# Home Loan Niches

## IT'S TIME TO CHOOSE A LENDER WHO PRIORITISES YOU!

VMG
Victorian Mortgage Group

### General

VMG has over 75 years of experience providing flexible home loan solutions

### Purpose

VMG can provide a lending solution for any purpose deemed worthwhile as detailed below:

### Acceptable Income

VMG will accept income to validate servicing from any of the following sources:

### Policy Solutions

VMG provides a flexible servicing approach.

#### Product

- ✓ Max 80% LVR
- ✓ Prime
- ✓ Near Prime
- ✓ Credit Impaired / Specialist
- ✓ Alt Doc (updated Accountant's Declaration)
- ✓ Redraw Available

#### Service

- ✓ Fast response times
- ✓ No credit scoring
- ✓ No DTI or DSR ratios
- ✓ Common sense approach to sensitisation
- ✓ Flexible approach to servicing & income verification
- ✓ Fully assessed pre-approvals
- ✓ Applications are manually assessed
- ✓ Ability to split loans
- ✓ Direct access to Credit Analysts
- ✓ Quickli
- ✓ ApplyOnline® & DocuSign®

- ✓ Owner Occupied
- ✓ Investment
- ✓ Purchase or Refinance
- ✓ Refinance Private Loans (refer BDM)
- ✓ Corporate & trust borrowers
- ✓ Debt consolidation (unlimited number of debts)
- ✓ Full repayment for tax debt
- ✓ Cash out for personal use
- ✓ Cash out for business use
- ✓ Purchase of shares or investments
- ✓ Commercial / Business Lending
  - Working Capital
  - Partnership Buyout
  - Business Purchase

Construction Lending (including alt doc)*

- Investment capped at 70% LVR

- ✓ Max 3 properties (construction)
- ✓ Inner city apartments (up to 70%)
- ✓ Up to $5m per borrowing entity (refer BDM)

- ✓ Self Employed Income (one year financials) / management figures / BAS
- ✓ Full Time / Part Time / PAYG Income / Casual / Second Job / Contract
- ✓ Company debt excluded from personal servicing
- ✓ Directors wages / PAYG accepted
- ✓ Overtime / Commissions
- ✓ Bonus payments
- ✓ Vehicle allowances
- ✓ Child support / maintenance up to age 18
- ✓ Family Tax Benefit A & B up to age 18
- ✓ Parental Leave Income
- ✓ Employed by family
- ✓ Income Protection / Workcover (refer BDM)
- ✓ Up to 90% residential rent (refer BDM)
- ✓ Negative gearing add back to 30% (eligibility criteria is to be met)
- ✓ Up to 60% holiday rent (short term)
- ✓ Up to 80% commercial rent*

- ✓ 2% buffer
- ✓ Newly Self Employed (ABN - 6 Months)
- ✓ Newly Employed (Probation / Contract)
- ✓ Credit cards to be excluded from servicing if cleared in full monthly
- ✓ HECS debt < $10k excluded from servicing
- ✓ Aged borrowers with exit strategy
- ✓ Clients with defaults
- ✓ Discharge Bankrupts / Part 9
- ✓ Expat Lending (Australian citizens working overseas)
- ✓ Common Debt Reducer (case by case)
- ✓ HEM apportionment

#### Security

- ✓ > 50 sqm internal living area
- ✓ 40 hectares / 100 acres (with executive style dwelling)
- ✓ High density units
- ✓ Residual stock (up to 12)

**Scan to view our products**

## Contact your VMG BDM for more information:


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**www.vicgroup.com.au**


Note: This document is intended to be used as a summary guide only. For more information please refer to the VMG product guide which can be found in the Broker Documents section on our website or scan the above QR Code. Full details of terms and conditions are available upon application. *Niches may vary and are subjected to availability.