

Home buying made easy.

Your step by step guide

Planning to buy

Property hunting

Choosing the right loan

Buying your home

Making your loan work for you

Home buying language
– simplified



Find the path to your property goals with us.

Everyone's home buying needs are different, whether you're buying your first or next home, investing in property, or refinancing.

No matter what your goal is, we're here to help at every step, with expert guidance, handy tips and useful information.



Planning to buy

Property hunting

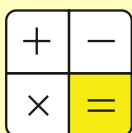
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To check out our range of home loan calculators and tools, visit
commbank.com.au/home-loan-calculators-and-tools

Why choose CommBank?

With expert guidance, smart tools, exclusive property insights and a range of home loans, we'll support you throughout your home buying journey and beyond.

Value



Tailored rates and special discounts

Tailored interest rates, as well as special discounts on your home loan and Credit Card with a Wealth Package.¹



Flexible loan features²

Tailor your loan to suit your needs and be ready for whatever life brings, with product features like multiple free offset accounts, redraw, flexible repayments and repayment holidays.



CommBank Yello

As part of CommBank Yello, our customer recognition program, you could receive benefits including prize draws, cashbacks and other discounts.³

Guidance



Dedicated Home Lending Specialists

Make confident decisions, with our Home Lending Specialists who partner with you at every step of your home buying journey and for the life of your loan.



Smart tools

Once you've received conditional pre-approval for your home loan, our CommBank Home Buying Hub can help you take care of all your home buying needs. Find out more: commbank.com.au/home-loans/commbank-home-buying-hub



Property news and insights

Free and individually customised reports for your target property or suburb.

Convenience



Anywhere, anytime convenience

Manage your home loan and banking 24/7 with the CommBank app, NetBank or over the phone.



Meet with us when it suits you

Book a time online instantly with our Home Lending Specialists whenever and wherever you like, either in our branches, on the phone or any other place that suits you.



All your banking in one place

Simplify your finances by bringing your loan, insurances and other banking together in the CommBank app and NetBank.

1. With a Wealth Package you'll get access to interest rate discounts on top of standard package benefits. To apply for a Wealth Package, you require an initial 'package lending balance' of at least \$150,000. Package lending balance is the sum of the account balances of eligible home lending accounts and the credit limit of Viridian Line of Credit accounts that you have with us at the time you apply for a Wealth Package. Eligible home loans are limited to those accounts that can be included in the Wealth Package, as set out in the table on page 27.
2. Features available on eligible loan and borrower types.
3. Ongoing eligibility conditions apply. See commbank.com.au/commbankyello for more information and the full terms and conditions.

Our Home Lending Specialists – with you every step of the way.

Whatever property picture you've painted in your mind, we can help make it a reality. We'll pair you up with a dedicated Home Lending Specialist to guide you through the process and beyond.



Our Home Lending Specialists will provide you with personalised support and guidance by:



Discussing your individual financial goals and providing timeframes to achieve them



Helping you with budgeting and planning so you have a clear idea about your current living expenses and potential upfront costs



Providing you with clear information on how much of a deposit you'll need and tips on how to save for it



Estimating how much you'll be able to borrow, using information unique to your situation



Helping you navigate through the property hunting process and providing you with free personalised property reports



Making sure you're clear on the application process and your loan options, and answering any questions you have



Being there for you beyond settlement, by helping you manage your loan and ensuring your loan is working for you.

You can meet your Home Lending Specialist wherever and whenever you like.



In branch



Place of your choice



Over the phone



To book an appointment with a Home Lending Specialist, visit **commbank.com.au/appointment**

What happens at the first appointment?

Your Home Lending Specialist will talk to you about your home lending needs and financial goals so they can provide help that's tailored to you. They'll also make sure you're clear on the application process and your loan options, and answer any questions you have.

If you're ready to start your loan application or apply for conditional pre-approval, they'll let you know exactly which documents you need to bring along, so you can apply together in person.

See **page 48** for more information.

What's your property goal?

I want to:



Buy a home or an investment property (see pages 8–41)

To help you navigate through the home buying process, we'll take you through the five common stages of buying a home, including the steps involved in getting a home loan with CommBank.



Build a house (see page 15)

If you're looking to build a house, a construction loan can help ensure you start – and stay – on the right footing.



Renovate or expand (see page 41)

If you're dreaming of home renovations, then topping up or using your existing equity may be an option.



Refinance my loan to CommBank (see page 41)

If you'd like to switch your existing home loan over to CommBank, we can help by making the process clearer and easier for you.



Make my loan work harder for me (see pages 36–41)

Everyone's different and we know things change, so we've outlined the ways you can stay in control and manage your loan.

Your home buying journey

No matter what stage you're at in your home buying journey, or whether you're buying a home to live in or an investment property, we can help guide you through each step.

Stage 1: Planning to buy

Budgeting, planning and things to consider before looking to buy.

Pages 8 to 15

Planning to buy

Stage 2: Property hunting

Tools and tips to help you enhance your property search.

Pages 16 to 19

Property hunting

Stage 3: Choosing the right home loan

Our range of flexible loans, money saving features and your insurance options.

Pages 20 to 31

Choosing the right loan

Stage 4: Buying your home or investment property

Key steps in getting a home loan – from application to settlement.

Pages 32 to 35

Buying your home

Stage 5: Making your loan work for you

How to manage your loan and flexible options to help when things change.

Pages 36 to 43

Making your loan work for you

Home buying language – simplified

Home buying jargon put into everyday language.

Pages 44 to 49

Home buying language – simplified



Stage 1:

Planning to buy

It's important to have a clear view of your finances, before you start your property hunt.

| | |
|--|-----------|
| Step 1: Calculate your current living expenses | 10 |
| Step 2: Work out how much you can borrow | 10 |
| Step 3: Work out your upfront buying costs | 10 |
| Step 4: Decide how much you would be comfortable repaying | 10 |
| Step 5: Save for a deposit | 11 |
| If you have a deposit less than 20% | 11 |
| Example of step 1 to 5: Meet Joanne | 13 |
| Information for first home buyers | 14 |
| First Home Owner Grant (FHOG) | 14 |
| First Home Super Saver Scheme | 14 |
| First Home Buyer stamp duty concession | 14 |
| Other things to consider | 15 |
| Guarantor support | 15 |
| If you're looking to build | 15 |
| Investing in property | 15 |
| If you're self employed | 15 |
| Buying before selling | 15 |
| Other opportunities if you already own | 15 |

Planning to buy

Taking these few steps to budget and plan today will not only help you save time and money, it'll give you the confidence during the search and buying process.

Your Home Lending Specialist will help you navigate through these steps and assist with any complexities when planning to buy.

1

Step 1: Calculate your current living expenses

Setting your budget all starts with your current and future living standards. Understanding what you spend (i.e. your living expenses) will give you a good start to work out how much you can afford. Be as thorough and realistic as you can with your expenses and think about the things that may change if your loan is approved. For example, you may have to pay more for public transport and have extra expenses to consider, such as strata and council rates.

Calculate your monthly living expenses at commbank.com.au/livingexpenses

2

Step 2: Work out how much you can borrow

The amount you're able to borrow will depend on:

- Your income
- Your current living expenses
- Your other liabilities and commitments, such as loans, child support and credit cards
- The type of loan you want.

Work out how much you may be able to borrow at commbank.com.au/borrowing

3

Step 3: Work out your upfront buying costs

In addition to your deposit, there are some other costs you'll need to factor in, such as stamp duty, bank fees, inspections, agent fees and legal fees.

It's important you include these costs when budgeting to avoid any surprises later.

Find out these costs using our stamp duty calculator at commbank.com.au/upfrontcosts

4

Step 4: Decide how much you would be comfortable repaying

You can choose to pay weekly, fortnightly or monthly, depending on what works best for you. Consider how much money you want to have after your repayments for your living expenses and your savings or investments. As things change, you may need to change your repayments so they work with your lifestyle.

Work out how much your repayments may be using our repayment calculator at commbank.com.au/repayments



TIP: Completing the steps below will give you a good idea of your price range, helping you start your property search on the right foot.

5

Step 5: Save for a deposit

The larger your deposit, the less you'll need to borrow and the easier your loan repayments will be to manage.

There are many ways to save, including working out how to cut back on your spending, and setting up a regular savings plan.

