

Available for Borrowers with minor historical credit related life events including:

- Defaults less than \$2,000 or paid greater than 1 year
- Discharged Bankruptcy greater than 2 years
- **Refer Near Prime Risk Grading Matrix for full details**

RATE GUIDE | PURCHASE OR REFINANCE

LVR	<65%	<70%	<80%	Regional <60%
Residential <\$1.5M	7.74%	7.84%	8.04%	8.04%

PROGRAM LOADINGS

Offset Account	add 0.10%	Interest Only (max 5 years)	add 0.30%
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Lender Risk Fees (LRF)

(Fee calculated based upon approved loan limit & not added to the interest rate).

LVR's >70% - 1.00% applies
Regional - 1.00% applies

MAX LOAN SIZE & LVR GUIDE

LVR	Inner City	Metro	Non Metro	Regional
0 - 75%	\$1,500,000	\$1,500,000	\$1,500,000	\$1,250,000 (60%)
75.01% - 80.00%	\$1,250,000	\$1,250,000	\$1,250,000	NA

PROGRAM OVERVIEW

- Available for purchase, refinance of SMSF Express refi of acceptable residential securities.
- Only Corporate Trustee structures accepted.
- Legal & Financial advice is required for all applications (some exceptions may apply for existing SMSF's)
- Maximum loan term of up to 30 years & minimum term 1 year.
- Maximum Single Borrow Exposure is \$3,000,000.00.
- Liquidity Test - 7.5% of loan amount post settlement (condition currently waived but subject to change).
- Net Asset Test - \$120,000.00 in liquid assets in the fund prior to funding being sought.
- Servicing evidenced by member(s) superannuation contributions & rental income.
- Other investment income may be used for servicing e.g. max deeming rate of 3% p.a. averaged over 2 years.
- Additional contributions can be accepted if regular (monthly) over a 6-month period (Employer or SMSF).
- Irregular contributions can be accepted if evidenced over 2 financial years (lower amount to be used).
- If the client/s have not paid additional super contributions and have the capacity, these can be accepted, subject to the members ability to service personal borrowings outside of super with the additional contribution(s) added as an additional liability for servicing purposes.
- Self Employed applicants required to evidence 2 years historical contributions being made to any Super Fund.
- Vacant land or construction not acceptable for SMSF lending purposes.
- Repayment options include Principal & Interest or Interest Only for a of maximum 5 years
- Unlimited additional repayments available without penalty.
- *Standard inclusions: documentation, review of CoS, settlement, 2 x Guarantors, review of Bare Trust.

APPROX. GET IN FEES

Application fee	\$299.00	Lender Annual fee	\$395.00
Valuation fee	At cost	Lender Settlement fee	\$250.00
*Lender documentation fees from \$995.00			

APPROX. GET OUT FEES

Discharge fees approx.	3 mths penalty interest <3 yrs + 3rd party costs	Product discharge fee	\$895.00
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Risk Grading Matrix				
Any credit impairment needs to be appropriately investigated which should include receiving a satisfactory explanation from the borrower as to why the impairment occurred. Suitability of the explanations is determined by the Credit Manager reviewing the file.				
	Prime	Near Prime	Specialist	Specialist Plus
Mortgage Arrears	Nil	Nil	1 Event	More than 1 Event
Other Arrears	Nil	1 Event	More than 1 Event	More than 1 Event
Defaults or Judgements	Nil	1 Event	More than 1 Event	More than 1 Event
Defaults/Judgements Ignored	<ul style="list-style-type: none"> Nil 	<ul style="list-style-type: none"> Unlimited defaults and judgements under \$2000 Unlimited defaults paid >12 months ago 2Telco/Utility defaults <\$1,000 each 	<ul style="list-style-type: none"> Unlimited defaults and judgements under \$2000 Unlimited defaults paid 12 months ago Unlimited defaults if registered >2 years 2Telco/Utility defaults <\$1,000 each 	<ul style="list-style-type: none"> Unlimited defaults and judgements under \$2000 Unlimited defaults paid 12 months ago Unlimited defaults if registered >2 years 2Telco/Utility defaults <\$1,000 each
Credit Enquiries	Unlimited	Unlimited	Unlimited	Unlimited
Telco/Utility Defaults Ignored	Up to 2 Telco/Utility defaults <\$1,000 each	Up to 2 Telco/Utility defaults <\$1,000 each	Up to 2 Telco/Utility defaults <\$1,000 each	Up to 2 Telco/Utility defaults <\$1,000 each
Bankruptcy & Insolvency	Nil	Discharged >2 Years	Discharged >1 Year	Current or discharged >1 Day
Minimum ABN Reg period	24 Months	12 Months	6 Months	1 Months
Minimum GST Reg period (if required)	12 Months	12 Months	6 Months	1 Months
First Home Buyers	Yes	Yes	No	No