deposit needs to be explained and provide support documents.
3	Most recent 2 years individual US tax return, including all schedules and K-1 statement (complete set)
4	If Self-employed, most recent 2 years business tax return, including all schedules and YTD profit and loss statement
5	Proof of retirement income, if applicable
6	Current mortgage statement & insurance (for refinance)
7	Copy of purchase contract with evidence of escrow deposit paid (for purchase transaction)
8	Copy of 2 pieces of ID (primary - passport with visa or driver license and secondary - major credit card)
9	For condo or attached PUD – condo project questionnaires, current master insurance, most recent 2 years financial statements, condo management's contact info, and offering plan(condo book)/CC&R with amendments
10	Residential Loan Application and all disclosures (Signed)
11	Schedule of Real Estate Owned if any, with supporting documentation, such as: mortgage statement, insurance and property tax info, if not listed on credit report.
12	If purchase transaction, provide both parties agent's name and contact number, email address, etc.
13	Credit Report – there should not be any delinquent history within the past 24 months, borrower must provide explanation on reason for past due payment, and subject to Underwriter's satisfactory.
14	Loan Application – taken face to face/telephone interview/by mail/email acceptable. Loan documents must be signed in the US



Appendix 3 ICBC-FLEX ARM

Documents that we need to collect from Applicants:

	(For Permanent Resident/ US Citizen, income verification)
1	W-2 for the last 2 years and most current 1 month paystub
2	Most current 2 months bank statements, including all pages. Large deposit needs to be explained and provide supporting documents
3	Most recent 2 years individual US tax return, including all schedules and K-1 statement (complete set)
4	If Self-employed, most recent 2 years business tax return, including all schedules and YTD profit and loss statement
5	Proof of retirement income, if applicable
6	Current mortgage statement & insurance(for refinance)
7	Copy of purchase contract with evidence of escrow deposit paid (for purchase transaction))
8	Copy of 2 pieces of ID (primary - passport with visa or driver license and secondary - major credit card
9	For condo or attached PUD – condo project questionnaires, current master insurance, most recent 2 years financial statements, condo management’s contact info, and offering plan(condo book)/CC&R with amendments
10	Residential Loan Application and all disclosures (Signed)
11	Schedule of Real Estate Owned with supporting documentation, such as: mortgage statement, insurance and property tax info, if not listed on credit report.
12	If purchase transaction, provide both parties agent’s name and contact number, email address, etc.
13	Credit Report – there should not be any delinquent history within the past 24 months, borrower must provide explanation on reason for past due payment, and subject to Underwriter’s satisfactory.
14	Loan Application – face to face/phone interview/mail, email acceptable. Loan documents must be signed in the US.



Appendix 4

ICBC-FLEX ARM

Documents that we need to collect from Applicants:

	(For NRB, income verification)
1	Home country's last 2 years wage statement or financial statements certified by oversea CPA firm acceptable to the Bank.
2	Most current 1 month paystubs from home country
3	Most current 2 months bank statements, including all pages (from home country or United States) Large deposit needs to be explained and provide supporting documents
4	Current 2 years individual tax return from home country
5	If Self-employed, most recent 2 years business tax return from home country, and YTD profit and loss statement
6	Proof of retirement income, if applicable
7	Current mortgage statement & insurance (for refinance)
8	Copy of purchase contract with evidence of escrow deposit paid (for purchase transaction), agent name, contact number
9	Copy of 2 pieces of ID (primary - passport with visa or driver license and secondary - major credit card
10	For condo or attached PUD – condo project questionnaires, current master insurance, most recent 2years financial statements, condo management's contact info, and offering plan(condo book)/CC&R
11	Legal Visa in the US before closing (must be valid at least <u>1 year</u>)
12	Completed Residential Loan Application form (signed) and Schedule of Real Estate Owned with supporting documentation
13	No credit history in the US, obtain one of the following options: a) Credit rating from home country b) Provide bank with affidavit of all debts with monthly payment amount for each debt. c) Existing ICBC loan customer from China, obtain credit reference if they have credit facilities granted by ICBC for at least 2 years in an amount comparable to the amount being applied for. (minimum 2 years credit history with no delinquent record)
14	Cash Collateral a) 5% of loan amount or 1 year PITIA, whichever is higher (if provided US tax return) b) 10% of loan amount (if tax returns are from foreign country)
15	Loan Application – taken face to face/telephone interview/by mail/email acceptable. Loan documents must be signed in the US.



