



## Changes to our Owner Occupied Home Loan Rates for Lending Over 75%

With the recent changes in interest rates taking place in the market, Auswide Bank has also reviewed its position. The following minor increase in rates are being applied to both fixed and variable lending for new owner occupied lending where the LVR is over 75%.

### What is Changing?

Effective Wednesday, 7th July 2021 we are increasing:

**Variable interest rates** on the following home loan products by 0.1%:

- Owner Occupied Basic Home Loan Variable >75% <=90% LVR
- Owner Occupied Freedom Package Special Variable Rates >75% <=90% LVR
- Owner Occupied Freedom Package Variable Rates >90% <=95% LVR

**Fixed interest rates** on the following home loan products by 0.1%:

- Owner Occupied Freedom Package Special 1,2,3 Year Fixed Rates >75% <=90% LVR
- Owner Occupied Freedom Package 1,2,3 Year Fixed Rates >90% <=95% LVR

Owner Occupied P&I	Interest Rate p.a.	Comparison Rate p.a.	Interest Rate p.a.	Comparison Rate p.a.
Loan to Value Ratio (LVR)	>75% <=90% (Includes FHLDS)		>90% <=95%	
Basic Variable Home Loan	2.59%	2.61%	N/A	
Home Loan Plus Package Discount Variable *Special Offer*	2.89%	3.30%		
Home Loan Plus Package Discount Fixed 1 Year *Special Offer*	2.59%	3.87%		
Home Loan Plus Package Discount Fixed 2 Year *Special Offer*	2.59%	3.79%		
Home Loan Plus Package Discount Fixed 3 Year *Special Offer*	2.59%	3.71%		
Home Loan Plus Package Discount Variable	N/A		3.81%	4.20%
Home Loan Plus Package Fixed 1 Year			3.39%	4.16%
Home Loan Plus Package Fixed 2 Year			3.39%	4.13%
Home Loan Plus Package Fixed 3 Year			3.39%	4.09%

## Exclusions:

The new interest rate 'Special Offers' listed above are not available on the following:

- Existing customer's loans
- Loans with an LVR over 90% (with FHLDS exception)
- 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.

You can find full details for all of our current interest rates for Owner Occupied and Investment Home loans and our downloadable Rate Information Guides [here](#).

## Things You Need to Know

Impact on existing home loan applications in our pipeline:

1. **Approved Loans** (includes: approved but not yet documented, approved and documented as at midnight 6<sup>th</sup> July 2021):
  - a. **VARIABLE** - Rate will not change, interest rate will be the applicable variable interest rate with applicable margins prior to the 7<sup>th</sup> July 2021.
  - b. **FIXED** (Package Special Discount & Package Standard – Rate Increasing) – Unless the customer has chosen to “Rate Lock”, the interest rate will be the fixed rate available on the day of settlement. The standard fixed rate process applies - refer to the [Fixed Rate and Rate Lock Information](#) for guidance.
2. **Loans lodged but not yet approved** (includes: loans not yet lodged or lodged but not yet approved as at midnight 6<sup>th</sup> July 2021)
  - a. **VARIABLE** - The rate quoted to the customer may no longer exist. Brokers will need to position the rate change with the borrower before proceeding with the application. If required please discuss any pricing requirements with your Broker Relationship Manager. These will be considered on a case-by-case basis.
  - b. **FIXED** - For fixed rate loans, the standard fixed rate process applies - refer to the [Fixed Rate and Rate Lock Information](#) on our website for guidance.
3. **Loans that have been settled:** There is no impact on loans that have settled.

## Low Investment Rates and a Bonus Rate Discount - Get a further 0.20%p.a. off \*

With investors now making a solid return to the market don't forget our investment lending BONUS rate discount campaign is still available. We are continuing to offer customers the opportunity to further reduce the interest rate on their investment lending. Don't forget about this market-leading offer:

**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 for purchases and refinancing.

With our home loan and investment loan products offering some of the most flexible features and benefits in the market, [talk to your Broker Relationship Manager today](#) Find out how to cut through all the noise and be able to offer some simple, ongoing great interest savings for your clients.

Attached is a copy of our latest interest rate schedules.  
Please update your aggregator platforms based on the changes above.

Please don't hesitate to contact us should you have any questions.

Cheers,  
Trace

**Tracy Field**

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



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The banner is split into two sections. The left section has a purple background with a white downward arrow containing a percentage sign. Text reads: 'OWNER OCCUPIED HOME LOANS FROM 2.09% p.a. variable rate\* 2.11% p.a. comparison rate\*'. The right section has a white background with the text 'With rates dropped It's game on!' in a mix of purple and black fonts. Below this is the Auswide Bank logo, the slogan 'We're on your team!', and the text 'MAJOR SPONSOR OF THE QLD MAROONS' with the website 'auswidebrokers.com.au/gameon'.

Auswide Bank Ltd Australian Credit Licence 239686. T&Cs apply. \*Comparison Rate warning. For more information, visit [auswidebrokers.com.au/gameon](http://auswidebrokers.com.au/gameon).