



From: Josh Hoskins
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Subject: Rates & Commissions Effective – January 18th, 2018
(Rates are subject to change without notice)

Posted Mortgage Rates

Term	First Mortgages	Second Mortgages	Rental Mortgages	Starting Commission (bps)
5 year Variable Rate	Prime	Not applicable	Prime + 50 Bps	80
6 month open	7.00%	Not applicable	7.50%	Not applicable
1 year fixed	3.24%	4.24%	3.74%	50
2 year fixed	3.24%	4.24%	3.74%	50
3 year fixed	3.39%	4.39%	3.89%	60
4 year fixed	3.44%	Not applicable	3.94%	60
5 year fixed	3.64%	Not applicable	4.14%	80
5 year Great Rate	3.54%	Not applicable	4.04%	80
7 year fixed	3.89%	Not applicable	4.39%	100
10 year fixed	4.39%	Not applicable	4.89%	125

*Westminster Savings' prime rate is 3.45%

Special Pricing - Mortgage Rates

Term	Special Insured*	Member Preferred Rate: <i>Non Insurable</i> **	Member Preferred Rate: <i>Insurable</i> ***	Insurable****	Starting Commission (bps)
5 Year Fixed	3.04%	3.49%	3.29%	3.39%	80
VRM	Prime – .55	Prime – 0.10	Prime – 0.30	Prime – 0.20	80
5 Year Great Rate	3.04%	3.44%	3.24%	3.34%	80

Insurability Criteria (Must meet all of these requirements)

- Amortization less than or equal to 25 years
- Property value less than or equal to \$1 Million
- Gross Debt Servicing (GDS) ratio less than or equal to 39%(Based on the higher of the BOC benchmark rate or contract rate)
- Total Debt Servicing (TDS) ratio less than or equal to 44%(Based on the higher of the BOC benchmark rate or contract rate)
- Mortgage purpose is for owner occupied properties only
- Must be a 'Purchase' or 'Switch', ETO's or Refinances are not allowed

*Must be CMHC or Genworth Insured

**Must be an active WSCU member, does not meet insurability criteria (WSCU underwriter to determine membership)

***Must be an active WSCU member, meets insurability criteria (WSCU underwriter to determine membership)

****Meets Insurability Criteria, no CMHC or Genworth Insurance required. (Down payment is equal to or greater than 20%)

HOME EQUITY LINE OF CREDIT

Owner Occupied (First Position)	Prime + 0.50%
Owner Occupied (Second Position)	Prime + 1.00%
Rental Property (First Position)	Prime + 1.00%
Rental Property (Second Position)	Prime + 1.50%

CREDIT REPAIR FIRST MORTGAGES

Term	Rate Range	Fee Range (bps)	Commission (bps)
1 year fixed	3.95% - 5.69%	85 – 150	50
2 year fixed	3.95% - 5.69%	125 – 150	100

CREDIT REPAIR SECOND MORTGAGES

Term	Rate Range	Fee Range (bps)	Commission (bps)
1 year fixed	8.15% - 10.29%	100 – 200	75
2 year fixed	8.15% - 10.29%	160 – 200	100

-No minimum beacon score.

-An average of the beacon scores generally used for determining rate & fee

THE TEAM

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