



## Residential Update

### Service Levels



**Purchase/Refinance**

3 Days



**Sales Support Unit**

Current speed to answer: 1 min 03 secs

### Interest Rates

There are no changes to our residential mortgage rates. For more information on our current interest rates, see below or our [broker portal](#).

**Transition to Dentons Delayed & Dentons Lend Training Video**

We recently communicated we are in the process of fully transitioning to Dentons for mortgage matters. Please be advised there will be a small delay in the transition which will now occur between 31 May 2021 and 28 June 2021. Brokers will continue being able to use Gadens for loan matters in the meantime.

The transition dates will now occur as follows:

State	Date of Transition
NSW, VIC, ACT, WA & TAS	31 May 2021
QLD, SA & NT	28 June 2021

In the meantime, we now have available a Dentons Lend demonstration video to assist you in navigating the portal.

Video: [Dentons Lend Training Video](#)

Access code: wTSW0gS\$DX

## Have Your Say - The Adviser's Third Party Lending Survey 2021

We'd like to invite you to take part in the Adviser magazine's annual Third Party Lending survey.

The survey is your chance to tell us what we're doing well and what needs improvement and it takes only 5 minutes to complete. To participate, click [here](#).

The survey closes on 30 April 2021.

## Interest Rates as at 22 April 2021

MORTGAGE SIMPLIFIER	OWNER OCCUPIED		INVESTMENT	
	Interest Rate (p.a.)	Comparison Rate (p.a.)*	Interest Rate (p.a.)	Comparison Rate (p.a.)*
<b>Principal &amp; Interest</b>				
Aggregate Borrowings \$1m + and LVR ≤ 80%	2.45%	2.48%	N/A	N/A
Aggregate Borrowings \$500k to \$1m and LVR ≤ 80%	2.49%	2.52%	N/A	N/A
Aggregate Borrowings \$150k + and LVR ≤ 80%	2.49%	2.52%	2.64%	2.67%

Aggregate Borrowings \$150k + and LVR > 80% ≤ 90% (incl. LMI)	2.59%	2.62%	N/A	N/A
Aggregate Borrowings \$150k + and LVR > 90%	3.00%	3.03%	N/A	N/A
Aggregate Borrowings less than \$150k	3.92%	3.94%	4.00%	4.02%
<b>Interest only</b>				
Aggregate Borrowings \$1m + and LVR ≤ 80%	3.50%	3.52%	N/A	N/A
Aggregate Borrowings \$500k to \$1m and LVR ≤ 80%	3.54%	3.56%	N/A	N/A
Aggregate Borrowings \$150k + and LVR ≤ 80%	3.54%	3.56%	3.04%	3.06%
Aggregate Borrowings less than \$150k	4.45%	4.47%	4.45%	4.47%

ORANGE ADVANTAGE	OWNER OCCUPIED		INVESTMENT	
	Interest Rate (p.a.)	Comparison Rate (p.a.)*	Interest Rate (p.a.)	Comparison Rate (p.a.)*
<b>Principal &amp; Interest</b>				
Aggregate Borrowings \$1m + and LVR ≤ 80%	2.50%	2.85%	N/A	N/A
Aggregate Borrowings \$500k to \$1m and LVR ≤ 80%	2.54%	2.89%	N/A	N/A
Aggregate Borrowings \$150k + and LVR ≤ 80%	2.54%	2.89%	2.69%	3.03%
Aggregate Borrowings \$150k + and LVR > 80% ≤ 90% (incl. LMI)	2.64%	2.98%	N/A	N/A
Aggregate Borrowings \$150k + and LVR > 90%	3.05%	3.39%	N/A	N/A

Aggregate Borrowings less than \$150k	4.07%	4.39%	4.20%	4.51%
<b>Interest only</b>				
Aggregate Borrowings \$1m + and LVR ≤ 80%	3.55%	3.88%	N/A	N/A
Aggregate Borrowings \$500k to \$1m and LVR ≤ 80%	3.59%	3.91%	N/A	N/A
Aggregate Borrowings \$150k + and LVR ≤ 80%	3.59%	3.91%	3.09%	3.42%
Aggregate Borrowings less than \$150k	4.55%	4.86%	4.65%	4.96%

