

Product Matrix

22 January 2024

LVR %	Prime				Near Prime			
	Full Doc Rate	Full Doc Risk Fee	Alt Doc Rate	Alt Doc Risk Fee	Full Doc Rate	Full Doc Risk Fee	Alt Doc Rate	Alt Doc Risk Fee
60	7.29%	-	7.39%	-	7.64%	0.50%	7.74%	0.50%
65	7.29%	-	7.39%	-	7.64%	0.50%	7.74%	0.50%
70	7.29%	-	7.39%	-	7.64%	0.50%	7.74%	0.50%
75	7.44%	-	7.54%	-	7.89%	1.00%	7.99%	1.25%
80	7.44%	-	7.54%	-	7.89%	1.00%	7.99%	1.25%
85	7.99%	-	8.49%	0.50%	8.54%	1.50%	8.64%	2.00%
90	8.39%	1.00%	9.49%	2.00%	9.04%	2.00%	9.69%	2.50%

No Lender's Mortgage Insurance on any Bluestone loan

LVR %	Specialist				Specialist+			
	Full Doc Rate	Full Doc Risk Fee	Alt Doc Rate	Alt Doc Risk Fee	Full Doc Rate	Full Doc Risk Fee	Alt Doc Rate	Alt Doc Risk Fee
60	8.54%	0.75%	8.64%	1.00%	9.59%	1.00%	9.69%	1.50%
65	8.54%	0.75%	8.64%	1.00%	9.59%	1.00%	9.69%	1.50%
70	8.54%	0.75%	8.64%	1.00%	9.59%	1.00%	9.69%	1.50%
75	8.74%	1.50%	8.84%	1.50%	9.74%	1.50%	9.94%	2.50%
80	8.74%	1.50%	8.84%	2.00%	9.74%	2.00%	9.94%	2.50%
85	9.74%	2.00%	9.84%	3.00%	-	-	-	-

The above rates apply to Owner Occupied P&I loans only.

LVR %	SMSF
	Residential Rate
60	7.14%
65	7.34%
70	7.34%
75	7.84%
80	7.84%

Loadings:

- Investment loans +0.30% (waived until 31st March 2024)
- Interest Only loans +0.30% (including SMSF)
- Line of Credit loans +0.30%
- Large loan loading +0.50% for >\$1.5m Near Prime, >\$1m Specialist/Specialist+

Max LVRs

- Up to 90% LVR for Sydney, Melbourne and other large capital and regional cities
- Up to 90% LVR for Owner Occupied and Investment P&I and Interest Only on Prime and Near Prime Full Doc and Alt Doc
- Up to 85% LVR for Owner Occupied and Investment P&I and Interest Only loans on Specialist Full Doc and Alt Doc
- Up to 80% LVR for Owner Occupied and Investment P&I Interest Only loans on Specialist+

Prime

Near Prime

Full Doc

Alt Doc

Full Doc

Alt Doc

Income

Full-time employment	12 months of continuous employment with no more than 2 employers	Current employer >3 months, OR 12 months' continuous employment with no more than 2 employers
Part time employment	>6 months with current employer	>3 months with current employer
Casual	>6 months with current employer and 12 months continuous employment (no gaps)	>6 months with current employer and >12 months continuous employment (no gaps)
Contract	Max 2 employers in 12 months	>12 months in industry
Overtime	100% if a condition of employment or 80% if regular >6 months	100% if regular >6 months
Commissions and bonuses	100% evidenced last 2 years (average)	100% evidenced last 12 months
Probation	Accepted, subject to 12 months continuous employment in previous role	Accepted
Workers Compensation	Not accepted	100% accepted, must be ongoing until retirement
Child support	100% accepted. Children up to age 12, CSA assessment dated <6 months and 3 months statements	100% accepted. CSA assessment or 3 months statements
Family Tax Benefit	100% accepted. A & B only acceptable for children up to the age of 12	100% accepted. A & B only
Car allowance	100% if condition of employment	100% if condition of employment
Fully maintained car	Max \$5,000 per annum	Max \$5,000 per annum
Rental income	80% of gross rental income for existing and proposed residential investment, commercial and Airbnb/holiday let properties.	80% of gross rental income for existing and proposed residential investment, commercial and Airbnb/holiday let properties.

