

Loans and Mortgage Terms

Personal Loans

Unsecured Personal Loans

- Loan amounts: \$1,000 - \$50,000
- Interest rates: 6.99% - 24.99% APR (based on creditworthiness)
- Terms: 12, 24, 36, 48, or 60 months
- No collateral required
- Origination fee: 1% - 5% of loan amount

Application Requirements

- Minimum credit score: 620
- Debt-to-income ratio: Below 43%
- Minimum annual income: \$25,000
- Required documents:
 - Government-issued photo ID
 - Proof of income (2 recent pay stubs or tax returns)
 - Proof of residence
 - Bank statements (last 2 months)

Processing Time

- Online application: 5-10 minutes
- Initial decision: Within 24 hours
- Funding: 1-3 business days after approval

Auto Loans

New Car Loans

- Loan amounts: Up to 120% of vehicle value (includes tax, title, fees)
- Interest rates: 3.99% - 12.99% APR
- Terms: 24, 36, 48, 60, or 72 months
- Down payment: Minimum 10% recommended (not required)

Used Car Loans

- Vehicle age: Up to 10 years old
- Maximum mileage: 120,000 miles
- Interest rates: 4.99% - 15.99% APR
- Terms: 24, 36, 48, or 60 months

Pre-Approval Benefits

- Valid for 30 days
- Rate lock guarantee
- Stronger negotiating position at dealership
- No impact on credit score (soft inquiry only)

Home Mortgages

Conventional Fixed-Rate Mortgage

- Loan amounts: Up to \$726,200 (conforming limit)
- Down payment: Minimum 3% (5% recommended to avoid PMI at 20%)
- Terms: 15-year or 30-year
- Current rates:
 - 30-year: 6.75% - 7.25% APR
 - 15-year: 6.00% - 6.50% APR

FHA Loans

- Minimum down payment: 3.5%
- Minimum credit score: 580 (500 with 10% down)
- Mortgage insurance required
- Maximum loan limits vary by county

VA Loans (Veterans)

- No down payment required
- No mortgage insurance
- Competitive interest rates
- VA funding fee applies (can be financed)
- Certificate of Eligibility required

First-Time Homebuyer Programs

- Down payment assistance up to \$10,000

- Reduced interest rates (0.25% - 0.50% discount)
- Homebuyer education course required (8 hours, online available)
- Income limits apply (varies by area)

Mortgage Application Process

Pre-Qualification (No Credit Pull)

- Estimated loan amount based on income and debts
- Takes 15-30 minutes
- Not a commitment to lend

Pre-Approval (Full Credit Review)

- Complete application with documentation
- Credit report pulled
- Valid for 90 days
- Conditional commitment to lend

Required Documentation

- Last 2 years of tax returns
- Last 2 months of bank statements
- Last 30 days of pay stubs
- W-2s for last 2 years
- Photo ID and Social Security card
- Purchase agreement (if applicable)

Closing Costs

- Typically 2% - 5% of loan amount
- Includes: appraisal (\$400-\$600), title insurance, attorney fees, origination fees
- Can be paid by seller or rolled into loan in some cases

Home Equity Products

Home Equity Line of Credit (HELOC)

- Borrow up to 85% of home value (minus mortgage balance)
- Variable interest rate: Prime + 0.5% to 2%
- Draw period: 10 years

- Repayment period: 20 years
- Interest-only payments during draw period

Home Equity Loan (Fixed)

- Lump sum disbursement
- Fixed interest rate: 6.50% - 10.99% APR
- Terms: 5, 10, 15, or 20 years
- Borrow up to 85% of home equity

Refinancing

Rate and Term Refinance

- Lower interest rate or change loan term
- Closing costs: \$2,000 - \$5,000
- Break-even analysis provided
- Current mortgage must be in good standing (no late payments in 12 months)

Cash-Out Refinance

- Borrow up to 80% of home value
- Receive difference in cash
- Higher interest rates than rate/term refinance
- Minimum credit score: 640

Early Repayment

- No prepayment penalties on any loan products
- Extra payments applied directly to principal
- Bi-weekly payment option available (reduces term and interest)

Loan Default and Hardship

Hardship Options

- Loan modification
- Payment deferment (up to 3 months)
- Forbearance programs
- Must contact us at first sign of difficulty: 1-800-LOAN-HELP

Default Consequences

- Late fee: 5% of payment amount after 15-day grace period
- Credit score impact after 30 days late
- Acceleration clause after 90 days (full balance due)
- Foreclosure proceedings begin after 120 days for mortgages

For loan applications or questions, visit www.ourbank.com/loans or call 1-800-GET-LOAN.