For more great saving ideas, visit commbank.com.au/saving

If you have a deposit less than 20%

Typically we require a 20% deposit towards the purchase price of the property; however, there are other options if you have a deposit that's less than 20%:

- Paying Lenders Mortgage Insurance (LMI) or a Low Deposit Premium (LDP)⁴
- Guarantor Support (see [page 15](#))
- Or if you already own property, using your existing equity (see [page 41](#)).

Each of these options protect us from the risk associated with a low deposit home loan; however, they don't protect you.

We can generally lend to you to purchase a property – even if you don't have the full deposit – as long as one of these options is in place.





Lenders Mortgage Insurance (LMI) and Low Deposit Premium (LDP)

LMI and LDP are products that protect us (not you) in the event you are unable to repay your home loan.

LMI and LDP are one-off, non-refundable, non-transferable costs that are capitalised (added) to the total home loan amount.

Your Home Lending Specialist will be able to give you more information about whether this applies to you.

For more information, refer to commbank.com.au/home-loans/lenders-mortgage-insurance

| | 12% deposit | 20% deposit |
|---|--------------------------|---------------------------|
|  House price | \$500,000 | \$500,000 |
|  – Deposit | \$60,000 | \$100,000 |
|  = Loan amount | \$440,000 | \$400,000 |
| + LMI⁴ | + \$6,500 | N/A |
| Total Loan | \$446,500 | \$400,000 |
|  Total savings/contribution required | \$60,000 + upfront costs | \$100,000 + upfront costs |

4. Calculations are estimates provided as a guide only. Lenders Mortgage Insurance (LMI) and Low Deposit Premium (LDP) are dependent on various factors, such as deposit amounts, the value of your property and your risk assessment as a borrower.



Meet Joanne

Her planning and budget

Annual Income:
\$90,000

Buying a property in:
South Australia

Has savings of:
\$145,000

Looking to buy a property costing:
\$475,000

Before starting her property search, she sits down with her Home Lending Specialist to work out her current and upfront expenses, and how much she could borrow.

Her budget

Current monthly living expenses: \$2,000/month

Upfront costs⁵

| | |
|----------------------------|-----------------|
| Solicitor/conveyancer: | \$2,000 |
| Stamp duty: | \$18,830 |
| Settlement fee: | \$200 |
| Government fees: | \$3,906 |
| Total upfront cost: | \$24,936 |



Borrowing capacity
up to:

\$426,700

Her decision⁶

After assessing her budget, and discussing her goals with her Home Lending Specialist, she decides to apply for a home loan.

Loan amount:
\$370,000

Repayments:
\$2,386
per month

Loan details:

**6.69% p.a. Standard Variable Rate
Home Loan with a Wealth Package**
(Comparison rate[^] 7.06% p.a.)

Note: The above rate is an example only and is subject to change at any time. Your Home Lending Specialist will work with you to work out the applicable interest rate for your individual circumstances.

[^] Please refer to the 'Things you should know' section at the end of this brochure.

- Some upfront costs, such as stamp duty and government fees, vary between each state. Your Home Lending Specialist can help you work out these costs.
- Calculations are estimates provided as a guide only. They assume interest rates don't change over the life of the loan and are calculated on the rate that applies for the initial period of the loan. Interest rates may change at any time. Fees and charges are payable and these are not taken into account in the calculations.

Information for first home buyers

If you're a first home buyer, you may be eligible for grants and concessions, depending on the state you live in and the type of property you're buying.

First Home Owner Grant (FHOG)

If you're buying your first home in Australia, you may be eligible for a government FHOG.

Each state and territory has different grants and conditions; however, we can help with your application.

Visit **commbank.com.au/fhog**



First Home Super Saver Scheme

The First Home Super Saver scheme allows you to save money for your first home using your superannuation fund. This scheme run by the Australian Taxation Office (ATO) helps first home buyers save faster by allowing them to withdraw voluntary contributions they've made to their super.

For more information, refer to the ATO website at **ato.gov.au**



First Home Buyer stamp duty concession

Depending on how much your property is worth, you may be able to pay less on stamp duty. The conditions and amounts change depending on the state you buy in.

For more information, refer to **firsthome.gov.au**

Other things to consider

Guarantor Support

Our Guarantor Support option could help you buy your own home sooner by using a guarantor, such as a family member, to provide extra security for your loan. By mortgaging their own property as security, you may be able to purchase a property with a smaller deposit and potentially avoid paying Lenders Mortgage Insurance or a Low Deposit Premium.⁷

There are a few things to consider, such as the risks associated with becoming a guarantor. For more information, visit commbank.com.au/guarantorsupport

If you're looking to build

There's a lot to consider before you decide to build your own home, including the costs of building and the various steps you'll need to take to plan your build.

A construction loan can be used to build your own home, complete renovations or knock down and rebuild. You can draw money from the loan progressively as you need to pay for your costs, so you'll only pay interest on the amount you've used. We'll also stay in touch with you throughout the build, to see how you're progressing.

You can find out more information at commbank.com.au/constructionloans

Investing in property

Choosing to invest in property is a big step. It's important to plan right, weigh up the risks and benefits, and understand the costs. With the right knowledge and tools, we can help you plan your investment.

Find out more about investing in property at commbank.com.au/propertyinvestor

If you're self employed

Our Home Lending Specialists understand the needs and unique circumstances business owners may be facing. Plus, they can help you structure your loan in a way that may let you buy the home you want.

To discuss your specific needs and requirements, you can make an appointment with a Home Lending Specialist at commbank.com.au/appointment

Buying before selling

If you'd like to buy a new home before you sell your existing one, a bridging loan can provide the money you need to secure your new home. It's suitable for existing CommBank customers who have bought a new home and need to settle, but have not received the money from the sale of their existing home. In other words, a bridging loan covers the gap between purchasing your new home and receiving money from the sale of your existing home.

During the bridging period, you'll make repayments on both your bridging loan and your existing home loan. Once you sell your existing home, you can use the money to pay out your original mortgage, and any additional money can go towards reducing the mortgage on your new home.

You can find out more information at commbank.com.au/bridging

Other opportunities if you already own

If you already have a property, you may have built up equity – the difference between the market value of your property and the amount you still owe on your home loan. You could use this equity to upgrade your home, buy a car or travel to the places you've always wanted to.

Refer to **page 41** of this brochure for more information.

7. The circumstances of your loan determine if Lenders Mortgage Insurance or a Low Deposit Premium may apply.





Stage 2:

Property hunting

Finding the right property can be an exciting time. By having a clear idea of what you want and how much you can afford, it can be a stress-free and rewarding experience.

| | |
|---|-----------|
| Step 1: Meet with your Home Lending Specialist | 18 |
| Step 2: Apply for conditional pre-approval so you can search with confidence | 18 |
| Step 3: Write down a short list of suburbs and research the market | 19 |
| Step 4: Get customised suburb and property reports | 19 |
| Step 5: Look into different ways you can buy your property | 19 |
| Buying at an auction | 19 |
| Buying through a private sale | 19 |
| Buying off the plan | 19 |

Property hunting

Here are some useful steps to help make the property hunting process as smooth as possible.

1

Step 1: Meet with your Home Lending Specialist

Your Home Lending Specialist will guide you during your property hunt. They'll help you apply for conditional pre-approval and equip you with the right tools and information to help enhance your property search.

Simply make an appointment at **commbank.com.au/appointment**



TIP: To help you prepare for your application, refer to our handy appointment checklist at the end of this brochure.

2

Step 2: Apply for conditional pre-approval so you can search with confidence

Search with confidence knowing your loan is conditionally pre-approved. Conditional pre-approval provides an estimate of how much you can borrow based on the information you provide to us. Not only does conditional pre-approval show sellers that you're serious, but it can help you negotiate confidently when the right property comes along. It's also a requirement to be able to bid in some real estate auctions.

3

Step 3: Write down a short list of suburbs and research the market

It's important to have a clear idea of what's important to you when looking for the right property. Consider which criteria are high on the priority list, like being near public transport, healthcare, retail facilities, childcare, schools and other amenities like shopping centres.

