

FEBRUARY 2024

RedZed Product and Rate Guide

Including - Residential, Commercial & our NEW Self Managed Super fund (SMSF) Products

REDZED.COM

For new business, effective 15th February 2024

Interest rates and product features are current at the date of publication and may change from time to time. For distribution to RedZed Accredited Introducers only. Not to be distributed to borrowers. All loan applications are subject to RedZed's lending criteria and lending policy which may be amended from time to time without notice. The Target Market Determination for RedZed residential products can be found on our website. Fees, charges and conditions apply. For more information contact RedZed on 1300 722 462 or sales@redzed.com | RedZed Lending Solutions Pty Ltd | ABN 31 123 588 527 | Australian Credit Licence 311128

RZPRG0224 V2

RedZed
Loans for the self-employed

Introducing our two super-powered products



SMSF loans like you've never seen them before!

Alt Doc Servicing Solutions

Both **Super Resi** and **Super Commercial** allow:

- ✓ Fund only servicing
- ✓ Fund + proposed additional member contributions: (PAYG members or self-employed Full Doc and self-employed Alt Doc members.)

We're making investing in property through an SMSF a **whole lot easier!**

With both Full Doc and Alt Doc options available, a dedicated SMSF credit team and in-house settlements, we are well equipped to help your clients with their SMSF loan needs.

For more info, see **page 8** or contact your BDM.

Be their
Superhero

Residential Interest Rate Summary



PRODUCT COMPARISON

Owner Occupied Interest Rates	★ SE Prime		🏆 Reward		🔋 Recharge		🔄 Refresh	
	FULL DOC	ALT DOC	FULL DOC	ALT DOC	FULL DOC	ALT DOC	FULL DOC	ALT DOC
LVR≤50%	7.09%	7.24%	7.34%	7.49%	8.29%	8.69%	9.90%	10.35%
LVR≤60%	7.09%	7.24%	7.34%	7.49%	8.29%	8.69%	10.00%	10.40%
LVR≤65%	7.09%	7.24%	7.39%	7.54%	8.29%	8.69%	10.10%	10.50%
LVR≤70%	7.09%	7.24%	7.44%	7.59%	8.39%	8.69%	10.10%	10.50%
LVR≤75%	7.29%	7.44%	7.59%	7.74%	8.59%	9.04%	10.80%	11.30%
LVR≤80%	7.39%	7.54%	7.59%	7.74%	8.79%	9.24%	10.80%	11.30%
LVR≤85%	8.24%	-	-	-	-	-	-	-

Interest Rate Loadings	SE Prime Only add 0.10% Where the base loan amount is > \$1.5M	Interest Only add 0.25% For Interest Only loans secured by either owner occupied and/or investment properties (including split loans)	Investment add 0.25% Where security consists solely of investment properties (not loan purpose)	Investment + Interest Only add 0.50% Investment with an Interest Only period
Risk Fees				
LVR≤70%	0.00%	0.00%	0.00%	0.00%
LVR≤75%	0.00%	0.00%	0.35%	0.50%
LVR≤80%	0.00%	0.00%	0.35%	0.50%
LVR≤85%	1.00%	-	-	-

