



PRODUCT MATRIX

Solutions for Prime, Near Prime and Specialist Borrowers



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PRODUCT DETAILS

| | PRIME | | NEAR PRIME | |
|--|---|---------------|---|---------------|
| | Full Doc | Alt Doc | Full doc | Alt Doc |
| Loan Policies | | | | |
| Minimum Loan Amount | \$100,000 | | \$100,000 | |
| Maximum Loan Amount* | \$2,500,000** | \$2,500,000** | \$2,500,000** | \$2,500,000** |
| Cash Out | \$500,000 <75% LVR; \$100,000 >75% LVR | | \$500,000 <75% LVR; \$100,000 >75% LVR | |
| Debt Consolidation | Up to \$100,000 | | Unlimited | |
| Business Debts | Yes | | Yes | |
| Tax, Solicitors & Private Mortgages | No | | Yes | |
| Interest Only | Interest only for O/O up to 80% LVR and investments up to 75% LVR | | Interest only for O/O up to 80% LVR and investments up to 75% LVR | |
| Income Accepted | Full time, part time, contract, self employed, parental leave, probation, overtime, Family Work & Income, pension and child maintenance | | Full time, part time, contract, self employed, parental leave, probation, overtime, Family Work & Income, pension and child maintenance | |
| Rental Income (incl Commercial, AirBNB) | Shaded at 80% | | Shaded at 80% | |
| Impairment Levels/Credit Guide | | | | |
| Defaults, Writs & Judgements | Nothing over \$500 and any under \$500 must be fully paid | | Nothing over \$2,000 or if more than 24 months old they are ignored | |
| Mortgage or Rent Arrears | <14 days, no default fees and never overlimit | | No arrears greater than 30 days | |
| Personal Loan or Credit Card - late payments, arrears or overlimits | <14 days, no default fees and never overlimit | | Up to date at time of unconditional | |
| Summary Instalment Order | Not accepted | | Not accepted | |
| Bankruptcy | None | | Discharged more than 2 years | |
| Documentation | | | | |
| Fully Verified | PAYE - 2 payslips or Employment letter SELF-EMPLOYED - Either 2 years full financials or 2 years personal and business tax returns | | PAYE - 2 payslips or Employment letter SELF-EMPLOYED - Either 1 year full financials or 1 year personal and business tax returns | |
| Alt Doc | Two of either 6 months GST returns, 6 months Business Bank Statements or an Accountant's Letter | | One of either 6 months Business Bank Statements, OR 6 months most recent GST returns OR an Accountant's Letter | |
| NZ Business Number | >24 months | | >12 months | |
| Personal Bank Statements | 3 months personal bank statements | | 3 months personal bank statements | |

*Dependent upon Metro/Regional location. **Auckland Metro only

ACCEPTABLE SECURITIES (POPULATION MUST BE 10,000 WITHIN 10KM)

| ACCEPTABLE | UNACCEPTABLE |
|--|--|
| Residential or lifestyle blocks up to 5 acres / 2 hectares | Vacant land or in construction / development / partially completed dwellings |
| Units from 35sq metres (excluding balcony) with minimum 1 bedroom. | Commercial, industrial or rural zoned |
| Up to 2 dwellings on a single title | Company share, native title, company title or leasehold |
| Turn key with less than 2 months to completion | Serviced apartments, timeshares or dual key |

NOTE: This is not an exhaustive list, please contact your BDM for a full list of what is acceptable and what is not.

