

FEBRUARY 2026

Avanti Finance

Property Lending Guide

A guide to Avanti Finance property lending

This booklet outlines what you need to know about Avanti property lending. This is a guide only. Avanti Finance lending criteria, fees, terms and conditions apply. Information is correct at the date of publication. Find out more at avantifinance.co.nz/useful-information



Avanti Finance

THE AVANTI APPROACH

We're in the business of growing your business

Our focus is working with advisers to make complex lending simpler, easier and faster. We believe in long-term partnerships that are beyond transactional.



Contents

Our Approach	4
Situations & Products	5
Long Term Secured Property Product Rules	6-7
Short Term Secured Property Product Rules	8-9
Long Term Commercial Property Loan Product Rules	10
Short Term Unsecured Personal Loan Product Rules	11
Commission and Clawback Terms	12
Adviser Fees	12
Valuation Criteria	13
Income & Servicing Guidelines	14
Character Requirements	15
How to Apply	16
Our Team	17

Relationship first lending

SPECIALIST LENDING

In an industry where box ticking is the norm, Avanti Finance does things differently. We're uniquely Kiwi, just like our customers, and we've been working with advisers, brokers and dealers to provide flexible lending options for over 36 years, helping thousands of New Zealanders get into a new home, buy a new car or start a business.

RELATIONSHIP FIRST LENDING

We use an individual assessment framework to understand the context and background of each borrower – not just the borrowing itself. That means we can often help with complex situations.

To do this, we've developed flexible lending solutions to fit clients like yours. In this guide, we share the details of our key property lending solutions, including long term first mortgages, short term bridging loans, caveat-secured loans, commercial property loans and unsecured personal loans.

Helping New Zealanders is what we do

COMMON SITUATIONS WE'VE HELPED WITH

- Purchasing first home
- Purchasing next home
- Property bridging
- Property investment
- Property development
- Properties for commercial use
- Vacant land
- Fixed price and turn key construction
- Multi-ownership structure
- Consolidating debt
- High LVR
- Low doc options
- Equity release
- Capitalising loans
- Kiwis living and earning offshore
- IRD bills
- Mortgage arrears
- Customers with low credit scores
- Customers with account conduct issues
- Gifted non-conventional deposits

SECURITY ISSUES WITH A CLEAR PLAN

- Problems with flats plan cross-lease properties
- Working towards CCC
- Cost overruns on a build
- EQC “as is where is”

THIS GUIDE COVERS

- Long term 1st mortgages (Near Prime)
- Long term 1st mortgages (Specialist)
- Short term asset-lend 1st mortgages (including bridging loans)
- Caveat secured loans
- Second mortgages
- Long term commercial property loans
- Unsecured personal loans

AVANTI FINANCE ALSO OFFERS

- Auto loans
- Business loans

If you'd like further information about these products, please contact your local BDM.

Long Term Secured Property Product Rules

The terms set out below (under Loan Terms) are the maximum available per single security. The individual terms offered to a customer will depend on the customer's profile and Avanti's overall assessment of the application.

All applications are subject to our lending and credit criteria, terms, conditions and fees. In all cases, the purpose of the loan must meet the requirements and objectives of the applicant as confirmed by the adviser.

If you're unsure if an application meets our criteria, please contact your Business Development Manager to discuss.

These criteria may change from time to time. Please [check our website](#) for the most up-to-date version of this document.

NEAR PRIME & SPECIALIST

MAXIMUM LOAN AMOUNTS

Standard residential property

- Minimum \$50,000
- Maximum per table, subject to property type restrictions

LOCATION	LVR ≤80%	LVR 80.1% – 90%
ZONE 1 Auckland, Queenstown Lakes	\$2,500,000	\$2,500,000
ZONE 2 Hamilton, Cambridge, Tauranga (incl. Mt Manganui), Christchurch, Wellington	\$2,500,000	\$1,750,000
ZONE 3 Dunedin, Nelson, New Plymouth	\$2,000,000	\$1,750,000
ZONE 4 Napier, Gisborne, Whangarei, Rotorua, Taupo, Palmerston North, Ashburton, Blenheim, Cromwell	\$2,000,000	\$1,000,000
All other locations	\$1,000,000	\$1,000,000

Apartments (freehold only)

- Minimum size 35m²
- Maximum loan size per table

LOCATION	LVR ≤80%
Auckland, Wellington	\$2,000,000
Tauranga, Mt Maunganui, Papamoa	\$1,500,000
All other locations	\$1,000,000

Lifestyle blocks and vacant land

- Maximum 6 hectares*
- Maximum LVR 70%

*Up to 10 hectares may be considered on a case-by-case basis.

