

## Vehicle Loans

Effective March 1, 2021

Rates and Terms are subject to change without notice

Age	Amount Financed	Term	*Annual Percentage Rate (APR) as low as	Interest Rate	**Fee
<b>New 2020-2021</b> with less than 15K miles	Up to \$14,999.99	36 mos.	<b>3.92%</b>	3.59%	**75.00
		48 mos.	<b>3.84%</b>	3.59%	**75.00
		60 mos.	<b>3.79%</b>	3.59%	**75.00
	\$15,000.00 and above	Up to 36 mos.	<b>3.92%</b>	3.59%	**75.00
		Up to 48 mos.	<b>3.84%</b>	3.59%	**75.00
		Up to 60 mos.	<b>3.79%</b>	3.59%	**75.00
<b>Used Vehicles 1-7 years</b> <b>2015-2021</b> Consider used if current model year with more than \$15K miles/max miles 100K	\$5000 Minimum loan amount	36 mos.	<b>4.98%</b>	3.99%	**75.00
		48 mos.	<b>4.75%</b>	3.99%	**75.00
	\$7500 minimum	60 mos.	<b>4.40%</b>	3.99%	**75.00
	\$15,000 Minimum	72 mos.	<b>4.66%</b>	4.49%	**75.00
<b>Used Vehicles 8-12 years 2010-2014</b> Max miles 120K	80% financing Minimum In Amt. \$3500.	24 mos.	<b>9.14%</b>	6.99%	**75.00
		36 mos.	<b>8.46%</b>	6.99%	**75.00

\*Interest rates and APR's listed above reflect a discount of 0.25% with 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. No Cash out loans

**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 2015.  
Mileage not to exceed 100,000.

**Older Used vehicles 8-12 years up to 80% financing** - model years 2010 through 2014. Mileage not to exceed 120,000

**Ineligible Collateral:**

Mileage exceeding above guidelines  
Salvage Title or Lemon-law buy back  
Vehicles older than 12 years  
Commercial Use Vehicles

Certain Restrictions may apply.