

# Fixed Rate Mortgages

I-7 and I0 year terms



Lock into a fixed rate mortgage to guarantee one low rate for the term of the mortgage

Target Client	Advantages
<ul> <li>Client who want to know exactly what their monthly payments will be.</li> <li>Clients who want the security of knowing that their payment will not change for the term of their mortgage.</li> </ul>	<ul> <li>Up to 95% financing available for purchase and 85% for refinance with a 35 year amortization.</li> <li>Provides interest rate security with a fixed term for periods from one to seven years. For longer term security, a ten year term is also available.</li> </ul>

# **Product Features**

Loan Purpose	Purchase, refinance, transfer	Debt Servicing	• GDS: 32% • TDS: 42%
Maximum LTV  Loan Amount	Purchase Up to 95% Refinance Up to 85% Minimum \$50.000	Borrower Qualifications	The qualifying interest rate for fixed terms less than 5 years is the greater of the contract interest rate, or the benchmark rate*
Property Type	Owner occupied single family dwelling up to 2-units	Down Payment	Purchase Minimum 5% Refinance Minimum 10%
Term	<ul> <li>Prime marketable properties</li> <li>I-7 and IO years</li> </ul>	Pre-payment Options	I5%+I5% + Double up • Increase payment up to I5% once per year
Amortization	Extended amortization available		Pay up to 15% of the original principal on any payment date in \$100 increments
Insurance Surcharge	A .20% premium surcharge will be applied for every 5 years of amortization beyond a 25-year		Double monthly payment(s) on any payment date (must be equal to payment)
<b>D</b> . C .	mortgage amortization period	Early Payout	The greater of 3 months interest or Interest Rate Differential (IRD)
Rate Guarantee	120 days with a one time rate drop at broker's request	Appraisals	Required if LTV is 80% or less
Payment Options	<ul> <li>Frequency: Weekly, bi-weekly, semi-monthly or monthly</li> <li>Realty taxes may be collected with regular payments</li> </ul>	Title Insurance	Title insurance is acceptable in lieu of a recent survey Title insurance is required for all private purchases
Beacon	Minimum 600		

 $<sup>^*</sup>$  Benchmark rate is the Chartered Bank Conventional Mortgage 5 year rate published by the Bank of Canada.

## **V**ancouver

1090 Homer Street Suite 200 Vancouver, BC V6B 2W9 Tel: 800.567.87 | I

# Calgary

326 11th Avenue SW Suite 120 Calgary, AB T2R 1M7 Tel: 888.923.9194

## Toronto

100 University Avenue Suite 700, North Tower Toronto, ON M5J IV6 Tel: 800.465.0039

# Montreal

2000 Peel Street Suite 200 Montreal, QC H3A 2W5 Tel: 888.499.1733

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# A five year fixed rate mortgage solution offering great value and options

Target Client	Advantages
Rate sensitive homeowners requiring a shorter commitment period while maintaining all other First National privileges with the exception of refinances with blended rates.	<ul> <li>Reduced interest rate</li> <li>Full prepayment privileges available</li> <li>Up to 95% financing available for purchase and 85% for refinance</li> <li>Extended amortization available</li> <li>60 day rate guarantee</li> </ul>

# **Product Features**

Loan Purpose  Mortgage Type	Purchase, refinance, transfer  Insured or insurable* Income qualified deals only	Payment Options	Frequency: Weekly, bi-weekly, semi-monthly or monthly     Realty taxes may be collected with regular payments
Rate Guarantee	60 days with a one-time rate drop at broker's request     Pre-approvals not available	Beacon  Debt Servicing	Minimum 600  Beacon GDS TDS
Maximum LTV	Purchase Up to 95% Refinance Up to 85%	Debt 3er vicing	600-679 35% 42% 680+ N/A 44%
Loan Amount	Minimum \$50,000	Down Payment	Purchase Minimum 5% Refinance Minimum 10%
Owner occupied single family dwelling up to a 2-plex     Prime marketable properties	Pre-payment Options	15%+15% + Double up	
Term  Amortization	5 year fixed rate only  Extended amortization available	Early Payout	The greater of 3 months interest or Interest Rate Differential (IRD)
Insurance	Insurance A .20% premium surcharge will be applied for		<ul> <li>Any increase to the existing mortgage will require a payout penalty as outlined above</li> <li>Blended rate to maturity is not available</li> </ul>
Surcharge	every 5 years of amortization beyond a 25-year mortgage amortization period	Title Insurance	<ul> <li>Title insurance is acceptable in lieu of a recent survey. Title insurance is required for all private purchases.</li> </ul>

