

Home loans

Product guide

Phone: 13 10 90 | sales@loans.com.au | www.loans.com.au

*Rates as at 6 March 2024. LVR based on assessment at settlement. The comparison rate is based on a \$150,000 loan over 25 years. Warning: this comparison rate is true only for this example and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Comparison rates for fixed interest only loans are based on an initial interest only period equal in length to the fixed period. Lending criteria, fees and conditions apply. Rates, fees and conditions are indicative, available for new loans only and subject to change without notice. Different interest rates apply to product rollovers and internal refinances.

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Reasons to choose us

Loans.com.au is an award-winning online lender. Since we were founded in 2011, we have grown to become an industry leader with thousands of happy customers in every state and territory.

We offer personal service from our Australian-based lending specialists so, if you need to settle quickly, we can easily work to your time frames.

We also offer super-low interest rates to save you money with no ongoing fees. Borrowing with loans.com.au is quick, simple and personal, so you can purchase or refinance with confidence.

Our application steps Easy as 1, 2, 3

Loans.com.au makes borrowing simple. Go from application to settlement in three easy steps. Here's how to lock in a super-low-rate home loan, super-fast.







Apply online or on the phone with one of our Australian-based lending specialists.





onTrack to Approved

It is easy for you to track your application to approval, receive your loan documents and set up online services with our awardwinning onTrack app.





Settle and Save

We do everything required for the loan settlement,so you can start saving money.

Our on Track app

Track your loan application on-the-go with onTrack mobile. The easy to use mobile app will keep you up-to-date with the progress of your loan anytime, anywhere with alerts straight to your phone.

It's now even easier to get your loan approved and settled fast, no matter where you are.









Owner occupier

Features & rates

Product name	Features	Fixed term	Interest rate p.a. (Principal & interest)	Comparison rate p.a.*	Interest rate p.a. (Interest only)	Comparison rate p.a.*	LVR	Max loan amount	Offset Sub- account (+0.10% p.a)^	Visa debit card	Redraw available	Available to Split	Additional repayments
Variable Home Loan*** MOST POPULAR	 A super low variable rate No ongoing fees Unlimited redraw facility Discount Offer - P&I 90 Terms & Conditions Discount Offer - IO 80 Terms & Conditions 	-	6.04%	6.06%	6.54% (up to 80%)	6.56%	up to 90%	\$2M	~	~	~	~	✓
Green Home Loan~~	 0.74% discount for 5 years No ongoing fees Unlimited redraw facility Discount Offer - Green Terms and Conditions 	-	5.99%	6.51%	6.49% (up to 80%)	6.67%	up to 90%	\$2M	✓	~	~	~	✓
Solar Home Loan ~~~	 Up to 0.74% discount for 5 years No ongoing fees Unlimited redraw facility Discount Offer - Solar Terms and Conditions 	-	5.99%	6.51%	6.49% (up to 80%)	6.67%	up to 90%	\$1.5M	~	~	~	~	✓
ZIP Home Loan	\$5,000 Visa Debit CardRedraw facilityNo ongoing fees	-	6.44%	6.46%	-	-	up to 80%	\$2M	×	~	~	×	~
Fixed	 Up to 5 free splits in fixed or variable 90 days rate lock option available Flexible repayment options 	1 year	6.34%	6.83%	6.74% (up to 80%)	7.23%	up to 90% \$1M	\$1M	×	×	×	✓	Up to \$10,000 extra repayment per year
		2 year	6.14%	6.77%	6.54% (up to 80%)	7.17%							
		3 year	6.09%	6.71%	6.49% (up to 80%)	7.11%							
		4 year	6.24%	6.70%	6.64% (up to 80%)	7.11%							
		5 year	5.94%	6.57%	6.69% (up to 80%)	7.09%							

Fees									
Product name	Application fee	Monthly Fee	Annual Fee	Settlement Fee	Optional rate lock fee###	Security assessment fee##	Discharge fee#	Discharge documentation fee#	Government fees
Variable Home Loan, Green Home Loan, Solar Home Loan, ZIP Home Loan	\$0	\$0	\$0	\$300	-	\$230	\$300	\$250	at cost
Fixed 1, 2, 3, 4, & 5 year	\$0	\$0	\$0	\$300	\$350	\$230	\$300	\$250	at cost

^{***}Rates as at 6 March 2024 for Variable Home Loan up to 90% LVR owner-occupied security. See important terms and conditions of Variable Home Loan 90 P&I and Variable Home Loan 80 I/O. LVR based on assessment at settlement.

