La Trobe financial

Residential Lending

"Flexible approach to lending"

Full Doc

Lite Doc™

Rural

La Trobe Financial boasts over 6 decades in the Australian mortgage industry. We are one of Australia's premier credit specialists perfecting our core business approach. Our role as a credit specialist is not to be "all things to all people". We are clearly focused on our target market which includes prime and near-prime applicants that may fall just outside the major banks' acceptance criteria, and serve it with distinction.

Full Doc

Our residential full doc mortgage product has flexible features that cater for your clients' purchase or refinance requirements. These include a free redraw facility and cash out for your personal or business/investment needs. It is available to borrowers who can fully verify their income.

Lite Doc™

Our Lite Doc™ mortgage product is specifically tailored to support the self-employed community. With a market of over 2.1 million, we see this growing trend to continue.

We also understand that the paperwork required to fully verify income can at times be difficult and time consuming, but with our innovative and solutions – focused product, the self-employed have a solution to help them meet their requirements and objectives.

Alternative Methods of Income Verification

We cater for a variety of income verification methods to satisfy the loan servicing requirements. Such verifications may include up-to-date financials, BAS Statements, and Accountant's letters just to name a few.

"Direct Access to our Credit Analysts"

The La Trobe Financial Methodology – "A Life Event Approach"

We understand that life events happen and during these times borrowers may incur minor blemishes in their credit history.

Applicants who have experienced an unforseen "life event" such as a redundancy or divorce, which has temporarily affected their ability to service their obligations and in turn has led to minor credit impairment, is where we can help. Our experienced credit analysts assess every application on its merits and work hard to find a suitable solution for the consumer. This approach not only allows us to offer finance to more borrowers, but also helps us assess credit applications faster.

"Life event" methodology is something that is analytically more valid. The methodology takes into account major life events for a number of reasons, when considering a potential borrower's history. Rather than count the number of, or size of defaults and judgments, we look at the number and type of events, and this gives us extraordinary flexibility.

The La Trobe Financial difference

What differentiates La Trobe Financial from other specialist lenders is our experience in this niche market.

Assisting those who are under-served by the major banks has been at the core of La Trobe Financial's service proposition since 1952.

General Features

GENERAL DESCRIPTION	**Residential Full-Doc:** Our Residential Full Doc loan has been helping Australians for over 60 years. All Full Doc loans have fully flexible features that cater for all your purchase or refinance requirements. These include a free redraw facility and cash out for your personal or business/investment needs. Also available for self-employed borrowers who can fully verify their income. **Residential Lite-Doc™:** At La Trobe Financial we continue to support the self-employed community and know that providing the paperwork required to fully verify your income can at times be difficult and time consuming. That's why our Lite Doc™ loan is specifically designed to assist the self-employed obtain a loan.
LOAN PURPOSE	Purchase, refinance, debt consolidation, business/ investment and cash out
ACCEPTABLE SECURITY	Residential and Rural-residential properties of up to 100 acres with a dwelling.
ACCEPTABLE RISK GRADES	A, B, C1, C2 & C3 (C3 available for Full-Doc only)
ACCEPTABLE LOCATIONS	All locations considered
MINIMUM LOAN AMOUNT	$100,000
MAXIMUM LOAN AMOUNT	$25,000,000
MAXIMUM LVR	80% to $1.5m; 75% to $2.5m; 70% to $25.0m
LMI REQUIRED	No
LOAN TERM	Up to 30 years
REPAYMENT METHOD	Principal & Interest and/or Interest Only
INTEREST ONLY TERM	Up to 5 years (+0.40% p.a. interest rate loading applies)
INCOME VERIFICATION (FULL-DOC)	2 payslips and employment reference *OR* last 2 years financials/tax assessment notices
INCOME VERIFICATION (LITE-DOC)	Borrower repayment declaration *PLUS* one of the following: accountant's letter; BAS or Trading Statements
COMMISSION STRUCTURE	0.50% upfront; 0.25% trail
COMMISSION CLAWBACK	Nil
ADDITIONAL REPAYMENTS PERMITTED	Yes
REDRAW AVAILABLE	Yes

Document Checklist

All applications

- ☐ La Trobe Financial Application Form
- ☐ Verification of Identity (VOI)

Purpose Specific

- ☐ Contract of Sale (if purchase)
- ☐ Existing account statements (if refinance)

Income verification

Full Doc

- ☐ 2 payslips and employment letter/contract; *OR*
- ☐ last 2 years financials/tax assessment notices

Lite Doc

- ☐ Borrower repayment declaration *PLUS* one of the following:
- ☐ Accountant's Letter (template available)
- ☐ 12 months BAS statements
- ☐ 12 months Trading Statements

LA TROBE FINANCIAL SERVICES PTY LIMITED
ACN: 006 479 527 • AUSTRALIAN CREDIT LICENCE: 392385

ENQUIRIES: 13 80 10
LA TROBE FINANCIAL SERVICES ABN: 30 006 479 527