

Dear Partner,

As you know, the ever-changing mortgage and economic landscape has been contracting for our industry. As we navigate these unprecedented times together, Smartfi's primary focus is to maintain and foster ongoing relationships with transparency and mutual success.

Given the economic climate and its uncertainty, we are instituting a State Max Claim Adjustment to our Smartfi Choice product, effective immediately. The change is made to ensure our shared long-term success and viability.

The State Max Claim Adjustment impacts our accepted lending value which is used to determine the lending limit. The table below illustrates the adjusted lending value to the suitable max claim amount by state:

State Max Claim Adjustments			
State	MCA Adjustments	State	MCA Adjustments
AZ	-26.00%	NJ	-10.00%
CA	-35.00%	NM	-16.00%
CO	-18.00%	OR	-27.00%
ID	-13.50%	PA	-10.00%
LA	-12.00%	TX	-17.50%
MI	-6.50%	WA	-31.00%

***State Max Claim Adjustments, based off the Annualized Case-Shiller Regional Home Price Index**
***Adjusted Max Claims will be secured for 30 days from the appraisal**
***State Max Claim Adjustment table will be updated periodically**

While our proprietary reverse mortgage, like many others, has undergone a change, our CHOICE product may still be most suitable for your clients. Additionally, the Home Equity Conversion Mortgage (HECM) remains unchanged, and we encourage you to explore that option as an alternative when the CHOICE does not make sense. As always, we believe in, and champion, a thoughtful approach to lending; and we encourage this thoughtfulness when meeting your clients' needs.

If you have questions, please do not hesitate to reach out to your Account Executive.

Thank you for being a valued partner of Smartfi Home Loans, LLC.

This notice is confidential and may not be distributed without Smartfi's consent

