

Choice Rates Pty Ltd Products Comparison Sheet

Client:	First Home Buyer: No
Date: 02/12/2006	Security Details: Purchase
Security Value: \$200 000	
Refinance Value:	Property Usage: Investment
Total Loan value: \$180 000	90.00% Loan to Valuation Ratio (LVR)

Provider	Lender 1	Lender 2	Lender 3	Lender 4	Lender 5
Loan Name	Basic Variable	Basic Variable	Basic Variable	Basic Variable	Basic Variable
Comparison Rate (AAPR)	7.43%	7.43%	7.47%	7.50%	7.50%
<u>Initial interest rate</u>	7.35%	7.40%	7.40%	7.34%	7.49%
Reverting interest rate	n/a	n/a	n/a	7.56%	n/a
Initial rate period (Years)	-	-	-	3	-
<u>Loan Fees</u>					
Total establishment fees	\$600	\$150	\$500	\$400	\$0
Ongoing costs	\$0	\$0	-	\$0	\$0
Ongoing cost period	-N/A-	-N/A-	-N/A-	Monthly	-N/A-
Exit Fees	\$200	\$295	\$250	\$150	\$150
Early Repayment Fee	\$800.00 / 3 Regulated & Non Regulated loans if repaid within the first 3 yrs may attract a deferred App. fee \$0-\$600. Also ERF for regulated attract a flat fee of \$800, which can be waived if borrower has other existing mortgage lending business with the society. Non Regulated loans attract a fee of one months interest.	/ 3 Year 1- \$1400, Year - 2 \$1000, Year 3 - \$700	/	\$700.00 / 4	/ 4 First 4 yrs \$800, For loans with a nil app fee offer an additional \$600 is payable
Split Fees	-	\$295	-	\$300 each if more than 2	\$300 each if more than 2
Switching/loan variation fee	\$450	\$295	\$350	\$300 / \$600	\$300
<u>Loan Features</u>					
Repayment Method	P&I	P&I;/O	P&I;/O	P&I;/O	P&I;/O
Additional repayments	Yes	Yes	Yes	Yes	Yes
Cost per repayment	\$0	\$0	\$0	\$0	\$0
Minimum repayment	-	\$0	-	-	-
Maximum repayment	-	-	-	-	-
Redraw facility	Yes	Yes	Yes Online Redraw available	Yes not on interest only	Yes

Cost per redraw	\$20 >\$20k plus current title search fee	\$0	-	\$50	\$20 1st per mth free
Minimum redraw	\$100	\$1	-	\$500 for electronic request. \$2,000 for over the counter	\$1,000
Maximum redraw	To reducing amount	To reducing amount	To reducing amount	To reducing amount	To reducing amount
Direct salary credit	Yes	Yes	No	No	Yes
Periodic payments	No	No	No	No	No
Equity Loan	No	No	No	No	No
Credit Card	Yes Reduced Interest Rate on Credit Card for first 12 months	No	Yes	No	No
Cheque book	No	No	No	No	No
Separate loan accounts	-	-	-	-	-
Free transactions p/m	-	-	-	-	-
Maximum cash-out amount	-	-	-	-	-
PAYE allowed	Yes	Yes	Yes	Yes	Yes
Minimum loan amount	\$50,000	\$50,000	\$20,000	\$10,000	\$10,000
LVR at which LMI is applicable	80%	80%	80%	80%	80%
LVR O/O	\$50000 - \$500000 : 97% \$500000 - \$750000 : 90% \$750000 - \$1000000 : 85%	\$50000 - \$500000 : 100% \$500000 - \$650000 : 95% \$650000 - \$750000 : 90% \$750000 - \$850000 : 85% \$850000 - \$2000000 : 80%	\$20000 - \$750000 : 95% \$750000 - \$1500000 : 90%	\$10000 - \$2500000 : 95%	\$10000 - \$600000 : 100% \$600000 - \$750000 : 95% \$750000 - \$1000000 : 90%
LVR INV	\$50000 - \$500000 : 95% \$500000 - \$750000 : 90% \$750000 - \$1000000 : 85%	\$50000 - \$500000 : 97% \$500000 - \$650000 : 95% \$650000 - \$750000 : 90% \$750000 - \$850000 : 85% \$850000 - \$2000000 : 80%	\$20000 - \$750000 : 95% \$750000 - \$1500000 : 90%	\$10000 - \$2500000 : 95%	\$10000 - \$600000 : 100% \$600000 - \$750000 : 95% \$750000 - \$1000000 : 90%
LVR Lo Doc O/O	\$50000 - \$500000 : \$500000 - \$750000 : \$750000 - \$1000000 :	\$50000 - \$500000 : \$500000 - \$650000 : \$650000 - \$750000 : \$750000 - \$850000 : \$850000 - \$2000000 :	\$20000 - \$750000 : \$750000 - \$1500000 :	\$10000 - \$2500000 :	\$10000 - \$600000 : \$600000 - \$750000 : \$750000 - \$1000000 :
LVR Lo Doc INV	\$50000 - \$500000 : \$500000 - \$750000 : \$750000 - \$1000000 :	\$50000 - \$500000 : \$500000 - \$650000 : \$650000 - \$750000 : \$750000 - \$850000 : \$850000 - \$2000000 :	\$20000 - \$750000 : \$750000 - \$1500000 :	\$10000 - \$2500000 :	\$10000 - \$600000 : \$600000 - \$750000 : \$750000 - \$1000000 :
Estimated Monthly Repayments					
Assume 30 yr term &					
P&I repayments	Initial:	\$1,240.15	\$1,246.28	\$1,246.28	\$1,238.92
	Reverting:	n/a	n/a	n/a	\$1,264.39
I/O repayments	Initial:	\$1,102.50	\$1,110.00	\$1,110.00	\$1,101.00
	Reverting:	n/a	n/a	n/a	\$1,134.00

This document is for indicative purposes only. The information is provided to assist in understanding the costs associated with a property purchase or refinance. All costs, fees and charges are estimates only and may vary. Other charges not listed above may also be payable.

Compare Loans



	Product 1	Product 2	Product 3	Product 4
Amount	180000	180000	180000	180000
Lender	Heritage BS	RAMS	Bank/West	CBA-Colonial
Product Type	Basic	Basic	Basic	3 yr disc
Product Name	Basic Variable	Interest Saver	Lite Home Loan	3 year Disc RateSaver :
Term	30	30	30	30
Period	7	7	7	7
Initial Rate/Period	7.35 % / 0	7.40 % / 0	7.40 % / 0	7.34 % / 36
Final Rate	7.35 %	7.40 %	7.40 %	7.56 %
Monthly Fees	0	0	0	8
Annual Fees	0	0	0	0
Establishment Fees	600	0	500	600
Preparation Fees	0	150	0	100
Other Fees	0	0	0	0
Amount For Period	\$104.773	\$104.838	\$105.188	\$106.664
Total Paid	\$447,054	\$448,811	\$449,161	\$457,843
Split	<input checked="" type="checkbox"/>			
	1	2	3	4