MO'R
MORTGAGE OPTIONS

YOUR HOME YOUR MORTGAGE

A HOME BUYERS GUIDE

MORTGAGES

PROPERTY

CONTACT INFORMATION

(02) 6286 6501 | www.mmo.com.au | info@mmo.com.au

MO'R MORTGAGE OPTIONS

"Brendan was a pleasure to deal with, and took the stress out of buying a house."

ANGELA & DARREN

SAVE TIME, STRESS AND SHOE LEATHER

TAKE THE LEG WORK OUT OF FINANCING YOUR PROPERTY BY ENGAGING MO'R MORTGAGE OPTIONS (MMO).

If you're buying your first home or investment property – or looking to move to a bigger and better one – speaking to MMO is a good first step.

Your mortgage professional will sit down with you and show you the range of loans available from different lenders. They will then help you narrow them down to a loan that might suit your needs.

Assessing your needs

Your mortgage professional will take the time to understand your needs, discuss your financial circumstances, and identify your loan requirements.

As a first step, we'll discuss your property goals, factoring in your loan requirements in light of your lifestyle, job, family and other aspects. We'll also discuss the type of documents needed to assist you to make a loan application – such as pay slips, tax returns, and personal bank statements.

Once we have a clear understanding of your financial situation and goals, your mortgage professional will be able to advise you on your home loan options.

Comparing loans

As part of their service, your mortgage professional will recommend one or more home loans that fit your borrowing needs.

They will be able to search through their database – which usually includes multiple lenders, zoom in on specific loan products that meet your requirements and discuss the product's details and features with you.

The sophisticated software we now use will not only give you a broad view of your lending options, but will also provide an analysis on important specifics of the loan that have been identified as meeting your needs. You can then make the decision on the product you'd like to select.

Managing the loan process – from start to finish

When you've chosen the loan you're comfortable with, MMO will help you fill out the necessary paperwork to get the loan process underway.

This might include submitting your home loan application on your behalf, communicating with all the relevant parties and managing the entire process until your home loan is approved.

If you decide you want to switch home loans or refinance at a later stage, MMO can also help you source new loans that will suit your financial needs and help you through the process in every way.

TIPS FOR SAVING YOUR DEPOSIT

SAVING FOR THAT ALL IMPORTANT DEPOSIT CAN BE TOUGH, BUT HERE ARE THREE WINNING TIPS TO HELP SET YOU ON YOUR WAY TO HOME OWNERSHIP, FAST!

Put your goals in writing:

Setting a financial goal will make it much easier to plan and save successfully. Make a conscious effort to track your expenses so you can see where your money's going and cut back where you can. Small sacrifices, such as taking the bus instead of a taxi, cutting back on buying coffee or bringing your lunch to work can also go a long way towards helping you save.

Beat the credit monster:

Credit card debt, unpaid bills and personal loan repayments can be major setbacks to your saving efforts. As part of your saving strategy get these debts paid off. Start by paying off your debts that have the highest interest rate – typically your credit card. If you can't pay it off in one lump sum, ensure that you pay more than the minimum monthly repayment. You'll not only slash your debt, you'll also have extra funds to channel into other debt commitments or even savings.

Make your savings work harder for you:

Making cutbacks on your lifestyle is one thing, but putting that money to use is another. Remove the temptation to spend your savings by arranging a set amount to be taken out of your pay each month and put directly into a savings account. Shop around, and seek a high interest rate savings account to get the best returns – many banks now offer an online high interest account.

WHY USE MMO

+ **Save time –** your mortgage professional can do the groundwork for you, making it easier to find a loan suited to your needs. Moreover, they'll manage the application and approval process.
+ **Industry expertise –** your mortgage professional knows what loans are out there, so you can expect to receive current information on the most suitable loan options available for your needs.
+ **Reduce stress –** your mortgage professional can reduce stress by helping you source the most appropriate type of mortgage, manage the paperwork and keep you updated during the whole mortgage process.
+ **Centralise your finances –** with a sound understanding of your financial position, your mortgage professional can also assist you to arrange other financial requirements, such as insurance and other financial products.

> "Michael understood my own family circumstances, and how it affected my refinance options. Hard to think of any improvements!"
>
> KEN

Switching for a BETTER DEAL

YOUR LIFE NEVER STANDS STILL, AND NEITHER SHOULD YOUR MORTGAGE. IF CHANGE IS AFOOT, IT MIGHT BE TIME TO SEARCH FOR A MORE SUITABLE PRODUCT.

