

# Fact Sheet(s) on loans secured by 1st Mortgage(s)

EquityLenders.com.au is your intermediary with arrangements in place to provide you with loan offers from Australia's leading private lenders secured by new **1st Mortgages** and offered to:



Homeowners and property owners with or without a loan(s) on their property/ies that require an equity release, a refinance of an expired loan or require short-term bridging



**What you need to consider before making a decision on which lender assists you with your loan requirements especially if you can't afford to wait - We give you options!**

We offer loans from providers including: **Mortgage Managers, Direct Lenders & Combo Lenders**

**Mortgage Managers** manage funds on behalf of private individuals, SMSF Trustees, family offices and Managed Fund Providers. Their loans are tailored to individual situations. Their objective is to provide generous investor returns on a long-term basis

**Direct Lenders** operate Pooled Mortgage Funds on behalf of Mum & Dad investors and SMSF's wanting a regular income stream. Their objective is to provide investor returns on a short-term basis

**Combo Lenders** are Direct Lenders that administer their own funding lines and Mortgage Manage funds on behalf of private individuals. Their objective is to provide returns to their own funding line and their lenders on both a short-term and long-term basis



## Benefits of using a Mortgage Manager

Interest rates are lower i.e from 7%+ per annum compared to up-to 15% per annum

Longer loan terms i.e up-to 7 years

Alternative loan products i.e construction loans to build new homes or take-over partially completed property under construction

Loan amounts are lower for borrowers seeking smaller loans i.e from \$30,000

Mortgage Managers often hold licencing to offer NCCP loans for non-business purposes

Unused interest as a result of early loan repayment may be refunded



## Drawbacks of using a Mortgage Manager

Almost always require a valuation to be undertaken on security property

Processing of loan offers and decisions often take longer by comparison to Direct Lenders

Often loans provided by Mortgage Managers will take 2 or 3 times longer to settle

Credit checks may be undertaken on the borrower(s) at mortgage managers discretion



## Benefits of using Direct Lenders

Loan decisions and offer letters within 1-2 hours in most situations

Depending on lvr, valuations not required or desktop valuations undertaken in house

Approval to settlement times are often 48-72 hours for borrowers requiring fast funds

No credit checks



## Drawbacks of using Direct Lenders

Interest rates are higher i.e 15% per annum compared to-from 7%+ per annum

Lender fees are higher i.e \$4,950 compared to \$2,995 offered by Mortgage Managers

Unused interest as a result of early loan repayment is not refunded



## Benefits of using Combo Lenders

Interest rates are determined on a case-by-case basis to win the business

Fees are negotiable to win the business



## Drawbacks of using Combo Lenders

Additional fees for risk may apply, higher interest rates for risk may apply, require documentary evidence of funds use

Restriction on locations, restrictions on land area, restrictions on security type and restrictions on lvr's

