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| **Effective Date** | **Lender** | **Summary** |
| 19 – Mar | ANZ | * **Simpler Home Loans for our Customers**   + From Saturday 19 March 2022, we will be removing the ANZ Breakfree Package from sale and simplifying our existing three home loan offerings – ANZ Standard Variable Rate, ANZ Fixed Rate and ANZ Simplicity PLUS.   + Customers no longer need to take out a home loan package and pay an annual package fee to access to some of the better interest rate discounts.   + No ANZ setup and ongoing home loan fees\*   + Optional offset account for $10 per month (eligibility criteria still applies).   + The Breakfree Package will be discontinued on or about Saturday 10 September 2022, which is when existing ANZ Breakfree Package customers will be converted to our new Simpler Home Loan proposition.   + Other home loan fees including Late Payment Fee, Lock Rate Fee, Early Repayment Cost (Fixed Rate Loans) and ANZ Equity Manager Accounts facility fee still apply. Loan security fees including Lodgement Fee, Production Fee, Settlement Fee and Search Fee still apply however will not be charged on establishment of a loan. Government fees and charges may still apply.   + All existing ANZ Breakfree Package customers will be notified of the upcoming changes via email and direct mail over a three-week period commencing on Monday 14 February 2022.   Click [here](http://links.ecomm.anz.com/servlet/MailView?ms=NDYzOTE2NzYS1&r=MTM3MTM1Mzk0MzgzOAS2&j=MjE4MTUxNDQ1NgS2&mt=1&rt=0) to find out more about ANZ updates |
| 19 – Mar | * **ANZ Rate Changes**   + **Changes to ANZ Fixed Rate Loans**     - Changes to Variable Interest Rates for home loans with an LVR of up to and including 80.00%     - Changes to Variable Interest Rates for home loans with an LVR of over 80.00% * **Changes to ANZ Standard Variable Rate Loans**   + - Changes to Variable Interest Rates for home loans with an LVR of up to and including 80.00%     - Changes to Variable Interest Rates for home loans with an LVR of over 80.00% |
| 21 – Mar | * **Simpler Home Loans are here**   + Our home loans now have a simpler fee structure that’s easy to understand and compare. Customers will only pay for the features and extras they value and choose to use.     - ANZ Standard Variable a variable rate home loan with discounted interest rates depending on LVR (discretionary discounting available), the ability to link an optional offset account for $10 per month, redraw facility and interest only repayments available.     - ANZ Fixed loan offers customers rate and repayment certainty during their fixed rate period, an optional offset account for $10 per month (available on 1-year fixed loans only), and interest only repayments.     - ANZ Simplicity PLUS offers customers a no-frills variable rate home loan with a clear advertised interest rate discount and redraw facility. Interest only repayments not available on owner occupied home loans.     - Other home loan fees including Late Payment Fee, Lock Rate Fee, Early Repayment Cost (Fixed Rate Loans) and Credit Facility Fee (Equity Manager Accounts only) still apply.     - Loan security fees including Lodgement Fee, Production Fee, Settlement Fee, and Search Fee still apply however will not be charged on establishment of a loan. Government fees and charges (including government search fees and stamp duty) may still apply.   Click [here](http://links.ecomm.anz.com/servlet/MailView?ms=NDY1NzExNjgS1&r=MTM4Mjc2OTQzMDY2NAS2&j=MjIwMjI1MzU2NAS2&mt=1&rt=0) to find out more about ANZ updates |
| 22 – Mar | Bankwest | * **Less BS (Bank Stuff) for Self-Employed Customers**   + We’re delighted to share our new proposition for self-employed customers. We’ve listened to your feedback and, following recent improvements, we’re now making it even easier for customers applying for low loan to value ratio (LVR) and Debt to Income (DTI). This means a faster processing time and less BS for you and your customers. * **$2,000 cashback on new refinances**   + Eligible owner occupier and investor home loan customers refinancing to Bankwest could enjoy $2,000 cashback\* if their application is received by Thursday 30 June 2022 and their loan is disbursed by Wednesday 31 August 2022.   + Minimum refinance amount $250k (excluding any debt consolidation or cash out).   Click [here](https://view.edm.bankwest.com.au/?qs=1680e6077a7858c19a39cf4eaec1484471172fa6a4729080aca3c25ba48d94b2dd706dfb562de0066b55dd2b30abfd1c4b1b77af17e3fc9a291d4e42abc1963644fbd9df7301ea5dc5735f7d57e44deb) to find out more about Bankwest updates |