<sup>\*</sup> Insured or low-ratio insurable deals only. Conventional low-ratio deals will be submitted to CMHC and only deals with an insurable response will be eligible.

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# Maximizer Plus

# The adjustable rate mortgage that offers flexibility

Target Client	Advantages
<ul> <li>Clients who want maximum flexibility.</li> <li>Clients who are comfortable with fluctuations in interest rates.</li> </ul>	<ul> <li>Up to 95% financing available for purchases and 85% for refinances.</li> <li>Payments automatically adjust with changes in the prime rate to ensure that clients maintain the original amortization schedule of their mortgage.</li> <li>Ability to convert to First National's best fixed rate at anytime.</li> <li>Subject to certain conditions.</li> </ul>

# **Product Features**

Loan Purpose	Purchase, refinance, transfer  Purchase Up to 95%	Debt Servicing	• GDS: 32% • TDS: 42%
Tiuxiiiuiii ET V	Refinance Up to 85%	Borrower	The qualifying interest rate for all adjustable rate
Loan Amount	Minimum \$50,000	Qualifications	mortgages will be the greater of the contract interest rate, or the benchmark rate*
Property Type	<ul><li>Owner occupied single family dwellings</li><li>Prime marketable properties</li></ul>	Down Payment	Purchase Minimum 5%
Term	5 years		Refinance Minimum 10%
Amortization	Extended amortization available	Pre-payment Options	15% + Double up • Pay up to 15% of the original principal on
Insurance Surcharge	A .20% premium surcharge will be applied for every 5 years of amortization beyond a 25-year mortgage amortization period		any payment date in \$100 increments  Double-up monthly payment(s) on any payment date (must be equal to payment)
Rate Guarantee	120 days with a one time rate drop at broker's request	Convertible Options	To First National's best rate provided term selected less time elapsed is equal to or greater
Payment Options	<ul> <li>Frequency: Weekly, bi-weekly, semi-monthly or monthly</li> </ul>		than 5 years
	<ul> <li>Realty taxes may be collected with regular payments</li> </ul>	Early Payout	3 months interest for the entire term
Beacon	Minimum 600		

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Product Description	Target Client	Advantages
Insured mortgage solution for homebuyers who may not be able to verify income in the traditional manner.	Self-employed homebuyers with a strong credit history.	<ul> <li>Up to 90% financing for a purchase and 85% for refinance</li> <li>Access to First National's best rates</li> </ul>