# Private Loan secured by Reg'd 1st Mortgage(s)

**EquityLenders**

Effective as at: 15/03/2019

## Lender: AC

<b>About this lender</b>	Is a <b>Combo Lender</b> providing their own funds and a Mortgage Manager offering funds from high net worth individuals, Managed Funds, Super Funds (SMSF's) and family offices
<b>Strengths of this lender</b>	Lower (currently lowest as at 29/1/2019) interest rates, decision-making time
<b>Weaknesses of this lender</b>	Low lvr's, no Code loans, loan term, min loan amounts, no ABN Holders or Individual's
<b>Interest Rate (resi lower)</b>	Up-to \$2.5m: from 7.00% to 8.95% risk dependant (must be perfect borrowers)
<b>Interest Rate (resi higher)</b>	From \$250k to \$5m: 8.95% to 11.95% risk dependant
<b>Interest Rate (Comm'l)</b>	From 7.5% to 11.95% risk dependant
<b>Principal &amp; Interest?</b>	Not offered by lender
<b>Interest Payments</b>	Monthly in advance & capitalised into the loan within LVR guidelines
<b>Loan Term (Minimum)</b>	3-months
<b>Loan Term (Maximum)</b>	Up-to 12-months
<b>Rollover Term(s)</b>	Not offered by lender. A new loan is provided subject to prevailing credit conditions
<b>Suitability</b>	Purchase, Refinance, Equity Release
<b>Max LVR Residential</b>	Up-to 65% (up-to 70% lvr if using a blended 2nd)
<b>Max LVR Commercial, Industrial &amp; Retail</b>	Up-to 65% (up-to 70% lvr if using a blended 2nd)
<b>Max LVR Vacant Land</b>	Up-to 55%
<b>Loan Amount(s) Residential &amp; Commercial</b>	\$250,000 - \$2,500,000 Residential (lower rate) & \$5,000,000 Commercial
<b>Loan Amount(s) Residential &amp; Commercial</b>	\$250,001 - \$5,000,000 (higher rate)
<b>Acceptable Borrowers (Business)</b>	Company, Corporate Trustee, Family Trust
<b>Acceptable Borrowers (Personal Names NCCP)</b>	Lender does not have ACL for NCCP (Code) loans
<b>Loan Purpose (Business)</b>	Any worthwhile business or investment purpose
<b>Loan Purpose (NCCP)</b>	Lender does not have ACL for NCCP loans
<b>Eligible Security</b>	Residential and commercial property
<b>Rural Property and Land?</b>	No
<b>Eligible Locations: under \$2.5 million</b>	Sydney metro (must be perfect borrowers in every way for the lower 7% p.a rate)
<b>Eligible Locations: \$250,000 to \$5 million</b>	Sydney, Melbourne & Brisbane with rates from 8.95% - 11.95% p.a
<b>Construction</b>	Not offered by lender
<b>Lender Fee</b>	From 1.65% to 2.2% of the loan amount and included in the loan amount
<b>Equity Lenders P/L Fee</b>	\$2,995 or 2.2% of the loan amount - whichever is the greater and included in the loan
<b>Lending Manager Fee</b>	Lender does not have a Lending Manager
<b>Commitment Fee</b>	Lender does not have a commitment fee
<b>Valuation Fee</b>	From \$400 + GST. Lender will quote and fee is payable upfront to the lender
<b>Legal Fee</b>	From \$1,500 + GST + Disbursements and included in the loan amount
<b>Valuations</b>	Full Valuation or Kerbside valuation instructed by lender. BYO considered
<b>Joint and Several Guarantees</b>	All third-party security providers, all directors (particularly shareholder directors) of the borrowing entity, any corporate shareholder of the borrowing entity
<b>Documentation</b>	Completed Equity Lenders application pack + rates notices + ID's

