

Finance for Non-Residents and Expats

Granite's Non-Resident and Expat program is powered by AAA Financial Corporation Pty Ltd

NON-RESIDENT FROM

7.83 %
p.a

RBA Tracker P&I

8.35 %
p.a

comparison rate

EXPAT FROM

7.00 %
p.a

variable P&I

7.55 %
p.a

comparison rate

for **owner occupied** or
investment property purchases



borrow **up**
to 85%

wide range of
accepted **countries**
and **currencies**



includes 100%
offset account



Granite's Non-Resident and Expat program is powered by AAA Financial Corporation. Since 1995 AAA have been working with international investors to provide tailored financing solutions. With a multinational network of offices and partners, Granite and AAA can assist you with your Australian property purchase, whether you're a seasoned or first time investor. Our feature packed

lending solutions can help you with your investment goals. Our 85% LVR limit allows you to borrow higher percentages of the purchase price. **Ask your BDM how today.**

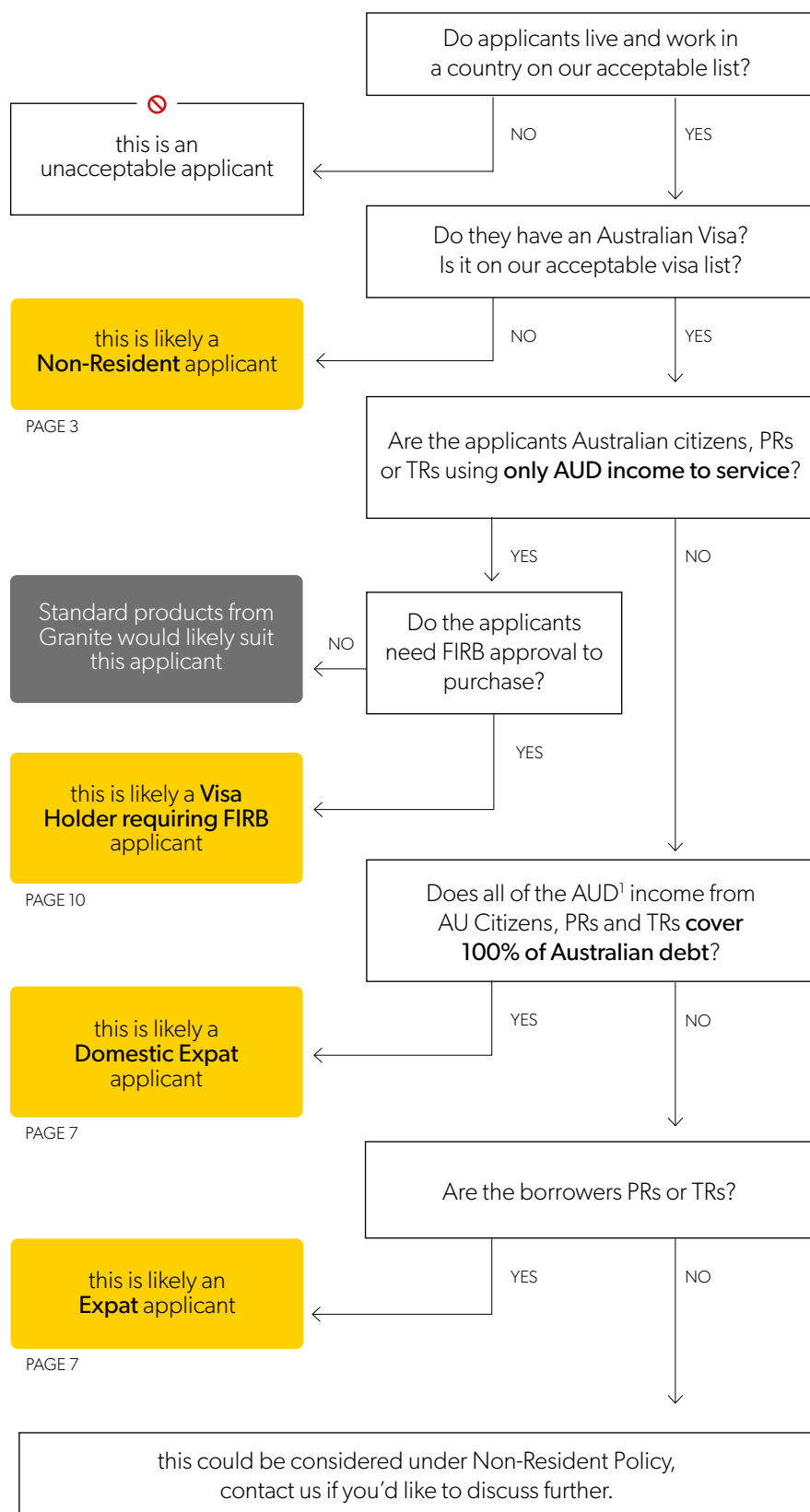
Email info@aaafin.com.au or phone 07 3211 8388.

