



Mortgage Choice

Freedom

Powered by



ATHENA



**Home loans that
look after you.**

Issued June 2025

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Introducing Mortgage Choice Freedom

Mortgage Choice Freedom home loans will put you in control - helping you pay off your home loan faster and rewarding you for your loyalty. Apply directly for a Mortgage Choice Freedom loan on Australia's Home of Homes - realestate.com.au.

Depending on your needs, you can choose from:

- A basic low variable rate loan
- A variable rate loan with features like multi-offset and the ability to split your loan
- A fixed-rate loan.



Mortgage Choice Freedom home loan features



Automatic Rate Match

You'll never pay a higher rate than a new customer on a like-for-like variable loan.¹



No Fees

There are no lender fees of any description on our Mortgage Choice Freedom Saver or Freedom Flex home loans.³



Drop Your Rate

As you pay off your loan and drop to the next LVR tier on an applicable variable loan, your interest rate tier will also drop.

¹ A like-for-like variable loan means that the product as advertised to new customers is the same as the product available to an existing customer. For full details on Automatic Rate Match, please see our Terms & Conditions. Only available on Mortgage Choice Freedom Saver or Mortgage Choice Freedom Flex home loans.

² Depending on your situation, you may be charged government fees or fees from third parties.

³ Drop Your Rate is only available on Mortgage Choice Freedom Saver or Mortgage Choice Freedom Flex home loans.

Automatic Rate Match

Are you one of the 98%⁴ of Australian borrowers who feel they should be rewarded for their loyalty? If so, you'll love Mortgage Choice Freedom.

82% of Australian home loan customers surveyed say they're loyal to their lender, yet 86% feel they are being penalised for their loyalty when a lender gives a better rate to new customers.⁴

On average, Australians with existing home loans pay 0.29% more than customers with new loans. Keeping these new customer rates for the life of the loan can mean significant savings of up to \$1,428 per year, or up to \$35,713 across the life of your loan.⁵



Our loans carry our Automatic Rate Match guarantee that we'll keep your rate the same as new customers on a like-for-like variable loan.¹ So if they get a lower rate, you will too.