If your loan doesn't suit your lifestyle or personal situation you could be wasting thousands of dollars a year on extra interest and fees.

You may be able to refinance and find a loan that's more appropriate for your needs, with more suitable features and a competitive interest rate to match.

There are now more alternatives to mainstream bank products available that may better suit your needs and personal situation.

If you feel that your loan is no longer right for you, speak with your mortgage professional. Here are some key reasons to prompt a review of your mortgage:

Pay off your mortgage faster!

If you're striving to be mortgage free, there's a good chance there may be a more appropriate product to meet your needs. Some mortgage products are designed to motivate borrowers to repay their mortgages quickly, so now is the perfect time to talk to your mortgage professional and consider whether a new loan will see you on the road to financial freedom – fast!

Better interest rates and lower repayments

Rates and mortgage deals are constantly on the move. To make the most of a competitive mortgage market, you might want to evaluate the loan product you currently have. For example, you may want to go for a lower variable-rate, or lock into a fixed-rate. Break costs can be expensive though, so you'll need to check that you'll come out ahead when all costs are considered.

Consolidate your debt

Consolidating your debts, such as credit cards or personal loans, into your home loan can save you thousands of dollars in interest charges. Rolling your debts into one monthly or fortnightly repayment can also help make juggling your finances a little easier, while improving your cash flow to boot.

Avoid monthly fees and charges

Some lenders charge a monthly service fee – further adding to your debt. Competition between lenders has increased and some now waive administration fees, so refinancing your home loan with another provider can be a smart move to help cut your mortgage costs.

Unlocking equity

As you pay off your mortgage you'll accumulate equity in your home. As long as you are capable of meeting your loan repayments, refinancing your mortgage can help you tap into the value that you've built up, using it for other purposes such as purchasing an investment property.

> "Daniel went over and above for us and really took the time to take us through everything. His patience and knowledge was appreciated, and Daniel was always one step ahead of the bank and that enabled a very smooth loan approval process."
>
> ALEX & VERONICA

Borrowing
WITHIN YOUR MEANS

WHILE YOUR LENDER WILL GIVE YOU A MAXIMUM BORROWING AMOUNT, IT'S ESSENTIAL THAT YOU DETERMINE YOUR OWN BORROWING CAPACITY WHEN SEARCHING FOR YOUR NEW HOME.

The choices you make when taking out a mortgage have long lasting implications – so you need to approach borrowing with a healthy attitude.

How much you can borrow and how much you should borrow can be two very different things. While your lender should not let you borrow more than you can afford, ultimately the choice is yours – so be careful not to over commit yourself. When determining your borrowing capability, start by measuring your income against expenses, including your mortgage repayments. A good rule of thumb is that no more than 35 per cent of your gross monthly income should go towards servicing your mortgage.

Lenders use a similar method to work out how much to lend you. As a general rule, the bigger deposit you have and the higher your income, the more they should be willing to lend. This is particularly the case following the global economic crisis as banks have become even more risk averse.

Here are some factors to take into account when determining how much you should borrow rather than how much you can.

How much debt can I handle?

Don't over commit. Borrowing too much can be a big strain on your personal life and lifestyle. Think about what aspects of your lifestyle you may be willing to give up, and those that you can't.

Am I being realistic?

Houses are like stepping stones – it's probably best to start with something affordable and move towards your dream home as your personal earning capacity and equity grows.

What are my plans?

Think about what the future holds – both personally and financially. Are you a one or two income household and is this likely to change in the future?

What about interest rates?

Consider how any rate rise will impact on your ability to make repayments and factor that in when setting your borrowing limits. And don't forget, there are added extras when purchasing a house, like solicitors and application fees, as well as ongoing commitments including council rates and utility bills – so consider these costs when determining how much you can borrow.

HOW INTEREST RATES AFFECT YOUR MORTGAGE

WHILE RATES MOVE UP AND DOWN YOU SHOULD ALWAYS CONSIDER THE IMPACT THEY WILL HAVE ON YOUR MORTGAGE.

The rate of interest you'll pay on your mortgage depends on a combination of factors. This can include the Reserve Bank of Australia's (RBA) cash rate, your lender and the type of loan you have.

