



# Important News

## Interest Rate Update

We continue to navigate the current challenges in the market and after review of our current position we will be implementing a marginal increase to our variable home loan rates.

Effective **from Thursday 11th January 2024** the following changes outlined below will be applied:

### What is Changing?

#### New to Bank Home Loan Pricing

Owner Occupied & Investment - Basic & Freedom Package Variable loans Increasing by:

- <60 LVR                    0.10%
- 60.01 to 70 LVR        0.15%
- 70.01 to 80 LVR        0.15%
- 80.01 to 90 LVR        0.20%
- 90.01 to 95 LVR        No Change
- Comparison rates for all new to bank fixed rates will also change

### What is Not Changing?

- Home Loan, Business Loan and Personal Loan Reference Rates.
- Owner Occupied Home Loan Plus (Bridging Loan) Standard Variable IO rate.
- Owner Occupied & Investment Home Loan Fixed Rates available to new customers.
- Owner Occupied & Investment Home Loan Fixed Rates available to existing customers.
- Owner Occupied & Investment Line of Credit Variable Rates.

- Personal Loan Fixed Rates available for new customers.
- Low Rate Visa Credit Card Interest Rate.
- Low Rate Visa Credit Card Balance Transfer offer of 0% for 12 months.

## Continuing Campaigns

- Investor Bonus Campaign - receive 0.20% discount when Owner Occupied loan is also brought to Auswide
- Home Guarantee Scheme Spring Campaign - \$0 application Fee **OR** 2yr Package Fee waive still available

## What are the new Owner Occupied & Investment Rates?

### HOME LOAN INTEREST RATES - New Lending Rates



| Interest Rates applicable to new loans lodged from 11th January 2024 |                     | Interest Rate p.a.                        | Comparison Rate p.a.~ | Interest Rate p.a. | Comparison Rate p.a.~ | Interest Rate p.a.                     | Comparison Rate p.a.~ | Interest Rate p.a. | Comparison Rate p.a.~ | Interest Rate p.a. | Comparison Rate p.a.~ |
|--|---------------------|---|-----------------------|--------------------|-----------------------|--|-----------------------|--------------------|-----------------------|--------------------|-----------------------|
| LVR  | Minimum Loan Amount | Owner Occupied Principal & Interest (P&I) |                       |                    |                       |  |                       |                    |                       |                    |                       |
|  |                     | 60% or below                              |                       | 60.01% to 70%      |                       | 70.01% to 80% Includes HGS ^ up to 95% |                       | 80.01% to 90%      |                       | 90.01% to 95%      |                       |
| <b>BASIC HOME LOAN</b>   |                     |   |                       |                    |                       |  |                       |                    |                       |                    |                       |
| Basic Variable   | \$50,000            | 6.09%                                     | 6.11%                 | 6.14%              | 6.16%                 | 6.14%                                  | 6.16%                 | 6.54%              | 6.56%                 | n/a                |                       |
| <b>HOME LOAN PLUS with FREEDOM PACKAGE*</b>                          |                     |   |                       |                    |                       |  |                       |                    |                       |                    |                       |
| Discount Variable  | \$100,000           | 6.19%                                     | 6.53%                 | 6.24%              | 6.58%                 | 6.24%                                  | 6.58%                 | 6.64%              | 6.98%                 | 7.34%              | 7.67%                 |
| 1 year Fixed   |                     | 5.99%                                     | 6.95%                 | 5.99%              | 7.00%                 | 5.99%                                  | 7.00%                 | 6.84%              | 7.44%                 | 7.34%              | 8.10%                 |
| 2 year Fixed   |                     | 6.54%                                     | 7.00%                 | 6.54%              | 7.03%                 | 6.84%                                  | 7.09%                 | 6.84%              | 7.41%                 | 7.34%              | 8.05%                 |
| 3 year Fixed   |                     | 6.64%                                     | 7.01%                 | 6.64%              | 7.05%                 | 6.84%                                  | 7.10%                 | 6.84%              | 7.38%                 | 7.34%              | 7.01%                 |
| 4 year Fixed   |                     | 6.74%                                     | 7.04%                 | 6.74%              | 7.07%                 | 6.84%                                  | 7.11%                 | 6.84%              | 7.36%                 | 7.34%              | 7.97%                 |
| 5 year Fixed   | 6.84%               | 7.09%                                     | 6.84%                 | 7.12%              | 6.84%                 | 7.12%                                  | 6.84%                 | 7.33%              | 7.34%                 | 7.93%              |                       |
| <b>Package Revert Variable</b>                                       |                     |   |                       |                    |                       |  |                       |                    |                       |                    |                       |
| Revert Variable  | n/a                 | 6.69%                                     | n/a                   | 6.74%              | n/a                   | 6.74%                                  | n/a                   | 7.14%              | n/a                   | 7.84%              | n/a                   |
| <b>HOME LOAN PLUS - Owner Occupied Interest Only</b>                 |                     |   |                       |                    |                       |  |                       |                    |                       |                    |                       |
| Standard Variable (Bridging) †                                       | \$10,000            | 9.26%                                     | 9.41%                 | 9.26%              | 9.41%                 | 9.26%                                  | 9.41%                 | n/a                |                       | n/a                |                       |

