

Rental/revenue properties, acreages, and hobby farms are not eligible for this product. Not all condominiums may qualify. For standard lending criteria, please refer to our Products-at-a-Glance.

Opti-85 Rates as of June 15, 2011

Give your customer up to **85% financing**, *without insurance fees*.

- **First mortgage** (maximum 75%) provided by Optimum Mortgage.
- **Second mortgage** (up to 85%) provided by our lending partner.
- **Requesting the "Opti-85" product in your Notes**, send your application to Optimum Mortgage (Filogix: Optimum Mortgage, or via Fax: 866-477-8897).
- Optimum Mortgage will advise you which of our lending partners should receive the Second mortgage application.
- **When approved by both lenders**, Optimum Mortgage will send you: a summary indicating the blended rate, and two commitment letters for your customer's signature.
- **Conditions** for Optimum Mortgage are to be sent to mortgagedocuments@cwbank.com.
- Conditions for our lending partner are to be sent to the Second mortgage provider.
- **At closing**, the borrower will receive two sets of Standard Terms (one from us, one from the second lender).
- Referral fees will be paid to you by Optimum Mortgage (calculated on first mortgage amount).

Optimum Mortgage			Second Lender		Blended Rate
Term	Rate	Referral Fees	Term	Rate	
<i>Purchase with minimum 580 beacon:</i>					
1 Year	4.75%	50 BPS	1 Year	11.0%	5.49%
			2 Year	13.5%	5.78%
2 Year	4.85%	50 BPS	1 Year	11.0%	5.57%
			2 Year	13.5%	5.87%
3 Year	5.14%	75 BPS	1 Year	11.0%	5.83%
			2 Year	13.5%	6.12%
<i>Refinance with minimum 600 beacon:</i>					
1 Year	5.00%	50 BPS	1 Year	11.0%	5.71%
			2 Year	13.5%	6.00%
2 Year	5.10%	50 BPS	1 Year	11.0%	5.79%
			2 Year	13.5%	6.09%
3 Year	5.39%	75 BPS	1 Year	11.0%	6.05%
			2 Year	13.5%	6.34%

1% lender fee applies, calculated on the total (first and second) mortgage amount.

**Rates subject to change without notice*

Example Only:

OPTIMUM MORTGAGE <ul style="list-style-type: none"> • 1, 2 or 3-year fixed term. 		SECOND LENDER <ul style="list-style-type: none"> • 1 or 2-year term. • 1% lender fee (calculated on total [first and second] mortgage amount), can be capped onto the second mortgage if loan-to-value is less than 85%. 	
EXAMPLE <ul style="list-style-type: none"> • Customer's home purchase price: \$450,000 • Downpayment (15%) <u>67,500</u> • Financing Required: \$382,500 			
OPTIMUM MORTGAGE <ul style="list-style-type: none"> • First Mortgage (75% loan-to-value): \$337,500 • Selected: 3-year term • 30-year amortization (standard) • Rate: 5.14% • Broker Referral Fee: 75 BPS • Payment: \$1,829.51/mo. • Fee: n/a 		SECOND LENDER <ul style="list-style-type: none"> • Second Mortgage (10% loan-to-value): \$45,000 • Selected: 1-year • 30-year amortization (standard) • Rate: 11.0% • Payment: \$420.27/month • Fee (calculated on total [first and second] mortgage amount): 1% (of \$382,500) 	
NET RESULT <ul style="list-style-type: none"> • Total Payment: \$2,249.78 • Blended Interest Rate: 5.83% 			

Contact Optimum Mortgage:

Vancouver Island/Lower Mainland West: Jackie Matthew, 604.317.4027, jackie.matthew@cwbank.com

AB North: Brian Karim, 780-915-3381, brian.karim@cwbank.com

AB South: Heather Wytinck, 403-998-6010, heather.wytinck@cwbank.com

Manitoba: June Craig, 204-998-3899, june.craig@cwbank.com

Corporate Office: Marcia Browton, 1.866.441.3775, marcia.browton@cwbank.com

1.866.441-3775 • www.OptimumMortgage.ca • mortgage.documents@cwbank.com