Residential Origination Fees	
Settlement Fee	\$500
Legal & Admin Fee	\$500

Security Appraisal Fee (for standard metro securities, all other types refer to BDM)	<div style="display: flex; align-items: center;"> <div style="background-color: red; color: white; padding: 2px 5px; border-radius: 5px; font-weight: bold;">FREE*</div> <div style="margin-left: 5px;">until 28/3/24</div> <div style="margin-left: 5px;">\$380</div> <div style="margin-left: 5px;">Property ≤ \$1M</div> </div>	Split Loan Fee	\$350
	<div style="display: flex; align-items: center;"> <div style="background-color: red; color: white; padding: 2px 5px; border-radius: 5px; font-weight: bold;">FREE*</div> <div style="margin-left: 5px;">until 28/3/24</div> <div style="margin-left: 5px;">\$534</div> <div style="margin-left: 5px;">Property \$1M-\$1.5M</div> </div>	Trust Fee	\$250 (applied per Trust)
	<div style="display: flex; align-items: center;"> <div style="background-color: red; color: white; padding: 2px 5px; border-radius: 5px; font-weight: bold;">FREE*</div> <div style="margin-left: 5px;">until 28/3/24</div> <div style="margin-left: 5px;">\$765</div> <div style="margin-left: 5px;">Property \$1.5M-\$2M</div> </div>	Guarantor Fee	\$250 (applied per application)
	\$985 Property \$2M-\$3M		

Free valuation promo valid from 6 Feb - 28 Mar 2024. T&Cs apply*

*Valuation must be ordered through CoreLogic's PropertyHub by you, the originating broker. You must select RedZed as the provider and 'RedZed Broker Promotion'. 1 FREE valuation per application. Applies to residential properties only. Excludes commercial valuations. Valuation fee waived for residential valuations with market value up to and including \$2 million. Does not apply to residential properties valued above \$2 million. Valuations must be ordered between 6 February 2024 – 28 March 2024. Valuations must be for a genuine RedZed application.

Other Fees	
Account Management Fee	\$15 per month per loan split
Early Termination Fee	Nil for all residential products

Top Up Applications ALL RESIDENTIAL PRODUCTS			
Settlement Fee (SE Prime)	\$500	Legal & Administration Fee	\$500
Settlement Fee (All other products)	\$975	Risk Fee / Commissions	Applied to top up loan amount

All Other Fees and Charges
For access to the RedZed Fee Schedule, log into [Introducer Connect](#)

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Residential Loan Products



PRODUCT COMPARISON

	Prime Residential	Specialist Residential Range		
Credit Criteria / Policy Guide	★ SE Prime	🏆 Reward	🔋 Recharge	🔄 Refresh
Non financial defaults < \$500	✓	✓	✓	✓
Defaults < \$1,000 (unlimited)	✗	✓	✓	✓
Defaults > 2 years (unlimited)	✗	✓	✓	✓
Other defaults (ie. > \$1,000 and < 2yrs)	✗	✗	1 (maximum \$5K)	5
Unpaid defaults	To be paid out before or at settlement. We may consider leaving defaults under payment arrangement if being met			
Mortgage arrears (cumulative position within last 6 months)	Paid in full ≤ 7 days after due date	Late payments > 7 days and ≤ 1 full payment in arrears	Late payments > 7 days and > 1 and ≤ 2 full payments in arrears	Late payments > 7 days and > 2 full payments (refer to RedZed BDM)
Mortgage conduct verification	We require the most recent 6 month's statements for mortgages to be refinanced. For all other mortgages held, the most recent month statement			
Unsecured debt arrears	Late 7 days	Late 14 days	✓	✓
Unsecured debt verification	We require the most recent statement for all facilities to be refinanced or retained. More may be required to prove benefit/suitability (NCCP)			
Bankruptcy - part IX/X	✗	✗	Discharged > 18 months	Discharged 1 day
Bankruptcy	✗	✗	Discharged > 3 years	Discharged > 2 years
Minimum ABN registered (GST registration where required)	24 months	12 months 6 months with same industry experience > 2 years	12 months 6 months with same industry experience < 2 years	12 months
Maximum loan / LVR % (minimum loan \$100K, 85% LVR Full Doc Only)	\$2M @ 70% LVR \$1.75M @ 75% LVR \$1.5M @ 80% LVR \$750K @ 85% LVR	\$2.5M @ 65% LVR \$2.25M @ 70% LVR \$2M @ 75% LVR \$1.75M @ 80% LVR	\$1.75M	\$750K
Risk fee capitalisation (cannot exceed maximum loan size)	✓ (not > 85% LVR)	✓	✓	✓
Cash out (refer to the Policy and Procedures Guide for conditions)	✓ Maximum \$1.5M	✓ Unlimited	✓ Unlimited	✓ Maximum \$100K
Pay out ATO debts or Business purpose	✓	✓	✓	✓
Security Criteria & Locations (refer to the RedZed location guide link on page 8)				
Vacant land (no construction available)	As additional security only	✓ Category 1, max 1 acre, max 75% LVR, max loan \$750k	✓ Category 1 & 2, max 1 acre, max \$1.25M loan up to 75% LVR, max \$1M up to 80% LVR	✓
Land with dwelling (residential or rural residential zoning only, maximum land size)	25 acres (10 hectares)	25 acres	25 acres	25 acres
Apartments (Minimum 40m ² limited to max 60% LVR, ≥ 50m ² normal lending and building complex density criteria. Exposure may vary and is limited to 4 apartments or 25% of a building complex. Apartment size is living area only and excludes balconies and car spaces)	✓	✓	✓	✓
<ul style="list-style-type: none"> • Low density ≤ 15 dwellings • Medium density > 15 but ≤ 30 dwellings • High density > 30 dwellings 	Maximum 80% Maximum 75% Maximum 70%	Maximum 80% Maximum 75% Maximum 70%	Maximum 80% Maximum 75% Maximum 70%	Maximum 80% Maximum 75% Maximum 70%
Development aspect (refer to the Policy and Procedures Guide)	✓	✓	✓	✓
Location category 01 (variable LVR applies)	✓ (85% LVR capped at \$750K with maximum \$100K cash out)	✓	✓	✓
Location category 02 (maximum LVR 80%)	✓	✓	✓	✓
Location category 03 (maximum LVR 75% maximum loan size \$750K)	✗	✓	✓	✓
Refer locations (maximum LVR 70%, maximum loan size \$750K)	✗	✓	✓	✓