## Product Features

Loan Purpose	Purchase, Refinance	Borrower Qualifications	<ul> <li>Minimum 2 years business-for-self or work experience in the same field.</li> </ul>
Maximum LTV Minimum Beacon	Purchase: Up to 90% Refinance: Up to 85%    Beacon	Quanicacions	<ul> <li>For CMHC Self-employed, clients with businesses in operation for more than 3 years must qualify in the traditional manner - Stated income not available.</li> <li>Not available for commission based borrowers.</li> <li>Income must be consistent with borrower's profession and industry.</li> <li>Not available for borrowers without a Canadian credit history and non-permanent residents.</li> <li>No delinquencies in the past 12 months. No</li> </ul>
Loan Amount	Minimum \$50,000		mortgage defaults in the last 5 years, or previous bankruptcy. No income tax arrears.
Insurance Premium	LTV         Purchase         Refinance           Up to and including 65%         0.80%         1.50%           65.01% - 75%         1.00%         2.60%		<ul> <li>The qualifying interest rate for fixed terms less than 5 years, and all adjustable rate mortgages is the greater of the contract interest rate, or the benchmark rate*.</li> </ul>
	75.01% - 80%	Income	<ul> <li>Qualification is based on income as stated by the borrower and must be reasonable based industry, length of occupation, and type of business.</li> <li>Verification of self-employment must be any one of the following: a business license, articles of</li> </ul>
Property Type	<ul> <li>Owner occupied single family dwelling up to a 2-units</li> <li>Prime marketable properties</li> </ul>	Down Payment	incorporation or T1 Generals.  • Minimum 10% from borrower's own resources
Term	Adjustable 5 years		Gifts are not acceptable
Amortization	Fixed All terms available  Extended amortization available	Pre-payment Options	Adjustable 15% + Double-Up Fixed 15% + 15% + Double-Up
Insurance Surcharge	A .20% premium surcharge will be applied for every 5 years of amortization beyond a 25-year mortgage amortization period	Convertible Options	Provided term selected less time elapsed is equal to or greater than 5 years
Rate Guarantee	I20 days with a one time rate drop at broker's request	Early Payout	Adjustable 3 months interest for the entire term Fixed Greater of 3 months interest or Interest Rate Differential (IRD)
Payment Options	Frequency: Weekly, bi-weekly, semi-monthly or monthly     Realty taxes may be collected with	Appraisals	May be required at lender's/insurer's discretion
	regular payments	Title Insurance	Title insurance is acceptable in lieu of a recent survey
Debt Servicing	Beacon         GDS         TDS           600-679         35%         42%           680+         N/A         44%	i ide nisurance	Title insurance is required for all private purchases

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Target Client	Advantages
Self-employed and contract workers with a down payment, good credit and a minimum 3 year credit history.	<ul> <li>Up to 75% financing</li> <li>Fixed and variable rates available with all terms</li> <li>Access to First National's best rates</li> </ul>

Product Features	Conventional 65	Conventional 75
Loan Purpose	Purchase, refinance, port	Purchase, port
Borrower Qualifications	<ul> <li>Minimum 650 beacon for all borrowers unable to provide standard confirmation of declared income</li> <li>3 year credit history required</li> <li>Income must be stated and reasonable</li> <li>No previous bankruptcies</li> <li>No recent mortgage arrears</li> <li>Recent NOA confirming no outstanding tax arrears</li> <li>The qualifying interest rate for fixed terms less than 5 years, and all adjustable rate mortgages is the greater of the contract interest rate, or the benchmark rate*.</li> </ul>	<ul> <li>Minimum 720 beacon for all borrowers unable to provide standard confirmation of declared income</li> <li>3 year credit history required</li> <li>Minimum 3 trade lines</li> <li>Income must be stated and reasonable</li> <li>No recent mortgage arrears and no previous bankruptcies</li> <li>Recent NOA confirming no outstanding tax arrears</li> <li>Two forms of written third party documentation evidencing at least three full years of self employment, such as: <ul> <li>GST Returns</li> <li>Audited Financial Statements</li> <li>Accountant prepared Financial Statements</li> </ul> </li> <li>The qualifying interest rate for fixed terms less than 5 years, and all adjustable rate mortgages is the greater of the contract interest rate, or the benchmark rate*.</li> </ul>
<b>Maximum LTV</b> Major Urban Areas (GTA, Ottawa,	65% for the first \$750,000, 50% for the balance	75% for the first \$750,000, 50% for the balance
Calgary, GVA, GMA)	03/6 for the first \$750,000, 50% for the balance	75/6 for the first \$750,000, 50% for the balance
Urban Areas (Hamilton, Kitchener, Waterloo, London etc.)	65% for the first \$500,000, 50% for the balance	75% for the first \$500,000, 50% for the balance
Rural, Recreation and Vacation Properties	65% for the first \$250,000, 50% for the balance	75% for the first \$250,000, 50% for the balance
Common Features		

