

Residential Update.



Interest Rates

For information on our current interest rates, [see our Introducer website.](#)

Changes to our Credit Guidelines

We will be making some changes to our underwriting guidelines, with some of the key changes outlined below. The new underwriting guidelines will be effective for applications received from 30 January 2017 and will be available from 24 January 2017 by logging in at our Introducer website.

Genuine Savings

Evidence of 5% genuine savings for LMI applications required where the LVR is above 90% (previously required above 85% LVR).

Income

- PAYG: Minimum term with current employer reduced to 6 months for LMI applications (previously 12 months)
- Maternity Leave: Where an applicant is currently on Maternity Leave, their normal salary can be included in servicing should they be returning to work within 3 months. Supporting documents from the employer will be required.
- Casual Employment: Minimum term with current employer reduced to 6 months (previously 12 months)
- Family Tax Benefits are no longer acceptable for servicing
- Child Maintenance accepted at 80% as a form of supplementary income

Business Purpose

Where loan application is for business purposes (e.g. refinance of business loan), the loan application must be in the name of individual borrowers.

Interest Only Repayments

Interest Only repayments for owner occupied loans must be supported with an acceptable explanation as to why interest only is required.

Living Rent Free

Living rent free allowances will increase for two applicants:

- \$1,084 per month for two applicants
- \$1,734 per month for two applicants with dependent children

Updated ING DIRECT Servicing Calculator

Following the changes to our underwriting guidelines, the ING DIRECT Residential Servicing Calculator has been updated. The new calculator must be used for applications submitted from 30 January 2017.

The servicing calculator will be made available from 24 January 2017 by logging in at our Introducer website and will reflect the change made to the percentage of Child Maintenance that will now be accepted.



A reminder that the servicing calculator will automatically allocate the correct percentage, please continue to input 100% of the value.

Please note that any pre-approval application submitted and not assessed by 30 January 2017 will be subject to the new calculators.

Income Verification - 2016 Tax Returns

As we have entered 2017, where ING DIRECT credit guidelines require a tax return, we now require tax returns for the 2016 financial year.

Self-employed borrowers: If 2016 tax returns are not available, draft 2015 financials supported by recent Business Activity Statements will be considered on a case-by-case basis.

PAYG borrowers: Where using base income only, verification can be achieved by simply using:

- Two of the borrower's latest payslips (no older than 60 days). Payslips should show the borrower's name, employer's name and employer's ABN or
- Three months bank statements showing a regular salary credit, with the name of the employer.

If the above does not apply, the following documents are required:

- Latest payslip, less than 1 month old and
- Either the latest group certificate, assessment notice or tax return for the 2016 financial year.

Can we help?

If you have any questions about any of the information above, please contact your ING DIRECT representative for more information.

Contact us

To learn more



Visit introducer.ingdirect.com.au



Call 1300 656 226



For the curious: Information is current as at the above date and is subject to change.

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