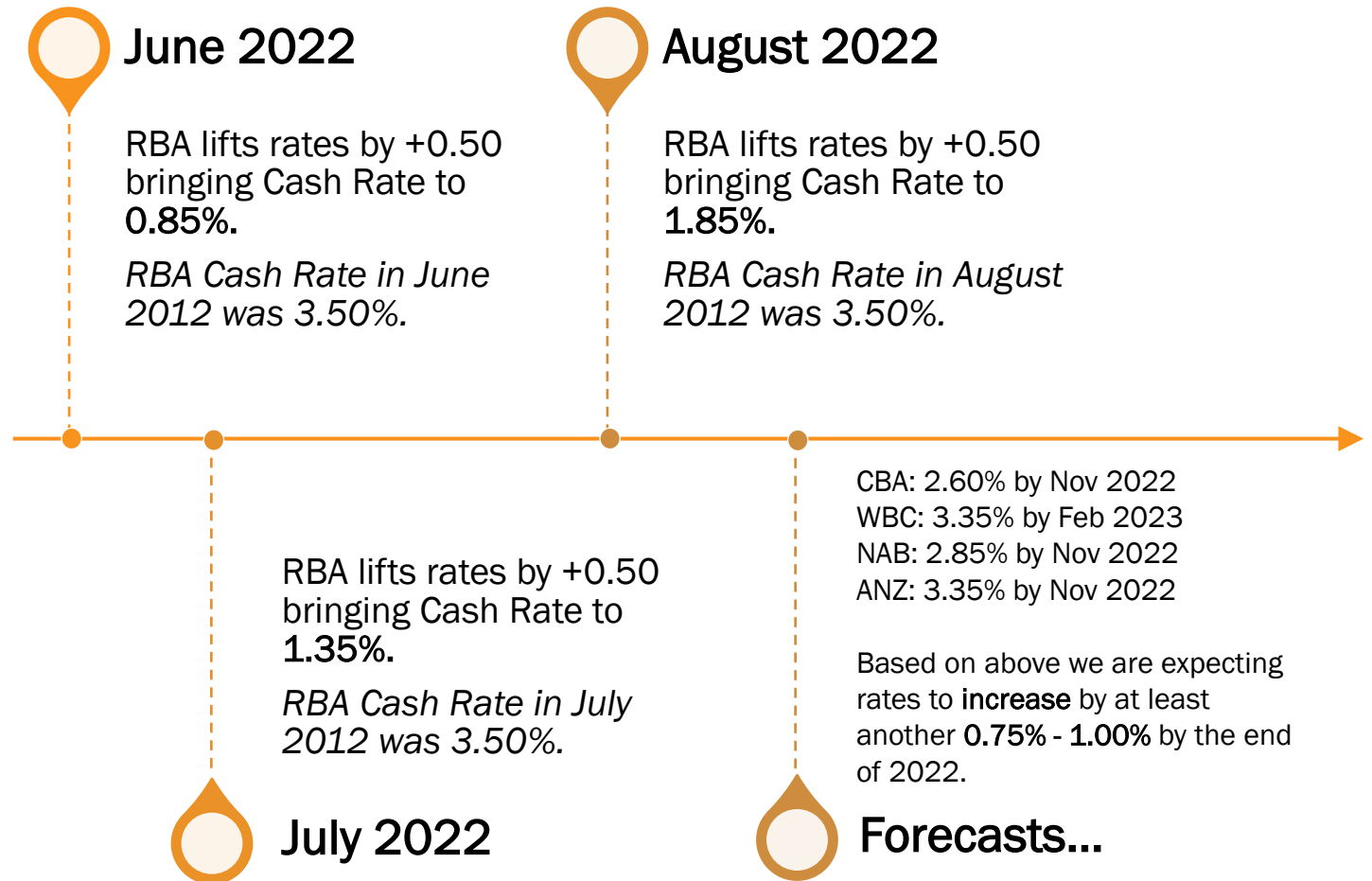




Results Home Loans

MONTHLY UPDATE - AUG 22

Rate Movements



		 AdelaideBank	 MACQUARIE	
SP Flexi First Option Variable 70%-95% (OO PI)	Basic Variable <80% (OO PI)	SmartFit Variable <80% (OO PI)	Offset Package Variable 70%-80% (OO PI)	*SP* Complete Package Variable 70%-80% (OO PI)
Year 1 - 2 3.59% p.a. variable \$2,270.42 per month	Year 1 - 30 3.64% p.a. variable \$2,284.48 per month	Year 1 - 30 3.69% p.a. variable \$2,298.59 per month	Year 1 - 30 3.74% p.a. variable \$2,312.74 per month	Year 1 - 30 3.79% p.a. variable \$2,326.94 per month
Year 3 - 30 3.99% p.a. variable \$2,378.04 per month				
30 Year(s)	30 Year(s)	30 Year(s)	30 Year(s)	30 Year(s)
3.93% p.a.	3.66% p.a.	3.91% p.a.	3.99% p.a.	4.22% p.a.
95%	80%	80%	80%	80%

Current Interest Rates for Home Owners

Based on a \$500,000 loan over a 30 year term at 80% LVR with Principal and Interest repayments.