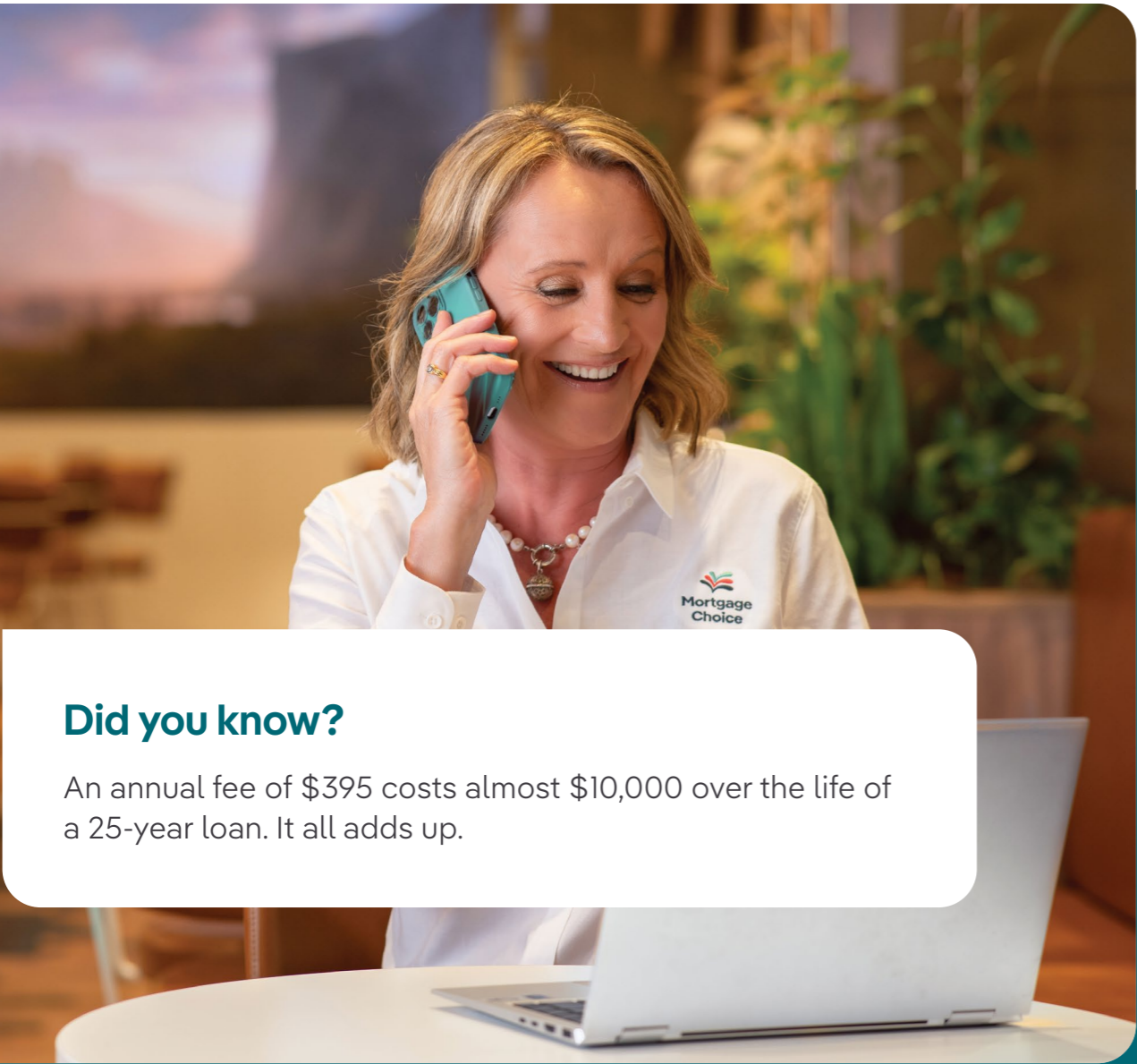
⁴ 2022 research conducted by Athena and CoreData.

⁵ Uses RBA data from March 2025 for the average interest rate difference between new and existing loans since September 2019. Calculated based on savings on a \$600,000 loan across a 25-year period. Your situation may be different.

No Fees

Mortgage Choice Freedom Saver & Freedom Flex home loans are free of lender fees. No application fees, no ongoing fees and no discharge fees.⁶

Compare this to your standard home loan where, on average, borrowers pay \$263 a year in fees. Over a 25-year loan, this can add up to nearly \$6,575 in fees.⁷



Did you know?

An annual fee of \$395 costs almost \$10,000 over the life of a 25-year loan. It all adds up.

⁶ Depending on your situation, you may be charged government fees or fees from third parties. Only applicable on Mortgage Choice Freedom Saver and Mortgage Choice Freedom Flex.
⁷ Calculated using the RBA 2025 Bank Fees Report, which found that Australians paid \$856 million in 2024 on home loans (RBA January 2025), divided by the number of households with a mortgage (ABS Housing: Census 2021). Your situation may be different.

