

Hawaii Single Family Residential Mortgage Wholesale Rates Effective date 01/24/22

PROGRAM	Int. Rate	Points	Amort.	Min Margin	Adj. Cap	Life Cap	Floor	INDEX	
ARM First Mortgages -- \$25,000 to \$2,500,000									
1/1/30	1.875%	2.00%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
1/1/30	2.125%	1.50%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
2/1/30	2.000%	2.00%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
2/1/30	2.250%	1.50%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
3/1/30	3.625%	2.00%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
3/1/30	3.875%	1.50%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
5/1/30	3.750%	2.00%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
5/1/30	4.000%	1.50%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
New! 10/1/30	4.000%	2.00%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
10/1/30	4.250%	1.50%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
3/3/30	3.750%	2.00%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	3-Yr. T-Note	
3/3/30	4.000%	1.50%	360	3.00%	2.00%	6.00%	Higher of Opening or Fully Indexed	3-Yr. T-Note	
ARM Second Mortgages -- \$25,000 to \$250,000									
1/1/15	4.750%	2.00%	180	4.500%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
1/1/15	5.000%	1.50%	180	4.500%	2.00%	6.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
3/3/15	5.500%	2.00%	180	4.500%	2.00%	6.00%	Higher of Opening or Fully Indexed	3-Yr. T-Note	
3/3/15	5.750%	1.50%	180	4.500%	2.00%	6.00%	Higher of Opening or Fully Indexed	3-Yr. T-Note	
LAND Loans - Adjustable Rate -- INVESTOR ONLY -- \$25,000 to \$750,000									
1/1/3	5.125%	2.00%	360	3.500%	2.00%	4.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
2/1/3	5.375%	2.00%	360	3.500%	2.00%	2.00%	Higher of Opening or Fully Indexed	1-Yr. T-Bill	
LAND Loans - Fixed Rate -- \$25,000 to \$750,000									
1 Yr Fixed Rate	5.250%	2.00%	360	N/A	N/A	N/A	N/A	N/A	
2 Yr Fixed Rate	5.500%	2.00%	360	N/A	N/A	N/A	N/A	N/A	
3 Yr Fixed Rate	5.750%	2.00%	360	N/A	N/A	N/A	N/A	N/A	
LAND Loans - Interest Only Fixed Rate -- \$25,000 to \$750,000									
3 Yr Fixed Rate	5.125%	2.00%	Int Only	N/A	N/A	N/A	N/A	N/A	
3 Yr Fixed Rate	5.375%	1.50%	Int Only	N/A	N/A	N/A	N/A	N/A	
CONSTRUCTION Loans -- \$100,000 to \$2,500,000									
	Term-months	Rate	Points	Amortization					
	12	5.000%	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	0.25
Investor	0.50	0.25	0.75	0.25	0.75	0.50	1.00	0.25	0.25	0.50	0.25	0.25	0.50	0.25	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	0.75	0.50	0.75
Land Loans	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

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 Land (Max loan amount \$750,000) *See below for I/O Land Loans
	45%	50%	55%	60%	65%	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.
 *Interest Only Land Loans - decrease Max LTV by 5%

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

Ag-Zoned Maximum LTV

FICO Range	Less than 5 Acres - Vacant Lot		Less than 5 Acres with Home		
	700 - 739	740 Plus	FICO Range	700 - 739	740 Plus
Up to \$300,000	65%	70%	Up to \$300,000	70%	75%
\$300,001 - \$500,000	60%	65%	\$300,001 - \$500,000	65%	70%
*\$500,001 +	50%	55%	\$500,001 - \$750,000	60%	65%
			**\$750,001 +	55%	60%
*Loans over \$500,000 considered on a case by case basis			**Loans over \$750,000 considered on a case by case basis		



5 or more acres - Maximum LTV 50%	Foreign	LENDER FEES: (Effective 09/01/20)
Maximum LTV	60%	Administration Fee: \$1,150
		Re-drafting Fee: \$150

GENERAL GUIDELINES:

- All rates and terms shown above are for single-family, owner-occupied, first mortgage rates except as otherwise stated.
- 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 single property Second Mortgages are not allowed on properties intended to be listed for sale or listed within the past six (6) months.
- 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.
- No prepayment penalties.
- Construction-perm loans, income property loans, home equity credit lines also available.
- Rate adjustments are also added to the ARM margins.
- Construction-perm Loans: **Investor only until further notice**
 - Add 0.50% to points (which cannot be bought down) to first mortgage program
 - No owner-builders allowed unless the owner is a licensed contractor in good standing.
- While above pricing allows for lower FICOs at lower LTVs, a satisfactory explanation of the credit, acceptable to FFL, must be presented.
- Loan amounts less than stated minimums require 2% increase over published rates plus any required LLPAs.
- Point buydown on price adjustment only. 1/4 point = 1/8% increase in rate. **Not available for construction only loans.**
- Interest rate buydown on price adjustment only. Use same ratio as above. Maximum interest rate buydown is 1.0%.
- Net points paid on land loans will be credited towards subsequent Finance Factors construction or permanent financing. The amount credited will be the actual dollar amount of the land loan points less any broker fees paid.
- Add 0.25% to rate, points and margin for EZ Investor Loans. All other LLPAs apply.

FOR MORE INFORMATION, PLEASE CALL:

Finance Factors, NMLS #449916
 info@financefactors.com
 808-522-2000
 Toll-Free: 1-800-648-7136

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



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