

SUGGESTED INTEREST RATE STRUCTURE FOR RISK-BASED LENDING AS OF 9/1/2023

RANGE	GRADE OF PAPER	RATES All Unsecured Loans (Signature and Credit Cards)	RATES All Secured Non-Real Estate Loans (Autos, Boats, Motorcycles, etc.)							
			24 Mo	36 Mo	48 Mo	60 Mo	72 Mo	84 Mo	96 Mo	108 Mo
Suggested Floor Rate	<i>Same as Platinum rates</i>		4.75	4.75	5.00	5.95	6.35	7.35	8.35	9.35
730+	Platinum/A+	10.20%	4.75	4.75	5.00	5.95	6.35	7.35	8.35	9.35
680 - 729	A	11.20%	5.20	5.25	5.75	6.95	7.35	8.35	9.35	10.35
640 - 679	B	13.20%	7.20	7.25	7.75	9.95	10.35	11.35	12.35	13.35
600 - 639	C	16.20%	9.20	9.25	11.75	14.95	18.00	18.00	18.00	18.00
550 - 599	D	18.00%	14.20	14.25	16.75	18.00	18.00	18.00	18.00	18.00
549 or less	E	18.00%	17.20	17.25	18.00	18.00	N/A	N/A	N/A	N/A

** 2-year treasury yield currently 4.90%

Loan To Value - ADJUST THE ABOVE RATES FOR BOTH LOAN TO VALUE AND VEHICLE AGE

BELOW 80% LTV	80-90% LTV	91-100% LTV	101-110% LTV	111-120% LTV	121%+ LTV
-2.00%	-1.00%	Base Rate	+1.00%	+2.00%	+3.00%

Note: Do not count rebates or dealer discounts when determining the *true* value.

Calculating Loan to Value

New: Use the lower of MSRP or purchase price.
Rebates and dealer discounts must be subtracted from MSRP or purchase price to determine real
Used: Lower of retail book value or purchase price.

Age Of Collateral

1. Add 1% to above rates on model years 2020-2021.
2. Add 2% to above rates on model years 2018-2019.
3. Add 3% to above rates on model years 2017 and older.
4. **Note:** Federal Credit Unions cannot exceed 18%
5. **Note:** Never go below the suggested floor rate

HOME EQUITY VARIABLE RATE LOANS

Prime = 8.50%

SCORE	GRADE	To 80%	To 90%	To 100%	To 125%	
Suggested Floor Rate	<i>Same as Platinum rates</i>	8.500%	10.50%	11.50%	13.50%	
730+	Platinum	Prime	8.50%	10.50%	11.50%	13.50%
680 - 729	A	Prime + .50%	9.00%	11.00%	12.00%	14.00%
640 - 679	B	Prime + 2.50%	11.00%	13.00%	14.00%	16.00%
600 - 639	C	Prime + 4.50%	13.00%	15.00%	16.00%	N/A
550 - 599	D	Prime + 6.50%	15.00%	17.00%	18.00%	N/A
549 or less	E	Prime + 8.50%	17.00%	19.00%	20.00%	N/A

2ND MORTGAGE FIXED RATE LOANS – 0 to 5 year

SCORE	GRADE	To 80%	To 90%	To 100%	To 125%	
Suggested Floor Rate	<i>Same as Platinum rates</i>		5.75%	6.75%	9.75%	10.75%
730+	Platinum	Prime	5.75%	6.75%	9.75%	10.75%
680 - 729	A	Prime + .50%	6.25%	7.25%	10.25%	11.25%
640 - 679	B	Prime + 2.50%	8.25%	9.25%	12.25%	13.25%
600 - 639	C	Prime + 4.50%	10.25%	11.25%	14.25%	15.25%
550 - 599	D	Prime + 6.50%	12.25%	13.25%	16.25%	N/A
549 or less	E	Prime + 8.50%	14.25%	15.25%	18.25%	N/A

2ND MORTGAGE FIXED RATE – 6 to 10 year

SCORE	GRADE	To 80%	To 90%	To 100%	To 125%	
Suggested Floor Rate	<i>Same as Platinum rates</i>		6.25%	8.25%	10.25%	12.25%
730+	Platinum	Prime + .50%	6.25%	8.25%	10.25%	12.25%
680 - 729	A	Prime + 1.00%	6.75%	8.75%	10.75%	12.75%
640 - 679	B	Prime + 3.00%	8.75%	10.75%	12.75%	14.75%
600 - 639	C	Prime + 5.00%	10.75%	12.75%	14.75%	16.75%
550 - 599	D	Prime + 7.00%	12.75%	14.75%	16.75%	N/A
549 or less	E	Prime + 9.00%	14.75%	16.75%	18.00%	N/A

2ND MORTGAGE FIXED RATE – 11 to 15 year

SCORE	GRADE	To 80%	To 90%	To 100%	To 125%	
Suggested Floor Rate	<i>Same as Platinum rates</i>		6.60%	8.60%	11.35%	13.50%
730+	Platinum	Prime + .75%	6.60%	8.60%	11.35%	13.50%
680 - 729	A	Prime + 1.25%	7.10%	8.85%	11.85%	14.00%
640 - 679	B	Prime + 3.25%	9.10%	10.85%	13.85%	16.00%
600 - 639	C	Prime + 5.25%	11.10%	12.85%	15.85%	18.00%
550 - 599	D	Prime + 7.25%	13.10%	14.85%	17.85%	N/A
549 or less	E	Prime + 9.25%	15.10%	16.85%	18.00%	N/A

We recommend fixed rate loans for members who struggle to handle revolving debt.