FREE RATE REVIEW KIT . DOCUMENT 1 OF 4

The Lender Comparison Report

A reference guide to the 40+ Australian lenders KTD Home Loans has live access to under APC Home Loans, and how to read a real comparison.

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A note before you read this

This document is general information only. It does not take your personal objectives, financial situation or needs into account, and it is not personal credit, financial or taxation advice. All figures and examples are illustrative and do not represent actual or guaranteed outcomes. Before acting on anything here, please consider its appropriateness to your circumstances and seek advice from a licensed professional.

Why your bank is only one option of many

Most Australian homeowners only ever talk to one lender: the one that gave them their first mortgage. That is a perfectly natural starting point. It is also why so many homeowners quietly overpay for years without realising it.

KTD Home Loans operates under APC Home Loans (Australian Credit Licence 389328). Through that licence, the KTD team has live access to a broad panel of more than 40 Australian lenders, ranging from the Big 4 banks through to non-bank specialists and customer-owned lenders. The job of a broker is to look at your situation, then look at the panel, and find the lender most likely to suit you on rate, fees, features and approval criteria together.

This report is a general reference guide to the categories of lenders on the KTD panel. It does not list specific rates because rates change daily and are always subject to lender approval, your borrowing power, your loan-to-value ratio, and the property securing the loan. In your strategy call with Kunga, the panel gets narrowed down to a personalised shortlist based on your actual numbers.

The headline truth

Different lenders price the same borrower very differently. A borrower a Big 4 bank considers average can be a premium customer for a customer-owned lender, and the rate offered reflects that. The same dollar of equity is worth more to some lenders than others.

The four categories of lender on the KTD panel

Category	Examples	Where they typically fit best
Big 4 Banks	CBA, Westpac, NAB, ANZ	Mass-market pricing. Strong brand recognition. Often slower to discount existing customers ("back book" pricing). Typically broader product range.
Tier 2 Major Banks	Macquarie, ING, Bank of Queensland, Bankwest, Suncorp, AMP, ME Bank	Competitive rates aimed at winning market share. Strong digital offerings. Often more competitive on cashback offers than the Big 4.
Customer-Owned & Mutuals	Greater Bank, Heritage Bank, Newcastle Permanent, Teachers Mutual, P&N; Bank, Beyond Bank	Owned by members, not shareholders. Typically lower fees, sharper rates for clean borrowers, slower approval process. Worth checking for low-LVR clients.
Non-Banks & Specialist Lenders	Pepper Money, Liberty, Resimac, Bluestone, La Trobe	Specialise in borrowers who fall outside Big 4 lending policy: self-employed, recently changed jobs, past credit hiccups, complex income. Pricing reflects the risk profile.

What this means for your review

When KTD runs your comparison, the question is never "who has the lowest sticker rate today" because sticker rates do not survive contact with your actual borrowing profile. The real question is which lender on the panel is most likely to approve you at their sharpest pricing tier, given your income, deposit or equity, credit history, and property type.

The five comparison points that actually matter

1. Comparison rate, not headline rate

Lenders quote a headline rate to attract attention. The comparison rate folds in the standard fees over the life of the loan. A loan with a low headline rate and high ongoing fees can have a higher real cost than one with a slightly higher headline rate and no ongoing fees. Always compare comparison rates.

2. Offset account presence and conditions

A genuine offset account dollar-for-dollar reduces the interest you pay. Some cheaper loans do not offer one, or only offer a partial offset. For most households, a real 100% offset is worth more than a slightly lower rate.

3. Cashback offer and clawback terms

Cashback can be a genuine sweetener or a marketing trap. See the Cashback Intelligence Map for the detail. The short version: always read the clawback window before signing.

4. Fixed, variable, or split, and for how long

A split loan can give you certainty on part of the balance and flexibility on the rest. Fixed terms have break costs if you exit early. Your strategy call will weigh up what mix suits your specific situation.

5. Approval criteria fit

A sharper rate is meaningless if the lender will not approve you at it. Lenders differ wildly on how they treat overtime income, bonus income, self-employed income, rental income, and credit conduct. Picking a lender whose credit policy fits your situation is often more important than chasing the absolute lowest rate.

What happens in your strategy call

Kunga reviews your situation, narrows the 40+ lender panel down to a personalised shortlist, and shows you exactly which lenders are most likely to approve you and at what kind of pricing tier. No obligation. No paperwork upfront. The whole point is clarity.