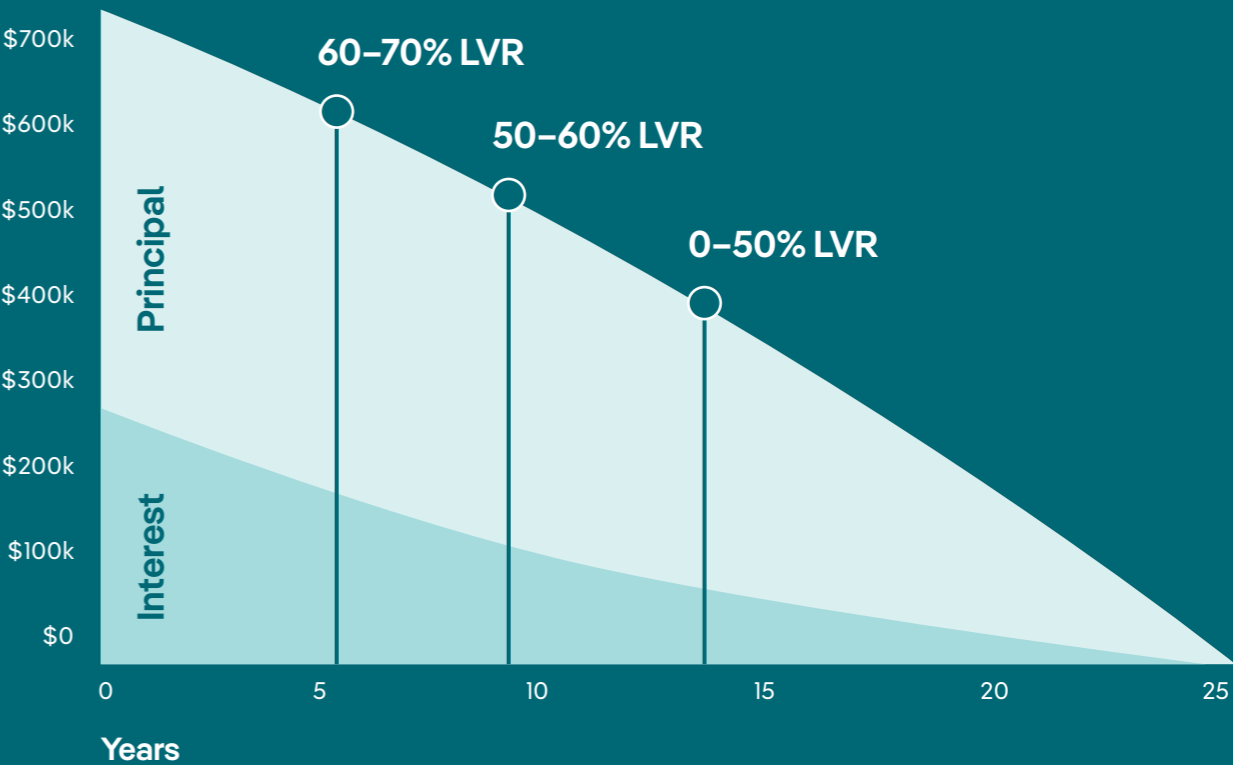
Drop Your Rate

Mortgage Choice Freedom Saver & Freedom Flex variable loans allow you to drop your own interest rate.

How does it work? As you pay off your loan principal, your loan-to-value ratio (LVR) reduces. Each time you drop to the next eligible LVR tier on an applicable variable loan, we'll reward you for paying down your loan by automatically dropping your rate.

Across the life of a 25-year loan, a customer who starts with a 75% LVR and a \$600,000 mortgage could save up to \$8,240 from the Drop Your Rate LVR feature.⁸

The scenario below shows a customer who purchased a \$500,000 property with an initial loan of \$400,000. As the customer pays down the loan, they receive a reduced rate without making any extra repayments.



⁸ Rates and LVR tiers as at June 2024.

What Mortgage Choice Freedom could save you

The lowest rate isn't always the best choice. Low introductory rates and cashback offers can cost you more in the long run. Mortgage Choice Freedom Saver & Freedom Flex start with a competitive rate that stays great.

Example: Both Frank and Ollie have the same loan amount (\$600,000), loan structure (P&I loan over 25 years), and the same financial situation. Yet Frank could save \$23,523 over the life of his loan by selecting Mortgage Choice Freedom instead of a loan from another lender.



To help explain the benefits of Mortgage Choice Freedom over the life of a loan, we have created the Fair Value Comparison Rate (see table opposite). This shows the true cost of a loan from other lenders – including the interest rate 'penalty' existing customers pay vs new customers⁹, and average lender fees (based on RBA¹⁰ and ABS¹¹ data).



⁹ Based on RBA Lenders' Interest Rates (<https://www.rba.gov.au/statistics/interest-rates/>) using the average interest rate difference between new and existing loans since September 2019.

