

APRIL 2024

RedZed Product and Rate Guide

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



REDZED.COM

For new business, effective 15th April 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

BCRZPRG0424-V2

RedZed
Loans for the self-employed

Residential Prime Interest Rate Summary

PRODUCT COMPARISON

Owner Occupied Interest Rates	★ Blue		★ Blue XL	
	FULL DOC	ALT DOC	FULL DOC	ALT DOC
LVR≤50%	7.09%	7.24%	7.99%	8.24%
LVR≤60%	7.09%	7.24%	7.99%	8.24%
LVR≤65%	7.09%	7.24%	7.99%	8.24%
LVR≤70%	7.09%	7.24%	8.39%	8.64%
LVR≤75%	7.29%	7.44%	8.39%	8.74%
LVR≤80%	7.39%	7.54%	-	-
LVR≤85%	8.24%	-	-	-
Interest Rate Loadings				
Interest Only	Add 0.25%		Add 0.40%	REMOVED
Investment *	Add 0.25%		Add 0.25%	REMOVED
Investment + Interest Only	Add 0.50%		Add 0.65%	REMOVED
Blue Only	Add 0.15% Where the base loan amount is > \$2M		-	
Risk Fee				
	LVR≤80%	0.00%	Loans >\$2.5M & ≤\$3.5M	1.25%
	LVR≤85%	1.00%	Loans >\$3.5M	1.25% UPDATED

Origination Fees RESIDENTIAL PRIME

Settlement Fee	\$125	Security Appraisal Fee	\$380	Property ≤ \$1M
Legal & Administration Fee	\$500	(for standard metro securities, all other types refer to BDM)	\$534	Property \$1M-\$1.5M
Split Loan Fee	\$350		\$765	Property \$1.5M-\$2M
Trust Fee (applied per Trust)	\$250		\$985	Property \$2M-\$3M
Guarantor Fee (applied per application)	\$250		Quote	Property > \$3M

* Where security consists solely of investment properties (not loan purpose)

Other Fees RESIDENTIAL PRIME

Account Management Fee	\$15 per month per loan split	Discharge Admin Fee	\$690
Dishonour Fee	\$50	Disbursement Fee	\$82.50
Early Termination Fee	\$0		

All Other Fees and Charges

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

Top Up Applications RESIDENTIAL PRIME

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

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Residential Prime **Loan Products**

PRODUCT COMPARISON




Prime Residential Range

Credit Criteria / Policy Guide	★ Blue	★ XL Blue XL
Non financial defaults < \$500	✓	✓
Defaults < \$1,000 (unlimited)	✗	✗
Defaults > 2 years (unlimited)	✗	✗
Other defaults (ie. > \$1,000 and < 2yrs)	✗	✗
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	Paid in full ≤ 7 days after due date
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 7 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	✗	✗
Bankruptcy	✗	✗
Minimum ABN registered (GST registration where required)	24 months	24 months
Maximum loan / LVR % (minimum loan \$100K, 85% LVR Full Doc Only)	\$2.5M @ 70% LVR \$2M @ 80% LVR \$750K @ 85% LVR	\$5M @ 75% LVR metro Cat 1 only \$3.5M @ 75% LVR metro Cat 2 only
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	✓ Maximum \$1.5M
Pay out ATO debts or Business purpose	✓	✓
Security Criteria & Locations (refer to the RedZed location guide link on page 10)		
Vacant land (no construction available)	As additional security only	✗
Land with dwelling (residential or rural residential zoning only, maximum land size)	25 acres (10 hectares)	25 acres (10 hectares)
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 75% 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 (variable LVR applies)	✓	✓
Location category 03 (maximum LVR 75% maximum loan size \$750K)	✗	✗
Refer locations (maximum LVR 70%, maximum loan size \$750K)	✗	✗

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Residential Specialist Interest Rate Summary

PRODUCT COMPARISON

Owner Occupied Interest Rates	 Reward		 Recharge		 Refresh	
	FULL DOC	ALT DOC	FULL DOC	ALT DOC	FULL DOC	ALT DOC
LVR≤50%	7.34%	7.49%	8.29%	8.69%	9.90%	10.35%
LVR≤60%	7.34%	7.49%	8.29%	8.69%	10.00%	10.40%
LVR≤65%	7.39%	7.54%	8.29%	8.69%	10.10%	10.50%
LVR≤70%	7.44%	7.59%	8.39%	8.69%	10.10%	10.50%
LVR≤75%	7.59%	7.74%	8.59%	9.04%	10.80%	11.30%
LVR≤80%	7.59%	7.74%	8.79%	9.24%	10.80%	11.30%

