

Pricing Update

Effective Wednesday 1 May 2024, Connective Home Loans Essentials is changing interest rates for fixed rate home loans for Owner Occupiers making Principal and Interest repayment and Residential Investors.

A full set of rates are available [here](#) and on our systems from **Wednesday 1 May 2024**.

Fixed rates for new lending effective Wednesday 1 May 2024. Key rates below.
A full set of rates are available on the rate cards and our systems.

Owner Occupier Fixed Rates ¹ (p.a.)	Principal & Interest					
	Up to and including 80% LVR		Above 80% up to 90% LVR		Above 90% LVR	
	Interest Rate (p.a.)	Comparison Rate ² (p.a.)	Interest Rate (p.a.)	Comparison Rate ² (p.a.)	Interest Rate (p.a.)	Comparison Rate ² (p.a.)
1 year	6.29% p.a. (decreased by 0.20% p.a.)	6.22% p.a.	6.59% p.a. No Change	7.21% p.a.	6.79% p.a. No Change	7.61% p.a.
2 years	5.99% p.a. (decreased by 0.45% p.a.)	6.18% p.a.	6.29% p.a. (decreased by 0.25% p.a.)	7.09% p.a.	6.49% p.a. (decreased by 0.25% p.a.)	7.46% p.a.
3 years	5.89% p.a. (decreased by 0.55% p.a.)	6.13% p.a.	6.19% p.a. (decreased by 0.35% p.a.)	6.97% p.a.	6.39% p.a. (decreased by 0.35% p.a.)	7.33% p.a.
4 years	6.54% p.a. No Change	6.34% p.a.	6.84% p.a. (increased by 0.20% p.a.)	7.13% p.a.	7.04% p.a. (increased by 0.20% p.a.)	7.46% p.a.
5 years	6.64% p.a. No Change	6.42% p.a.	6.94% p.a. (increased by 0.20% p.a.)	7.14% p.a.	7.14% p.a. (increased by 0.20% p.a.)	7.46% p.a.

Investor Fixed Rates ¹ (p.a.)	Principal & Interest			
	Up to and including 80% LVR		Above 80% up to 90% LVR	
	Interest Rate (p.a.)	Comparison Rate ² (p.a.)	Interest Rate (p.a.)	Comparison Rate ² (p.a.)
1 year	6.49% p.a. (decreased by 0.20% p.a.)	6.48% p.a.	6.79% p.a. No Change	7.61% p.a.
2 years	6.29% p.a. (decreased by 0.35% p.a.)	6.44% p.a.	6.59% p.a. (decreased by 0.15% p.a.)	7.48% p.a.
3 years	6.29% p.a. (decreased by 0.35% p.a.)	6.43% p.a.	6.59% p.a. (decreased by 0.15% p.a.)	7.38% p.a.
4 years	6.74% p.a. No Change	6.58% p.a.	7.04% p.a. (increased by 0.20% p.a.)	7.46% p.a.
5 years	6.79% p.a. No Change	6.63% p.a.	7.09% p.a. (increased by 0.20% p.a.)	7.44% p.a.

Investor Fixed Rates ¹ (p.a.)	Interest Only			
	Up to and including 80% LVR		Above 80% up to 90% LVR	
	Interest Rate (p.a.)	Comparison Rate ² (p.a.)	Interest Rate (p.a.)	Comparison Rate ² (p.a.)
1 year	6.59% p.a. (decreased by 0.20% p.a.)	6.49% p.a.	6.89% p.a. No Change	7.62% p.a.
2 years	6.45% p.a. (decreased by 0.29% p.a.)	6.47% p.a.	6.75% p.a. (decreased by 0.09% p.a.)	7.51% p.a.
3 years	6.45% p.a. (decreased by 0.29% p.a.)	6.47% p.a.	6.75% p.a. (decreased by 0.09% p.a.)	7.44% p.a.
4 years	6.84% p.a. No Change	6.62% p.a.	7.14% p.a. (increased by 0.20% p.a.)	7.51% p.a.
5 years	6.89% p.a. No Change	6.67% p.a.	7.19% p.a. (increased by 0.20% p.a.)	7.49% p.a.

*Note: 80.01-90% LVR fixed rates (where applicable) will be set **30bps** 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 **Wednesday 1 May 2024**.

- 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 **Wednesday 1 May 2024**.
- 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 Wednesday 1 May 2024 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 Wednesday 1 May 2024 will receive the new fixed rates.

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

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 24-hour turnaround (SLAs).
- Customer Net Promoter Score (NPS) +6 and Broker NPS +38 in Advantedge Broker and Customer Satisfaction Surveys July 2023³.

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



[CLICK HERE FOR SLA'S](#)

📞 1300 300 989 | 🌐 connectivehomeloans.com.au/essentials

This is a confidential email and only for the use of the intended recipient. Please do not forward or reproduce this email unless you have the prior consent of Advantedge Financial Service.

All applications are subject to normal credit approval criteria. Full terms, conditions and schedule of fees are set out in the relevant loan contracts. Fees, charges and government taxes may be payable. Fees and charges may be varied or introduced in the future.

Important information

Interest rates, fees and charges are subject to change. Fees and charges apply to all Advantedge 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.

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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.

³ Advantedge Broker Satisfaction Surveys July 2023 includes brokers who have submitted a deal in the last six months. These are aggregated numbers across Advantedge brands.

For Broker and Advantedge distribution team use only. Information, rates and offers are correct as at Wednesday 1 May 2024 and are subject to change. Fees and charges apply to Connective Home Loans Essentials products. Interest rates, fees and charges are subject to change. Terms and Conditions apply to all Connective Home Loans Essentials products and are available on request. Lending criteria apply.

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