

## Indicative Secondary Whole Loan and Loan Participation Pricing

\*\* All Pricing as of: 6/21/23 \*\*

Assumptions used are standard assumptions for specific loan type. All prices for informational purposes only and are not to be used for official pricing purposes. Please see disclaimer below.

## Current Secondary Whole Loan Market Pricing

Description	Loan Type	Net Rate	Fixed/ Adjust	Assumed Servicing	Indicative Bid Price	Indicative Offering Price	Conditional Prepay Rate (CPR)	Standard Bond Equivalent Yield	Effective Duration	Wtd Avg Life	Interp TSY Spread	Conditional Default Rate (CDR) (PL)	Loss Severity (LGD)	Loss Adjusted Yield	CECL Estimate (Rates Unch)	Mkt Value Px Chg +100 Parallel/Imm ediate	Mkt Value Px Chg +300 Parallel/Imm ediate
New Conforming FHA/VA/USDA Loan Production	Residential (RE)	6.55%	Fixed	Released	101.78	- 102.28	10	6.207%	4.5	7.7	237	-	-	6.207%	0.00%	-4.58%	-16.96%
New Conforming 30Y Agency Production (FNMA/FHLMC)	Residential (RE)	6.87%	Fixed	Released	102.13	- 102.63	8	6.349%	5.1	9.1	274	0.40	40%	6.349%	-0.99%	-5.16%	-17.83%
New Conforming 15Y Agency Production (FNMA/FHLMC)	Residential (RE)	6.25%	Fixed	Released	101.22	- 101.72	12	5.876%	3.3	4.8	187	0.30	30%	5.782%	-0.36%	-3.40%	-12.25%
New Conforming 5/1 Agency Production (FNMA/FHLMC)	Residential (RE)	6.89%	Adjustable	Released	101.90	- 102.40	15	6.116%	2.6	3.2	184	0.40	40%	5.952%	-0.46%	-2.81%	-8.81%
New Prime (QM) Jumbo	Residential (RE)	6.67%	Fixed	Released	100.16	- 100.66	12	6.621%	3.8	6.7	274	0.30	40%	6.498%	-0.57%	-3.61%	-15.75%
Prime Non-QM	Residential (RE)	7.97%	Fixed	Released	99.05	- 99.55	18	8.238%	2.5	4.7	422	1.00	35%	7.731%	-1.63%	-2.23%	-12.69%
Non-Prime Non-QM	Residential (RE)	8.97%	Fixed	Released	99.03	- 99.53	18	9.285%	2.4	4.8	528	1.25	35%	8.519%	-2.35%	-2.22%	-12.27%
Prime Variable Rate HELOC	Residential (RE)	9.25%	Floating	Retained	100.92	- 101.42	18	9.006%	2.7	4.8	500	0.70	50%	8.643%	-1.21%	-2.97%	-12.44%
Prime Resi 2nd Lien	Residential (RE)	9.25%	Fixed	Retained	100.27	- 100.77	18	9.159%	2.3	3.9	500	0.60	50%	8.851%	-0.87%	-2.51%	-10.35%
Prime 20 Year Solar	Consumer Secured	4.63%	Fixed	Retained	81.02	- 81.52	10	9.112%	1.9	6.1	520	0.80	85%	8.437%	-2.26%	1.52%	-17.77%
Prime 25 Year Solar	Consumer Secured	4.88%	Fixed	Retained	80.44	- 80.94	10	9.268%	1.9	6.9	540	0.80	85%	8.594%	-2.34%	1.96%	-19.04%
Commercial RE (Owner Occupied) 504 1st Lien Adjustable Term	Commercial (RE)	7.50%	Adjustable	Released	100.78	- 101.28	-	7.267%	3.7	4.4	320	0.30	25%	7.189%	-0.28%	-4.02%	-10.84%
Commercial RE (Owner Occupied) Small Balance Adjustable Term	Commercial (RE)	7.75%	Adjustable	Released	101.36	- 101.86	-	7.366%	3.7	4.4	330	0.30	30%	7.273%	-0.34%	-4.02%	-10.82%
Commercial Multifamily	Commercial (RE)	6.75%	Adjustable	Released	99.82	- 100.32	-	6.760%	3.8	4.5	270	0.30	30%	6.669%	-0.34%	-4.07%	-11.04%
Commercial RE (Owner Occupied) SBA 7(a) Unguaranteed Participations	Commercial (RE)	7.00%	Adjustable	Released	93.50	- 94.00	-	8.807%	3.6	4.4	474	1.50	30%	8.383%	-1.39%	-4.07%	-10.74%