GRANITE POWERED
BY AAA

Determining the borrower type

Granite Standard, Australian, Non-Resident, Domestic Expat, or Expat?

A guide to figuring out where your borrower fits in our product types.



PAGE 3

PAGE 10

PAGE 7

PAGE 7

NOTES & HELPFUL REFERENCES

Acceptable Countries List (this list is subject to change)
 Brazil*, Brunei, Canada, China, France, Germany, Hong Kong, India, Indonesia, Japan, Macau, Malaysia, Mexico*, New Zealand, Philippines, Qatar*, Saudi Arabia, Singapore, South Africa, South Korea*, Switzerland, Taiwan*, United Kingdom (England, Scotland, Wales, Northern Ireland), United Arab Emirates, United States of America, Vietnam*, and any other European Commission countries not specified.



*Non-Resident Only. Acceptable countries vary between Borrower Type. **Once you determine your borrower type, please check your product sheet.**



Country is based on where applicant *lives and works*, not citizenship. If citizenship doesn't match where they work, we will need to see a valid working visa or equivalent.

PR/TR Acceptable Visa List (this list is subject to change)

Permanent 100, 103, 111, 114, 115, 116, 119, 120, 121, 124, 132, 134, 136, 137, 138, 139, 143, 151, 155*, 157, 173, 175, 176, 186, 187, 189, 190, 191, 200, 201, 202, 203, 204, 801, 804, 808, 814, 835, 836, 838, 855, 856, 857, 858, 864, 866, 885, 886, 887, 888, 890, 891, 892, 893.

Temporary 160, 161, 162, 163, 164, 165, 188, 300, 309, 310, 401, 403, 405, 407, 410, 415, 416, 420, 422, 423, 428, 444, 457, 461, 475, 476, 482, 485, 487, 491, 494, 500, 590, 790, 820, 870, 884.



We take steps to verify that you are fulfilling the obligations of your Visa.

All PRs and TRs must have at least 6 months remaining term. *Exception: 155 subclass has no timeline restrictions.

EXPAT Borrower income currency

When determining eligibility for Domestic Expat, only AUD income can be used to cover all AU Debts. When determining serviceability, all acceptable foreign and AUD income can be utilised.

	BORROWER TYPE & CURRENCY OF BORROWER INCOME			
	AU/NZ Citizen ¹	PRs	TRs	NRs
VISA HOLDERS REQUIRING FIRB	Granite Standard products		no overseas income used for servicing, require FIRB and residing in AU/NZ	-
	co-borrower residing in AU/NZ			
DOMESTIC EXPAT		Overseas income is used for servicing, but net AUD income covers all AU repayments.		co-borrower*
EXPAT	Citizen, PR or TR with overseas income			-
	co-applicant living overseas			co-borrower
NON RESIDENT			co-applicant living overseas	sole income earner
				all borrowers

* Co-borrower used for servicing purposes only, and not qualifying purposes. ¹ NZ Citizens earning NZD income are considered equivalent applicants as AUS Citizens.



Determining eligibility of a product is different to determining Serviceability.

