

## Hawaii Single Family Residential Mortgage Wholesale Rates Effective date 07/22/24

PROGRAM	Int. Rate	Points	Amort.	Min Margin	Adj. Cap	Life Cap	Floor	INDEX
<b>ARM First Mortgages -- \$25,000 to \$2,500,000</b>								
1/1/30	7.625%	2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
1/1/30	7.875%	1.50%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
2/1/30	7.750%	2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
2/1/30	8.000%	1.50%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
3/1/30	7.875%	2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
3/1/30	8.125%	1.50%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
5/1/30	8.000%	2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
5/1/30	8.250%	1.50%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
<b>New!</b> 10/1/30	8.625%	2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
10/1/30	8.875%	1.50%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
3/3/30	8.000%	2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	3-Yr. T-Note
3/3/30	8.250%	1.50%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed	3-Yr. T-Note

<b>ARM Second Mortgages -- \$25,000 to \$250,000</b>								
1/1/15	8.500%	2.00%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
1/1/15	8.750%	1.50%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
3/3/15	9.250%	2.00%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	3-Yr. T-Note
3/3/15	9.500%	1.50%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	3-Yr. T-Note

<b>CONSTRUCTION LOANS -- \$100,000 to \$2,500,000</b>			
Term-months	Rate	Points	Amortization
12	9.000%	2.00%	Int Only

### LOAN LEVEL PRICING ADJUSTMENTS: Add to Rate & Points

	DTI >43% - ≤50%		DTI >50% - ≤59.9%		FICO less than 620		FICO 620 to 659		No FICO	Non-conform	≤ \$1,000,000	\$1,000,001 - \$2,000,000	\$2,000,001 - \$5,000,000					
Owner-Occupied	0.25	0.25	0.50	0.25	0.50	0.50	0.25	0.25	0.25	0.00	0.25	0.25	0.00	0.00	0.25	0.00	0.25	0.25
Investor	0.50	0.25	0.75	0.25	0.75	0.50	0.50	0.25	0.25	0.00	0.50	0.25	0.25	0.50	0.25	0.50	0.50	0.50
Foreign Investor	0.50	0.25	0.75	0.25	1.25	0.75	1.00	0.50	0.25	0.00	1.00	0.50	0.50	0.50	0.75	0.50	0.75	0.75
Extreme Condition	0.25	0.25	0.50	0.25	0.50	0.50	0.25	0.25	0.25	0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

### Maximum LTV

The below LTVs are guidelines only and loans are still subject to final underwriting and approval, including, but not limited to, an evaluation of borrower's ability to repay and financial strength.

FICO Range	Below 620	No FICO/ 620 - 679	680 - 699	700 - 739	740 Plus	Borrower/Property Type
Max LTV up to \$1,000,000	60%	65%	70%	75%	80%	Owner-occupant: 1 to 4 family, condo, 2nd mtg, HELOC, construction
	55%	60%	65%	70%	75%	Investor
	40%	45%	50%	55%	60%	Resort

Amounts \$1,000,001 to \$2,000,000 - decrease Max LTV by 10%

Amounts over \$2,000,000 - decrease Max LTV by 15%

Exceptions to the FICO/Maximum LTVs above can be considered with mitigating factors and minimum 0.25% rate and point add-on.

**Note: We DO NOT finance properties in Lava Zones 1 & 2**

### Ag-Zoned Maximum LTV

#### Less than 5 Acres with Home

FICO Range	700 - 739	740 Plus
Up to \$300,000	70%	75%
\$300,001 - \$500,000	65%	70%
\$500,001 - \$750,000	60%	65%
*\$750,001 +	55%	60%

\*Loans over \$750,000 considered on a case by case basis

5 or more acres - Maximum LTV 50%

	Foreign
Maximum LTV	60%



### LENDER FEES: (Effective 09/01/20)

Administration Fee:	\$1,150
Re-drafting Fee:	\$150

### GENERAL GUIDELINES:

#### 1. RATE LOCKS: It is the responsibility of the Broker to request the rate lock with their Loan Officer.

- Lock requests must be received by 2:00P HST to obtain that day's rate.
- A lock expiration that falls on a weekend or holiday will roll to the next business day.
- Lock/Extension Fees will be added to points:

Initial Lock Periods/Fees			Lock Extension Options/Fees**			
30 Days	45 Days	60 Days	7 Days	14 Days	21 Days	30 Days
0.000%	0.125%	0.250%	0.125%	0.250%	0.375%	0.500%

\*\*Total lock period, including extensions, must not exceed 60 days.

Extension requests resulting in a total lock period of more than 60 days will be considered a re-lock and will be based on worst-case pricing.

- Add 1% to points for properties that have been listed for sale during the past six (6) months. No buydown of added point allowed. HELOCs and Second Mortgages are not allowed.
- Higher risk loans, such as low FICO scores and higher debt ratios, may be considered with mitigating factors and subject to FFL's Approval.
- Cross collateralization (multiple collateral) and nonconforming property considered.
- Construction-perm loans, income property loans, home equity credit lines also available.
- Rate adjustments are also added to the ARM margins.
- Construction-Perm Loans:
  - Add 0.50% to points and 0.25% to rate and margin (which cannot be bought down) to first mortgage program.
  - No owner-builders allowed unless the owner is a licensed contractor in good standing.
- Loan amounts less than stated minimums require 2% increase over published rates plus any required LLPAs.
- Point buydown on LLPAs only. 1/4 point = 1/8% increase in rate. **Not available for construction only loans.**
- Interest rate buydown on LLPAs only. Use same ratio as above. Maximum interest rate buydown is 1.0%.
- Add 0.25% to rate, points and margin for EZ Investor Loans. All other LLPAs apply.
- Resort-zoned properties not eligible for 10/1/30 ARM product.

### FOR MORE INFORMATION, PLEASE CALL:

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(Rates and terms are subject to change without notice.)



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