

Industrial Credit Union

Loan Type	Annual Percentage Rate Information						
Vehicles	Term	Index	Margin	Note Rate	RE Fees	APR	Periodic Rate
New - 4 years old	72 months					5.50% - 16.00%	0.015068% - 0.043836%
5 - 9 years old	60 months					5.50% - 16.00%	0.015068% - 0.043836%
10 years and older	48 months					5.50% - 16.00%	0.015068% - 0.043836%
<b>RVs/Boats/Airplanes</b>							
<\$10,000	up to 5 yr term						
\$10 - 25,000	up to 8 yr term						
\$25 - 50,000	5 yr balloon/10 yr am					6.50% - 17.00%	0.017808% - 0.046575%
\$50 - 100,000	5 yr balloon/15 yr am (requires 20% down pmnt)						
\$100 - 250,000	5 yr balloon/20 yr am (requires 20% down pmnt)						
<b>Personal</b>							
Ca\$hLine	Variable Rate & Term	2.00%	8.00% to 18.00%			10.00% - 20.50%	0.027397% - 0.056164%
Personal & Misc Purchases	Terms Vary					11.00% - 21.50%	0.030137% - 0.058904%
<b>Deposit Secured</b>							
Share & Certificate	Variable Rate & Term	Individual Share or Certificate Rate	3.00%			varies	varies
<b>Owner Occupied Real Estate Secured Loans</b>							
<b>1st Mortgage</b>	5-year term or balloon (30 year max amortization)			5.50% - 9.25%	2.00%	6.00% - 9.80%	
	10 years			6.00% - 9.75%	2.00%	6.46% - 10.24%	
	15 years			6.50% - 10.25%	2.00%	6.83% - 10.62%	
<b>Construction - 1st Mortgage</b>	5-year term or balloon (30 year max amortization)			5.50% - 9.25%	2.50%	6.51% - 10.43%	
	10 years			6.00% - 9.75%	2.50%	6.98% - 10.88%	
	15 years			6.50% - 10.25%	2.50%	7.20% - 11.13%	
<b>2nd Mortgage - Home Equity</b>	5-year term or balloon (15 year max amortization)			6.50% - 10.25%	2.00%	7.01% - 10.81%	
	10 years			7.00% - 10.75%	2.00%	7.47% - 11.25%	
	15 years			7.50% - 11.25%	2.00%	7.84% - 11.63%	
<b>Home Improvement</b>	5 years			7.50% - 11.25%	2.00%	8.37% - 12.16%	
<b>EquityLine</b>	Variable Rate & Term	2.00%	2.00% to 12.00%			4.00% - 14.50%	0.010959% - 0.039726%
<b>Manufactured Home w/Real Estate</b>							
<b>New Purchase with delivery</b>	5-year term or balloon (30 year max amortization)			6.50% - 10.25%	2.50%	7.14% - 10.95%	
	10 years			7.00% - 10.75%	2.50%	7.58% - 11.38%	
	15 years			7.50% - 11.25%	2.50%	7.92% - 11.72%	
New to 5 years old	5-year term or balloon (30 year max amortization)			6.50% - 10.25%	2.00%	7.01% - 10.81%	
	10 years			7.00% - 10.75%	2.00%	7.47% - 11.25%	
	15 years			7.50% - 11.25%	2.00%	7.84% - 11.63%	
6-10 years old	5-year term or balloon (20 year max amortization)			7.50% - 10.75%	2.00%	8.02% - 11.26%	
	10 years			8.00% - 11.25%	2.00%	8.48% - 11.76%	
11-15 years old	5-year term or balloon			8.50% - 11.75%	2.00%	9.04% - 12.33%	
2nd Mortgage	5-year term or balloon (10 year max amortization)			8.50% - 11.75%	2.00%	9.03% - 12.33%	
<b>Park Model - New Purchase &amp; Delivery</b>	5-year term or balloon			8.50% - 11.75%	2.50%	9.24% - 12.47%	
<b>Park Model - New to 10 years old</b>	5-year term or balloon			9.50% - 12.75%	2.00%	10.05% - 13.34%	
<b>Manufactured Homes w/o Real Estate</b>							
New to 5 years old	5-year term or balloon			8.50% - 18.50%	2.00%	9.03% - 19.17%	
	10 years			9.00% - 19.00%	2.00%	9.49% - 19.59%	
	15 years			9.50% - 19.50%	2.00%	9.86% - 19.99%	
6-10 years old	5-year term or balloon			9.50% - 19.50%	2.00%	10.05% - 20.25%	
	10 years			10.00% - 20.00%	2.00%	10.50% - 20.61%	
11-15 years	5-year term or balloon			10.50% - 20.50%	2.00%	11.06% - 21.20%	
<b>Raw Land</b>							
1st REM	5-year term or balloon			9.00% - 12.25%	2.00%	9.54% - 12.82%	
<b>Non-Owner Occupied Real Estate Secured</b>							
1st REM	5-year balloon			6.50% - 10.25%	2.00%	7.01% - 10.81%	
1st REM - Construction	5-year balloon			6.50% - 10.25%	2.50%	7.59% - 11.46%	
2nd Mortgage -	5-year balloon			7.50% - 11.25%	2.00%	8.02% - 11.82%	
<b>EquityLine</b>	Variable Rate & Term	2.00%	5.00% to 15.00%			7.00% - 17.00%	0.019178% - 0.046575%