Long Term Secured Property Product Rules

NEAR PRIME & SPECIALIST

MAXIMUM LOAN

- Maximum loan/exposure per single borrower is dependent on number of securities, security type and location. Please discuss with your BDM.

LOAN TERMS

- Minimum 5 years
- Maximum 30 years*

*Where the term exceeds likely retirement age, consideration will be given to the capacity to service, or otherwise repay the loan, post-retirement.

INTEREST ONLY

- Maximum 5 years

PURPOSES

- All purposes considered
- Evidence of purpose will be required

NEAR PRIME

SPECIALIST

MAXIMUM LVR

- Owner occupied – 90%
- Investment – 90%

- Owner occupied – 85%
- Investment – 80%

HIGH LVR >80%

- Owner-occupier: minimum 5% genuine savings and gifts for balance acceptable
- Investor: equity or savings, no gifts
- Stable employment history
- 3 months recent transactional bank statements required
- No interest only
- Minimum UMI to be met
- Standard residential security
- RV required, less than 3 months old

- Owner occupied
- Not available for clients who are currently in arrears with their existing mortgage lender
- Minimum 5% genuine savings and gifts for balance acceptable
- Stable employment history
- 3 months recent transactional bank statements required
- No interest only
- Minimum UMI to be met
- Standard residential security
- RV required, less than 3 months old

LOW DOC

- Maximum loan size \$1,000,000
- Maximum LVR 80%

- Not available

Short Term Secured Property Product Rules

The terms set out below (under Loan Terms) are the maximum available. The individual terms offered to a customer will depend on the customer's profile and Avanti's overall assessment of the application.

All applications are subject to our lending and credit criteria, terms, conditions and fees. In all cases, the purpose of the loan must meet the requirements and objectives of the applicant as confirmed by the adviser.

If you're unsure if an application meets our criteria, please contact your Business Development Manager to discuss.

These criteria may change from time to time. Please [check our website](#) for the most up-to-date version of this document.

FIRST MORTGAGE

SECOND MORTGAGE OR CAVEAT

LOAN AMOUNTS

Standard residential property

Apartments (freehold only)

Lifestyle blocks and vacant land

Commercial property

Properties under construction

- Maximum per table, subject to property type restrictions

LOCATION	LVR UP TO 80%	ALL LOCATIONS	\$150,000	\$50,000
ZONE 1 (Auckland, Queenstown Lakes)	\$2,500,000	Non Trusts	LVR up to 80%	LVR 80.1% – 100%
ZONE 2, 3 & 4 (refer to page 6)	\$2,000,000	Trusts	LVR up to 75%	LVR 75.01% – 80%
All other locations	\$1,000,000			

- Minimum size 35m²
- Maximum loan size per table

LOCATION	LVR UP TO 80%
Auckland, Wellington	\$2,000,000
Tauranga, Mt Maunganui, Papamoa	\$1,500,000
All other locations	\$1,000,000

- Over 6 hectares considered at Avanti's discretion
- Maximum LVR 80%
- Can be considered at Avanti's discretion. Maximum loan amount and/or LVR considered on a case-by-case basis subject to property type/nature/location and overall client profile – typically to ≤50% LVR. >50% LVR considered on an exception basis
- Can be considered at Avanti's discretion on a case-by-case basis – we rely on "as is" value not on completion or cost to complete value and typically do not exceed 65% LVR of the "as is" value through the construction

For more information, please discuss with your BDM.

Short Term Secured Property Product Rules

	FIRST MORTGAGE	SECOND MORTGAGE OR CAVEAT
LOAN TERMS	<ul style="list-style-type: none"> • Minimum 6 months • Maximum 3 years (with a balloon payment) 	<ul style="list-style-type: none"> • Minimum 6 months • Maximum 5 years P&I (>\$50k) or 10 years P&I (≤\$50k) • Either P&I or interest only
MAXIMUM LVR	<ul style="list-style-type: none"> • 80%* <p>*Up to 90% by exception only, with confirmed exit, max loan amount of \$1m applies.</p>	<ul style="list-style-type: none"> • 100%** • Trusts 80% <p>**Aggregate LVR including the first mortgage.</p>
INTEREST ONLY	<ul style="list-style-type: none"> • Maximum 3 years (with a balloon payment) • Capitalising loans are available on a limited basis only, please enquire first 	
CAPITLISING	<ul style="list-style-type: none"> • Considered with clear exit up to 2 year term 	
PURPOSES	<ul style="list-style-type: none"> • All purposes considered • Evidence of purpose and/or exit strategy will be required 	

Long Term Commercial Property Loan Product Rules

The terms set out below (under Loan Structure) are the maximum available. The individual terms offered to a customer will depend on the customer's profile and Avanti's overall assessment of the application.

