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| **Effective Date** | **Lender** | **Summary** |
| 29 – Jul | AMP | * **Cashback offer**   + **Professional Package Home Loan**     - Apply by 31 August and settle by 30 November 2022 to be eligible for our limited time cashback offer of up to $5,000.   + **New lower variable rate pricing for $1m+ loans**     - We're introducing new lower variable rates for all Professional Package loans of $1m or more! New pricing is applicable to all Professional Package loan applications submitted from Friday 29 July 2022.   + Term deposit rate changes   + **Money Manager is closing**     - We’re writing to customers with an update about the Money Manager budgeting tool they’ve been using in the My AMP app or website.     - In December 2021 we announced Westpac Group had acquired the MoneyBrilliant technology which drives Money Manager and as a result it will be removed from My AMP on 26 August 2022.   Click [here](https://vision6.ampbanking.com.au/v/7253/1780045213/email.html?k=Yjkfbf6rnQ5NMRww7YSHK7tVa4KhEv0YISCUUQtLhN4) to learn more about AMP updates |
| 29 – Jul | ANZ | * **ANZ Simplicity PLUS Special Offers - Interest Rate Discount Changes**   + Effective 29 July 2022, ANZ will change the Special Offer Discount available on select ANZ Simplicity PLUS Home Loans and ANZ Simplicity PLUS Residential Investment loans.   + The new Special Offer Discounts are only available to eligible customers who apply for new or additional ANZ lending of at least $50,000 on or after 29 July 2022. * **ELIGIBILITY CRITERIA**   + Customers must apply for an eligible ANZ Simplicity PLUS loan on or after 29 July 2022.   + The Special Offer Discount is available on eligible ANZ Simplicity PLUS loans with new or additional lending of $50,000 or more.   Click [here](http://links.ecomm.anz.com/servlet/MailView?ms=NDcxNjY3MTUS1&r=MTQzNjIyMzAwODEzOQS2&j=MjI4MzAyOTU4MgS2&mt=1&rt=0) to learn more about ANZ updates |
| 26 – Jul | Commonwealth Bank | * **Pricing Update**   + Following last week's Pricing Update email, we want to clarify these latest discounts are for Investment Home Loans only. This is still for values of $100K+ with an LVR of ≤80.99%.   + **These Pricing Tool updates are:**      - An additional discount of 10 bps off standard pricing for total bank lending <$500K     - An additional discount of 5 bps off standard pricing for total bank lending ≥$500K * Removal of Experience Requirement for Broker Accreditation * **CommBank’s New Approach for Customers Considering Refinances**   + From today, Tuesday 26 July, we are enhancing our Home Loan Pricing Tool and also introducing the ability for you or your customer to contact us directly by phone. This will enable you and your customers to make an informed decision about whether they choose to stay with CommBank or continue to look elsewhere. * **New Digital Home Loan On-Boarding Form**   + On Wednesday 3 August we are introducing the new digital Home Loan On-Boarding Form (HLOB), to allow customers to eSign the HLOB via DocuSign and help support a faster application process.   + The digital HLOB will be pre-populated with information from your customer's application, reducing the time required to complete the form for both you and your customers, as well as reducing rework caused by manual inputs. * **New Financial Passport in Apply Online**   + On Wednesday 3 August we are introducing a new financial passport in ApplyOnline. This is part of our ongoing work to provide a better broker experience and will allow you to order an upfront Comprehensive Credit Reporting (CCR) report for your customer via Equifax on the NextGen platform at no cost. * Construction Loan Process Updates   Click [here](https://ecomms.cba.com.au/rv/ff00958bc872c34cdc131af06f4988875070b9c1) to learn more about CBA updates |
| 29 – Jul | Great Southern Bank | * **Pricing update**   + Effective Friday 29 July 2022, there will be changes across our Fixed Rate home loan products.   + This change will impact new Great Southern Bank customers. |
| 22 – Jul | Heritage Bank | * **Cashback & No App Fee Offers effective immediately**   + **Cashback & No Application Fee Offers**     - Heritage is offering a $2,000 cashback for qualifying new lending taken out during the promotion period.     - There is also no application fee on home loan applications received during the promotion period, which is a $600 saving for your clients. Please note: this offer does not provide an annual fee waiver for Home Advantage packages.     - Terms and conditions apply |
| 22 – Jul | HomeStart | * **New Loans Policy Manual - Part A: Originators**   + New Loans Policy Manual - Part A has been completely rewritten to improve the language, tone, and flow of this document.   + There are no changes to our existing policy requirements, the document has simply been rewritten in plain English form that’s easy for users to read. |
