

Your expert guide through the

# Mortgage Maze



# The 3 L's of Lending

The Newbridge Difference

STEP

1

LEVEL  
DISCOVERY  
APPOINTMENT

How much can you borrow?

STEP

2

LOAN  
TYPES & BANK  
RECOMMENDATION  
APPOINTMENT

STEP

3

LODGEMENT

HOME LOAN  
RATE REVIEW  
GUARANTEE

# Step 1:

## LEVEL

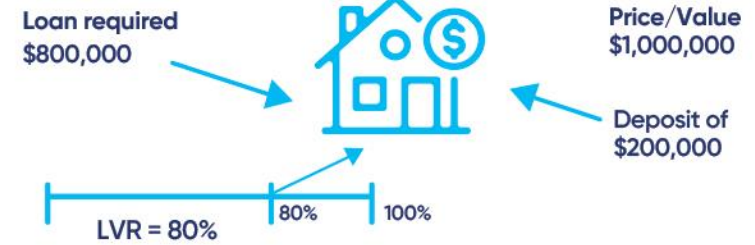
Find out how much you can borrow



### 3 C's

#### Collateral →

Your deposit and loan to value ratio (LVR)



#### Capacity →



#### Character & Conduct →

Employment History



Credit Score

# Home Buyers Guide

## Selected Comparable Properties

14 Brandt St, Toowong 4066

 4 Bed | 
 1 Bath | 
 2 Car





Area Size: 1026 sqm
Price Estimation: **\$943,000**

	22 Miskin St, Toowong \$950,000   Area Size: 1036 sqm House; Nearest railway - Toowong Stn - 992m; Distance from subject property - 101 m; Air Conditioning; Alarm; Balcony; Fireplace; Polished Timber Floor; Pool; Rumpus Room; Separate Dining; Study	Sold Date: 12-Dec-13 Sale Result: Sold - Private Treaty Listed: 27-Jun-13 Selling Agent: Ray White Paddington
	10 Annerley St, Toowong \$580,000   Area Size: 405 sqm House; Nearest railway - Toowong Stn - 800m; Distance from subject property - 136.7 m; Internal Laundry; Polished Timber Floor; Separate Dining; Sunroom	Sold Date: 24-Dec-13 Sale Result: Sold - Private Treaty Listed: 06-Dec-13 Selling Agent: Mortland & Co
	123 Sylvan Rd, Toowong \$600,000   Area Size: 405 sqm House; Nearest railway - Toowong Stn - 851m; Distance from subject property - 208.2 m; Balcony; Polished Timber Floor; Separate Dining	Sold Date: 17-Jan-14 Sale Result: Sold - Private Treaty Listed: 21-Nov-13 Selling Agent: Brisbane West Real Estate
	58 Ascog Tce, Toowong \$800,000   Area Size: 480 sqm House; Nearest railway - Toowong Stn - 697m; Distance from subject property - 211.5 m;	Sold Date: 15-Jul-13 Sale Result: Sold - Private Treaty Listed: 07-Jul-13 Selling Agent: Place West

# Your Guide Through the Mortgage Maze

Building your financial roadmap with the right experts.



# Step 2:

## LOAN TYPES

Discover which is the right type of home loan

	Basic Home Loan	Standard Variable	Professional Package	Line of Credit	Fixed
Application Fee	Yes	Yes	No	Yes	Yes
Redraw Available	Yes	Yes	Yes	Yes	No
Extra Repayments	Yes	Yes	Yes	Yes	Restricted
Ongoing Fees	In most cases	Yes	Yes - Annual	Yes	In most cases
Available for Construction	Yes	Yes	Yes	No	No
Offset Account Available	No	Yes	Yes	No	No
Reduced Fee Transaction Account	No	Yes	Yes	No	No
Maximum Loan to Value Ratio	95%	95%	95%	90%	95%

### Basic Home Loan:

The Basic Home Loan is one of the most popular loans. It has the lowest running costs and less extras – so you can pay a lower interest rate.

### Standard Variable:

This is the most common home loan. It is usually at the lender's standard variable rate, and usually offers numerous features.

### Professional Package:

A Professional Package offers you interest rate discounts depending on the loan size. It offers fee free transaction accounts and credit cards free of charge and a range of other special offers. It is a misnomer that the Professional Package is just for professionals! This is not the case. In fact, the only requirement you need to access these loans is to meet the lender's minimum loan amount (which can start at \$100,000).