Non-Resident

NDIS
 ALT DOC
 SOPHISTICATED INVESTOR
 EASY REFI
 RBA TRACKER

		Standard Variable		RBA Tracker	
		borrower rate	comparison	borrower rate	comparison
P&I ≤ \$2million	≤ 65%	8.28	8.80	7.83 (RBA + 3.48)	8.35
	≤ 70%	8.58	9.12		
	≤ 75%			8.13 (RBA + 3.78)	8.67
	≤ 80%			8.43 (RBA + 4.08)	8.99
	≤ 85%	8.88	9.49	8.73 (RBA + 4.38)	9.30
JUMBO LOADINGS	\$1,500,001 – \$2,000,000 [Max 85% LVR]		\$2,000,001 – \$2,500,000 [Max 80% LVR]	\$1,500,001 – \$2,000,000 [Max 85% LVR]	\$2,000,001 – \$2,500,000 [Max 80% LVR]
		+0.00	+0.50	+0.00	+0.50
INTEREST ONLY ≤ 75% LVR*		+0.40		+0.40	
NDIS [^]		+0.00		+0.00	

*Interest Only Max \$1,500,000. Max 3 years IO for variable loans. Fixed Rates max 5 years IO if rate is 5 year fixed.
Alt Doc: Max 70% LVR

[Click to see our latest fixed rates online](#)

Estimated Fees

VALUATION FEE	\$275.00 ¹			\$275.00 ¹				
LENDER LEGAL FEE	\$300.00 ³			\$300.00 ³				
SETTLEMENT FEE	\$550.00			\$550.00				
APPLICATION FEE	waived			waived				
ANNUAL FEE	\$499.00			\$499.00				
LENDER RISK FEE		≤\$1,500,000	≤\$2,000,000	≤\$2,500,000		≤\$1,500,000	≤\$2,000,000	≤\$2,500,000
	≤70% LVR	0.50%	1.00%	1.50%	≤70% LVR	0.25%	0.50%	1.00%
	≤75% LVR	1.00%	1.50%	2.00%	≤75% LVR	0.75%	1.00%	1.50%
	≤80% LVR	1.50%	2.00%	2.50%	≤80% LVR	1.25%	1.50%	2.00%
	≤85% LVR	2.00%	2.50%	n/a	≤85% LVR	1.75%	2.00%	n/a
FEE LOADINGS	+ 1.00% If Multi-Dwelling (excludes duplex) / co-living properties			+ 1.00% If Multi-Dwelling (excludes duplex) / co-living properties				

¹VALUATION FEE: Major metro only. Other areas maybe a higher fee. Fee will increase by quotation if property value is \$1,000,000 or higher. ³Additional legal sundry costs may apply.

Max Loan Size vs LVR: see Postcode Guide for details on classification

	ESTABLISHED			SOPHISTICATED INVESTOR		
	SYD/MEL INNER CITY & METRO	OTHER INNER CITY & METRO	NON-METRO /REGIONAL	SYD/MEL INNER CITY & METRO	OTHER INNER CITY & METRO	NON-METRO /REGIONAL
0 – 60.00	2,500,000		1,500,000	1,500,000	1,000,000	1,000,000
55.01 – 65.00			1,250,000			850,000
65.01 – 70.00			1,000,000			750,000
70.01 – 75.00			-			
75.01 – 80.00	2,000,000					
80.01 – 85.00						

Limits shown are for Non-Resident Standard products. Higher limits apply for RBA Tracker products
ICHD Max 80% LVR. WA, TAS & NT Max LVR 80%.

