

## LOAN POLICY AND RATES

	AMOUNT	TERM	APR*	"ENHANCED LOAN EQUIVALENT APR**
<b>AUTOMOBILE NEW AND USED</b>	\$ 1,000 TO \$100,000	60 MONTH	2.50%	1.68%
	\$10,000 TO \$100,000	72 MONTH	2.50%	1.68%
	\$20,000 TO \$100,000	84 MONTH	3.75%	2.51%
<b>RV, MOTORCYCLE AND BOAT NEW AND USED</b>	\$ 1,000 TO \$100,000	60 MONTH	3.75%	2.51%
	\$10,000 TO \$100,000	72 MONTH	3.75%	2.51%
	\$20,000 TO \$100,000	84 MONTH	4.50%	3.02%
	\$30,000 TO \$100,000	120 MONTH	5.50%	3.69%
	\$40,000 TO \$100,000	144 MONTH	6.50%	4.36%
	\$50,000 TO \$100,000	180 MONTH	7.50%	5.03%
<b>PLEDGE OF SHARES</b>		60 MONTH	2.25%	1.51%
		84 MONTH	3.50%	2.35%
		120 MONTH	4.75%	3.18%
<b>SIGNATURE</b>	\$1,000 TO \$ 30,000	24 MONTH	5.50%	3.69%
	\$ 1,000 TO \$ 30,000	36 MONTH	6.50%	4.36%
	\$1,000 TO \$ 30,000	60 MONTH	8.00%	5.36%
	\$1,000 TO \$ 30,000	84 MONTH	9.50%	6.37%
<b>CONSOLIDATED ONE-PAY LOAN</b>	\$1,000 TO \$100,000	84 MONTH	9.50%	6.37%
	\$1,000 TO \$100,000	30 TO 180 DAY	16.25%	10.89%
<b>ENERGY EFFICIENCY</b>	\$1,000 TO \$ 30,000	120 MONTH	7.00%	4.69%

\*APR = Annual Percentage Rate

\*\*Neither SJPECU nor its staff are tax advisors and therefore recommend you discuss your eligibility for any tax deductions with a tax professional. "Enhancement" is only available to borrowers that own their primary residence. Examples are based on a borrower with a combined federal and state tax rate of 33% tax bracket.

- ▶ All signers on the loan note must be entered as co-signers when loan is funded.
- ▶ New and Used Auto Purchase: 120% of manufacturer's suggested retail price (M.S.R.P.), appraisal or Kelley Blue Book retail.
- ▶ Used Auto Refinance - No Cash Out: 115% of Kelley Blue Book retail or appraisal.
- ▶ Used Auto Refinance - With Cash Out: 100% of Kelley Blue Book lending value.
- ▶ New and Used RV, Boat and Motorcycle Purchase: 120% of M.S.R.P. or NADA average retail (no options) or appraisal.
- ▶ Used RV, Boat and Motorcycle Refinance - No Cash Out: 115% of NADA average retail (no options) or appraisal.
- ▶ Used RV, Boat and Motorcycle Refinance - With Cash Out: 100% of NADA low retail (no options) or appraisal.
- ▶ Insurance coverage required on all collateral – maximum deductible allowed is \$1,000.
- ▶ Signature Loan – \$30,000 maximum.
- ▶ Consolidated Loans are a combination of signature and any of the above categories.
- ▶ One-Pay Loan: There will be a minimum charge of one (1) month interest on payoff of all one-pay loans.
- ▶ One-pay loans can be extended only twice (share secured are excluded unless the interest rate is lower than the current rate).

