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| **Effective Date** | **Lender** | **Summary** |
| 1 – Dec | AMP | * **Rate Changes**   + **Changes to Investment Variable Rate Loans**     - Professional Package (P&I) $100k - $499k     - Professional Package (P&I) $500k+   + **Changes to Owner Occupied Fixed Rate Loans**     - Professional Package 2-year fixed (P&I) $100k+     - Basic Package 2-year fixed (P&I) $40k+   + **Changes to Investment Fixed Rate Loans**     - Professional Package 2-year fixed (IO) $100k+     - Basic Package 2-year fixed (IO) $40k+   + Several rates have had their comparison rate updated because of the above changes   + The current $3k cashback campaign will be extended, with the only change being the eligibility dates: applications to be submitted by 31 Dec 2021 and settled by 31 Mar 2022. |
| 26 – Nov | BOQ | * **Cashback offers**   + The $3,000 refinance cashback offer, and the $2,000 investor purchase cashback offer will be extended to include applications submitted until the new application deadline of Monday, 31 January 2022, with a new settlement deadline of Friday, 29 April 2022.   + **Eligibility Criteria**     - Personal customers taking out a new home loan with BOQ.     - Applications received on or before Monday, 31 January 2022.     - Loans must settle on or prior to Friday, 29 April 2022.     - Minimum new lending of at least $250,000 with maximum LVR of 80%.     - Customers can be eligible for both a single refinance cashback and a single purchase cashback if criteria for both campaigns are met (total $5k).     - Customers who have ever received a similar cashback payment from BOQ will be ineligible for these offers. * **Refinance Cashback**   + The purpose of the loan must be to refinance a loan to BOQ from another financial institution. This excludes refinances from BOQ Specialist, ME Bank and Virgin Money (Australia). * **Investor Purchase Cashback**   + The loan is to purchase an investment property.   + Lending must be flagged as an Investor loan with the purpose of purchasing a residential property – new home or existing – on the loan application   + Terms and conditions apply |
| 6 – Dec | * **Fee Simplification**   + **All products:** The Additional Security fee and Switching fee will be removed   + **Fixed Home Loans only:** The Fixed Home Loan Application fee and the First Residential valuation fee will be removed. * **Fixed Rate changes**   + Increasing most of the Fixed Rate new lending special rates   + There are no changes to revert rates. * **Discounted rates - conditions apply as per below**    + Available until further notice. Offer can be withdrawn at any time.   + Not available for refinance or restructure of existing BOQ Group lending (which includes BOQ, BOQ Specialist, ME Bank and Virgin Money (Australia))   + New to Bank lending only, with tier based on New Total Application Amount. Split lending available   + Lending with LVR over 80% must include LMI to be eligible * **^^$1 LMI campaign offer:**    + Available for first property purchase (owner occupier and investor), with LVR 80.01% up to 85.00%.   + Refer to the separate $1 LMI campaign offer flyer for rates and full terms and conditions * **Pipeline applications**   + Fixed Rate pipeline loan applications in progress will not be affected by the increase to the campaign rates, as these changes are to campaign discounts and not the carded rate * **Rate Lock**   + Without rate lock, customers will receive the relevant carded fixed rate (less any campaign discount) of the day of settlement and not the rate at the time of application.   + It is important to discuss Rate Lock with customers when applying for a fixed rate loan to ensure that they are aware of their options. If a customer wishes to have the certainty of a fixed rate from the date of the application, they should consider the Rate Lock option. Rate Lock fees apply in all instances.   + The Rate Lock only applies to the carded fixed rate for the loan, to which the campaign discount is applied to arrive at the final fixed rate. |
| 30 – Nov | Commonwealth Bank | * **Self-Employed Deal Desk for Platinum and Elite Brokers**   + As part of our Broker Value Proposition, Elite and Platinum Brokers have exclusive access to the Elite Self-Employed Deal Desk, which offers pre-application support for your self-employed income application enquiries.   + The Elite Self-Employed Deal Desk Team have an extensive background in home and business lending and, when required, the team are available to workshop a scenario with you   + In addition to updating the new Elite Self-Employed Deal Desk CommBroker page, we have also uplifted the enquiry form for you to complete prior to engagement. * **Key End of Year Dates**   + Ensure application details are accurate e.g., monthly living expenses are consistent   + Confirm the names on the application are correct and match the contract of sale, building contract or title search   + Check that title particulars are correct   + Confirm you have entered the solicitor’s details   + Ensure PEXA settlement invite is sent 10 days prior to settlement date * **Supporting Customers with Rate Lock**   + On Friday 26 November, we updated our Rate Lock processes based on feedback from our brokers and customers.   + These changes have been made to improve the customer experience and to provide you and your customers with more certainty around their rate while you progress the application.   + Rate that is locked in: The reference rate is locked in on the date the Home Loan Onboarding Form (Part B - Section 4) / Direct Debit (DDR) Service Agreement Personal Loan / Home Loan Form (000-258) (with Rate Lock box ticked) is completed and received by the Bank. This means customers no longer need to wait until the Rate Lock fee is charged for the rate to be locked in.   + Rate Lock period: The reference rate will be locked in for 90 days from when the Rate Lock fee is charged.   + Rate Lock expiry: Any Rate Lock period that ends on a non-business day will be extended to the next business day. * **Government Guarantees: Availability and Resources**   + We are still accepting Government Guarantee requests for the New Home Guarantee (NHG) and Family Home Guarantee (FHG) schemes to support eligible customers in their purchases, if they are:     - A First Home Buyer who wishes to build or purchase an eligible new home; or,     - A single parent who wishes to build or purchase a new or existing home   + Please note: As previously communicated, we are still no longer taking First Home Loan Deposit Scheme (FHLDS) applications due to limited spots available.   Click [here](https://ecomms.cba.com.au/rv/ff0086933c842d39766d9973384fb3b60673929d) to find out more about Commonwealth Bank updates |
| 29 – Nov | Heritage Bank | * **Mortgage Lending Policy changes**   + **Section 3 Loan Purpose**     - **3.2 Acceptable Loan Purpose**        * Introduction of ‘cost plus build’ contracts as unacceptable.       * Wording added under Refinance Land & Build, Buy Land & Build and Build Loans & Renovations       * Wording added under 3.2.1 Build Loans and Renovations   + **Section 4 Borrowers and Guarantors**     - **4.1 Acceptable Borrowers**       * Additional commentary under Guarantee Supported Lending - Guarantee Lending Outside of Risk Appetite.     - **4.2 Non-Resident Lending (new section)**       * New non-resident lending Section, including list of unacceptable countries.     - **4.4 Unacceptable Borrowers**       * Additional commentary - Guarantee Supported Lending   + **Section 6 Serviceability**     - **6.2 Debt to Income (DTI) (new section)**       * Introduction of a DTI measure to assist Heritage in determining the overall financial strength of a borrower.       * Please note: It is very important that broker ensure to include all income regardless of whether it is used to qualify or not. DTI is calculated using all income, so it is imperative that the data input is a true reflection of the customer’s situation.     - **6.3 Employment and Income**       * Removal of negative gearing as an income type     - **Updated Forms**       * **Under Useful Resources > Forms & Brochures > Matrix:**          + Employment and Income Matrix         + Residency Matrix       * **Under Useful Resources > Mortgage Lending Policy:**          + Mortgage Lending Policy       * **Under Calculators > More Calculators:**          + Tips for using the Heritage Bank Servicing Calculator |
| 2 – Dec | Homestart | * **Christmas closure & loan processing dates**   + The HomeStart offices will be closed from 25 December 2021 and re-opening \*4 January 2022.   + Last day for new Loan Settlements is Thursday 23 December 2021, then resuming on Wednesday 5 January 2022. Discharge settlements will be accepted on days the office is open.   + **The following loan processing cut off dates to meet deadlines prior to 24 December:**     - Valuations ordered: Monday 13 December     - Settlements – receipt of signed mortgage/loan documents: Friday 17 December     - Loan applications requiring pre-approval: Friday 17 December * Loans applications requiring formal approval: Friday 17 December |
| 3 – Dec | ING | * **Owner Occupied rate changes**   + Increase 2,3,4 & 5 years Fixed Rate Owner Occupier P&I Home Loan Rates with an OA   + Increase 2,3,4 & 5 years Fixed Rate Owner Occupier P&I Home Loan Rates without an OA * **Investor rate changes**   + Increase 2,3,4 & 5 years Fixed Rate Investor P&I Home Loan Rates   + Increase 2,3,4 & 5 years Fixed Rate Investor IO Home Loan Rates * There are no changes to existing customers rates |
| 1 – Dec | Virgin Money | * **Capped Monthly Home Loan Fee offer**   + New home loan offer to for the customers’ monthly Home Loan Fee to $30 per month, provided they apply for and settle their home loans with multiple securities.   + Terms and conditions apply * **Extension of current $3000 refinance cashback offer**   + $3,000 cashback offer for eligible new refinance loans   + Applications received between 1 December 2021 and 31 January 2022 (inclusive) that settle by\*\*29 April 2022   + Terms and conditions apply * **Removal of the existing Special Bundled offer and Variable Rate Special from sale**    + The existing Special Bundled offer and Variable Rate Special ends on Tuesday, 30 November 2021 and the offers will not be extended. |
| 7 – Dec | * **Removing Aggregator Software Specials-2 Year Fixed rates**   + Removal of the Aggregator Software Specials-2 Year Fixed rates from sale.   + As a result of this change, new applications for the Aggregator Software Specials-2 Year Fixed rate will not be accepted home loans from 7 December 2021 onwards. Products include:     - Investor 2 Year Fixed P&I New lending special, ≤80% LVR, $300,000+     - Investor 2 Year Fixed IO New lending special, ≤80% LVR, $300,000+ |