When working through your loan options with your mortgage professional there are a number of issues to keep in mind to ensure you're getting the most appropriate mortgage for your needs.

The type of loan

Different loan types tend to come with different interest rates. So if your loan has a range of features, such as re-draw, offsets or early repayment facilities, you'll usually pay a little more in interest.

Alternatively, while a basic loan doesn't have all the bells and whistles of other products the interest rate is typically lower.

When assessing which loan best suits your needs, ask your mortgage professional to explain how the different features work to assess whether they are worth paying a higher rate for.

For example, if you're looking to drive your mortgage down quickly or would like flexibility in your repayments, it may be worth paying for the features needed to do this most effectively.

The type of rate

Rates move up and down in line with the current economic cycle. Borrowers can choose to fix their home loan rate – or 'lock in' a rate for a set period of time.

If you're considering this option, it's important to remember that a fixed interest rate can be higher than the current variable rate. However, if rates are on the rise and you're concerned they'll keep going up, fixing your rate will ensure consistency in repayments each month.

Alternatively a split loan can give you the best of both a fixed-rate and variable-rate loan. This means that if rates rise, a proportion of your loan will be protected – minimising the impact of higher monthly repayments. If on the other hand rates fall your fixed-rate will remain higher and the variable part of the loan will fall.

It's important to remember that break costs can apply when you break a fixed term loan.

LESSEN THE IMPACT OF THE RATE RISE

Should rates rise, there are a number of effective ways to lessen the impact on your finances:

+ **Factor in possible hikes –** Leave room for a number of interest rate rises when you assess your borrowing capabilities. You may have to reduce your mortgage amount or purchase property that's at the lower end of your price range as a result.
+ **Interest only –** If you're really struggling to keep up with rate hikes, you can consider changing to an interest-only loan. While not an effective long-term strategy for owner-occupiers, it might be an option while you deal with the here and now.
+ **Refinance –** Your situation may have changed from when you first took out your mortgage – for example you've now only got one person in the household earning a salary. Rates between lenders can change. Ask your mortgage professional what mortgages are available that better suit your situation.

"Thank you Brendan so much for all your help purchasing our house. You were brilliant. You made the experience of buying our first house so pleasant and stress free. You went out of your way to help in any way, even doing our solicitors job when they weren't doing it! You were very professional, informative but also light hearted and easy to get along with. We would not hesitate to recommend you. We will most certainly use you again in the future, you went above and beyond our expectations. Thank you so much."

MURRAY & SINEAD

> "Michael went out of his way to help us, even assisting with matters outside his sphere, i.e. insurance, negotiations with less than helpful real estate agent."
>
> SIMON & LARA

LENDERS **MORTGAGE** INSURANCE

LENDERS MORTGAGE INSURANCE CAN HELP YOU ENTER THE MARKET SOONER.

Lenders Mortgage Insurance (LMI) helps Australian homeowners enter the market earlier through allowing you to borrow a higher percentage of a property's value.

For first home buyers, particularly those struggling to save a deposit but more than comfortable to meet their mortgage repayments, it can be a key tool to break free of the rental trap.

Through financing a higher proportion of a property's purchase price lenders take on a higher level of risk that you will fail to meet mortgage repayments, and the property needs to be repossessed and resold.

LMI is therefore paid by you to insure your lender against loss should this happen. It is important to be aware that LMI only covers the lender if you default, not you.

The bigger the percentage of the property's purchase price you have to borrow, the greater the amount you're likely to pay on insurance. So if your deposit is less than 20 per cent of the value of the property, and especially if you have no deposit at all, you will need to factor LMI into your home loan.

Remember that in some cases lenders may require LMI for lower LVR loans, depending on the type and style of property you're purchasing – for example some inner-city apartments or rural land.

LMI is usually paid as a one-off lump sum at the time of settlement but in many cases it can also be added into the loan amount and paid off over the life of the loan – a term known as capitalising the LMI. Speak with your mortgage professional to assess whether this option is right for you.

MORTGAGE

HOW TO MANAGE YOUR MORTGAGE MORE EFFECTIVELY

WHILE THERE'S NO GETTING OUT OF MORTGAGE REPAYMENTS (UNLESS YOU STRIKE A FINANCIAL WINDFALL!), THERE ARE WAYS TO MAKE PAYING OFF YOUR LOAN EASIER.

Here are five proven tips to better manage your mortgage.