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Commercial Interest Rate Summary

PRODUCT COMPARISON



Interest Rates	FULL DOC	ALT DOC	FULL DOC	ALT DOC
LVR≤55%	8.00%	8.40%	8.60%	8.95%
LVR≤60%	8.00%	8.40%	8.70%	9.05%
LVR≤65%	8.30%	8.59%	8.90%	9.30%
LVR≤70%	8.30%	8.74%	8.90%	9.30%
LVR≤75%	8.70%	8.99%	9.20%	9.59%
Application Fee				
LVR≤55%	0.75%	1.00%	1.00%	1.25%
LVR≤60%	0.75%	1.00%	1.00%	1.25%
LVR≤65%	0.75%	1.00%	1.00%	1.25%
LVR≤70%	0.75%	1.00%	1.00%	1.25%
LVR≤75%	0.75%	1.00%	1.00%	1.25%

Interest Rate Loadings

Interest Only add 0.25% Applies for an interest only period for owner occupied or investment securities

Commercial Origination Fees

	Metro Category 1		Regional Category 1 & 2	
Security Appraisal Fee (for standard securities, all other types refer to BDM)	\$1,711	Property ≤ \$1M	\$1,986	Property ≤ \$1M
	\$1,986	Property \$1M - \$1.5M	\$2,261	Property \$1M - \$1.5M
	\$2,261	Property \$1.5M - \$2M	\$2,811	Property \$1.5M - \$2M
	Quote required	Property > \$2M	Quote required	Property > \$2M
Legal Fee	\$995	Individual Borrowers	Loans ≤ \$665K = \$400	
	\$1,200	Company Borrowers	Loans \$665K- \$2M = \$400 + \$0.60 per \$1000	
	\$1,500	Trustee and Trust Borrowers	Loans >\$2M = price on application refer to your BDM	
Split Loan Fee	\$350	Title Insurance Indicative Fees	0.10%	
Trust Fee	\$250 (applied per Trust)		(based on original loan amount and charged annually in advance)	
Guarantor Fee	\$250 (applied per application)	Annual Account Management Fee	2% of the original loan amount if discharged inside 36 months	
		Early Termination Fee		

All Other Fees and Charges

For access to the RedZed Fee Schedule, log into [Introducer Connect](#)

Top Up Applications ALL COMMERCIAL PRODUCTS

All standard Commercial origination fees apply to top up loans. Commission applies to additional top up loan amount only.

