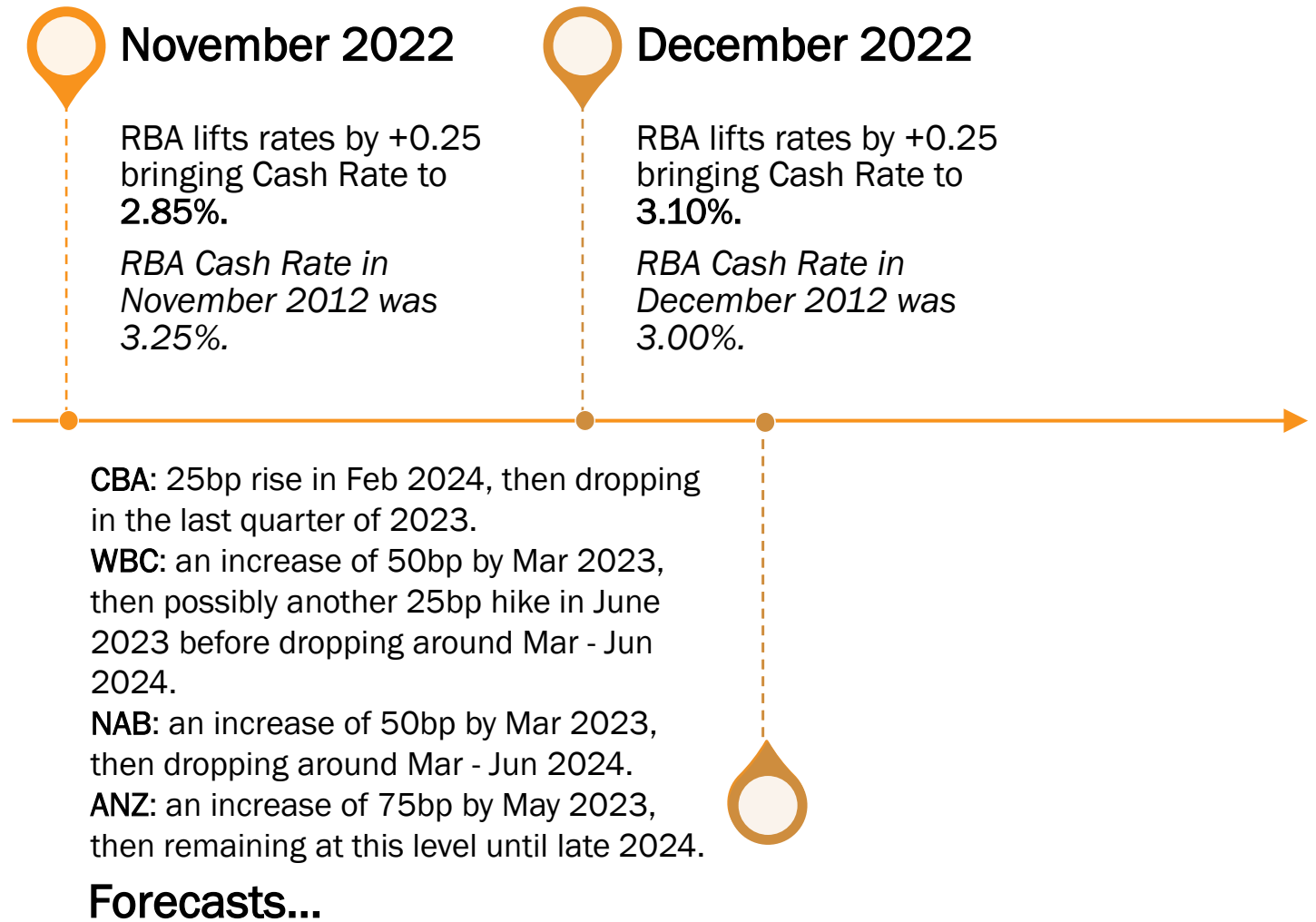




Results Home Loans

MONTHLY UPDATE - DEC 22

Rate Movements



 Heritage Bank	 Westpac	 ING	 ubank	 AUSWIDE BANK
Discount Variable 70%-80% (OO PI)	*SP* Flexi First Option Variable 70%-80% (OO PI)	Orange Advantage Variable <80% (OO PI)	Neat Variable 70%-80% (OO PI)	Freedom Package Variable 75%-90% (OO PI)
Year 1 - 30 4.49% p.a. variable \$2,530.46 per month	Year 1 - 2 4.49% p.a. variable \$2,530.46 per month Year 3 - 30 4.89% p.a. variable \$2,644.54 per month	Year 1 - 30 4.54% p.a. variable \$2,545.32 per month	Year 1 - 30 4.54% p.a. variable \$2,545.32 per month	Year 1 - 30 4.56% p.a. variable \$2,551.28 per month
30 Year(s)	30 Year(s)	30 Year(s)	35 Year(s)	30 Year(s)
80%	80%	80%	80%	90%