| LVR  | Minimum Loan Amount | Investment Principal & Interest (P&I) and Investment Interest Only (IO) |       |                                       |       |                                       |       |  |       |               |  |
|--|---------------------|---|-------|---------------------------------------|-------|---------------------------------------|-------|--|-------|---------------|--|
|  |                     | 60% or below (inc Owner Occupied IO)                                    |       | 60.01% to 70% (inc Owner Occupied IO) |       | 70.01% to 80% (inc Owner Occupied IO) |       | 80.01% to 90% (Excludes Owner Occupied IO) |       | 90.01% to 95% |  |
| <b>BASIC HOME LOAN</b>   |                     |   |       |                                       |       |                                       |       |  |       |               |  |
| Basic Variable Investment P&I/IO   | \$50,000            | 6.44%   | 6.46% | 6.59%                                 | 6.61% | 6.59%                                 | 6.61% | 6.84%                                      | 6.86% | n/a           |  |
| <b>HOME LOAN PLUS with FREEDOM PACKAGE*</b>                                    |                     |   |       |                                       |       |                                       |       |  |       |               |  |
| Discount Variable  | \$100,000           | 6.54%   | 6.88% | 6.69%                                 | 7.03% | 6.69%                                 | 7.03% | 7.14%                                      | 7.47% | n/a           |  |
| 1 year Fixed   |                     | 6.74%   | 7.03% | 6.74%                                 | 7.07% | 6.94%                                 | 7.10% | 6.94%                                      | 7.89% | n/a           |  |
| 2 year Fixed   |                     | 6.74%   | 7.04% | 6.74%                                 | 7.07% | 6.94%                                 | 7.12% | 6.94%                                      | 7.82% | n/a           |  |
| 3 year Fixed   |                     | 6.84%   | 7.07% | 6.84%                                 | 7.10% | 7.04%                                 | 7.16% | 7.04%                                      | 7.78% | n/a           |  |
| 4 year Fixed   |                     | 7.04%   | 7.16% | 7.04%                                 | 7.19% | 7.04%                                 | 7.19% | 7.04%                                      | 7.73% | n/a           |  |
| 5 year Fixed   | 7.04%               | 7.18%   | 7.04% | 7.21%                                 | 7.04% | 7.21%                                 | 7.04% | 7.69%                                      | n/a   |               |  |
| <b>Package Revert Variable</b>   |                     |   |       |                                       |       |                                       |       |  |       |               |  |
| Investment Revert Variable   | n/a                 | 7.04%   | n/a   | 7.19%                                 | n/a   | 7.19%                                 | n/a   | 7.64%                                      | n/a   | n/a           |  |
| Owner Occupied Revert Variable   | n/a                 | 6.69%   | n/a   | 6.74%                                 | n/a   | 6.74%                                 | n/a   | n/a  |       | n/a           |  |
| <b>LINE OF CREDIT with FREEDOM PACKAGE*</b>                                    |                     |   |       |                                       |       |                                       |       |  |       |               |  |
| Owner Occupied Package Variable LVR 80% or below minimum loan amount \$100,000 |                     | 7.76%   |       | n/a                                   |       |                                       |       |  |       |               |  |
| Investment Package Variable LVR 90% or below minimum loan amount \$100,000     |                     | 8.28%   |       | n/a                                   |       |                                       |       |  |       |               |  |

[View All Our Current Offers](#)

### Exclusions:

Any offers listed above are not available on the following:

- Existing customers loans
- Loans to overseas residents

Please refer to our Home Loan Rate Information Guides for any new loans with the above purposes.

