

VEHICLE LOANS					
EFFECTIVE February 1, 2020					
Rates and Terms are subject to change without notice					
Age	Amount Financed	Term	*Annual Percentage Rate (APR) as low as	Interest Rate	**Fee
New 2019-2020 with less than 15K miles	Up to \$14,999.99	36 mos.	3.92%	3.59%	**75.00
		48 mos.	3.84%	3.59%	**75.00
		60 mos.	3.79%	3.59%	**75.00
		Up to 72 mos.	4.16%	3.99%	**75.00
	\$15,000.00 and above	Up to 36 mos.	3.92%	3.59%	**75.00
		Up to 48 mos.	3.84%	3.59%	**75.00
		Up to 60 mos.	3.79%	3.59%	**75.00
		72 mos.	4.16%	3.99%	**75.00
Used Vehicles 1-7 years 2014-2020 Consider used if current model year with more than \$15K miles/max miles 100K	\$5000 Minimum loan amount	36 mos.	4.98%	3.99%	**75.00
		48 mos.	4.75%	3.99%	**75.00
	\$7500 minimum	60 mos.	4.40%	3.99%	**75.00
	\$15,000 Minimum	72 mos.	4.66%	4.49%	**75.00
Used Vehicles 8-12 years 2009-2013 Max miles 120K	80% financing Minimum In Amt. \$3500.	24 mos.	9.14%	6.99%	**75.00
		36 mos.	8.46%	6.99%	**75.00

*Interest rates and APR's listed above reflect a discount of 0.25% for an automatic payment from an Exchange Bank Deposit Account. The rate can increase if the automatic payment is discontinued. An additional .25% discount is available if you have a Premier Plus Checking account and your combined average daily deposit balance is \$25,000 or greater; or if you have investments with Exchange Bank's Wealth Management Department. These funds must be verifiable at the time your loan is approved and cleared for loan documents; this Premier Plus Reward discount of 0.25% is not subject to adjustment.

**Loan Documentation Fee: If the loan documents have to be re-drawn after the initial document preparation due to missed or canceled appointments an additional fee of \$50.00 will be assessed and collected at loan signing.

TYPICAL PAYMENT EXAMPLE: For a new auto loan of \$20,000.00 for 48 months, the interest rate is 3.59%, the **Annual Percentage Rate is approximately 3.78%**, which includes a documentation fee of \$75.00**, and the monthly payment is approximately \$447.93.

ADVANCE RATE: Exchange Bank will lend up to 110% of NADA value for Purchase money transactions, 100% for refinance transactions and 80% for cash out transactions.

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AGE

New vehicle is defined as current model year with less than 15,000 miles.

Used vehicles 1-7 years defined as current year with 15,000 or more miles up through 2009. Mileage not to exceed 100,000.

Older Used vehicles 8-12 years up to 80% financing - model years 2009 through 2013. Mileage not to exceed 120,000

Ineligible Collateral:

- Mileage exceeding above guidelines
- Salvage Title or Lemon-law buy back Title
- Vehicle older than 12 years
- Commercial use vehicles
- Certain Restrictions may apply

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