

Product Matrix

25 August 2023

**PRIME RATES
STARTING FROM:**

6.59%

Need a quick answer on a loan scenario? Call 13 25 83

Speak to an experienced underwriter who'll give you the certainty you need and save you time.



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	6.59%	-	6.99%	-	7.19%	-	7.34%	-
65	6.59%	-	6.99%	-	7.19%	-	7.34%	-
70	6.59%	-	6.99%	-	7.19%	-	7.34%	-
75	6.59%	-	7.29%	-	7.29%	0.75%	7.59%	0.75%
80	7.19%	-	7.29%	-	7.29%	1.00%	7.59%	1.00%
85	7.74%	-	8.24%	-	8.29%	1.25%	8.59%	1.25%
90	8.14%	-	9.24%	1.50%				

SPECIAL RATES: Valid for applications lodged by 31 October 2023

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	8.14%	0.70%	8.44%	0.70%	8.84%	0.70%	9.14%	0.70%
65	8.14%	0.70%	8.44%	0.70%	8.84%	0.70%	9.14%	0.70%
70	8.14%	0.70%	8.44%	0.70%	8.84%	1.00%	9.14%	1.00%
75	8.19%	1.00%	9.24%	1.00%	9.59%	1.25%	9.89%	1.25%
80	8.69%	1.25%	9.29%	1.25%	9.59%	1.50%	9.89%	1.50%
85	9.49%	1.50%	10.29%	1.50%	-	-	-	-

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

LVR %	SMSF
	Residential Rate
60	6.89%
65	7.09%
70	7.09%
75	7.59%
80	7.59%

Loadings:

- Investment loans +0.30% (excluding SMSF)
- Interest Only loans +0.30% (including SMSF)
- Line of Credit loans +0.30%

Max LVRs

- Up to 90% LVR for Sydney, Melbourne, Brisbane Metro. Prime Alt Doc limited to Owner Occupied loans only.
- Up to 85% LVR for Investment Interest Only loans on Prime, Near Prime and Specialist.
- Up to 80% LVR for Investment 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 with 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	Last 2 payslips with corresponding salary credits on bank statement		Last 2 payslips with corresponding salary credits on bank statement	
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), for self-employed income.	Customer declaration plus one of: 6 months' business bank statements, 6 months' BAS OR accountants letter.	1 years' tax returns & NOA. Customer declaration plus one of 6 months business bank statements OR 6 months BAS OR accountants letter.	
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	None		<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	\$100,000 of unsecured debt (can not payout ATO debt or privately funded loans)		Unlimited (can payout ATO debt or privately funded loans with 6 months evidence of payments)	
Cash-out*	\$500,000	\$200,000	\$500,000	\$200,000
Line of Credit*	\$500,000	\$200,000	\$500,000	\$200,000

*combined with LOC

Effective for applications received from **25 August 2023**. Warning: this publication is intended for Connective Elevate and Bluestone accredited introducers and referrers only and is not to be distributed to anyone else, including consumers, under any circumstance.

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	Last 2 payslips with corresponding salary credits on bank statement.		Last 2 payslips with corresponding salary credits on bank statement.
ABN & GST	ABN 12 months, GST 1 day		ABN 12 months, GST 1 day
Self-Employed	1 years' tax return & NOA.	Customer declaration plus one of 6 months business bank statements OR 6 months BAS OR accountants letter.	1 years' tax return & NOA. Customer declaration plus one of 6 months business bank statements OR 6 months BAS OR accountants letter.
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	None		6 months' clear repayments
Maximum Debt Consolidation	Unlimited (including ATO Debt and privately funded loans)		Unlimited (including ATO Debt and privately funded loans)
Cash-out*	\$200,000		\$200,000
Line of Credit*	\$200,000		Not available

*combined with LOC

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SMSF RESIDENTIAL

SMSF related Income verification

PAYG	Super guarantee confirmation - Last 2 payslips
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	Certified copy - full deed
Security Trust Deed	Certified copy - 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
Independant legal advice	Evidence of past independant 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	Prime full doc and SMSF: \$0 All other products: \$15 per month on all split accounts
Switching/Variation Loan Fee	\$250
Discharge Fee (plus agents costs)	\$250
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