

2015

STAR RATINGS REPORT



SMSF Lending



SMSF Lending

November 2015

Foreword

[According to the Australian Taxation Office \(ATO\)](#), self-managed superannuation funds represent the largest stand-alone chunk of the superannuation market in terms of asset size, at 30% of the \$1.9 trillion in 2014. Approximately 8% of Australians manage their own super.

In terms of lending, the future of limited recourse borrowing arrangements within self-managed super funds has just been confirmed as secure. In December 2013 the federal government commissioned a wide-ranging Financial System Inquiry (FSI) to examine how the financial system could be positioned to best meet Australia's evolving needs. In December 2014 the [Final Report](#) was released, making 44 recommendations overall, including that borrowing within superannuation be restricted.

In October 2015 the federal government released its response to the FSI report, accepting 43 of the 44 FSI recommendations. The sole recommendation rejected was the limit to borrowing within superannuation funds.

Prior to the federal government response, some lenders had been reducing their SMSF lending activity; it remains to be seen whether these lenders will reinstate SMSF lending to their product list.

No matter what the market's been doing, we've stayed on top of the changes so we can tell you what lenders provide great value. Take a look at what makes the five-star winners special and our analysis of all SMSF loans we rated.



Mitchell Watson
Research Manager

THE CURRENT SMSF ENVIRONMENT













Based on the latest statistics from the Australian Taxation Office, it would seem that the popularity of Self-managed Super Funds (SMSFs) has waned slightly in recent times – although a decrease in popularity does not equate to a lack of popularity. SMSFs remain a very popular investment vehicle in Australia!

Here are the key statistics about this year's activity:

- 2015 had the lowest number of new SMSFs being established since 2010 – 32,073 establishments, compared to 33,762 in 2013-2014. This decrease has been happening gradually from September 2014 quarter (9,512) to June 2015 quarter (6,700).
- 2015 had a reassuringly low number of SMSF wind-ups – just 1,350 this year, compared to 10,196 in 2013-2014 and 15,124 in 2009-2010.
- 2015 shows a steady increase in total number of SMSFs – 556,998 this year, compared to 526,275 in 2013-2014 and 414,168 in 2009-2010 – thanks largely to the decrease in SMSF wind ups.
- 2015 shows a steady increase in total number of members involved in an SMSF, consistent with the “two members per SMSF” trend – 1,049,840 members this year compared to 991,621 in 2013-2014 and 787,468 in 2009-2010.

What are SMSF borrowers investing in?

The most popular investment options this year were listed shares (\$187,092 million) and cash and term deposits (\$157,675 million). Other popular options were unlisted trusts, other managed investments, listed trusts, and residential real estate, in order.

Investment Option	Assets Allocation in 2014-2015	Assets Allocation in 2013-2014
 Listed trusts	\$23,298 million	\$21,532 million
 Unlisted trusts	\$52,482 million	\$48,504 million
 Listed shares	\$187,092 million	\$176,978 million
 Overseas shares	\$1,816 million	\$1,718 million
 Cash and term deposits	\$157,675 million	\$152,466 million
 Loans	\$3,511 million	\$3,481 million
 LRBA's	\$15,587 million	\$15,072 million
 Residential real estate	\$21,676 million	\$19,632 million
 Non-residential real estate	\$66,735 million	\$60,443 million
 “Other” managed investments	\$29,431 million	\$26,197 million
 Overseas managed investments	\$533 million	\$504 million
 Insurance policy	\$183 million	\$168 million

Source: ATO SMSF quarterly Statistics, June 2015



WHEN IT COMES TO LENDING

SMSF loans are generally written as a Limited Recourse Borrowing Arrangement (LRBA) and the investment is held in trust for the borrower's future provision. The most recent ATO Quarterly Statistics show that limited recourse borrowing arrangements have soared in value, from \$755 million in June 2010 to more than \$15.5 billion just five years later. There is certainly no doubt as to their popularity.

Where does that money go? Generally in to property – although perhaps slightly less into residential property than some media commentators would have you believe.

During the period between June 2010 and June 2015, the value of total SMSF investment in residential real property increased by \$8.56 billion – substantially less than the total increase in borrowings. SMSF investment into non-residential real property was most likely the other main recipient of borrowed funds; total investment in non-residential property increased by \$24.6 billion over the same period.

But managing your own super isn't something to dive into until you've done your homework. A [survey](#) done this year by Westpac, showed that getting comprehensive financial advice before you start and during the life of your loan is vital. 1 in 3 SMSF trustees said they found their super more difficult to manage than they had anticipated, while 58% said it was as difficult as expected.

An SMSF loan can also be a comparatively expensive choice, with fees and interest rates charged on SMSF loans somewhat higher than those charged on other investment loans.