ubank	ING	Bank of Melbourne	Virgin money	Westpac
Own Variable 70%-80% (Inv IO)	Orange Advantage Variable <80% (Inv IO)	Basic Variable 60%-80% (Inv IO)	*SP* Reward Me Variable 60%-80% (Inv IO)	*SP* Flexi First Option Variable 70%-80% (Inv IO)
Year 1 - 5 4.24% p.a. variable \$1,766.67 per month	Year 1 - 5 4.29% p.a. variable \$1,787.50 per month	Year 1 - 5 4.29% p.a. variable \$1,787.50 per month	Year 1 - 5 4.29% p.a. variable \$1,787.50 per month	Year 1 - 2 4.29% p.a. variable \$1,787.50 per month Year 3 - 5 4.69% p.a. variable \$1,954.17 per month
Year 6 - 30 4.09% p.a. variable \$2,664.09 per month	Year 6 - 30 3.99% p.a. variable \$2,636.42 per month	Year 6 - 30 4.09% p.a. variable \$2,664.09 per month	Year 6 - 30 4.29% p.a. variable \$2,719.90 per month	Year 6 - 30 4.69% p.a. variable \$2,833.36 per month
5	5	10	5	10
35 Year(s)	30 Year(s)	30 Year(s)	30 Year(s)	30 Year(s)
4.38% p.a.	4.60% p.a.	4.30% p.a.	4.45% p.a.	4.62% p.a.
80%	80%	80%	80%	80%

Current Interest Rates for Investors

Based on a \$500,000 loan over a 30 year term at 80% LVR with Interest Only repayments.

Case Study

Clients bought their first home under a basic loan with CBA just over 2 years ago.

No discount pricing was available unless they moved onto a package and paid an annual fee.

Client's preferred to remain on a basic loan as no use for an offset account or credit card.

The resulting refinance will save them over \$4,000 in repayments per year PLUS the refinance rebate resulting in estimated savings of approx. \$23,000 over the next 5 years.

Snapshot of our Refinance Analysis

	CBA	Westpac	ME Bank	Bank of Melbourne
Loan Balance	\$ 500,000.00	\$ 500,000.00	\$ 500,000.00	\$ 500,000.00
Interest Rate	4.82%	3.59%	3.64%	3.69%
Account Service Fees p/a	\$ -	\$ -	\$ -	\$ -
Repayments p/m (based on remaining term of 28 years)	\$ 2,629.37	\$ 2,270.42	\$ 2,284.48	\$ 2,298.59
Total Repayments Including Ongoing Fees p/a	\$ 31,552.44	\$ 27,245.04	\$ 27,413.76	\$ 27,583.08
Estimated Savings p/a		\$ 4,307.40	\$ 4,138.68	\$ 3,969.36
CBA Refinance/Exit Costs:				
Discharge Fee	\$ 350.00			
Total		\$ 350.00	\$ 350.00	\$ 350.00
Plus Upfront Fees:				
Application/Settlement Fee		\$ -	\$ 450.00	\$ 100.00
Mortgage Registration Fees		\$ 224.80	\$ 224.80	\$ 224.80
Total		\$ 224.80	\$ 674.80	\$ 324.80
Add Refinance Rebate		\$ 2,000.00	\$ 2,500.00	\$ 4,000.00
<i>Total Savings - Year 1</i>		<i>\$ 5,732.60</i>	<i>\$ 5,613.88</i>	<i>\$ 7,294.56</i>
<i>Total Savings - Year 2</i>		<i>\$ 10,040.00</i>	<i>\$ 9,752.56</i>	<i>\$ 11,263.92</i>
<i>Total Savings - Year 3</i>		<i>\$ 14,347.40</i>	<i>\$ 13,891.24</i>	<i>\$ 15,233.28</i>
<i>Total Savings - Year 4</i>		<i>\$ 18,654.80</i>	<i>\$ 18,029.92</i>	<i>\$ 19,202.64</i>
<i>Total Savings - Year 5</i>		<i>\$ 22,962.20</i>	<i>\$ 22,168.60</i>	<i>\$ 23,172.00</i>

Case Study

Single applicant working part-time as a nurse earning \$82k including overtime/night shifts.

Purchasing first home which she intends to live in and has \$60k in savings.


Has a HELP Debt but no other liabilities.

Currently living with parents who have offered to gift her \$10k to assist with the purchase.

Key wins for client

- 100% of overtime income used for servicing given that she works in emergency services, thus resulting in higher borrowing capacity (approx. \$415k).
- Lenders Mortgage Insurance voided with a place in the First Home Guarantee Scheme approved upfront (saving approx. \$5k in LMI).
- First home purchased for \$480k and was able to offer short settlement given 3 day lender turnaround time and ability to e-sign all loan documents.
- Applicable rate of 3.99% p/a is slightly higher than competitors however, our client has been able to secure a higher loan amount, benefit from a shorter turnaround time, have no ongoing fees and avoid the cost of LMI.

Lender Turnaround Times

0 - 3 DAYS	4 - 8 DAYS	9+ DAYS
1ST 	1ST 	1ST 
2ND 	2ND 	2ND 
3RD 	3RD 	3RD 
 	 	
 	 	
  	 	
