

# LOANS & SAVINGS RATES

## CONSUMER LOAN RATES (contact us for special rate discounts and "vehicle title" or "free & clear" loans)

VEHICLE & BOAT LOANS (New & Used)	LOWEST FIXED ANNUAL PERCENTAGE RATE (APR) <sup>1</sup>	MAXIMUM LOAN <sup>5</sup>	MAXIMUM TERM <sup>4</sup>
AUTOMOBILES & TRUCKS	1.49%	125% financing	48 months
	3.00%		84 months
CLASSIC, COLLECTIBLE, EXOTIC & SPECIAL-INTEREST VEHICLES	4.00%	70% financing of low valuation guide, or the vehicle's appraised value	84 months
MOTORCYCLES	4.00%	125% financing	84 months
PERSONAL WATERCRAFT	4.50%	125% financing	84 months
RECREATIONAL VEHICLES	3.50%	125% financing	180 months (if \$40,000+)
BOATS	4.00%	125% financing	180 months (if \$40,000+)

PERSONAL COMPUTER LOANS	LOWEST FIXED APR <sup>1</sup>	MAXIMUM LOAN <sup>6</sup>	MAX. TERM <sup>4</sup>
New:	12.50%	\$10,000	48 months

LINE OF CREDIT	LOWEST VARIABLE APR <sup>1,2</sup>	MAXIMUM CREDIT <sup>6</sup>	TERM <sup>3,8</sup>
PERSONAL LINE OF CREDIT/ OVERDRAFT PROTECTION <sup>12</sup>	12.00%	\$50,000	Revolving
PERSONAL LOANS	LOWEST FIXED APR <sup>1</sup>	MAXIMUM LOAN <sup>6</sup>	MAXIMUM TERM
PERSONAL UNSECURED "SIGNATURE" (& Debt Consolidation)	12.00%	\$50,000	60 months
SHARE-SECURED LOANS	LOWEST FIXED APR <sup>1</sup>	MAXIMUM LOAN	MAXIMUM TERM
SHARE SAVINGS-SECURED	Share Svgs Rate + 2.50%	100% of the available share balance	36 months
	Share Svgs Rate + 3.50%	100% of the available share balance	72 months
SHARE CERTIFICATE-SECURED	Varies <sup>9</sup>	80% of the available share balance	up to 60 months, not to exceed Certificate maturity

VISA® CREDIT CARDS <sup>14</sup>	LOWEST APR <sup>10</sup>	MAXIMUM CREDIT <sup>6</sup>	TERM <sup>7</sup>	ANNUAL FEE
STUDENT PLATINUM	12.65% non-variable	\$50,000	Revolving	None
SHARE-SECURED PLATINUM	10.00% non-variable	\$50,000	"	"
PLATINUM w/LOW RATE	7.99% variable	\$50,000	"	"
CASH BACK PLATINUM	9.99% variable	\$50,000	"	"
SIGNATURE REWARDS PLAT.	9.99% variable	\$50,000	"	"
TRIPLE REWARDS LA PLATINUM	10.90% variable	\$50,000	"	"
NEW CARD INTRO RATE	0% (1st 6 months)	Based on Card	"	_____

## SHARE SAVINGS RATES (applies to all V.I.P. Accounts)

ACCOUNT TYPE	BALANCE TO EARN DIVIDENDS	APY <sup>15</sup>	DIVIDEND RATE
SAVINGS (Share) <small>(Required for Membership)</small>	Under \$1,000	0.10%	0.10%
	\$1,000 or more	0.15%	0.15%
CHECKING <sup>13</sup> (Share Draft)	Under \$1,000 \$1,000 or more	None 0.10%	None 0.10%
MONEY MARKET <sup>13</sup> (Share Draft)	Under \$2,500	None	None
	\$2,500 to \$9,999	0.15%	0.15%
	\$10,000 to \$24,999	0.20%	0.20%
	\$25,000 to \$49,999 \$50,000 or more	0.25% 0.30%	0.25% 0.30%
ONLINE MONEY MARKET <sup>13</sup> & Health Savings Acct. <sup>16</sup> (Share Draft)	Under \$2,500**	0.10%	0.10%
	\$2,500 to \$9,999	0.20%	0.20%
	\$10,000 to \$24,999	0.25%	0.25%
	\$25,000 to \$49,999 \$50,000 or more	0.30% 0.35%	0.30% 0.35%
HOLIDAY (Share)	\$10 or more	0.15%	0.15%