GRANITE POWERED BY AAA

Non-Resident Established Product Details

MAX LVR	≤ 85% LVR	≤ 75% LVR	≤ 70% LVR	≤ 65% LVR	≤ 55% LVR
ACCEPTABLE SECURITY SIZES	≥ 50m ² (metro only)	<50m ²	<40m ² (no studio)		
INTEREST ONLY	Interest Only Max 75% and \$1,500,000. Max 3 years IO for variable loans.				
TERM	359 months P&I <small>NDIS Term is 25 years.</small>				
LOAN FEATURES	100% Offset. Internet and Phone Banking (free unlimited transactions). No Early Repayment Penalties. Redraw Available. Set-up costs can potentially be capitalised.				
ACCEPTABLE INCOME COUNTRIES	Australia, Brazil, Brunei, Canada, China, France, Germany, Hong Kong, India, Indonesia, Japan, Macau, Malaysia, Mexico, New Zealand, Philippines, Qatar, Saudi Arabia, Singapore, South Africa, South Korea, Switzerland, Taiwan, United Kingdom (England, Scotland, Wales, Northern Ireland), United Arab Emirates, United States of America, Vietnam, and any other European Commission countries not specified. (this list is subject to change)				
CASH OUT	Available for acceptable purposes.				
NDIS PROPERTIES	<ul style="list-style-type: none"> • MAX Loan Term for NDIS properties is 300 months / 25 years • No Interest Only for NDIS loans 				
INCOME SOURCE	Full Doc/Alt Doc/Sophisticated Investor/Simple Refi				
OTHER NOTES	<ul style="list-style-type: none"> • Borrower(s) must have clear credit history. • Max loans per borrowing entity is \$4,000,000. • NT/TAS/WA MAX 80%LVR (established properties only). 				
RBA TRACKER	<p>The RBA Tracker is a variable rate with transparency. The rate is tied to the Reserve Bank of Australia's (RBA) cash rate, plus a locked in margin derived from the cost of funds at the time. Knowing how the rate is structured means you know exactly how it will move, whether up or down. For more information see our fact sheet.</p>				

Non-Resident Construction

NDIS RBA TRACKER

		Construction ^{C11} Variable		Construction ^{C11} RBA Tracker	
		borrower rate	comparison	borrower rate	comparison
P&I ≤ \$1.5 million	LVR				
	≤ 65%	9.08	9.68	7.83 (RBA + 3.48)	8.48
	≤ 70%	9.38	9.64	8.13 (RBA + 3.78)	8.80
	≤ 75%			8.43 (RBA + 4.08)	9.12
	≤ 80%	9.68	9.97	8.73 (RBA + 4.38)	9.44
	≤ 85%				
INTEREST ONLY During Construction period, loan is Interest Only. If IO is required beyond construction period, established IO rate loading will apply.					
NDIS [^]		+0.00		+0.00	

Standard Construction Rates include a Construction loading of 0.80%. This Rate loading will be removed once construction is complete. During Construction, loan is Interest Only. If IO is required beyond construction, IO rate lading will apply.
[^]NDIS: Max \$2 million.

Fixed Rates unavailable while under Construction

Estimated Fees

PROGRESS VAL FEE	\$145.00 (per val, typically x5)	\$145.00 (per val, typically x5)	
PROGRESS PAYMENT CONSTRUCTION FEE	\$1,500.00	\$1,500.00	
VALUATION FEE	\$275.00 ¹	\$275.00 ¹	
LENDER LEGAL FEE	\$300.00 ³	\$300.00 ³	
SETTLEMENT FEE	\$550.00	\$550.00	
APPLICATION FEE	waived	waived	
ANNUAL FEE	\$499.00	\$499.00	
	CONSTRUCTION ≤ \$1,500,000	CONSTRUCTION RBA TRACKER ≤ \$1,500,000	
LENDER RISK FEE	≤ 70% LVR	1.50%	2.00%
	≤ 75% LVR	2.00%	2.50%
	≤ 80% LVR	2.50%	3.00%
	≤ 85% LVR	3.00%	3.50%
	POSSIBLE FEE LOADINGS	+ 1.00% If Multi-Dwelling (excludes duplex) / co-living properties	+ 1.00% If Multi-Dwelling (excludes duplex) / co-living properties
	+ 1.00% If NDIS [^] Construction > \$1.5m and ≤ \$2m	+ 1.00% If NDIS [^] Construction > \$1.5m and ≤ \$2m	

¹ VALUATION FEE: Major metro only. Other areas maybe a higher fee. Fee will increase by quotation if property value is \$1,000,000 or higher.

³ Additional legal sundry costs may apply. [^] only NDIS Construction available to \$2,000,000.

Max Loan Size vs LVR: see Postcode Guide for details on classification

CONSTRUCTION			
	SYD/MEL INNER CITY & METRO, OTHER INNER CITY & METRO	NON-METRO / REGIONAL	NDIS
0 – 60.00			
55.01 – 65.00		850,000	
65.01 – 70.00	1,500,000		2,000,000
70.01 – 75.00		750,000	
75.01 – 80.00			
80.01 – 85.00			

ICHD Max 80% LVR. WA, TAS & NT Max LVR 80%.