# Private Loan secured by Reg'd 1st Mortgage(s)

**EquityLenders**

Effective as at: 15/03/2019

## Lender: CG

<b>About this lender</b>	Is a <b>Combo Lender</b> providing their own funds and a Mortgage Manager offering funds from high net worth individuals, Managed Funds, Super Funds (SMSF's) and family offices
<b>Strengths of this lender</b>	Low interest rates, long-term loans, NCCP licence for Code loans, unused interest refunded*
<b>Weaknesses of this lender</b>	Application-to-offer in 6-8 hours+, approval of loan to settlement timeframes i.e 7-10 days+, may require credit checks on all borrowers, requires valuations in most cases
<b>Interest Rate (Resi)</b>	9.95%* p.a to 12.95%^   *based on min 6-month term. ^ based on less than 6-month term
<b>Interest Rate (Comm'l)</b>	9.95%* p.a to 12.95%^   *based on min 6-month term. ^ based on less than 6-month term
<b>Principal &amp; Interest</b>	Yes, P&I repayments (balloon or no balloon option). Note: Interest rate is reduced by up-to 1% p.a when making monthly loan repayments (not capitalised into the loan)
<b>Interest Payments</b>	Borrower can request a tailored repayment solution
<b>Loan Term (Minimum)</b>	1-2 months
<b>Loan Term (Maximum)</b>	Up-to 24 months for NCCP (Code) loans & up-to 84-months for non-NCCP loans
<b>Rollover Term(s)</b>	Available subject to acceptable loan repayment history per request
<b>Suitability</b>	Purchase, Refinance, Equity Release*, Construction   *may require documentary evidence
<b>Max LVR Residential</b>	Up-to 75% and lender decides if using forced-sale or market value of property/s
<b>Max LVR Commercial</b>	Up-to 75% and lender decides if using forced-sale or market value of property/s
<b>Max LVR Vacant Land</b>	Up-to 75% and lender decides if using forced-sale or market value of property/s
<b>Min Loan Amount</b>	\$30,000 for Business Use
<b>Min Loan Amount</b>	\$30,000 for Personal Use
<b>Max Loan Amount:</b>	Up-to \$2,500,000
<b>Acceptable Borrowers - Business</b>	Company, Corporate Trustee, Family Trust, Individual^ and ABN Holder with business bank account*   *ABN holders require an event-based exit strategy i.e property sale. ^ Requires documentary evidence of funds use. Expect lender to call
<b>Acceptable Borrowers - Personal Names (NCCP)</b>	Yes. e.g signed agency agreement confirming property is being marketed for sale
<b>Loan Purpose (Business)</b>	Any worthwhile business or investment purpose
<b>Loan Purpose (NCCP)</b>	Any worthwhile consumer or investment purpose
<b>Eligible Security</b>	Residential, Commercial, Industrial, Retail & Vacant Land
<b>Rural Property &amp; Land?</b>	Yes
<b>Eligible Locations</b>	Australia-wide including Capital Cities, Major Coastal Areas and Major Regional Areas
<b>Construction</b>	Yes to max \$3,000,000 with drawdowns to 65% lvr GRV net of GST including fees and interest
<b>Establishment Fee</b>	\$2,995 or 2.2% of the loan amount - whichever is the greater and included in the loan amount
<b>Equity Lenders P/L Fee</b>	\$2,995 or 2.2% of the loan amount - whichever is the greater and included in the loan amount
<b>Lender Discretionary Fee</b>	From \$1,000 if Lending Manager determines loan amount + loan term is insufficient to provide acceptable return to stakeholders
<b>Commitment Fee</b>	Lender does not have a commitment fee
<b>Valuation Fee</b>	From \$300 + GST (Desktop). Lender will quote and fee is payable upfront to the lender
<b>Legal Fee</b>	From \$1,500 + GST + Disbursements and included in the loan
<b>Construction Fee</b>	Allow \$6,000 inspection fees + \$2,695 legal fees + 5% Lender fee + QS Initial Report fee \$tba
<b>Valuations</b>	Full internal inspection valuations 60.01% to 75% and instructed by lender. BYO valuations accepted in unserviced areas as per lender approval
<b>Joint and Several Guarantees</b>	All third-party security providers, all directors (particularly shareholder directors) of the borrowing entity, any corporate shareholder of the borrowing entity
<b>Indicative Letter of Offer</b>	Accepted and returned letters may result in Lenders Solicitor placing Caveats on property/ies
<b>Documentation</b>	Completed Equity Lenders application pack + rates notices + ID's

# Private Loan secured by Reg'd 1st Mortgage(s)

**EquityLenders**

Effective as at: 15/03/2019

## Lender: PM

<b>About this lender</b>	Is a <b>Direct Lender</b> using their own funds making in-house decisions
<b>Strengths of this lender</b>	Application-to-offer in 1-2 hours, interest rate low, unused interest refunded, approval of loan to settlement timeframes i.e 48-72 hours, construction and development loans. Offers coded loans
<b>Weaknesses of this lender</b>	Requires valuation(s), requires credit check(s), requires non-refundable assessment fee
<b>Interest Rate (Resi)</b>	From 0.75% per calendar month
<b>Interest Rate (Comm'l)</b>	From 0.75% per calendar month
<b>Loan Management Fee</b>	None advised
<b>Principal &amp; Interest?</b>	Not offered by lender
<b>Interest Payments</b>	Monthly in advance & capitalised into the loan within LVR guidelines
<b>Loan Term (Minimum)</b>	2-months
<b>Loan Term (Maximum)</b>	Up-to 36-months
<b>Rollover Term(s)</b>	Available upon request
<b>Suitability</b>	Purchase, Refinance, Equity Release, Cashout
<b>Max LVR Residential</b>	Up-to 80% but typically 75% based on category location(s)
<b>Max LVR Commercial, Industrial &amp; Retail</b>	Up-to 75% based on category location(s)
<b>Max LVR Vacant Land</b>	Up-to 70% based on category location(s)
<b>Min Loan Amount:</b>	\$100,000 Company, Corporate Trustee, ABN Name
<b>Min Loan Amount:</b>	\$200,000 for non-code (NCCP)
<b>Max Loan Amount:</b>	\$10,000,000
<b>Acceptable Borrowers</b>	Individuals, Partnerships, Companies, Trusts
<b>Acceptable Borrowers (Personal Names NCCP)</b>	Loans in personal names are available to max 62-day loan terms for any worthwhile purpose(s)
<b>Loan Purpose - Business</b>	Any worthwhile business or investment purpose
<b>Loan Purpose - Personal</b>	Any worthwhile consumer or investment purpose
<b>Eligible Security</b>	Residential, Commercial, Industrial, Retail & Vacant Land
<b>Rural Property &amp; Land?</b>	Yes, major locations considered
<b>Eligible Locations</b>	Australia-wide including Capital Cities, Major Coastal Areas and Major Regional Areas
<b>Construction (drawdowns)</b>	To 70% of GRV, ex GST inclusive of fees and capitalised interest
<b>Lender Establishment Fee</b>	\$100,000 to \$500,000 = 3.5%+ GST   \$500,001 to \$1,000,000 = 3%+ GST
<b>Equity Lenders P/L Fee</b>	\$2,995 or 2.2% of the loan amount - whichever is the greater and is included in the loan
<b>Lending Manager Fee</b>	N/A
<b>Urgent Settlement Fee</b>	Not offered by lender
<b>Commitment Fee</b>	From \$770 to \$990 and payable after issue of Indicative Letter of Offer - non-refundable
<b>Valuation Fee</b>	From \$500 + GST. Lender will quote if val is required and fee is payable upfront to the lender
<b>Legal Fee</b>	At cost \$3,850 to \$5,850 incl disbursements and included in the loan. Depends on complexity
<b>Valuations</b>	Valuation not purchase price - Lender uses valuation to base LVR on
<b>Joint and Several Guarantees</b>	All third-party security providers, all directors (particularly shareholder directors) of the borrowing entity, any corporate shareholder of the borrowing entity
<b>Indicative Letter of Offer</b>	No charging clause and No cancellation fees in the Indicative Letter of Offer
<b>Documentation</b>	Completed Equity Lenders application pack + rates notices + ID's

