

Hawaii Single Family Residential Mortgage Wholesale Rates Effective date 05/05/25																		
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	7.750%		2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed			1-Yr. T-Bill							
1/1/30	8.000%		1.50%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed			1-Yr. T-Bill							
2/1/30	7.875%		2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed			1-Yr. T-Bill							
2/1/30	8.125%		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							
New! 10/1/30	8.750%		2.00%	360	3.000%	2.00%	6.000%	Higher of Opening or Fully Indexed			1-Yr. T-Bill							
10/1/30	9.000%		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							
ARM Second Mortgages -- \$25,000 to \$250,000																		
1/1/15	7.875%		2.00%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed			1-Yr. T-Bill							
1/1/15	8.125%		1.50%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed			1-Yr. T-Bill							
3/3/15	9.125%		2.00%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed			3-Yr. T-Note							
3/3/15	9.375%		1.50%	180	4.500%	2.00%	6.000%	Higher of Opening or Fully Indexed			3-Yr. T-Note							
LAND Loans - Adjustable Rate -- INVESTOR ONLY -- \$25,000 to \$750,000																		
1/1/3	8.375%		2.00%	360	3.500%	2.00%	4.000%	Higher of Opening or Fully Indexed			1-Yr. T-Bill							
2/1/3	8.500%		2.00%	360	3.500%	2.00%	2.000%	Higher of Opening or Fully Indexed			1-Yr. T-Bill							
LAND Loans - Fixed Rate -- \$25,000 to \$750,000																		
1 Yr Fixed Rate	8.500%		2.00%	360	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
2 Yr Fixed Rate	8.625%		2.00%	360	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
3 Yr Fixed Rate	8.750%		2.00%	360	N/A	N/A	N/A	N/A	N/A	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	8.750%		2.00%	Int Only	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
3 Yr Fixed Rate	9.000%		1.50%	Int Only	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
						CONSTRUCTION Loans -- \$100,000 to \$2,500,000												
						Term-months	Rate	Points	Amortization									
						12	8.500%	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	0.50	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
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							
	N/A		N/A		60%		65%		70%		Land (Max loan amount \$750,000) *See below for I/O Land Loans							
	40%		45%		50%		55%		60%		Properties using short-term rents to qualify							
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																		
Less than 5 Acres with Home					Less than 5 Acres - Vacant Lot													
FICO Range	700 - 739		740 Plus		FICO Range	700 - 739		740 Plus										
Up to \$300,000	70%		75%		Up to \$500,000	60%		65%										
\$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					Loans over \$500,000 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.
2. Add 2 points for properties that have been listed for sale during the past six (6) months or will be listed for sale. No buydown of added points.
3. Higher risk loans, such as low FICO scores and higher debt ratios, may be considered with mitigating factors and subject to FFL's Approval.
4. Cross collateralization (multiple collateral) and nonconforming property considered.
5. Construction-perm loans, income property loans, home equity credit lines also available.
6. Rate adjustments are also added to the ARM margins.
7. Construction-Perm Loans:
- 2-point pricing only
  - Add 0.50% to rate, points and margin (which cannot be bought down) to first mortgage program. (Minimum 2.50 points)
  - No owner-builders allowed unless the owner is a licensed contractor in good standing.
8. Loan amounts less than stated minimums require 2% increase over published rates plus any required LLPAs.
9. Point buydown on LLPAs only. 1/4 point = 1/8% increase in rate. **Not available for construction only loans.**
10. Interest rate buydown on LLPAs only. Use same ratio as above. Maximum interest rate buydown is 1.0%.
11. 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.
12. EZ Investor Program: Maximum loan amount \$1,500,000. Add 0