

Residential Lending

 Full Doc

 Lite Doc®

 Rural

La Trobe Financial boasts seven 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 servicing prime and near-prime applicants that may fall just outside the major banks' acceptance criteria, and serve it with distinction.

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

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 unforeseen "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.

Full Doc

Our Residential Full Doc mortgage product has flexible features that cater for your client's 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 Residential 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 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, and accountant's letters just to name a few.

General Features

General Description	Residential Full Doc: Our Residential Full Doc loan has been helping Australians for seven decades. 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. Interest rates and LVR restrictions may differ if security property is >25 acres.
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	\$50,000,000
Maximum LVR	80% up to \$5,000,000 75% up to \$10,000,000 70% up to \$25,000,000 65% up to \$50,000,000
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).
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
- ☐ 12 months trading statements