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# Private Loan secured by Reg'd 1st Mortgage(s)

**EquityLenders**

Effective as at: 15/03/2019

## Lender: AS

<b>About this lender</b>	Is a <b>Direct Lender</b> using their own funds making in-house decisions
<b>Strengths of this lender</b>	Application-to-offer in 1-2 hours, approval of loan to settlement timeframes i.e 48-72 hours, no credit checks for borrowers, no valuation if there is 50% equity. Offers coded loans
<b>Weaknesses of this lender</b>	Unused interest not refunded, max loan term 6-months, capitalise interest for max 6-months
<b>Interest Rate (Resi)</b>	Typically 1.25% per calendar month (up-to 15% p.a)
<b>Interest Rate (Comm'l)</b>	Typically 1.25% per calendar month (up-to 15% p.a)
<b>Loan Management Fee</b>	0.2% per month (up-to 2.4% p.a) if loan is in arrears and payable upon discharge
<b>Principal &amp; Interest?</b>	Not offered by lender
<b>Interest Payments</b>	Monthly in advance. Monthly repayments and can be capitalised into the loan within LVR guidelines for term of the loan but typically up to max 6-months
<b>Loan Term (Minimum)</b>	2-months
<b>Loan Term (Maximum)</b>	Up-to 12-months but typically 6-months and then rollover may be offered by lender
<b>Rollover Term(s)</b>	0.5%, 1% & 1.5% of loan amount subject to acceptable loan repayment history upon request
<b>Suitability</b>	Purchase, Refinance, Equity Release, Cashout
<b>Max LVR Residential</b>	Up-to 75% but typically 72.5% based on market valuation(s)
<b>Max LVR Commercial, Industrial &amp; Retail</b>	Up-to 65% based on market valuation(s)
<b>Max LVR Vacant Land</b>	Up-to 65% based on market valuation(s)
<b>Min Loan Amount:</b>	\$50,000 Company, Corporate Trustee, ABN Name
<b>Min Loan Amount:</b>	\$200,000 for non-code (NCCP) and \$50,000 for code (NCCP) Personal Name(s)
<b>Max Loan Amount:</b>	\$10,000,000
<b>Acceptable Borrowers</b>	Company, Corporate Trustee, Family Trust, ABN Holder or Individual
<b>Acceptable Borrowers (Personal Names NCCP)</b>	Loans in personal names are available to max 62-day loan terms for any worthwhile purpose   NCCP (code) loan terms to 12-months subject to income verification and credit criteria
<b>Loan Purpose - Business</b>	Any worthwhile business or investment purpose
<b>Loan Purpose - Personal</b>	Any worthwhile consumer or investment purpose
<b>Eligible Security</b>	Residential, Commercial, Industrial, Retail & Vacant Land
<b>Rural Property &amp; Land?</b>	Yes, major locations considered
<b>Eligible Locations</b>	Australia-wide including Capital Cities, Major Coastal Areas and Major Regional Areas
<b>Construction</b>	Not currently offered by lender
<b>Lender Establishment Fee</b>	\$4,950 or 2.2% of the loan amount - whichever is the greater and is included in the loan
<b>Equity Lenders P/L Fee</b>	\$2,995 or 2.2% of the loan amount - whichever is the greater and is included in the loan
<b>Urgent Settlement Fee</b>	From \$5,500 if applicable for same-day settlements payable to lender
<b>Commitment Fee</b>	Lender does not have a commitment fee
<b>Valuation Fee</b>	From \$500 + GST. Lender will quote if val is required and fee is payable upfront to the lender
<b>Legal Fee</b>	\$2,450 + Disbursements and is included in the loan in most cases. Purchasers pay upfront
<b>Valuations</b>	No valuation req'd if 50% lvr and lower, desktop valuation 50.01 to 60%, full valuation 60.01%+ instructed by lender. BYO valuations accepted if less than 3 months old. Purchasers require full valuations
<b>Joint and Several Guarantees</b>	All third-party security providers, all directors (particularly shareholder directors) of the borrowing entity, any corporate shareholder of the borrowing entity
<b>Indicative Letter of Offer Documentation</b>	Accepted and returned letters may result in Lenders Solicitor placing Caveats on property/ies Completed Equity Lenders application pack + rates notices + ID's

