

EFFECTIVE: 11/3/2020

GEAUGA CREDIT UNION, INC.

LENDING RATE SHEET

No application Fee

No prepayment penalty

Rates subject to change

TIER:	720+ A	650+ B	600+ C	560+ D	559- E
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**New Vehicles: LTV: 95% of MSRP plus Tax, Doc & Title fees & GAP**

Years: 2021 & 2020

Up to 60 Months:	2.90%	3.40%	6.25%	12.00%	16.25%
UP to 78 Months:	3.15%	3.65%	6.75%	12.75%	17.25%

**Used Vehicles: LTV: 90% of Clean Retail plus Tax, Doc & Title fees & GAP**

2, 3, 4 Years Old (2019, 2018, 2017, 2016)

Up to 60 Months:	3.65%	4.50%	7.75%	12.50%	16.75%
Up to 72 Months:	3.90%	4.75%	8.00%	12.75%	18.25%

5, 6, & 7 Years Old (2015, 2014, 2013)

Up to 48 Months:	4.65%	5.75%	9.00%	13.75%	18.50%
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8, 9 & 10 Years Old (2012, 2011, 2010)

Up to 36 Months:	6.00%	7.85%	11.00%	15.75%	20.75%
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Over 10 years not available

**New Motorcycle (2021 & 2020)**

Up to 72 Months: **	8.25%	9.25%	13.25%	17.75%	22.00%
LTV: see A below	100%	95%	90%	90%	90%

**Used Motorcycle (2019- 2010)**

Up to 60 Months: **	9.25%	10.25%	14.25%	18.75%	23.00%
LTV: see A below	100%	95%	85%	85%	85%

**Includes loans holding Off Road Bikes, ATV, Snowmobiles, PWC (not boats), golf carts as collateral**

**^Minimum Loan amount: \$2500 Minimum Monthly Loan payment: \$125**

**A: LTV: MSRP or NADA Retail or Other Available Published Sources plus Tax, Doc & Title fee & GAP if applicable**

**Equipment: Lawn, Skidsteers, Tractors & Attachments:**

**2017 & newer model years:**

Up to 72 Months:	4.00%	5.00%	6.25%	10.00%	14.25%
LTV: see A above	100%	95%	90%	90%	90%

**2010 & newer model years:**

Up to 60 Months:	5.00%	6.00%	8.25%	12.00%	16.25%
LTV: see A above	100%	95%	85%	85%	85%

**2004 & newer model years:**

Up to 48 months:	6.00%	7.00%	9.25%	13.00%	17.25%
LTV: see A above	100%	95%	80%	80%	80%

**^Minimum Loan amount: \$2500 Minimum Monthly Loan payment: \$125**

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**Trailers: Equipment, Stock & Enclosed (does not include recreational vehicles/campers)**

**2017 & newer model years:**

Up to 72 Months:	4.00%	4.25%	5.25%	6.25%	7.25%
LTV: see below A	100%	100%	100%	85%	85%

**2010 & newer model years:**

Up to 60 Months:	4.50%	4.75%	5.75%	6.75%	7.75%
LTV: see below A	100%	95%	85%	85%	85%

**2004 & newer model years:**

Up to 48 months:	5.25%	5.50%	6.50%	7.50%	8.50%
LTV: see below A	100%	95%	80%	80%	80%

**^Minimum Loan amount: \$2500 Minimum Monthly Loan payment: \$125**

**A: LTV: MSRP or NADA Retail or Other Available Published Sources plus Tax, Doc & Title fee & GAP if applicable**

**UNSECURED PERSONAL LOANS:**

**Signature Loans**

\$1500	Up to 12 Months:	6.75%	7.50%	9.75%	12.25%	15.25%
	Up to 18 Months:	7.25%	8.25%	10.75%	13.75%	17.25%
\$2500	Up to 18 Months:	8.75%	9.50%	12.00%	15.00%	19.00%
	Up to 24 Months:	9.25%	10.25%	13.25%	16.75%	21.25%
\$3500	Up to 24 Months:	11.75%	12.50%	16.75%	19.75%	23.50%
	Up to 36 Months:	12.50%	13.75%	18.75%	22.00%	24.00%

**Open End Line of Credit**

Up to \$5000	13.50%	N/A	N/A	N/A	N/A
Up to \$4500	13.00%	14.25%	N/A	N/A	N/A
Up to \$3500	12.50%	13.75%	18.75	22.00%	24.00%