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Commercial Loan Products

PRODUCT COMPARISON

	Prime	Reset
Credit Criteria		
Defaults allowed (including judgments, writs etc)	All < \$1,000	All < \$1,000 All registered > 2 years 5 recent defaults > \$1,000
Mortgage arrears (within last 6 months)	Late repayments < 7 days	Late repayments < 30 days
Unsecured debt arrears	✗	✓
Bankruptcy - part IX/X	✗	✗
Bankruptcy	✗	✗
Full Doc, Alt Doc & Lease Doc income options	✓	✓
ABN registered (GST registration where required)	12 months	12 months
Maximum loan (minimum loan \$150K)	≤ \$3M @ 75% LVR	≤ \$1.5M @ 75% LVR
Loan terms	Maximum - 30 Years Minimum - 15 Years	Maximum - 30 Years Minimum - 15 Years
Interest only	5 years	5 years
Security locations (some restrictions apply, refer to the RedZed location guide link on page 6)	Category 1 up to 75% Category 2 up to 65%	Category 1 up to 75% Category 2 up to 65%
Policy exceptions (an interest rate loading may apply)	Contact BDM	Contact BDM
Annual reviews	✗	✗
Unregulated loans only	✓	✓
Loan to Valuation Ratio (LVR may vary based on individual characteristics)	Category 1 ≤ 75% Category 2 ≤ 65%	Category 1 ≤ 75% Category 2 ≤ 65%
Development aspect (refer to the Policy and Procedures Guide)	✗	✗
Cash out (refer to the Policy and Procedures Guide)	✓	✓
Pay out ATO debts	✓	✓
Security Guide		
Retail shops	✓	✓
Offices (strata office indicative max 65% LVR)	✓	✓
Industrial units, factories, warehouses & workshops	✓	✓
Multiple residential securities on one title or in the same complex	✓	✓
Mixed residential & commercial use	✓	✓
Specialised securities, non-standard properties & securities with specialised fit out or features	✗	✗
Vacant land / development sites / construction	✗	✗

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SMSF Interest Rate Summary



PRODUCT COMPARISON



Interest Rates	FULL DOC	ALT DOC	FULL DOC	ALT DOC
	Fund or Fund + Additional Member Contributions	Additional Member Contributions	Fund or Fund + Additional Member Contributions	Additional Member Contributions
LVR≤50%	7.19%	7.54%	7.95%	8.30%
LVR≤60%	7.24%	7.59%	7.95%	8.30%
LVR≤65%	7.24%	7.59%	8.10%	8.45%
LVR≤70%	7.24%	7.59%	8.30%	8.65%
LVR≤75%	7.59%	7.94%	8.50%	8.85%
LVR≤80%	7.64%	7.99%	-	-

Interest Rate Loadings

Interest Only add 0.25% (both products)

SMSF Origination Fees

Application Fee	\$250	1% of loan amount
Settlement Fee	\$500	\$975
Legal Fee	\$1500	\$1500
Guarantor Fee	\$250	\$250

		Metro Cat 1	Regional Cat 1&2
Security Appraisal Fee	FREE* until 28/3/24 \$380 Property ≤ \$1M	\$1711 Property ≤ \$1M	\$1986 Property ≤ \$1M
	FREE* until 28/3/24 \$534 Property > \$1M - \$1.5M	\$1986 Property > \$1M - \$1.5M	\$2261 Property > \$1M - \$1.5M
	FREE* until 28/3/24 \$765 Property > \$1.5M - \$2M	\$2261 Property > \$1.5M - \$2M	\$2811 Property > \$1.5M - \$2M
	\$985 Property > \$2M - \$3M	Quote Property > \$2M	Quote Property > \$2M
	Quote Property > \$3M		