FIXED RATE LOAN WITH ORANGE ADVANTAGE - LVR ≤ 80% #	OWNER OCCUPIED		INVESTMENT	
	Interest Rate (p.a.)	Comparison Rate (p.a.)*	Interest Rate (p.a.)	Comparison Rate (p.a.)*
<b>Principal &amp; Interest</b>				
1 Year Fixed Rate	2.19%	3.95%	N/A	N/A
2 Year Fixed Rate	2.09%	3.77%	N/A	N/A
3 Year Fixed Rate	2.04%	3.60%	N/A	N/A
4 Year Fixed Rate	1.99%	3.43%	N/A	N/A
5 Year Fixed Rate	2.19%	3.37%	N/A	N/A

FIXED RATE LOAN WITH ORANGE ADVANTAGE - LVR > 80% #	OWNER OCCUPIED		INVESTMENT	
	Interest Rate (p.a.)	Comparison Rate (p.a.)*	Interest Rate (p.a.)	Comparison Rate (p.a.)*
<b>Principal &amp; Interest</b>				
1 Year Fixed Rate	2.29%	3.96%	N/A	N/A

2 Year Fixed Rate	2.19%	3.79%	N/A	N/A
3 Year Fixed Rate	2.14%	3.62%	N/A	N/A
4 Year Fixed Rate	2.09%	3.46%	N/A	N/A
5 Year Fixed Rate	2.29%	3.41%	N/A	N/A

FIXED RATE LOAN (STAND ALONE)	OWNER OCCUPIED		INVESTMENT	
	Interest Rate (p.a.)	Comparison Rate (p.a.)*	Interest Rate (p.a.)	Comparison Rate (p.a.)*
<b>Principal &amp; Interest</b>				
1 Year Fixed Rate	2.39%	3.97%	2.34%	4.56%
2 Year Fixed Rate	2.29%	3.80%	2.34%	4.35%
3 Year Fixed Rate	2.24%	3.65%	2.34%	4.16%
4 Year Fixed Rate	2.19%	3.50%	2.64%	4.08%
5 Year Fixed Rate	2.39%	3.44%	2.64%	3.93%
<b>Interest only</b>				
1 Year Fixed Rate	N/A	N/A	2.54%	4.96%
2 Year Fixed Rate	N/A	N/A	2.54%	4.80%
3 Year Fixed Rate	N/A	N/A	2.54%	4.65%

4 Year Fixed Rate	N/A	N/A	2.94%	4.60%
5 Year Fixed Rate	N/A	N/A	2.94%	4.49%



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- 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 your customer applies to borrow more than 80% of the property value, they will be required to obtain Lenders Mortgage Insurance.

Fixed Rate Loans will revert to prevailing 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.

If your customer selects a fixed rate loan, break costs may be payable if at any time before the fixed term expires, your customer (1) pays out their loan, or they make an additional payment of \$10,000 or more, or your customer makes additional payments totalling \$10,000 or more in any one-year period (with the first one-year period starting on the first

day of the fixed interest period), or (2) your customer asks us to make certain changes to their loan including to their loan type, your repayment type, your loan purpose or your fixed interest period. Break costs may be substantial.

\*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.

# Where an owner occupied Fixed Rate Home Loan with principal and interest repayments is combined with an owner occupier Orange Advantage Home Loan, an interest rate discount of:

- 0.20% p.a. applies on the Fixed Interest Rate Home Loan, LVR less than or equal to 80%
- 0.10% p.a. applies on the Fixed Interest Rate Home Loan, LVR greater than 80%.

This interest rate discount has been reflected in the rates set out in this communication. A \$299 annual fee applies to Orange Advantage Home Loans.

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