



LOAN PRODUCT GUIDE

Australia's easiest home loan™

Call 1800 178 333 (1800 1ST FED)

info@firstfederal.com.au

[firstfederal.com.au](https://www.firstfederal.com.au)

Effective date: July 2024

For accredited broker use only



Fast *Response*



Easy *Process*



Personal *Touch*



**Australia's
Easiest
Home Loan™**



Why First Federal is Different

Easier than ever

- ✓ Alt doc experts
- ✓ No LMI (for LVRs 80% or less)
- ✓ No early repayment penalties
- ✓ Full doc up to 90% LVR
- ✓ Alt & lo doc up to \$3M
- ✓ No doc up to \$5M

Born digital

- ✓ e-submissions & no-fuss VOI
- ✓ Docusign loan docs
- ✓ Customer online loan access
- ✓ No legacy systems

Built for brokers

- ✓ 24 hour approvals
- ✓ Assigned Credit manager
- ✓ Australian onshore team
- ✓ No clawbacks ever

Other benefits






- ✓ Generous cash out limits
- ✓ Pay out private loans
- ✓ Product options if tax returns not lodged
- ✓ Product options depending on ABN age

Product Comparison

 First Choice Prime	 First Choice Plus Near Prime	 First Freedom Specialist	 First Business 30 Commercial	 First Business 3 Commercial Plus
---	---	---	---	---

Product Metrics					
Max loan size	\$1,000,000	\$2,000,000	\$3,000,000	\$3,000,000	\$5,000,000
Max LVR house	90%	80%	80%	75%	75%
Max LVR unit	N/a	80%	80%	70%	65%
Max LVR commercial	N/a	N/a	N/a	N/a	65%
Max LVR land	N/a	N/a	N/a	N/a	60%
Max loan term	30 years	30 years	30 years	30 years	3 years
Payment types	P&I	P&I or IO (3 yrs)	P&I or IO (3 yrs)	P&I or IO (3 yrs)	IO
Redraw	Yes	Yes	Yes	No	No
Credit Policy					
Min DSCR	> 1.20	> 1.10	> 1.10	> 1.0	N/a
Min credit score	> 850	> 650	> 500	N/a	N/a
Borrower type	Individual	Individual	Individual	Company	Company, SMSF
Buffer rate	3%	2%	2%	N/a	N/a
Expense approach	Greater of actual or HEM +20%	Greater of actual or HEM +20%	Greater of actual or HEM	Actual	N/a
Expense verification	6 months bank statements	3 months bank statements	3 months bank statements	3 months bank statements	N/a
Mortgage arrears	No	< 1 month	< 2 months	< 3 months	Unlimited
RHI	0's only accepted	< 3 x 1's per debt	Subject to credit assessment	Subject to credit assessment	No restrictions
Default tolerance	No defaults	Unlimited paid defaults	Unlimited paid defaults	No restrictions	No restrictions
Judgement tolerance	No judgements	Resolved judgements > 5 years old	Resolved judgements > 5 years old	Resolved judgements > 5 years old	Any resolved judgements
Bankruptcy tolerance	No prior bankruptcy	No prior bankruptcy	Not in last 10 yrs	Not in last 10 yrs	Discharged > 1 day
Tax debts	No unpaid tax debts	Max \$100k paid at settlement	Max \$250k paid at settlement	Unlimited paid	Unlimited paid or payment plan
Security type	House	House, townhouse, residential unit	House, townhouse, residential unit	House, townhouse, residential unit	House, townhouse, residential unit, commercial, land
Acceptable zoning	Residential	Residential, rural residential	Residential, rural residential	Any residential zoning acceptable	Any zoning acceptable
Acceptable titles	Freehold, Strata, Crown leasehold	Freehold, Strata, Crown leasehold	Freehold, Strata, Crown leasehold	Freehold, Strata, Crown leasehold	Freehold, Strata, Crown leasehold
Security location	Capital cities	Capital cities, select metro	Capital cities and metro locations	No restrictions	No restrictions
Unacceptable securities	Unit, land, damaged, construction, contaminated, > 1 acre, business use	Unit < 50sqm, land, damaged, construction, contaminated, > 5 hectares, business use	Unit < 50sqm, land, damaged, construction, contaminated, > 5 hectares, business use	Unit < 50sqm, land, damaged, construction, contaminated, > 5 hectares, business use	Unit < 50sqm, contaminated
Cash out	<\$10,000	< \$250,000	< \$500,000	Unlimited	Unlimited