Interest Rate Loadings						
Interest Only		Add 0.25%		Add 0.25%		Add 0.25%
Investment *		Add 0.25%		Add 0.25%		Add 0.25%
Investment + Interest Only		Add 0.50%		Add 0.50%		Add 0.50%

Risk Fee						
LVR≤70%	0.00%	0.00%	0.75%	0.75%	1.00%	1.25%
LVR≤75%	0.35%	0.50%	0.75%	1.00%	1.25%	1.50%
LVR≤80%	0.35%	0.50%	0.75%	1.00%	1.25%	1.50%

Origination Fees RESIDENTIAL SPECIALIST

Settlement Fee	\$975	Security Appraisal Fee	\$380	Property ≤ \$1M
Legal & Administration Fee	\$895	(for standard metro securities, all other types refer to BDM)	\$534	Property \$1M-\$1.5M
Split Loan Fee	\$350		\$765	Property \$1.5M-\$2M
Trust Fee (applied per Trust)	\$250		\$985	Property \$2M-\$3M
Guarantor Fee (applied per application)	\$250			

* Where security consists solely of investment properties (not loan purpose)

All Other Fees and Charges

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

Other Fees RESIDENTIAL SPECIALIST

Account Management Fee	\$15 per month per loan split	Early Termination Fee	\$0
Disbursement Fee	\$82.50		

Top Up Applications RESIDENTIAL SPECIALIST

Settlement Fee	\$975	Legal & Administration Fee	\$500
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All standard origination fees apply to top up loans. Risk fee and commission applies to the additional top up loan amount only.

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Residential Specialist **Loan Products**

PRODUCT COMPARISON

Specialist Residential Range

Credit Criteria / Policy Guide	 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)	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 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)	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)	\$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)	✓	✓	✓
Cash out (refer to the Policy and Procedures Guide for conditions)	Unlimited	Unlimited	Maximum \$100K
Pay out ATO debts or Business purpose	✓	✓	✓
Security Criteria & Locations (refer to the RedZed location guide link on page 10)			
Vacant land (no construction available)	✓ 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	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%
Development aspect (refer to the Policy and Procedures Guide)	✓	✓	✓
Location category 01 (variable LVR applies)	✓	✓	✓
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

Origination Fees COMMERCIAL

	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 COMMERCIAL

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

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 10)	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
	Fund or Fund + Additional Member Contributions	Additional Member Contributions
LVR≤50%	7.19%	7.54%
LVR≤60%	7.24%	7.59%
LVR≤65%	7.24%	7.59%
LVR≤70%	7.24%	7.59%
LVR≤75%	7.59%	7.94%
LVR≤80%	7.64%	7.99%

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

Interest Rate Loadings

Interest Only add 0.25% (both products)

Origination Fees SMSF

Application Fee	\$250
Settlement Fee	\$500
Legal Fee	\$1500
Guarantor Fee	\$250

Security Appraisal Fee	\$380	Property ≤ \$1M
	\$534	Property > \$1M - \$1.5M
	\$765	Property > \$1.5M - \$2M
	\$985	Property > \$2M - \$3M
	Quote	Property > \$3M

Other Fees SMSF

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

1% of loan amount

\$975
\$1500
\$250

Metro Cat 1

\$1711	Property ≤ \$1M
\$1986	Property > \$1M - \$1.5M
\$2261	Property > \$1.5M - \$2M
Quote	Property > \$2M

Regional Cat 1&2

\$1986	Property ≤ \$1M
\$2261	Property > \$1M - \$1.5M
\$2811	Property > \$1.5M - \$2M
Quote	Property > \$2M


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 (variable LVR applies)	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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Residential & Commercial Product **Features**

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](#)

Policy Criteria	Prime Residential		Specialist Residential Range			Commercial Range	
	★ Blue	★ Blue XL	🏆 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**



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Target Market Determination
redzed.com/TMD

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