What are SMSF interest rates?

Based on the 20 lenders assessed by CANSTAR for the 2015 SMSF Lending Star Ratings, minimum, maximum and average SMSF lending interest rates are as follows:

SMSF Loans – Interest Rates			
Profile	Average	Min	Max
Variable	5.74%	5.09%	6.50%
1 Year Fixed	5.39%	4.65%	6.50%
2 Year Fixed	5.34%	4.59%	6.50%
3 Year Fixed	5.39%	4.29%	6.50%
5 Year Fixed	5.62%	4.59%	6.50%

Source: www.canstar.com.au. Interest rates are as at 1/10/2015.

Assumptions: Interest rate fees are based on a loan amount of \$350,000 and 70% LVR.



How does this compare to “standard” investment loans held outside the superannuation trust structure?

Well, while SMSF trustees have benefitted from the two cuts in official cash rate that we have received so far this year, the interest rates on SMSF loans are still higher than those for investment loans taken out through personal borrowing. For example, the average interest rate for a 3 year fixed loan is 5.39% for an SMSF loan compared to 4.62% for a standard investment loan.

And savvy shoppers looking for the minimum rates available will also benefit more outside the SMSF structure, with the minimum 3 year fixed rate, as an example, being 3.99% outside an SMSF and 4.29% within.

Investment Loans – Interest Rates			
Profile	Average	Min	Max
Basic Variable	4.74%	4.09%	5.45%
Standard Variable	5.00%	4.02%	6.12%
Package Variable	4.69%	4.22%	5.12%
1 Year Fixed	4.55%	3.50%	5.84%
2 Year Fixed	4.56%	3.85%	5.74%
3 Year Fixed	4.62%	3.99%	5.74%
5 Year Fixed	4.91%	4.29%	6.04%

Source: www.canstar.com.au. Interest rates are as at 1/10/2015.

Assumptions: Interest rate fees are based on a loan amount of \$350,000 and 70% LVR.



What are the current establishment and ongoing fees?

SMSF borrowers can expect to pay significant establishment fees for an SMSF loan, with average fees of \$1,983 for a fixed rate loan and \$2,037 for a variable rate loan. At maximum, these establishment fees can reach \$4,999.

Annual ongoing fees, on the other hand, are more modest, being an average \$73 for a fixed rate loan and \$67 for a variable rate loan. Note though that they can stretch to as much as \$360 per year.

SMSF Loans – Interest Rates						
Profile	Stats	Upfront Fees	Trust Fees	Total Upfront Fees	Annual Ongoing Fee	Discharge Fee
1-5 Year Fixed	Average	\$1,788.43	\$195.00	\$1,983.43	\$73.71	\$325.36
	Maximum	\$3,239.99	\$1,760.00	\$4,999.99	\$360.00	\$400.00
Variable	Average	\$1,684.44	\$353.33	\$2,037.78	\$67.33	\$344.33
	Maximum	\$3,239.99	\$1,760.00	\$4,999.99	\$360.00	\$535.00

Source: www.canstar.com.au. Total upfront fees include application fee, documentation fee, legal fee, settlement fee, valuation charge and trust fee. Assumptions: Fees are based on a loan amount of \$350,000 and 70% LVR.



How does this compare with the upfront and ongoing fees attached to a “standard” investment loan?

SMSF Loans – Interest Rates				
Profile	Stats	Total Upfront Fees	Annual Ongoing Fee	Discharge Fee
3 Year Fixed	Average	\$431.27	\$132.56	\$273.59
	Maximum	\$1,180.00	\$796.00	\$808.00
Variable	Average	\$489.84	\$97.42	\$255.59
	Maximum	\$1,180.00	\$796.00	\$808.00

Source: www.canstar.com.au. Total upfront fees include application fee, documentation fee, legal fee, settlement fee and valuation charge.

Assumptions: Fees are based on a loan amount of \$350,000 and 70% LVR.

And what about LVRs?

Lender	Product	LVR with personal guarantee	LVR with corporate guarantee	LVR with corporate director's guarantee
Bank of Melbourne	Super Fund Fixed 3 yrs	72%	80%	80%
BankSA	Super Fund Fixed 3 yrs	72%	80%	80%
bcu	SMSF Fixed IO 3 yrs	70%	70%	70%
bcu	SMSF Fixed P&I 3 yrs	70%	70%	70%
<u>Beyond Bank</u>	Fixed Investment SMSF 3 yrs	75%	80%	80%
Big Sky Building Society	Limited Recourse Inv Loan Fixed 3 yrs	80%	80%	80%
BOQ	Investment Fixed - SMSF 3 yrs	75%	80%	80%
Commonwealth Bank	SuperGear - Resi Fixed 3 yrs	80%	65%	65%
Hume Bank	SMSF Fixed 3 yrs	70%	70%	70%
IMB	SMSF Fixed 3 yrs	80%	80%	80%
Macquarie Bank	SMSF Property Fixed 3 yrs	80%	N/A	80%
St.George Bank	Super Fund Fixed 3 yrs	72%	80%	80%
Westpac	Fixed SMSF Investment Property 3 yrs	70%	70%	70%
Yellow Brick Road	SMSF Property Fixed 3 yrs	80%	N/A	80%

We have seen a small amount of movement this year in the average LVR's on offer, but overall they are much the same as previous years.

