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| **Effective Date** | **Lender** | **Summary** |
| 2 – Nov | AMP | * **Variable Rate Loan Changes**   + Professional Package Variable Rate Loan     - **Owner Occupied Principal & Interest ($100k+)**       * LVR ≤60%: reducing from 2.29%pa to 2.19%pa       * LVR ≤80%: reducing from 2.34%pa to 2.24%pa       * LVR≤ 90% + LMI: reducing from 2.63%pa to 2.54%pa   + Several comparisons rates updated across OO Fixed, LoC and Construction because of the above changes   + Updated serviceability calculator |
| 5 – Nov | * **Fixed Rate Loan Changes**   + Professional Package 2-year fixed rate loan     - **Owner Occupied Principal & Interest ($100k+)**       * LVR ≤80%: increasing from 1.84%pa to 2.14%pa       * LVR ≤90% + LMI: increasing from 2.04%pa to 2.34%pa   + Basic Package 2-year fixed rate loan     - **Owner Occupied Principal & Interest ($40k+)**       * LVR ≤90% + LMI: increasing from 2.04%pa to 2.34%pa   + Updated serviceability calculator |
| 8 – Nov | * **Notice Account available for a limited time**   + Effective 8 November 2021, AMP will now accept new Notice Account applications from you for all entities other than ‘Individuals’ (personal customers and sole traders) for a limited time, until further notice. * **Refinance cashback offer is still available**   + Extension of the current refinance cashback offer into November, with an extended eligible settlement period. Apply to refinance with AMP Bank by 30 November 2021 and settle by 28 February 2022 and your customer could receive $3,000 cashback deposited into their AMP Bank deposit account.   + Terms and Conditions apply   Click [here](https://app.vision6.com.au/v/7253/1779077817/email.html?k=eyDfGjhXV1lsmkgPOv8cHEE640Rabn4qNSu3LAie42Q) to find out more about AMP Updates |
| 4 – Nov | Aussie Select | * **MLE Update – ‘Expenses for Adult Dependants’ – Definition Update**   + Items you should consider include extra expenses you are helping with for any person who lives within the household or outside of your household (e.g., allowances paid, motor vehicle expenses, board/rent) |
| 4 – Nov | Bankwest | * **Changes to Fixed Rate Home Loans**   + Increasing rates across a range of fixed rate Home Loan products.   Click [here](https://view.edm.bankwest.com.au/?qs=7a937cc38c1f1fe48226f2b58720f2b578546d0cbddc3785a59efea621241f2cc39a9ee6da6abdc4f475f33accce3118ec32df5d03d4897200fc85ad25161468cdfdc115acbaf18f) to find out more about Bankwest Updates |
| 5 – Nov | Commonwealth Bank | * **Fixed Rate Home Loans Update**   + The 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 5 November, at the new interest rates.   + Loans that fund on and from today, Friday 5 November, will automatically receive the new rates and any approved discounts if the customer did not choose to Rate Lock their loan. * **Switches, Splits and Refixes**   + We will automatically process all new customer switch requests submitted on and from today, Friday 5 November, at the new interest rates.   + If you have submitted a switch, split, or refix request before today, Friday 5 November, the rate applied will be the same as it was on the date you submitted the request. * **Rate Lock**   + Introduction of our Rate Lock Offer, where we are offering customers a discounted Rate Lock Fee of $375 per account (normally $750) from 5 July 2021 until 31 January 2022.   Click [here](https://ecomms.cba.com.au/rv/ff00853286efbf32ad31b13f1a448c85423e24bd) to find out more about Commonwealth Bank updates |