### Things you need to know

- Home Guarantee Scheme (HGS) applicants are only eligible for the 70.1% to 80% LVR band (includes Basic Home Loan rates, Freedom Package Variable & Fixed rates).
- For Existing Home Loan Customers who wish to fix their loan, refer to the new Existing Loans – Switch to Fixed/Refixing interest rate schedule.
- Updated Home Loan Key Facts Sheet will also be available from Thursday 11th January 2024
- Updated downloadable Rate Information Guides with full details for all of our current interest rates for Owner Occupied and Investment Home loans will be available [here](#) from Thursday 11th January 2024

#### Fixed Rate Home Loans :

For fixed rate loans, the standard fixed rate process will always apply. Please refer to the [Fixed Rate and Rate Lock Information Guide available from the broker website](#) for more information.

**Rate Lock is not available for pre-approval loan applications.**

#### Impact on existing home loan applications in our pipeline:

Applications will not be accepted as 'lodged' unless all required supporting documents as stated in the Supporting Documents Checklist are received at the time of lodgement.

#### 1. Applications quoted but not yet received (*loans not yet submitted as at midnight 10th January 2024*):

- **FIXED** (Not Changing)
- **VARIABLE** (Rates Increasing) - Interest rate will be the new interest rate applicable from the 11th January 2024.

#### 2. Applications received prior to midnight 10th January , but not yet approved (*does not include pre-approvals*):

- **FIXED** (Not Changing)
- **VARIABLE** (Rates Increasing) – The rate applicable and discount quoted will be the rate and discount quoted prior to the 11th January 2024, provided application and full

supporting documents are received at time of submission, this includes 'wet' signatures on all application forms.

**3. Applications Approved (includes loans approved prior to midnight the 10th January 2024 (documented or not yet documented):**

- **FIXED** (Not Changing)
- **VARIABLE** (Rate increasing) – The rate applicable and discount quoted will be the rate and discount quoted prior to the 11th January 2024

**4. Loan Applications that have settled:**

- **FIXED** – There is no impact to loans that have settled.
- **VARIABLE** – There is no impact to loans that have settled.

## Update on Current SLA Timeframes

The LOS team is continuing to work through our current pipeline, which was created by a higher than anticipated volume of purchase applications received prior to Christmas with shorter finance clauses. This has impacted on the teams ability to process our refinance applications with in our normal SLA timeframes.

With the flow slowing over the Christmas / New Year break the team is working through the backlog as quickly as possible.

We appreciate your continued patience and understanding whilst we work through this.

Please reach out to your BRM if you have any questions or concerns. You can also stay up to date via your Service Centre in the Broker Portal.

The Modified Date will identify the date the file was last worked on.

### Refinance Pipeline position as of 9th January 2024:

#### Current Status: Verification

The team is picking up files submitted on 15, 16 & 17th December to complete the

verification process and issue MIRs within the next 24 hours.

**Current Status: Verification - Review Returned Documents**

Files issued with MIRs that had outstanding documents returned up to and including the 3rd January have had the initial review of these documents completed. An update to the file status is anticipated within the next 24 hrs. NB: All documents issued under an MIR must be returned before the file will be reviewed.

**Current Status: Preliminary Assessment / Final Assessment**

Files in this status that have a last modified date up to and including the 4th January are currently being worked on to move forward within 24 hours.

**Current Status: MIR/AIR/CAR**

Files in this status are currently waiting on the return of outstanding documents or information requests. The files cannot be progressed until ALL outstanding items have been provided.

If you require assistance please contact your BRM to discuss.

**The Biggest Impact on our Ability to Work on Your File:**

**1. Mandatory documents not provided at time of submission.**

If we do not have a 'wet' signed privacy consent form and other application forms we cannot bring your file into our workflow.

Ensure you refer to our Supporting Documents Checklist to cross reference the required documents for Auswide Bank to avoid any unnecessary delays to processing your application.

**2. Not following the required process when submitting applications.**

Notably HGS applications require a Scheme Place reservation confirmation **PRIOR** to the loan application being submitted to us.

Full details of our Loan Application Process and Home Guarantee Scheme requirements can be found on our website or speak to your BRM.