## Current Credit Union Loan Participation Market Pricing

Description	Loan Type	Net Rate	Fixed/ Adjust	Assumed Servicing	Indicative Bid Price	Indicative Offering Price	Conditional Prepay Rate (CPR)	Standard Bond Equivalent Yield	Effective Duration	Wtd Avg Life	Interp TSY Spread	Conditional Default Rate (CDR) (PL)	Loss Severity (LGD)	Loss Adjusted Yield	CECL Estimate	Mkt Value Px Chg +100 Parallel/Imm ediate	Mkt Value Px Chg +300 Parallel/Imm ediate
CU Direct Auto LPC	CU LPC (AUTO)	8.05%	Fixed	90/10 LPC	100.76	- 101.01	15	7.649%	1.7	2.1	300	0.60	40%	7.403%	-0.45%	-1.90%	-6.10%
CU Indirect Auto LPC	CU LPC (AUTO)	8.80%	Fixed	90/10 LPC	102.06	- 102.31	15	7.785%	1.9	2.3	320	0.80	40%	7.457%	-0.65%	-2.20%	-6.32%
CU Indirect RV LPC	CU LPC (RV)	9.30%	Fixed	90/10 LPC	103.07	- 103.57	15	8.375%	2.9	4.4	430	0.70	50%	8.007%	-1.24%	-3.56%	-10.69%
CU Home Improvement Loan (UCC Backed) LPC	CU LPC (CON SEC)	9.50%	Fixed	90/10 LPC	102.19	- 102.69	18	8.757%	2.6	3.9	460	0.80	85%	8.062%	-2.01%	-3.05%	-10.04%
CU Prime 20 Year Solar LPC	CU LPC (CON SEC)	4.63%	Fixed	90/10 LPC	81.02	- 81.52	10	9.112%	1.9	6.1	520	0.80	85%	8.437%	-2.26%	1.52%	-17.77%
CU Prime 25 Year Solar LPC	CU LPC (CON SEC)	4.88%	Fixed	90/10 LPC	80.44	- 80.94	10	9.268%	1.9	6.9	540	0.80	85%	8.594%	-2.34%	1.96%	-19.04%
CU Consumer Unsecured LPC	CU LPC (CON UNSEC)	11.25%	Fixed	90/10 LPC	99.55	- 100.05	18	11.485%	1.4	1.9	675	1.50	95%	9.566%	-2.94%	-1.56%	-5.53%
CU MBL/CRE (Owner Occupied) LPC	CU LPC (CRE)	7.25%	Adjustable	90/10 LPC	101.69	- 102.19	-	6.768%	3.7	4.4	270	0.30	25%	6.689%	-0.29%	-4.00%	-10.86%
CU Multifamily LPC	CU LPC (MULTI)	6.75%	Adjustable	90/10 LPC	100.76	- 101.26	-	6.510%	3.8	4.5	245	0.30	30%	6.418%	-0.35%	-4.05%	-11.05%
CU Prime Variable Rate HELOC LPC	CU LPC (HELOC)	8.85%	Floating	90/10 LPC	100.20	- 100.70	18	8.809%	2.6	4.8	480	0.70	50%	8.448%	-1.20%	-2.71%	-12.74%
CU Conforming 5/1 Agency LPC	CU LPC (RESI)	6.64%	Adjustable	90/10 LPC	101.38	- 101.88	15	6.051%	2.5	3.2	178	0.30	30%	5.958%	-0.26%	-2.72%	-8.81%
CU Conforming 30 Year Fixed Rate Mortgage LPC	CU LPC (RESI)	6.62%	Fixed	90/10 LPC	102.10	- 102.60	8	6.271%	5.1	9.0	249	0.40	40%	6.102%	-1.00%	-5.18%	-18.04%

## Current Benchmark Fixed Income (Bond) Pricing

Description	Security Type	Coupon	Fixed/ Adjust	Assumed Servicing	Indicative Bid Price	Indicative Offering Price	Conditional Prepay Rate (CPR)	Standard Bond Equivalent Yield	Effective Duration	Wtd Avg Life	Interp TSY Spread	Conditional Default Rate (CDR) (PL)	Loss Severity (LGD)	Loss Adjusted Yield	CECL Estimate	Mkt Value Px Chg +100 Parallel/Imm ediate	Mkt Value Px Chg +300 Parallel/Imm ediate
FHLB 2 Year NC 3 Month Callable Agency Debenture	Callable Agency	5.500%	Fixed	-	99.88	- 100.00	-	5.615%	0.5	2.0	91	-	-	5.615%	-	-0.97%	-3.81%
FHLB 3 Year NC 3 Month Callable Agency Debenture	Callable Agency	5.750%	Fixed	-	99.88	- 100.00	-	5.768%	1.6	3.0	147	-	-	5.768%	-	-2.75%	-7.97%
FHLB 5 Year NC 3 Month Callable Agency Debenture	Callable Agency	6.000%	Fixed	-	99.88	- 100.00	-	6.076%	2.0	5.0	210	-	-	6.076%	-	-3.97%	-11.38%
Current Coupon MBS (0-6 Month Seasoned)	Fixed MBS	6.000%	Fixed	-	100.97	- 101.22	-	5.871%	5.1	8.9	208	-	-	5.871%	-	-4.92%	-18.67%