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^{~~}Rates as at 6 March 20244 for Green Home Loan up to 90% LVR. LVR based on assessment at settlement. Rates are discounted for 5 years, reverting to standard applicable product rate. See important terms and conditions of Green Home Loan.

 $[\]sim\sim$ Rates as at 6 March 2024 for Solar Home Loan up to 90% LVR. LVR based on assessment at settlement. Rates are discounted for 5 years, reverting to standard applicable product rate. See important terms and conditions of Solar Home Loan.

 $^{{}^{\}wedge}\mathsf{The}$ addition of offset sub-account means your comparison rate will change.

^{*}The comparison rate is based on a \$150,000 loan over 25 years. Warning: this comparison rate is true only for this example and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Lending criteria, fees and conditions apply. Rates, fees and conditions are indicative, available for new loans only and subject to change without notice.

^{*}Discharge & discharge documentation fees are waived if loan goes to full term.

^{##}For metro location under \$1M only

^{###}Rate lock fee is compulsory for 5-year fixed terms.

Investor

Features & rates

Product name	Features	Fixed term	Interest rate p.a. (Principal & interest)	Comparison rate p.a.*	Interest rate p.a. (Interest only)	Comparison rate p.a.*	LVR	Max loan amount	Offset Sub- account (+0.10% p.a)^	Visa debit card	Redraw available	Available to Split	Additional repayments
Variable Investor Home Loan⁺	 A super low investor variable rate No ongoing fees Unlimited redraw facility Discount Offer - P&I 90 Terms & Conditions Discount Offer - IO 90 Terms & Conditions 	-	6.34%	6.36%	6.74%	6.76%	up to 90%	\$2M	~	~	~	~	~
Investor Package^^	 Available when packaged with an owner occupied loan No ongoing fees Unlimited redraw facility Discount Offer - P&I 80 Terms & Conditions Discount Offer - IO 90 Terms & Conditions 	-	6.28%	6.30%	6.68%	6.70%	up to 80%	\$2M	~	~	~	~	✓
Green/Solar Investor~~	 Up to 0.74% discount for 5 years No ongoing fees Unlimited redraw facility Discount Offer - Green Terms and Conditions Discount Offer - Solar Terms and Conditions 	-	6.19%	6.58%	6.49%	6.67%	up to 90%	\$1.5M	~	~	~	~	~
Ex-Pat Home Loan	 Available for Australian or New Zealand citizens onl Available for Purchase and Refinance No ongoing fees 	y -	7.58%	7.60%	7.78%	7.80%	up to 80%	\$1.5M	(at no added cost)	✓	~	~	~
Fixed investor	 Up to 5 free splits in fixed or variable 90 days rate lock option available Flexible repayment options 	1 year	6.54%	7.12%	6.94% (up to 80%)	7.24%	up to 90% \$1M	\$1M	×	×	×	✓	Up to \$10,000 extra repayment per year
	• Пехібіе гераунтені Орнонз	2 year	6.34%	7.05%	6.74% (up to 80%)	7.19%							
		3 year	6.29%	6.99%	6.69% (up to 80%)	7.15%							
		4 year	6.44%	6.98%	6.84% (up to 80%)	7.16%							
		5 year	6.49%	6.95%	6.89% (up to 80%)	7.15%							

Fees										
Product name	Application fee	Monthly Fee	Annual Fee	Settlement Fee	Legal Fee	Optional rate lock fee###	Security assessment fee##	Discharge fee#	Discharge documentation fee#	Government fees
Variable Investor Home Loan, Investor Package, Green Investor, Solar Investor, Ex-Pat Home Loan	\$0	\$0	\$0	\$300	-	-	\$230	\$300	\$250	at cost
Fixed Investor 1, 2, 3, 4 & 5 year	\$0	\$0	\$0	\$300	-	\$350	\$230	\$300	\$250	at cost

^{*}Rates as at 6 March 2024 for Variable Investor Home Loan up to 90% LVR investment security. See important Variable Investor Home Loan 90 P&I, and Variable Investor Home Loan 90 I/O. LVR based on assessment at settlement.