Generally, the average maximum LVR in 2015 is 77% for a 3-year fixed rate loan and 78% for a variable rate loan, while in 2014 it was 78% and 79% respectively. Please note that many lenders will not lend at all without a form of guarantee.

As an example, these are the maximum LVRs offered on a 3 year fixed rate SMSF investment loan by the providers assessed for this report.



THE FIVE STAR PRODUCTS

Having crunched the numbers on 74 loans from 17 providers, CANSTAR has come up with a comprehensive ratings list to determine which loans offer outstanding value for money to self-managed superannuation fund borrowers. We found:



2 five star rated SMSF variable loans

Big Sky Building Society
State Custodians



2 five star rated SMSF 1 year fixed loans

Bank of Queensland
Beyond Bank



2 five star rated SMSF 2 year fixed loans

Bank of Queensland
Westpac



2 five star rated SMSF 3 year fixed loans

Bank of Queensland
Beyond Bank



2 five star rated SMSF 5 year fixed loans

Bank of Queensland
Westpac



THE OUTSTANDING VALUE PROVIDERS

BOQ

BOQ achieved a five star Outstanding Value ratings across all fixed rate profiles (1, 2, 3, and 5 year loans).

BOQ led the pack with the lowest prices across all fixed rate terms and a good score for features.

Their interest rates as at 1 October 2015 are as follows:

- 1 Year Fixed – 4.65%
- 2 Year Fixed – 4.59%
- 3 Year Fixed – 4.29%
- 5 Year Fixed – 4.59%

The impressive features of their fixed rate SMSF loans include the following:

- LVR is 80% with corporate director's guarantee and corporate guarantee.
- LVR is 75% with personal guarantee.
- Refinancing is available.
- Financial and Legal advice is not required.
- Additional repayments and lump sum repayments are allowed.
- Split Facility is available.



About the company:

The Bank of Queensland was founded in 1874 and has over 255 branches across Australia. They remain an independent financial institution today.

They have a useful section on [how to set up](#) and [run an SMSF](#).

Some of their [scorecard achievements](#) from 2015 include implementing a new mortgage service model and improving their operational risk framework. Most importantly, they developed a new approach to sustainable finance and lending.

They also improved customer service by opening a second call centre. This clearly made a big difference, as they won the bronze medal at the Contact Centre World Annual Award finals and were the only Australian finalist.

BOQ is dedicated to supporting the community, sponsoring 14 start-up businesses through the River City Labs training program. In 2015, they raised \$203,000 for Children's Hospital Foundations Australia, and will be providing Christmas gifts for more than 12,000 disadvantaged families through The Smith Family's Toy and Book Appeal.

As for the environment, they removed almost 80% of their printers this year to cut down on the pages they print and the power they use to print it. You can [find a branch near you](#) on their website.

Beyond Bank

Beyond Bank achieved a 5 star Outstanding Value rating in 1 year and 3 year fixed rate SMSF loans.

Beyond Bank had very competitive interest rates as at 1 October 2015, as follows:

- 1 Year Fixed – 4.74%
- 3 Year Fixed – 4.74%

The impressive features of their fixed rate SMSF loans include the following:

- Company trustees and individual trustees are both eligible for the SMSF loan.
- Max LVR with corporate director's guarantee and corporate guarantee is 80%.
- Max LVR is 75% with personal guarantee.
- Additional borrowing is also available.
- You can make voluntary contributions.
- Ability to make lump sum repayments.
- Split facility is available.
- Home loan pre-approval is available.

About the company:

Beyond Bank is one of Australia's largest customer-owned banks, with approximately 200,000 customers and 50 branches. Beyond Bank started life as Community CPS Australia, one of Australia's largest credit unions. It is based in South Australia, the ACT, WA and NSW.



Beyond Bank takes customer feedback seriously, even when it comes from social media through their Facebook and Twitter accounts. Customers can also get involved on the [Beyond Bank blog](#), with opportunities to volunteer for the community, success stories from sponsored community organisations, the latest news in finance, and general financial advice.

