

## FARMERS & MERCHANTS STATE BANK CONSUMER LOAN RATES

**EFFECTIVE: 08/01/2019**

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

Borrower must pay all lien filing fees.

Highest credit score of all borrowers, cosigners, non signing spouse 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	>=780		779-740		739-690		<690	
		Rate	APR*	Rate	APR*	Rate	APR*	Rate	APR*
Automobiles*	5 years	3.250%	3.300%	4.250%	4.314%	5.250%	5.328%	5.750%	5.835%
Motorcycles	5 years	4.340%	4.639%	4.850%	4.894%	6.100%	6.170%	6.850%	6.908%
Motorhomes	3/10 years	5.350%	5.660%	6.100%	6.174%	7.350%	7.426%	8.350%	8.442%
Travel Trailer	3/10 years	5.600%	5.910%	6.350%	6.424%	7.850%	7.947%	8.600%	8.710%
Snowmobiles/ATVs	5 years	6.350%	6.400%	7.100%	7.184%	8.450%	8.552%	8.600%	8.704%
Boats (>=\$25,000)	5/10 years	6.350%	6.677%	7.100%	7.185%	8.350%	8.454%	8.600%	8.708%
Boats (<\$25,000)	5 years	6.350%	6.677%	7.100%	7.184%	8.350%	8.454%	8.850%	8.958%
Unsecured	4 years	7.350%	7.690%	8.100%	8.184%	9.350%	9.460%	9.850%	9.942%
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

\*\*Credit builder: This product is designed to assist customers with limited credit history to improve their credit bureau scores and for those who have experienced financial hardships (i.e. medical, accidents, divorce).

The size of the loan is limited to \$3,000.00.

The loan proceeds must be deposited into a Farmers & Merchants Certificate of Deposit- No proceeds to borrower

The term of the loan will match the term of the Certificate of Deposit

A loan hold will be place at the not level and an appropriate warning placed on the port that the CD is used as collateral.

The Certificate will be held in the banks collateral vault.

The interest rate for this loan will be as published on the consumer loan rate sheet for CD secured loans.

Upon repayment of the loan the Certificate may be renewed, another loan may be extended or the balance paid to the customer.

The customer will need to have a DTI <=50%

Must have F&M checking account with Direct deposit