| 23 – Mar | BOQ | * **BOQ - Flood-affected postcodes**   + As a result of the recent flooding events in Queensland and New South Wales, BOQ Broker have updated the classification of 46 postcodes in flood-affected areas and introduced a change in process for applications with security located in these postcodes.   + **Effective immediately, we have implemented a change in process for home loan applications with a security property located in any of the above postcodes:**     - New applications, any new home lending applications where the security property is in one of these flood-affected postcodes a full valuation is now required in all instances. Desktop, COS, or AVM are not acceptable.     - **In -flight applications that are not unconditional, will require the following before the application can be approved:**       * A letter signed by all applicants must be provided to the bank declaring that there has been no loss or damage to the property caused by the impact of flooding; or       * If an applicant is unable or unwilling to provide a signed letter, a new full valuation must be obtained. This applies even if a full valuation was previously ordered as part of the application. |
| 25 – Mar | Commonwealth Bank | * **Rate Change Update**   + **Fixed Rate Changes**     - The rate changes are effective for new customers and existing customers applying for or switching to a Fixed Rate home loan, both with and without Mortgage Advantage (MAV) package rates   + **New Applications**     - We will automatically process new applications submitted on and from today, Friday 25 March, at the new interest rates.     - Loans that fund on and from today, Friday 25 March, will automatically receive the new rates and any approved discounts if the customer did not choose to Rate Lock their loan. * **Extra Owner-Occupied Home Loan – Life of Loan changes**   + Updated the discounts to our Extra Owner-Occupied Home Loan – Life of Loan product for new borrowings. The discounted rates vary based on the customer’s Loan to Valuation Ratio (LVR)   Click [here](https://ecomms.cba.com.au/rv/ff008d928fb39b3cb8fdaf280b4ab63f23e024e0) to find out more about Commonwealth Bank updates |
|  | * **Flood support for brokers**   + A reminder that if you have been significantly impacted by the recent flooding in Queensland or New South Wales, our Broker Emergency Assistance Package is available to help you.   + The Broker Emergency Assistance Package offers an advanced pre-payment of 80% of your next four months' CommBank trail upfront for eligible loans, determined by your actual February commission payment and capped at $5,000. (You can read the full Package details here).   + Please note: You may submit a request for the Package up until close of business next Thursday, 31 March, after which any additional requests may be closed to new applicants. * **Government Guarantees: Home Buyer Declaration**   + To streamline the First Home Loan Deposit Scheme (FHLDS) process we have added the Home Buyer Declaration to the documents required upfront before a FHLDS place can be issued.   Click [here](https://ecomms.cba.com.au/rv/ff008d92181cb87edbf8a263cd4d876e7b8432bc) to find out more about Commonwealth Bank updates |