To start searching for the perfect property today, go to **commbank.com.au/digital/home-buying/search**

4

Step 4: Get customised suburb and property reports

Ask your Home Lending Specialist for a personalised report on your preferred suburb or property. Using the most up-to-date information from CoreLogic (Australia's leading property data, information and analytics provider), our property and suburb reports provide a comprehensive snapshot of a property and its neighbourhood.

Features and benefits

- Find out what the property is worth based on recent sales
- Get in-depth knowledge on properties for sale in the neighbourhood, including listing dates and agents
- Get median sale prices, sales values, and rental and demographic profiles.

TIP:

- A) Check whether the property you're looking to purchase is exposed to climate hazards such as floods, fires, cyclones or severe storms.
- B) Consider whether the property's exposure to climate does or will impact the cost of obtaining building insurance. For more information, you can visit **climatecouncil.org.au/resources/climate-risk-map/**
- C) Consider how certain features can help to minimise the financial impact of running the property whilst preserving the value of your asset (i.e. homes with a good thermal rating and solar panels can help minimise your energy bills whilst keeping your family comfortable all year round).

5

Step 5: Look into different ways you can buy your property

Buying at an auction

If you're planning to buy at an auction you'll need to ensure you're prepared. Once your hand goes up and you win the bid, you'll need to pay the deposit and sign the contract. Generally with auctions, there's no cooling-off periods.

Your Home Lending Specialist can help you with all the information and steps you need to take if you're thinking of buying at an auction, including what to expect on the day.

For information and tips, you can visit commbank.com.au/auctionday

Buying through a private sale

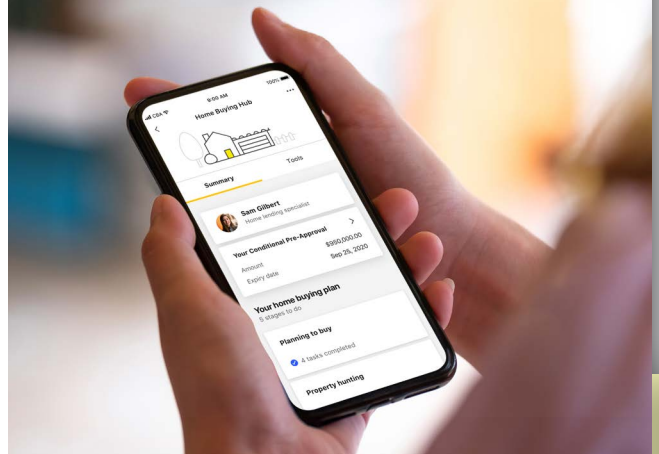
In a private sale you negotiate the sale price with the seller. This is usually done in writing through the Contract of Sale, or verbally. The real estate agent can help you, and provide you with the right information to help you make the offer. Depending on your contract, you may have a cooling-off period, which is usually 2–5 business days.

To find out more, you can visit commbank.com.au/privatetreaty

Buying off the plan

Buying off the plan means committing to buy a property that hasn't yet been built. For some, buying off the plan can be more affordable and flexible than buying an existing property. There are a few things you need to consider, so speak to your Home Lending Specialist, who can help you with any questions you may have.

For more things to consider when buying off the plan, you can visit commbank.com.au/offtheplan

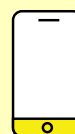


Download the CommBank app so you have access to our Home Buying Hub.

All the tools and support you need to help achieve your property goals are right at your fingertips in the CommBank app.

Once you've received conditional pre-approval for your home loan, the CommBank Home Buying Hub can help you take care of all your home buying needs. In the hub you can:

- View your letter of conditional pre-approval or conditional eligibility
- Access the contact details for your dedicated CommBank Home Lending Specialist
- Search for properties on the go and see upcoming inspection times
- Make confident decisions with personalised insights and CommBank market estimates[#]
- Know the steps you'll need to take throughout your home buying journey
- Access guidance articles, tools and calculators for each step along the way.



For more information, go to commbank.com.au/home-loans/commbank-home-buying-hub

[#] Please refer to the 'Things you should know' section at the end of this brochure.



Stage 3:

Choosing the right home loan

It's important to choose a loan that works for you, and we can help you make the right decision.

| | |
|--|-----------|
| Our range of home loans | 22 |
| Ways to pay your home loan | 22 |
| Flexible home loan features and add-ons | 24 |
| Wealth Package | 24 |
| Everyday Offset | 25 |
| Redraw | 26 |
| Compare our home loan features | 27 |
| Your protection options | 28 |
| Protection for your home inside and out | 29 |
| Protection for you | 30 |

Our range of home loans

We offer a number of different home loan types.



Standard Variable Rate

Get the flexibility you want with an extensive range of features and benefits.



Extra Home Loan

Life of loan discount: A home loan with a variable interest rate and low fees.



Fixed Rate

Always know what your repayments will be with a locked-in rate for 1-5 years.

To compare our home loan types, you can refer to **page 27** of this brochure.

Ways to pay your home loan

There are two repayment options for your home loan, and you can also choose the frequency of your payments.

| Principal and Interest (P&I) | | Interest Only (IO) |
|---|--------------------|--|
| <u>Pay your loan balance and the interest</u> | | <u>Pay just the interest on your loan for a limited time</u> |
| Your loan repayments will be lower over the life of the loan, since each time you pay the minimum repayments you're paying part of the original loan amount while also covering interest. | | Not only is the interest rate typically higher on an Interest Only loan, but once your Interest Only period ends, your repayments will change to Principal and Interest, which will increase your repayments. There's a maximum period you can pay Interest Only, so it's designed for short-term needs. |
| Weekly | Fortnightly | Monthly |
| For P&I loans only | For P&I loans only | All loan types |

Example

Jason has taken out a \$500,000 Standard Variable Rate Home Loan with a Wealth Package for 30 years.

| | Option 1 | Option 2 |
|--|--|--|
| | Principal and Interest | 5 year Interest Only |
| Interest rate at start of loan | 6.69% p.a. (Comparison rate [^] 7.06% p.a.) | 7.18% p.a. (Comparison rate [^] 7.25% p.a.) |
| Monthly repayment first 5 years | \$3,224 | \$2,992 |
| Interest rate after Interest Only period | Unchanged | 6.69% p.a. (Comparison rate [^] 7.06% p.a.) |
| Monthly repayment after Interest Only period | \$3,224 | \$3,436 |
| Total repayments over 30 years | \$1,160,307 | \$1,210,192 |
| Extra money paid due to Interest Only period | \$0 | \$49,885 |

If Jason chooses Interest Only for the first 5 years, although he starts off his loan with lower repayments, over the life of his loan, Jason will pay an **additional \$49,885 in interest**.

Note: The example provided above is for illustrative purposes only. They assume interest rates don't change over the life of the loan and are calculated on the rate that applies for the initial period of the loan based on an 80% loan to value ratio. Fees and charges are payable. The calculations do not take into account fees, charges or other amounts that may be charged to your loan (such as establishment or monthly service fees or stamp duty).

[^] Please refer to the 'Things you should know' section at the end of this brochure.

Flexible home loan features and add-ons

Wealth Package

Simplify your banking and save money at the same time with our Wealth Package. For an annual fee, you'll enjoy:

- Special interest rate discounts on a range of eligible home loans, meaning you'll pay less interest, which will help you pay off your loan quicker
- Save on fees with no upfront home loan establishment fees, monthly home loan service fees and annual credit card fees for one eligible card.

To find out more, visit commbank.com.au/wealthpackage and talk to your Home Lending Specialist.

Note: The annual package fee can change at our discretion. For the updated fee, go to commbank.com.au/homeloanfees

Example

How much could you save?

For example, let's imagine you have a Standard Variable Rate loan of \$500,000 for 30 years with a Wealth Package and an Ultimate Awards credit card. Let's see how much money you could save.

| Benefits | First year savings | Second year [^] |
|---|--------------------|--------------------------|
| Interest savings with a 2.26% p.a. interest rate discount aligned with an LVR of 80%, on a \$500,000 Standard Variable Rate home loan | \$11,283 | \$11,239 |
| Home Loan Establishment fee waived | \$608 | N/A ⁸ |
| Home Loan monthly Loan Service Fee waived | \$96 | \$96 |
| Fees waived on Ultimate Awards Credit Card | \$420 | \$420 |
| Minus the annual package fee | -\$395 | -\$395 |
| Total Home Loan Wealth Package saving | \$12,004 | \$11,360 |

8. The Establishment Fee will no longer be applicable after the first year. Your total Wealth Package saving will decrease over the life of your loan as your home loan balance decreases.

