

# Lending Policies and Fees

## Borrower Information

<b>Australian Resident</b>	Must be an Australian citizen or permanent resident residing in Australia
<b>Borrower Age</b>	Minimum - 18 years old Maximum - no limit (subject to suitable exit strategy & independent legal advice)
<b>Loan Term</b>	Minimum - 10 years Maximum - 40 years
<b>Loan Amounts</b>	Minimum - \$100,000 Maximum - \$3m subject to location, LVR and product selected.
<b>Loan Accounts</b>	Maximum of 4 accounts on any 1 loan with minimum amount of \$50,000 per account
<b>Number of Borrowers</b>	Maximum of 4 borrowers per loan
<b>Companies</b>	Company structure - Only 1 company per loan - Maximum of 3 directors - Unlimited personal guarantees required from all directors - Shareholders must be directors or spouses of the directors
<b>Trusts</b>	Family Trust structure - Unit or discretionary trusts permissible (no hybrid trusts) - Only 1 trust per loan
<b>Interest-Only Loans</b>	1, 2, 3 or 5 year terms available

## Fee Information

<b>Loan Settlement Fee</b>	\$120
<b>Legal Fees</b>	From \$400
<b>Establishment Fee</b>	Prime product: \$590 All other products: \$990
<b>Title Protection Fee</b>	Prime product: \$0 All other products: \$350
<b>Account Keeping Fee</b>	SMSF: \$0 All other products: \$15 per month on all split accounts
<b>Switching/Variation Loan Fee</b>	\$250
<b>Discharge Fee (plus agents costs)</b>	\$500
<b>Valuation Fee</b>	Up to \$2,000,000: Free >\$2,000,000 or non-standard security: Quote required
<b>Capitalisation of Fees</b>	Fees can be capitalised for all loans, (excluding discharge fees) subject to the total loan inclusive of fees, not exceeding maximum LVR for each product.

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## Acceptable Securities (population must be 10,000 within 10km)

Acceptable	Unacceptable
Existing dwellings (the dwelling must be valued at more than 10% of the overall property)	Vacant land, or in construction / development / partially completed dwellings
Rural residential properties up to 5 acres (2 hectares)	Commercial, industrial or rural zoned
Units with a minimum of 1 bedroom (no studios)	Income producing properties (excluding residential investment properties)
Residential units in tower blocks where the ground floor only has a commercial use	Borrower ownership of more than 2 units in a single development
Properties in fair or better condition	Exotic construction, re-located, or kit homes
Up to 2 dwellings on a single title	Used for or within short-term letting (holiday/resorts), time share, dual key, serviced apartments
Units over 50 sqm (total living area)	Flood prone areas or those adjoining power lines, transmission lines or railway tracks
	Extended selling period greater than 6 months
	Properties with improvements less than 10%
	Retirement Village or display home
	Securities with active Development Approval
	NRAS Schemes or Defense Force Housing

## Other Assessment Criteria

Credit Card Liability	3.8% of limit
Genuine Savings	Not required
Valuation Expiry	No older than 90 days at unconditional approval
Exit Strategy Required	From 50 years old (from 45 years if loan term exceeds 30 years)

## Speak to your BDM or call [13 BLUE](tel:1300959595)

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