

Services Provided by Monterey County Bank – Loan Products



Date: March 31, 2025
To: Monterey County Bank – CRA Public File
From: Clarissa Rowe, CRA Officer
Re: Services Provided by Monterey County Bank – Loan Products

Loan Products

LEGAL LENDING LIMITS:

SECURED \$8,140,526
UNSECURED \$4,884,315

HOUSE LENDING LIMITS:

UNSECURED \$3,000,000
SECURED \$5,000,000

Listed below are representative loan fees for documentation:

Loan Fee	Min. fee 0-2% of the loan amount	
Documentation Fee	\$350.00	Loan amount up to \$50,000.00
	\$450.00	Loan amount \$50,000.01 - \$350,000.00
	\$500.00	Construction Loan amount \$50,000.01 - \$350,000.00
	15 Basis Points	Loan amount \$350,000.01 and greater
SBA Guaranty Fee	Refer to SBA Standard Operating Procedures (SOP)	
Construction Provisions	1% - 2% of Construction Proceeds (SOP)	
SBA Packaging Fees:	3% for loans of \$50,000 or less;	
	2% for loans between \$50,000 or higher;	
	Maximum fee not to exceed \$2,500.00	

NOTE:

All Title, Recording, Environmental, Tax Service, Flood and UCC Fees will be passed through to the customer.

PROGRAM	FIXED / VARIABLE	TERM / AMORTIZATION (years)
Business Line of Credit Unsecured	Variable	1 Year
Business Line of Credit UCC Secured	Variable	1 Year
Business Line of Credit Real Estate Secured	Variable	1 - 2 Years
Business Term Loan Unsecured	Fixed	1 - 10 Years
Business Term Loan UCC Secured	Fixed	1 - 10 Years
Commercial Real Estate	Fixed	25 Year Amort. Due in 1, 3, 5, 7, 10 or 15 Years. 1, 3, 5, 7, 10 or 15 Year Term
Construction Loans (Consumer)	Variable	12 - 18 Months
Vehicle Loan (Consumer)	N/A	N/A
HELOCS AND Equity Loans (Consumer)	N/A	N/A
Unsecured RLOC	N/A	N/A
SBA 504 Lending	Fixed	20 - 25 Year Amort. Due in 5+ years.
SBA 7(a) Lending	Variable (Real Estate - Fixed)	Up to 25 years plus time to complete construction/SOP

Loan Products: <https://www.montereycountybank.com/loans.aspx>