

## Village Access Loan Fact Sheet

Effective: 25 August 2025

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| <b>Purpose of loan</b>   | A Heartland Village Access Loan allows you to unlock the equity in your home, making it easier to fund entry into a retirement village.  |
| <b>Customer criteria</b> | Borrower(s) aged 60 and over, with a maximum of two borrowers. One borrower aged between 55 and 59 may be permitted if another borrower is aged over 60.   |
| <b>Drawdown options</b>  | <p>We encourage customers to borrow only what they need as drawing all or most of the available funds at the start may reduce the equity in the property in the future. This loan is a bridging loan. It is only suitable if each borrower is committed to moving to a retirement village. The following drawdown options are available:</p> <p><b>Lump sum</b><br/>An initial advance made on settlement to fund payment due to acquire an occupation right in a retirement village and clear any existing debt on the property.</p> <p><b>Cash reserve facility</b><br/>Set aside funds for current and/or future expenses related to being in the retirement village. You can apply to draw on the reserve at any time, however this is subject to approval. Interest is only charged on funds that are advanced.</p>   |
| <b>Maximum loan</b>      | The maximum amount you can borrow is 50% of the value of your home. The minimum amount you can borrow is \$5,000.  |
| <b>Property criteria</b> | <p>Your property must be a residential property of conventional construction and in good repair. The property must be mortgage free or have any existing mortgage repaid by the Village Access Loan. Minimum property value is \$250,000. Lending criteria, including location restrictions, do apply.</p> <p>Your property can be rented or leased, subject to our criteria being met.</p>  |
| <b>Interest rate</b>     | The current interest rate is <b>8.69%</b> per annum. Interest is calculated on the balance outstanding and added to the loan monthly (compounded). The interest rate is variable which means it can change at any time, however you can repay the loan at any time with no penalty. You will be advised of any interest rate changes.  |
| <b>Repayments</b>        | <p>While there is no requirement to make regular repayments, repayments can be made at any time without penalty.</p> <p>However, if before the loan is repaid in full, the right to occupy the retirement village is canceled or terminated, you must pay to us immediately any payments you receive from the retirement village operator in connection with that cancellation or termination. We will apply those payments towards the total amount owing on the loan.</p> <p>The total loan amount, including accumulated interest, is repayable within 3 years. This is required even if your property has declined in value or other adverse market circumstances exist at the time of payment. The loan can be repaid from the sale proceeds of your home, and any balance is then retained by you or your estate.</p> <p>There are no early repayment charges, however a mortgage discharge fee will apply when you fully repay your loan.</p> |

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| <b>Fees</b><br>These fees can be deducted from your initial drawdown. | Online Valuation (i-val)   | <b>\$17.14</b>  | All applications will initially be assessed using an i-val.   |
|   | Full Market Valuation (FMV)  | <b>\$850 - \$1,000*</b>   | Where a FMV is required according to criteria and the value is below \$1m.  |
|   |  | <b>\$1,000 - \$1,500*</b>   | Where a FMV is required according to criteria and the value is above \$1m or a lifestyle property. If both apply, additional costs may be incurred.                 |
|   | * FMV fees vary between locations and are an indication only of the likely fees (each FMV will be priced on an individual basis). In some cases, we may need to seek quotes from local valuers, especially for premium properties. Additional mileage costs may apply for properties outside major towns but will be quoted and accepted prior to proceeding. If a FMV is required, the i-val fee will not be charged. |   |   |
|   | Arrangement fee  | <b>\$920</b>  | Charged on the initial settlement date of your loan. This fee will be deducted from your initial drawdown.  |
|   | Equity protection fee  | <b>\$55</b>   | If you choose the Equity Protection Option, this will be charged on the initial settlement date of your loan. This fee will be deducted from your initial drawdown. |
|   | Cash reserve fee   | <b>\$70</b>   | We will charge you this fee when you draw down under the Cash Reserve.  |
|   | Variation fee  | <b>\$375</b>  | Charged if the terms of your loan are varied. This fee will be added to the balance of your loan.   |
|   | Mortgage discharge fee   | <b>\$270</b>  | Charged at the time your loan is fully repaid. This fee will be added the balance of your loan and will form part of the repayment required.                        |
|   | Administration fee   | <b>\$23</b>   | Charged each time we pay rates or insurance costs on your behalf. This fee will be added to the loan balance of your loan.  |
| Agency fee  | <b>\$179</b>   | Charged if we have to send an agent to the property to obtain any documentation or information we require for the purpose of your loan agreement. |   |
| <b>Independent advice</b>   | It is important that you make sure the loan is right for you. You must obtain independent legal advice and we recommend you consider seeking independent financial advice. You may also want to discuss your options with family prior to applying.  |   |   |
| <b>Equity protection option</b>                                       | Under the equity protection option, you may choose to protect a percentage of the eventual net sale proceeds of your home (up to 50%). When your loan is repaid, you or your estate are guaranteed to receive your chosen equity protection percentage*.   |   |   |
| <b>30 day cooling off period</b>                                      | If you change your mind within the first 30 days of taking out your loan, you can simply pay it off, including interest, and we will refund the arrangement fee in full.   |   |   |
| <b>Limited Recourse Guarantee</b>                                     | The amount required to repay the loan will never exceed the net sale proceeds of the property (plus (i) any rental or insurance proceeds required to be paid to us under the mortgage and (ii) if the retirement village occupation right we have funded you into is cancelled or terminated for any reason before the loan is repaid, then any payment to you in connection with that)*.                              |   |   |

This Fact Sheet, and fees are only a guide and are subject to change. Heartland Bank Limited's responsible lending criteria, terms and conditions and fees may apply. Heartland Village Access Loans is a brand established and owned by Heartland Bank Limited. Fees include GST.

\*Subject to complying with the terms and conditions of the Heartland Village Access Loan.

**Need to talk to us? We'd be happy to help.**

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