

BROKER UPDATE Bluestone.

Hi,

Welcome to your latest fortnightly update. Hit the play button below to hear from James Angus, our CCO, about some of the exciting things happening here at Bluestone!



WHAT'S NEW

90% LVR is back

Effective from today, we're bringing back 90% LVR on our Prime full doc loan product in

Sydney and Melbourne metro with no risk fees and no LMI at 3.59% (3.60% comparison rate).

We've dropped our rates for existing Prime customers

Great news for existing Bluestone Prime customers! We have reduced our Prime variable home loan rates by as much as 0.25% p.a. for eligible customers. Customers who received the rate drop will get a letter from us in the coming days.

Thank you for taking our NPS survey

A big thank you to those who participated in our recent NPS survey. We value all feedback from our brokers, as it helps us to continuously improve. We look forward to sharing those learnings with you in the coming weeks.



TURNAROUND TIMES

As of 16/10/2020

<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.



DON'T FORGET

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

Investment loan loading

We have reduced the investment loan loading to 0.25%. So, our lowest investment loan rate is now 2.84% (comparison rate of 2.86%).

Max LVR and Loan amount for non-metro

We have increased the max LVR to 85% and max loan amount to \$1m on a number 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.

Establishment fee waiver promotion

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

[Check our Online Credit Policy](#)

YOUR BDM



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BDM VIC/TAS

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[Book a time](#)

Our BDMs are here to help. Simply select the relevant meeting type when booking a time.

Bluestone.

[Visit our website](#)

*Comparison rates is based on secured credit of \$150,000 and a term of 25 years. WARNING: This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate.

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