All applications are subject to our lending and credit criteria, terms, conditions and fees. In all cases, the purpose of the loan must meet the requirements and objectives of the applicant as confirmed by the adviser.

If you're unsure if an application meets our criteria, please contact your Business Development Manager to discuss.

These criteria may change from time to time. Please [check our website](#) for the most up-to-date version of this document.

LOAN AMOUNTS

- Maximum credit limit is exclusive of fees

LOCATION	LOAN AMOUNTS
Auckland	\$100,000 - \$4,000,000
Other main centres (Hamilton, Tauranga, Wellington, Christchurch, Dunedin)	\$100,000 - \$2,000,000

INTEREST RATE

- Commercial variable base rate subject to change, currently 7.99% p.a.

MAXIMUM LVR

- Up to 70% (using GST exclusive value, inclusive of fees)
- RV mandatory if LVR >40%; alternative valuation may be considered if LVR ≤40%.

LOAN STRUCTURE

- Loan term of 2 - 15 years
- Up to 5 years interest only, with the remaining term to be Principal and Interest (not exceeding a total term of 15 years)
- Amortisation period of up to 25 years (maximum 10 year difference between contracted term and amortisation period). The amortisation period is reduced by the length of any interest only period.
- Repayments are monthly

FEES

- Establishment fee: up to 2% of the loan amount (capitalised onto the loan balance)
- Adviser Fee: up to 2% of the loan amount
- All other fees will be as per the current non-consumer Property Fee Schedule.
- For a complete list of our latest fees and charges, email property@avantifinance.co.nz.

TARGET MARKET

- Good quality commercial properties in main centres, with long term stable tenants or owner occupied borrowers
- Some restrictions on the borrower/tenant industry might apply - please check with your BDM when workshopping a deal.

Short Term Unsecured Personal Loan Product Rules

Avanti Finance has a risk-based tiered approach to our unsecured personal loans with the assessment review completed through an Avanti scorecard system and the outcome of this review determining the maximum loan amount able to be provided and the interest rate that will apply.

All applications are subject to our lending and credit criteria, terms, conditions and fees. In all cases, the purpose of the loan must meet the requirements and objectives of the applicant.

If you're unsure if an application meets our criteria, please contact your Business Development Manager to discuss.

These criteria may change from time to time. Please [check our website](#) for the most up-to-date version of this document.

	Tier 1	Tier 2	Tier 3	Tier 4
Maximum loan amount	\$75,000	\$50,000	\$40,000	\$20,000
Maximum loan term (purpose and product used will determine term offered)	84 months	84 months	84 months	60 months
Interest rates	14.95% – 18.95%	19.95% – 20.95%	21.95% – 23.95%	27.95%

LOAN AMOUNT

- Maximum \$75,000 (determined by risk profile as per matrix)

INTEREST RATES

- See table above (determined by risk profile)

SCORE CARD

- Client tier determined by Avanti Finance score card rating

LOAN TERMS

- Principal and interest payments only depending on purpose of lending and product used

AVANTI FEES

- Unsecured establishment fee \$140
- Unsecured further advance fee (top-up) \$100

ADVISER FEE

- 10% of the loan amount up to a maximum of \$2,500

NON-RESIDENT

- Can be considered if they client holds a work visa for skilled migrant, accredited employer, specific purpose. The visa must have a minimum of 13 months remaining and the max loan term is one month prior to visa expiry, rounded down to the nearest 12 month term

BANK STATEMENTS

- 90 days of recent main transactional bank account statement may be required for assessment

LOAN PURPOSE

- Personal, domestic or household purposes only (Consumer Credit Agreements). Not for any business purposes.

Commission and Clawback Terms

Avanti Finance will pay a commission of 0.8% of the loan amount to our long term first mortgage products. See our clawback terms below:

Near Prime First Mortgages (24 month clawback period)

Avanti is entitled to clawback any commission paid using the following calculations:

- If the loan is paid back between 0 – 12 months from the date of drawdown, 100% of the commission will be clawed back.
- If the loan is paid back after 12 months and up to 24 months from the date of drawdown, 50% of the commission will be clawed back.

Specialist First Mortgages (12 month clawback period)

Avanti is entitled to clawback any commission paid using the following calculations:

- If the loan is paid back between 0 – 6 months from the date of drawdown, 100% of the commission will be clawed back.
- If the loan is paid back after 6 months and up to 12 months from the date of drawdown, 50% of the commission will be clawed back.

Adviser Fees

Advisers are able to charge a fee on all our products – up to a maximum of 1% of the loan amount on our long term residential property loans, and up to 2% on our long term commercial property loans. In most instances the fee can be capitalised onto the loan and paid on settlement.

