



April 2024

Variable specials for Owner Occupiers and Investors continue

We continue to offer competitive rates on our home loans, including our [Special Variable Ultimate Home Loan Package](#) at 5.99% p.a. for Owner Occupied Borrowers¹ (6.34% p.a. comparison rate), up to 80% LVR.

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For investors with less than 80% LVR, we're able to offer our [Special Variable Home Loan Package](#)² at 6.19% p.a. (6.54% p.a. comparison rate).

For those clients looking for a fixed option, our [2 Year Special Fixed Rate Ultimate Home Loan Package](#) is available for both owner occupied and investment borrowers, and rates will decrease on our standard fixed rate loans and packages later this week.

As always, please reach out if you've got any questions or would like to discuss any of your deals, or [take a look at our latest rates](#).



News and tips

Acceptable income and calculations

Please refer to our guide on minimum supporting documents and acceptable income when calculating income for servicing.

While other banks may annualise YTD income, this doesn't meet our policy. We encourage you to continue to work with your BDM to achieve the right outcome and can consider exceptions as needed.

Scheme deposit and retained funds

Just a reminder that if a client has 20% deposit funds, then eligibility for the First Home Guarantee schemes will not be met.

As an indication of what is considered reasonable use of retained savings, the following are all examples of justifiable uses of retained funds and generally applies to most purchases and costs that are essential in nature:

- costs associated with the purchase property, such as removalists
- white goods or furniture
- essential repairs to the purchase property such as electrical works
- minor cosmetic improvements to the purchase property
- school fees, medical expenses, costs allocated for bills, debt repayment or budgeting.

For more information on Scheme eligibility, please refer to our website.

Broker Portal

We continually update [queenslandcountry.bank/broker](#) with resources for your applications. Please ensure you always access our calculators, tools and key information direct from the website, this ensures you are always using the most current information. Please do not save copies on your computer.

Latest updated documents

- [Loan Commentary Guide \(Word\)](#)
- [Loan Affordability Calculator](#)
- [Credit policy](#)

Reminders

Processing times

We're working as quickly as possible to process your applications. At present, please expect the following processing times:

- Applications: up to three business days for pick up, with review and assessment to then commence
- Credit assessing: up to two business days (+ LMI assessment times)
- Mortgage prep: up to three business days

Introducing our new team members

Our team is growing! We've recently welcomed some new additions to the Broker team.

- Brendan Kirby - Based in Townsville, Broker Lending Specialist
- Tapaa Mataio - Based in Brisbane, Broker Lending Officer

Plus, if you want to get to know our BDMs better, you can find profiles for Sharon, Deb, Tristan and Paul below.

Get to know Sharon

[View profile](#)

Get to know Paul

[View profile](#)

Get to know Deb

[View profile](#)

Get to know Tristan

[View profile](#)

Queensland Country scoops up Rate City awards for car loans

We've scooped up some more awards this month, receiving the Rate City Gold Award for 2024 for both our Green Car Loan and New Car Loan. We can assist your clients with more than just home loans - talk to your BDM today.



More competitive rates



New Car Loan (New or demo cars)³

Available for new or demo vehicles with loan terms up to seven years. [Learn more.](#)



Reno Loan⁴

Get up to \$50,000 for all those smaller home improvements without the need to extend a home loan. [Learn more.](#)

Our interest rates are regularly reviewed. Please always refer to [queenslandcountry.bank/rates](#) for the most current rates and fees.

★★★★★

Great variable rate. Spectacular customer service.

"Extremely happy with my home loan from Queensland Country... I felt important, and well-looked after through the entire process" - Wade Jensen



Get in touch

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All interest rates quoted are per annum and rates are subject to change without notice. Special offers may be withdrawn at any time before a loan contract is entered into.

The Canstar Award for Outstanding Value - Investment Home Lender and the Canstar Award for Outstanding Value - Investment Variable Home Lender were received in February 2024.

Must read information:

¹Special Fixed Package Rate (<80%) - Owner Occupied

This product is available from 11 January 2024 under Ultimate Home Loan Package for new owner occupied principal and interest loans, minimum new borrowings of \$100,000 and 80% maximum loan to value ratio. Not available for the restructure of existing loan facilities with us. Offer includes a 2.75% discount off the Principal and Interest Standard Variable Rate for the life of the loan as detailed in the loan contract and is subject to withdrawal any time before the loan contract is entered into.

Comparison rate calculated on a secured loan of \$150,000 over a 25 year term based on monthly repayments.

²Special Variable Package Rate (<80%) - Investors

This product is available from 14 February 2024 under Ultimate Home Loan Package for new residential investment principal and interest loans, minimum new borrowings of \$100,000 and 80% maximum loan to value ratio. Not available for the restructure of existing loan facilities with us. Offer includes a 2.55% discount off the Principal and Interest Standard Variable Rate for the life of the loan as detailed in the loan contract and is subject to withdrawal any time before the loan contract is entered into.

Comparison rate calculated on a secured loan of \$150,000 over a 25 year term based on monthly repayments.

³New Car Loan (New or demo cars)

Comparison rate calculated on a secured loan of \$30,000 over a 5 year term based on monthly repayments.

⁴Reno Loan

Comparison rate calculated on an unsecured loan of \$30,000 over a 5 year term based on monthly repayments.

WARNING: These comparison rates apply only to the example or examples given. Different amounts and terms will result in different comparison rates. Costs such as redraw fees or early repayment fees, and cost savings such as fee waivers, are not included in the comparison rate but may influence the cost of the loan. A comparison rate schedule is available at any Queensland Country Bank branch.

Fees and charges are payable. Normal lending criteria, terms and conditions apply and are available on request.

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