Set a budget

Work out your expenses (fortnightly or monthly) and factor in your mortgage repayments.

You might need to cut back on spending in certain areas to make sure your mortgage is a priority. Keep a diary of your spending and stick to your budget.

Cut your debt

Reduce the number of credit cards you have (ideally down to one) as well as their credit limits, and only use them sparingly. Having a mortgage means taking control of your spending.

Pay more than the minimum

Split your monthly mortgage repayment in two and make your repayments fortnightly, helping to save on interest charges. Through this strategy you will essentially make 13 monthly repayments over the course of a year, rather than 12 – which will drive your principal down and potentially save thousands in interest repayments over the life of your loan.

When extra funds come your way, like tax refunds, put them straight into your home loan as well – it can really make a difference in the long term.

Just keep in mind that you may be charged a fee for making additional payments on your mortgage depending on the type of loan you have.

Direct debit

Arrange for your mortgage repayments to be direct debited from your pay, so you always make them on time.

Don't be late

If you're struggling to meet your repayments, speak to your mortgage professional. Refinancing may be one option available. It may be better to extend the loan term rather than to default.

> Karen was fantastic. The loan options she presented were well researched and tailored to my circumstances. She was more helpful, better informed and had fantastic communication skills, compared to my dealings with previous mortgage providers.
>
> ALEXANDRIA

Get a head start with a PRE-APPROVED LOAN

COMPETITION FOR PROPERTY CAN BE FIERCE. PUT YOURSELF AHEAD OF THE PACK WITH A PRE-APPROVED LOAN.

What's pre-approval?

Sometimes referred to as an approval-in principle, pre-approval is a general indication of how much you're able to borrow based on the information you provide to your lender.

Although subject to terms and conditions, a pre-approval basically gives you the green light on your home loan even if you've not yet decided on a particular property.

The amount of the pre-approval is usually determined by your ability to meet the loan repayments. Most pre-approvals are valid for up to three months.

There are usually terms and conditions attached to a pre-approval. You will most certainly need to provide more information to secure the loan once you've located the home you wish to purchase in order to satisfy all the lender's documentation requirements, for example.

How do you get pre-approval?

To kick start the pre-approval process you'll need to give your mortgage professional some key documents.

These should include proof of your income – such as a letter from your employer or copies of your pay slips – proof of identity, and details of any assets you own.

Other paperwork might include details of any existing loan commitments and limits on credit cards. Once your financial status has been given the tick of approval by the lender, you'll receive a pre-approval notification that will see you on your way to home ownership.

WHY OBTAIN PRE-APPROVAL?

+ **Peace of mind –** a pre-approval gives you the confidence of knowing how much you can borrow when buying a property.
+ **Jump the queue –** having your home loan pre-approved enables you to seize the opportunity and act quickly when you find the property you want.
+ **Stronger bargaining power –** a pre-approval can sometimes help you negotiate a better price with the seller, especially if there are fewer stringent conditions upon the sale.
+ **Ability to bid at auctions –** under the conditions of a cash contract, a pre-approval allows you to bid at auction for the property of your choice.

BETTER BUYING

ARM YOURSELF WITH SOME ESSENTIAL BUYING SKILLS FOR PURCHASING PROPERTY VIA AUCTION OR PRIVATE SALE.

Both private sale and auction have positive and negative points from a buying perspective. Once you've found your dream home, keep these points in mind when purchasing under either situation.

Buying via private treaty

A private sale is popular from a buyer's perspective for several reasons, but top of the list would have to be the control and flexibility it can offer.

Note: Terms and conditions of this buying method may vary according to state.

Pros

In a private sale, as a buyer you're in a strong position to negotiate the terms and conditions of the sale to suit you. You can make several offers over a period of time, without rushing or being locked into a binding contract. There is typically a cooling off period after your offer has been accepted which also gives you the chance to pull out of the sale should you change your mind.

Cons

On the flip side, one of the downsides of a private sale is the possibility that multiple offers may be made to the vendor without your knowledge. This can work against you if another party makes a higher offer that is accepted by the vendor, when you might have been willing to make a similar offer eventually.

Buying at auction

Purchasing a property at auction involves bidding against other parties, and the competition can get hot! For this reason, purchasing at auction is often preferred by experienced or confident buyers, but less experienced or first time buyers can purchase at auction too.

