

Important changes to fixed interest rates and removal of sale reminder.

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Rate alert.

To see all our home loan interest rates, visit our website.

Visit us

Hi,

At BankSA, we're keeping you up to date with the latest, including:

- A decrease to our Owner Occupier and Residential Investment Loan fixed interest rates, and
- Removal of sale reminders.

Rate changes.

Fixed rates have decreased.

Effective today **29 August 2024**, BankSA has lowered fixed rates for home loan customers across a range of terms on our Owner Occupier and Residential Investment home loans.

Fixed rates may appeal to customers looking for certainty around their home loan repayments. These latest changes provide competitive pricing options for both Owner Occupiers and Investors.

See tables below for the interest rate changes or find a full list of our home loan interest rates on our [Home Loan interest rates page](#).

Fixed Rate Owner Occupier Home Loan (Principal & Interest).**

Fixed Rate Products	Old Rate (% p.a.)	Change (% p.a.)	New Rate (% p.a.)	Comparison Rate* (% p.a.)	New Rate (% p.a.) Advantage Package ⁶	Comparison Rate* (% p.a.) Advantage Package ⁶
1 Year	6.84	-0.45	6.39	8.66	6.24	7.69
2 Year	6.74	-0.65	6.09	8.36	5.94	7.51
3 Year	6.84	-0.65	6.19	8.14	6.04	7.40
4 Year	6.84	-0.65	6.19	7.93	6.04	7.28
5 Year	6.94	-0.75	6.19	7.75	6.04	7.18

Fixed Rate Owner Occupier Home Loan (Interest Only).**

Fixed Rate Products	Old Rate (% p.a.)	Change (% p.a.)	New Rate (% p.a.)	Comparison Rate* (% p.a.)	New Rate (% p.a.) Advantage Package ⁶	Comparison Rate* (% p.a.) Advantage Package ⁶
1 Year	7.14	-0.45	6.69	9.21	6.54	8.24
2 Year	7.04	-0.55	6.49	8.89	6.34	8.04
3 Year	7.14	-0.65	6.49	8.63	6.34	7.89
4 Year	7.14	-0.45	6.69	8.47	6.54	7.82
5 Year	7.24	-0.55	6.69	8.27	6.54	7.71

Fixed Rate Residential Investment Loan (Principal & Interest).**

Fixed Rate Products	Old Rate (% p.a.)	Change (% p.a.)	New Rate (% p.a.)	Comparison Rate* (% p.a.)	New Rate (% p.a.) Advantage Package ⁶	Comparison Rate* (% p.a.) Advantage Package ⁶
1 Year	6.94	-0.40	6.54	9.18	6.39	8.20
2 Year	6.74	-0.45	6.29	8.83	6.14	7.99
3 Year	6.94	-0.55	6.39	8.58	6.24	7.84
4 Year	6.94	-0.55	6.39	8.34	6.24	7.70
5 Year	7.04	-0.65	6.39	8.13	6.24	7.57

Fixed Rate Residential Investment Loan (Interest Only).**

Fixed Rate Products	Old Rate (% p.a.)	Change (% p.a.)	New Rate (% p.a.)	Comparison Rate* (% p.a.)	New Rate (% p.a.) Advantage Package ⁶	Comparison Rate* (% p.a.) Advantage Package ⁶
1 Year	7.04	-0.35	6.69	9.45	6.54	8.47
2 Year	6.79	-0.30	6.49	9.10	6.34	8.25
3 Year	7.04	-0.55	6.49	8.81	6.34	8.07
4 Year	7.04	-0.55	6.49	8.55	6.34	7.91
5 Year	7.14	-0.65	6.49	8.32	6.34	7.76

Please note: the above fixed home loan interest rates do not include any LVR⁷ pricing adjustments.

Please note: the packaged fixed rates above include the 0.15% package discount and does not reflect the 0.20% package discount that was communicated on **19 August 2024**. New home loan applications submitted

from **18 August 2024** will receive an additional 0.05% discount on top of the packaged fixed rate quoted above.



Important details on fixed rates.

- Effective today **29 August 2024**, the above fixed interest rates are applicable to new fixed rate home loan and existing variable rate home loan customers looking to fix part, or all, of their loan.
- The above Advantage Package⁶ fixed interest rates include the Advantage Package⁶ discount. A \$395 Annual Package Fee applies. These interest rate changes also apply to our non-packaged rates.
- Customers need to consider their own financial situation and seek independent advice when considering the option to fix their loan.
- **Pipeline applications:** Customers who have requested to rate lock** their fixed rate prior to **29 August 2024** and it has not expired will receive the historical rate that was applicable at the time of rate lock.