Appendix 5 ICBC-FLEX ARM Plus

Documents that we need to collect from Applicants:

	(Qualified Financial Assets) US Citizen, permanent resident, or non resident
1	Most current 6 months all financial statement including bank statement, stock & mutual fund, including all pages. (US/home country) Large deposit needs to be explained and provide supporting documents
2	Current mortgage statement & insurance (for refinance)
3	Copy of purchase contract with evidence of escrow deposit paid (for purchase transaction)
4	Copy of 2 pieces of ID (primary - passport with visa or driver license and secondary - major credit card)
5	For condo or attached PUD – condo project questionnaires, current master insurance, most recent 2 years financial statement, condo management's contact info, offering plan(condo book) CC&R
6	Residential Loan Application and all disclosures (signed)
7	Legal Visa to US before closing -must be valid at least 1 year
8	No credit history in the US, obtain one of the following options: a) Credit rating from home country b) Provide bank with affidavit of all debts with monthly payment amount for each debt. c) Existing ICBC loan customer from China, obtain credit reference if they have credit facilities granted by ICBC for at least 2 years in an amount comparable to the amount being applied for. (minimum 2 years credit history with no delinquent record)
9	For non-resident: Cash Collateral–10% of loan amount
10	Qualified Financial Assets = Total financial assets – (property down payment +any related fee and payments). Discounted qualified financial assets \geq the amount loan applied and cash on hand is \geq 30 times of PITIA after netting off property down payment and related transaction fees and payment.
11	Loan Application – taken face to face/telephone interview/by mail/email acceptable. Loan documents must be signed in the U.
12	Other related documents (title company, escrow)If purchase transaction, provide agent name and phone number



Appendix 6

CRES ARM

Documents that we need to collect from Applicants:

	CRES ARM For US Citizen, Permanent Resident or Non resident
1	Copy of W-2 for the last two years (for individual borrower)
2	Most current 2 months bank statements, including all pages (if apply loan under individual name). Large deposit needs to be explained and provide supporting documents.
3	Most recent 2 years individual US tax return, including all schedules and K-1 statement (or from home country or NRB)
4	Most recent 2 years business tax return, including all schedules and YTD profit and loss statement (if apply loan under Corporation name)
5	Proof of retirement income, if applicable
6	Current mortgage statement & insurance (for refinance)
7	Documentation for legal entities: a) LLC – Article of Organization (LLC-1) and Statement of Information (LLC-12) filed with Secretary of State, operating agreement, resolution authorizing signatory or b) Corporation – Article of Incorporation and State of Information filed with Secretary of State For New York Region, also need to provide a filing receipt
8	Copy of purchase contract with evidence of escrow deposit paid (for purchase transaction)
9	Copy of 2 pieces of ID (primary like passport with visa or driver license and secondary like major credit card)
10	For condo or attached PUD – condo project questionnaires, current master insurance, most recent 2 years financial statements, condo management's contact info, and offering plan(condo book)/CC&R with amendments
11	Cash Collateral for non resident- 5% of loan amount up to \$100,000.
12	Personal Financial Statement (Signed)
13	Schedule of Real Estate Owned with supporting documentation
14	Credit Report – there should not be any delinquent history within the past 24 months, borrower must provide explanation on reason for past due payment, and subject to Underwriter's satisfactory.
15	Other related documents (title company, escrow) If purchase transaction, provide agent name and phone number



Debt-to-Income Ratio and DSC Ratio Parameters:

Debt-to-Income Ratio:

- Maximum 43%, only applicable for property used by the borrower or its principals ("Owner Used").

Property Debt-Service Coverage Ratio:

- Minimum 1.3X and is required for all properties (including Owner Used).
- When the subject property is a primary residence, the DSCR calculation should be based on appraisal.
- When the subject property is for Investment, the DCR calculation should be based on historic operating statements and current rent roll adjusted for vacancy allowance and expenses. (No Debt-to-Income Ratio required).



1) WHAT ARE THE ADVANTAGES OF GETTING PREQUALIFIED?

Today's real estate market is competitive and the home inventory is tight. In a seller's market, a seller can receive multiple offers from other homebuyers. Getting prequalified gives you an advantage over other homebuyers.

2) HOW MUCH HOME CAN I AFFORD?

Your buying power ultimately depends on several important factors including:

- a) Your annual gross income. For owner occupied properties, you can get a very rough estimate of your affordable home price range by multiplying your annual gross income by 2.5.
- b) Your credit history, credit score and current debt level. Your credit can affect your ability to qualify for a mortgage and your mortgage rate. Before you shop for a house or a mortgage, find out what your credit score is by visiting www.annualcreditreport.com or calling (877) 322-8228. Be sure to do this only once a year because your score can be negatively affected if pulled too often.
- c) Current mortgage rates.
- d) The amount of your down payment.
- e) The type of home you are purchasing. If you are looking to buy a condominium, rates and loan fees are typically higher for these



loans. You will also have to budget for the cost of your monthly homeowner association fees.

- f) Fees and closing costs. Remember to factor in the expenses and fees you will incur for a home appraisal, a home inspection and other professional services required to buy a home.

3) WHAT IS A FIXED RATE LOAN?

A loan that has an interest rate that remains constant throughout life of the loan, usually available for 30, 20 or 15 years, depending on the lender.