Pros

Buying a home at auction allows you to see your competition face-to-face, and get an idea of how many other parties are interested in the property. It also gives you the chance to make a higher offer than a competing buyer, something a private sale doesn't always give you the scope to do. Moreover, there's the advantage of knowing the property is yours there and then, rather than having to spend weeks or months in negotiation.

Cons

One of the disadvantages of buying at auction is the limited scope to negotiate the terms and conditions of the sale contract. After a final bid is accepted, there is no cooling-off period – you must put the deposit down immediately. The other possible downfall is the tendency for competition to drive up the purchase price. Be careful that you don't get tempted in the heat of the moment into making a bid that's beyond what you can afford, or have budgeted to spend.

BEFORE YOU BUY – INSPECTIONS AND PRE-PURCHASE CHECKS

Use this checklist to make sure the property you wish to purchase doesn't contain any hidden surprises.

CHECK REQUIRED	Completed
Have a qualified builder inspect the property and provide a professional condition report. Highlight any structural problems or issues, such as rising damp or old wiring. Obtain quotes for repair.	☐
Organise pest inspection.	☐
Check the local council's building regulations should you plan to renovate and determine any restrictions that may apply before you buy.	☐
Have all legal aspects relating to the land and title checked by your solicitor or conveyancer.	☐
Check with the council on zoning or any upcoming developments nearby – particularly those in your immediate neighbourhood, such as new roads and highways or high-rise, high-density unit developments.	☐
Ensure all appliances work (i.e. dishwashers, stoves, hot water systems).	☐

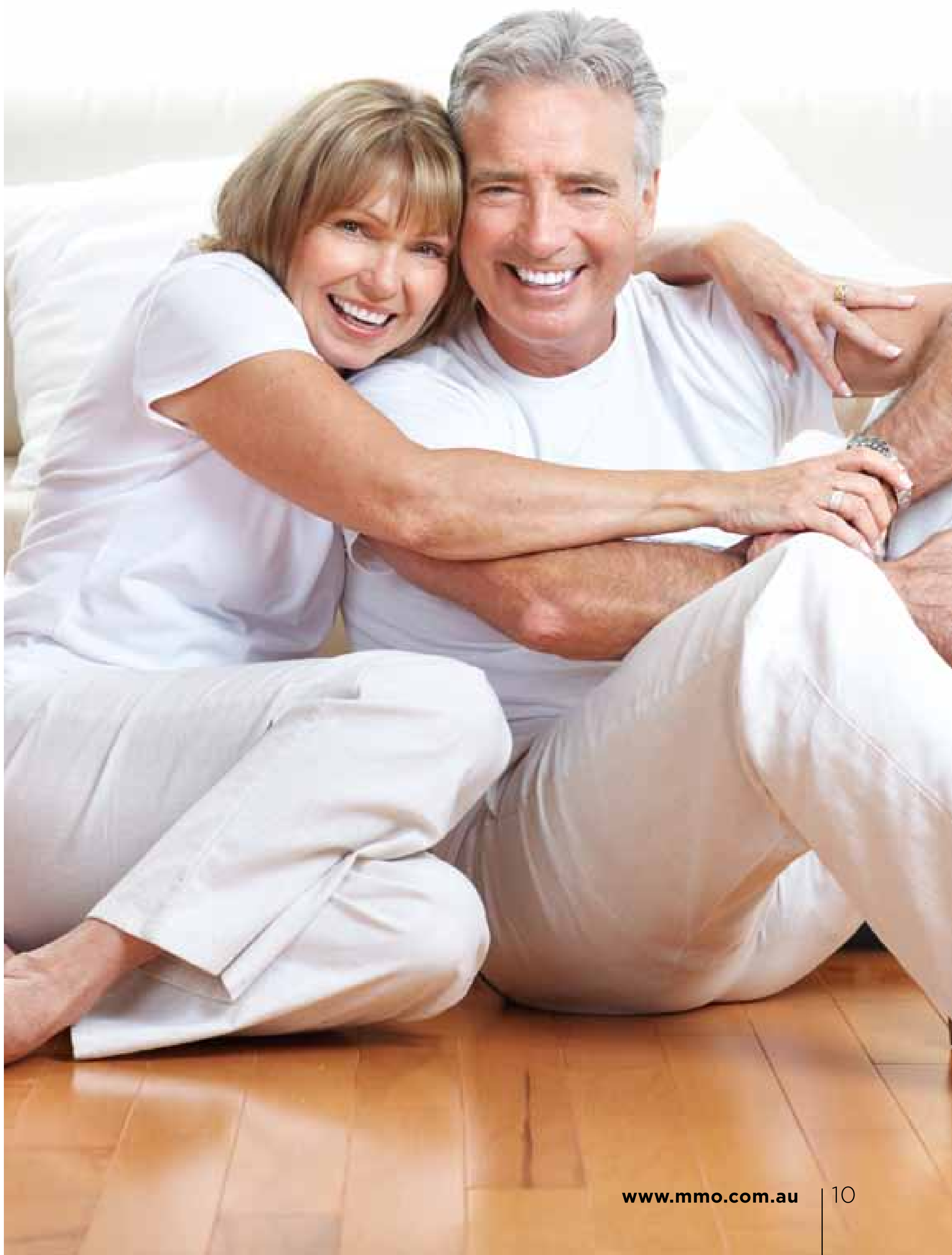
BUYING TIPS FOR PRIVATE SALE AND AUCTION

