



# FINANCE FACTORS

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## Hawaii Single Family Residential Mortgage Wholesale Rates Effective date 05/20/19

Program	Int. Rate	Points	Amort.	Min Margin	Adj. Cap	Life Cap	Floor	Index Type
<b>ARM First Mortgages -- \$25,000 to \$2,500,000</b>								
1/1/30	5.125%	2.00%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
1/1/30	5.375%	1.50%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
2/1/30	5.250%	2.00%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
2/1/30	5.500%	1.50%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
3/1/30	5.500%	2.00%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
3/1/30	5.750%	1.50%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
5/1/30	5.750%	2.00%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
5/1/30	6.000%	1.50%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
3/3/30	5.625%	2.00%	360	3.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	3-Yr. T-Note
3/3/30	5.875%	1.50%	360	3.500%	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	6.000%	2.00%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
1/1/15	6.250%	1.50%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
3/3/15	6.250%	2.00%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	3-Yr. T-Note
3/3/15	6.500%	1.50%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed	3-Yr. T-Note

### Land Loans - \$25,000 to \$750,000

Program	Int. Rate	Points	Amort.	Min Margin	Adj. Cap	Life Cap	Floor	Index Type
<b>Land Loans - Adjustable Rate -- INVESTOR ONLY</b>								
1/1/3	5.125%	2.00%	360	3.500%	2.00%	4.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
2/1/3	5.375%	2.00%	360	3.500%	2.00%	2.000%	Higher of Opening or Fully Indexed	1-Yr. T-Bill
<b>Land Loans - Fixed Rate</b>								
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

### Construction Loans -- \$100,000 to \$2,500,000

Term-mos	Rate	Points	Amort
12	6.125%	2.00%	Int Only

### Price Adjustments (add to Rate / Points)

	GDR >43% - <50%		GDR >50% - <59.9%		FICO less than 620		FICO 620 to 659		No FICO		Non-conf		≤ \$1,000,000		\$1,000,001 - \$2,000,000		\$2,000,001 - \$5,000,000	
	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
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	0.25	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	0.50	0.75	0.50	0.75	0.75

### Maximum LTV

Exceptions to the FICO/Maximum LTV guide below can be considered with mitigating factors and minimum 0.25% rate and point add-on. The factors 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	Maximum loan amount \$1,000,000 Amounts \$1,000,001 to \$2,000,000 - decrease max LTV by 10% Amounts over \$2,000,000 - decrease max LTV by 15%
Max LTV	60%	65%	70%	75%	80%	Owner-occupant: 1 to 4 family, condo, 2nd mtg, HELOC, construction
Max LTV	55%	60%	65%	70%	75%	Investor Land (Maximum loan amount \$750,000)
Max LTV	45%	50%	55%	60%	65%	Resort

Call for FICO and LTV guidelines for Lava Zone 2 properties.

### Ag-Zoned Maximum LTV

Less than 5 Acres - Vacant Lot			Less than 5 Acres with Home		
FICO Range	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%

Maximum LTV	Foreign
	60%

### Lender Fees:

Processing Fee:	\$490
Underwriting Fee:	\$460
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 listed for sale.
- Higher risk loans, such as low FICO scores and higher debt ratios, may be considered with mitigating factors and subject to FFL's underwriting and final 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 add-ons.
- 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%.
- Add 0.25% to rate, points and margin for EZ Investor Loans. All other add-ons apply.

### Please call for more information:

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

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

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