PRODUCT DETAILS continued

| | SPECIALIST | | SPECIALIST+ | |
|--|---|--------------|---|--------------|
| | Full doc | Alt Doc | Full doc | Alt Doc |
| Loan Policies | | | | |
| Minimum Loan Amount | \$100,000 | | \$100,000 | |
| Maximum Loan Amount | \$2,000,000* | \$2,000,000* | \$1,500,000* | \$1,500,000* |
| Cash Out | \$200,000 | | \$200,000 | |
| Debt Consolidation | Unlimited | | Unlimited | |
| Business Debts | Yes | | Yes | |
| Tax, Solicitors & Private Mortgages | Yes | | Yes | |
| Interest Only | Interest only for investments up to 75% LVR | | Interest only for investments up to 75% LVR | |
| Income Accepted | Full time, part time, contract, self employed, parental leave, probation, overtime, Family Work & Income, pension and child maintenance | | Full time, part time, contract, self employed, parental leave, probation, overtime, Family Work & Income, pension and child maintenance | |
| Rental Income (incl Commercial, AirBNB) | Shaded at 80% | | Shaded at 80% | |
| Impairment Levels/Credit Guide | | | | |
| Defaults, Writs & Judgements | Nothing over \$2,000 or if more than 12 months old they are ignored | | Unlimited | |
| Mortgage or Rent Arrears | Less than 2 months arrears evident in the last 6 months | | Less than 3 months arrears evident in the last 6 months | |
| Personal Loan or Credit Card - late payments, arrears or overlimits | Conduct ignored | | Conduct ignored | |
| Summary Instalment Order | Not accepted | | Yes if there is six months clear SIO repayment history, and the loan is to include full repayment of the SIO | |
| Bankruptcy | Ignored if discharge date is > 1 day | | Ignored if discharge date is > 1 day | |
| Documentation | | | | |
| Fully Verified | PAYE - 2 payslips or Employment letter SELF-EMPLOYED - Either 1 year full financials or 1 year personal and business tax returns | | PAYE - 2 payslips or Employment letter SELF-EMPLOYED - Either 1 year full financials or 1 year personal and business tax returns | |
| Alt Doc | One of either 6 months Business Bank Statements, OR 6 months most recent GST returns OR an Accountant's Letter | | One of either 6 months Business Bank Statements, OR 6 months most recent GST returns OR an Accountant's Letter | |
| NZ Business Number | 12 months | 6 months | >12 months | |
| Personal Bank Statements | 3 months personal bank statements | | 3 months personal bank statements | |

BORROWER INFORMATION (MAX LEND PER BORROWER = \$3MIL)

| | |
|------------------|---|
| Companies | Company structure - Only 1 company per loan - Maximum of 4 directors - Unlimited personal guarantees required from all directors - Shareholders must be directors or spouse of the directors |
| Trusts | Family Trust structure - Only 1 trust per loan - Unit or discretionary trusts permissible (no hybrid trusts) |

*Dependent upon Metro/Regional location

VARIABLE RATES

| LVR | PRIME | | NEAR PRIME | | SPECIALIST | | SPECIALIST + | |
|-----|------------|------------|------------|------------|-------------|-------------|--------------|-------------|
| | FULL DOC | ALT DOC | FULL DOC | ALT DOC | FULL DOC | ALT DOC | FULL DOC | ALT DOC |
| 60% | 9.09% p.a. | 9.29% p.a. | 9.19% p.a. | 9.54% p.a. | 10.19% p.a. | 10.59% p.a. | 10.99% p.a. | 11.29% p.a. |
| 65% | 9.14% p.a. | 9.34% p.a. | 9.24% p.a. | 9.59% p.a. | 10.39% p.a. | 10.79% p.a. | 10.99% p.a. | 11.29% p.a. |
| 70% | 9.19% p.a. | 9.39% p.a. | 9.44% p.a. | 9.84% p.a. | 10.69% p.a. | 11.09% p.a. | 11.29% p.a. | 11.64% p.a. |
| 75% | 9.34% p.a. | 9.54% p.a. | 9.44% p.a. | 9.84% p.a. | 10.99% p.a. | 11.39% p.a. | 11.59% p.a. | 11.99% p.a. |
| 80% | 9.49% p.a. | 9.69% p.a. | 9.54% p.a. | 9.94% p.a. | 11.49% p.a. | 11.89% p.a. | 12.39% p.a. | 12.79% p.a. |

