



	Standard Fixed Terms	5 Year No Frills	Prime Adjustable Rate Mortgage	Bankers Acceptance Adjustable Rate Mortgage
<b>Target Market</b>	For customers that want peace of mind through a steady, predictable payment and interest rate.	For customers that want both the peace of mind that a fixed term provides and the lowest possible rate and are willing to forgo certain options or features.	For customers that want the lowest possible rate and are comfortable with some payment and interest rate fluctuation.	For customers that want to access the wholesale money markets for an adjustable rate mortgage with the prospect of some interest rate fluctuations.
<b>Rate</b>	Competitive rates subject to change	Competitive rates subject to change	GE Mortgage Prime +/- variance (variance subject to change)	30 day BA rate plus 85 bps.
<b>Reward Points</b>	HBC Points	HBC Points	HBC Points	HBC Points
<b>Maximum Loan to Value</b>	Up to 95%	Up to 95%	Up to 95%	Up to 95%
<b>Term</b>	3,4,5,6,7,10	5	5	5
<b>Maximum Amortization</b>	Up to 35-years	Up to 35-years	Up to 35-years	Up to 35-years
<b>Payment Frequency</b>	Weekly, Bi-weekly, Monthly	Weekly, Bi-weekly, Monthly	Biweekly or Monthly	Biweekly or Monthly
<b>Payment Amount</b>	Fixed for term of mortgage	Fixed for term of mortgage	Payments change with rate change	Payments change with rate change
<b>Prepayment Options</b>	15% annual prepayment	5% annual prepayment	15% annual prepayment	15% annual prepayment
	15% increase payment privilege	5% increase payment privilege	15% increase payment privilege	15% increase payment privilege
<b>Convertibility</b>	N/A	N/A	Yes – can convert to a fixed term of 3,4,5,6,7 or 10 years. The term must be equal to or greater than the remaining term of the loan being converted.	Yes – can convert to a fixed term of 3,4,5,6,7 or 10 years. The term must be equal to or greater than the remaining term of the loan being converted.
<b>Rate Hold</b>	90 days: < commitment rate or rate 7 calendar days prior to closing.	30 days: < commitment rate or rate 7 calendar days prior to closing.	Not applicable – variable rate product	Not applicable – variable rate product