

LOAN GUIDELINES

Loan Pricing Guide for **Direct Lending**

March 2026 Loan Types	Maximum LTVs	+300bp Prepay Speed	+300bp Effective Durations	+300 Duration Matched CMT Point	+300 Duration Matched CMT Rate	Min. ROA Target	Servicing Spreads	"A" Paper Credit Spreads	Minimum Guideline Rates Assuming Net ROA Spread	Market Rates	Impact of 1% Discount Point on 1st-Lien RE Loan APY (360 mo. @7% CPR)
4 Year New/Used Autos	Not exceeding 110% LTV over NADA Retail for FICOs >700	1% ABS	1.47	1.5 Yr	3.57%	1.50%	0.75%	0.25%	6.07%	6.50%	
5 Year New/Used Autos		1% ABS	1.69	2.0 Yr	3.37%	1.50%	0.75%	0.25%	5.87%	6.59%	
6 Year New/Used Autos		1% ABS	1.88	2.5 Yr	3.38%	1.50%	0.75%	0.25%	5.88%	6.61%	
1 Year 1st RE ARMs	Not exceeding 80% LTV without PMI on 1st-Lien RE Loans	7% CPR	0.95	1.0 Yr	3.47%	1.50%	0.25%	0.25%	5.47%	5.92%	+15 bp
3/1 1st RE ARMs/Balloons		7% CPR	2.47	3.0 Yr	3.38%	1.50%	0.25%	0.25%	5.38%	6.03%	+15 bp
5/1 1st RE ARMs/Balloons		7% CPR	3.56	4.0 Yr	3.44%	1.50%	0.25%	0.25%	5.44%	5.95%	+15 bp
7/1 1st RE ARMs/Balloons		7% CPR	4.33	5.0 Yr	3.50%	1.50%	0.25%	0.25%	5.50%	6.04%	+15 bp
15-yr. Fixed 1st Mortgages		7% CPR	4.52	6.0 Yr	3.60%	1.50%	0.25%	0.25%	5.60%	5.66%	+20 bp
30-yr. Fixed 1st Mortgages	7% CPR	5.80	10.0 Yr	3.94%	1.50%	0.25%	0.25%	5.94%	6.19%	+15 bp	
5-10 Yr Fixed 2nd-Lien HELs	Not exceeding 80% LTV on 2nd-Lien RE Loans	7% CPR	2.15	2.5 Yr	3.38%	1.50%	0.50%	1.25%	6.63%	7.17%	
15 Yr Fixed 2nd-Lien HELs		7% CPR	3.52	4.0 Yr	3.44%	1.50%	0.50%	1.25%	6.69%	7.53%	
Variable-Rate HELOCs		7% CPR	0.25	25 Yr	3.66%	1.50%	0.50%	1.25%	6.91%	7.56%	

Loan Loss and Credit Spreads Estimates Specific FICO Ranges				
Credit Ratings	Maximum LTVs	Lifetime Default Rates	Estimated Loss Factors	Estimated Loan Losses
A+ (FICO 720+)	110%	1.5%	10%	0.15%
A (FICO 700-719)	110%	2.5%	15%	0.38%
B+ (FICO 680-699)	100%	5.0%	20%	1.00%
B (FICO 660-679)	100%	7.0%	20%	1.40%
C+ (FICO 640-659)	95%	10.0%	25%	2.50%
C (FICO 620-639)	95%	15.0%	25%	3.75%
D+ (FICO 600-619)	90%	18.0%	30%	5.40%
D (FICO 580-599)	90%	21.0%	30%	6.30%
E+ (FICO 560-579)	85%	25.0%	35%	8.75%
E (FICO 540-559)	85%	30.0%	35%	10.50%
Subprime	75%	45.0%	40%	18.00%

