

Private Lending

Commercial and Residential



Purpose	Residential or commercial property secured lending for various purposes including, commercial or residential property acquisition, refinance or equity release for non-personal use, working capital or business expansion.
Loan Size	Up to \$7M based on location and LVR.
Establishment Fee*^	Establishment Fee: 1.10% plus GST
Broker Commission	Upfront : 0.60% plus GST with flexibility up to 2.0% (eg Lender Estab Fee 0.50% + broker up front 2.0% = 2.50%). Trail: 0.25% plus GST
Additional Fees*^	Settlement Fee: \$450 on all loans no GST. Increases and Advance Fee: 0.50% on all Discharge Fee: \$1,000 GST free. Early Repayment Fee: n/a Valuation Fee Commercial Securities: payable upon invoice Valuation Fee Residential Securities: \$700 (inc GST) Ongoing Fees: nil
Interest	Calculated daily, charged monthly by direct debit.
Term	Up to 3 years interest only with principal paid at maturity
Borrower Types	Individuals, company, partnerships or trusts. Note: NCCP scenarios cannot be considered.

Mid Doc

Maximum LVR	75% LVR
Serviceability	1.25:1 Interest Cover Ratio (ICR) at actual rate.
Income Verification	Statement of self-certified income supported by one of the following five options: (1) accountant's letter (2) last 2 x BAS statements (3) last 6 months trading bank account statements (4) 1 year tax return & NOA (5) 1 year financial statement.

Quick Doc

Maximum LVR	65% LVR
Serviceability	No minimum ICR if LVR ≤50%, otherwise 1.25:1 Interest Cover Ratio (ICR) at actual rate.
Income Verification	Self certified income and exit strategy.

* GST to be added to all fees and commission amounts except where otherwise stated.

^ The establishment fee and all borrowing costs including but not limited to the lender's settlement fee, valuation, professional legal fees, title insurance fee and disbursements are to be met by the borrower.

Business Loan Reference Rate 6.99%

Private Lending Residential Securities

Mid Doc		LVR and rates for residential securities					
Owner Occupied / Investment		50%	55%	60%	65%*	70%**	75%***
\$100K - ≤ \$2.5M		9.19%	9.19%	9.44%	9.44%	9.99%	10.39%
\$2.5M - ≤ \$7.0M		9.19%	9.19%	9.44%	9.44%	9.99%	
securities in populated areas > 10,000							
\$100K - ≤ \$2M		9.69%	9.69%	9.94%			

Quick Doc		LVR and rates for residential securities in metro areas					
Owner Occupied / Investment		50%	55%	60%	65%	70%	75%
\$100K - ≤ \$7.0M		9.69%	9.69%	9.94%	9.94%		
securities in populated areas > 50,000 outside Metro areas							
\$100K - ≤ \$7.0M		9.69%	9.69%	9.94%			

Private Lending Commercial Securities

Mid Doc		LVR and rates for commercial securities					
Owner Occupied / Investment		50%	55%	60%	65%*	70%**	75%***
\$100K - ≤ \$2.5M		9.94%	9.94%	10.19%	10.19%	10.74%	11.14%
\$2.5M - ≤ \$7.0M		9.94%	9.94%	10.19%	10.19%	10.74%	
securities in populated areas > 10,000							
\$100K - ≤ \$2M		10.44%	10.44%	10.69%			

Quick Doc		LVR and rates for commercial securities in metro areas					
Owner occupied / Investment		50%	55%	60%	65%	70%	75%
\$100K - ≤ \$7.0M		10.44%	10.44%	10.69%	10.69%		
securities in populated areas > 50,000 outside Metro areas							
\$100K - ≤ \$7.0M		10.44%	10.44%	10.69%			

*max LVR for securities located in populated areas >50,000 outside Metro or Syd/Melb/Bris

** max LVR for securities located in Metro areas outside of Syd/Melb/Bris

*** for securities located in Syd/Melb/Bris only

Things you should know: the above interest rates are indicative and subject to change without notice. Please refer to our website for the most up to date rate and product information.