4) WHAT IS AN ADJUSTABLE RATE MORTGAGE?

An adjustable rate mortgage, or an "ARM" as they are commonly called, is a loan type that offers a lower initial interest rate than most fixed rate loans. After the initial fixed rate period, monthly payments are adjusted up or down in relation to the index.

For many people in a variety of situations, an ARM is the right mortgage choice, particularly if your income is likely to increase in the future or if you only plan on being in the home for three to five years.

5) WHAT IS A BALLOON PAYMENT MORTGAGE?

A balloon payment mortgage is a mortgage which does not fully amortize over the term of loan, thus leaving a balance due at maturity. The distinction is that a balloon payment may require refinancing or repayment at the end of the period. Our ICBC-CRES-ARM is the only residential loan program that is a balloon payment mortgage.

6) IS THERE ANYTHING THAT YOU CAN DO TO IMPROVE YOUR CHANCES OF GETTING APPROVED FOR A LOAN?

Buyers' finances should be reasonably well organized before applying for a loan. If they have credit issues, it's far better to get them resolved beforehand. Credit card balances over 30% of a credit limit, for example, may reduce the credit scores significantly. If there are tax liens, unsatisfied judgments or



other public record items, resolve these ahead of time. Also, before you start looking for your dream home, it is a good practice to have the funds for down payment in one deposit account. Our loan officer can provide advice on how best to accomplish this.

7) WHAT DOES "LOAN TO VALUE" MEAN?

Loan to value (LTV) is the loan amount divided by the lesser of the sales price or appraised value. For example, if you are paying 20% of the total cost of the home as a down payment, you would only be borrowing 80% of the total sales price from the lender. Therefore your LTV would be 80%.

8) WHAT ARE HOUSING EXPENSE-TO-INCOME RATIO AND DEBT-TO-INCOME (DTI) RATIO?

The Housing Expense-to-Income ratio is your total monthly housing expense divided by your gross monthly income (before taxes). The Debt-to-Income Ratio is your total monthly housing expense PLUS any recurring debts (i.e. monthly credit card minimum payments, car payments, or other loan payments) divided by your income. Standard underwriting suggests a maximum guideline of **43%** on the Debt-to-Income Ratio, but these ratios can vary based on the loan program, the financial strength of the borrower and the down payment.

9) WHAT ARE "CASH RESERVES"?

Cash Reserves are the funds a borrower has remaining after their purchase or refinance transaction. The amount of Cash Reserves varies by loan program, but larger reserves are a strong compensating factor.

10) WHAT IF I DON'T HAVE ANY ESTABLISHED CREDIT IN THE UNITED STATES?

If you do not have established credit here in the U.S., your Loan Officer can work with you to document alternate credit information or refer to page 14 for credit history requirement in your home country.



Industrial and Commercial Bank of China (USA) NA Branch and Locations

Branch	Address	Telephone Number	Contact
New York Region			
Canal Street Main Branch	202 Canal Street New York, NY 10013, USA	Tel: (212) 238-8208	Mr. Marco Sun
Brooklyn Branch	5714 8th Avenue Brooklyn, NY 11220, USA	Tel: (718) 210-0508	Ms. Christina Wong
Flushing Branch	39-02 Main Street Flushing, NY 11354, USA	Tel: (347) 905-9772	Ms. Hsiao-Wen Lee
Northern California Region			
San Francisco Chinatown Branch	1001 Grant Avenue San Francisco, CA 94133, USA	Tel: (415) 352-6900	Mr. Sunny Louie
Clement Branch	622 Clement Street San Francisco, CA 94118, USA	Tel: (415) 668-8877	Ms. Fanny Wan
Noriega Branch	1250 Noriega Street San Francisco, CA 94122, USA	Tel: (415) 665-8877	Ms. Fanny Wan
Oakland Branch	401 9th Street Oakland, CA 94607, USA	Tel: (510) 208-2141	Ms. Carey Lu
South San Francisco Branch	235 Grand Avenue, Suite No. 101 South San Francisco, CA 94080, USA	Tel: (650) 872-9700	Mr. Jimmy Chien



Southern California Region

Alhambra Branch	388 East Valley Boulevard, Suite 118 Alhambra, CA 91801, USA	Tel: (626) 300-8888	Ms. Diana Yeh
Hacienda Heights Branch	17180 Colima Road, Hacienda Heights, CA 91745, USA	Tel: (626) 965-3938	Mr. Bob Chen
San Gabriel Branch	168 West Valley Boulevard San Gabriel, CA 91776, USA	Tel: (626) 656-0880	Mr. Gordon Chen
Temple City Branch	5773 Rosemead Boulevard, Temple City, CA 91780, USA	Tel: (626) 656-8888	Mr. Sammy Kwok
Torrance Branch	23133 Hawthorne Boulevard, Suite 100 Torrance, CA 90505, USA	Tel: (310) 802-7388	Ms. Angela Chan