

## Client Fact Sheet

# FIXED RATE HOME LOANS

A fixed rate home loan allows you to set your interest rate for a period of one, three or five years. Sometimes, you can arrange to secure your interest rate for longer.

Fixing your interest rate can be a suitable option for some people, however you need to be aware of the following:

- Fixed rate home loans often have higher interest rates than variable rate home loans. The longer the fixed rate term, the higher the interest rate is likely to be. For example, a five-year fixed loan will usually have a higher rate than a three-year fixed loan.
- If interest rates do not rise, or if they fall during your fixed rate period, you will pay more interest than you would if you had a variable rate home loan.

## What's good about fixed rate home loans?

- During times of very low interest rates, fixing your loan can work to your advantage, because you can retain a low rate for a fixed term even if the rates rise steeply. Depending on the lender and the current interest rate, this could potentially lower your repayments and the total interest paid over the loan term.
- You know exactly how much your repayments will be during your fixed rate term, which can make budgeting easier.

## Things to consider

- **Less Flexibility.** Fixed rate loans usually do not have the same flexibility that a variable rate loan provides. For example, you may not be able to make extra repayments and redraw them. Some lenders do allow extra repayments to be made, but will restrict the amount that can be paid during the fixed term or on an annual basis.
- **No offset facilities.** Most lenders will not allow you to have an offset account with a fixed rate loan so there is no opportunity to save on interest. Where offset facilities are available, they will usually only be available on a partial basis, with a 100% offset account being available through some lenders only.
- **Break costs.** You can expect to pay significant penalties if you want to exit before the end of the fixed term. Your reason for wanting to end the loan is not considered, and break costs also apply if you want to end the loan as part of selling the property.
- **The rate is usually not set until settlement.** Some lenders will apply the fixed rate at the loan settlement date or the date the fixed rate period commences while others will apply the fixed rate

available at the time you sign your letter of offer. This may or may not work in your favour.

- Your decision whether to fix the interest rate on your loan should be based on your own circumstances, with your future in mind. Certainty of repayments is the best reason to fix your rate—they seldom help to beat rate rises over time.

## Remember:

**If variable rates increase,** you may pay **more** interest than if you fix your rate. It will depend on the size of the increase(s), how far into the term the increase(s) occur, and how long you hold the loan after the increase(s) occur.

**If variable rates stay flat or decrease,** you will pay **less** interest than if you fix your rate. This is on the basis that your fixed rate is higher than the variable rate over the same period.

## Rate Lock

Some lenders will provide you with the option of locking in the fixed rate prior to settlement occurring. This is referred to as "Rate Lock" and will involve paying a rate lock fee which will usually be calculated as a percentage of the loan amount.

This fee can be a significant amount, although some lenders will not charge a fee or may waive it. If you choose this option, then you can proceed with certainty and complete peace of mind that the decision to fix your interest rate will not move between when the rate lock is effective and the rate that would be applicable on the day of settlement.

Most people who elect to Rate Lock do so at the time the application is submitted. It can be done later in the process—however, the lender can announce a rate increase at any time before settlement and once announced the opportunity to lock in the previous rate passes. A "wait and see" approach carries with it the risk of missing out on the lowest fixed rate that could have been obtained.

If you decide to Rate Lock, make a note of the expiry date, as it will usually be in place for 90 days. If your settlement still hasn't occurred when it expires, it will need to be renewed (including paying another fee) for it to remain in place. This can be an important consideration if you have negotiated a long settlement.

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