**OTHER LOANS:**

**RECREATIONAL VEHICLES/CAMPERS/CONVERSION VANS:**

New: 2021 & 2020 model years

Up to 72 months:	4.65%	5.75%	9.00%	13.75%	18.5%
Up to 120 months:	5.65%	6.75%	10.00%	14.75%	19.5%

Used: 2019 - 2010 model years

Up to 48 months:	6.15%	8.00%	11.00%	15.75%	20.75%
Up to 72 months:	7.15%	9.00%	12.00%	16.75%	21.75%

**LTV: New 95% of MSRP plus Tax, Title & Doc fees plus GAP if applicable**

**LTV: Used 90% of MSRP/NADA Retail plus Tax, Title & Doc fees plus GAP if applicable**

**^ Minimum Loan amount: \$2500 Minimum Monthly Loan Payment: \$125**

1/25/2019

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**BOATS:**

New: 2020 & 2021 model years

Up to 48 months:	4.65%	5.75%	9.00%	13.75%	18.5%
Up to 72 months:	5.65%	6.75%	10.00%	14.75%	19.5%

Used: 2019 - 2010 model years

Up to 48 months:	6.15%	8.00%	11.00%	15.75%	20.75%
Up to 60 months:	7.15%	9.00%	12.00%	16.75%	21.75%

**LTV:** New 95% of MSRP plus Tax, Title & Doc fees plus GAP if applicable

**LTV:** Used 90% of MSRP/NADA Retail plus Tax, Title & Doc fees plus GAP if applicable

^Minimum Loan amount: \$2500    Minimum Monthly Loan Payment: \$125

**OTHER LOANS: Not Tiered Priced:**

**Horse & Buggy:**    Up to \$8000    Up to 48 months    7.00%

**Computers: Desktops, Laptops**

**LTV:** 85% of purchase price including Software and Printers

Up to 12 months:	3%
Up to 24 months:	3.5%
Up to 36 months:	4.0%

^Minimum Monthly Loan Payment: \$75

***Vacant Land Loan: Subject to change monthly with "Prime Rate"***

1. Fixed rate – ½ % > prime with a 4% floor and an 18% cap. Fixed rate loans will be callable in 5 years.

2. Variable rate – prime rate will change with prime with a 4% floor and an 18% cap.

The member can make the choice of either the fixed rate or the variable rate and also the amortization length of loan up to 30 years.

The LTV will be 80% of appraisal or selling price whichever is less, however, if land is purchased at auction will loan at 80% of auction price and no appraisal necessary.

Credit Union will pay for appraisal all other costs borrower pays.

**Visa:**

Up to \$5500: Platinum: 7.75% A and B credit (FICO Score 650+)  
Up to \$3500: Classic: 11.9% all other FICO Scores & Share Secured VISA

\*Higher limits may be approved by Board of Directors. Member will need to complete VISA application and provide a letter explaining the need for the increased limit. The application and letter will be presented to the Board for approval. BOD only meets once a month.

**OTHER LOANS: Not Tiered Priced:****Home Equity Line of Credit:**

Fees: There will be no closing costs, appraisal fees or annual account maintenance fees.

Interest Rate: The interest rate will be based on Wall Street Prime . The rate will be 50 basis points (1/2%) below Wall Street Prime and only change two times a year, May 1<sup>st</sup> and November 1<sup>st</sup>, with a floor of 3% and a ceiling of 18%.

Advances: A check book will be issued if requested for the member to do advances. Advances will be unlimited as long as the line of credit allows the advance.

The advance period will be 5 years with a subsequent 5 years available if requested, as long as debt to income is still within Geauga Credit Union's parameters. After the 2<sup>nd</sup> advance period the loan will need to be underwritten again at the terms that are being offered at that time.

**Share Secured Loans:**

The monies in the member's Share Account secure 100% of the loan. This amount will not be available to the member. This "hold" will decrease as the outstanding loan balance declines.

Two options are available:

Up to 5 years: 2.25% over current share dividend rate  
Up to 8 years: 2.50% over current share dividend rate

Share Certificate Loans, with the exception of those already approved, will not be available. If a member wishes to have a Share Secured Loan and the monies are tied in a Certificate, the Certificate may be "broken" and the early withdrawal penalty will be waived. The monies required to secure the loan will be transferred to Shares. Any excess funds may go to a new Certificate if the minimum deposit is met.