Free valuation promo valid from 6 Feb - 28 Mar 2024. T&Cs apply*

Other Fees

Account Management Fee	\$15 per month	\$15 per month
Discharge Fee	\$690	\$690
Early Termination Fee	×	×
Commission Clawback	×	×

All Other Fees and Charges

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SMSF Loan Products

PRODUCT COMPARISON

Credit Criteria / Policy Guide

	Super Resi	Super Commercial
Maximum loan / LVR % (minimum loan \$100K)	Up to \$2M @ 70% \$1.75M @ 75% \$1.5M @ 80%	Up to \$3M @ 70% \$2.5M @ 75%
Maximum loan LVR % by location	Cat 1 & 2 up to 80% Cat 3 75% max \$750K	Cat 1 up to 75% Cat 2 up to 65%
Loan term (minimum / maximum)	15 / 30 years	15 / 30 years
Interest only term option	1 - 5 years	1 - 5 years
Loan repayment frequency	Monthly, fortnightly or weekly (Interest only monthly only)	Monthly, fortnightly or weekly (Interest only monthly only)
Additional repayments	✓	✓
Minimum ABN registration	1 Day SMSF & Bare Trust (2 years for members business if member income used)	1 Day SMSF & Bare Trust (2 years for members business if member income used)
Maximum number of SMSF members (1 member must be in accumulation phase)	4 (Guarantee required from all SMSF members > 18 years of age)	4 (Guarantee required from all SMSF members > 18 years of age)
Acceptable SMSF structure	Corporate trustee only	Corporate trustee only
Loan purpose	Purchase / Refinance existing SMSF Loan	Purchase / Refinance existing SMSF Loan
Loan servicing options (for additional details and requirements, refer to the RedZed Policy and Procedures Guide)	1. Fund only 2. Fund + proposed additional Full Doc contributions for PAYG & self-employed members 3. Fund + proposed additional Alt Doc contributions for self-employed members	1. Fund only 2. Fund + proposed additional Full Doc contributions for PAYG & self-employed members 3. Fund + proposed additional Alt Doc contributions for self-employed members
Minimum SMSF liquid asset position (post settlement)	3 months repayments for all debts in the SMSF	3 months repayments for all debts in the SMSF, OR 6 months repayments for all debts in the SMSF where the commercial security is vacant or has a lease with < 12 months remaining
Mortgage arrears (within last 6 months)	Late payment < 7 days (SMSF loan being refinanced)	Late payment < 7 days (SMSF loan being refinanced)
Unsecured debt arrears (members)	✗	✗
Defaults (for member / guarantors only)	✓ < \$1000	✓ < \$1000
More than one security property title in a transaction	✗	✗
Redraw	✗	✗
Fixed rates or split loans	✗	✗
Bankruptcy or part IX / X history (members)	✗	✗
Security Criteria & Location		
Acceptable security types	House, unit, townhouse, rural residential, apartments (refer RedZed residential apartment parameters on page 3)	Retail Shops, offices (strata offices max 65% LVR), industrial units, factories, warehouse & workshop, multiple residential securities on one title, specialised securities (refer to BDM)
Unacceptable securities	Vacant land, development sites, construction, subdivision, security substitutions, acquisition of property from members or related parties. Serviced apartments, apartments in a holiday let rental pool and/or fully furnished securities	Vacant land, development site, construction & specialised securities
Location category 01 (variable LVR applies)	80%	75%
Location category 02 (maximum LVR 80%)	80%	65%
Location category 03 (maximum loan size \$750K)	75%	✗
Refer locations (maximum LVR 70%, maximum loan size \$750K)	Refer to BDM	✗