GRANITE POWERED BY AAA

Non-Resident **Construction** Product Details

MAX LVR	85% LVR
TERM	359 months
REPAYMENTS	IO up to 12 months or during construction. P&I 347 months there after
INTEREST ONLY	Construction has 12 months Interest Only as standard. Extended IO is available, 3 years total Interest Only. IO Rate loading will apply
LOAN FEATURES	100% Offset. Internet and Phone Banking (free unlimited transactions). No Early Repayment Penalties. Redraw Available after construction. Set-up costs can potentially be capitalised.
ACCEPTABLE COUNTRIES	Australia, Brazil, Brunei, Canada, China, France, Germany, Hong Kong, India, Indonesia, Japan, Macau, Malaysia, Mexico, New Zealand, Philippines, Qatar, Saudi Arabia, Singapore, South Africa, South Korea, Switzerland, Taiwan, United Kingdom (England, Scotland, Wales, Northern Ireland), United Arab Emirates, United States of America, Vietnam, and any other European Commission countries not specified. (this list is subject to change)
CASH OUT	Available for acceptable purposes.
NDIS CONSTRUCTION	<ul style="list-style-type: none"> • Interest Only is not available after construction for NDIS. • MAX Loan Term for NDIS properties is 300 months / 25 years • MAX 85% LVR and MAX loan size \$2mil
INCOME SOURCE	Only Full Doc Acceptable
OTHER NOTES	<ul style="list-style-type: none"> • Borrower(s) must have clear credit history. • Max loans per borrowing entity is \$4,000,000. • NT/TAS/WA Max LVR 80%. Inner City and Major Metro only. <p>See acceptable postcode list for specifics.</p>
RBA TRACKER	<p>The RBA Tracker is a variable rate with transparency.</p> <p>The rate is tied to the Reserve Bank of Australia's (RBA) cash rate, plus a locked in margin derived from the cost of funds at the time. Knowing how the rate is structured means you know exactly how it will move, whether up or down. For more information see our fact sheet.</p>

		Domestic Expat		Expat		RBA Tracker REVISED	
		Overseas income is used for servicing, but net AUD Income from AU Citizens, PRs or TRs covers all AUD debts		Any AU Citizen, PR or TR applicant that requires Foreign Income to cover Australian Debt Obligations			
		Standard Variable		Standard Variable		RBA Tracker	
		Owner Occupied / Investment		Owner Occupied / Investment		Owner Occupied / Investment	
		rate	comparison	rate	comparison	rate	comparison
P&J ≤ \$2million	≤ 70% LVR	7.00	7.55	7.50	7.95	≤70%	7.23 (RBA + 2.88) 8.03
	≤ 75% LVR	7.10	7.67	7.60	8.08	≤75%	7.53 (RBA + 3.18) 8.14
	≤ 80% LVR					≤80%	7.83 (RBA + 3.48) 8.16
	≤ 85% LVR	7.40	8.02	7.90	8.51	≤85%	8.13 (RBA + 3.78) 8.48
INTEREST ONLY Max 75%	+0.40		+0.40		+0.40		
JUMBO LOADING	\$2,000,001 – \$2,500,000 [Max 80% LVR]		\$2,000,001 – \$2,500,000 [Max 80% LVR]		\$2,000,001 – \$2,500,000 [Max 80% LVR]		
	+0.50		+0.50		+0.50		
LOAN TERM & REPAYMENTS	359 months P&I# or 60 months IO then 299 months P&I#						

* 1st Month is not included in max term calculations.

[Click to see our latest fixed rates online](#)

