



Apply now for an Exchange Bank HELOC and receive a **LOW FIXED INTRODUCTORY RATE for 6 months.**  
 (Introductory rate is for New Accounts Only) Offer expires April 30<sup>th</sup>, 2020



### HOME EQUITY LINE OF CREDIT

EFFECTIVE April 1, 2020

Interest only, 120 Month Draw Period, Rates are based on a margin tied to an Index.

3.25% is the Wall Street Journal Prime Rate (WSJ) as of March 16, 2020 .

Rates and terms are subject to change without notice.

#### 6 Month Fixed Introductory Rate (New Accounts only)

Commitment Amount	6 month introductory Annual Percentage Rate (APR)		APR after 6 months Introductory period is based on Wall Street Journal Prime Rate (WSJ) 3.25% plus a margin	
	Standard Introductory Rate	**Discount for EB automatic payment	Margin to be added to (WSJ) Prime Rate	**Discount APR for auto payment
\$100,000 to \$400,000	3.24%	2.99%	0.25% = 3.49%	0.00% = 3.25%
\$50,000 to \$99,999	3.24%	2.99%	1.00% = 4.25%	0.75% = 4.00%
\$25,000 - \$49,999	3.24%	2.99%	2.00% = 5.25%	1.75% = 5.00%

**See table below for APR and Rates after the 6 month introductory period ends**

#### Standard HELOC APR/Rates after Introductory Period and Rates for existing borrowers increasing their Line amounts

Commitment Amount	Current Wall Street Journal Prime Rate (WSJ)	Margin added to Wall Street Journal Prime Rate (WSJ)		Annual Percentage Rate (APR)		Term	Points and Fees
		Standard Margin	**Margin With automatic payments	Standard APR	**APR with automatic payments		
\$100,000 to \$400,000	3.25%	Prime plus 0.25%	Prime plus 0.00%	3.50%	3.25%	120 month Draw Period Interest Only Payments	*
\$50,000 - \$99,999	3.25%	Prime plus 1.00%	Prime plus 0.75%	4.25%	4.00%	120 month Draw Period Interest Only Payments	*
\$25,000- \$49,999	3.25%	Prime plus 2.00%	Prime plus 1.75%	5.25%	5.00%	120 month Draw Period Interest Only Payments	*

NMLS ID#643948





Please contact us for information regarding line amounts over \$400,000.00.

\*Exchange Bank offers a No Cost Loan option for single unit properties for loan amounts up to \$400,000.00. An Automated Valuation Model (AVM) must be available, and a limited title policy must be obtained (excludes some 1<sup>st</sup> lien loans and a-typical properties).

\*\*Interest rates and APR's listed above are for owner occupied (1-4 residential) Northern California properties and 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. The introductory rate stated above is fixed for the initial 6 months and cannot change, no other discounts are available during the fixed rate introductory period. An additional 0.25% discount, after the fixed rate introductory period, is available if you have an Exchange Bank 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 0.25% discount is not subject to adjustment.

You may have to pay certain fees to third parties such as title companies and government agencies, servicing companies, when a sub-escrow is required to pay off an existing lender, or if vesting corrections are needed. These fees range from \$0 to \$6,065. Additionally, if any loan documents have to be re-drawn after the initial document preparation, due to missed or canceled appointments, an additional fee of \$100.00 will be assessed and collected at loan signing.

Maximum APR is 18%.

Maximum Loan to Value - **CLTV** - 80% for line amounts up to \$500,000 and 70% for lines over \$500,000.

Borrower must carry property insurance and flood insurance where required by law.

A non-refundable annual fee of \$75 will be charged to the credit line beginning the second year of the account.

A balloon payment will result if only minimum payments are made.

Exit Fee - You may be subject to an early closing fee of \$500.00 to \$5,000 if the account is closed within 35 months of account opening date (fees are determined by date of account opening). *Example*, 0.75% of line amount is charged during the first year (months 0-12), 0.50% of line amount is charged during the second year (months 13-24), or 0.25% of line amount is charged during the third year (months 25-35).

**Non-owner occupied** - rate is increased by 1.00%, loan amount is limited to \$500,000; loan fee is 1% and the maximum loan to value is 70%.