



CITIZENS STATE BANK

RIGHT BANK. RIGHT NOW!

**YOUR LENDING
PARTNER**

www.csbnet.net

Mortgage Team



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Mortgage Programs to help your clients

*MN & WI Financing offered

80/15/5 RESIDENTIAL PROGRAM

MOBILE HOME/MANUFACTURED HOME WITH/ WO LAND

NON-CONFORMING PROPERTIES/EXCESS ACRES

90% NEW RESIDENTIAL CONSTRUCTION FINANCING

HOME IMPROVEMENTS/MAJOR RENOVATION LOANS

HOME EQUITY LOANS: TERM & LINES OF CREDIT

LOT LOANS

RECREATIONAL LAND LOANS

BRIDGE LOANS

SWING LOANS

AGRICULTURE REAL ESTATE LOANS

COMMERCIAL/INVESTMENT REAL ESTATE

CONSUMER/PERSONAL LOANS

Broker Paid Program

Citizens State Bank Broker Program Fees

- 1st Mortgages: 1.50% or 2.5% Borrower Paid Broker Fee Plans
- Lot or Recreational Land Loans: .50% Borrower Paid Broker Fee*
- Construction or Renovation Loans: .50% Borrower Paid Broker Fee*
- Bridge or Swing Loans: .50% Borrower Paid Broker Fee*
- Home Equity Loans or HELOCs: \$300 Borrower Paid Broker Fee

*in addition to Citizens State Bank Origination Fee-see Current Rate Sheet

*Paid Broker Loans apply to loans that CSB closes, that were referred to us by you and indicated at the time of application. You as the Broker act as the Third-Party Originator and are the borrowers primary contact through the loan process. You may choose to not get paid on any referral.

80/15/5 RESIDENTIAL PROGRAM

- Whether we are doing a simultaneous closing with you or closing both the 1st & 2nd mortgages, this program allows for a 1st mortgage at 80% LTV to be completed simultaneously with a 2nd mortgage up to an additional 15% to lower the down payment requirement.
- This also helps in avoiding PMI on the 1st mortgage to keep borrowers' expenses lower.

MOBILE HOME/ MANUFACTURED HOME WITH LAND

- Double wide or larger manufactured homes, we offer up to a 30-year amortization
- Single wide manufactured homes, we offer a 15-year amortization
- 7-year fixed rate balloon with standard 1st REM rate pricing per rate sheet
- We offer financing for mobile homes without land as well

*Homes must be affixed to the land-Axles removed

NON- CONFORMING PROPERTIES/ EXCESS ACRES

Nonconforming properties are properties you can not get financed through Fannie/Freddie; all properties subject to review.

- Excess Acres – no limit
- Home with tillable acreage
- Manufactured/mobile homes
- Non-Warrantable Condos
- Dome homes
- Shed Houses or Barndominiums
- 3 Season Homes
- Income Producing properties

Term offers:

- 7 year fixed rate balloon, with 10-30 year amortization

*Appraisal required, if appraiser can get us a value with suitable comparables, we can proceed.

90% NEW RESIDENTIAL CONSTRUCTION FINANCING

- You complete the end loan
- Up to 90% LTV available
- 12-month term
- Fixed Interest Rate
- Competitive interest rates
- Interest-only payments based on current balance
- You can order the appraisal
- Appraised value is “as completed”
- We can use your local title company if they can insure our construction loan

HOME IMPROVEMENTS /MAJOR RENOVATION LOANS

- You complete the end loan
- 1st mortgage up to 90% LTV
- 2nd mortgage up to 95% LTV
- 12-month term
- Fixed Interest Rate
- Competitive interest rates
- Interest-only payments based on current balance
- You can order the appraisal
- Appraised value is “as completed”
- We can use your local title company if they can insure our construction loan

HOME EQUITY LOANS & LINES OF CREDIT

Term Loans + Lines of credit available.

Great for utilizing equity in borrowers' home for:

- Home Improvements
- Consolidation of Debts
- Cash out/Personal use
- Just about anything!
- Easy application process

HOME EQUITY LOANS & LINES OF CREDIT CONTINUED

Acceptable Property Types-Owner Occupied

- 2nd mortgage up to 95% LTV
- Single Family Dwellings
- Two-unit Duplexes
- Condominium/Townhomes
- Personal Use Vacation/Secondary Home-
75% Max LTV (suitable for year-round living)
- Property cannot be listed for sale
(we do offer Bridge /Swing loans for
properties listed for sale)

HOME EQUITY LOANS & LINES OF CREDIT CONTINUED

HOME EQUITY LINES OF CREDIT

10-year agreement, Interest-only
Payments

- Underwritten with 240-month amortization for qualifying
- Loans >85% LTV are limited to \$250,000 loan value

HOME EQUITY LOANS & LINES OF CREDIT CONTINUED

HOME EQUITY TERM LOANS

Closed End 7-Year fixed rate balloon, 20-year amortization

- Monthly Principal & Interest payments
- Loans >85% LTV are limited to \$250,000 loan amount

VACATION/ SECOND HOME LOANS

- Conforming or non-conforming properties
- Purchase or Refinance
- 80% LTV First Mortgage Loan
- Attractive interest rates
- 7- or 10-year Fixed Rate Balloon Loan
- Amortization up to 30 years

LOT LOANS

- Designed for someone who has found a residential lot but is not ready to build.
- Once ready to build, construction loan would refinance lot loan, with referring broker completing the end loan when the home is complete.
- 15% down payment
- 7 year fixed rate balloon program with a 20-year amortization
- Monthly Principal & Interest Payments
- If borrowers are not ready to build at the end of their lot loan term, we will run our renewal process, gather updated items from borrower, re-underwrite with the current rate at that time and keep the loan active for the borrowers for another term

RECREATIONAL LAND

- Allows a borrower to purchase land for recreational use and has no home located on the land – or- the home is not qualified as a conforming home. (ex: hunting land or other recreational use)
- No Limitation on acreage
- 7-year fixed rate balloon program with 20-year amortization
- Principal & Interest Payments
- 20% down payment
- At year 5, if the loan is still with CSB, we will run our renewal process, gather updated items from borrower, re-underwrite with the current rate at that time and keep the loan active for the borrowers for another term

BRIDGE LOANS

- This loan is secured by the borrower's present home and the new home to be purchased, allowing the proceeds to be used to close on a new house before the present home is sold.
- Fixed Interest Rate
- 6 Month Term
- Monthly Interest only payments
- Max 85% LTV
- Bridge loan is paid down when borrowers current home sells, remaining balance is then refinanced into an end loan completed by broker

SWING LOANS

- This loan is secured by the borrower present home, allowing the proceeds to be used to close on a new home before present home is sold
- Fixed Interest Rate
- 6 Month Term
- Monthly Interest only payments
- Max 85% LTV
- Swing loan is paid down or paid off when current home sells



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