Continon Features			
Loan Amount	• \$50,000 - \$1,000,000 • No secondary financing	Down Payment	Down payment and closing costs from own resources     Gifted down payment not permitted
Property Type	Owner occupied residential property     Maximum 4 units with 1 unit owner occupied	Pre Payment Options	Adjustable: 15% + Double up Fixed: 15%+15% + Double up
Term	Adjustable: 5 years Fixed: I-5, 7 and I0 years	Convertible Options	Adjustable Provided term selected less time elapsed is equal to or greater than 5 years
Amortization	Extended amortization available	Early Payout	Adjustable 3 month interest penalty for the entire term
Rate Guarantee	120 days with a one time rate drop at broker's request		Fixed 6 month – 5 year Term:  Greater of 3 months interest or Interest Rate Differential (IRD)
Payment Options	Frequency: Weekly, bi-weekly, semi-monthly or monthly	Appraisals	Full appraisal required
Debt Servicing	GDS: 32% TDS: 40%	Title Insurance	Title insurance is acceptable in lieu of a recent survey     Required for all private purchases

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Transfer an existing mortgage to one of First National's financing solutions to better meet client needs

Target Client	Advantages
Borrowers that are looking for a new mortgage solution to better meet their lifestyle goals.	<ul> <li>The required appraisal and legal fees are paid by First National.</li> <li>First National does not charge any fees to transfer a mortgage.</li> <li>First National may cap up to \$1000 in fees charged by the existing lender.</li> </ul>

## **Product Features**

Loan Purpose  Maximum LTV  Loan Amount	Transfer Up to 95% Minimum \$75,000	Required Documentations	Signed payout statement authorization Registered charge PAC/void cheque Signed schedule of selected term Current fire insurance policy
Property Type Term Amortization  Rate Guarantee  Payment Options	Prime marketable properties  3 year minimum  • Minimum 10 years  • Extended amortization available  • New mortgage will match client's current amortization period  120 days with a one time rate drop at brokers request  • Frequency: Weekly, bi-weekly, semi-monthly or monthly  • Realty taxes may be collected with regular payments	Pre-payment Options	Adjustable 15% + Double up  Pay up to 15% of the original principal on any payment date without fee  Double monthly payments on any payment date (must be equal to payment)  Fixed 15% + 15% + Double up Pay up to 15% of the original principal annually without fee  Increase payment by 15% once per year  Double-up monthly payment(s) on any payment date (must be equal to payment)
Beacon	Minimum 600	Convertible Option	To First National's best rate
Debt Servicing  Borrower  Qualifications	<ul> <li>GDS: 32%</li> <li>TDS: 42%</li> </ul> The qualifying interest rate for fixed terms less than 5 years, and all adjustable rate mortgages is be the greater of the contract interest rate, or the benchmark rate*.	Early Payout  Appraisals  Title Insurance	Adjustable 3 months interest fee for the entire term  Fixed The greater of 3 months interest or Interest Rate Differential (IRD)  Required and paid for by First National  Required and paid for by First National

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#### **M**ontreal

2000 Peel Street Suite 200 Montreal, QC H3A 2W5 Tel: 888.499.1733

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<sup>‡</sup> This program is not available to residents of Quebec.







# A mortgage solution to help clients buy sooner without a saved down payment

Product Description	Target Client	Advantages
<ul> <li>Clients can borrow the required down payment from a line of credit, credit card or other source.</li> <li>Payments on borrowed funds must be included in TDS.</li> </ul>	<ul> <li>Despite having good credit, have not been able to save up the required down payment.</li> <li>Can borrow up to 5% for their down payment.</li> </ul>	<ul> <li>Gives clients up to 95% financing.</li> <li>Down payment will not be amortized with the mortgage, potentially saving money in interest charges.</li> <li>Fixed and variable rates are available.</li> </ul>

