

Fairway America Retail Pricing Sheet

Prime	3.25%	Variable Rate	1 YR Fixed	2 YR Fixed	
Risk	Index	Margin	Start & floor	Start & floor	Start & floor
1	Prime +	5.60%	8.85%	N/A	N/A
2	Prime +	7.60%	10.85%	12.99%	13.95%
3	Prime +	8.50%	12.50%	13.50%	14.45%
4	Prime +	9.00%	13.25%	14.25%	15.25%
5	Prime +	9.50%	14.00%	15.00%	15.75%

1 and 2 year fixed convert to variable after fixed period for remainder of term.
Variable rates adjust monthly.

Terms from 1 to 3 years, interest only. Standard PPP is for 50% of duration of term (see below)

Prepay:	1 YR term	2 YR term	3 YR term
	6 mo interest guarante	5% of amt prepaid for 1 yr	5% of amt prepaid for 18 MO
	1 yr PPP =.25 reduction origination fee	1 yr additional PPP =.25 reduction FA LOF	1 yr additional PPP =.25 reduction FA LOF
		18 MO additional PPP = .50 reduction FA LOF	
		****6 month PPP reduction add .5 to FA LOF	****1 year PPP reduction add 1% to FA LOF

Risk	Fairway loan origination Fee (LOF)
1	3.25%
2	3.75%
3	4.25%
4	4.75%
5	5.25%

Rating	Risk
1	1 - 11
2	12 - 25
3	26 - 50
4	51 - 60
5	61 - 75

(Points from risk rating page)

Reduction in LOF

Rate Up sell				
Borrower IR +	+ .5	+ 1	+ 1.5	+ 2
Variable	0.25	0.5	0.625	0.75
1 YR Fixed	0.125	0.25	0.375	0.5
2 YR Fixed	0.125	0.25	0.375	0.5

***Variable fee buydown, increase is to initial rate, floor and margin

***Variable fee buydown requires increase PPP to 18 months

***any combination of Rate and fee change reducing LOF below par will be equated to equal par.

prices subject to change at any time

Rate Buy Down						
Borrower IR +	-.25	-.5	-.75	-1	-1.25	-1.5
1 YR Term	0.25	0.5	0.75	1	1.50	2.00
2 YR Term	0.5	1	1.5	2	2.50	3.00
3 YR Term	0.75	1.25	2	2.5	2.75	3.50