\*\* Health Savings Account Only

SHARE CERTIFICATES	FLEXIBLE TERM	APY <sup>15</sup>	DIVIDEND RATE
REGULAR (\$1,000 min.) STARTER (\$100 min.)	3-5 months	0.20%	0.20%
	6-11 months	0.40%	0.40%
	12-23 months	0.70%	0.70%
	24-35 months	0.85%	0.85%
	36-47 months	1.20%	1.20%
SENIOR (\$1,000 min.) JUMBO (\$100,000 min.)	48-59 months	1.26%	1.25%
	60 months	1.91%	1.90%
	3-5 months	0.25%	0.25%
Traditional & Roth IRA Share Certificates & "Coverdell Education Savings Accounts" Fixed-Rate (\$500 min.)	6-11 months	0.45%	0.45%
	12-23 months	0.75%	0.75%
	24-35 months	0.90%	0.90%
	36-47 months	1.26%	1.25%
	48-59 months	1.31%	1.30%
SENIOR JUMBO (\$100,000 min.)	60 months	1.96%	1.95%
	3-5 months	0.30%	0.30%
	6-11 months	0.50%	0.50%
	12-23 months	0.80%	0.80%
	24-35 months	0.95%	0.95%
	36-47 months	1.31%	1.30%
	48-59 months	1.36%	1.35%
	60 months	2.01%	2.00%

# Loans & savings rates (continued)

## REAL ESTATE LOAN RATES & PROGRAMS, partial list

### RATES AND FEES CHANGE DAILY<sup>11</sup>

(For more info, call us during business hours, or visit [www.LAFCU.org](http://www.LAFCU.org)).

FIRST TRUST DEEDS / FIXED OR ADJUSTABLE / 80% LOAN TO VALUE		RATE*	POINTS & FEES
# YEARS AMORTIZED	# YEARS FIXED		
30	30	3.875%	Fees
15	15	3.250%	Fees
30	10	4.000%	Fees
30	7	3.875%	Fees
30	5	3.750%	Fees
SECOND TRUST DEEDS (FIXED ONLY)		RATE**	MINIMUM LOAN AMOUNTS
# YEARS AMORTIZED	# YEARS FIXED		
15	15	5.00%	\$5,000
HOME EQUITY LINE OF CREDIT (ADJUSTABLE ONLY) <sup>12</sup>		RATE**	
# YEARS DRAW PERIOD	# YEARS AMORTIZED		
10	15	1.99%	

\* All rates and costs are based on purchase or no cash-out refinance, with FICO of 740 or above.

\*\* Loans over \$250,000 are subject to appraisal and title policy charges.

