



## Broker Update



### We've thrown out the Welcome Mat to Investors

Auswide Bank has made a number of changes in our investment space, including an exciting BONUS interest rate discount offer for Investors.

#### Changes to our Loan to Valuation Ratios

**Maximum LVR increased to 90% (inclusive of LMI)** on all of our investment lending from Wednesday 10th February 2021. This will be available for new applications received from this date.

**A new LVR tier has also been introduced** for all of our investment term loans, which will now align to our Owner Occupied lending tiers. This new tier will provide a new LVR band covering lending up to and inclusive of 75% LVR, which will offer competitive variable and fixed rates to eligible customers.

#### Bonus Investment Rate Discount - Get a further 0.20%p.a. off

In addition to the current Special Offers on our investment rate lending, we are unlocking the door and offering customers the opportunity to further reduce their interest rate on their investment lending.

**When a new-to-bank customer lodges an Investment Loan application and also brings their Owner Occupied Loan to Auswide Bank, we will apply an additional 0.20%p.a. Bonus discount off their Fixed or Variable rate Investment Loan\*.**

This is a unique offer and customers will receive some of the lowest rates available for their investment lending **and** be able to take advantage of our very competitive owner occupied rates.

With our home loan and investment loan products offering some of the most flexible features and benefits [talk to your Broker Relationship Manager today](#) Find out how to open the door on some great savings for your clients.

## Current Investment Loan Special Offer Interest Rates

Commencing 10th February we have released a new Special Offer for our investment lending.

### INVESTMENT HOME LOAN RATES - NEW LOANS

Interest Rates applicable to new loans approved from 10th February 2021		Interest Rate p.a.	Comparison Rate p.a.~	Interest Rate p.a.	Comparison Rate p.a.~
<b>Principal &amp; Interest (P&amp;I)</b>		<=75%		>75% <=90%	
<b>BASIC HOME LOAN</b>					
Basic Variable	\$100,000	2.59%	2.61%	2.94%	2.96%
<b>HOME LOAN PLUS with FREEDOM PACKAGE - SPECIAL OFFERS</b>					
Package Discount Variable	\$100,000	2.89%	3.30%	3.19%	3.60%
1 year Fixed		2.29%	4.41%	2.69%	4.45%
2 year Fixed		2.29%	4.25%	2.69%	4.32%
3 year Fixed		2.29%	4.10%	2.69%	4.20%
<b>Interest Only (I/O)</b>		<=75%		>75% <=90%	
<b>BASIC HOME LOAN</b>					
Basic Variable	\$100,000	2.79%	2.81%	3.14%	3.16%
<b>HOME LOAN PLUS with FREEDOM PACKAGE - SPECIAL OFFERS</b>					
<b>Package Special Offers</b>					
Package Discount Variable	\$100,000	2.99%	3.40%	3.29%	3.69%
1 year Fixed		2.49%	4.43%	2.89%	4.47%
2 year Fixed		2.49%	4.28%	2.89%	4.36%
3 year Fixed		2.49%	4.15%	2.89%	4.25%

### Exclusions:

The Investment Home Loan 'Special Offers' listed above are not available on the following:

- Existing customer's loans
- Loans for Owner Occupied purposes
  - Loans with an LVR over 90%
    - Non-resident loans
- Pre-approval Loan Applications

Please refer to our standard pricing available on our Home Loan Interest Rate Schedules for any new loans with the above purposes. Full details of all of our current interest rates for Owner Occupied and Investment Home loans are available [here](#).

### Things You Need to Know

Impact to existing home loan applications in pipeline:

1. **Loans that have been approved, documented but not settled prior to Wednesday 10th February 2021:**
  - a. Where new fixed interest rate is increasing due to change in LVR bands - The interest rate that the loan was approved and documented at will not change – the lesser rate will be honored.
  - b. Fixed Interest Rates Decreasing (Investment Home Loans Plus Fixed Rates) – The interest rate will be the fixed rate available on the day of settlement. The standard fixed rate process applies.
  
2. **Loans that have been approved but not documented prior to Wednesday 10th February 2021.** The new rates will be applied from Wednesday, 10<sup>th</sup> February 2021.
  
3. **Loans quoted but not submitted to Auswide Bank.** The rate quoted to the customer may no longer exist. Brokers should discuss any rate change with the borrower and confirm they wish to proceed with the application as the new interest rates, which became effective Wednesday 10th February 2021 will be applied.
  
4. **Loans applications submitted to Auswide Bank but not yet approved:** The rate quoted to the customer may no longer exist. Brokers should discuss any rate change with the borrower and confirm they wish to proceed with the application as the new interest rates will be applied from Wednesday 10th February 2021 will be applied.

**For more information on our fixed rate process,** refer to our Fixed Rate and Rate Lock Information Sheet which can be found [here](#).

## Tracy Field

Head of 3<sup>rd</sup> Party

T (07) 3828 7713

M 0438 466 950

Level 11, 324 Queen St

Brisbane QLD 4000

E [tfield@auswidebank.com.au](mailto:tfield@auswidebank.com.au)



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