

RESIDENTIAL

	Mid Doc - 3 Month ABN - Residential	Lo Doc: 24 Month ABN - 80%	Vacant Land, – Lo Doc or Full Doc
Security	Residential	Residential	Residential or Commercial
Loan Purpose	Code/Non-Code	Code/Non-Code	Code/Non-Code
LVR	Up to 80%	Up to 80%	Up to 75%
Loan Amounts	\$100,000 - \$3,000,000	\$100,000 - \$2,000,000	\$100,000 - \$2,000,000
Term/Interest Rate	Up to 30 years / From 8.05%	Up to 30 years / From 7.54%	Up to 30 years / Rate From 8.79%
Establishment Fee	From 1%	From 1%	From 1% to 1.95%
Legals	From \$1000	From \$330	From \$395
Other Fees	Val Fee & Commitment Fee	Val Fee	Val from \$300
Early Repayment Fee	NIL	NIL	NIL
Repayment Type	P&I or I/O	P&I or I/O	P&I or I/O for up to 5 years
Upfront / Trail	0.60% upfront + 0.10% trail	0.60% upfront + 0.10% trail	From 0.50%-0.60% Upfront / Nil Trail
Clawbacks	75% in first 12 months	NIL	NIL
Documents Required	Interim Profit & Loss/Management Accounts BAS and Business Bank Statements 3 months personal bank statements	Accountants Letter Self-Declaration	Self Employed Full Doc – Last two years tax returns and NOA Lo Doc – Accountant’s Declaration or 6 months business bank statements or BAS PAYG Last two most recent payslips, 3 months personal bank statements & 3 months salary credits
Comments	<ul style="list-style-type: none"> • 3 Month ABN • No Credit Scoring • Unlimited debt consolidation • Profit & Loss annualised 	<ul style="list-style-type: none"> • 24 Month ABN • Unlimited cash out (with purpose) – Can be uncontrolled • Acreage – Up to 10 acres • Highest and Best Use: Development Sites 	<ul style="list-style-type: none"> • Cash out for construction • Owner Builder is accepted • Incomplete construction • Urgent Settlement • Defaults and arrears considered



RURAL

2ND MORTGAGE

	Rural – Working Farm, Unlimited Acreage	2 ND Mortgage: Incomplete construction, Cash Out
Security	Rural/Rural Residential: Working farms, Vineyards, Rural Holdings	Residential or Commercial – Securitised 2 nd mortgage
Loan Purpose	Non-Code	Non-Code / Coded (exit strategy)
LVR	From 50% - 60%	Residential – Up to 75% Commercial – Up to 65%
Loan Amounts	\$301,000 - \$8,000,000	Up to \$20,000,000
Term/Interest Rate	From 12-24 months with option to rollover/ Rates from 8.95%	From 1-24 months / Rate from 13.95%
Establishment Fee	From 1.50%	From 1%
Legals	Quoted on scenario	Quoted on scenario
Val Fee	Quoted on scenario	Quoted on scenario
Early Repayment Fee	1 – 3 month interest	Nil – 3 months
Repayment Type	I/O or Capitalised/Prepaid	I/O, Capitalised/Prepaid
Upfront / Trail	From 0.50% - 1% Upfront / No Trail	From 0.50% - 1% Upfront / No Trail
Clawbacks	Nil	Nil
Documents Required	Accountants Letter	Self-Declaration only
Comments	<ul style="list-style-type: none"> • Capitalise/Prepay Interest • Working Farms or vineyards • Unlimited acreage • Unlimited cash out 	<ul style="list-style-type: none"> • Incomplete Construction • Cash out for business purposes • Can settle on caveat at 1.50% - 2% per month (No vals) • Detailed exit strategy

