



## LOAN RATES

Effective April 3, 2018

SCORE DETERMINATION *No Score is placed in the C Tier					
740+	700-739	660-699	620-659	580-619	579-Below
A+	A	B	C	D	E

AUTOS							
Year	Term	Trans Union Fico Score					
		740+	700-739	660-699	620-659	580-619	579-Below
New & Used 2015-2019	Up to 67	3.09%	3.25%	4.79%	7.99%	15.69%	18.00%
	68-77	3.99%	4.09%	5.49%	8.79%	16.49%	18.00%
	78-84	5.99%	6.15%	6.74%	10.49%	N/A	N/A
2011-2014	Up to 67	3.79%	3.99%	5.25%	9.89%	16.19%	18.00%
	68-77	4.69%	4.99%	5.99%	10.99%	16.39%	18.00%
2007-2010	Up to 66	4.79%	4.99%	6.99%	10.29%	16.45%	18.00%
	67-72	5.79%	5.99%	7.79%	10.99%	N/A	N/A
2006 and older	up to 55	4.89%	5.09%	7.49%	10.59%	16.59%	18.00%

**Please Read:**

- Rates are determined using Trans Union Auto Specific FICO 08 Score and are **not negotiable**. In cases where a cosigner is required, the higher credit score is used to determine the rate. If one of the two applicants does not register a score, rate will be determined based on the applicant that has a credit score. **3.09% is the floor rate with direct deposit, payroll deduct, DBO, and auto transfer. Rate discounts on in-house loans only.**
- **Mileage not to exceed 150,000**
- **Terms greater than 66 months only available on vehicles 2007 and newer with a loan amount of \$15,000 or greater and mileage less than 45,000 miles.** 78-84 months available only with approval on loans \$25,000+ and on vehicles 2015 and newer with mileage less than 45,000.

- **First due dates must not exceed 45 days from date of contract** and no due date can be set up for later than the 25th of the month.
- If total amount financed (including taxes, title fee & license fee) is less than 80% of the MSRP or NADA retail value of the vehicle, a rate reduction of **.50%** will be applied.
- If the vehicle is a **new untitled hybrid vehicle** we will extend a **.25% rate reduction** as part of our "go green" program. Must receive a dealer invoice stating this is a hybrid vehicle.

MOTORSPORTS (motorcycles, wave runners, trailers)							
Year	Term	Trans Union Fico Score					
		740+	700-739	660-699	620-659	580-619	579-Below
New & Used 2013-2018	Up to 63	3.99%	4.69%	7.19%	10.39%	14.79%	18.00%
	72	4.79%	5.29%	7.39%	10.69%	15.89%	18.00%
2007-2012	48	4.99%	5.09%	7.39%	10.69%	15.09%	18.00%
	63	5.29%	5.49%	7.69%	10.99%	16.09%	18.00%
2006 & Older	48	5.69%	5.79%	7.49%	10.79%	15.39%	18.00%
	63	5.79%	5.89%	7.79%	11.09%	16.19%	18.00%

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- **First due dates must not exceed 45 days from date of contract** and no due date can be set up for later than the 25th of the month.

- If total amount financed (including taxes, title fee & license fee) is less than 80% of the MSRP or NADA retail value of the vehicle, a rate reduction of **.50%** will be applied.
- **Loan amount must be \$15,000 or greater on 2013-2018 year models to qualify for 72 month term.**

## BOATS

Amount Financed	Maximum Term	Trans Union Fico Score					
		740+	700-739	660-699	620-659	580-619	579-Below
\$50,000-\$75,000	96	6.30%	6.60%	7.30%	N/A	N/A	N/A
\$25,000-\$49,999	84	6.20%	6.50%	7.20%	9.60%	N/A	N/A
\$15,001-\$24,999	72	5.09%	5.39%	6.99%	9.50%	15.90%	18.00%
Less than \$15,000	60	4.29%	4.59%	6.49%	9.25%	15.90%	18.00%

\* Increase Interest Rate by 1.00% for all models 2011 and older

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- First due dates must not exceed 45 days from date of contract and no due date can be set up for later than the 25th of the month.
- 10% Down Payment on Loans \$25,000+

## RVS and CAMPERs

Amount Financed	Maximum Term	Trans Union Fico Score					
		740+	700-739	660-699	620-659	580-619	579-Below
\$25,000+	190	5.99%	6.29%	7.75%	10.75%	N/A	N/A
\$15,000- \$24,999	132	5.25%	5.60%	7.35%	9.95%	15.99%	18.00%
\$14,999 and below	84	4.39%	4.75%	6.75%	9.50%	15.79%	18.00%

\* Increase Interest Rate by 1.00% for all models 2011 and older

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• First due dates must not exceed 45 days from date of contract and no due date can be set up for later than the 25th of the month.

• Include dealer invoice for New and NADA Book-out Sheet for Used with all options.

- 15% minimum down payment on loans \$50,000+
- 10% minimum down payment on loans \$25,000 - \$49,999
- Contracts will not be funded without all necessary paperwork (ie Membership Cards, Copies of Driver's Licenses, proof of income, etc.)
- GCS Credit Union will not accept letters from employers as proof of income. Current check stubs with year to date income or IRS Tax documents are required.

Visa Rewards		
Score	Rate	Limits
740+	7.9%	\$250-\$25,000
700-739	9.9%	\$250-\$20,000
660-699	12.9%	\$250-\$10,000
620-659	16.9%	\$250-\$7,500
619-below	18.9%	\$250-\$5000

CD Loans	
<b>In-House CD</b>	
APR is 2.5% over certificate rate.	
Term not to exceed maturity of CD.	
Will lend 100% of face value. Floor limit is 6.0%	
<b>Other Institutions' CD</b>	
APR is 10.75%. Term (same as above). Will lend 90% of face value.	

Personal Loans	
<b>Closed End</b>	
A+	8.9%
A	10.9%
B	13.9%
C	15.9%
D	16.9%
E	18.0%
<b>Freedom Line - Open End</b>	
A+ & A	8.9%
B	9.9%
C	11.9%
D	13.9%
E	14.9%

Share Secured Loans	
Share Secured	2.5%>low share rate
Share Secured loans have a 3.0% floor limit	

Rate Discounts (in-house loans only)	
Direct Deposit/ Payroll Deduct/ Auto Transfer	
(Does not apply to VISA, Real Estate, or Open-End Loans)	
A+	0.25%
A	0.25%
B	0.25%
C	0.35%
D	0.50%
E	0.50%
No further Discounts below 3.09%	