

## FARMERS & MERCHANTS STATE BANK CONSUMER LOAN RATES

**EFFECTIVE: 06/15/17**

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

**ADD 0.50% FOR ADDITIONAL 1 YEAR TERM OR 1.00% FOR ADDITIONAL 2 YEAR TERM**

Collateral	Term	>=740 Rate / *APR	739-700 Rate / *APR	699-650 Rate / *APR	<=649 Rate / *APR
Automobiles	5 years	3.24% / 3.289%	3.49% / 3.543%	4.25% / 4.320%	4.49% / 4.524%
Motorcycles	5 years	3.24% / 3.289%	3.5% / 3.553	4.75% / 4.818%	5.50% / 5.551%
Motorhomes	3/10 years	4.25% / 4.314%	4.75% / 4.821%	6.00% / 6.087%	7.00% / 7.102%
Travel Trailer	3/10 years	4.5% / 4.568%	5% / 5.075%	6.5% / 6.594%	7.25% / 7.39%\$
Snowmobiles/ATVs	5 years	5.25% / 5.33%	5.75% / 5.838%	7.10% / 7.103%	7.25% / 7.301%
Boats (>=\$25,000)	5/10 years	5.25% / 5.329%	5.75% / 5.803%	7.00% / 7.009%	7.25% / 7.361%
Boats (<\$25,000)	5 years	5.25% / 5.33%	5.75% / 5.838%	7.00% / 7.103%	7.50% / 7.538%
Unsecured	4 years	6.25% / 6.347%	6.75% / 6.854%	8.00% / 8.102%	8.50% / 8.52%
F&M CD	Same as CD	CD RATE + 2.00%			

\*ANNUAL PERCENTAGE RATE (APR) BASED ON \$10,000 LOAN AMOUNT, EXCEPT FOR BOATS >=\$25,000, BASED ON LOAN AMOUNT OF \$25,000

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