

Pricing Update

In line with the October RBA announcement, effective **Monday 31 October 2022**, Connective Essentials is increasing variable interest rates for both new and existing variable rate home loans.

Effective **Monday 31 October 2022**, variable rates are increasing for new and existing lending.

For example, interest rates **for new lending with ≤80% LVR** will be as follows:

Loan Purpose	Repayment Type	Up to and including 70% LVR		70.01% to 80% LVR
		Interest Rate (p.a.)	Comparison Rate ¹ (p.a.)	Interest Rate (p.a.)
Owner Occupier	Principal & Interest	4.39% p.a. (increased by 0.25% p.a.)	4.42% p.a.	4.44% p.a. (increased by 0.25% p.a.)
	Interest Only	6.05% p.a. (increased by 0.25% p.a.)	5.56% p.a.	6.05% p.a. (increased by 0.25% p.a.)
Investor	Principal & Interest	4.64% p.a. (increased by 0.25% p.a.)	4.67% p.a.	4.74% p.a. (increased by 0.25% p.a.)
	Interest Only	4.99% p.a. (increased by 0.25% p.a.)	4.90% p.a.	5.14% p.a. (increased by 0.25% p.a.)

How we're telling your customers

Customers with an existing variable rate home loan will receive a letter advising them of change in interest rate and repayments.

Pipeline applications – timing

- The effective date of this change will be no earlier than **Monday 31 October 2022** for new pipeline applications, but will vary depending on the loan settlement date as follows:
 - Loans settled before 5pm **Monday 10 October 2022** will have variable rates in line with the new rates p.a. on **Monday 31 October 2022**
 - Loans settled after 5pm **Monday 10 October 2022** will retain their current contract rates until the month following settlement, when they will be increased by 0.25% p.a. This adjustment will not be retrospective
- All variable rate loans formally approved and instructed on or after **Monday 31 October 2022** will have the rates on the updated rate card.

Pipeline applications – reassessment

- AIP – to purchase a property

This can be in place for 90 days providing there is no credit critical change. The LVR & loan approval cannot increase if pipeline treatment rules are to be applied.

- Conditional Approval to refinance / cash out / consolidation etc.

These loan applications must service at the rate of the date of the final loan assessment.

A full set of rates will be made available on our systems from **Monday 31 October 2022**.

For more important information on comparison rates, please refer to the 'Important Information' page.

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 process applications.
- Direct access to credit managers, with optimal turnaround times for quality applications.
- A simpler product offering.
- Customer Net Promoter Score (NPS) +26 and Broker NPS +64 in Advantedge Broker and Satisfaction Surveys July 2022*.

Improving the discharge experience for you and your customers

From **Monday 10 October 2022**, the **Advantedge Discharge Authority form** will be updated to new language which will make it easier for customers to complete.

What you need to do

- Please remove any saved copies of the previous 'Advantedge Mortgage Discharge Authority form' from your local drives / desktops.
- Please provide a copy of the new form to customers who require a full discharge of mortgage.

Please continue to use the **Advantedge Variation Form** for any **Partial Discharges**.

Updated documentation requirements from the Tasmanian LTO

We've updated our **supporting** documentation requirements to align with recent changes announced by the Tasmanian Land Titles Office (LTO).

What you need to do

From today, if you have a customer purchasing a property in Tasmania, please ensure the following supporting documents are submitted with the application to achieve Security in Order:

Transaction Type	Additional supporting documents required
All Transactions	<ul style="list-style-type: none"> • Contract of Sale (fully executed, dated, and including any annexures).
Individual transferees	<ul style="list-style-type: none"> • Proof of Citizenship (birth certificate/passport)

Company transferees	<ul style="list-style-type: none"> • A copy of a recent ASIC search.
Discretionary trust transferees	<ul style="list-style-type: none"> • A copy of the Trust Deed and any Deeds of Variation.
Unit trust transferees	<ul style="list-style-type: none"> • A copy of the Trust Deed and any Deeds of Variation • A copy of the Unit Holder Register. Please note subject to review of the Register we may require further documentation.

Why are we making this change?

MSA and Advantedge are required to hold copies of all relevant evidentiary documentation to support interests being secured on a title.

Providing this documentation will help ensure a smooth settlement for your customers.

Further support

For more information, please refer to these [FAQs](#) about Land Titles on the Tasmanian Government website.

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

Regards,



[CLICK HERE FOR SLA'S](#)

1300 300 989 | connectivehomeloans.com.au/essentials

Important information:

¹ 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 repayments, are not included in the comparison rate but may influence the cost of the loan.

* Advantedge Broker Satisfaction Surveys July 2022 includes brokers who have submitted a deal in the last six months. These are aggregated numbers across Advantedge.

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