Removal of sale reminder.

To ensure we continue to support you and your business, we'd like to remind you that we have removed the following scenarios from sale.

	Scenarios removed from sale
Guarantees	<ul style="list-style-type: none">• Applications where the security(s) is in the guarantor's name and the loan is in the borrower's name (e.g. Borrower 1 on the loan, but security is 100% owned by Borrower 2 as a guarantor).• Applications with a security guarantee (family or spousal) and Lenders Mortgage Insurance (LMI) is required.
Structures	<ul style="list-style-type: none">• Loans with more than six applicants.

	<ul style="list-style-type: none"> • Applications with both Basic and packaged products as part of the one application. • Applications where existing family debt or private mortgages are not being cleared and closed. • External refinance applications where settlement with Other Financial Institutions (OFI) is required but charge on the property is already held with the bank. • Concurrent applications that require one collateral being a cross collateralised shared equity or security guarantee. • Applications where a borrower is being removed from the loan, the loan is not closing, and LMI is now required on the loan. • Internal refinances of multiple Portfolio Loans into a single Portfolio Loan.
Substitution of Security	<ul style="list-style-type: none"> • Applications where new lending is required.
Relocation Loans	<ul style="list-style-type: none"> • Adding an additional security to reduce Loan-to-Value Ratio (LVR).
Customer details	<ul style="list-style-type: none"> • Applications where the applicants (including guarantors) do not have an email address or an Australian mobile number. • Customers that rely on foreign self-employed income.
Titles	<ul style="list-style-type: none"> • Applications where Western Australia Purple Titles are involved.

If you have any questions about these scenarios, you can refer to the following resources for support:

- Call the Credit Hotline on [1300 137 532](tel:1300137532) (select option 1, then option 5) for support with credit scenario questions.
- Refer to the Credit Policy on BrokerHub which you can access via [our website](#).
- Speak to your dedicated BankSA Business Development Manager (BDM) team.

You've got questions? We've got time to talk.



[1300 137 532](tel:1300137532) (Monday to Friday 8am - 5pm)



banksa.com.au/broker

Thanks,

Your BankSA team



BankSA acknowledges the traditional owners as the custodians of this land, recognising their connection to land, waters and community. We pay our respects to Australia's First Peoples, and to their Elders past and present.

Accessibility support:

BankSA welcomes calls through the National Relay Service. If you are deaf, hard of hearing, or have speech/communication difficulty, choose your access option detailed on [National Relay Service](#).

Where English is a second language, contact us and a banker can arrange a language interpreter.

Visit [BankSA Accessibility](#) for further information on our more accessible products and services for people with disability, who are neurodivergent or where English is a second language.

Things you should know:

Conditions, credit criteria, fees and charges apply. Based on BankSA's credit criteria, residential lending is not available for Non-Australian resident borrowers. More information available at banksa.com.au/broker.

**** Fixed Rates & Rate Lock:** The Bank will apply the fixed rate that is available at the loan settlement date or the date the fixed rate period commences, unless the customer locks a fixed rate in on the loan using our Rate Lock feature. The Rate Lock fee is 0.15% of the loan amount or \$500, whichever is higher, capped at \$1,000 for loans up to \$2mil. For loans above \$2mil, the Rate Lock fee is 0.15% of the loan amount. At the end of the fixed rate period the interest rate will convert to the applicable variable interest rate unless a new fixed term is selected and then the fixed rate is determined two business days prior to the refix.

⁶ Advantage Package: Conditions of Use apply and are available at banksa.com.au. Annual package fee of \$395 applies. Not available to company and trust account holders. You must either hold or be approved for a BankSA transaction account in order to qualify and continue to receive the benefits of the Advantage Package. Applications must also meet our approval guidelines on individual products to qualify for relevant package discounts.

⁷ LVR stands for the [loan-to-value ratio](#). LVR is the amount of your loan compared to the Bank's valuation of your property offered to secure your loan expressed as a percentage. Home loan rates for new loans are set based on the initial LVR and won't change during the life of the loan as the LVR changes.

*** Comparison rate:** The comparison rate is based on a loan of \$150,000 over the term of 25 years. **WARNING:** This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate.

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