When it comes to [supporting the community](#), the Beyond Bank Foundation has been providing financial grants since 2007 to not-for-profits that support our health, education, and environment. Bank staff also personally contribute over 1,000 hours of volunteer work every year by using Community Leave Days for the causes that matter to them.

In 2013, they created the innovative Community Banking Packages, including a [savings account](#) where a percentage is donated every year to worthy charities, and [discounts on financial products](#) for customers who serve as volunteers.

As for the planet we live in, Beyond Bank has been a member of the United Nations Environmental Program Finance Initiative (UNEP FI) since 2008. They also partner with Greening Australia to plant more native habitats and restore ecological systems. For a little something cultural, Beyond Bank offers the [Arts Card](#), a credit card that can only be used to purchase artworks and is interest-free for 12 months.

Big Sky Building Society

Big Sky Building Society achieved a 5 star Outstanding value rating for its variable rate SMSF loan.



Big Sky Building Society had very competitive variable interest rates as at 1 October 2015, as follows:

- Big Sky Building Society variable interest rate – 5.43%
- Big Sky Building Society's impressive features for variable rate SMSF loans include the following:
- Company trustee is eligible for the loan.
- Individual trustees are eligible for the loan.
- Max LVR for corporate director's guarantee, corporate guarantee and personal guarantee is 80%.
- They also allow a maximum LVR of 80% without any guarantee at all.
- Additional borrowing is available.
- Lump sum and additional repayments are allowed.
- Split facility is available.
- Full offset account.

About the company:

Big Sky Building Society was founded in 1971 as the BHP Employee Credit Co-operative. They have few physical service centres but many rediATMs, so that their customers get better value without paying for the overheads of unnecessary branches.

[Their SMSF products](#) at the time of writing are comprised of SMSF cash management accounts, SMSF limited recourse loans, and SMSF term deposits. Big Sky highly recommends meeting with one of their [financial advisers](#) before taking on the challenges and rewards of an SMSF loan.

Big Sky has previously won a five-star CANSTAR rating for credit cards in 2014, and we congratulate them on this win in the SMSF lending arena.

State Custodians

State Custodians achieved a 5 star rating for Outstanding Value for its variable rate SMSF loan.

State Custodians had a very competitive variable interest rate as at 1 October 2015, as follows:

- State Custodians variable interest rate – 5.09%

State Custodians' impressive features for variable rate SMSF loans include the following:

- Company trustee is eligible to apply for the loan.
- Custodian is offered by lender.
- Individual trustees are eligible for the loan.
- Max LVR for corporate director's guarantee, corporate guarantee and personal guarantee is 80%.
- Refinancing is available.
- Ability to make additional repayments and lump sum repayments.
- Split facility is available.

About the company:

State Custodians is Australia's most-awarded non-bank lender and they have previously won and maintained five-star CANSTAR ratings for [several of its home loans](#). Former CEO Heidi Armstrong established the company in 2006 and was named 'Best Industry Thought Leader' at the 2014 Australian Lending Awards in Sydney.

According to State Custodians, more than 1 in 3 customers choose them because someone recommended them. At the time of writing, they offer a free download of their [SMSF Home Loans eBook](#) and [even more SMSF tips](#) to help customers learn more before diving headlong into an SMSF loan.

State Custodians are proud supporters of [community organisations](#) Young Garvan and Legal123.



Westpac has achieved a five star rating for Outstanding Value in 2 year and 5 year fixed rate SMSF loans, with very competitive interest rates as at 1 October 2015, as follows:

- 2 Year Fixed – 5.11%
- 5 Year Fixed – 5.41%

The impressive features of its fixed rate SMSF loans include the following:

- Additional borrowing is available.
- Refinancing is available.
- Ability to make lump sum repayments and additional repayments.
- Split facility is available.

About the company:

Westpac was established in 1817 as the Bank of New South Wales and serves around 13 million customers, as one of the big four Australian banks. They are the force behind St. George, Bank of Melbourne, BankSA, and RAMS. Westpac has previously received many five-star CANSTAR ratings for their banking and finance products and we congratulate them on their latest win for investment.

Westpac offers [SMSF loans](#) for residential investment property of between \$200,000 and \$2 million. They have a wealth of information and general financial advice on their [SMSF page](#), from education to market insights to product solutions.

This year, [Westpac committed](#) to making up to \$2 billion available for lending and investment in the social and affordable housing sector by 2017. Westpac selectively supports Community Housing providers that have a strong management team, a strong financial position, viable projects, and the expertise to do those projects well.

The [Westpac Foundation](#) supports not-for-profit organisations that address social problems to help Australia's most disadvantaged. It started in 1879 as the Buckland Fund, to provide for the widows and orphans of bank employees. The Fund began with Bank President Thomas Buckland's own £1,000 end-of-year bonus. Two thirds of Westpac employees are involved in volunteering, and as for money, the company [matches their employees' donations](#) dollar-for-dollar for registered charities.