24 [^] Your total Home Loan Package savings will decrease in subsequent years as your home loan balance decreases.

Everyday Offset

An Everyday Offset is a transaction account linked to your Standard Variable Rate home loan. Linking an Everyday Offset⁹ to your Standard Variable Rate home loan is a great way to pay less interest while also having the flexibility to access your funds easily.

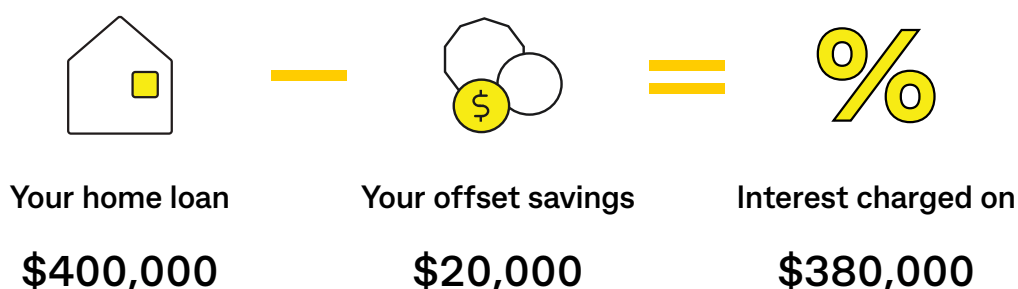
Any money you put into your Everyday Offset (e.g. your salary and savings) – whether its \$2 or \$20,000 – reduces the balance on which we charge interest. This means you'll only pay interest on the difference.

You can also have multiple Everyday Offset accounts linked to your home loan, so as well as saving even more interest over time, you can manage your money your way.

To find out more and to see how Everyday Offset works, visit commbank.com.au/everydayoffset or talk to your Home Lending Specialist.

Example

If you have a loan balance of \$400,000, and you have \$20,000 in your linked Everyday Offset, you'll only pay interest on \$380,000.



9. An Everyday Offset is an account linked to an eligible home loan, and accountholder/s must also be accountholders of the linked home loan. It is only available for Personal borrowers, not Companies or Trusts. Interest is not charged on that part of the home loan balance equal to the balance of the Everyday Offset. No credit interest is paid on the account, even when the balance is greater than your home loan balance. The target market for this product will be found within the product's Target Market Determination, available at commbank.com.au/tmd

Flexible home loan features and add-ons (continued)

Redraw

Redraw allows you to access additional payments that you've made on your home loan. For weekly and fortnightly direct debit payers, only funds over and above the minimum required repayments will be available. The money in your redraw account may reduce over the life of your loan so that, by the end of your agreed loan term, both your loan balance and the available redraw will be zero.

Redraw is available on most variable rate home loans, and there are no fees to redraw. If you do take money from your redraw, your repayments may increase. This is so you repay the loan within the agreed loan period.

Redraw is designed for occasional use. Other options, such as using offset accounts, may be more suitable if you plan on using the money more regularly or have a set amount in mind.

For more information about redraw, please refer to **commbank.com.au/redraw**






TIP: Check your available redraw anytime on the CommBank app or NetBank.



Compare our home loan features

We've included a summary of each loan type and the features they have. To compare our loans online, visit **commbank.com.au/home-loans**. Your Home Lending Specialist will be able to advise you of the fees and charges applicable to the loan you choose but you can also visit **commbank.com.au/homeloanfees**

| Loan type |  Standard Variable Rate[~] |  Fixed Rate |  Extra Home Loan (Life of loan) |
|--|---|--|--|
| Savings | | | |
| No Establishment Fee | ✓ ¹⁰ | ✓ ¹⁰ | ✓ |
| No Loan Service Fee | ✓ ¹⁰ | ✓ ¹⁰ | ✓ |
| Discounted interest rate | ✓ ¹⁰ | ✓ ¹⁰ | ✓ ¹¹ |
| Save interest with Everyday Offset | ✓ ¹² | | |
| Eligible for Wealth Package | ✓ ¹⁰ | ✓ ¹⁰ | |
| Credit card fee waiver | ✓ ¹⁰ | ✓ ¹⁰ | |
| Eligible for Green Home Offer ⁺ | ✓ ¹⁰ | | |
| To pay my loan faster | | | |
| Make additional repayments | Unlimited | Up to \$10,000 per fixed term year ¹³ | Unlimited |
| Flexibility | | | |
| Redraw additional payments or take a repayment holiday | ✓ | | ✓ |
| Split your loan (part fixed, part variable) | ✓ | ✓ ¹⁴ | ✓ |

~ From 19 November 2022, any new Standard Variable Rate home loans or top ups on existing Standard Variable Rate home loan with a Wealth Package are eligible for discounted interest rates based on Loan to Value ratio (LVR). For more information visit Standard Variable Rate home loan page.

+ Green Home Offer provides a discount on your Standard Variable Rate home loan for eligible customers who buy, build or renovate their homes to be more sustainable and energy efficient. Eligibility criteria applies – speak to your Home Lending Specialist for more information.

10. With a Wealth Package you'll get access to interest rate discounts on top of standard package benefits. To apply for a Wealth Package, you require an initial 'package lending balance' of at least \$150,000. Package lending balance is the sum of the account balances of eligible home lending accounts and the credit limit of Viridian Line of Credit accounts that you have with us at the time you apply for a Wealth Package. Eligible home loans are limited to those accounts that can be included in the Wealth Package, as set out in the table above.

11. Extra Home Loan provides a discounted interest rate for the life of the loan.

12. Only available for Personal borrowers, not Companies or Trusts.

13. An Early Repayment Adjustment and an Administrative fee may apply if you pay more than the maximum.

14. An Early Repayment Adjustment and an Administrative fee may apply if you split your loan during a fixed term period.

Your protection options.

Your home may be one of the biggest purchases you'll make and our range of insurance options can help protect what matters.

Home Insurance can help protect your home against loss or damage caused by incidents that may happen in the future. Life Insurance and Income Protection can help protect you against the unexpected, and provide greater peace of mind that you and your loved ones have financial security when you need it most.

We can help you with a number of different protection options for you and your home, depending on your needs and the level of cover you require. You can also speak to your Home Lending Specialist for more information.



Protection for your home inside and out

Building and contents insurance

Home Insurance can help you insure your building and contents against loss or damage caused by unexpected events, by helping you repair, rebuild or replace. If you're looking to purchase a home, it's important you look into insurance options prior to settlement so that you are adequately insured.

Making sure you have the right level of insurance for your home or investment property is important. Under the terms of your mortgage you must at all times maintain adequate Building Insurance over all security property. If the security property is part of a shared scheme, you must use your best endeavours to ensure the governing body maintains the building and other insurances required by law.

Cover for home owners and renters

The Residential Home Package gives you the option to take out Building Cover, Contents Cover, Portable Contents Cover or a combination to suit your needs.

- **Building Cover:** Insure your building against loss or damage caused by events such as fire, storm, flood and more.¹⁵ Additional benefits include emergency work, temporary repairs, alternative accommodation costs and mortgage discharge.
- **Contents Cover:** Covers the contents that make your house a home (e.g. furniture, curtains, carpets, appliances, jewellery and more) by repairing or replacing them on a new-for-old basis when they are damaged by an insured event.
- **Portable Contents Cover:** Insure everyday portable items you take with you when you're out and about in Australia or overseas (e.g. sunglasses, engagement rings and surfboards).

Cover for investors and landlords

The Investment Home Package gives you the option to take out Building Cover, Contents Cover or both.

- **Building Cover:** Insure your building against loss or damage caused by events such as fire, storm, flood and more.¹⁵ Additional benefits include emergency work, temporary repairs and mortgage discharge.
- **Contents Cover:** Covers the cost of repairing or replacing your contents (e.g. furniture, appliances, curtains and carpet) on a new-for-old basis when they are damaged by an insured event.

For more information or to get a quote, visit commbank.com.au/homeinsurance

15. Cover for damage caused by storm, bushfire or flood is excluded for the first 48 hours of the policy (exceptions apply). Policy limits and other exclusions apply. Please refer to the Home Insurance Product Disclosure Statement (PDS) for more information (including coverage and exclusions) on Building and Contents. Cover under the Residential and Investment Home Packages.