¹⁰ RBA Bank Fees in Australia 2025 (<https://www.rba.gov.au/publications/bulletin/2025/jan/bank-fees-in-australia.html>).

¹¹ ABS Census 2021 (<https://www.abs.gov.au/census>).

| | <div>Frank</div> <div>Mortgage Choice Freedom</div> <div></div> | <div>Ollie</div> <div>Other bank loan</div> <div></div> |
|---|---|---|
| Loan term | 25 years | 25 years |
| Loan amount | \$600,000 | \$600,000 |
| Repayment type | P&I | P&I |
| Interest rate | 6.04% p.a. | 5.89% p.a. |
| Fees | \$0 | \$1,315 |
| Drop Your Rate LVR discounts | \$370 saving | None |
| Existing customer interest rate 'penalty' | \$0 | \$3,292 (0.29% over 5 years) |
| In 5 years | Frank paid \$172,360 | Ollie paid \$172,877 |
| Amount saved | \$517 | |
| Interest rate | 5.99% p.a. | 6.18% p.a. |
| Fees | \$0 | \$6,575 |
| Drop Your Rate LVR discounts | \$8,119 saving | None |
| Existing customer interest rate 'penalty' | \$0 | \$25,307 (0.29% extra ongoing) |
| In 25 years | Frank paid \$556,028 | Ollie paid \$579,551 |
| Fair Value Comparison Rate ¹² | 5.97% p.a. | 6.18% p.a. |
| Amount saved | \$23,523 | |

¹² The Fair Value Comparison Rate is calculated on a \$600,000 loan with a 75% LVR, a 25-year term and P&I repayments on a Mortgage Choice Freedom Saver Owner Occupier loan. The Fair Value Comparison Rate calculation includes an existing customer interest rate 'penalty' rate increase applied at the start of each year for 5 years, with each yearly increase is equal to the penalty divided by 5 and annual fees for Ollie's loan and the Mortgage Choice Freedom 'Drop Your Rate' feature for Frank. Fees savings and future interest rate assumptions are based on past industry behaviour of all lenders and may not reflect future performance of all lenders. Therefore the savings are intended to provide an estimate of potential savings and are not guaranteed. Actual savings may vary. The product features are accurate as at 8 May 2025 and does not consider any changes to the product features in the future.

Mortgage Choice Freedom home loans

Whatever your requirements and objectives, Mortgage Choice Freedom has a home loan that can help you reach them faster.


- ✓ Buy a home

✓ Invest in property

✓ Top up a loan
- ✓ Access equity


✓ Consolidate debt

✓ Refinance an existing home loan




Mortgage Choice Freedom Saver

- Our lowest variable rate home loan – offering the ability to make unlimited extra repayments and fee-free redraws.
- Includes Automatic Rate Match, No Fees and Drop Your Rate features.




Mortgage Choice Freedom Flex

- Offers increased flexibility for those who want more features, like the ability to split your home loan, utilise multiple properties or have a multi-offset feature.
- Includes Automatic Rate Match, No Fees and Drop Your Rate features.
- Discount available on Freedom Flex Owner when bundled with Freedom Flex Investor.



Mortgage Choice Freedom Fixed

- If you want certainty of repayments over a set period, you can lock in a fixed interest rate for terms of 1 to 3 years.
- Includes No Fees feature.

