# FIRST NATIONAL BANK Interest Rate Guide for Customer Service Updated Monthly - Current as of January 2024

## **Section 1: Current Deposit Rates**

## **Savings Accounts:**

- Basic Savings: 0.05% APY on all balances
- Premium Savings: 0.15% APY on balances \$10,000+
- Youth Savings (under 18): 0.25% APY on balances up to \$1,000

# **Money Market Accounts:**

- \$10,000 \$24,999: 0.35% APY
- \$25,000 \$49,999: 0.45% APY
- \$50,000 \$99,999: 0.55% APY
- \$100,000+: 0.65% APY

## **Certificate of Deposit (CD) Rates:**

- 3 months: 0.25% APY
- 6 months: 0.50% APY
- 12 months: 1.25% APY
- 18 months: 1.50% APY
- 24 months: 1.75% APY
- 36 months: 2.00% APY
- 60 months: 2.25% APY

## **Section 2: Loan Interest Rates**

## **Personal Loans:**

- Excellent Credit (750+): 6.99% 9.99% APR
- Good Credit (700-749): 10.99% 14.99% APR
- Fair Credit (650-699): 15.99% 19.99% APR
- Terms: 2-7 years, loan amounts \$1,000 \$50,000

## **Auto Loans:**

New vehicles (0-2 years): 3.49% - 5.99% APR

- Used vehicles (3-5 years): 4.49% 7.99% APR
- Used vehicles (6+ years): 5.99% 9.99% APR
- Terms up to 84 months for qualified borrowers

## **Mortgage Rates:**

- 30-year fixed: 6.75% APR
- 15-year fixed: 6.25% APR
- 5/1 ARM: 5.95% APR (introductory rate)
- Jumbo loans: Add 0.25% to standard rates

## **Home Equity Products:**

- Home Equity Line of Credit (HELOC): Prime + 0.50% (currently 8.00% APR)
- Home Equity Loan: 7.25% 8.75% APR
- Maximum LTV: 80% for primary residence, 70% for investment property

## **Section 3: Business Banking Rates**

## **Business Savings:**

- Business Savings: 0.03% APY
- Business Money Market: Tiered rates from 0.25% to 0.50% APY

## **Business Loans:**

- SBA 7(a) loans: 11.50% 14.50% APR
- Business term loans: 7.50% 12.50% APR
- Business lines of credit: Prime + 1.00% to Prime + 4.00%
- Commercial real estate: 6.50% 8.50% APR

## **Section 4: Rate Factors and Adjustments**

## **Credit Score Impact:**

- Excellent (750+): Best available rates
- Good (700-749): Standard rates
- Fair (650-699): Rate increase of 1-3%
- Poor (below 650): Rate increase of 3-5% or decline

## **Relationship Discounts:**

- Multiple products: 0.25% rate reduction
- Premium banking customer: 0.50% rate reduction
- Long-term customer (5+ years): 0.25% rate reduction
- Direct deposit customers: 0.25% deposit rate bonus

## **Section 5: Rate Change Procedures**

#### Variable Rate Products:

- HELOC rates adjust monthly based on Prime Rate
- Money market rates may change weekly with market conditions
- 30-day advance notice required for savings rate decreases

## **Fixed Rate Products:**

- CD rates locked for entire term
- Loan rates fixed at origination
- Rate protection available for approved applications (30-60 days)

#### **Section 6: Promotional Rates**

#### **Current Promotions:**

- New customer CD special: Additional 0.25% APY for first 12 months
- Student loan refinancing: 0.50% rate discount for auto-pay
- Mortgage rate lock extension: Free 60-day extension for first-time homebuyers

## **Promotional Terms:**

- Limited time offers require specific qualification criteria
- May not be combined with other discounts
- Subject to change without notice

## **Section 7: Rate Inquiries and Quotes**

## **Customer Rate Quotes:**

- Verbal quotes valid for 24 hours
- Written quotes available upon request
- Pre-qualification rates subject to full application review

## **Rate Matching Policy:**

- Limited rate matching for deposit products
- Competitor rates must be verified and comparable
- Management approval required for rate matching