### Line of Credit:

With this type of loan, you can access funds up to your approval limit at any time. Your salary can be paid directly into the loan account and you can access the balance of the loan at any time – like a credit card. You can use these funds to purchase shares, go on a holiday, but a new car, start home renovations and much more!

### Fixed:

A Fixed term home loan has a pre-determined, set in mortar interest rate for a set agreed upon period of time. Fixed interest home loans provide you with the security of knowing exactly what your repayments will be for the duration of your mortgage agreement.

# Step 3:

## LODGE MENT

Buying your new home  
from start to finish



# Frequently Asked Questions

## How long will my pre-approval take?

Typically a pre-approval will take 3-4 working days.

## What is Mortgage Insurance?

Lenders Mortgage Insurance is insurance your lender will seek if you have less than 20% deposit. This is a one off fee that you will need to pay, and can sometimes be added to your loan.

## How is my borrowing capacity calculated?

Your borrowing capacity is based on your income against your everyday living expenses. Based on these figures, Lenders will calculate what loan amount you can afford.

They will take into account living expenses such as:

- Credit cards
- Car loans and other mortgages
- Personal loans
- Your family unit  
- ie, number of adults and number of children

## When is the First Home Owner's Grant paid?

The First Home Owners Grant is processed and paid to you by your lender. Currently the first home buyers grant is \$15,000 and available only for brand new homes purchase (never been lived in) and new homes being built. Further information can be found at [www.osr.qld.gov.au](http://www.osr.qld.gov.au)

## Why should I think about debt protection insurance?

What would happen if you couldn't make a repayment because you lost your job, had a serious illness, were disabled or worst of all, were to die? While we would all like to think that unplanned and unwanted events will never happen to us, the reality is that they sometimes do. Newbridge Financial Services works with financial planners who have simple ways to look after your family and yourself. These products can provide a comfort zone so, if something were to happen, you know you'll have help with your financial future.

## What is the role of a conveyancer/solicitor?

The conveyancer working on your behalf will give you advice regarding terms and conditions of the Contract of Sale. It's always a good idea to let your solicitor or conveyancer read through your Contract of Sale before you sign it.

Your conveyancer will also assist to arrange the settlement with your bank, facilitating this process by ensuring that your bank receives all the necessary title details and assisting them when the time comes to prepare mortgage documents.

We have noticed our clients have found by having an experienced solicitor this assists to alleviate a lot of stress and angst when purchasing a property. Below are the details of a solicitor that our clients to be very helpful.

Chris O'Connor and Lee Scrubs 07 3221 9722

# Feedback from Clients

"Thanks to the Newbridge Financial Services team for your help and support through the purchase of the property. Big thanks for for answering all my questions, regardless of how silly they were. really appreciate it."

- DAVID

"Very professional. Thanks for the help."

- BEN

"We would like to add, that our advisor Richard Jefferies has been of great value. He has shown us interest and kindness with all our dealings with him over many years and have no qualms in referring him to friend and colleagues. He is one great and trustworthy advisor and we think greatly of him."

- MARIE AND STEPHEN

"Richard was professional and very helpful throughout this process. He kept us informed and helped to smooth over issues that arose.

Richard has followed through and helped us to navigate through changing banks and setting up accounts. After being with one bank for 37 years we would never have understand this without his expert help. We would have no hesitation in recommending Richard to family and friends."

- ANNETTE AND MATTHEW

"Once again, we were very happy with the service. The whole process was made hassle free thanks to Richard. We will continue spreading the word to everyone we know."

- JACINTA AND GREG

"Richard was fantastic to deal with, explained and answered all of our questions to our understanding. He was also very helpful when it came to settlement day and we had a few minor issues with the bank. Great service, highly recommended."

- MONIQUE AND JOSH

"We would like to thank everyone involved in this transation and their hard work and communication throughout the whole process."

- PHIL AND HELEN

**Newbridge**  
HOME LOANS

Call us today  
1300 54 66 36

Visit  
[mynewbridge.com.au](https://mynewbridge.com.au)



---

Bullock Finance Pty Ltd A.C.N. 112 570 886. Credit Representative 497442 is authorised under Australian Credit Licence 389328

Disclaimer: This brochure provides general information only and has been prepared without taking into account your objectives, financial situation or needs. We recommend that you consider whether it is appropriate for your circumstances and your full financial situation will need to be reviewed prior to acceptance of any offer or product. It does not constitute legal, tax or financial advice and you should always seek professional advice in relation to your individual circumstances.