



LET GUIDE HELP

Open the door to your dream property

Understand how Guide Financial's lending experts can save you time, stress and money when purchasing your home or investment property.

At Guide Financial, we know how to navigate the entire borrowing process. As Lending professionals, we do this work day in, day out, so it makes sense that we have a strong understanding of the industry and know the steps to follow, and what is required from the lender's perspective.

Our Lending Brokers work alongside fully accredited financial advisors, so you are working with someone who is across the loans market as well as best practice in financial planning – and who is advocating on YOUR behalf, not the bank's.

SAFEGUARD YOUR STRESS LEVELS, TIME AND MONEY

with Guide by your side

SAFEGUARD:

STRESS: Save you stress in having to negotiate the decision-making process alone and without in-depth knowledge and experience of the lending process or markets

TIME: Save you time by doing all of the detailed work for you. We know the steps, the systems and the processes and can ensure your application falls well within your settlement timeframes.

MONEY: Ultimately, save you thousands of dollars on mortgage repayments over the course of your loan – with no more cost than dealing directly with just one bank.

GUIDE FINANCIAL WILL:

- 1. Delve into the dream** - Engage with you to gain a solid understanding of your goals and situation and how this lending event/purchase fits into your overall bigger picture (e.g. dreams, earnings, other loans/investments etc). Securing a loan shouldn't be a stand-alone decision – it needs to be part of your overall planning.
- 2. Check financial foundations** - We provide you with an understanding of good vs bad debt and see what debt level you are comfortable with to ensure you have a strong foundation with limited financial stress going forward.
- 3. Get that loan sorted** - Assess the range of products on offer from over 40 lenders and determine what is right for you at this time. Plus, negotiate on your behalf to reduce fees and often achieve a loan rate superior to standard rates offered by the banks.





Purchasing a home or investment property is often one of the biggest decisions of your life.

Guide Financial can assist in calculating how much equity you have available and how this loan will impact your overall financial position. We'll also guide you through the pre-lending steps such as:

- 1. A loan preapproval** - Lenders can take some time to approve a loan, we wouldn't want this to cause you to miss out. This allows for more favourable contract terms that will appeal to the seller.
- 2. Know what you want** - Think about exactly what you want and research the market prices so that when the right one comes up you are ready to jump on it.
- 3. Have your finances in order** - A loan can still be obtained outside the below parameters, but lenders are ideally looking for the following:
 - **Reliable income:** preferably loan repayments will be under 30% of your total income.
 - **Savings:** 20% of property price in assets (cash and/or existing property). This will make it easier to get a lower interest rate and save you the cost of Lenders Mortgage Insurance (LMI)*.

**Lenders Mortgage Insurance (LMI) could cost over \$10,000 on a home loan of \$500,000 for which you've saved a \$50,000 deposit. The cost depends on the value of your debt compared to your overall assets.*

Are you daunted at the prospect of getting a home loan?

Here are some questions to ask yourself:

- Do you know how your current equity can help you?
- What are the minimum repayments based on financial modelling?
- If purchasing a rental investment, what is the benchmark rental income you will need to achieve?

Related purchase costs should be considered and factored in when calculating your required deposit amount. Guide Financial can provide you with a detailed breakdown of the estimated costs based on your individual circumstances. Some of these include:

Conveyancer's fees	Approximately \$1500		
Land titles registration fees (and other search fees)	Approximately \$400		
Stamp duty Discount for first homeowners (calculator on our website)	Purchase price	Owner Occupied	Investment
	\$500,000	\$10,286	\$17,461
	\$750,000	\$22,036	\$29,211
	\$1,000,000	\$34,186	\$41,361
For the Investors	Do the returns stack up? General gauge is weekly rent of 1% of purchase price (5.2%). For example, \$500 per week rent after costs for a \$500,000 property. Remember to include other ongoing costs in your calculation such as rates, insurance, body corporate costs (if applicable) and a property manager if this is required.		

See our latest home loan modelling and assumptions in the INSERT within this brochure.



Guide Financial provides lending services for properties, vehicles, caravans, machinery and more.



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Talk to us today about how we can help get you the right loan to provide you with financial certainty.

**IT IS OUR MISSION TO GET YOU THERE.
WE PROMISE TO BE WITH YOU ON THE JOURNEY.**

**Retirement Planning - Portfolio Management and Investment Advice
Risk Protection and Insurance - Lending - Cash Flow Management - Goal Setting**

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