Purpose	Residential or commercial property secured lending for residual stock financing for property developers.
Loan Size	Up to \$7M
Security Requirements	<ul style="list-style-type: none"> • For developments over 5 units, no more than 50% retained • No more than 10 units owned by borrower or related parties in the one complex • Total complex size less than 50 units • In one line valuation.
Establishment Fee*^	Establishment Fee: 1.10% plus GST
Broker Commission	Upfront : 0.60% plus GST with flexibility up to 2.0% (eg lender Estab Fee 0.50% + broker up front 2.0% = 2.50%). Trail: 0.25% plus GST
Additional Fees*^	Settlement Fee: \$450 on all loans no GST. Increases and Advance Fee: 0.50% on all Discharge Fee: \$1,000 GST free. Early Repayment Fee: n/a Valuation Fee: Payable upon invoice. Ongoing Fees: nil
Interest	Calculated daily, charged monthly by direct debit.
Term	Up to 3 years interest only with principal paid at maturity
Things to know	Individuals, company, partnerships or trusts. Note: NCCP scenarios cannot be considered.

Mid Doc

Maximum LVR	75% (\$2.5M)
Serviceability	1.25:1 Interest Cover Ratio (ICR) at actual rate.
Income Verification	Statement of self-certified income supported by one of the following five options: (1) accountant's letter (2) last 2 x BAS statements (3) last 6 months trading bank account statements (4) 1 year tax return & NOA (5) 1 year financial statement.

Quick Doc

Maximum LVR	65%
Serviceability	No minimum ICR if LVR ≤50%, otherwise 1.25:1 Interest Cover Ratio (ICR) at actual rate.
Income Verification	Self certified income and exit strategy.

* GST to be added to all fees and commission amounts except where otherwise stated.

^ The establishment fee and all borrowing costs including but not limited to the lender's settlement fee, valuation, professional legal fees, title insurance fee and disbursements are to be met by the borrower.

Residual Stock Interest Rates



Business Loan Reference Rate 6.99%

Residual Stock Residential Securities

Mid Doc	LVR and rates for residential securities [^]					
	50%	55%	60%	65%*	70%**	75%***
\$100K - ≤ \$2.5M	8.59%	8.59%	8.59%	8.59%	8.79%	8.89%
\$2.5M - ≤ \$7.0M	8.59%	8.59%	8.59%	8.59%	8.79%	
securities in populated areas > 10,000						
\$100K - ≤ \$2M	8.84%	8.84%	8.84%			

Quick Doc	LVR and rates for residential securities in metro areas [^]					
	50%	55%	60%	65%	70%	75%
\$100K - ≤ \$7.0M	9.09%	9.09%	9.09%	9.09%		
securities in populated areas > 50,000 outside Metro areas						
\$100K - ≤ \$7.0M	9.09%	9.09%	9.09%			

[^]+0.40% for >3 properties retained as security under Mid Doc and Quick Doc

Residual Stock Commercial Securities

Mid Doc	LVR and rates for commercial securities [^]					
	50%	55%	60%	65%*	70%**	75%***
\$100K - ≤ \$2.5M	8.69%	8.69%	8.69%	8.84%	9.09%	9.44%
\$2.5M - ≤ \$7.0M	8.69%	8.69%	8.69%	8.84%	9.09%	
securities in populated areas > 10,000						
\$100K - ≤ \$2M	8.89%	8.89%	8.89%			

Quick Doc	LVR and rates for commercial securities in metro areas [^]					
	50%	55%	60%	65%	70%	75%
\$100K - ≤ \$7.0M	9.14%	9.24%	9.24%	9.64%		
securities in populated areas > 50,000 outside Metro areas						
\$100K - ≤ \$7.0M	9.14%	9.24%	9.24%			

[^]+0.40% for >3 properties retained as security under Mid Doc and Quick Doc

*max LVR for securities located in populated areas >50,000 outside Metro or Syd/Melb/Bris

** max LVR for securities located in Metro areas outside of Syd/Melb/Bris

*** for securities located in Syd/Melb/Bris only

Things you should know: the above interest rates are indicative and subject to change without notice. Please refer to our website for the most up to date rate and product information.