### FOOTNOTES TO SAVING, CONSUMER LOANS, AND REAL ESTATE LOANS

- The APR (Annual Percentage Rate) is based on the term, collateral, down payment, Account relationships, credit and using our autobuying service (LABS) to find your vehicle. Loan payments can be made by Payroll Deduction, by Automatic Transfers, by telephone with TouchTel-24, by transferring funds online in online banking, online with Bill Pay, in person at a LAFCU branch or CU Service Center (Shared Branch), by mailing a payment to LAFCU, or by ACH transfer from another financial institution.
- For variable-rate loans, the annual percentage rate quoted is the initial rate before quarterly adjustments. Index: 4-week average of 26-week U.S. T-Bill. Maximum rate increase/decrease is two percentage points per year; five percentage points over the lifetime of the loan; not to increase above 18% or decrease below the base rate, (the lesser of 12% or the initial rate on signature loans). The rate may increase or decrease after consummation. The interest rate may be decreased by up to 1% below the standard fixed rate for that loan program, but not below the certificate rate plus 1% for the loan and certificate term.
- Maximum number of monthly payments assumes a single advance and is estimated for variable-rate loans.
- Loan term for vehicle loans depends on the amount financed and the year of the vehicle. Vehicle loan amount must be \$20,000 or more to qualify for an 84 month term.
- Financing for **new and used** automobiles, trucks, and recreational vehicles is up to 125% (100% for motorcycles, RVs, personal watercraft, and boats) of the purchase price, including tax, license, GAP and MBI. RVs eligible for financing include motor homes, camping trailers, 5th wheel trailers, custom vans, surfer vans, and van conversions. Financing includes tax & license (and optional MBI & GAP from LAFCU for automobiles, trucks and RVs).
- Total Unsecured Loans (Visa card credit lines, computer loans, and "Signature" Personal Unsecured loans) cannot exceed \$50,000 per member. Maximum computer loan amount includes 100% of the purchase price, including hardware and software.
- There is a 25 calendar day grace period for new purchases, if the previous statement's balance was paid in full. To avoid periodic finance charges for new purchases, pay the total new balance by the payment due date (approximately 25 calendar days from the billing date). There is no grace period for cash advances. Interest is charged from the date of the advance. Minimum monthly Visa payment is \$20 (\$25 on Triple Rewards LA card) or 3% of the outstanding balance (excluding over limit or delinquent amounts), whichever is greater.
- Minimum monthly payment on Personal/Overdraft Protection is \$33 per \$1,000 borrowed, or portion thereof.
- Loan rate equals Share Certificate rate plus 3%. Checking (Share Draft), Holiday, IRA Share Certificates and Money Market accounts can not be used as collateral for a loan. Loan term can not exceed Certificate maturity date. "Debt Protection" plans are not available for loans with a one-year term and single payment.
- APR will increase to 17.90% (18.00% on Triple Rewards LA card) on your entire Account balance and continue for 6 consecutive months if payment is delinquent for 2 or more consecutive cycles. Initial APR is based on credit/underwriting criteria.
- This is a partial listing of owner-occupied real estate loan rates. Non-owner occupied property loans also available. Rates, fees, and programs subject to change without notice and may affect the APR. For complete rates, visit [www.LAFCU.org](http://www.LAFCU.org) or call us during business hours.
- Access a "Home Equity Line of Credit," with a plastic "Home Equity Access card." Introductory rate of 1.99% APR is good for the first six months following the Agreement date for a new HELOC, after which the rate will change to the "One-Year Constant Maturity Treasury" rate plus 2.25%, subject to a floor rate of 4%. Introductory rate is not available if a HELOC is refinanced within 18 months of opening.
- Paper checks available to access funds from this account.
- Paper "Convenience Checks," when available, can be written for amounts of \$100 up to the maximum creditline of the card.
- APY=Annual Percentage Yield. The APY is a prediction based on the assumption that all dividends remain for a year and are not withdrawn. Your actual APY will be calculated to three decimal points.

**Savings and loan rates, terms, and conditions** are subject to change without notice. Rates do not apply to refinances of existing LAFCU loans. Normal credit rating criteria applies. This "Loans & Savings Rates" brochure is meant for information purposes only and is not an advertisement.

This brochure sets forth certain conditions & rates applicable to your Savings (Shares), Checking (Share Draft), Holiday, Money Market and Share Certificate Accounts at Los Angeles Federal Credit Union (LAFCU). This schedule is incorporated as part of your Account Agreement with LAFCU. Except as specifically described, the following disclosures apply to all of the Accounts:

**1. Rate Information** - The dividend rate and annual percentage yield on your Accounts are set forth in the attached rate schedule. The dividend and annual percentage yield are current as of the last dividend declaration date for the Account. The annual percentage yield is a percentage rate that reflects the total amount of dividends to be paid on an Account based on the dividend rate and frequency of compounding for an annual period. For the most current rate information, please call us or visit [www.LAFCU.org](http://www.LAFCU.org).

**2. Nature of Dividends** - Dividends are paid from current income and available earnings after the required transfer of reserves at the end of a dividend period.

**3. Accrual of Dividends** - Dividends will begin to accrue on the business day you or the credit union deposits cash or non-cash items (such as checks) to your Account.

16. HSA = Health Savings Account. Available only for withdrawals with a debit card & online banking inquiries. Not available for check writing, Shared Branch access, or Courtesy Pay.



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LAFCU membership is open to anyone living in most counties of Southern California.