When it comes to [sustainable community development](#), Westpac is dedicated to several key areas:

- Microfinance loans for disadvantaged and marginalised communities in developing nations throughout the Asia-Pacific region and regional Australia.
- Disaster relief after bushfires, tsunamis, floods, and cyclones.
- Financial and employment support for Aboriginal and Torres Strait Islander customers, communities and employees.

As for [the environment](#), Westpac cares about addressing climate change, managing and preventing water shortages, and restoring biodiversity in our beautiful nation.



METHODOLOGY

SMSF LOANS

What is the CANSTAR SMSF Loan Star Rating?

CANSTAR SMSF loan star ratings is a sophisticated and unique ratings methodology that compares both Cost and Features across SMSF loan products. CANSTAR star ratings represent a shortlist of financial products, enabling consumers to narrow their search to products. CANSTAR SMSF Loan Star Ratings are a transparent analysis comparing different types of SMSF Loans.

What types of products are evaluated by CANSTAR SMSF Loan Star Rating?

The following products are assessed in the rating, in the form of 5 different borrower profiles:



SMSF Loan

Variable

1 year fixed

2 year fixed

3 year fixed

5 year fixed

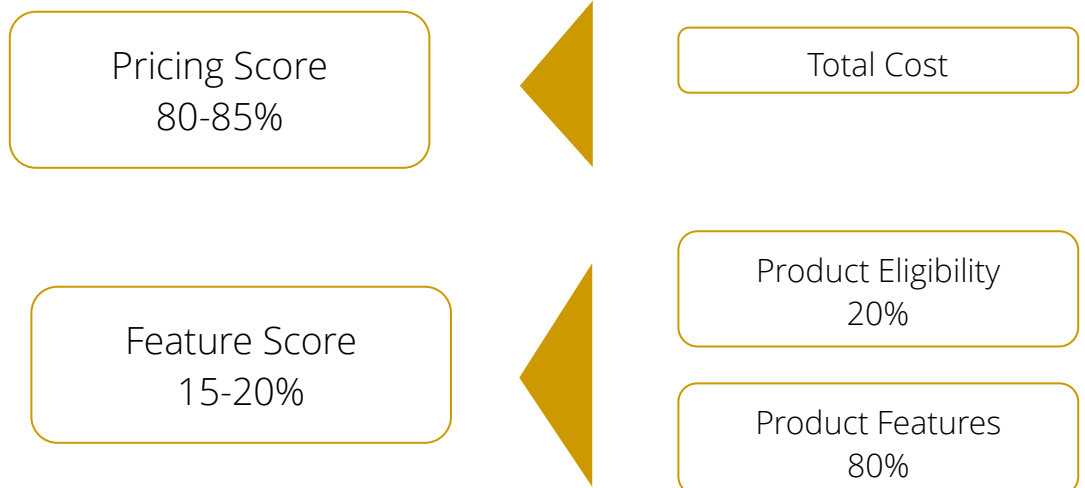
How is the CANSTAR SMSF Loan Star Rating calculated?

Each home loan reviewed for the CANSTAR SMSF Loans Star Ratings is awarded points for its comparative pricing and for the array of positive features attached to the product. Points are aggregated to achieve a Pricing score and a Feature score.

To arrive at the total score CANSTAR applies a weight (w) against the Pricing score and Feature score. This weight will vary from profile to profile and will reflect the relative importance of either costs or features in determining outstanding value SMSF Loan products. This method can be summarised as:

$$\text{TOTAL SCORE} = \text{PRICING} + \text{FEATURES SCORE}$$





The weights for the different profiles are as follows:

	Pricing Score	Feature Score
SMSF Variable Loan	80%	20%
SMSF Fixed Loan	85%	15%

Pricing Score

The Pricing Score is based on the total cost of \$400,000 loan. Each scenario assumes a 70% Loan to Value Ratio (LVR) and a 20 year term. The total cost includes interest cost, and upfront, ongoing and discharge fees. The upfront fee includes the additional costs associated with the loan documentation and the legal review of the SMSF trust deed and bare trust deed.

For fixed rate SMSF loans, the fixed cost calculation is based on at least one rollover of the fixed rate loan; fixed cost scenario also incorporates a 2 month (60 day) revert rate (rate the product reverts to after the fixed term has expired)

Product Category	Number of Rollovers	Loan Term
1 Year Fixed	1	2 years
2 Year Fixed	1	4 years
3 Year Fixed	1	6 years
5 Year Fixed	1	10 years

Feature Score

The Feature component is assessed across two areas: Product Eligibility and Product Features.