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 $^{^{\}text{A}}$ Rates as at 6 March 2024 for Investor Package up to 80% LVR investment security. See important terms and conditions of Investor Package 80 P&I and Investor Package 80 I/O. LVR based on assessment at settlement.

[&]quot;"Rates as at 6 March 2024 for Green Home Loan up to 90% LVR and Solar Home Loan up to 90% LVR. LVR based on assessment at settlement. Rates are discounted for 5 years, reverting to standard applicable product rate. See important terms and conditions of Green Home Loan and Solar Home Loan.

[^]The addition of offset sub-account means your comparison rate will change.

^{*}The comparison rate is based on a \$150,000 loan over 25 years. Warning: this comparison rate is true only for this example and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Lending criteria, fees and conditions apply. Rates, fees and conditions are indicative, available for new loans only and subject to change without notice. ##For metro location under \$1M only

^{*}Discharge & discharge documentation fees are waived if loan goes to full term. **#Rate lock fee is compulsory for 5-year fixed terms.

• SMSF Loan

Features & rates

Product name	Features	Fixed term	Interest rate p.a. (Principal & interest)	Comparison rate p.a.	LVR	Max loan amount	Offset Sub- account (+0.10% p.a)	Visa debit card	Redraw available	Available to Split	Additional repayments
Residential											
SMSF Loan**	 Tailored for Self-Managed Super Fund Available for Purchase and Refinance No ongoing fees 	-	6.99% (up to 70%)	7.00%	up to 80%	\$2M	×	×	×	×	✓
	Unlimited extra repayments		7.49% (up to 80%)	7.50%							
SMSF Loan** (Fixed)	 Tailored for Self-Managed Super Fund Available for Purchase and Refinance 	2 year	7.14%	7.45%	up to 80%	\$1M	×	×	×	×	Up to \$10,000 extra repayment
(Tixed)	No ongoing fees	3 year	7.09%	7.42%							per year
		5 year	7.29%	7.44%							
Commercial											
SMSF Loan**	 Tailored for Self-Managed Super Fund Available for Purchase and Refinance of commercial property 	-	7.99% (up to 70%)	-	up to 80%	\$2M	×	×	×	×	~
	No ongoing fees Unlimited extra repayments		8.69% (up to 80%)	-							
SMSF Loan** (Fixed)	Tailored for Self-Managed Super FundAvailable for Purchase and Refinance of	2 year	8.14%	-	up to 80%	\$2M	×	×	×	×	Up to \$10,000 extra repayment per year
(TINEU)	commercial property No ongoing fees	3 year	8.09%	-							
		5 year	8.29%	-							

Fees										
Product name	Application fee	Monthly Fee	Annual Fee	Settlement Fee	Legal Fee	Optional rate lock fee###	Security assessment fee	Discharge fee#	Discharge documentation fee#	Government fees
SMSF Residential Loan	\$0	\$0	\$0	\$0	\$490 (purchase only)	-	\$230	\$300	\$250	at cost
SMSF Residential Loan (Fixed 2, 3 & 5 yr)	\$0	\$0	\$0	\$0	\$490 (purchase only)	\$350	\$230	\$300	\$250	at cost
SMSF Commercial Loan	\$0	\$0	\$0	\$0	\$490 (purchase only)	-	at cost	\$300	\$250	at cost
SMSF Commercial Loan (Fixed 2, 3 & 5 yr)	\$0	\$0	\$0	\$0	\$490 (purchase only)	\$350	at cost	\$300	\$250	at cost

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^{**}Rates as at 6 March 2024 for SMSF Residential Loan. The comparison rate is based on a refinance of a \$150,000 loan over 25 years. SMSF Residential Loan for a purchase has additional \$490 fee. Warning: this comparison rate is true only for this example and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Lending criteria, fees and conditions apply. Rates, fees and conditions are indicative, available for new loans only and subject to change without notice.

