

## Opti-85 Rates as of October 25th, 2011

For lending criteria, please refer to our Products-at-a-Glance.

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

- First mortgage (maximum 75%, maximum 30-year amortization) provided by Optimum Mortgage.
- Second mortgage (up to 85%, interest only, 1-year term) provided by Greenback Mortgage Investment Corporation.
- When approved, you will receive two commitment letters for your customer's signature (one from us, and one from the second lender).
- At closing, the borrower will have 2 separate mortgages with respective documentation (one from us, one from the second lender).
- Referral fees 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	<b>4.75%</b>	50 BPS	1 Year	<b>12.99%</b>	<b>5.72%</b>
2 Year	<b>4.85%</b>	50 BPS	1 Year	<b>12.99%</b>	<b>5.81%</b>
3 Year	<b>5.10%</b>	75 BPS	1 Year	<b>12.99%</b>	<b>6.03%</b>
<i>Refinance with minimum 600 beacon:</i>					
1 Year	<b>5.00%</b>	50 BPS	1 Year	<b>12.99%</b>	<b>5.94%</b>
2 Year	<b>5.10%</b>	50 BPS	1 Year	<b>12.99%</b>	<b>6.03%</b>
3 Year	<b>5.39%</b>	75 BPS	1 Year	<b>12.99%</b>	<b>6.28%</b>
<ul style="list-style-type: none"> <li>• <b>1% Lender Fee applies</b>, calculated on the total (first and second) mortgage amount. Fee can be capped to the second mortgage in communities with a population base &gt; 25,000; otherwise, fee is deducted from the second mortgage amount.</li> <li>• Should the Second lender's services be required at time of renewal, their rate will be calculated at time of renewal, including renewal fee.</li> <li>• Lower beacon scores may be considered, subject to approval and interest rate adjustment.</li> </ul> <p><i>*Rates Subject to change without notice.</i></p>					

## Example Only:

<b>OPTIMUM MORTGAGE</b> • <b>1, 2, or 3 year fixed term.</b>		<b>SECOND LENDER</b> • <b>1 year fully open term.</b> • 1% lender fee (calculated on total [first and second] mortgage amount). Fee can be capped to the second mortgage in communities > 25,000; otherwise, fee is deducted from the second mortgage.	
<b>EXAMPLE</b>			
• Customer's home purchase price:		\$450,000	
• Downpayment (15%)		<u>67,500</u>	
• Financing Required:		\$382,500	
<b>OPTIMUM MORTGAGE</b> • First Mortgage ( <b>75%</b> loan-to-value): \$337,500 • Selected: 3 year term • <b>30</b> year amortization (maximum) • Rate: 5.10% • Broker Referral Fee: 75 BPS • Payment: \$1,821.41/mo. • Fee: n/a		<b>SECOND LENDER</b> • Second Mortgage ( <b>10%</b> loan-to-value): \$45,000 • Early pay-out permitted, 3 month interest only. • Interest monthly. • Rate: 12.99% • Broker Referral Fee: n/a • Payment: \$559.09/month • Fee (calculated on total [first and second] mortgage amount): 1% (of \$382,500)	
<b>NET RESULT</b>		• Total Payment:	\$2,380.49
		• Blended Interest Rate:	<b>6.03%</b>

## Questions? Comments? Deals? Call your local BDM, now.

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