Product Eligibility

The Product Eligibility category considers elements taken into account when a customer first takes out an SMSF loan. Examples of features within the categories are outlined below:

Category	Weight	Description/Examples
Parties	25%	Trustee, Guarantor, Custodian
Particulars	35%	LVRs, Refinance/Additional Borrowings for Repairs and Maintenance
Credit Criteria	40%	% Rental Income, Years of Voluntary Contributions

Product Features

The Product Feature category considers positive traits promoting flexibility and convenience for SMSF trustees when looking for an SMSF loan to suit their needs. Examples of features within the feature categories are outlined below

Features Category	Variable	Fixed
Loan Terms	50%	50%
Lending Terms	90%	90%
Security Requirements	10%	10%
Product Functionality	30%	20%
Additional Repayments	30%	45%
Split Loan Facility	35%	55%
Offset Facility	35%	-
Fixed Rate	-	10%
Rate Details	-	50%
Interest in Advance	-	50%
Loan Fees	10%	10%
Switch Fees	60%	50%
Loan Fees	40%	50%
Loan Approval	5%	5%
Lending Areas	5%	5%

How often are products reviewed for awards or star ratings purposes?

Star Ratings are fully recalculated every 12 months, based on the latest submissions from each institution. CANSTAR also monitors changes on an ongoing basis.

Does CANSTAR rate all products available in the market?

We endeavour to include the majority of product providers in the market and to compare the product features most relevant to consumers in our ratings and awards. However this process is not always possible and it may be that not every product in the market is included nor every feature compared that is relevant to you.



Does CANSTAR rate other product areas?

CANSTAR researches, compares and rates the suite of banking and insurance products listed below. These star ratings and awards use similar methodologies to guarantee quality, consistency and transparency. Results are freely available to consumers, who use the star ratings as a guide to product excellence. The use of similar star ratings logos also builds consumer recognition of quality products across all categories. Access the CANSTAR website at www.canstar.com.au if you would like to view the latest star ratings and awards reports of interest.



- Account-based pensions
- Business life insurance
- Deposit accounts
- Health insurance
- Life insurance
- Online banking
- Personal loans
- Term deposits
- Youth banking
- Agribusiness
- Car insurance
- Direct life insurance
- Home & Contents
- Managed investments
- Online share trading
- Reward programs
- Travel insurance
- Business banking
- Credit cards
- First home buyer
- Home loans
- Margin lending
- Package banking
- Superannuation
- Travel money cards

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SMSF Loans Star Ratings

We endeavour to include the majority of product providers in the market and to compare the product features most relevant to consumers in our ratings. This is not always possible and it may be that not every product in the market is included in the rating nor every feature compared that is relevant to you.

SMSF-1 Year Fixed-\$400,000

Company	Product	Rate (%)^	Trust Review Fee (\$)^	Extra Repayments	P+I or IO	Split Option Available	Refinance	Additional Borrowing*	Max LVR Personal Trustees(%)	Max LVR Corporate Trustees (%)
★★★★★ "Outstanding Value"										
Beyond Bank	Fixed Investment SMSF 1 yr	4.74	1760	✓	Both	✓	✓	✓	75	80
BOQ	Investment Fixed - SMSF 1 yr	4.65	0	✓	Both	✓	✓	✗	75	80
★★★★★										
Big Sky Building Society	Limited Recourse Inv Loan Fixed 1 yr	5.45	220	✓	Both	✓	✓	✓	80	80
Westpac	Fixed SMSF Investment Property 1 yr	5.21	0	✓	Both	✓	✓	✓	70	70
Yellow Brick Road	SMSF Property Fixed 1 yr	5.2	0	✓	Both	✓	✓	✗	80	N/A
★★★										
Bank of Melbourne	Super Fund Fixed 1 yr	5.19	0	✓	Both	✓	✓	✗	72	80
BankSA	Super Fund Fixed 1 yr	5.19	0	✓	Both	✓	✓	✗	72	80
Commonwealth Bank	SuperGear - Resi Fixed 1 yr	5.49	0	✓	Both	✓	✓	✗	80	65
Hume Bank	SMSF Fixed 1 yr	5.2	750	✓	Both	✓	✓	✓	70	70
IMB	SMSF Fixed 1 yr	5.24	0	✓	Both	✓	✓	✓	80	80
Macquarie Bank	SMSF Property Fixed 1 yr	5.67	0	✓	Both	✓	✓	✗	80	N/A
St.George Bank	Super Fund Fixed 1 yr	5.19	0	✓	Both	✓	✓	✗	72	80
★★										
bcu	SMSF Fixed IO 1 yr	4.99	0	✗	IO	✗	✓	✗	70	70
bcu	SMSF Fixed P&I 1 yr	4.99	0	✗	P+I	✗	✓	✗	70	70



SMSF Loans Star Ratings

We endeavour to include the majority of product providers in the market and to compare the product features most relevant to consumers in our ratings. This is not always possible and it may be that not every product in the market is included in the rating nor every feature compared that is relevant to you.