Private purchase

- Get a mortgage pre-approval – it will establish your credentials as a serious buyer and may give you leverage to negotiate.
- Do not sign any contracts without the approval of your solicitor.
- Insert an acceptance date into your offer by which time it will lapse if it is not officially accepted.

Auction

- Attend a few auctions to familiarise yourself with the process before you take the plunge.
- Obtain a copy of the auction rules and conditions and make sure you understand them well. Also have your solicitor review the contract before you attend the auction, and ask them to negotiate conditions on your behalf – for example longer settlement terms or less deposit down.
- Thoroughly examine the property before bidding at auction, including pest and building inspections.
- Most importantly, set your maximum bidding limit and stick to it.



How to use the equity in your home to finance an INVESTMENT PROPERTY

REALISE YOUR PROPERTY INVESTMENT GOALS THROUGH CAPITALISING ON THE EQUITY BUILT UP IN YOUR HOME.

The idea of property investment is one that appeals to many Australians but sadly often overlooked because of the misconception that it is only within the reach of the wealthy.

The reality is that with the right finance, planning and strategy an investment property may be easier to achieve than you think.

> "We have been using Brendan and his team for many years now, not only as a home loan specialist but as a trusted adviser. Brendan always seems to be one step ahead with structuring ideas, and loan strategies while always following through with his promises and commitment to us."
>
> TROY & TANIA

Ease the deposit burden

One of the key challenges to breaking into property investment is raising a deposit, but there are solutions.

Property buyers are typically required to contribute 20 per cent of the property's value, and for some this can be a stumbling block. But existing home owners may be able to unlock equity – or the increased value – that's built up in their own home to cover some or even all of the down payment on an investment property.

The following scenario illustrates how borrowers can capitalise on the equity in their homes to purchase an investment property.

HELP FOR FIRST TIME INVESTORS THROUGH LMI

First time buyers can also crack the investment market without having to scrape together a huge deposit.

Traditionally lenders would look for a 20 per cent deposit from property buyers but today it's possible to borrow up to 95 per cent of a property's value with the help of lenders mortgage insurance (LMI).

LMI protects the lender against the risk associated with providing borrowers with a higher percentage loan in the event that they default.

The cost of LMI can often be added to the overall loan amount, reducing the initial outlay.

STAND ALONE VS CROSS COLLATERALISED SECURITIES

CROSS COLLATERALISATION IS A STRATEGY USED BY LENDERS TO TIE UP MORE OF YOUR SECURITY THAN THEY ACTUALLY NEED – FOR THEIR OWN BENEFIT. IN THIS FACT SHEET, WE COMPARE **STAND ALONE LOANS** VS **CROSS COLLATERALSATION** TO HELP YOU DECIDE WHICH IS MOST SUITABLE FOR YOU.

A stand alone loan structure is when one loan is secured by one property. Cross collateralisation is when one loan is secured by multiple properties.

AN EXAMPLE

Your existing home is worth $550K and owner occupier loan is $250K. You'd like to buy an investment property for $400K and require new borrowings of $420K to cover the purchase price and costs.

Using a stand alone loan structure in Figure 1, a new loan of $320K could be secured solely by your new investment property (80% LVR to avoid Lenders Mortgage Insurance). Another loan of $100K could be secured solely by your existing home to provide sufficient funds for the purchase.

