

Pricing Update

Effective Friday 29 July 2022, Connective Home Loans Essentials is increasing fixed interest rates for Owner Occupiers and Investors.

Fixed rates are increasing across all terms, repayment types and LVR tiers for Owner Occupiers and Investors.

Note: as previously communicated, our variable rates are increasing for both new and existing lending by 0.50% p.a. for Owner Occupiers and Investors from **Friday 29 July 2022**.

A full set of rates are available [here](#) and on our systems from **Friday 29 July 2022** (rate card includes changes to variable rates previously communicated).

Fixed rates¹ for ≤80% LVR new lending effective Friday 29 July 2022

Key rates below. A full set of rates are available on the rate cards and our systems.

Owner Occupier Fixed Rates ¹ (p.a.)	Up to and including 80% LVR			
	Principal & Interest		Interest Only	
	Interest Rate (p.a.)	Comparison Rate ² (p.a.)	Interest Rate (p.a.)	Comparison Rate ² (p.a.)
1 year	5.19% p.a. (increased by 0.60% p.a.)	3.50% p.a.	5.59% p.a. (increased by 0.50% p.a.)	3.53% p.a.
2 years	5.79% p.a. (increased by 0.30% p.a.)	3.77% p.a.	6.29% p.a. (increased by 0.60% p.a.)	3.85% p.a.
3 years	6.24% p.a. (increased by 0.55% p.a.)	4.10% p.a.	6.59% p.a. (increased by 0.60% p.a.)	4.18% p.a.
4 years	6.49% p.a. (increased by 0.40% p.a.)	4.43% p.a.	6.94% p.a. (increased by 0.55% p.a.)	4.55% p.a.
5 years	6.59% p.a. (increased by 0.40% p.a.)	4.71% p.a.	7.04% p.a. (increased by 0.55% p.a.)	4.86% p.a.

Investor Fixed Rates ¹ (p.a.)	Up to and including 80% LVR			
	Principal & Interest		Interest Only	
	Interest Rate (p.a.)	Comparison Rate ² (p.a.)	Interest Rate (p.a.)	Comparison Rate ² (p.a.)

1 year	5.29% p.a. (increased by 0.40% p.a.)	3.87% p.a.	5.39% p.a. (increased by 0.40% p.a.)	3.88% p.a.
2 years	5.79% p.a. (increased by 0.40% p.a.)	4.10% p.a.	6.04% p.a. (increased by 0.45% p.a.)	4.14% p.a.
3 years	6.44% p.a. (increased by 0.55% p.a.)	4.46% p.a.	6.54% p.a. (increased by 0.65% p.a.)	4.47% p.a.
4 years	6.64% p.a. (increased by 0.55% p.a.)	4.75% p.a.	6.74% p.a. (increased by 0.55% p.a.)	4.76% p.a.
5 years	6.74% p.a. (increased by 0.55% p.a.)	5.02% p.a.	6.84% p.a. (increased by 0.45% p.a.)	5.02% p.a.

Note: 80.01-90% LVR fixed rates (where applicable) will be set 10bps above new ≤80% LVR fixed rates, and >90% LVR fixed rates (where applicable) will be set 20bps above the new 80.01-90% LVR fixed rates.

For more important information on comparison rates, please refer to 'Important Information' section below.

Eligibility applies to:

- New fixed rate home loans on or from **Friday 29 July 2022**.
- Existing customers who apply to fix all or a portion of their existing variable rate loan, will also be able to access the new rate on or from **Friday 29 July 2022**.
- The above fixed rate changes do not impact existing fixed rate loans.

Lock Rate

The actual fixed rate that will apply will be the effective fixed rate as at the time of settlement, unless the customer takes out Lock Rate. Lock Rate can give your customers fixed-rate certainty for 90 days from the date the lock rate application is submitted. A Lock Rate fee of \$395 applies where the Lock Rate option is requested. For more details, please refer to the Lock Rate Authority Form.

Pipeline applications for new fixed interest rate home loans

- The fixed interest rate that will apply to pipeline applications will be the applicable fixed rate at the time of settlement, except where Lock Rate applies.
- If Lock Rate applies, the fixed interest rate that will apply is the fixed rate as at the date the Lock Rate Authority Form was lodged.

Existing customers & changes to home loans

- Customers who make a request to switch from a variable to a fixed rate, or to re-fix¹ their rate before Friday 29 July 2022 will receive the rate that applied **at the time we receive** the Fixed Rate Authority form. Existing fixed rate loan customers should consider the remaining term and any economic cost that may apply, if they decide to re-fix¹, before expiry of their current fixed rate term.

- For clarity, any requests switching from a variable to a fixed rate or re-fix¹ a rate on or after Friday 29 July 2022 will receive the new fixed rates.

Don't forget the benefits of choosing Connective Home Loans Essentials

- A digital end-to-end service experience to support you with efficient lodgement and processing of your applications.
- Direct access to credit managers, with optimal turnaround times for quality applications.
- A simpler product offering.

If you have any questions, please contact your Connective Home Loans Essentials Business Development Manager.

Regards,

Phil Waugh
Executive, Broker Distribution



[CLICK HERE FOR SLA'S](#)

[1300 300 989](tel:1300300989) | connectivehomeloans.com.au/essentials

Important information:

¹ Fixed rate loans may be subject to significant break costs. Interest rates, fees and charges are subject to change. Fees and charges apply to all Connective Home Loans Essentials products. Refer to the Fees and Charges Booklet on your aggregator's software for full details. Fees and charges are current and may be introduced or varied in accordance with loan terms.

² Comparison rates are based on a secured loan of \$150,000 over a term of 25 years.

WARNING: This comparison rate applies only to the examples given. Different amounts and terms will result in different comparison rates. Costs such as redraw fees or early repayment fees, and cost savings such as fee waivers, are not included in the comparison rate but may influence the cost of the loan.

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