Protection for you

Together with the AIA Group, we want to help provide you with peace of mind that you and your family will be looked after when you need it most. AIA delivers innovative insurance solutions, and is committed to helping you make healthier lifestyle choices every day with AIA Vitality.

Life Insurance & Income Protection provided by AIA Australia

Life Insurance and Income Protection give you that extra safety net and help provide you with support when you and your family need it most.

Life Insurance

A once-off benefit up to a maximum of \$1,000,000 to help with a variety of expenses.

- Covers your family and loved ones financially in the event you pass away or become terminally ill.
- Can help with your expenses, such as home loan debt, car repayments, credit card debt, children's education and everyday bills.
- Cover that suits your needs:
 - Choose a cover amount from \$100,000 to \$1,000,000
 - Option to add Total and Permanent Disability (TPD) cover to your life cover if eligible
 - Option to add Trauma cover to your life cover if eligible.

For more information, visit
commbank.com.au/lifeinsurance

Income Protection

Cover up to 70% of your monthly income.¹⁶

- Designed to help you get back on your feet if you are unable to work due to an Accident¹⁷ or Sickness.¹⁷
- Cover up to 70% of your Pre-Disability Income up to \$10,000 per month.
- Choose between 6-month, 1-year or 2-year benefit periods.

For more information, visit
commbank.com.au/incomeprotection

16. The benefit paid is lesser of your Sum Insured and 70% of your monthly Pre-Disability Income.

17. Accident and Sickness both have specific meanings set out in the PDS.

Take a step to a healthier you with AIA Vitality

When you purchase Life Insurance or Income Protection provided by AIA Australia, you may get access to AIA Vitality.¹⁸ It's a personalised, scientifically backed health and wellbeing program that supports you every day to make healthier lifestyle choices. Access rewards and discounts on gym memberships, flights, spa treatments, life insurance premiums and more to keep you motivated on your journey.

For more information, visit **commbank.com.au/vitality**

Apply online today: Get a quote and apply online in a few simple steps. Get a decision straight away – no medical assessment or blood tests required.



Need more cover or have additional needs?

As part of our partnership with AIA, we can refer you to AIA Financial Wellbeing to review your situation and provide financial advice on wealth, super and personal insurance solutions, across a range of product providers – whether you just need basic guidance for life's most common questions, or a highly structured financial plan.

For more information, see **page 42** or visit **commbank.com.au/financial-advice**

18. Access is subject to a minimum annual premium on your Life Insurance and Income Protection policies. For more information, visit **commbank.com.au/vitality**

Important: Please refer to the 'Things you should know' section at the end of this brochure.





Stage 4: Buying your home

(or investment property)

If you haven't bought a property before (or even if you want a refresher), here's a step by step guide to help you through it.

| | |
|--|-----------|
| Step 1: Apply for conditional pre-approval to search with confidence | 34 |
| Step 2: Found your property? The next step is to apply for a home loan | 34 |
| Step 3: Secure your property and pay the deposit | 34 |
| Step 4: Your home loan's been approved, it's time to sign your loan documents | 35 |
| Step 5: Settle and move in | 35 |

Your guide to the home loan process

The home loan process may seem complex, even if you've bought before. Here are the most common steps from application to settlement. Your Home Lending Specialist will help you at each step and go through any detail unique to your situation (e.g. buying at an auction).

1



Conditional pre-approval
is valid for: 90 days

2



Estimated time from application to settlement: 4–6 weeks

3



Estimated time for home loan approval (once documents supplied to your lender):

Apply for conditional pre-approval to search with confidence.

Applying for conditional pre-approval is important – it'll help give you a good understanding of what you can afford and provide the confidence to make an offer when the right property comes along.

- ☐ To help you with the home loan process and to apply for conditional pre-approval, make an appointment with a Home Lending Specialist at **commbank.com.au/appointment**
- ☐ Ask your Home Lending Specialist for a personalised property report for your preferred suburb or property. They'll also estimate your upfront buying costs (e.g. stamp duty, legal fees)
- ☐ Once you've received conditional pre-approval, it's time to go search for your property

Found your property? The next step is to apply for a home loan.

You can apply anytime online, over the phone or in person with help from one of our Home Lending Specialists. They'll also let you know exactly which documents you'll need for your application.

- ☐ If you're buying at an auction, speak to your Home Lending Specialist about what's required or you can refer to **page 19**
- ☐ Let your Home Lending Specialist know you've found your property
- ☐ Gather all the necessary documents (e.g. income statements). See **page 48** for a list of documents required
- ☐ Find a solicitor or conveyancer who can help you with the contract and any other legal documents. They usually charge for their services so make sure you are aware of their fees before any commitment

Secure your property and pay the deposit.

The Contract of Sale (or Offer and Acceptance in WA) can be used to negotiate an offer on the property. Once accepted, both buyer and seller sign this contract, which confirms selling price, settlement terms and any other conditions for the sale.

- ☐ Arrange a property and pest inspection. This is not compulsory but a good idea to avoid bad surprises
- ☐ Check with local and state governments about zoning and future developments that may affect your home
- ☐ Check if there's a cooling-off period for the contract
- ☐ Sign the Contract of Sale (or Offer and Acceptance in WA) provided to you by the seller or real estate agent and pay the deposit – usually 5–10% of the property price



4



5



1–5 business days

Your home loan's been approved, it's time to sign your loan documents.

Once your home loan application and documents are submitted, we'll review them and complete any necessary checks (which may include property valuation, credit checks and building documents). We'll then let you know if your loan is approved and provide your loan offer documents.

- ☐ Complete stamp duty forms (if applicable) – your solicitor or conveyancer will organise this
- ☐ Once you receive your home loan documents, you can review them either in person or discuss it over the phone with your Home Lending Specialist. You'll need to sign the loan documents or accept in NetBank with our SmartSign service if you're eligible
- ☐ Look into Home Insurance options, prior to settlement. Speak to your Home Lending Specialist for more information or visit commbank.com.au/insurance

Settle and move in.

Settlement is when the purchase of the property is completed and it officially becomes yours. We'll arrange a settlement date, time and location with your solicitor or conveyancer. To keep you updated, we'll notify you by SMS when settlement is successfully completed.

- ☐ Arrange a pre-settlement inspection with the seller or their real estate agent

Ensure you've got enough money in your nominated CommBank transaction account 48 hours before the settlement date – your solicitor or conveyancer will advise how much

- ☐ After settlement, pick up your keys from the seller's real estate agent

For more information, visit commbank.com.au/your-home-buying-resources





Stage 5: Making your loan work for you

With the CommBank app and flexible features, it's never been easier to manage your home loan, even when your circumstances change.

| | |
|--|-----------|
| Getting started | 38 |
| Manage your loan 24/7 | 39 |
| Your personalised property experience | 40 |
| When you need more money | 41 |
| Using your existing equity | 41 |
| Increase your home loan (top up) | 41 |
| Refinancing your home loan | 41 |
| Considering financial advice | 42 |

Getting started.



Register for NetBank, a secure online place to manage your finances.

Visit **commbank.com.au/netbank**



Join over 5 million Australians using the CommBank app. Bank with confidence anywhere, anytime.

Visit **commbank.com.au/commbankapp**

Manage your loan 24/7

The CommBank app and NetBank are the easiest ways to manage your home loan, so you can stay in control. Simply log on, view your accounts and select your home loan to get started.



See your home loan alongside your other accounts

Just like your other accounts, you can view your home loan account information anytime. You can also view your loan balance, current loan details and transactions, as well as your repayment amount and frequency.



Change your repayments

We understand changes happen in life, which means you may need to change how you repay your loan (i.e. your repayments). You can easily:

- Change your repayment amount and frequency
- Change your repayment type – Interest Only to Principal and Interest.*



Change to a fixed rate or re-fix your home loan

Changing your home loan from variable to a fixed rate or starting a new fixed term (re-fix) is easy using our switching tool.



Split your home loan

If you want to take advantage of different loan types, you could consider splitting your home loan. This is when you divide your loan into two or more parts. You can do this easily on NetBank or speak to your Home Lending Specialist.