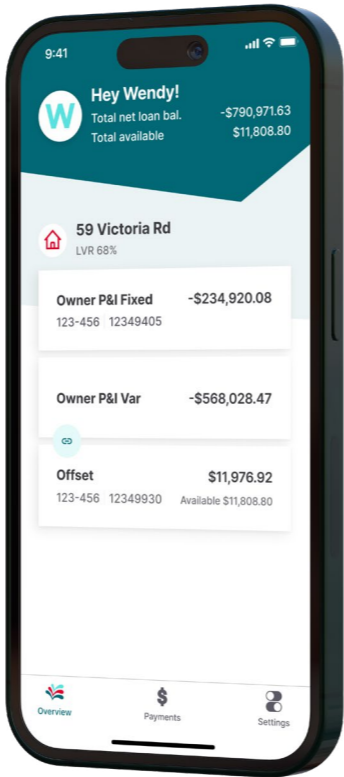
| | |  Mortgage Choice Freedom Saver |  Mortgage Choice Freedom Flex |  Mortgage Choice Freedom Fixed |
|-------------------------|---|--|---|--|
| Loan options | Min loan size | \$100K | \$100K | \$100K |
| | Max loan size | Up to \$3m - Metro \$2m - Regional | Up to \$3m - Metro \$2m - Regional | Up to \$3m - Metro \$2m - Regional |
| | Interest rate type | Variable | Variable | Fixed |
| | Owner or Investor | ✓ | ✓ | ✓ |
| | Principal and interest | ✓ | ✓ | ✓ |
| | Interest only | ✓ 1-5 years | ✓ 1-5 years | ✓ 1-3 years |
| | Split loans | ✗ | ✓ Max 10 splits Min \$10k per split | ✓ Max 10 splits Min \$10k per split |
| | Multiple properties | ✗ | ✓ | ✓ |
| | Bundle discount | ✗ | ✓ (Available on Freedom Flex Owner when bundled with Freedom Flex Investor) | ✗ |
| Repayment options | Choice of monthly, fortnightly or weekly repayments for P&I | ✓ (P&I only) | ✓ (P&I only) | ✓ (P&I only) |
| | Additional repayments | ✓ | ✓ | 5% of the loan balance p.a. |
| | Direct debit | ✓ | ✓ | ✓ |
| | Salary credit | ✓ | ✓ | ✗ |
| Redraw vs offset | Redraw | ✓ | Choose Redraw or Offset | ✗ |
| | Offset | ✗ | | ✗ |
| | Multi-offset | ✗ | | ✗ |
| Management and payments | Instant payments out | ✓ | ✓ | N/A |
| | Mobile app | ✓ | ✓ | ✓ |
| | Manage repayments via mobile app | ✓ | ✓ | ✓ |
| Fair value features | Automatic Rate Match | ✓ | ✓ | ✗ |
| | Drop Your Rate | ✓ | ✓ | ✗ |
| | No Fees | ✓ | ✓ | ✓ ¹³ |

¹³ Government charges or break costs may apply when changes are made to your Fixed Loan.

Mortgage Choice Freedom app

Managing your home loan is a breeze with the Mortgage Choice Freedom app.

- View your loan details and transactions
- Make payments instantly
- Manage payees
- Manage your repayment frequency
- Make unlimited additional repayments on variable loans, and extra repayments of up to 5% of your fixed loan balance each year from your loan anniversary
- Access with face or fingerprint recognition



Interested in finding out more? Apply online or talk to us today.

You can start your Mortgage Choice Freedom application on realestate.com.au. If you need any assistance our Loan Experts are available to give you the support and guidance needed to get your application in. And with our fast approval process, you can have your loan underway in no time.

If you ever need support once you have a Mortgage Choice Freedom home loan, you can get in touch with our customer service team by phone, SMS or email.



-  Local call **13 34 34** | SMS **0483 900 880**
-  **hello@mortgagechoice.athena.com.au**
-  Product information
<http://realestate.com.au/home-loans/compare/mortgage-choice-freedom>
-  Target Market Determination
<https://mortgagechoice.athena.com.au/target-market-determination>

Mortgage Choice Freedom is powered by Athena

Mortgage Choice has partnered with Athena Home Loans to bring you the Mortgage Choice Freedom range of products. By combining the expertise of Mortgage Choice with Athena's revolutionary home loan features, we want to help more Australians pay off their home loans sooner and secure their financial future.

Athena is an award-winning innovative digital lender that has helped more than 12,500 Australians save over \$704 million on their home loans (as at May 2025).

Launched in 2019, Athena is backed by some of the biggest names in the industry, including Australian Super, Hostplus, Macquarie Bank and Sunsuper.





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