| 21 – Mar | HSBC | * **HSBC Changes Fixed Rates**   + HSBC has increased all fixed rate loans by 70 basis points. The new rates will apply to all fixed rate home loan settlements and variations from the effective date that weren’t already submitted by 11:59 pm on 20 March 2022.   + **Fixed Rate Pipeline Applications**     - For fixed rate applications that settle prior to 28 May and were submitted before 21 March, HSBC will apply the fixed rates effective from 21 February – 20 March at the time of settlement. This represents an extremely favourable outcome for customers as we look to give them settlement certainty for almost 10 weeks, without a rate lock fee.     - For these eligible customers, a Special Condition (refer below) will be included in the Letter of Offer, and approval letters from the effective date, as these will continue to document with the current rates at time of issue.   + **Special Condition**     - For any fixed rate home loan applications submitted on or before Sunday 20 March 2022 and where the financing arrangement for a property settlement or refinancing of an existing mortgage over a property (“Settlement”) is entered into before 28 May 2022, HSBC will apply the fixed interest rate(s) effective as of 21 February 2022, not at the time of Settlement   + **Historic Fixed Home Loan Pipeline – submitted on or before 20 February**     - For applications submitted on or before 20 February, the 30 April settlement window still applies. * **HSBC $3,288 Cashback Refinance Offer – Extended**   + **HSBC Cashback Campaign Dates**     - New home loan applications submitted by 31 May 2022     - Applications must settle by 31 July 2022 |
| 21 – Mar | * **AOL March Release Update**    + **Postcode Reclassification**     - HSBC has completed a postcode geo-classification review and postcodes with a new classification will be effective from 22 March 2022.     - Note: The existing policy and process will remain in place for these postcodes until the effective date.   + **Building Insurance and Discharge Authority**     - HSBC has reduced upfront documentation for home loan approvals. Brokers are no longer required to upload the Building insurance and Discharge authority documents into ApplyOnline at application submission. Our panel solicitors, FMS will request these documents as per scenario at Loan documentation. No further action is required if you have already submitted them on ApplyOnline. |
| 25 – Mar | ING | * **Variable Rate Changes**   + We’ll be changing interest rates on some of our variable rate loans, effective 25 March 2022. The variable rates for some loans will be increasing, and others will be decreasing.   + **For variable rate loans where the rates are increasing:**     - Applications received from Friday 25 March 2022 will be subject to the new interest rates.   + **For variable rate loans where the rates are decreasing:**     - Loans that are formally approved from Friday 25 March 2022 will be subject to the new interest rates. * **Fixed Interest Rate Changes**   + From 25 March 2022, we'll be increasing our fixed interest rates for Owner Occupier and Investment Principal & Interest loans by 0.25% p.a. for new home loan applications. The new interest rates will apply to loans that settle on or after Friday 25 March 2022. * ING Updated Serviceability Calculator   Click [here](https://view.eccoms.ing.com.au/?qs=b6db0ea0b2445f3c6c69d951e19637157038d8ea3662447f045f5731488faa23b104f3ec4595f55e1b9ba7b0c557b6f65f9f8f0e30ee8ebdbc6db379dc140a203d239c54d49bad451712f6643e16fec1) to find out more about ING updates |
| 25 – Mar | Macquarie | * **Changes to home loan fixed rates**   + **The changes include new fixed rates of:**     - 2.99% p.a. for owner occupier P&I 1-year loan term at ≤70% LVR     - 3.19% p.a. for investment P&I 1-year loan term at ≤70% LVR.   Click [here](https://view.communications.macquarie.com/?qs=6107be6afb37d4f5075aca414c87a3df351d321e1fd6a65e306bde2d26706a6573703dc487a8baa49550542efcd22ff865c1d1c89402b21f1d16bb9697f7101656827d779d011d3277b5e4328ae2fb4409fbb859b7c364fc) to find out more about Macquarie updates |
| 23 – Mar | ME Bank | * **Support for your customers impacted by NSW and QLD Floods**   + ME is offering a range of hardship support options for any of your customers impacted by the recent floods in NSW and QLD.   + Potential Hardship assistance available.   + **There is a media release on our website to let customers know about the support options available, below are types of potential Hardship assistance available:**     - 90-day deferral of loan repayments which may be capitalised to the loan over the remaining term     - Waiver of fees associated with transactions relating to the financial difficulty assistance     - Early release of funds held in customer Term Deposits (including waiver of fee) * **HEM update**   + Effective Wednesday 23 March 2022, as per our regulatory obligations ME are updating our HEM values for the quarter. These updates will be reflected in our servicing calculations from 23 March 2022.   + As part of our responsible lending requirements ME will continue to use the higher of HEM values or the customers stated living expenses.   + **How this impacts in-flight AIPs?**      - **For AIPs issued prior to 24 March 2022, where the following conditions are met and re-verified (where applicable), formal approval can be granted if:**       * loan amount has not increased       * no increase in LVR       * customer’s financial position and employment details remain the same       * standard AIP criteria apply (e.g. acceptability of security) |
| 25 – Mar | * Updated Serviceability Calculator |
| 22 – Mar | MyState Bank | * **Investment Variable Rates Reduced**   + **MyState Bank is reducing some its investment home loan variable rates effective Tuesday 22 March 2022, for the following loan types:**     - Investment Basic (Principal & Interest, and Interest Only) variable rate loans for new customers     - Investment Special Residential (Principal & Interest, and Interest Only) variable rate loans for new customers. |
| 24 – Mar | St. George, Bank of Melbourne, BankSA | * **Rate Alert**   + A decrease to our Basic Home Loan interest rate by increasing the promotional discount.   + An increase to our fixed rates for Owner Occupier and Residential Investment Home Loans. * **A Rate Lock reminder and simple guide.**   + Rate Lock will hold the current fixed rate for up to 90 days from loan submission. The Rate Lock fee is 0.15% of the loan amount or $500, whichever is higher, capped at $1,000 for loans up to $2mil. For loans above $2mil, the Rate Lock fee is 0.15% of the loan amount.   Click [here](https://view.mc.bankofmelbourne.com.au/?qs=0b717d0ffefcd11b14d475148f363341831c2def30bee9e3d0639fb487fea8cd6b5af12c709c6e343400ce74083182df03f782e1055e1cbbdcf0b38e613e7fedc45c1874e7744553e6e44c252face194) to find out more about Bank of Melbourne updates  Click [here](https://view.mc.banksa.com.au/?qs=7cde15dfac4dce93c81c2fa3775d3482d29f23a49e1eb42f09895b76be7d03830177d3aa9bad51c3b33eb2b4722de76b1faa538d4ffd304c02e9ebd661e650763ee03b6b9bdc8a4020b70d46afe82378) to find out more about BankSA updates  Click [here](https://view.mc.stgeorge.com.au/?qs=0b717d0ffefcd11b762ec1c81ddf5074b0f2a3204f0dbcd7cbe3f0c41b00698d7ff88134816368cfdb88f294a45ecdeef86d43555e42ed46f29665509279868effc186559578a0d76b007b865dcdcb20e4509e3528b176af) to find out more about St. George updates |
| 24 – Mar | Suncorp | * **Convert pre-approval to full application in ApplyOnline**   + From Monday 28 March 2022, brokers will start to see an 'edit to resubmit' tab in ApplyOnline. Brokers will be able to update the loan type, security, financial position, and compliance fields, as well as upload the conversion documents without the need to update notes. * **Change to home loan criteria**   + Interest only home loan applications with a Debt To Income ratio (DTI) of >6 will no longer be accepted.   + ApplyOnline will display an error message if the loan submission includes these criteria.   Click [here](http://go.pardot.com/webmail/151401/435310625/2683b6c1b3fcb3d32c62e8e82c3e92be2419fa5b0b6171d66c48fa2b81618eb5) to find out more about Suncorp updates |
| 24 – Mar | Westpac | * **Rate Alert**   + A decrease to our Basic Home Loan interest rate by increasing the promotional discount.   + An increase to our fixed rates for Owner Occupier and Residential Investment Home Loans. * **A Rate Lock reminder and simple guide.**   + Rate Lock will hold the current fixed rate for up to 90 days from loan submission. The Rate Lock fee is 0.15% of the loan amount or $500, whichever is higher, capped at $1,000 for loans up to $2mil. For loans above $2mil, the Rate Lock fee is 0.15% of the loan amount.   Click [here](https://view.mc.westpac.com.au/?qs=545e89ac75dcd60806c4aaa8e814c78da825da36b411dbc90d54b3e40dc10654622e88cc005a6270ffbdcc15d1af1c92fcda6122e43718af180d175b9cedd1ccf68d64d0388d528af2ded960335ae52a) to find out more about Westpac updates |