

Residential Update.



Reduced Variable Interest Rates

We recently announced reductions to some variable home loan interest rates for new home loans and wanted to let you know the new rates are now effective. These variable interest rates start from as low as 2.55% p.a. (comparison rate 2.58% p.a.) for a Mortgage Simplifier home loan, Principal & Interest, LVR less than or equal to 80%.

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

Valuation Fees

A reminder about valuations fees that are applicable for new applications with a new security property:

Orange Advantage Home Loan

ING will cover the cost of the first valuation. Any additional valuations will be charged to the borrower.

Fixed Rate & Mortgage Simplifier Home Loans

ING will cover the cost of the first valuation up to a maximum of \$225. Any other additional valuations, where required, will be charged to the borrower.

Valuation fees can vary with valuation type (desktop or full valuation), the location of the security property, the type of property and purpose.

ING's New Future Focus: Homeownership report

A new report by ING reveals almost half (46%) of Australian millennial home buyers say COVID-19 has made home ownership more achievable and a third (32%) say they plan to buy a home within the next one to two years.

According to the report, millennials say they have used lockdown to get on top of their property goals by redirecting travel budgets to a home savings account (59%), taking on a side hustle (37%), and moving back in with their parents (36%). Read more [here](#).

Depositing Cheque Options for ING Home Loan Customers

Please be advised that effective from 30 August 2020, over-the-counter depositing of cash at Westpac branches for ING home loan accounts will no longer be available.

The following options will be available for ING customers to deposit cheques:

- Australia Post (cash deposit is available up to a maximum of \$3,000)
- By mail to: ING GPO Box 4094 SYDNEY NSW 2000.

Can we help?

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

Contact us

To learn more



Visit introducer.ing.com.au



Call 1300 656 226.



For the curious: Information and interest rates are correct on the date of publication and are subject to change. All applications for credit are subject to ING's credit approval criteria. Fees and charges apply.

Any advice in 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 our products, you and your customers should read the relevant Terms and Conditions booklet and Fees & Limits Schedule available at ing.com.au. If you or your customers have a complaint please call 133 464 at any time, as we have procedures in place to help resolve any issues you, or your customer 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.

In relation to our interest rates, aggregate borrowing refers to total new residential ING borrowings, excluding commercial loans. To be eligible for Orange Advantage & Mortgage Simplifier LVR Based interest rates, the following conditions apply:

- Applications must be for a new loan with new security property to ING
- The interest rate applicable is based on the capitalised LVR including any applicable LMI.

Interest rate discounts for LVR 90% or less are available only for new to ING security property. If you apply to borrow more than 80% of the property value, you will be required to obtain Lenders Mortgage Insurance.

Fixed loans: If your customers select a fixed rate loan, break costs may be payable if at any time before the fixed term expires, your customers (1) pay out their loan or they make additional payments of \$10,000 or more in an anniversary year, (2) your customers ask us to make certain changes to their loan including their loan type, their repayment type, their loan purpose or their fixed interest period. Break costs may be substantial.

Fixed Rate Loans will revert to the current Mortgage Simplifier variable interest rate at the end of the fixed interest period. Important points to note:

- Where applicable LVR Based Interest Rates will apply.

- The interest rate discount that will apply at the end of the fixed interest period will be outlined in the customer's loan documentation

For this to apply, the original loan amount, loan purpose and LVR must be eligible for LVR based interest rates at the time of application.

***Comparison rates**

The comparison rate is based on a home loan amount of \$150,000 over a loan term of 25 years. **WARNING:** This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate.

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