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# Private Loan secured by Reg'd 1st Mortgage(s)

**EquityLenders**

Effective as at: 15/03/2019

## Lender: AR

<b>About this lender</b>	Is a <b>Direct Lender</b> using their own funds making in-house decisions
<b>Strengths of this lender</b>	Unique securities, Rural ok, uses a variety of additional securities to increase loan amount ie stock, furniture and fittings, livestock, farms, broad acreage
<b>Weaknesses of this lender</b>	High interest rates, no Code loans, loan term, min loan amount, no ABN Holders or Individual's
<b>Interest Rate (resi lower)</b>	12% pa
<b>Interest Rate (resi higher)</b>	18% pa
<b>Interest Rate (Comm'l)</b>	18% pa
<b>Principal &amp; Interest?</b>	Not offered by lender
<b>Interest Payments</b>	Monthly in advance only
<b>Loan Term (Minimum)</b>	3-months
<b>Loan Term (Maximum)</b>	Up-to 12-months
<b>Rollover Term(s)</b>	Not offered by lender. A new loan is provided subject to prevailing credit conditions
<b>Suitability</b>	Purchase, Refinance, Equity Release
<b>Max LVR Residential</b>	Up-to 70%
<b>Max LVR Commercial, Industrial &amp; Retail</b>	Up-to 70%
<b>Max LVR Vacant Land</b>	Up-to 70%
<b>Loan Amount(s) Residential &amp; Commercial</b>	\$100,000 up-to \$500,000
<b>Loan Amount(s) Rural &amp; Industrial</b>	\$100,000 up-to \$900,000
<b>Acceptable Borrowers (Business)</b>	Company, Corporate Trustee, Family Trust
<b>Acceptable Borrowers (Personal Names NCCP)</b>	Lender does not have ACL for NCCP (Code) loans
<b>Loan Purpose (Business)</b>	Any worthwhile business or investment purpose
<b>Loan Purpose (NCCP)</b>	Lender does not have ACL for NCCP loans
<b>Eligible Security</b>	Residential, Industrial, Rural and Commercial property
<b>Rural Property and Land?</b>	Yes
<b>Eligible Locations</b>	All Metro areas of Australia and a range of major Rural locations
<b>Construction</b>	Not offered by lender
<b>Lender Fee</b>	2.2% of the loan amount and included in the loan amount
<b>Equity Lenders P/L Fee</b>	\$2,995 or 2.2% of the loan amount - whichever is the greater and included in the loan
<b>Lending Manager Fee</b>	Lender does not have a Lending Manager
<b>Commitment Fee</b>	Lender does not have a commitment fee
<b>Valuation Fee</b>	From \$500 + GST. Lender will quote and fee is payable upfront to the lender
<b>Legal Fee</b>	From \$1,500 + GST + Disbursements and payable upon request
<b>Valuations</b>	Full Valuation instructed by lender
<b>Joint and Several Guarantees</b>	All third-party security providers, all directors (particularly shareholder directors) of the borrowing entity, any corporate shareholder of the borrowing entity
<b>Documentation</b>	Completed Equity Lenders application pack + rates notices + ID's

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