SMSF-2 Year Fixed-\$400,000

Company	Product	Rate (%)^	Trust Review Fee (\$)^	Extra Repayments	P+I or IO	Split Option Available	Refinance	Additional Borrowing*	Max LVR Personal Trustees(%)	Max LVR Corporate Trustees (%)
★★★★★ "Outstanding Value"										
BOQ	Investment Fixed - SMSF 2 yrs	4.59	0	✓	Both	✓	✓	✗	75	80
Westpac	Fixed SMSF Investment Property 2 yrs	5.11	0	✓	Both	✓	✓	✓	70	70
★★★★★										
Bank of Melbourne	Super Fund Fixed 2 yrs	4.99	0	✓	Both	✓	✓	✗	72	80
BankSA	Super Fund Fixed 2 yrs	4.99	0	✓	Both	✓	✓	✗	72	80
Beyond Bank	Fixed Investment SMSF 2 yrs	4.74	1760	✓	Both	✓	✓	✓	75	80
St.George Bank	Super Fund Fixed 2 yrs	4.99	0	✓	Both	✓	✓	✗	72	80
★★★										
Big Sky Building Society	Limited Recourse Inv Loan Fixed 2 yrs	5.49	220	✓	Both	✓	✓	✓	80	80
Commonwealth Bank	SuperGear - Resi Fixed 2 yrs	5.49	0	✓	Both	✓	✓	✗	80	65
Hume Bank	SMSF Fixed 2 yrs	5.2	750	✓	Both	✓	✓	✓	70	70
IMB	SMSF Fixed 2 yrs	5.24	0	✓	Both	✓	✓	✓	80	80
Macquarie Bank	SMSF Property Fixed 2 yrs	5.67	0	✓	Both	✓	✓	✗	80	N/A
Yellow Brick Road	SMSF Property Fixed 2 yrs	5.3	0	✓	Both	✓	✓	✗	80	N/A
★★										
bcu	SMSF Fixed IO 2 yrs	4.99	0	✗	IO	✗	✓	✗	70	70
bcu	SMSF Fixed P&I 2 yrs	4.99	0	✗	P+I	✗	✓	✗	70	70



SMSF Loans Star Ratings

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SMSF-3 Year Fixed-\$400,000

Company	Product	Rate (%)^	Trust Review Fee (\$)^	Extra Repayments	P+I or IO	Split Option Available	Refinance	Additional Borrowing*	Max LVR Personal Trustees(%)	Max LVR Corporate Trustees (%)
★★★★★ "Outstanding Value"										
Beyond Bank	Fixed Investment SMSF 3 yrs	4.74	1760	✓	Both	✓	✓	✓	75	80
BOQ	Investment Fixed - SMSF 3 yrs	4.29	0	✓	Both	✓	✓	✗	75	80
★★★★★										
Bank of Melbourne	Super Fund Fixed 3 yrs	5.09	0	✓	Both	✓	✓	✗	72	80
BankSA	Super Fund Fixed 3 yrs	5.09	0	✓	Both	✓	✓	✗	72	80
St.George Bank	Super Fund Fixed 3 yrs	5.09	0	✓	Both	✓	✓	✗	72	80
★★★										
Big Sky Building Society	Limited Recourse Inv Loan Fixed 3 yrs	5.69	220	✓	Both	✓	✓	✓	80	80
Commonwealth Bank	SuperGear - Resi Fixed 3 yrs	5.49	0	✓	Both	✓	✓	✗	80	65
Hume Bank	SMSF Fixed 3 yrs	5.3	750	✓	Both	✓	✓	✓	70	70
IMB	SMSF Fixed 3 yrs	5.24	0	✓	Both	✓	✓	✓	80	80
Macquarie Bank	SMSF Property Fixed 3 yrs	5.77	0	✓	Both	✓	✓	✗	80	N/A
Westpac	Fixed SMSF Investment Property 3 yrs	5.21	0	✓	Both	✓	✓	✓	70	70
Yellow Brick Road	SMSF Property Fixed 3 yrs	5.4	0	✓	Both	✓	✓	✗	80	N/A
★★										
bcu	SMSF Fixed IO 3 yrs	5.09	0	✗	IO	✗	✓	✗	70	70
bcu	SMSF Fixed P&I 3 yrs	5.09	0	✗	P+I	✗	✓	✗	70	70



