

Product Comparison

Prepared For:

Date Created: Monday, 29 April 2013

Refinance Value: \$ 0 Security Value: \$ 280 000

Loan Value: \$ 252 000 Property Usage: Owner Occupied

Total Lending Facility: \$ 252 000 Security Details: Purchase

Loan Term: 30 Years First Home Buyer: No

Termination Period: 5 Years VIC

Loan to Valuation Ratio 90.00%

(LVR):

| Product Feature | Commonwealth Bank, Standard Variable Mortgage Advantage (LVR <=80% Special) | Finloan, Horizon Loan | Homeloans Ltd, Homeloans Ultra Plus | ING Direct, Orange Advantage <=80% LVR | Suncorp, Home Package Plus Standard Variable - Special Offer (LVR <=80%) |
|--|--|-----------------------|---|--|--|
| Initial Interest Rate (current / new) | 5.55% | 5.48% | 5.59% | 5.53% | 5.59% |
| Comparison Rate (AAPR) (current / new) | 5.75% | 5.71% | 5.80% | 5.65% | 5.76% |
| Ongoing costs | \$375.00 | \$299.00 | \$330.00 | \$199.00 | \$375.00 |
| Total establishment fees | \$200 | \$706 | \$410 | \$220 | \$0 |
| Redraw facility | Yes | Yes | Yes | Yes | Yes |
| Cost per redraw | \$5 via branch | \$ \$26 manual | \$0 \$0 via Phone & Internet Banking; \$45 Manual | \$0 | \$20 |
| Discharge Fees | \$350 | \$608 | \$545 | \$250 | \$250 |
| Additional repayments | Yes | Yes | Yes | Yes | Yes |
| Offset Product | 100% | 100% | N/a | 100% | 100% |
| Minimum redraw | \$500 for electronic request. \$1,000 for over the counter | \$100 | \$0 | N/a | \$1,000 |
| Ongoing cost period | Annually | Annually | Annually | Annually | Annually |
| Early Repayment Fee | N/a | N/a | N/a | N/a | N/a |
| Split Fees | \$0 | \$110 | \$100 | \$0 | \$0 |
| Switching/loan variation fee | \$0.00 / \$300.00 | N/a | \$150.00 | \$0.00 / \$0.00 | \$300.00 / \$400.00 |
| Repayment Type | P&I I/O | P&I I/O | P&I I/O | P&I I/O | P&I I/O |
| Maximum repayment | N/a | N/a | N/a | N/a | N/a |
| Maximum redraw | \$ To reducing amount | \$ To reducing amount | \$ To reducing amount | \$ To reducing amount | \$ To reducing amount |
| Direct salary credit | Yes | Yes | Yes | Yes (offset) | Yes |
| Periodic payments | Yes | No | No | No | Yes |
| Equity Loan | No | No | No | No | No |
| | | | | | |

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|--|--|-------------------------------|--|---|---|
| Card Types | Mastercard (offset) | N/a | N/a | Visa Debit (offset) | N/a |
| Cheque book | Yes | No | No | No | Yes |
| Separate loan accounts | N/a | 8 | 4 | 2 | N/a |
| Free transactions p/m | N/a | 15 fee free transactions | 6 fee free transactions | N/a | N/a |
| Minimum loan amount | \$250,000 | \$150,000 | \$30,000 | \$250,000 | \$250,000 |
| LVR O/O | \$250000 - \$750000 : 80% \$750000 - \$850000 : 80% | \$150000 - \$1000000 : 90% | \$30000 - \$10000000 : 90% \$10000000 - \$200000000 : 80% | \$250000 - \$750000 : 80% \$750000 - \$850000 : 80% \$850000 - \$2000000 : 80% | \$250000 - \$750000 : 80% \$750000 - \$10000000 : 80% \$1000000 - \$15000000 : 80% \$15000000 - \$16000000 : 80% \$16000000 - \$22500000 : 75% |
| LVR INV | \$250000 - \$750000 : 80% \$750000 - \$850000 : 80% | \$150000 - \$1000000 : 90% | \$30000 - \$1000000 : 90% \$1000000 - \$2000000 : 80% | \$250000 - \$750000 : 80% \$750000 - \$850000 : 80% \$850000 - \$2000000 : 80% | \$250000 - \$750000 : 80% \$750000 - \$10000000 : 80% \$1000000 - \$15000000 : 80% \$15000000 - \$16000000 : 80% \$16000000 - \$22500000 : 75% |
| Maximum cash-out amount | N/a | N/a | N/a | N/a | \$600,000 |
| PAYE allowed | Yes | Yes | Yes | Yes | Yes |
| P&I Initial Pmt, incl. Ongoing Fees (monthly) | \$1,469.99 | \$1,452.58 | \$1,472.59 | \$1,452.16 | \$1,476.34 |

This document is for indicative purposes only. The information is provided to assist in understanding the costs associated with a property purchase or refinance. All costs, fees, charges and calculations are estimates only and may vary. Other charges not listed above may also be payable. The comparison rate applies only to the example or 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.