For more information, visit commbank.com.au/home-loans/split-loan



Increase your home loan (top up)*

If you're planning renovations, want to consolidate your debts or simply need extra cash, you can apply in NetBank or the CommBank app – subject to equity in your property and our approval.



Redraw your additional repayments

If you've made additional payments on your loan, you may be able to access these from your redraw facility. For weekly and fortnightly direct debit payers, the available redraw balance will not include payments made towards your next monthly minimum repayment. For more information, refer to **page 26**.

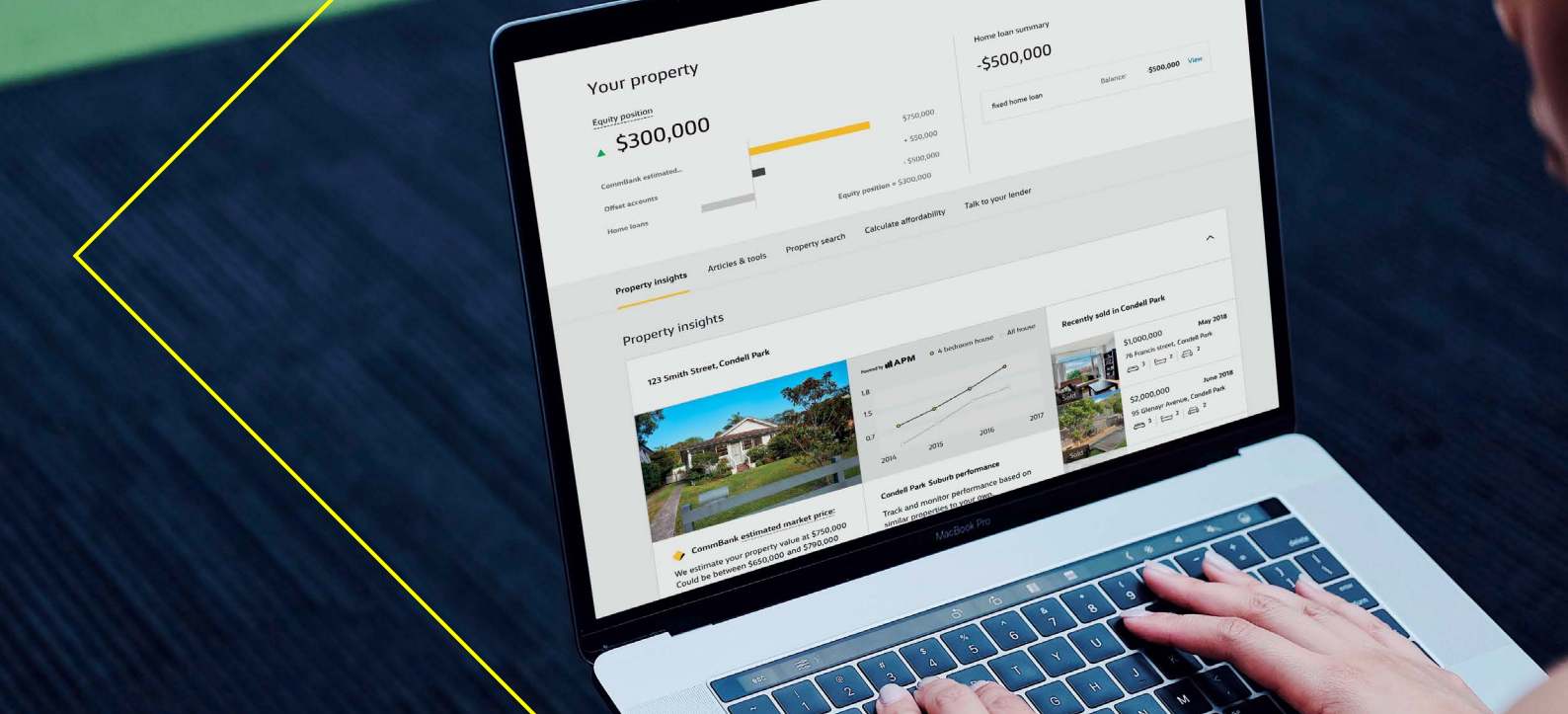


Access your statements

You can view up to 7 years of statements, providing you access anytime you need. If you're still receiving paper statements, you can also switch to online statements using the CommBank app or NetBank.

For more information, visit commbank.com.au/paperless

* Please refer to the 'Things you should know' section at the end of this brochure.



Your personalised property experience

We have a dedicated section within NetBank and the CommBank app that redefines how you view, track and manage your home loan – providing you with detailed loan and property information to help you achieve your goals.

Simply log on and select your home loan to get access to a broad range of features including:

Equity position/calculation

Helping you calculate your equity position using your data, such as home loan balance and offset savings, together with our knowledge of property prices.

Personalised property experience

An experience that gives you a personalised view of your property situation to see how it's performing in relation to similar properties in your suburb.

Access to checklists, tools and articles for every step of the property journey

Providing you with the guidance you need to help explore options and reach your current or next property goal.

Property search capability (partnership with Domain group) and affordability calculators

Access property search details overlaid with information such as upfront costs, repayments, Lenders Mortgage Insurance calculators and property values, so you can find a property you can afford.

Easily contact your Home Lending Specialist

Providing easier access to contact your dedicated Home Lending Specialist, who'll be there to help you with anything you need regarding your home lending needs.

Personalised property reports

Extensive suburb and property insights to give you all the information you need to make informed decisions or track and monitor performance over time.

For more information, visit commbank.com.au/myproperty

When you need more money*

If you're looking to get some extra money for renovations, to consolidate your debt or for personal reasons such as buying a car, your current home loan may be able to help you achieve this.

Using your existing equity

Equity is the difference between the market value of your property and the amount you still owe on your home loan. As you start to pay off your home loan over time and your loan balance decreases, and/or if your property value increases, you'll have more equity in your property.



Market value \$500,000

Owing on home loan
\$350,000

Equity
\$150,000

You can use your existing equity – increasing your loan balance up to 80% of the loan to value ratio (LVR), without paying Lenders Mortgage Insurance (LMI) or a Low Deposit Premium (LDP) – for various things such as renovating, buying a car or even as a deposit for your next home.

To find out how much equity you have in your home, you'll need a property valuation, so speak to your Home Lending Specialist, who can discuss the best way forward.

Increase your home loan (top up)

Increasing your home loan can be an effective way to get extra money. If your loan type lets you do top ups, the amount by which you can increase it will depend on how much equity is in the property as well as your current financial situation.

* Please refer to the 'Things you should know' section at the end of this brochure.

Refinancing your home loan

If you're looking to bring your home loan over to CommBank from another bank, or already have a home loan with us, we can help you through the steps to refinance.

There are many reasons you may choose to refinance, including wanting to save money, consolidating debts, or simply wanting more features and flexibility with your home loan.

Before you make any decisions, it's a good idea to weigh up your options and work out if refinancing is right for you. You'll also need to take into account any upfront or ongoing costs associated with exiting your current loan and switching to a new home loan. These may include settlement fees, loan establishment fees, loan service fees, and exit fees and charges.

Refinance with FASTRefi®

With FASTRefi® we'll save you time by managing the refinance steps on your behalf. You can refinance your eligible existing home loan to us from another financial institution within days of us receiving your signed loan documents.

FASTRefi® is only available for eligible loans from selected financial institutions.

If your home loan isn't eligible, or FASTRefi® isn't for you, you can choose our standard refinance option. FASTRefi® involves borrowing additional buffer amounts to cover the pay-out estimation. Once the loan is repaid and closed, any surplus funds will be refunded by the other financial institution.

For more information about refinancing, visit **commbank.com.au/refinancing**

Considering financial advice.

Once you've reached the important milestone of purchasing your property, it may be a good time to consider how to protect what matters and how to continue to grow your wealth.

At CommBank, we believe in the benefits of financial advice so we've expanded our partnership with AIA so customers with financial advice needs can be referred to AIA Financial Wellbeing.

AIA Financial Wellbeing can help provide the advice you need to make today's financial decisions, big or small, so you can feel confident you're on the right track. For customers who have just purchased a property, this may include:

- Drawing up a budget that plans for both savings and debt reduction
- Protecting your partner, family, mortgage or income
- Growing your wealth, possibly with an investment portfolio
- Sorting out your superannuation.