Alternatively, using a cross collateralised loans in Figure 2, a new investment loan of $420K could be secured by your existing home AND your new investment property.

Since both options will provide $420K tax deductible debt and allow you to purchase the investment property, why should you prefer a stand alone loan structure to a cross collateralised one? Call us today for more information.

MO'R MORTGAGE OPTIONS

Figure 1
STAND ALONE LOANS

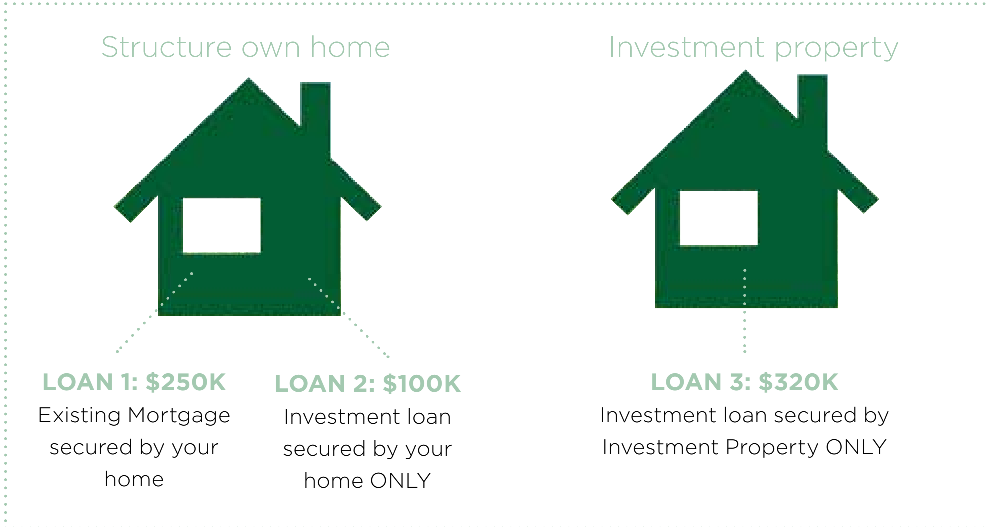
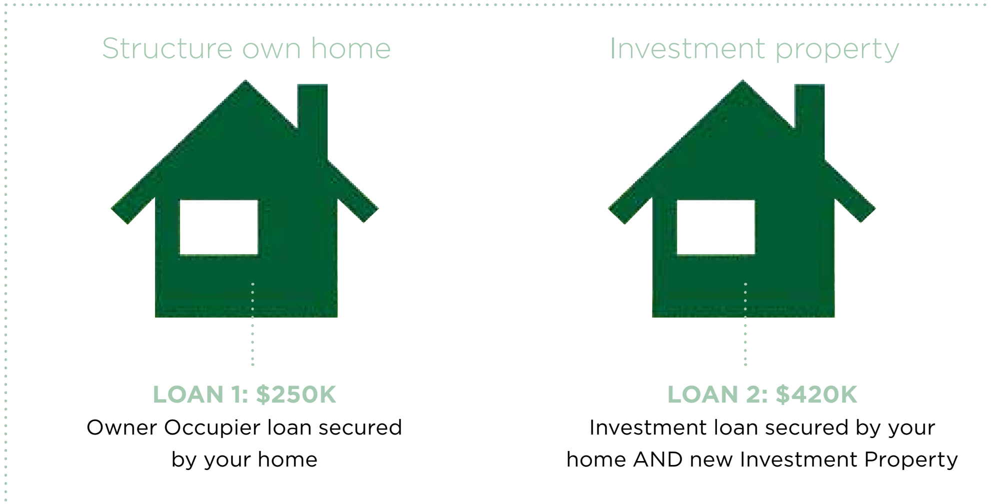


Figure 2
CROSS COLLATERALISED LOAN



STAND ALONE LOANS – Figure 1

Advantages	+ Greater flexibility + Can sell/ buy additional property without altering existing loans + Ability to diversify loan portfolio (i.e. some fixed, some variable, use of multiple lenders) + No equity dilution
Disadvantages	+ You will have more loans

CROSS COLLATERALISED LOANS – Figure 2

Advantages	+ Fewer loan splits
Disadvantages	+ Lender can control multiple assets to recover debt if required + Can be harder to move to another lender + Accessing available equity can be time consuming and costly + Equity dilution (due to non-performing properties) can limit equity available for additional purchases + Having all loans with one lender can reduce borrowing capacity