PRIVATE – COMMERCIAL/RESIDENTIAL

	First Mortgage Private – Specialised Commercial	Jumbo Residential Private – Up to \$10 million
Security	Commercial	Residential
Loan Purpose	Non-Code	Non-code
LVR	Up to 65%	Up to 65% - 70%
Loan Amounts	\$100,000 - \$10,000,000	\$100,000 - \$10,000,000 – Larger amounts OK
Term/Interest Rate	From 12-24 months / Rate from 8.95%	From 12 months – 24 months / Rate From 8.5%
Establishment Fee	From 1.25% - 2% + gst	From 1.25% - 2% + gst
Risk Fee	Nil	Nil
Other Fees	Legals and Val – to be quoted on application	Legals and Val – to be quoted on application
Early Repayment Fee	Nil – 3 months interest	Nil - 3 months interest
Repayment Type	I/O or Capitalised/Prepaid Interest	I/O or Capitalised/Prepaid Interest
Upfront / Trail	From 0.50% - 1.00% Upfront / Nil	From 0.50% - 1.00% Upfront/ Nil
Clawbacks	Nil	Nil
Documents Required	Accountant’s Letter Lease agreement	Accountant’s letter Self – Declaration
Comments	<ul style="list-style-type: none"> - Securities considered – Brothels, Childcare centres, student accommodation, serviced apartments, boarding houses, chicken farms, vineyards, petrol stations, motels/hotels - Unlimited Cash out - Jumbo Loans up to \$10,000,000 	<ul style="list-style-type: none"> - All loan purposes considered - Defaults considered - Unlimited cash out



CONSTRUCTION, DEVELOPMENT & SUBDIVISION

	Lo Doc – Construction: Duplex 6, 12 or 24 Month ABN	Development/Subdivision – No Pre-Sales
Security	Residential	Residential – Securitised
Loan Purpose	Coded/Non-Coded	Non-Code
LVR	75% - 80%	Up to 65% of GRV Ex GST
Loan Amounts	\$100,000 - \$1,500,000	\$200,000 - \$20,000,000
Term/Interest Rate	Construction Rate: From 8.69%	12-36 months / Rate from 9.50%
Establishment Fee	\$660 - \$990	From 1-3% + gst
Risk Fee	From 0.50% - 1.25%	Nil
Other Fees	Legals and valuation quoted on scenario	To be quoted on application
Early Repayment Fee	Nil	Nil – 3 months interest
Repayment Type	Construction Period IO Post Construction P&I or IO	I/O, Capitalised or Prepaid
Drawdown	Interest payable on draw downs only	TBC
Commission	From 0.50% Upfront	From 0.50% - 1% Upfront No Trail
Clawbacks	Nil	Nil
Documents Required	Accountants Letter and income declaration	Fixed price build contract/tender, feasibility report, council approved plans, DA/Permit approval, Builder and Developer CV, Rates Notice, Existing Loan Statement, Accountants Letter or Tax Returns.
Comments	<ul style="list-style-type: none"> - 6, 12 or 24 Month ABN - Defaults Considered - 100% of costs to complete the build held at all times - Can release up to 75% of the land value - No owner builder 	<ul style="list-style-type: none"> - 100% of costs to complete the build to be held at all times - Initial land release not to exceed 65% at settlement - Client contribution to be approx. 20% of TDC - Owner Builder/Developer Builder - NO PRESALES - Incomplete construction considered

LAND BANK/RESIDUAL STOCK

	Land Bank	Residual – 10 + dwellings
Security	Residential or Commercial - Securitised	Residential – Securitised
Loan Purpose	Non-Code	Non-Code
LVR	Residential – Up to 65% Commercial – Up to 60%	Up to 65% of individual values or up to 70% of the in one-line value
Loan Amounts	\$100,000 - \$15,000,000	Up to \$20,000,000
Term/Interest Rate	From 3 months – 3 years/rate from 9.00%	12-24 months / Rates from 9.50%
Establishment Fee	From 1% - 3% + gst	From 1-3% + gst
Risk Fee	Nil	Nil
Other Fees	Legals approx. \$1,000, Val from \$550	To be quoted on application
Early Repayment Fee	Nil – 3 months	Nil
Repayment Type	P&I, I/O, Capitalised or prepaid	I/O, Capitalised or prepaid
Upfront / Trail	From 0.50%-1.00% Upfront	From 0.50%-1.00% Upfront
Clawbacks	Nil	Nil
Documents Required	Accountants letter or Last 4 BAS or 12 months business bank statements or financials. *The more documentation that can be provided, the cheaper the rate. Income documents aren't necessarily for servicing.	Accountants letter, most recent lodged financials, A and L, Company Structure, Certificate of Occupancies, Sale's Plan and Exit Strategy.
Comments	<ul style="list-style-type: none"> - Can lend against DA Value - Prepay/capitalise interest (no monthly repayments) - Require clear exit strategy 	<ul style="list-style-type: none"> - Residual Stock – unsold stock which client is looking to sell down - Structure for no break cost as stock is individually sold down - Up to \$50 million - Capitalise/prepay interest - Any % of development considered