Refer: NCUA Risk Alert # 05-RISK-01 and LTCU # 04-CU-13

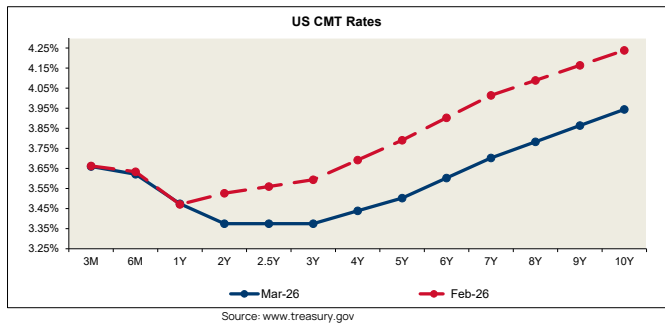
Risk-Based Pricing Guidelines for 60 mo. Direct Auto Loans Specific FICO Ranges					
Pricing Spreads			Total Spreads	2Y CMT Rate	60 mo. Auto Loan Rates
Credit	Servicing	Net ROA			
0.15%	0.75%	1.50%	2.40%	3.37%	5.77%
0.38%	0.75%	1.50%	2.63%	3.37%	6.00%
1.00%	1.00%	1.50%	3.50%	3.37%	6.87%
1.50%	1.00%	1.50%	4.00%	3.37%	7.37%
2.50%	1.25%	1.50%	5.25%	3.37%	8.62%
3.75%	1.25%	1.50%	6.50%	3.37%	9.87%
5.50%	1.50%	1.50%	8.50%	3.37%	11.87%
6.25%	1.50%	1.50%	9.25%	3.37%	12.62%
8.75%	1.75%	1.50%	12.00%	3.37%	15.37%
10.50%	1.75%	1.50%	13.75%	3.37%	17.12%
18.00%	2.00%	1.50%	21.50%	3.37%	>18%

Note: Indirect loan spreads may be 25bp to 75bp less than direct loans

General FICO Ranges				
Credit Ratings	Maximum LTVs	Lifetime Default Rates	Estimated Loss Factors	Estimated Loan Losses
A (FICO 700+)	110%	2.0%	12.5%	0.25%
B (FICO 660-699)	100%	6.0%	20.0%	1.20%
C (FICO 620-659)	95%	12.5%	25.0%	3.13%
D (FICO 580-619)	90%	19.5%	30.0%	5.85%
E (FICO 540-579)	80%	27.5%	35.0%	9.63%

General FICO Ranges					
Pricing Spreads			Total Spreads	2.0 Year CMT on 3/1/26	60 mo. Auto Loan Rates
Credit	Servicing	Net ROA			
0.25%	0.75%	1.50%	2.50%	3.37%	5.87%
1.25%	1.00%	1.50%	3.75%	3.37%	7.12%
3.25%	1.25%	1.50%	6.00%	3.37%	9.37%
6.00%	1.50%	1.50%	9.00%	3.37%	12.37%
9.75%	1.75%	1.50%	13.00%	3.37%	16.37%

Note: Higher loan servicing costs on lower grades of paper.



Constant Maturity Treasury (CMT) Rates			
Maturity	Effective Duration	Month Beginning	
		Mar-26	Feb-26
3M	24.85%	3.66%	3.66%
6M	49.48%	3.62%	3.63%
1Y	98.15%	3.47%	3.47%
2Y	193.15%	3.37%	3.53%
2.5Y	239.45%	3.38%	3.56%
3Y	284.98%	3.38%	3.59%
4Y	373.31%	3.44%	3.69%
5Y	458.25%	3.50%	3.79%
6Y	539.18%	3.60%	3.90%
7Y	616.29%	3.70%	4.01%
8Y	690.05%	3.78%	4.09%
9Y	760.12%	3.86%	4.16%
10Y	826.52%	3.94%	4.24%

Notes:

- Loan pricing is based on beginning of the month US Treasury Rates
- Loan Rate = Matched Duration CMT Rate + ROA Spread + Servicing Spread + Credit Spread
- Approximate credit spreads: A (FICO 700+) 25 bp; B (FICO 660-699) 125 bp; C (FICO 620-659) 325 bp; D (FICO 580-619) 600 bp; E (FICO 540-579) 975 bp
- ARMs/balloons based on 360-month amortization and all 1st-mortgages assume either LTVs no greater than 80% or PMI
- Increase credit spreads 50 bp on all 1st mortgages that have LTVs over 80% without PMI
- Credit spreads were increased from 25 bp to 125 bp on "A" paper 2nd-lien HELs and VR HELOCs
- Increase credit spreads an additional 100 bp on all fixed 2nd-lien HELs and VR HELOCs that have aggregate LTVs over 80%

Source: Regional and National Average Rates for CUs obtained from S&P Capital
 For more information regarding asset liability management, please email us at:

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