

FARMERS & MERCHANTS STATE BANK CONSUMER LOAN RATES

EFFECTIVE: 11/13/2017

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	>=760		759-720		719-670		<=669	
		Rate	APR*	Rate	APR*	Rate	APR*	Rate	APR*
Automobiles	5 years	3.590%	3.639%	3.840%	3.893%	4.600%	4.663%	4.840%	4.907%
Motorcycles	5 years	3.590%	3.639%	3.850%	3.894%	5.100%	5.170%	5.850%	5.908%
Motorhomes	3/10 years	4.600%	4.666%	5.100%	5.174%	6.350%	6.442%	7.350%	7.442%
Travel Trailer	3/10 years	4.850%	4.920%	5.350%	5.427%	6.850%	6.949%	7.600%	7.710%
Snowmobiles/ATVs	5 years	5.600%	5.677%	6.100%	6.184%	7.450%	7.552%	7.600%	7.704%
Boats (>=\$25,000)	5/10 years	5.600%	5.679%	6.100%	6.186%	7.350%	7.454%	7.600%	7.708%
Boats (<\$25,000)	5 years	5.600%	5.677%	6.100%	6.184%	7.350%	7.451%	7.850%	7.958%
Unsecured	4 years	6.600%	6.690%	7.100%	7.196%	8.350%	8.460%	8.850%	8.970%
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