

*To All My Valued Clients,*

Welcome to another edition of my quarterly newsletter. With the start of a new financial year we gather all our documents to give to our accountant for that hopeful refund. If you are fortunate to get a refund, make good use of the money. Some ways to put it to good use:

- Have you spent a little too much on that credit card? Place that refund on it to reduce your amount owing.
- Are there some things around the home that desperately need doing? Here is your chance.
- If you have nothing owing/to do, don't waste it on unnecessary purchases, place it on your home loan. This will reduce your monthly interest, and should

the need arise that you need funds unexpectedly you can withdraw it from the home loan at a later date.

In May, in conjunction with S & K Accounting Solutions, we held our first Information Evening on Investing in the Property Market. The night was held at the Penrith Valley Inn, where we had some 40 people attend to hear about the booming Queensland market from John Hancock, and then I demonstrated how you could use equity from your home to purchase an investment property. I also shared with the group my portfolio in Queensland and the growth that I have received in a few short years. Stephen Young from S & K then explained the benefits of tax advantages, negative gearing and capital gains. The feedback that we received from the night was great, and our hope is to run more of these information nights to keep you informed of opportunities. Stay tuned for upcoming events.

*Until next time... Pauline*

## HEALTHY HOME LOANS

With interest rates and the property market in their current state, one positive step you can take is to give

your home loan a check-up. Here are some home loan options that could help you.

**Split facility:** Allows you to lock part of your loan into a fixed rate for repayment certainty, while leaving the other part on a variable interest rate.

**Redraw capability:** This enables you to access any additional repayments if you need the cash.

**Equity Options:** Allows you to borrow against the equity in your home to fund renovations or investments.

**Mortgage Interest Offset Facility:** Lets you offset the balance of your transaction account against your home loan balance, reducing your overall home loan interest bill.

**Convenient low-cost packaging:** Combines your home loan and everyday banking needs into a simple low-fee package and rewarding you with discounts off the standard variable rate.

Pride Mortgage Services offer you free "Mortgage Health Checks". If you want to review your current mortgage, and ensure your loan is still competitive and is the best loan to suit your current needs, please give me a call.

**Do you know someone who is looking to purchase, do renovations, or wants to consolidate debt, ie personal loans & credit cards?**

**Then please tell them about Pride Mortgage Services.**

**Please don't keep us a secret, tell your family & friends!**

## TESTIMONIALS

*Thank you for your friendly and professional advice and assistance regarding our recent refinance of our home loan. It was obvious to us that you take pride in your profession, and we thank you for taking the time to provide us with a refinance package that not only suited our personal home loan needs, but set us up to be able to take advantage of future funds for an investment property.*

*You were patient with us and did your best to be able to answer any questions that we posed during the process.*

*We were also extremely happy with the information you provided to us with respect to investing in real estate. We are particularly satisfied with your strategic approach to investing, which included using your own personal examples of wealth building in property, which allowed us to see that, it really does work - and not just wonder about some theoretical presentation.*

*We would not hesitate to recommend your services to any of our friends.*

*Michael & Lorrene Gorman, Cranebrook.*

