



Fleur de Lis

Sentinel

SECOND QUARTER 2019

FOR REALTORS

Celebrate Community Banking Month!

April is Community Banking Month across the United States. It's our opportunity to celebrate and advocate!

We celebrate community banking as the fuel of our communities' "engine of commerce." Manufacturing, farming, retail, households, and small business all depend upon community banking to move money, process credit cards, purchase inventory, pay rent, etc.,... in a nutshell, to open their doors each day.

We advocate for community banking because it is a crucial part of the business ecosystem. When you deposit money at your local community bank, those funds go to work right in your own backyard. While our big bank brethren (national, super-regional, and regional banks) also provide some of the same financial services, they simply cannot provide the same personalized customer experience largely due to operating constraints dictated by managing a "large" organization. Innovative, risk and relationship-based solutions like an on-balance sheet mortgage when it doesn't conform to secondary market standards, financing a business in an industry that happens to be in a negative economic cycle, or

working one-on-one with the loan officer who made your loan when there's a life event that causes payment disruption are just a few examples of how smaller community banks make a difference in the lives of our customers each and every day. When you buy a home or business, make a deposit, or hold a Trust account at a community bank in Dubois, Orange, and adjoining counties, all other things being equal, you can be sure that your community benefits – not Evansville, Indianapolis, or Ft. Wayne.

The majority of community bank shareholders also reside locally, so even the income that is generated by investing in your community bank stays local.

If you like the Springs Valley Bank & Trust community bank story, learn more about owning a piece of the bank that is "Focused on You" by visiting our website at www.svbt.bank and clicking on the Investor Relations tab.

So please join us in celebrating and advocating Community Banking Month in April!



Mortgages vs. Construction Loans

You may already be familiar with mortgages if you've ever bought a home or are in the market for a home. A mortgage is a loan that enables you to cover the cost of a home that you pay back over time (10, 15, 30 years, etc.). The amount of the mortgage is based on your financial credit, cash flow, income, and the value of the home you want to buy. Construction loans can be used to build a home from the ground up or to complete a major renovation to a current structure.

Here's how a Springs Valley Construction Loan works:

You qualify for a construction loan in the same way you become approved for a mortgage loan. The approval amount can be up to 85% of the value of the finished home, based on an 'as completed' appraisal. Many banks have a separate construction loan on a variable rate until the home is complete, then a mortgage loan is created at current rates establishing your monthly payment. Springs Valley's Construction Loan Program not only allows you to know that your rate will not exceed what you are quoted at the beginning of construction, but also provides you the ability to have a lower rate, in the event rates drop at the time of completion. Your Springs Valley Construction loan provides draws to you or your contractor based on work that has been completed. We obtain proof of completed work based on site visits and receipts from you and/or your contractor. Springs Valley does not typically contract third parties for this validation, and as your local bank is considered much easier to work with regarding draws and circumstances that develop during the construction phase. Once building is complete, your loan will be converted to permanent financing with the rate you were given at the beginning of your journey

(or even better based on current market rates!). After permanent financing is in place, you will be serviced by local Springs Valley representatives who live in the same communities as you.

Springs Valley's eZBanking can help you construct the perfect financing option for your new home. We allow you to enjoy piece of mind with the flexibility of working with a local bank whose focus is on you and the security to know that your rate can only improve at the time of closing.

Pictured: Brian Smith, Vice President & Commercial Loan Officer, and family

Our Home Construction Loan offers

Flexibility & Security

With Springs Valley's **eZBanking**, we can construct the perfect financing option for your new home.

Enjoy piece of mind with the **flexibility** of working with a local bank whose focus is on you and the **security** to know that your rate can only improve at time of final closing.

call, click, or stop by
It's that eZ!

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BANK & TRUST COMPANY

springvalley

