



LOAN RATES
Effective 01-01-11

SECURED CONSUMER LOANS:

TYPE OF LOAN	Discounted APR	LTV	TERMS	COMMENTS
New or Used auto with less than 30,000 miles OR Motorcycles less than 10,000 miles	5.95%	Up to 100%	Up to 60 months	Extended terms and rates available on loans over \$20,000.00
Used auto with 30,001 – 60,000 miles OR Motorcycles less than 40,000 miles	5.95% 6.25%	Up to 80% Up to 100%	Up to 60 months	
Used auto with 60,001 – 90,000 miles	6.25% 6.75%	Up to 80% Up to 100%	Up to 48 months	
Used auto with 90,000 or more miles BUT not older than a 1996	7.75% 8.75%	Up to 80% Up to 100%	Up to 36 months	Autos older than 1996 will be based on unsecured rates and terms.

- On purchase loans we can offer no payments for 90 days.
(Interest will still accrue during the 90 days of non-payment)
- We may **match or beat** other financial Institution financing up to 1.5% on approval of credit.
- **Internal refinancing** subject to a fee – refer to the current fee schedule.
- **Motorcycles** – street bikes with 750cc or greater are eligible for the auto loan rates/terms as noted.

TYPE OF LOAN	Discounted APR	LTV	TERMS	COMMENTS
Boats and Recreational Vehicles 2008 or newer	5.95%	Up to 100%	Up to 60 months	
	7.25%	Up to 100%	Up to 120 months	
Boats and Recreational Vehicles 2007 – 2004	7.75% 8.50%	Up to 80% Up to 100%	Up to 120 months	
Boats and Recreational Vehicles 1996 – 2003	8.75% 9.25%	Up to 80% Up to 100%	Up to 48 months	

- The term for Boat/RV is based on \$ amount of loan and life expectancy of collateral.
- Boats over 25 feet require 20% down payment.
- All boats must be titled or have coast guard documentation.
- A determination of value is required on all used boat loans over \$10,000.00.

UNSECURED CONSUMER LOANS:

TYPE OF LOAN	Discounted APR	LTV	TERMS	COMMENTS
Unsecured Signature	9.75%	N/A	Up to 24 months	
	11.25%		Up to 48 months	
	12.75%		Up to 60 months	
Line of Credit	12.00%	N/A	Payments 3% of balance with a minimum payment of \$25 monthly	Limits up to \$10,000. No advance fees. <i>Not subject to credit score pricing.</i>

All Rates listed above are *Discounted rates* for **SAPPHIRE** relationship status: **Sapphire** status is 4-6 of the following ACTIVE services: Checking, Direct Deposit, Visa Debit card, Bill Payer, e-statements, Certificate, IRA Account, Visa Credit Card, Consumer loan, 1st Mortgage, 2nd Mortgage, Safe Deposit Box, Vacation/Holiday Club account, Member longevity (for every 10 yrs = 1 service). **Emerald** status which is seven (7) or more of the listed services DECREASES rate listed by .50%! **Topaz** relationship which is 3 or less services ADD .50% to rate listed.

OTHER CONSUMER LOANS:

TYPE OF LOAN	APR	LTV	TERMS	COMMENTS
Share Secured	Prime share (savings rate) plus 3%	Up to 100% of shares	Up to 96 months	<i>Not subject to credit score pricing.</i>
Certificate Secured	Certificate rate plus 3%	Up to 100% of Certificate	Up to remaining term of Certificate	<i>Not subject to credit score pricing.</i>
Overdraft Protection	18.00%	N/A	Payments 3% of balance with a \$25 minimum payment.	\$5 transaction fee. Maximum limit \$300. <i>Not subject to credit score pricing.</i>

ALL Consumer loans have a \$10 processing fee on approved funded loans plus any title transfer or lien perfection fees.

All Consumer loans have a minimum payment of \$25 per month.

Value is the purchase price, sales tax, license and warranty; or NADA guide high retail value, whichever is less. LTV = Loan to value.

VISA CREDIT CARD PROGRAMS:

PROGRAM	APR	TERM	GRACE PERIOD	COMMENTS
VISA PLATINUM	9.99% With a daily periodic rate of 0.8325.	Payment based on 3% of balance – no less than \$25	No annual fee. 25 day grace period on purchase transactions. No grace on cash advances.	Minimum limit \$5,000. Maximum limit \$10,000.
VISA GOLD	10.99% With a daily periodic rate of 0.9158.	Payment based on 3% of balance – no less than \$25	No annual fee. 25 day grace period on purchase transactions. No grace on cash advances.	Minimum limit \$3,000. Maximum limit \$10,000.
VISA CLASSIC	11.99% With a daily periodic rate of 0.9992.	Payment based on 3% of balance – no less than \$25	No annual fee. 25 day grace period on purchase transactions. No grace on cash advances.	Minimum limit \$500. Maximum limit \$10,000.
SMART START VISA	16.0% With a daily periodic rate of 1.3334.	Payment based on 3% of balance – no less than \$25	No annual fee. No grace period on purchases or cash advances.	Minimum limit \$300. Maximum limit \$10,000.