This brochure is provided to disclose the periodic rate and corresponding **ANNUAL PERCENTAGE RATE (APR)** for the variable and fixed rate loans under your Loan Agreement & Disclosure, in addition to providing rate information on our closed-end loan programs. The rates disclosed on this Loan Rate Schedule that are a part of your Loan Agreement & Disclosure are incorporated therein by this reference. All rates are fixed unless noted as variable.

The **Annual Percentage Rate** you will receive will be within the range disclosed. The APR and financing are based on your credit worthiness at the time of the advance.

All loan rates, fees and terms are subject to change without notice. Additional terms and conditions may apply.

All terms listed are the maximum amortization for repayment. Actual repayment time may vary based on additions to the principal balance and the timing between payments received at the Credit Union.

Maximum amortization for loans with a balloon payment will vary according to the type of security.

Late fees will be assessed when any payment is past due for a period of fifteen (15) days or more. The late fee on all loans will be 5% of the delinquent payment with a minimum of \$5.00.

### **Consumer Loans**

Vehicle loans include new vehicle purchases, refinance of vehicle purchases originally financed elsewhere, and loans secured by vehicles you already own, such as cars, trucks or street-legal motorcycles.

Recreational vessels include new vessel purchases, refinance of vessel purchases originally financed elsewhere, and loans secured by vessels you already own, such as RVs, boats and airplanes.

Miscellaneous purchase loans include such items as pianos, hot tubs, tractors, dirt bikes and computers and can be processed for the original purchase only.

### **Deposit Secured Loans**

The rate and term for a Share or Certificate Secured loan is based on the amount of funds on deposit at the credit union, the dividend rate currently being paid and the maturity date on any time deposits.

The interest rate on a deposit secured loan is variable and will change as the dividend rate paid on the deposit changes.

### **Variable Rate Features**

**ANNUAL PERCENTAGE RATE (APR)** - APR is based on the value of an index. The index is the average of the auction rates on 26-week U.S. Treasury securities for the previous calendar quarter, as made available by the U.S. Treasury Bureau of Public Debt. To determine the **ANNUAL PERCENTAGE RATE** that will apply to your account, we take the value of the index, rounded up to the nearest one-quarter percent (.25%) and add a margin. After you open an account, rate information will be provided on periodic statements that we will send you.

**Rate Changes** - The **ANNUAL PERCENTAGE RATE** will change quarterly on January 1, April 1, July 1, and October 1, based on the index for the previous quarter. The maximum **ANNUAL PERCENTAGE RATE** that can apply over the life of the loan is 24% and the minimum **ANNUAL PERCENTAGE RATE** that can apply is 4%. If your loan is real estate secured and you cease to occupy the property as your principal residence, the margin and **ANNUAL PERCENTAGE RATE** will be increased to the Credit Union's rate for non-owner occupied property.

**Payments** - Any increase/decrease in your **Annual Percentage Rate** will affect the number of monthly payments. However, if the amount of the monthly payment is not enough to pay at least the Finance Charge accrued during the month, the Credit Union will increase your monthly payment accordingly.

### **Real Estate Secured Closed End Loans**

APR is estimated based on a \$100,000 loan with a \$15 flood search fee, \$30 documentation fee and the disclosed loan fee for the specific loan type, amortized for the maximum period for the loan type.

The APR for construction loans includes \$1,800 for a plan review, draw inspections, plan checks and a 442 appraisal certification, based on 6 construction draws.

Your actual APR may vary somewhat depending on the actual loan amount and the amortization period.