| 8 – Nov | HSBC | * **HSBC Australia launches 1.97%p.a. variable home loan**   + HSBC Australia is reducing all variable rate home loans with our new headline rate becoming the 1.97%p.a. Home Value home loan (OO P&I LVR ≤70%) * **Pipeline Applications – Variable Rates**   + New pricing will be available for loans submitted on or after 8 November. Should any pipeline applications request a change in pricing, then please seek approval first from the HSBC Partnership Manager and rates may be applied after settlement through a variation request. * **HSBC $3,288 Cashback Refinance Offer**   + HSBC’s extremely popular $3,288 cashback refinance is remains available till until the end of 2021 * **HSBC Branches – Saturday Trade – 7 new locations (NSW + VIC)**   + From 4 December, customers can visit more local HSBC branches on Saturdays (10am – 2pm). |
| 31 – Oct | Heritage Bank | * **Loan Commitments for Mortgage Loans, Lines of Credit/Margin Loans/Overdrafts**   + Amended wording to–Higher of the Qualifying Rate of 5.25% or actual rate + 3.0% * **Form Updates**   + Update to Home Loan Matrix which could be found at **Broker Website under Useful Resources > Forms & Brochures > Matrix**   + Update to **Privacy Policy Brochure Forms** |
| 1 – Nov | Macquarie | * **Home Loan Rate Changes**   + Increasing of the majority of the fixed home loan interest rates for new business   + No changes to variable rates |
| 4 – Nov | ME Bank | * **Valuation Strategy Update**   + Revision of postcode classification list and an update of the credit policy to increase the maximum-security values available for desktop valuations |
| 5 – Nov | P&N Bank | * **Rate Changes**   + Changes to the Basic Home Loan Lending product for both (>60%-90% and <60% LVR) |
| 1 – Nov | Pepper Money | * **Extension of commercial interest rate promotion**   + Brokers can continue to access reduced rates across commercial loans until 14 November 2021 |
| 4 – Nov | St. George, Bank of Melbourne, BankSA | * **Decrease to Basic Home Loan promotional rate by increasing the promotional discount**   + **Decrease in Basic Rates**     - Reduction of the Basic Home Loan Owner Occupier (Principal & Interest repayments) and Residential Investment (Principal & Interest repayments and Interest Only repayments) promotional rate by 0.10% p.a. by increasing the promotional discount.   + **Increase in Fixed Rates**     - Increasing 2-year, 3-year, 4-year, and 5-year Fixed Rate Home Loans for Owner Occupier with Principal & Interest repayments.     - Increasing 3-year, 4-year, and 5-year Fixed Rate Home Loans for Investment Property Loans with Principal & Interest repayments and Interest Only repayments.   Click [here](https://view.mc.stgeorge.com.au/?qs=43042469f34858a4c87d9c8c37266dd3f1a0825f6d068985771b8e08b685b9b6b652acffd60ff5132ec613f96209aa29d7e3b44ab9c73bef133e7f9f6bf2583bd2e58d52c2bfdd5525a68ba8008583d8478f17f2cf844488) to find out more about St. George Updates  Click [here](https://view.mc.bankofmelbourne.com.au/?qs=43042469f34858a41e3a537756e20bf0f97a69acb3ae23a5a59cf3d6a6470278c1e4c6216a061632e4eeb80599c8de7b023bbb58b2b429f195bf73684c7ddc12d639891673c376c695c3827fee03916143d6ffbdd4bd677f) to find out more about Bank of Melbourne Updates  Click [here](https://view.mc.banksa.com.au/?qs=43042469f34858a419228c2d92ec917069578f744d8a26f3a923430f3b9609591caeafb3844088a5b8daecca20efc1888b1fb35b54d15fc696248ee7a9234181ddfebc299d5d1c5dd1028443f3b8a037) to find out more about BankSA Updates |
| 4 – Nov | Westpac | * **Rate changes**   + Increasing the 3-year, 4-year, and 5-year fixed interest rates for Owner Occupier with Principal & Interest repayments and Investment Property Loans with both Principal & Interest repayments and Interest Only repayments.   Click [here](https://view.mc.westpac.com.au/?qs=c5c3366d131ada9e4ca044d539e0f385a15abafc15d38561ddccd4ba3ef612773e335fe57f9c52fc3b086878c89f4b8de817dcbdf147b91e0474fc33247fdc487b4df18cfd31fcf22b5267058c7457f1) to find out more about Westpac Updates |