Verification Documents

PAYG	2 most recent payslips, with at least one dated within 4 weeks of application.		2 most recent payslips, with at least one dated within 4 weeks of application.	
ABN & GST	ABN 24 months, GST 12 months		ABN 12 months, GST 1 day	
Self-Employed	We will accept an average of the last 2 years tax returns (or the latest year if lower), & NOA.	One of: 6 months' business bank statements, OR 6 months' BAS, OR accountants letter.	1 years' tax returns & NOA.	One of: 6 months' business bank statements, OR 6 months' BAS, OR accountants letter.
	For Full-doc self-employed salaried income for borrowers who are shareholders/directors paying themselves a salary - 6 months of salaried income (via 1 payslip with 6 months of year-to-date), 6 months' salary credits to a bank account, or an ATO income statement confirming 6 months YTD, a MyGov or Notice of Assessment (NoA). Additionally, a signed and dated attestation letter from the company's accountant on official letterhead, confirming the company's ongoing capability to continue paying the declared salary.			
Rental income	Existing - either 1 month statement if the property is rented through a managing agent/real estate or 3 months rental credits on bank statements if private. Proposed - Valuation rental figure (if on our application) or Real Estate agent appraisal letter (if not on our application).		Existing - either 1 month statement if the property is rented through a managing agent/real estate or 3 months rental credits on bank statements if private. Proposed - Valuation rental figure (if on our application) or Real Estate agent appraisal letter (if not on our application).	
Mortgage Conduct	6 months' statements (owner-occupied property plus any other mortgage properties being refinanced)		6 months' statements (owner-occupied property plus any other mortgage properties being refinanced)	
Unsecured debts being refinanced	Most recent one month statement.		Most recent one month statement.	

Credit Impairments & Refinance

Mortgage Arrears	Up to 14 days	<1 month arrears
Defaults/judgements	Ignored if paid up to \$500	<\$2000 or >24 months ignored
Discharged bankruptcy	Not accepted	Acceptable if > 2 years
Maximum Debt Consolidation	Unlimited (can pay out private loans with 6 months repayment history, excludes ATO debt)	Unlimited (can payout ATO debt and private loans with interest capitalised)
Cash-out*	Unlimited	Unlimited
Line of Credit*	Max 50% of Loan amount	Max 50% of Loan amount

*evidence required when cash out is more than \$200,000 or >50% of the security value

Specialist

Specialist+

Full Doc

Alt Doc

Full Doc

Alt Doc

Income

Full-time employment	Current employer >3 months, OR 12 months' continuous employment	Current employer >3 months, OR 12 months' continuous employment
Part time employment	>3 months with current employer	>3 months with current employer
Casual	>6 months with current employer and >12 months continuous employment (no gaps)	>6 months with current employer and >12 months continuous employment (no gaps)
Contract	>12 months in industry	>12 months in industry
Overtime	100% if regular >6 months	100% if regular >6 months
Commissions and Bonuses	100% evidenced last 12 months	100% evidenced last 12 months
Probation	Accepted	Accepted
Workers Compensation	100% accepted, must be ongoing until retirement	100% accepted, must be ongoing until retirement
Child support	100% accepted. CSA assessment or 3 months statements	100% accepted. CSA assessment or 3 months statements
Family Tax Benefit	100% accepted. A & B only	100% accepted. A & B only
Car allowance	100% if condition of employment	100% if condition of employment
Fully maintained car	Max \$5,000 per annum	Max \$5,000 per annum
Rental income	80% of gross rental income for existing and proposed residential investment, commercial and Airbnb/holiday let properties.	80% of gross rental income for existing and proposed residential investment, commercial and Airbnb/holiday let properties.