^{**}Rates as at 6 March 2024 for the SMSF Commercial Loan. SMSF Commercial Loan is up to 80% LVR with P&I repayment. No applicable comparison rate for SMSF Commercial Loan. Lending criteria, fees and conditions apply. Rates, fees and conditions are indicative, available for new loans only and subject to change without notice.

 $[\]hbox{$^\#$Discharge \& discharge documentation fees are waived if loan goes to full term.}$

^{###}Rate lock fee is compulsory for 5 year fixed terms



Construction

Features & rates	Green Construction owner occupier*	Green Construction investor*	Solar Construction owner occupier*	Solar Construction investor*	Construction owner occupier*	Construction investor*
Features	 Interest only during construction 5 progress claims and progress valuations Only pay interest on the amount drawn down #0.30% discount for 5 years 	 Interest only during construction 5 progress claims and progress valuations Only pay interest on the amount drawn down #0.30% discount for 5 years 	 Interest only during construction 5 progress claims and progress valuations Only pay interest on the amount drawn down ~0.30% discount for 5 years 	 Interest only during construction 5 progress claims and progress valuations Only pay interest on the amount drawn down ~0.30% discount for 5 years 	 Interest only during construction 5 progress claims and progress valuations Only pay interest on the amount drawn down 	 Interest only during construction 5 progress claims and progress valuations Only pay interest on the amount drawn down
Max LVR	90%	90%	90%	80%	80% 90%	80%
Interest rate p.a.	6.43%	6.94%	6.43%	6.94%	7.19% 7.39%	7.29%
Post construction rate p.a.	6.43%#	6.94%#	6.43%~	6.94%~	6.84% 7.24%	7.14%
Comparison rate p.a.*	6.68%	7.19%	6.68%	7.19%	7.00% 7.33%	7.23%
Max loan amount	\$1.2M	\$1.2M	\$1.2M	\$1.2M	\$1.2M	\$1.2M
Offset Sub-account	After completion	After completion	After completion	After completion	After completion	After completion
Visa debit card	After completion	After completion	After completion	After completion	After completion	After completion
Interest Only Available	Interest only during construction	Interest only during construction	Interest only during construction			
Redraw Available	After completion	After completion	After completion	After completion	After completion	After completion
Available to Split	After completion	After completion	After completion	After completion	After completion	After completion
Additional Repayments	After completion	After completion	After completion	After completion	After completion	After completion
Fees						
Application fee	\$0	\$0	\$0	\$0	\$0	\$0
Monthly fee	\$0	\$0	\$0	\$0	\$0	\$0
Annual fee	\$0	\$0	\$0	\$0	\$0	\$0
Settlement fee	\$300	\$300	\$300	\$300	\$300	\$300
Security assessment fee##	\$230	\$230	\$230	\$230	\$230	\$230
Discharge fee	\$300	\$300	\$300	\$300	\$300	\$300
Discharge documentation fee	\$250	\$250	\$250	\$250	\$250	\$250
Government fees	at cost	at cost	at cost	at cost	at cost	at cost
Construction admin fee	\$120	\$120	\$120	\$120	\$120	\$120
Construction assessment progress fee	\$650	\$650	\$650	\$650	\$650	\$650

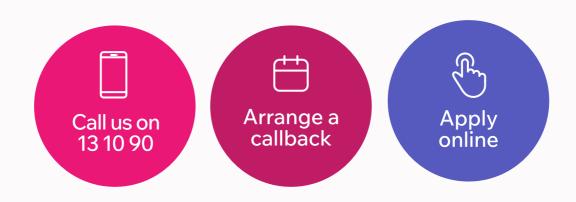
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^{#0.30%} discount for 5 years. See important terms and conditions of Green Construction.

^{~0.30%} discount for 5 years. See important terms and conditions of Solar Construction.

^{##}For metro location under \$1M only



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