

Lending Policies and Fees

Borrower Information

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

Fee Information

Loan Settlement Fee	\$120
Legal Fees	From \$400
Establishment Fee	Prime product: \$590 All other products: \$990
Title Protection Fee	Prime product: \$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, (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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