

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

EquityLenders.com.au is your intermediary with arrangements in place to provide you with loans 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: 15/02/2019

Lender: AC

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

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

EquityLenders

Effective as at: 15/02/2019

Lender: CG

About this lender	Is a Combo Lender providing their own funds and a Mortgage Manager offering funds from high net worth individuals, Managed Funds, Super Funds (SMSF's) and family offices
Strengths of this lender	Low interest rates, long-term loans, NCCP licence for Code loans, unused interest refunded*
Weaknesses of this lender	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
Interest Rate (Resi)	9.95%* p.a to 12.95%^ *based on min 6-month term. ^ based on less than 6-month term
Interest Rate (Comm'l)	9.95%* p.a to 12.95%^ *based on min 6-month term. ^ based on less than 6-month term
Principal & Interest	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)
Interest Payments	Borrower can request a tailored repayment solution
Loan Term (Minimum)	1-2 months
Loan Term (Maximum)	Up-to 24 months for NCCP (Code) loans & up-to 84-months for non-NCCP loans
Rollover Term(s)	Available subject to acceptable loan repayment history per request
Suitability	Purchase, Refinance, Equity Release*, Construction *may require documentary evidence
Max LVR Residential	Up-to 75% and lender decides if using forced-sale or market value of property/s
Max LVR Commercial, Industrial & Retail	Up-to 75% and lender decides if using forced-sale or market value of property/s
Max LVR Vacant Land	Up-to 75% and lender decides if using forced-sale or market value of property/s
Min Loan Amount	\$30,000 for Business Use
Min Loan Amount	\$30,000 for Personal Use
Max Loan Amount:	Up-to \$2,500,000
Acceptable Borrowers - Business	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
Acceptable Borrowers - Personal Names (NCCP)	Yes. e.g signed agency agreement confirming property is being marketed for sale
Loan Purpose (Business)	Any worthwhile business or investment purpose
Loan Purpose (NCCP)	Any worthwhile consumer or investment purpose
Eligible Security	Residential, Commercial, Industrial, Retail & Vacant Land
Rural Property & Land?	Yes
Eligible Locations	Australia-wide including Capital Cities, Major Coastal Areas and Major Regional Areas
Construction	Yes to max \$3,000,000 with drawdowns to 65% lvr GRV net of GST including fees and interest
Establishment Fee	\$2,995 or 2.2% of the loan amount - whichever is the greater and included in the loan amount
Equity Lenders P/L Fee	\$2,995 or 2.2% of the loan amount - whichever is the greater and included in the loan amount
Lender Discretionary Fee	From \$1,000 if Lending Manager determines loan amount + loan term is insufficient to provide acceptable return to stakeholders
Commitment Fee	Lender does not have a commitment fee
Valuation Fee	From \$300 + GST (Desktop). Lender will quote and fee is payable upfront to the lender
Legal Fee	From \$1,500 + GST + Disbursements and included in the loan
Construction Fee	Allow \$6,000 inspection fees + \$2,695 legal fees + 5% Lender fee + QS Initial Report fee \$tba
Valuations	Full internal inspection valuations 60.01% to 75% and instructed by lender. BYO valuations accepted in unserviced areas as per lender approval
Joint and Several Guarantees	All third-party security providers, all directors (particularly shareholder directors) of the borrowing entity, any corporate shareholder of the borrowing entity
Documentation	Completed Equity Lenders application pack + rates notices + ID's

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

EquityLenders

Effective as at: 15/02/2019

Lender: AS

About this lender	Is a Direct Lender using their own funds making in-house decisions
Strengths of this lender	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
Weaknesses of this lender	Interest rate high, minimum lender fee high, unused interest not refunded
Interest Rate (Resi)	1.25% per calendar month (up-to 15% p.a)
Interest Rate (Comm'l)	1.25% per calendar month (up-to 15% p.a)
Loan Management Fee	0.2% per month (up-to 2.4% p.a) if loan is in arrears and payable upon discharge
Principal & Interest?	Not offered by lender
Interest Payments	Monthly in advance & capitalised into the loan within LVR guidelines
Loan Term (Minimum)	2-months
Loan Term (Maximum)	Up-to 12-months
Rollover Term(s)	0.5%, 1% & 1.5% of loan amount subject to acceptable loan repayment history upon request
Suitability	Purchase, Refinance, Equity Release, Cashout
Max LVR Residential	Up-to 75% but typically 72.5% based on market valuation(s)
Max LVR Commercial, Industrial & Retail	Up-to 65% based on market valuation(s)
Max LVR Vacant Land	Up-to 65% based on market valuation(s)
Min Loan Amount: Company, Corporate Trustee, ABN Name	\$50,000
Min Loan Amount: Personal Name(s)	\$200,000 and is non-code (NCCP)
Max Loan Amount:	\$10,000,000
Acceptable Borrowers	Company, Corporate Trustee, Family Trust, ABN Holder or Individual
Acceptable Borrowers (Personal Names NCCP)	Loans in personal names are available to max 62-day loan terms. NCCP loan terms to 12-months subject to income verification and credit criteria
Loan Purpose - Business	Any worthwhile business or investment purpose
Loan Purpose - Personal	Any worthwhile consumer or investment purpose that doesn't exceed 62-day loan term
Eligible Security	Residential, Commercial, Industrial, Retail & Vacant Land
Rural Property & Land?	Yes, major locations considered
Eligible Locations	Australia-wide including Capital Cities, Major Coastal Areas and Major Regional Areas
Construction	Not currently offered by lender
Lender Establishment Fee	\$4,950 or 2.2% of the loan amount - whichever is the greater and is included in the loan
Equity Lenders P/L Fee	\$2,995 or 2.2% of the loan amount - whichever is the greater and is included in the loan
Lending Manager Fee	N/A
Urgent Settlement Fee	From \$5,500 if applicable for same-day settlements payable to lender
Commitment Fee	Lender does not have a commitment fee
Valuation Fee	From \$500 + GST. Lender will quote if val is required and fee is payable upfront to the lender
Legal Fee	\$2,450 + Disbursements and is included in the loan in most cases. Purchasers pay upfront
Valuations	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
Joint and Several Guarantees	All third-party security providers, all directors (particularly shareholder directors) of the borrowing entity, any corporate shareholder of the borrowing entity
Documentation	Completed Equity Lenders application pack + rates notices + ID's

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Effective as at: 15/02/2019

Lender: AR

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

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