FIXED RATES

| LVR | PRIME FULL DOC | | | PRIME ALT DOC | | |
|-----|----------------|------------|------------|---------------|------------|------------|
| | 1 yr fixed | 2 yr fixed | 3 yr fixed | 1 yr fixed | 2 yr fixed | 3 yr fixed |
| 60% | 9.09% p.a. | 8.89% p.a. | 8.69% p.a. | 9.29% p.a. | 9.09% p.a. | 8.89% p.a. |
| 65% | 9.14% p.a. | 8.94% p.a. | 8.74% p.a. | 9.34% p.a. | 9.14% p.a. | 8.94% p.a. |
| 70% | 9.19% p.a. | 8.99% p.a. | 8.79% p.a. | 9.39% p.a. | 9.19% p.a. | 8.99% p.a. |
| 75% | 9.34% p.a. | 9.14% p.a. | 8.94% p.a. | 9.54% p.a. | 9.34% p.a. | 9.14% p.a. |
| 80% | 9.49% p.a. | 9.29% p.a. | 9.09% p.a. | 9.69% p.a. | 9.49% p.a. | 9.29% p.a. |

| LVR | NEAR PRIME FULL DOC | | | NEAR PRIME ALT DOC | | |
|-----|---------------------|------------|------------|--------------------|------------|------------|
| | 1 yr fixed | 2 yr fixed | 3 yr fixed | 1 yr fixed | 2 yr fixed | 3 yr fixed |
| 60% | 9.19% p.a. | 8.99% p.a. | 8.79% p.a. | 9.54% p.a. | 9.34% p.a. | 9.14% p.a. |
| 65% | 9.24% p.a. | 9.04% p.a. | 8.84% p.a. | 9.59% p.a. | 9.39% p.a. | 9.19% p.a. |
| 70% | 9.44% p.a. | 9.24% p.a. | 9.04% p.a. | 9.84% p.a. | 9.64% p.a. | 9.44% p.a. |
| 75% | 9.44% p.a. | 9.24% p.a. | 9.04% p.a. | 9.84% p.a. | 9.64% p.a. | 9.44% p.a. |
| 80% | 9.54% p.a. | 9.34% p.a. | 9.14% p.a. | 9.94% p.a. | 9.74% p.a. | 9.54% p.a. |

| LVR | SPECIALIST FULL DOC | | | SPECIALIST ALT DOC | | |
|-----|---------------------|-------------|-------------|--------------------|-------------|-------------|
| | 1 yr fixed | 2 yr fixed | 3 yr fixed | 1 yr fixed | 2 yr fixed | 3 yr fixed |
| 60% | 10.19% p.a. | 9.99% p.a. | 9.79% p.a. | 10.59% p.a. | 10.39% p.a. | 10.19% p.a. |
| 65% | 10.39% p.a. | 10.19% p.a. | 9.99% p.a. | 10.79% p.a. | 10.59% p.a. | 10.39% p.a. |
| 70% | 10.69% p.a. | 10.49% p.a. | 10.29% p.a. | 11.09% p.a. | 10.89% p.a. | 10.69% p.a. |
| 75% | 10.99% p.a. | 10.79% p.a. | 10.59% p.a. | 11.39% p.a. | 11.19% p.a. | 10.99% p.a. |
| 80% | 11.49% p.a. | 11.29% p.a. | 11.09% p.a. | 11.89% p.a. | 11.69% p.a. | 11.49% p.a. |

| LVR | SPECIALIST+ FULL DOC | | | SPECIALIST+ ALT DOC | | |
|-----|----------------------|-------------|-------------|---------------------|-------------|-------------|
| | 1 yr fixed | 2 yr fixed | 3 yr fixed | 1 yr fixed | 2 yr fixed | 3 yr fixed |
| 60% | 10.99% p.a. | 10.79% p.a. | 10.59% p.a. | 11.29% p.a. | 11.09% p.a. | 10.89% p.a. |
| 65% | 10.99% p.a. | 10.79% p.a. | 10.59% p.a. | 11.29% p.a. | 11.09% p.a. | 10.89% p.a. |
| 70% | 11.29% p.a. | 11.09% p.a. | 10.89% p.a. | 11.64% p.a. | 11.44% p.a. | 11.24% p.a. |
| 75% | 11.59% p.a. | 11.39% p.a. | 11.19% p.a. | 11.99% p.a. | 11.79% p.a. | 11.59% p.a. |
| 80% | 12.39% p.a. | 12.19% p.a. | 11.99% p.a. | 12.79% p.a. | 12.59% p.a. | 12.39% p.a. |

Investor Loading for both Variable and Fixed: <=65 - 0.30% | >65 to <=75 - 1.00% | >75 to <=80 - 1.25%