Valuation Criteria

ALL PRODUCTS

S & P AGREEMENT

May be used as the sole valuation method where:

- Arm's length transaction, through a licenced real estate agent
- Dated within the last 3 months
- Maximum LVR 80%

iVAL (AVM)

- Maximum LVR 80%
- Can be used to support purchases where above requirements are not met. Lower of purchase price or iVal applies in these cases.

REGISTERED VALUATIONS (RV)

Residential Property Loans

RVs may be requested at Avanti's discretion, but commonly in the following situations:

- LVR > 80%
- iVal is not available
- High value property, or those with special/unusual features
- Concerns about property condition and/or saleability

Maximum age of valuation:

- 6 months – LVR ≤ 80%
- 3 months – LVR > 80%

Commercial Property Loans

RV mandatory if LVR > 40%; alternative valuation may be considered if LVR ≤ 40%.

Income & Servicing General Guidelines

PAYE

- Salaried or wage earners
- Verified by bank statement/payslips
- IR3 tax return
- Work and income/benefits/national superannuation

OVERSEAS INCOME

- We will accept both self-employed and PAYE – subject to client profile, and acceptable verification (some countries may be excluded).
- We will scale to account for exchange rate movements and allow a buffer.

RENTAL & BOARDER INCOME

- Rental 80% of actual income received
- Boarder income 80% of actual income received
- We will consider a broad range of income sources – dividends, interest, bonuses, allowances, commissions, etc scaled at 80%.
- The key is being able to demonstrate that income is consistent and ongoing.

FULL STATEMENT OF POSITION

- Details of assets and liabilities

SELF-EMPLOYED

- Full verified financial statements, accountant's verification letter, GST returns with audit
- Low doc option is only applicable to borrowers who have been self-employed for less than 2 years. An additional pricing margin will apply to these loans. The borrower must be able to demonstrate serviceability with alternative income evidence, such as 6 months business bank statements, management accounts, IR3/IR4 summaries. Full documentation may be required if deemed appropriate.
- Low doc is not acceptable when
 - LVR is greater than 80%.
 - The borrower does not meet Avanti Finance's Near Prime profile.
 - Income is volatile or speculative.
 - The business has been operating long enough that full financials should reasonably be available.

KEY SERVICING CONSIDERATIONS

- For interest-only loans, repayments are based on the remaining amortising term
- Credit cards and overdrafts consider 3% of the limit used
- Home loan revolving credits – calculated over a 25-year P&I term
- UMI equivalent to 2.5% of net monthly income after expenses, shading and any buffers

Character Requirements

ACCOUNT CONDUCT

- Transactional statements should be reviewed prior to submission and any irregularities (over limits, out-of-character transactions, reversals, repayments to debts not listed on the application, etc) should be explained in a diary note
- Mortgage arrears – we need to understand how they came about and what has changed in the customer's circumstances

CREDIT PROFILE

- Avanti uses comprehensive credit reporting to assess a client's credit file and profile
- If credit issues exist, we require an explanation in a diary note

RESIDENCY

- NZ residents or citizens
- NZ permanent resident living overseas (in most countries)
- NZ residency with travel restrictions
- Overseas resident living in NZ holding a NZ working visa

BANKRUPTCY

- Discharged bankrupt client only – explanation of how it came about and what has changed
- Liquidation requires full resolution with confirmation of no debts outstanding

How to Apply

Send applications to: property@avantifinance.co.nz

With supporting documents:

- Adviser diary note including suitability statement
- Adviser application/client statement of position
- Signed declaration/Privacy Act authorisation
- Current signed photo identification
- Verification of income
- Sale and purchase agreement or registered valuation
- Full copy of the Trust Deed if applicable
- Any additional supporting documents as needed to support the application.

Meet Our Business Development Team



Helen Mulligan

National Sales Manager – Property

☎ 021 226 7191

✉ helen.mulligan@avantifinance.co.nz



Bridgitte Turner

Business Development Manager –
Northland, Auckland North, Auckland West

☎ 021 222 5394

✉ bridgitte.turner@avantifinance.co.nz



Harriett Wright

Business Development Manager –
Auckland South, Waikato

☎ 021 993 448

✉ harriet.wright@avantifinance.co.nz



Richard Speir

Business Development Manager –
Auckland Central, Auckland East, Bay of Plenty

☎ 021 224 8655

✉ richard.speir@avantifinance.co.nz



Paul Rolton

Business Development Manager –
Wellington, Taranaki, Hawkes Bay, Gisborne, Lower North Island

☎ 021 192 9709

✉ paul.rolton@avantifinance.co.nz



Mark Nolan

Business Development Manager –
South Island

☎ 021 941 046

✉ mark.nolan@avantifinance.co.nz



Avanti Finance