Estimated Fees

	Domestic Expat				Expat				Expat RBA Tracker			
VALUATION FEE	\$275.00 ¹				\$275.00 ¹				\$275.00 ¹			
TRANSLATION FEE	TBA				TBA				TBA			
LENDER LEGAL FEE	\$300.00 ³				\$300.00 ³				\$300.00 ³			
SETTLEMENT FEE	\$350.00				\$350.00				\$350.00			
ANNUAL FEE	\$495.00				\$495.00				\$495.00			
		≤ \$1,500,000	≤ \$2,000,000	≤ \$2,500,000		≤ \$1,500,000	≤ \$2,000,000	≤ \$2,500,000		≤ \$1,500,000	≤ \$2,000,000	≤ \$2,500,000
LENDER RISK FEE	≤ 70%	0.50%	1.00%	1.50%	≤ 70%	0.50%	1.00%	1.50%	≤ 70%	0.25%	0.50%	1.00%
	≤ 75%	1.00%	1.50%	2.00%	≤ 75%	1.00%	1.50%	2.00%	≤ 75%	0.75%	1.00%	1.50%
	≤ 80%	1.50%	2.00%	2.50%	≤ 80%	1.50%	2.00%	2.50%	≤ 80%	1.25%	1.50%	2.00%
	≤ 85%	2.00%	2.50%	-	≤ 85%	2.00%	2.50%	-	≤ 85%	1.75%	2.00%	-
POSSIBLE FEE LOADINGS	+ 1.00% If Multi-Dwelling (excludes duplex) / co-living properties				+ 1.00% If Multi-Dwelling (excludes duplex) / co-living properties				+ 1.00% If Multi-Dwelling (excludes duplex) / co-living properties			

¹ VALUATION FEE: Major metro only. Other areas may be a higher fee. Fee will increase by quotation if property value is \$1,000,000 or higher. ³ Additional legal sundry costs may apply.

Max Loan Size & LVR by Location: see Postcode Guide for details on classification

	Domestic Expat				Expat			
	INNER CITY	METRO	NON-METRO	REGIONAL	INNER CITY	METRO	NON-METRO	REGIONAL
0 – 80.00	\$1,750,000	\$2,500,000	\$2,000,000	\$1,250,000	\$1,750,000	\$2,500,000	\$2,000,000	\$1,250,000
80.01 – 85.00	\$1,500,000	\$2,000,000	\$1,500,000	\$1,000,000	\$1,500,000	\$2,000,000	\$1,500,000	\$1,000,000

Expat Product Details

ACCEPTABLE LOAN PURPOSE	Purchase Property, Refinance, Construction, and other acceptable purpose including Cash Out can be considered on a case by case basis.										
LOAN FEATURES	100% Offset. Internet and Phone Banking (free unlimited transactions). No Early Repayment Penalties. Redraw Available. Set-up costs can potentially be capitalised.										
PRICING STREAMS	DOMESTIC EXPAT	<ul style="list-style-type: none"> Overseas income is used for servicing, but all AUD Income from Australian Citizens, Permanent and Temporary Residents with acceptable visas that cover 100% of all AUD debts 									
	EXPAT	<ul style="list-style-type: none"> Any AU Citizen, PR or TR applicant that requires Foreign Income to cover Australian Debt Obligations, and passes servicing calculations. 									
ACCEPTABLE COUNTRIES	Australia, Brunei, Canada, China, France, Germany, Hong Kong, India, Indonesia, Japan, Macau, Malaysia, New Zealand, Philippines, Saudi Arabia, Singapore, South Africa, Switzerland, United Kingdom (England, Scotland, Wales, Northern Ireland), United Arab Emirates and United States of America, and any other European Commission countries not specified. (this list is subject to change).										
		<table border="1"> <thead> <tr> <th></th> <th>DOMESTIC EXPAT</th> <th>EXPAT</th> </tr> </thead> <tbody> <tr> <td>INTEREST ONLY</td> <td>Established</td> <td>max 3 years Interest Only. Not available >75%LVR</td> </tr> <tr> <td></td> <td>Construction</td> <td>12 months IO as standard can be extended with a rate loading to 3 years. max LVR 75%</td> </tr> </tbody> </table>		DOMESTIC EXPAT	EXPAT	INTEREST ONLY	Established	max 3 years Interest Only. Not available >75%LVR		Construction	12 months IO as standard can be extended with a rate loading to 3 years. max LVR 75%
	DOMESTIC EXPAT	EXPAT									
INTEREST ONLY	Established	max 3 years Interest Only. Not available >75%LVR									
	Construction	12 months IO as standard can be extended with a rate loading to 3 years. max LVR 75%									
CASH OUT	Cash out for Personal use or Future Investment: \$200,000 or 20% of Security property Value whichever is lower.										
SIMPLE REFI	Simple Refi available for Expat (not available for Domestic Expat). See fact sheet for more details.										
OTHER NOTES	Max loan per borrowing entity is \$4,000,000.										
RBA TRACKER	<p>The RBA Tracker is a variable rate with transparency.</p> <p>The rate is tied to the Reserve Bank of Australia's (RBA) cash rate, plus a locked in margin derived from the cost of funds at the time. Knowing how the rate is structured means you know exactly how it will move, whether up or down. For more information see our fact sheet.</p>										