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General Features

- ✓ **Owner Occupied or Investment Purposes**
- ✓ **Refinance** - including unlimited debt consolidation
- ✓ **Split Loans** (maximum of 3 split loans)
- ✓ **Pay out ATO Debts**
- ✓ **Business Purposes** (including working capital, purchase stock, equipment etc)
- ✓ **Interest Only up to a maximum of 5 years** (residential & commercial investment)
- ✓ **Interest Only up to a maximum of 2 years** (residential owner occupied, max 70% LVR)
- ✓ **Repayment frequency**
Direct debit - weekly, fortnightly and monthly
Note: Weekly or Fortnightly repayments will commence following an initial monthly repayment.
- ✓ **Additional loan repayments** - available via Direct Debit
- ✓ **Redraw** - available for minimum \$2,000, \$25 fee unless waived
- ✓ **Top up applications / Loan increases** (minimum \$50,000)
- ✓ **Customer loan statement frequency** (six monthly - January/July)
- ✗ **Fixed interest rates**
- ✗ **Interest offset, transactional and internet banking**

Servicing Options

Alt Doc Income Criteria

Borrower self-certified declaration of income supported by one of the options below. To meet responsible lending obligations, we may seek multiple or additional options.

- Option 01** RedZed Accountant Declaration; or
- Option 02** 6 months business trading statements & ATO portal; or
- Option 03** 2 most recent BAS & ATO portal

Commercial Lease Doc Income Criteria

Considered where supported by an executed lease with rental statement evidence. Lending criteria applies, contact your BDM to discuss.

Full Doc Income Criteria

Latest Individual & Company Financials (if > last 6 months old, 2 most recent BAS also required) & ATO Notice of Assessment.

Note: Property Developers/Builders - 2 years returns will be required (2 year average will be used unless the most recent year is lower than the previous year)

Security Location Guide

Assessment is based on suburb/town. To check this, [click here](#)

	Prime Residential	Specialist Residential Range			Commercial Range	
Policy Criteria	★ SE Prime	🏆 Reward	🔋 Recharge	🔄 Refresh	⚙️ Prime	🔄 Reset
Early Termination Fee 2% if discharged within 36 months (based on original loan amount)	✗	✗	✗	✗	✓ All borrowers	✓ All borrowers
Commission Clawback Diminishing pro-rata method over 24 months. To view the schedule click here	✓	✓	✓	✓	✗	✗

★ **RedZed Benefits**

- ✓ **Included for every customer with a current RedZed loan valued at over \$2600**



Legal Wills
Obtain up to two standard wills.



Marketing Services
Choose from one of four Marketing service options.



Counselling Services
Get some advice and support with up to six confidential counselling sessions.

Your RedZed Support Team

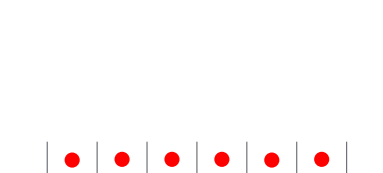
NORTHERN REGION NSW / QLD / ACT



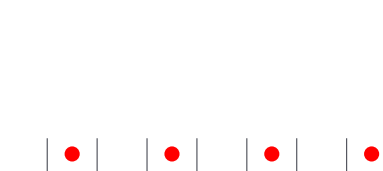
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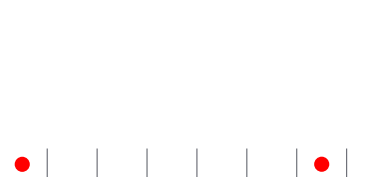
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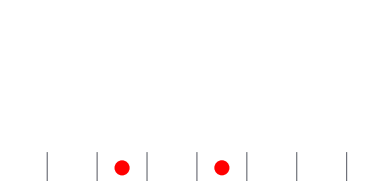
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Target Market Determination
redzed.com/TMD

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