

# BROKER UPDATE Bluestone.

Hi,

Welcome to your latest fortnightly update from Bluestone. Scroll down to find out about the exciting new changes!

## WHAT'S NEW

### **We're reducing our investment loan loading**

Effective immediately for all new applications, the investment loan loading is reducing to 0.25%. So, our lowest investment loan rate is now 2.84% (comparison rate of 2.86%)\*.

### **We're increasing the amount of rental income taken to servicing**

Effective today, the gross rental income taken to servicing is increasing to 70%.

### **We're increasing the maximum LVR and loan amount for many non-metro locations**

We have increased the max LVR to 85% and max loan amount to \$1m on hundreds of non-metro locations across NSW, VIC and QLD for Prime full doc loans. Please refer to our [ASL calculator](#) or speak to your BDM for more information.

### **We're extending our establishment fee waiver promotion**

We will continue to waive the \$590 establishment fee on all Prime full doc loans paying principal and interest.

For further information on these policy changes, please check our Online Credit Policy or speak to your BDM.

[Check our Online Credit Policy](#)



**YOU'RE INVITED!**



### **Finance and Coffee Webinar: Bluestone insights into the post COVID-19 lending environment**

Join us for this must-see webinar for any broker interested in a candid and transparent insight into the operations of a home loan lender and how they work with brokers in the current market. Dien will be joined by Bluestone's Chief Customer Officer, James Angus, to talk about FY20 results, the impact of COVID-19, and Bluestone's roadmap for the next 12 months and beyond.

Don't forget to add it to your calendar and click on the link below to join the webinar on the day. We hope to see you there!

**Wednesday 7 October - 1pm**

[Click here to join on the day!](#)



## TURNAROUND TIMES

As of 1/10/2020

**<1 day**

**Time to first touch**

a process to confirm that we have all the information we need to make a first time credit decision.

**<1 day**

**Time to credit decision (fully packaged)**

Turnaround times are based on uploading all supporting documents via AOL at the time of submission.



## HELPFUL HINTS

Things are still moving fast here at Bluestone, so here's another recap of key changes over the last few weeks:

### **JobKeeper**

We can accept income for both PAYG and self-employed where JobKeeper is evident, but we will remove any JobKeeper amount.

### **COVID-19 Hardship on loan statements**

We have resumed lending to both self-employed and PAYG borrowers working in the following industries - retail, tourism, entertainment and hospitality across all products.

### **Bonus income**

We will once again be accepting Bonus income when provided with 2 years' employer evidence. Bonus income is calculated using the lower of the two annual figures shaded at 80%.