

FARMERS & MERCHANTS STATE BANK CONSUMER LOAN RATES
EFFECTIVE: 06/14/2018

LTV Based on NADA clean retail. Max LTV is 100% for secured notes, excess funds require a blended rate.

\$10 lien filing fee applies

Highest credit score used to determine interest rate

Minimum term is 1 year. Terms in excess of Max terms ADD 0.50% FOR ADDITIONAL 1 YEAR TERM OR 1.00% FOR ADDITIONAL 2 YEAR TERM									
Collateral	Max Term	>=760		759-720		719-670		<=669	
		Rate	APR*	Rate	APR*	Rate	APR*	Rate	APR*
Automobiles	5 years	4.340%	4.389%	4.600%	4.636%	5.350%	5.413%	5.590%	5.657%
Motorcycles	5 years	4.340%	4.389%	4.600%	4.644%	5.850%	5.920%	6.600%	6.658%
Motorhomes	3/10 years	5.350%	5.410%	5.850%	5.924%	7.100%	7.176%	8.100%	8.192%
Travel Trailer	3/10 years	5.600%	5.670%	6.100%	6.174%	7.600%	7.697%	8.350%	8.460%
Snowmobiles/ATVs	5 years	6.350%	6.427%	6.850%	6.934%	8.200%	8.302%	8.350%	8.454%
Boats (>=\$25,000)	5/10 years	6.350%	6.427%	6.850%	6.935%	8.100%	8.204%	8.350%	8.458%
Boats (<\$25,000)	5 years	6.350%	6.427%	6.850%	6.934%	8.100%	8.204%	8.600%	8.708%
Unsecured	4 years	7.350%	7.440%	7.850%	7.934%	9.100%	9.210%	9.600%	9.692%
F&M CD	Same as CD	CD RATE + 2.00%							
Partner for Life Credit Builder*	Same as CD	CD RATE + 4.00%							

ANNUAL PERCENTAGE RATE (APR) based on 10k loan amount, Except for boats >=\$25,000, based on loan amount of 25k

CDL Insurance is NOT included in LTV or for calculating a blended rate