Financial advice – what to expect

The purpose of steps 1 and 2 below is to explore if financial advice can help you and your situation, so you are **not charged** for these first two steps.



Step 1

Initial call with AIA Financial Wellbeing

10 mins

- A team member from AIA Financial Wellbeing will discuss your current position and goals. If advice suits your needs, they can book you in for an appointment to be held face to face, via video chat or over the phone.



Step 2

Your complimentary meeting

60–90 mins

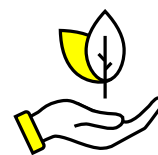
- Next, an AIA Financial Wellbeing Financial Planner will meet with you to discuss your needs and path forward.
- If you go ahead, you'll pay an agreed advice fee, which varies based on your needs.



Step 3

Building your tailored financial plan

- With your Financial Planner's advice and further research, your personalised plan will be prepared, called a Statement of Advice (SoA).



Step 4

Your Statement of Advice (SoA)

60 mins

- Your Financial Planner will talk you through their recommendations in the SoA. If you're happy to go ahead, your financial plan is put into place.

No hidden fees

The advice fees are scaled and depend on the complexity of the financial advice you need.

You're all set!

Once your advice is in place, you can seek further help as you need it to keep up with changes in your life.

Commonwealth Bank does not receive any commissions from AIA Financial Wellbeing for referring you.

Take the next step with AIA Financial Wellbeing

Your CommBank Home Lending Specialist can put you in touch with AIA Financial Wellbeing to discuss how financial advice can help you.

Alternatively, you can talk to us in branch, visit **commbank.com.au/financial-advice** or call AIA Financial Wellbeing on **1800 430 999** to get started.





Home buying language – simplified

We've broken down common home buying jargon and put it into everyday language for you on the following pages.

Bridging home loan

A short-term home loan to pay for the purchase of your new property, before you sell your existing property.

For more information, see **page 15** of this brochure or visit **commbank.com.au/bridging**

Co-borrower

A co-borrower is the other person you take your home loan out with (i.e. your joint account holder). This person's name appears on loan documents and their income and financial history will also be used to apply for the loan.

Comparison rate

This is the rate that helps you see the true cost of taking the home loan, making it easier to compare rates across different lenders. It's calculated using a standard formula to include the interest rate, as well as certain fees and charges related to the home loan.

Conditional pre-approval

An indication from us that shows how much we are likely to let you borrow based on a review of your financial situation and needs, subject to certain terms and conditions.

Construction loan

A loan specifically for building or renovating where you can draw down the loan progressively and only pay interest on the amount you've used.

For more information, visit **commbank.com.au/constructionloans**

Conveyancing

The process of transferring a property from one owner to the next. You'll need a lawyer, solicitor or licensed conveyancer to do this for you.

Cooling-off period

The cooling-off period is the very last stage that you, as a property buyer, can withdraw from a sale without major legal or financial consequences. The cooling-off period varies depending on the state you live in and how you buy your property.

Fixed interest rate

An interest rate that stays the same for a set period of time (e.g. 2 years). If you have a home loan with a fixed interest rate, you'll know exactly how much your repayments will be for this term.

Guarantor

A person, company or trust that helps you secure a loan by offering their own property (or properties) as additional security for your loan. If a company or trust is the borrower and is unable to service the loan, a guarantor can also help by contributing additional income. Guarantors cannot contribute additional income where the borrower is an individual.

Home loan increase or home loan top up

Through a top up, you can borrow amounts over \$10,000 that are in addition to the original loan amount – subject to equity held in your property and our approval.

Interest Only payments

The minimum payments only cover interest charges on the loan. Interest Only payments are for an agreed period of time.

For more information, visit commbank.com.au/interestonly

Investment loan

A loan provided for the purposes of purchasing, renovating or building an investment residential property or for acceptable personal investment.

Lenders Mortgage Insurance (LMI) and Low Deposit Premium (LDP)

LMI is an insurance premium we collect from you and pass on to our insurance provider Helia. LDP is a bank fee you pay directly to us.

The circumstances of your loan will determine whether a loan incurs LMI or LDP. You will only be required to pay for one, not both.

All premiums are capitalised (added) to the total home loan amount when your home loan is settled. This means you'll pay more interest over the life of the loan.

For more information, visit commbank.com.au/home-loans/lenders-mortgage-insurance

Loan to value ratio (LVR)

The total you've borrowed for your loan as a percentage of your property value.

For example: If your property is valued at \$400,000 and you've borrowed \$320,000, your LVR is 80% (\$320,000 divided by \$400,000).

$$\text{\$320,000} \div \text{\$400,000}$$

$$\text{LVR} = 80\%$$

Mortgage

A mortgage gives the bank certain rights over any property you use as security for the home loan.

A mortgage is commonly used to secure a loan from a lender.

Offset

A transaction account that you can link to an eligible home loan. The money in the offset doesn't earn interest but instead offsets your loan balance and reduces the interest you pay on your loan.

For more information, visit commbank.com.au/everydayoffset

Off the plan

When you commit to buy a property based on plans, before the property has been built. We may offer conditional pre-approval on a loan for off-the-plan purchases before construction commences. However, we won't lend you any money until we have performed a valuation of the finished property and re-evaluated your financial situation.

Owner occupied

When you live in the property you have the home loan for.

Principal and Interest repayments (P&I)

The loan principal is the amount of money you borrow and the interest is the cost charged to borrow this money. The interest rate on your loan, the amount you borrow, the length of the loan term and the required repayment amount on your loan will determine how much interest you pay over the life of the loan.

Rate Lock

Fixed rates are subject to change up until loan settlement. Rate Lock is a feature of our Fixed Rate Home Loan and Fixed Rate Investment Home Loan that can guarantee your reference interest rate for your chosen fixed rate term and protect you against rate rises during the Rate Lock period. You'll need to pay a non-refundable fee to do this, and you can ask us to break the Rate Lock (e.g. if rates go down prior to funding). Rate Lock is only available on new loan applications (excluding Home Seeker and CommBank Green Loan applications) and not when you top up, split, or switch from an existing loan or make repayment changes or loan purpose transfer changes.

How does Rate Lock work?

We lock in the reference interest rate applicable on the day we receive your Rate Lock Request Form. The Rate Lock Fee is charged for each fixed rate loan account included in the application and is charged when we process your request. Your Rate Lock period will expire 90 days after we charge the Rate Lock Fee. If your Rate Lock expires on a non-business day, the expiry will be extended out to the next business day.

For more information, visit **commbank.com.au/support.home-loan/explain-rate-lock.html**

Refinancing

Moving your home loan from one lender to another (e.g. from another bank to CommBank).

Repayment holiday

Lets you take a break (usually 3–12 months) from your repayments when you've made additional repayments on your loan.

Settlement or settlement date

When the sale or purchase of a property is completed and ownership of the property is transferred.

Split loan

When you divide one loan into two or more loan accounts, generally with different loan types, repayment types or interest rates.

Stamp duty

Stamp duty is a government charge, or tax. The amount you pay depends on the value of the property, the state or territory in which it's located, and whether you've purchased a property before in Australia.

Valuation

A valuation is an opinion about the market value of a property asset at a specific date, by a person authorised to undertake valuations for security purposes.

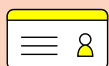
Variable interest rate

An interest rate that can go up and down over time. If you have a home loan with a variable interest rate, your repayments can change when the interest rate changes.

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What you'll need when applying for a home loan

When you're ready to apply for a CommBank home loan, you can help speed up your application by getting your documents ready for each person applying.



This will include things like:

- ☐ Proof of identity
- ☐ Documents to confirm your income (e.g. payslips, personal and/or business tax returns, ATO Notice of Assessment)
- ☐ Documents to confirm your liabilities (e.g. credit card and current loan statements)
- ☐ Documents to confirm your assets (e.g. existing properties, shares, investments)

Keep in mind, you won't need to provide any documents relating to accounts or products you hold with CommBank.

For more information about documents needed for a loan application, visit **commbank.com.au/homeloanchecklist**



We'll also need to understand what you spend

This will help us work out how much you can afford. Be as thorough and realistic as you can and think about the things that may change if your loan is approved.