Visa holders requiring FIRB (with AUD income)					
≤\$2,000,000					
	rate	comparison	rate	comparison	
PRINCIPLE & INTEREST	Owner Occupied		Investment		
	≤ 70% LVR	6.70	6.76	7.00	7.40
	≤ 80% LVR	6.80	6.86	7.10	7.50
	≤ 85% LVR	7.10	7.58	7.40	7.90
	≤ 90% LVR	7.60	8.12	7.90	8.44
≤ 95% LVR	8.19		n/a		
Visa holders Construction					
CONSTRUCTION	≤ 70% LVR	7.50	7.63	7.80	8.29
	≤ 80% LVR	7.60	7.73	7.90	8.41
	≤ 85% LVR	7.90	8.36	8.20	8.76
	≤ 90% LVR	8.40	8.98	8.70	9.29
	≤ 95% LVR		9.05	n/a	
INTEREST ONLY	+0.40 [#]				
JUMBO LOADING \$2,000,001 – \$2,500,000	+0.50				

*NDIS: IO not available. IO Construction: No IO loading applies up to 1 year. If IO is required beyond Construction, then standard IO loading will apply. O/o loans >80%LVR must convert to P&I after construction.
5yr FIXED SPECIAL: Offset benefit and redraw limit \$20,000 p.a.

[Click to see our latest fixed rates online](#)

Estimated Fees

VALUATION FEE	\$275.00 ¹				
LENDER LEGAL FEE	\$300.00 ³				
SETTLEMENT FEE	\$350.00				
LMI	n/a				
	Owner Occupied		Investment		
	Established	Construction ⁴	Established	Construction ⁴	
					Multi-dwelling ⁵ or co-living
≤75% LVR	0%	0.50%	0%	1.00%	2.50%
≤80% LVR		1.00%		1.50%	3.00%
≤85% LVR	1.50%	2.00%	2.00%	2.50%	3.50%
≤90% LVR	2.50%	3.00%	3.00%	3.50%	4.50%
≤95% LVR	4.00%	4.50%	n/a		
CONSTRUCTION FEE	\$750.00				
CONSTRUCTION PROGRESS VAL FEE	\$725.00				
ANNUAL FACILITY FEE	\$395.00 (waived if Owner Occupied ≤ 80%LVR)				

¹VALUATION FEE: Major metro only. Other areas may be a higher fee. Fee will increase by quotation if property value is \$1,000,000 or higher. ³Additional legal sundry costs may apply. ⁴If Construction exceeds 12 months, a monthly Risk Fee (1/12th of initial Risk Fee) will be charged until construction is complete. ⁵Multi Dwelling excludes duplex.

Max Loan Size vs LVR: see Postcode Guide for details on classification

MAX LVR	95%			
	METRO	NON-METRO	ICHD	REGIONAL
0 – 70.00	\$2,500,000	\$2,000,000	\$1,750,000	\$1,250,000
70.01 – 80.00		\$1,500,000	\$1,500,000	\$1,000,000
80.01 – 90.00	\$2,000,000	\$1,000,000		
90.01 – 95.00	\$1,500,000			

Amounts stated are for Established Properties only, different limits apply for Construction. Min 35m² excluding balcony, storage or carpark. Depends on whether LMI will consider security to determine if max LVR is insured /uninsured. Unclassified Max 75% LVR.

LOAN TERM & REPAYMENTS	30 years P&I or 5 years IO then 25 years P&I ^{6,7}
------------------------	---

⁶Construction loan term is 1 year IO then 29 years P&I. ⁷NDIS Term is 25 years.

CASH OUT	Considered on a case by case basis, up to 80%. Not available for Construction.
----------	--

FEATURES	100% Offset. Internet and Phone Banking (free unlimited transactions). No Early Repayment Penalties. Redraw Available. Set-up costs can potentially be capitalised.
----------	---