Product Comparison

	 First Choice Prime	 First Choice Plus Near Prime	 First Freedom Specialist	 First Business 30 Commercial	 First Business 3 Commercial Plus
Accepted Income					
PAYG	Employed > 2 yrs with current employer	Employed > 3 months and same field > 2 yrs	Employed > 2 months and same field > 2 yrs	Unrestricted	Unrestricted
Self-employed	ABN > 2 yrs	ABN > 1.5 yrs	ABN > 1 yr	ACN > 1 yr	ACN > 0.5 yr
Rental income	70% accepted	80% accepted	90% accepted	90% accepted	100% accepted
Acceptable government benefits	Family tax benefit A & B 100% accepted for children < age 12, no pensions accepted	Family tax benefit A & B 100% accepted for children < age 12	Family tax benefit A & B 100% accepted for children < age 12	Family tax benefit A & B 100% accepted for children < age 12	Unrestricted
Child support	50% accepted for children < age 12	100% accepted for children < age 12	100% accepted for children < age 12	100% accepted for children < age 12	Unrestricted
Verification Documents (if any applicant is using alt doc verification the alt doc rates apply)					
Full doc – PAYG	Pay slips (last 2 consecutive) + tax return	Pay slips (last 2 consecutive)	Pay slips (last 2 consecutive)	Pay slips (last 2 consecutive)	Self-declared (> 6 months)
Full doc – self-employed	2 years tax returns, NOA + financials	1 year tax return, NOA + financials	1 year tax return, NOA + financials	N/a	N/a
Alt doc – self-employed	12 months BAS	Accountants dec or 6 months BAS	Accountants dec or 6 months BAS	Accountants dec or 3 months BAS	Self-declared
Fees and Charges					
Application fee	\$950	\$950	Loans < \$2M \$950 Loans > \$2M 0.95%	0.95%	0.95%
Upfront cost payment	Nil	Nil	Nil	Higher of \$1,950 or 0.2% of loan amount	Higher of \$1,950 or 0.2% of loan amount
Risk fee	Nil	0.65%	0.85%	1.10%	1.20%
Valuation fee	At cost	At cost	At cost	At cost	At cost
Solicitors fee	At cost	At cost	At cost	At cost	At cost
Ongoing fees	\$395 per annum	Nil	Nil	0.1% per month	0.1% per month
Discharge fee	\$880	\$880	\$880	\$880	\$880
For interest rates, see our current interest rate card					

First Federal *First Choice*

A simple home loan that allows refinancing and property purchases.

	Min	Max
Loan Size	\$100,000	\$1,000,000
Loan Term	10 years	30 years

Fees & Charges	
Application fee	\$950
Upfront cost payment	Nil
Risk fee	Nil
Valuation fee	At cost
Solicitors fee	At cost
Ongoing fees	\$395 pa
Discharge fee	\$880

Key Features:

- Full doc and alt doc available
- No risk fees
- Redraw available
- No clawbacks
- Maximum LVR 90% (LMI applies >80%)

Key Requirements:

- Capital cities only
- Min credit score 850

Call 1800 178 222
info@firstfederal.com.au
firstfederal.com.au



The fees quoted are current as at the effective date of this update and are applicable for new applications only. First Federal reserves the right to change its interest rates and fees at any time without notice. Applications are subject to First Federal's normal credit criteria. Full terms and conditions will be included in our loan offer. Other fees and charges may be payable. A copy of all our fees and charges are available upon request.

First Federal *First Choice Plus*

A simple and fast home loan with a near prime credit approach. It offers up to three years interest only repayments for investment properties.

	Min	Max
Loan Size	\$100,000	\$2,000,000
Loan Term	10 years	30 years

Fees & Charges	
Application fee	\$950
Upfront cost payment	Nil
Risk fee	0.65%
Valuation fee	At cost
Solicitors fee	At cost
Ongoing fees	Nil
Discharge fee	\$880

Key Features:

- Full doc and alt doc available
- 3 years interest only repayments for investment properties
- Max cash out \$250,000
- Redraw available
- No clawbacks
- Maximum LVR 80%

Key Requirements:

- Capital cities and select metro only
- Min credit score 650

Call 1800 178 222
info@firstfederal.com.au
firstfederal.com.au



The fees quoted are current as at the effective date of this update and are applicable for new applications only. First Federal reserves the right to change its interest rates and fees at any time without notice. Applications are subject to First Federal's normal credit criteria. Full terms and conditions will be included in our loan offer. Other fees and charges may be payable. A copy of all our fees and charges are available upon request.

First Federal *First Freedom*

Overcome the red tape and benefit from a loan that offers a large amount of cash out, flexible debt consolidation and a specialist credit approach.

	Min	Max
Loan Size	\$100,000	\$3,000,000
Loan Term	10 years	30 years

Fees & Charges	
Application fee	Loans < \$2M \$950 Loans > \$2M 0.95%
Upfront cost payment	Nil
Risk fee	0.85%
Valuation fee	At cost
Solicitors fee	At cost
Ongoing fees	Nil
Discharge fee	\$880
Interest rate loading on all loans >\$2M	0.5% (added to standard rate)

Key Features:

- Full doc and alt doc available
- Max cash out \$500,000
- 3 years interest only repayments for investment properties
- Redraw available
- No clawbacks
- Maximum LVR 80%

Key Requirements:

- Capital cities and metro locations
- Min credit score 500

Call 1800 178 222
info@firstfederal.com.au
firstfederal.com.au



The fees quoted are current as at the effective date of this update and are applicable for new applications only. First Federal reserves the right to change its interest rates and fees at any time without notice. Applications are subject to First Federal's normal credit criteria. Full terms and conditions will be included in our loan offer. Other fees and charges may be payable. A copy of all our fees and charges are available upon request.