If this is your first home and you're not sure how much these expenses might be (e.g. strata/body corporate fees, water, gas and electricity) we suggest speaking to friends or family, or researching online for an estimate for your area.



Monthly living expenses

The amount of money needed to maintain a reasonable standard of living, including existing expenses that will continue to be incurred and any new expenses that will be incurred after the loan is funded.

Before your appointment, you can prepare and calculate your monthly living expenses online at commbank.com.au/livingexpenses



Investment property expenses

If you are earning rental income from one or more existing investment properties (or are buying an investment property), you'll need to consider all expenditure related to it.

Before your appointment, you can prepare and calculate your rental expenses (current and/or future) online at commbank.com.au/rentalexperiences

We'll also ask you for other important information such as:

- ☐ **Privacy consent form:** Your Home Lending Specialist will send you the form to be completed by all applicants prior to your appointment
- ☐ **If you've found a property (or land):** A Contract of Sale (Offer and Acceptance in WA) and your solicitor or conveyancer's name, address and contact details
- ☐ **If you're building a property:** The formal building tender, plans and specifications
- ☐ **If you're using an existing property you own as security,** we'll need one of the following:
 - Rates notice that shows the street address and title reference; or
 - Valuer General – Notice of Valuation
- ☐ **If you have existing insurance (for the property that will be securing the proposed loan),** we'll need a copy of the insurance documents (e.g. policy schedules).

This is a guide only and details are subject to change at any time.

Once you've made an appointment, your Home Lending Specialist will let you know exactly what documents are required for your particular application.

Financial Services Guide

Your Home Lending Specialist can provide you with the latest version of the Financial Services Guide so you can make an informed decision on whether you want to use our products and services. Alternatively, you can access one anytime at **commbank.com.au/Financial-Services-Guide**

Things you should know: Applications for finance are subject to approval. Full terms and conditions will be included in the Bank's loan offer. Bank fees and charges apply. The advice in this brochure has been prepared without taking your individual objectives, financial situation or needs into account. Information in this brochure, including rates and fees, is subject to change.

[^] Comparison rate calculated on a \$150,000 secured loan over a 25 year term. WARNING: 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. Comparison rates for variable Interest Only loans are based on an initial 5 year Interest Only period. Comparison rates for fixed or guaranteed Interest Only loans are based on an initial Interest Only period equal in length to the fixed or guaranteed period. During an Interest Only period, your Interest Only payments will not reduce your loan balance. This may mean you pay more interest over the life of the loan.

* These options are not applicable to loans guaranteed under the First Home Loan Deposit Scheme (FHLDS), New Home Guarantee (NHG) or Family Home Guarantee (FHG).

Estimated market price is an estimate of a property's potential market price based on external property data and CommBank's own data. It is a guide only and does not take into account all factors that may affect a property's value. It is not a Bank valuation for credit assessment purposes.

The target market for some of these products can be found within the product's Target Market Determination, available at **commbank.com.au/tmd**

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Before acting on this advice, you should consider whether it is appropriate to your circumstances. Terms and conditions of Everyday Offset account and NetBank are available by visiting our website at **commbank.com.au**, calling 13 2221 or at any branch and should be considered in making any decision about these products.

We do not pay our staff commissions for supplying products to you. We pay them a salary and, in some cases, performance bonuses. Our staff may also receive payments for business they refer to other persons in the Bank who specialise in certain products and/or services and may be eligible for prizes including overseas travel and gift vouchers. Our staff may also receive benefits such as tickets to sporting and cultural events, corporate promotional merchandise or other similar benefits from product providers whose products they may sell or for business they may refer to product providers. We may receive commission for the sale of Home Insurance products from Hollard Insurance Partners Limited. The commission amount ranges between 0% to 15% of the premium paid (excluding government charges).

This document contains general advice. It does not take account of your objectives, financial situation or needs. You should consider whether the information is appropriate for you, having regard to your objectives, financial situation and needs before you act on the information. Also, before you make any decision about whether to acquire a financial product you should read the relevant Product Disclosure Statement. You should also consider talking to a financial planner to assist you in this process.

Financial advice on life insurance, wealth needs and super will be provided by AIA Financial Wellbeing, which is operated by AIA Financial Services Pty Limited ABN 68 008 540 252 AFSL 231109 (AIA Financial Services), a subsidiary of AIA Australia Limited ABN 79 004 837 861 AFSL 230043 (AIA Australia). CommBank has a referral arrangement with AIA Financial Wellbeing to provide advice to the Bank's customers on life insurance and simple wealth needs across a range of financial solutions from different providers. AIA Financial Wellbeing, AIA Financial Services and AIA Australia are not part of the Commonwealth Bank Group, and the Group does not guarantee and is not responsible for the financial advice provided by AIA Financial Wellbeing; the performance of products recommended by AIA Financial Wellbeing; or the obligations of AIA Financial Wellbeing, AIA Financial Services and AIA Australia.

Home Insurance is provided and issued by Hollard Insurance Partners Limited ABN 96 067 524 216, AFSL 235030 (Hollard) and distributed by the Commonwealth Bank of Australia ABN 48 123 123 124, AFSL 234945 (CBA). Hollard is not part of the CBA Group. CBA and its related entities do not sell, issue or guarantee the obligations or performance of Hollard or the products Hollard offers and this insurance product does not represent a deposit with or liability of either CBA or any of its related bodies corporate.

For products issued by Hollard, information about the target market can be found within the product's Target Market Determination available at commbank.com.au/insurancehome.

A Product Disclosure Statement (PDS) is available at all Commonwealth Bank branches, by downloading them from commbank.com.au or by calling 13 2423 and should be considered before making any decisions about this product. You should also read the Premium, Excess and Discount Guide (PEDG), Key Facts Sheets (KFS) and Financial Services Guide (FSG) available on commbank.com.au or by calling 13 2423 for a paper copy.

Hollard is a signatory to the General Insurance Code of Practice. For more information on the code, visit www.codeofpractice.com.au

Life Insurance provided by AIA Australia (Life Insurance) and Income Protection provided by AIA Australia (Income Protection) are provided and issued by AIA Australia Limited ABN 79 004 837 861 AFSL 230043 (AIA Australia) and distributed by the Commonwealth Bank of Australia ABN 48 123 123 124

AFSL 234945. AIA Australia is not part of the Commonwealth Bank Group. CommBank and its related entities do not sell, issue or guarantee the obligations or performance of AIA Australia or the products it offers and these insurance products do not represent a deposit with or liability of either CommBank or any of its related bodies corporate.

You should, before deciding to acquire or continue to hold any of these products, consider the appropriateness to your circumstances and read the relevant Product Disclosure Statement (PDS) or call AIA Australia on 1800 491 588, 9am to 5pm, Monday to Friday (Sydney time). Neither CommBank nor any of its related corporations are authorised representatives of AIA or our related companies. For more information on the financial services the Bank provides, you should read our Financial Services Guide and Privacy Policy. If you purchase a Life Insurance and/or Income Protection policy, CommBank is paid a commission, which is a percentage of your premium.

AIA Australia has adopted the Financial Services Council Life Insurance Code of Practice, which contains minimum standards of service that customers can expect from insurers. The code can be found at fsc.org.au

AIA Vitality is provided by AIA Australia. Eligibility for membership to the AIA Vitality program arises under, and is subject to, the AIA Vitality Terms and Conditions. Access to the AIA Vitality program as a result of holding Life Insurance or Income Protection requires your annual premium on your Policy or combined annual premium on all Life Insurance and Income Protection policies to be equal to or greater than \$500 per person and does not require eligible individuals to pay any additional costs, as the cost of the program has been factored into your premium, if applicable. AIA Vitality partners, benefits and rewards are subject to change at any time. For the most up-to-date information and to view the AIA Vitality Terms and Conditions, see aiavitality.com.au

If you have a complaint, you can access our dispute resolution process by calling 13 2221 (call charges may apply). Commonwealth Bank of Australia ABN 48 123 123 124 AFSL and Australian credit licence 234945. Registered office: Commonwealth Bank Place South, Level 1, 11 Harbour Street, Sydney, NSW 2000.

We're here to help.



Book an appointment to meet
with a Home Lending Specialist at
commbank.com.au/appointment



Message us 24/7 in the **CommBank app**



Call us on **13 2224**



For more information, visit
commbank.com.au/home-buying