| 25 – Jul | * **1 Year Fixed Interest Rate change**   + HomeStart Finance are increasing its 1-year Fixed Interest Rate. Effective Monday 25 July 2022 the rate will increase from 5.09% to 5.49% * **Repayment Safeguard – Peace of Mind for Customers**   + HomeStart’s unique Repayment Safeguard means your customers have the peace of mind knowing their repayments do not increase with changes to interest rates. * **How HomeStart’s Repayment Safeguard works**   + With most loans, HomeStart determines the initial instalment amount based on the customer’s financial situation and typically adjusts their instalment amount once a year in line with inflation (Annual Instalment Review) this is referred to as HomeStart’s ‘Repayment Safeguard’. Your customers repayments will not vary when interest rates change.   + The Annual Instalment Review will continue to occur during a fixed interest rate term. |
| 22 – Jul | NAB | * **Home Guarantee Scheme – New places now available**   + New places are now officially available for the Home Guarantee Scheme   + **As announced in the 2022-23 Federal Budget, the Home Guarantee Scheme includes:**     - The First Home Guarantee (previously known as the First Home Loan Deposit Scheme or FHLDS) – supporting eligible customers to buy or build their first home     - The Family Home Guarantee – assisting eligible single parents with at least one dependent child to buy or build a family home. With no current waitlists, this is an incredible opportunity for your eligible customers.   + While the New Home Guarantee has ended, customers wanting to purchase or build their home can now take advantage of the First Home Guarantee or Family Home Guarantee instead   + A NHG place reserved on, or before 30 June 2022, will still be able to progress to settlement, subject to meeting eligibility criteria and NHG requirements and timelines.   + Under the Scheme, there are some important changes to evidencing income eligibility when submitting applications for conditional approval and a new Home Buyer Declaration has also been introduced (replacing the previous Home Buyer Declaration) for any places reserved from 1 July 2022 onwards.   + Importantly, once a Scheme place has been approved you must:   + Send your customers the relevant Information Guide and Fact Sheet to save and read.   + Notify your customers of the Scheme Application ID, Scheme Expiry date and next steps.   + **Helpful tips – when evidencing income eligibility**     - For Scheme reservations made from 1 July 2022 to 30 June 2023, the relevant Notice of Assessment is the 2021-2022 financial year. From 1 July 2022 to 31 August 2022, NHFIC will provide a grace period to all participating lenders so that they can progress to the scheme pre-approval without the latest Notice of Assessment (NOA). However, the 2021-2022 NOA is still required prior to the issuance of a Guarantee Certificate so home buyers are encouraged to lodge their tax return as soon as possible.     - However, from 1 September 2022 customers will be required to provide their FY22 Australian Taxation Office Notice of Assessment when applying for both conditional and unconditional approval to evidence their income eligibility.     - To prevent delays, please remind your customers to lodge their FY22 tax return as soon as possible.   + **Helpful tips – when completing declarations**     - Please ensure your customers complete the new Home Buyer Declaration for all FY23 Scheme places. This is only required at the unconditional approval stage.     - Customers who have reserved a place under the First Home Loan Deposit Scheme must complete the previous Home Buyer Declaration form, which will continue to be accepted until 31 August. This includes the FY22 and FY21 First Home Loan Deposit Scheme, New Home Guarantee or Family Home Guarantee. |
| 29 – Jul | * **Pricing change to NAB Fixed Rates**   + NAB will increase the NAB Choice Package and Tailored Home Loan fixed interest rates for Owner Occupiers and Investors * **Changes to the advertised fixed interest rate also apply to the following loan products:**    + NAB Portfolio Facility interest rates change at the same amount set out in the ‘Change’ column in the above rates table for Investor Interest Only products for the applicable Fixed Term.   + NAB SMSF and Overseas Borrower interest rates change at the same amount set out in the ‘Change’ column in the above rates table for Investor products, for the applicable Repayment Type and Fixed Term * **New fixed rate customers or drawdowns**    + The actual rate that will apply will be the effective fixed rate as at the day of drawdown unless the customer takes out Rate Lock and that interest rate is lower than the advertised fixed rate at drawdown (including any approved pricing discounts). This means that applications submitted prior to Friday 29 July 2022 that are drawn down on or after this date will receive the new rate. * **Existing customers & changes to home loans**   + Customers who make a request to switch from a variable to a fixed rate, or to re-fix their rate before Friday 29 July 2022 will receive the rate that applied at the time we received the Request To Change form. For clarity, any Request to Change forms seeking to switch from a variable to a fixed rate, or re-fix a rate on or after Friday 29 July 2022 will receive the new fixed rates. Existing fixed rate loan customers should consider the remaining term and any economic costs that may apply, if they decide to re-fix1, before expiry of their current fixed rate term. |