- **All Visa programs** *NOT* subject to credit score pricing but score and other factors do determine program eligibility.
- **All Visa programs** are subject to the fee for foreign transactions: 1% of U.S. dollar transaction amount.
- **All Visa programs** are subject to a \$30 fee for late payment fees.
- **All Visa Programs** Interest computation is the periodic rate multiplied by the separate average daily balances for purchases and cash advances

REAL ESTATE LOANS:

TYPE OF LOAN	APR	CLTV	TERMS	COMMENTS
Bare Land	7.99%	Up to 65%	Up to 120 months	1% discount loan fee plus all third party fees. Loan has a <u>7 year call</u> .
Mobile Home WITH land	1 st mortgage rate PLUS 2%	Up to 70%	Up to 240 months	1% discount loan fee plus all third party fees. <u>7 year call</u> .
Mobile Home WITHOUT land	9.49%	Up to 65%	Up to 240 months	1 % loan fee + all third party fees. Mobile must be double wide 2004 or newer. <u>7 year call</u> .
1st Mortgage	Call for current rates	Up to 80%	Up to 180 months (15 yrs) Up to 360 months (30 yrs)	.75% discount loan fee + all third party fees. <u>7 year call option</u> . 1.0% discount loan fee + all third party fees. <u>7 year call option</u> .
Home Equity LINE of CREDIT	5.0% variable	Up to 80% as 2 nd lien position. Up to 80% as 1 st lien position.	\$1 - \$10,000 amortized for 60 months. \$10,001 - \$25,000 amortized for 120 months. \$25,000+ amortized for 180 months. Minimum payment \$100.	Variable rate based on 11 th district cost of funds index. Rate adjusts January and July each year. Floor rate 5% APR ceiling rate 15% APR. Subject to all third party fees. <i>Not subject to credit score pricing.</i>
2nd Mortgage	7.99% 6.99%	Up to 80% Up to 80%	Up to 180 months Up to 180 months Up to 180 months	Subject to all 3 rd party fees. \$200.00 processing fee + all 3 rd party fees.
Equity in a 2nd (short term 2nd mortgage)	5.45% 5.75% 6.25% 6.75%	Up to 90% Up to 90% Up to 90% Up to 90%	Up to 36 months Up to 48 months Up to 60 months Up to 72 months	Minimum loan \$5,000. \$100 processing fee + all 3 rd party fees. Loans over \$50,000 require appraisal.

- **APR = Annual Percentage Rate**
- **CLTV = Combined Loan to value.**
- **All Real Estate loan programs** are subject to all 3rd party fees.
- **All Real Estate loan programs** available on primary or vacation residence in Washington.
- **All Real Estate loans** require an application deposit of \$100 - \$500. When loan is funded the deposit will be refunded OR applied toward your closing fees for the loan. If loan is cancelled prior to closing this deposit will go toward 3rd party fees already expensed by the Credit Union.

- **Real Estate other potential fee estimates:**

Appraisal – \$150 - \$450
Title insurance – \$100 - \$250.00
Flood certificate – \$15 - \$25
Credit Report – \$10 - \$50
Recording fees – \$64.00 - \$150.00
Escrow closing (if required) – \$450 - \$750
Processing fee – \$200.00
Reconveyance fee - \$150

All fees are subject to change.

Title insurance and Escrow closing fees are estimate ranges. Actual fees are determined by the loan amount.

- **Appraiser** fees are subject to change, based on current appraiser fees.
- **Some Real Estate** loans, where noted, have a seven year call option. Please click on the link to review the definition of this call option.
- **For other 1st mortgage** programs to better meet your needs, such as 15, 20, or 30 year fixed rate programs, we have partnered with One Washington (click for details).
- **THE Equity in a 2nd**: If an appraisal is required the cost of \$150 – \$450 will be paid for by the borrower at the time of application and may extend the processing time of the loan request. **Sample transaction:** On a \$50,000 loan at 6.75% APR you would make 72 monthly payments of \$844.53.

****Rates are for Fair Isaac Credit Scores of 700+****

Unless otherwise stated, scores are priced as follows:

675 – 699 (B) Rate sheet plus 0.50%

625 – 674 (C) Rate sheet plus 1.50%

575 – 624 (D) Rate sheet plus 2.50%

011 – 574 (E) Rate sheet plus 3.50%

Other Additional Rate Pricing May Apply

ALL RATES AND TERMS SUBJECT TO CHANGE DAILY

