

WHY *choose* ING DIRECT? REDUCED EQUITY FEE

An innovative option that could save your customers money

Our Reduced Equity Fee (REF) is a great option that could save your customers money. REF is available on loans with an LVR above 80% and up to 95%, subject to the REF assessment criteria being met. To calculate the Reduced Equity Fee simply refer to the REF calculator available on the introducer website.

Benefits of REF

- No need for LMI
- Available on loan applications up to \$800,000 for purchases
- Fee can be capitalised

Does your customer meet the following criteria?

- Intention to purchase a residential property located in either of our primary postcode areas 1 or 2
- One borrower must have 24 months in current full-time permanent employment (both PAYG and self employed).
- Clear credit history
- Genuine savings can be demonstrated over the previous three months

If so, REF may be available. For a guide on the REF criteria, please refer to the reverse side of this document.

To find out more, contact your Business Development Manager or visit introducer.ingdirect.com.au

WHY *choose* ING DIRECT?

REDUCED EQUITY FEE - PRODUCT FEATURE ASSESSMENT TOOL

Reduced Equity Fee requirements

	Yes	No
Are all applicants Australian resident(s)?	<input type="checkbox"/>	<input type="checkbox"/>
Is the purpose of the loan to purchase a residential property?	<input type="checkbox"/>	<input type="checkbox"/>
Do all applicants have a clear credit history?	<input type="checkbox"/>	<input type="checkbox"/>
Has the primary income earner been in permanent fulltime employment with their current employer for 24 months, evidenced by latest payslip and group certificate/tax return for PAYG or last two years tax returns/financial statements for self employed?		
OR		
Where the secondary income earner has 24 months current fulltime employment, evidenced by latest payslip and group certificate/tax return for PAYG or last two years tax returns/financial statements for self employed:	<input type="checkbox"/>	<input type="checkbox"/>
<ul style="list-style-type: none"> ■ does the primary income earner satisfy standard employment criteria, and ■ does the secondary income earner contribute at least 50% of the income required to meet minimum serviceability requirements? 		
Note: casual income is not acceptable for any applicant.		
For new customers:		
The loan does not contain a request for "cash out" equity release.	<input type="checkbox"/>	<input type="checkbox"/>
For existing customers:		
<ul style="list-style-type: none"> ■ Has the loan conduct for the last 12 months been clear on current facilities? ■ Where loan purpose is for consolidation and/or cashout, is LVR less than or equal to 90% (excluding fee)? ■ Is any cashout limited to 20% of the security value if the LVR is greater than 85%? 	<input type="checkbox"/>	<input type="checkbox"/>

Property requirements

	Yes	No
Do the following apply to the property?		
<ul style="list-style-type: none"> ■ The security is located in a primary postcode area, category 1 or 2, or an acceptable exception postcode area. ■ The security proposed is not provided by a third party, except where debtors are spouse/de facto and the mortgagor is one of the debtors or the debtor/mortgagor is a company. ■ The security property does not comprise of rural residential acreage greater than 2 hectares or second ranking mortgage, vacant land, construction loan or a unit/apartment <50m². ■ The security is not an "off the plan" purchase where construction has not commenced or will not be completed within the timeframe allowable. 	<input type="checkbox"/>	<input type="checkbox"/>
Do the following genuine savings apply?		
For owner occupied properties:		
Where the total loan amount does not exceed \$800,000, LVR is no greater than 95% (excluding fee). Genuine savings of 5% must be demonstrated over the previous three months.	<input type="checkbox"/>	<input type="checkbox"/>
For investment properties:		
Where the total loan amount does not exceed \$800,000, either:		
<ul style="list-style-type: none"> ■ 5% genuine savings must be demonstrated over the previous three months where the LVR is greater than 80% and less than or equal to 85%. 		
OR		
<ul style="list-style-type: none"> ■ 10% genuine savings must be demonstrated over the previous three months where the LVR is greater than 85% and less than 95% (excluding fee). 	<input type="checkbox"/>	<input type="checkbox"/>

- If ALL of the answers are "Yes", please submit for processing under the Reduced Equity Fee policy.
- If ANY of the answers are "No", please submit under Lenders Mortgage Insurance guidelines referring to the LMI's policy.

Important Note: Reduced Equity Fee is payable on settlement and is non-refundable.