Verification Documents

PAYG	2 most recent payslips, with at least one dated within 4 weeks of application.		2 most recent payslips, with at least one dated within 4 weeks of application.	
ABN & GST	ABN 6 months, GST 1 day		ABN 6 months, GST 1 day	
Self-Employed	1 years' tax return & NOA.	One of: 6 months' business bank statements, OR 6 months' BAS, OR accountants letter ^a	1 years' tax return & NOA.	One of: 6 months' business bank statements, OR 6 months' BAS, OR accountants letter ^a
	For Full-doc self-employed salaried income for borrowers who are shareholders/directors paying themselves a salary - 6 months of salaried income (via 1 payslip with 6 months of year-to-date), 6 months' salary credits to a bank account, or an ATO income statement confirming 6 months YTD, a MyGov or Notice of Assessment (NoA). Additionally, a signed and dated attestation letter from the company's accountant on official letterhead, confirming the company's ongoing capability to continue paying the declared salary.			
Rental income	Existing - either 1 month statement if the property is rented through a managing agent/real estate or 3 months rental credits on bank statements if private. Proposed - Valuation rental figure (if on our application) or Real Estate agent appraisal letter (if not on our application).		Existing - either 1 month statement if the property is rented through a managing agent/real estate or 3 months rental credits on bank statements if private. Proposed - Valuation rental figure (if on our application) or Real Estate agent appraisal letter (if not on our application).	
Unsecured debts being refinanced	Most recent one month statement.		Most recent one month statement.	
Mortgage Conduct	6 months' statements (owner-occupied property plus any other mortgage properties being refinanced)		6 months' statements (owner-occupied property plus any other mortgage properties being refinanced)	
Additional requirements	N/A		3 months' personal bank statements to verify living expenses (main transaction account)	

Credit Impairments & Refinance

Mortgage Arrears	<2 months arrears	<3 months arrears
Personal Loans/Credit Cards	Conduct ignored subject to reasonable explanation	Conduct ignored subject to reasonable explanation
Defaults/judgements	<\$2000 or >12 months ignored	Ignored
Discharged bankruptcy	Acceptable if more than 1 day	Acceptable if more than 1 day
Part IX, X agreements	6 months' clear repayments	6 months' clear repayments
Maximum Debt Consolidation	Unlimited (including ATO Debt)	Unlimited (including ATO Debt)
Cash-out*	Unlimited up to 80% LVR, \$200,000 > 80% LVR	Unlimited up to 80% LVR, \$200,000 > 80% LVR
Line of Credit*	50% of loan amount up to 80% LVR; \$200,000 when >80% LVR	50% of loan amount up to 80% LVR; \$200,000 when >80% LVR

*evidence required when cash out is more than \$200,000 or >50% of the security value

^aAccountants letter can only be used when ABN is 12 months or more

SMSF Residential

SMSF related Income verification

PAYG	Superannuation guarantee contribution confirmation - 2 recent payslips, with at least 1 dated within 4 weeks of application.
PAYG - additional contributions	Existing - 12 months regular history confirmed through superannuation statements. Proposed (less than 12 months history) - Complete additional contributions serviceability calculator and provide full details of the members individual assets, liabilities and expenses.
Self-employed	2 years SMSF Returns and Financial Statements (audited) reflecting super contributions. For newly established SMSFs, 2 years retail superannuation fund statements.
Self-employed - additional contributions	Required if 2 years history not available: Complete additional contributions serviceability calculator and provide full details of the members individual assets, liabilities and expenses. 2 years lodged business and individual tax returns.
Account statements	6 months cash management account statements
Other liquid assets confirmation	Current shareholding summary report and investment statements (term deposit, managed funds)
Rental income - existing property	3 months most recent rental credits via bank statements or managing agent statements
Rental income - new property	Valuation

SMSF documents

SMSF Trust Deed	Full deed
Security Trust Deed	Full deed
Financials	2 years audited SMSF returns and financial statements.

Refinance

Existing loan statements	6 months loan statements
Rental confirmation	3 months most recent rental credits via bank statements or managing agent statements
Rates confirmation	Most recent rates notice
Independent legal advice	Evidence of past independent legal advice if received

Fees

Loan Settlement Fee	\$120
Legal Fees	From \$400 (SMSF \$550)
Establishment Fee	Prime and SMSF products: \$590 All other products: \$990
Title Protection Fee	Prime and SMSF products: \$0 All other products: \$350
Account Keeping Fee	SMSF: \$0 All other products: \$15 per month on all split accounts
Switching/Variation Loan Fee	\$250
Discharge Fee (plus agents costs)	\$500
Valuation Fee	Up to \$2,000,000: Free >\$2,000,000 or non-standard security: Quote required
Capitalisation of Fees	Fees can be capitalised for all loans, subject to the total loan inclusive of fees, not exceeding maximum LVR for each product. SMSF: The SMSF trustee should make their own enquiries for loans established prior to 1 July 2018 to consider if an increase in the total loan will materially impact their future total super balance calculation.
Compliance Review Fee (SMSF loans only)	\$1250