



Residential Update.



There will be changes to Genworth LMI premiums effective for loans formally approved from **28 May 2018**. The Genworth LMI calculator will be updated to reflect these changes. For applications formally approved prior to this date, current premiums will apply.

The updated calculator can be found by logging in at the secure section of [our introducer website](#).

Discounted LMI premiums for First Home Buyers

We are pleased to let you know that First Home Buyers requiring LMI will be eligible for a discount of up to 6% off standard LMI premiums. These discounts will be applied for loans formally approved from **28 May 2018**.

First home buyers research

The *Millennial Homeownership Report* May 2018 commissioned by ING reveals Australian millennials are living for today however, also preparing for tomorrow and serious about homeownership. Furthermore, 64% of young Australians (aged between 22 and 37 years old) prefer to plan ahead rather than live life off the cuff, and more than a third (38%) are currently saving for a house to buy in the next three years.

Despite their aspirations and good intentions of owning a property, 61% of millennials aren't sure how much they need to save for a home deposit, including 40% of those that are currently saving. [Click here to read more](#).

Can we help?

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

To learn more



Visit introducer.ing.com.au



Call 1300 656 226.



For the curious :Information is correct on the date of publication and is subject to change. All applications for credit are subject to ING's credit approval criteria. Fees and charges apply. Any advice in on this email does not take into account you or your customers' objectives, financial situation or needs and you should consider whether it is appropriate for you or your customers. Before making any decision in relation to a home loan product, you and your customers should read the Home Loans Terms and Conditions, Fees & Limits Schedules, and Credit Guide available at ing.com.au. or by calling 133 464. If you or your clients, have a complaint please call 133 464 at any time, as we have procedures in place to help resolve any issues you, or your client may have. Products are issued by ING, a business name of ING Bank (Australia) Limited ABN 24 000 893 292, AFSL and Australian Credit Licence 229823.

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60 Margaret Street, Sydney, NSW, 2000, AU