## **Product Features**

Loan Purpose	Purchase		Borrower Oualifications	Permanent resident with Canadian credit history
Maximum LTV	Up to 95%		Quanneacions	<ul> <li>The qualifying interest rate for fixed terms less than 5 years, and all adjustable rate mortgages</li> </ul>
Loan Amount	Minimum \$50,000			is the greater of the contract interest rate, or the benchmark rate*.
Insurance Premium Property Type	25 years: 2.90%  • Owner occupied sing	gle family dwelling up	Down Payment	<ul><li>Personal Loans</li><li>Lines of Credit</li><li>Credit Cards</li><li>Gifts from any party not related to the purchase</li></ul>
Term	<ul> <li>Prime marketable pr</li> <li>Adjustable 5 years</li> <li>Fixed All terms</li> </ul>	•	Pre-payment Options	and sale  Adjustable 15% + Double up  • Pay up to 15% of the original principal on any payment date
Amortization	Extended amortization	n available		without fee  • Double monthly payments on any payment date (must be equal
Insurance Surcharge		narge will be applied for tization beyond a 25-year n period		to payment)  Fixed 15% + 15% + Double up
Rate Guarantee	120 days with a one ti at brokers request	me rate drop		Pay up to 15% of the original principal annually without fee
Payment Options	Frequency: Weekly, or monthly     Realty taxes will be oregular payments	bi-weekly, semi-monthly		<ul> <li>Increase payment by 15% once per year</li> <li>Double-up monthly payment(s) on any payment date (must be equal to payment)</li> </ul>
Beacon	Minimum 650		Early Payout	Adjustable 3 months interest for the entire term  Fixed Greater of 3 months interest or Interest Rate Differential (IRD)
Debt Servicing	Beacon         GDS           650-679         35%           680+         N/A	42% 44%	Title Insurance	Title insurance is acceptable in lieu of a recent survey Title insurance is required for all private purchases

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# 6 Month Fixed Rate Convertible

# Remain flexible with the convenience of a no hassle renewal

Product Description	Target Client	Advantages
Combine the security of fixed mortgage payments with the flexibility of a shorter term. Clients can convert to a fixed term of I year or longer at any time, at no cost.	<ul> <li>Those who want to remain flexible.</li> <li>Clients that are thinking about selling their homes.</li> <li>Clients who want to make a payment of more than 15% on their mortgage in the near future, without penalty.</li> </ul>	<ul> <li>Allows clients to convert to a I year or longer mortgage at no cost.</li> <li>No hassle renewal at the end of the six month term. The mortgage is automatically renewed for an additional six months, or choose to renew into one of our competitive longer-term mortgages.</li> </ul>

## **Product Features**

nase Up to 95% ance Up to 85% num \$50,000 e marketable properties nths ded amortization available	Down Payment Pre-payment Options	interest rate, or the benchmark rate*  Purchase Minimum 5%  Refinance Minimum 10%  15%+15% + Double up  • Increase payment up to 15% once per year  • Pay up to 15% of the original principal on any payment date in \$100 increments
num \$50,000 e marketable properties nths	Pre-payment	Refinance Minimum 10%  15%+15% + Double up  • Increase payment up to 15% once per year  • Pay up to 15% of the original principal on any payment date in \$100 increments
e marketable properties		<ul> <li>15%+15% + Double up</li> <li>• Increase payment up to 15% once per year</li> <li>• Pay up to 15% of the original principal on any payment date in \$100 increments</li> </ul>
nths		<ul> <li>Increase payment up to 15% once per year</li> <li>Pay up to 15% of the original principal on any payment date in \$100 increments</li> </ul>
	Options	Pay up to 15% of the original principal on any payment date in \$100 increments
ded amortization available		any payment date in \$100 increments
		<ul> <li>Double monthly payment(s) on any payment</li> </ul>
		date (must be equal to payment)
, , ,	Convertible Option	At any time convert to a term of I year or longer at no cost
	- pa.o	
oker's request	Early Payout	The greater of 3 months interest or
		Interest Rate Differential (IRD)
, ,	Appraisals	Required if LTV is 75% or less
n regular payments	Title Incomence	a Tiela insurance is acceptable in liquid a
num 600	ride insurance	Title insurance is acceptable in lieu of a recent survey
		Title insurance is required for all private purchases
	% premium surcharge will be applied for 5 years of amortization beyond a 25-year gage amortization period lays with a one time rate drop oker's request quency: Weekly, bi-weekly, ni-monthly or monthly lty taxes may be collected in regular payments num 600  S: 32% S: 42%	convertible Option  Lays with a one time rate drop oker's request  quency: Weekly, bi-weekly, ni-monthly or monthly lty taxes may be collected th regular payments num 600  Convertible Option  Early Payout  Appraisals  Title Insurance

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