First Federal *First Business 30*

A versatile long term business loan designed to fit out-of-the-box scenarios.

	Min	Max
Loan Size	\$250,000	\$3,000,000
Loan Term	10 years	30 years

Fees & Charges	
Application fee	0.95%
Upfront cost payment	Higher of \$1,950 or 0.2% of loan amount
Risk fee	1.10%
Valuation fee	At cost
Solicitors fee	At cost
Ongoing fees	0.1% per month
Discharge fee	\$880

Key Features:

- Lo doc loan
- Self employed lo doc verification
- PAYG employment accepted
- Unlimited cash out
- 3 years interest only repayments for investment properties
- Unlimited tax debts repaid
- No postcode restrictions
- No clawbacks
- Maximum LVR 75%

Key Requirements:

- No min credit score
- Company borrower

Call 1800 178 222
info@firstfederal.com.au
firstfederal.com.au



The fees quoted are current as at the effective date of this update and are applicable for new applications only. First Federal reserves the right to change its interest rates and fees at any time without notice. Applications are subject to First Federal's normal credit criteria. Full terms and conditions will be included in our loan offer. Other fees and charges may be payable. A copy of all our fees and charges are available upon request.

First Federal *First Business 3*

A medium term business loan designed to help self-employed borrowers secure funding quickly. Residential and commercial securities accepted.

	Min	Max
Loan Size	\$250,000	\$5,000,000
Loan Term	1 year	3 years

Fees & Charges	
Application fee	0.95%
Upfront cost payment	Higher of \$1,950 or 0.2% of loan amount
Risk fee	1.20%
Valuation fee	At cost
Solicitors fee	At cost
Ongoing fees	0.1% per month
Discharge fee	\$880

Key Features:

- No doc loan
- Unlimited cash out
- Interest only
- Discharged bankrupts > 1 day accepted
- Unlimited debts repaid or on payment plan
- No postcode restrictions
- No clawbacks
- Maximum LVR 75% on residential property
- Maximum LVR 65% on commercial property
- Non-resident borrowers

Key Requirements:

- No min credit score
- Company borrower

Call 1800 178 222
info@firstfederal.com.au
firstfederal.com.au



The fees quoted are current as at the effective date of this update and are applicable for new applications only. First Federal reserves the right to change its interest rates and fees at any time without notice. Applications are subject to First Federal's normal credit criteria. Full terms and conditions will be included in our loan offer. Other fees and charges may be payable. A copy of all our fees and charges are available upon request.

Additional Lending *Policies*

All mortgage applications must clearly demonstrate a financial benefit to the applicant(s), and all individual guarantors are required to obtain independent legal advice.

Responsible lending

First Federal is committed to responsible lending. We recognise the importance of working with our valued distribution partners to ensure we all play our part in conducting business in an ethical and responsible manner.

First Federal will only lend to

Natural persons over 18 years of age (restrictions apply); Australian residents, New Zealand residents whom reside in Australia, holders of an acceptable Australian visa which will remain current for at least 12 months from the time of the loan application, or non-residents who have sufficient income and expenses verified in an Australian bank account to satisfy our credit assessment.

First Federal will not lend on the below security types for loans > 3 years

- Units below min internal size:
 - 1 bdr 50sqm
 - 2 bdr 70sqm.
- Land without improvements, property under construction or to be constructed.
- Rural properties.
- Serviced apartments/resort complexes/retirement villages.
- Re-locatable/mobile homes, commercial properties.
- Property which is materially damaged.
- Heritage listed properties.
- Contaminated by toxic or hazardous substances.
- Where the title is: company title, mining lease, limited title, qualified title, native title, purple title, Moiety title.

Maximum exposure limits for 30 year loans

- The maximum exposure per applicant is \$5M
- The maximum exposure per security is \$3M

Interest rates

All First Federal's interest rates are variable.

Units

Max LVR 70% for units/apartments within high density postcodes where there are 35 or more units/apartments in the development. Please see our Security location guide for details of our high density locations.

Monthly repayments on 30 year loans

All monthly repayments are due on the anniversary date of the loan. A direct debit form will be completed as part of the loan documentation.

Monthly repayments on 3 year loans

All loan repayments are due on the 1st of each month. A direct debt form will be completed as part of the loan documentation.

Additional repayments

Additional repayments can be made anytime via Bpay (details will be provided after settlement).

Valuations

All credit approvals are issued subject to an independent valuation report that must be engaged by us from our panel of acceptable valuers. Existing client instructed valuations cannot be utilised.

Refinance

We will refinance bank, non-bank, private, non-conforming and solicitor loans.

How you can *Get in Touch*



Email An Application

info@firstfederal.com.au



Apply Online

app.loanapp.com.au/firstfederal



Scenario Chat

Call 1800 178 333 (1800 1ST FED)

info@firstfederal.com.au



T: 1800 178 333 (1800 1ST FED) | E: info@firstfederal.com.au

W: www.firstfederal.com.au