SMSF Loans Star Ratings

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SMSF-5 Year Fixed-\$400,000

Company	Product	Rate (%)^	Trust Review Fee (\$) ^	Extra Repayments	P+I or IO	Split Option Available	Refinance	Additional Borrowing*	Max LVR Personal Trustees(%)	Max LVR Corporate Trustees (%)
★★★★★ "Outstanding Value"										
BOQ	Investment Fixed - SMSF 5 yrs	4.59	0	✓	Both	✓	✓	✗	75	80
Westpac	Fixed SMSF Investment Property 5 yrs	5.41	0	✓	Both	✓	✓	✓	70	70
★★★★★										
Bank of Melbourne	Super Fund Fixed 5 yrs	5.39	0	✓	Both	✓	✓	✗	72	80
BankSA	Super Fund Fixed 5 yrs	5.39	0	✓	Both	✓	✓	✗	72	80
St.George Bank	Super Fund Fixed 5 yrs	5.39	0	✓	Both	✓	✓	✗	72	80
★★★										
Beyond Bank	Fixed Investment SMSF 5 yrs	5.04	1760	✓	Both	✓	✓	✓	75	80
Big Sky Building Society	Limited Recourse Inv Loan Fixed 5 yrs	5.85	220	✓	Both	✓	✓	✓	80	80
Commonwealth Bank	SuperGear - Resi Fixed 5 yrs	5.79	0	✓	Both	✓	✓	✗	80	65
Hume Bank	SMSF Fixed 5 yrs	5.6	750	✓	Both	✓	✓	✓	70	70
IMB	SMSF Fixed 5 yrs	5.49	0	✓	Both	✓	✓	✓	80	80
Macquarie Bank	SMSF Property Fixed 5 yrs	6.03	0	✓	Both	✓	✓	✗	80	N/A
Yellow Brick Road	SMSF Property Fixed 5 yrs	5.7	0	✓	Both	✓	✓	✗	80	N/A
★★										
bcu	SMSF Fixed IO 5 yrs	5.39	0	✗	IO	✗	✓	✗	70	70
bcu	SMSF Fixed P&I 5 yrs	5.39	0	✗	P+I	✗	✓	✗	70	70



SMSF Loans Star Ratings

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SMSF-Variable-\$400,000										
Company	Product	Rate (%)^	Trust Review Fee (\$) ^	Extra Repayments	P+I or IO	Split Option Available	Refinance	Additional Borrowing*	Max LVR Personal Trustees(%)	Max LVR Corporate Trustees (%)
★★★★★ "Outstanding Value"										
Big Sky Building Society	Limited Recourse Investment Loan	5.43	220	✓	Both	✓	✓	✓	80	80
State Custodians	SMSF Loan	5.09	1430	✓	Both	✓	✓	✗	80	80
★★★★★										
Bank of Melbourne	Super Fund Variable	5.7	0	✓	Both	✓	✓	✗	72	80
Homeloans	Classic SMSF	5.64	1200	✓	Both	✓	✓	✗	80	80
Yellow Brick Road	SMSF Property Variable	5.33	0	✓	Both	✓	✓	✗	80	N/A
★★★★										
BankSA	Super Fund Variable	5.77	0	✓	Both	✓	✓	✗	72	80
Beyond Bank	Variable Investment SMSF	5.59	1760	✓	Both	✓	✓	✓	75	80
BOQ	Investment Standard Variable - SMSF	5.56	0	✓	Both	✓	✓	✗	75	80
Commonwealth Bank	SuperGear - Resi Variable	5.9	0	✓	Both	✓	✓	✗	80	65
IMB	SMSF Variable	5.69	0	✓	Both	✓	✓	✓	80	80
Macquarie Bank	SMSF Property Variable	5.67	0	✓	Both	✓	✓	✗	80	N/A
Mortgage HOUSE	Smart Super Fund Home Loan	5.74	0	✓	Both	✗	✓	✗	80	80
St.George Bank	Super Fund Variable	5.79	0	✓	Both	✓	✓	✗	72	80
Victoria Teachers Mutual B	SMSF Variable Loan	5.44	1000	✓	Both	✗	✓	✗	80	80
Westpac	Variable SMSF Investment Property	5.75	0	✓	Both	✓	✓	✓	70	70
★★★										
bcb	SMSF Variable IO	5.28	0	✓	IO	✗	✓	✗	70	70



SMSF Loans Star Ratings

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SMSF-Variable-\$400,000

Company	Product	Rate (%)^	Trust Review Fee (\$)^	Extra Repayments	P+I or IO	Split Option Available	Refinance	Additional Borrowing*	Max LVR Personal Trustees(%)	Max LVR Corporate Trustees (%)
bcb	SMSF Variable P&I	5.28	0	✓	P+I	✗	✓	✗	70	70
Hume Bank	SMSF Variable	6.15	750	✓	Both	✓	✓	✓	70	70