

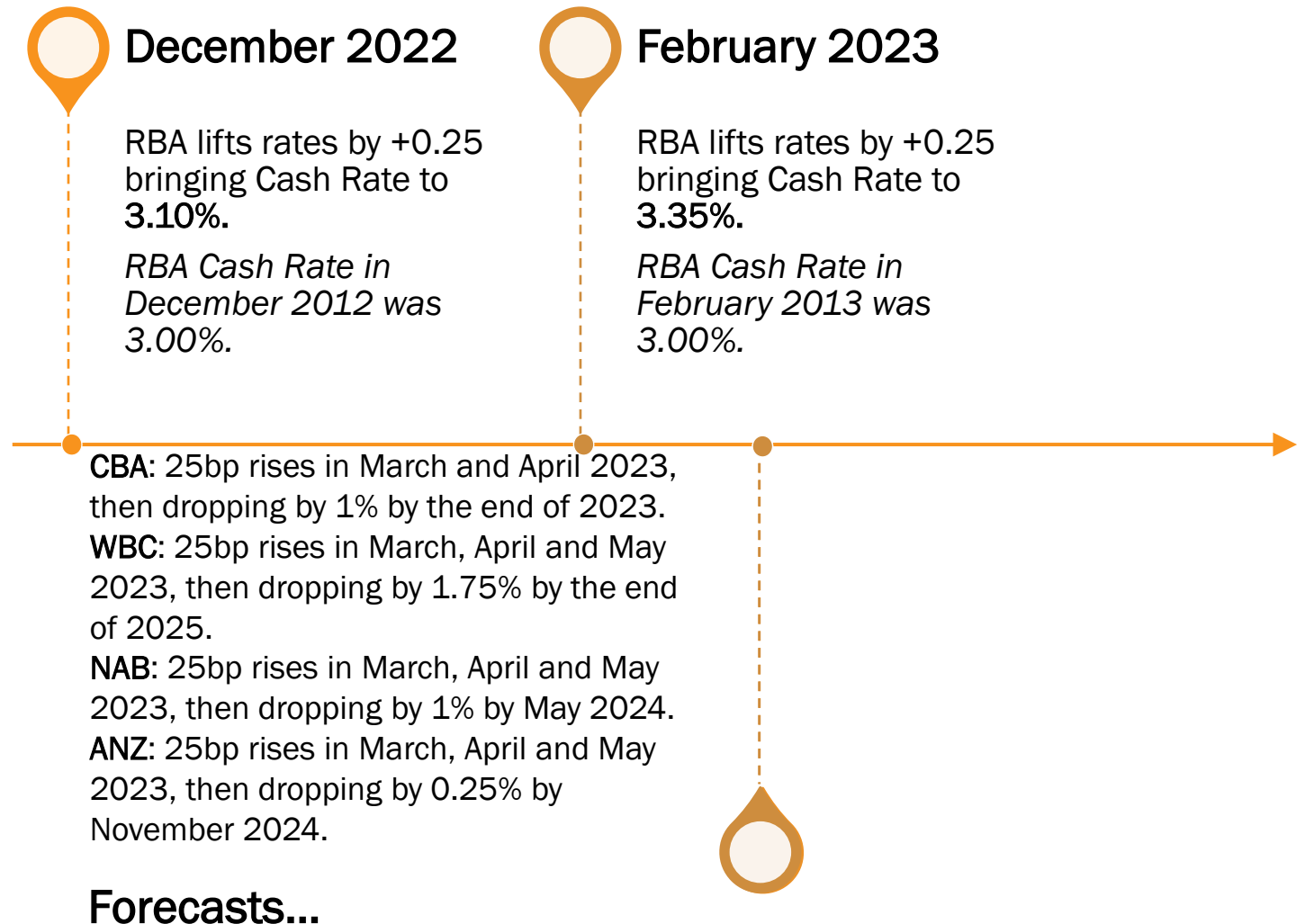


# Results Home Loans

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MONTHLY UPDATE - FEB 23

# Rate Movements



 AdelaideBank	 ING	 me	 Heritage Bank	 ubank
SmartSaver Variable <80% (OO PI)	Mortgage Simplifier Variable <80% (OO PI)	Basic Variable <80% (OO PI)	Discount Variable 70%-80% (OO PI)	Neat Variable 70%-80% (OO PI)
Year 1 - 30 4.88% p.a. variable \$2,647.56 per month	Year 1 - 30 4.99% p.a. variable \$2,681.05 per month	Year 1 - 30 4.99% p.a. variable \$2,681.05 per month	Year 1 - 30 4.99% p.a. variable \$2,681.05 per month	Year 1 - 30 5.04% p.a. variable \$2,696.34 per month
30 Year(s)	30 Year(s)	30 Year(s)	30 Year(s)	35 Year(s)
80%	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.

AMP 	Virgin  money	AdelaideBank 	ING 	ubank 
*SP* Professional Package (Combo) Variable 60%-80% (Inv IO)	Reward Me Variable 60%-80% (Inv IO)	SmartSaver Variable <80% (Inv IO)	Mortgage Simplifier Variable <80% (Inv IO)	Neat Variable 70%-80% (Inv IO)
Year 1 - 5 5.44% p.a. variable \$2,266.67 per month	Year 1 - 5 5.49% p.a. variable \$2,287.50 per month	Year 1 - 5 5.54% p.a. variable \$2,308.33 per month	Year 1 - 5 5.54% p.a. variable \$2,308.33 per month	Year 1 - 5 5.54% p.a. variable \$2,308.33 per month
Year 6 - 30 5.24% p.a. variable \$2,993.29 per month	Year 6 - 30 5.29% p.a. variable \$3,008.05 per month	Year 6 - 30 5.18% p.a. variable \$2,975.63 per month	Year 6 - 30 5.24% p.a. variable \$2,993.29 per month	Year 6 - 30 5.34% p.a. variable \$3,022.85 per month
10	10	5	5	5
30 Year(s)	30 Year(s)	30 Year(s)	30 Year(s)	35 Year(s)

# 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.

<b>Capitalising Loan</b> (Interest Rate - 0/0 1/0)		7.88%
Term		12 months
<b>Existing Home</b>		
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		
<b>New Home</b>		
Proposed loan amount	500,000	Valuation/Purchase Price 500,000
<b>Note:</b> The loan amount may be the purchase price or other amount as nominated by the borrower.		Total Valuation 1,155,000
<b>Relocation Calculation</b>		
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	Peak Debt LVR 89.91%
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 100.41%
End Debt Amount (Stand. Var. Rate)	502,061	round loan to nearest \$1
Capitalising (base) Loan Amount (Stand. Var. Rate)	497,439	round loan to nearest \$100
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 hired a new VA in the Philippines. Honey is starting with us today and her 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.

We also have a new nurture marketing funnel which will send newsletters and specific articles to suit different categories of clients (e.g. First Home Buyers, Investors, Refinancers, etc.)

## **New Serviceability Software:**









Another new software we have introduced 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 22 February, 2023

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