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.

bankfirst Invested in you	AUSWIDE BANK	ubank	Heritage Bank	ING
Complete Variable 60%-80% (Inv IO)	Basic Variable 75%-90% (Inv IO)	Neat Variable 70%-80% (Inv IO)	Discount Variable 70%-80% (Inv IO)	Orange Advantage Variable <80% (Inv IO)
Year 1 - 5 4.84% p.a. variable \$2,016.67 per month	Year 1 - 5 5.01% p.a. variable \$2,087.50 per month	Year 1 - 5 5.04% p.a. variable \$2,100.00 per month	Year 1 - 5 5.08% p.a. variable \$2,116.67 per month	Year 1 - 5 5.09% p.a. variable \$2,120.83 per month
Year 6 - 30 4.84% p.a. variable \$2,876.53 per month	Year 6 - 30 4.61% p.a. variable \$2,810.47 per month	Year 6 - 30 4.84% p.a. variable \$2,876.53 per month	Year 6 - 30 4.83% p.a. variable \$2,873.64 per month	Year 6 - 30 4.79% p.a. variable \$2,862.10 per month
5	5	5	5	5
30 Year(s)	30 Year(s)	35 Year(s)	30 Year(s)	30 Year(s)
80%	90%	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

Why Bridging Loans sometimes just don't work!

- Lenders generally apply a buffer to the sale price – even if an unconditional contract is held.
- Clients need to have significant equity to ensure end debt is 90% LVR or less OR to bring peak debt under 80% LVR for alternative lenders.

Capitalising Loan (Interest Rate - O/O I/O)		7.88%
Term		12 months
Existing Home		
Debt	506,000	Valuation 655,000
Do you have evidence the existing property is listed for sale?		No <input type="button" value="v"/>
Prior to formal approval obtain evidence		
New Home		
Proposed loan amount	500,000	Valuation/Purchase Price 500,000
Note: The loan amount may be the purchase price <u>or</u> other amount as nominated by the borrower.		Total Valuation 1,155,000
Relocation Calculation		
Start Debt	1,006,000	
Plus costs (eg stamp duty on New Home, LMI premium)	23,500	
Less Own Funds	30,000	
Sub Total	999,500	
Plus interest (on Capitalising Loan)	38,936	
Peak Debt	1,038,436	
Less Valuation - Existing Home	655,000	
Plus 15% margin (Existing Home Valuation)	98,250	
Plus selling costs (Existing Home)	18,375	
Plus other selling/purchase costs	2,000	
End Debt	502,061	
End Debt LVR		89.91%
End Debt LVR		100.41%
End Debt Amount (Stand. Var. Rate)		502,061 <i>round loan to nearest \$1</i>
Capitalising (base) Loan Amount (Stand. Var. Rate)		497,439 <i>round loan to nearest \$100</i>
Load this amount as the Capitalising Loan Amount in LIS and <i>clas</i> file for the Capitalising loan application only		
Capitalising Loan Amount including Interest		536,375
Load this amount as the Capitalising Loan Amount in <i>clas</i> file for the End Debt application only		
Initial Amount Financed		999,500

Changes in RHLs

A lot has been changing here at Results Home Loans!

We are here to support you and to do that, we have had to change a few things to ensure that as you grow, we grow too, to better support our mutual clients and provide the best experience possible for them.

New Team Member:

To support capacity and ensure the ongoing management of our existing clients, we have begun the process of hiring a new VA in the Philippines. They are due to start end of Jan 2023 and their role will include the following:

- Data entry and document reviews
- Follow ups with lenders
- Reviewing client's existing lending
- Pricing requests
- Preparing property profile reports
- Completing compliance reviews

Change of Work-flow Platform:

We have recently moved to a new Work-flow/CRM platform to ensure all leads and deals are continuously tracked managed in a streamlined manner.

This includes inbuilt checklists and procedures which are automated so our team are notified of changes to stages, tasks that require completion, jobs to be prioritised and much more all within their dashboard.

New Serviceability Software:

We have also just recently introduced a new software which allows us to quickly calculate a client's borrowing capacity with a high level of accuracy across more than 25 lenders at once.

This means that we can now compare lenders against each other not just on rate but on borrowing capacity at the same time. This has been a significant improvement in our business as it allows us to maintain our high level research whilst reducing hours of time running scenarios through multiple lender's servicing calculators.

Lender Turnaround Times

All lender data as of 23 November, 2022

