

BROKER UPDATE



Hi,

Welcome to your latest fortnightly update. Find out below about all the exciting things happening now at Bluestone!

WHAT'S NEW

Lower Prime rate for 90% LVR interest rate

We have reduced our Prime 90% LVR interest rate to **3.29%** (*3.34% comparison rate)

For a full list of our rates, check out the Product Matrix below.

[Download Product Matrix](#)

Lower risk fee on our Specialist+ product

Do you have customers with a less than perfect credit history? Now's your chance to get them a great deal! We've reduced our risk fees across our Specialist+ products for both Full Doc and Alt Doc.

Check out the table below for the new changes.

PRODUCT	LVR	PREVIOUS RISK FEE	NEW RISK FEE	CHANGE
SPECIALIST+ FULL DOC	≤60%	1.00%	0.65%	- 0.35%
SPECIALIST+ FULL DOC	≤65%	1.25%	0.65%	- 0.60%
SPECIALIST+ FULL DOC	≤70%	1.50%	1.00%	- 0.50%
SPECIALIST+ FULL DOC	≤75%	1.75%	1.25%	- 0.50%
SPECIALIST+ ALT DOC	≤60%	1.00%	0.65%	- 0.35%
SPECIALIST+ ALT DOC	≤65%	1.25%	0.65%	- 0.60%
SPECIALIST+ ALT DOC	≤70%	1.50%	1.00%	- 0.50%
SPECIALIST+ ALT DOC	≤75%	1.75%	1.25%	- 0.50%

*Valid for applications lodged from 13 July 2021.



Aaron Sainsbury
BDM NSW

M: [0428 429 936](tel:0428429936)

E: aaron.sainsbury@bluestone.com.au

[Book a time](#)

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



[Visit our website](#)

*The comparison rate 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.

This publication is intended for Connective and Bluestone accredited introducers and referrers only and is not to be distributed to anyone else, including consumers, under any circumstance. The information in this email is given in good faith, believed to be accurate at the time of posting and is subject to change at any time. Information accurate as at 13 July 2021.

Bluestone Servicing Pty Ltd ACN 122 698 328 Australian Credit Licence 390 183 on behalf of the Credit Provider, Permanent Custodians Limited ACN 001 426 384. Lending criteria, terms and conditions, fees and charges apply.

If you do not wish to receive any further information by email of products and services from us please [Unsubscribe](#).

[View in browser](#)



© Connective Elevate 2021.
All rights reserved

