

To All Our Valued Clients,
HAPPY EASTER!

Hard to believe, but the first quarter of the year is already finished. Many of you are enjoying (?) the school holiday period and hopefully will all have some R & R with family and friends over the Easter extra-long weekend.

I would like to welcome our newest employee Tahlia Mahoney. Tahlia completed her HSC last year and is undergoing a Traineeship in Business Administration. Should you call the office you will hear her cheery voice. Please introduce yourself to her.

Our Queensland neighbours have had to do it tough with natural disasters ripping the state apart. Rebuilding is beginning and will hopefully be swift. We're still thinking about all those affected – hoping that the assistance continues even though the news coverage has ceased.

On the finance side of things, the official interest rate is the same as it was last newsletter, which is a relief to many. The lending scene, however, has changed in our favour thanks to approaching new regulations and the big four banks "splitting up".

The property market is stable – which is great news for those looking to buy property. Especially good news for First Home Buyers is that Western Sydney property has grown only slightly this quarter and the entry-level market is ripe for the picking! Growth already enjoyed by the rest of Sydney is slowing creeping out West, so if you're looking to buy locally act now before the prices start taking off again.

Over the past few months we've had many clients having issues with budgeting. Let me remind you: we're here to help. Even if you're not looking to refinance, but just after some assistance sorting out your spending, please call us.

Until next time... Pauline.

RENTAL RETURNS INCREASE AGAIN

Bad news if you're a renter, good news if you own your own home and/or a rental property. The current Sydney average vacancy rate is 1.3%.

The rental vacancy in Sydney has barely peaked above 2% in the last few years. With so few availabilities and so many seeking rental properties, landlords can pick and choose their tenants... and their price.

Wayne Stewart, the President of the Real Estate Institute of NSW, says that "without substantive reform to property investment

INVESTMENT SEMINAR

Last month we held another successful investment seminar. These seminars are held in conjunction with S & K Accounting Solutions to give our clients an understanding of how to purchase an investment property using equity from your own home.

We received excellent feedback from our attendees and I don't believe anyone walked away from the seminar without learning something new.

In a time where the rental vacancy rate is 1.2% in Sydney (1.1% in Western Sydney) have you considered buying an investment property?

Ask yourself: Would my super be enough to retire on? (For an average couple to live 'comfortably' for 20 years of retirement it's estimated they would need \$1,070,000. More if you want to travel or if you plan on living longer ;)

- **Could I/we afford an investment of about \$100 per week?**
- **Do I/we have reasonable equity in my/our home?**
- **Would I/we be happy to make a few hundred thousand dollars in property growth for a few thousand a year over ten or so years?**

TESTIMONIAL

Pauline, your experienced guidance and knowledge enabled us to see what was possible, and in turn gave us the ability to secure the loan that met our needs. There is a delightful and valuable insight in your business conduct, and everything was achieved in a friendly and efficient manner. It was a pleasure to work with you in achieving our financial goals, and we gladly recommend your services.

– R. S., Russell Lea



INSURANCE

As part of new responsible lending legislation I – as a broker – have a duty of care to ensure you have the capacity to service your loan without undue hardship

I do take this responsibility seriously because it's protecting your way of life.

THE QUESTIONS

How would your loan repayments be met if you lost your job or suffered a serious injury, major illness or death?

- Use your savings? (60% of Australian Families would run out of money in less than twelve months if the primary income earner suffered a serious health event.)
- Use Super? (The average Super fund life insurance benefit is \$70,000. Is that enough to pay off your mortgage?)
- Family would assist? (Would paying your mortgage put your financial stress on your extended family?)

- Rely on your partner's income? (Would they be able to pay the mortgage and live comfortably on their wage alone?)
- Sell home or other assets? (Do you have assets you can sell that would keep you afloat or would you need to sell your family home?*)
- Not sure?

*If your first option is to sell your home, why have you worked so hard saving for, borrowing for, paying off and making it your own?

When speaking to our clients, most of them don't have an action plan for the event of one applicant becoming ill. Is this because you think it won't happen to you?

The Statistics:

- *More than 3 out of 4 Australians will be diagnosed with a serious illness in their working life*
- *1 in 5 working aged parents will die or become seriously ill or injured.*
- *One third of women and one quarter of men will suffer from some sort of cancer in their lifetime.*

A SOLUTION

The Loan Protection Plan pays out in the event of your death or terminal illness and also has partial payouts for eleven serious medical conditions and can be tailored to any amount up to the size of your loan (or larger if your circumstances require). It's also not as expensive as you'd think:

For a \$300,000 policy, the cost would be:

| For a non-smoker | Female | Male |
|------------------|--------|--------|
| 25 years old | \$0.96 | \$1.34 |
| 35 years old | \$1.38 | \$1.65 |
| 45 years old | \$2.67 | \$3.13 |

Why not call us today and we can provide you with a quote to see how inexpensive protection is!

CONGRATULATIONS

To our client Sandra I. of Werrington County who won a \$100 Gift Voucher in our Referral Competition! Thank you all for referring your friends and family to Pride Mortgage Services. Please continue to do so to ensure they get the best possible Financial Service!

At Pride Mortgage Services we: help first home buyers with every aspect of buying their first home; help find the perfect loan for anyone buying property; refinance if your lender is no longer the right one for you; consolidate your debt if you have personal loans or credit cards that are becoming a problem; help people get started in property investment; organise deposit bonds for property purchases when you don't have access to liquid equity; run FREE Residex Reports for clients and prospective clients to let them know the market value of their property or a property they wish to buy; help people in relationship break-ups refinance in order to keep the family home; help find lenders for borrowers in difficult situations; find loans for 95% of the property purchase; help you increase your current home loan to buy a new car or take a holiday; and generally take some of the stress out of the complicated matters of buying or refinancing your home. How can we help de-stress your finances?



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