



Product & Policy Guide

Basics & Options Product Range

June 2022 V1.10

Rates effective from 16th June 2022





Product Information

Basic Product Suite

Quick Policy Comparison

	Near Prime	Near Prime Plus	Specialist
Employment		PAYG or Self Employed	
Documentation (PAYG/Full Doc)		PAYG - Last 2 payslips AND 3 months bank statements Self Employed - 1 year tax return AND Latest Notice of Assessment	
Documentation (Alt Doc)	Accountant Declaration	Accountant Declaration AND 6 months business bank statements OR Last 2 BAS	
Income accepted for servicing	100% full-time, part-time, casual, second job, PAYG allowances, commissions & bonuses & overtime (if > 6 months) 100% child maintenance, investment, scholarship, pension income, government family benefits (types A & B) if guaranteed for 5 years, maternity leave, workers comp & income protection 80% residential & commercial rental income		
Credit Impairment (Defaults, Court actions, Writs & Arrears)	< \$1,000 paid defaults < 2 years Unlimited paid defaults ignored if > 2 years 1 late payment Discharged > 1 day	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults ignored if < 2 years Unlimited paid defaults ignored if > 2 years < 3-month mortgage arrears Discharged > 2 years	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults ignored if < 2 years Unlimited paid defaults ignored if > 2 years Mortgage arrears accepted Discharged > 2 years
ABN & GST	Registered > 12 months	Registered > 6 months	Registered < 6 months
Max Loan Size	\$3.0m	\$2.0m	\$2.0m
Maximum LVR	85% Full Doc & 80% Alt Doc	75%	75%

Max Loan Sizes	Near Prime		Near Prime Plus		Specialist	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR <70%	\$3.0m	\$3.0m	\$2.0m	\$2.0m	\$2.0m	-
LVR <75%	\$3.0m	\$3.0m	\$1.5m	\$1.5m	\$1.5m	-
LVR <80%	\$1.5m	\$1.5m	-	-	-	-
LVR <85%	\$750k	-	-	-	-	-

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Interest Rates

	Near Prime		Near Prime Plus		Specialist	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR ≤60%	3.79%	4.55%	4.89%	5.75%	5.59%	-
LVR ≤65%	3.79%	4.55%	4.99%	5.75%	5.79%	-
LVR ≤70%	3.79%	4.65%	5.04%	6.64%	6.09%	-
LVR ≤75%	3.95%	5.99%	5.59%	7.19%	6.29%	-
LVR ≤80%	4.05%	5.99%	-	-	-	-
LVR ≤85%	5.15%	-	-	-	-	-
Establishment Fee	\$695	\$999	\$695	\$1,099	\$999	-
Annual Loan Admin Fee	\$195	\$195	\$195	\$195	\$295	-
Valuation Fee	Valuation fees at cost and paid prior to Valuation being ordered (c.\$395)					

▶ +25bps loading for investment loans

▶ +25bps loading for interest only loans

▶ +25bps loading for loans > \$1.5m and ≤ \$2.0m

▶ +50bps loading for loans > \$2.0m

Risk Fees

	Near Prime		Near Prime Plus		Specialist	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR ≤70%	0.0%	1.50%	0.70%	1.50%	1.00%	-
LVR ≤75%	1.00%	1.50%	1.00%	1.50%	1.50%	-
LVR ≤80%	1.00%	1.50%	-	-	-	-
LVR ≤85%	1.00%	-	-	-	-	-

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Product Information

Options Product Suite

Quick Policy Comparison

	Land	Construction	Company Borrowers	Expat
Employment	PAYG or Self Employed			
Documentation (PAYG/Full Doc)	PAYG: Last 2 payslips AND 3 months bank statements Self Employed: 1 year tax return AND Latest Notice of Assessment	PAYG: Last 2 payslips AND 3 months bank statements Self Employed: 1 year tax return AND Latest Notice of Assessment	PAYG: Last 2 payslips Self Employed: 1 year tax return AND Latest Notice of Assessment	PAYG: Last 2 payslips AND 3 months bank statements Self Employed: 1 year tax return AND Latest Notice of Assessment
Documentation (Alt Doc)	-	Accountant Declaration	-	-
Income Accepted for Servicing	100% full-time, part-time, casual, second job, PAYG allowances, commissions & bonuses & overtime (if > 6 months) 100% child maintenance, investment, scholarship, pension income, government family benefits (types A & B) if guaranteed for 5 years, maternity leave, workers comp & income protection 80% residential & commercial rental income			
Credit Impairment (defaults, court actions, writs & arrears)	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults if < 2 years Unlimited paid defaults ignored if > 2 years Mortgage arrears accepted on a case-by-case basis Discharged > 2 years	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults if < 2 years Unlimited paid defaults ignored if > 2 years 1 late payment Discharged > 2 years	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults if < 2 years Unlimited paid defaults ignored if > 2 years Mortgage arrears accepted on a case-by-case basis Discharged > 2 years	< \$1,000 paid defaults < 2 years Unlimited paid defaults ignored if > 2 years 1 late payment Discharged > 2 years
ABN & GST	Registered > 6 months	Registered > 6 months	Registered > 6 months	Registered > 12 months
Max Loan Size	\$1.5m	\$1.5m	\$1.5m	\$1.5m
Max LVR	75%	75%	75%	75%
Accepted Security	Land and incomplete property	New build, fixed price contract	Metro, Regional	Metro, Regional

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Max Loan Sizes

	Land		Construction		Company Borrowers		Expat	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR ≤70%	\$1.5m	-	\$1.5m	\$1.5m	\$1.5m	-	\$1.5m	-
LVR ≤75%	\$1.5m	-	\$1.25m	\$1.25m	\$1.5m	-	\$1.5m	-

Interest Rates

	Land		Construction		Company Borrowers		Expat	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR ≤60%	6.99%	-	7.25%*	7.35%*	5.50%	-	4.65%	-
LVR ≤65%	7.25%	-	7.25%*	7.35%*	5.75%	-	4.75%	-
LVR ≤70%	7.49%	-	7.45%*	7.55%*	6.00%	-	4.85%	-
LVR ≤75%	7.75%	-	7.75%*	7.85%*	6.25%	-	4.95%	-
LVR ≤80%	-	-	-	-	-	-	-	-
LVR ≤85%	-	-	-	-	-	-	-	-
Risk Fee	1.95%	-	1.25%	1.25%	0.95%	-	0.75%	-
Establishment Fee	\$3,195	-	\$1,750	\$1,750	Starting from \$3,250	-	\$2,035	-
Annual Loan Admin Fee	\$295	-	\$295	\$295	\$295	-	\$295	-
Valuation Fee	Valuation fees at cost and paid prior to Valuation being ordered (c.\$395)							

▶ **+ 25bps loading for investment loans**

▶ **+25bps loading for interest only loans**




*Interest rate drop down available on Construction Loans (upon production of certificate of occupancy). Please note approval is required prior to drop down.

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