**This does not constitute tax advice – you will need to discuss your personal situation with the ATO or your accountant. Prior to our final recommendation in regards to specific loan products, we are required to complete a preliminary assessment to ensure a specific product is suitable for your requirements, objectives & financial situation. This document provides information about what options might be suitable for you but does not in any way provide a final recommendation with regards to specific lenders, specific loan product or loan amounts. Information provided is subject to change at any notice.*

MO'R MORTGAGE OPTIONS

"Daniel helped us through a complicated and difficult process and this Was greatly appreciated. It was a professional and satisfying experience. Keep on doing a great job."

SARA & RYAN

PREPARING THE FAMILY FOR THE BIG MOVE

big move

WHILE MOVING INTO A NEW HOME CAN BE VERY EXCITING FOR SOME FAMILY MEMBERS, IT CAN BE MORE CHALLENGING FOR OTHERS.

One of the most daunting parts of moving can be sharing the news with the kids. Communication is the key to a smooth transition, so keep some of these tips in mind when the time comes!

Share from the start

If you have children, it's best to break the news early on. They will feel involved and it will also give them time to get used to the whole idea. Chat about their fears and uncertainties and try to be understanding.

Be positive

Your attitude will influence your family, so be enthusiastic. Be realistic – adjusting could take time and not every family member will be as excited about the move as you are. Older children in particular could be very reluctant to leave their social network.

Be prepared

Make a list of the positives about the new house or neighbourhood, so you can mention these when you break the news. Think about the possible negatives as well so you can be prepared to tackle those head on.

Inform them

Provide your kids with lots of information about the new house and area, and what they can expect. If they will be attending a local school, find out as much information about it beforehand and pay a visit before the move. This should help them feel more secure and make the adjustment easier.

Keep them involved

Younger children may be frightened if they have not experienced a move before. Giving them the opportunity to help pack a special "moving kit" of their own, with prized toys and activities for the road or to keep them busy while you unpack, gives them a sense of control and security, as well as being a lot of fun.

Older children could enjoy the opportunity to be involved in decoration of their new living space – which room, where their furniture would look best or selecting a new colour for the walls!

TIPS TO FINDING THE RIGHT INSURANCE

+ **Take time to shop around:** Compare the price of each policy with the cover offered – don't go for a cheap deal with very little cover or pay top money for cover you don't really need.
+ **Engage specialists:** Speak with your mortgage professional for options on the insurances related to your new property purchase – they'll be able to arrange the policies for you or alternatively refer you to a specialist.
+ **Keep documents secure:** Remember to keep copies of your insurance policies, receipts and photographs away from the house, as they won't be much help to you if they are damaged. Leave a set at your parents or a friend's house, for example.

PROTECTING YOUR PURCHASE

WHEN IT COMES TO BUYING YOUR NEW HOME, THE INSURANCE IS JUST AS IMPORTANT AS THE HOME ITSELF.

There are a number of types of insurance you'll need to consider: building or home insurance, contents insurance and mortgage protection insurance to name a few.

Building or home insurance

Depending on the type of loan you've taken out, it may be compulsory for you to take out building or home insurance to safeguard the lender's interest in the property. Even if this is not mandatory, it is strongly advisable.

Building or home insurance covers you for damages to your property or its fixtures. Depending on your level of cover, you may be able to protect yourself for anything from fire and storm damage to burglary.

Essentially, home insurance covers the cost of restoring your property to its present condition if it is damaged. Make sure you read and understand the policy as insurance cover can vary from issuer to issuer. Also, don't underestimate insurance costs, as you may end up out of pocket should disaster strike.

Contents insurance

Contents insurance protects you in the case of loss or damage to your personal belongings and items in your home, such as white goods, clothing and furniture. While you may already have contents insurance, it's a good idea to update it after a move into a new property – especially if you've decked out your new house with brand new furniture and appliances.

You'll usually have a choice between two types of contents insurance: a policy that replaces the old goods with new ones or you can opt for an indemnity policy, under which you'll receive the depreciated value of what was damaged.

Mortgage protection insurance

Mortgage protection, while not mandatory for borrowers, can be an effective tool to help cover your mortgage should you find yourself unemployed, unable to work through injury or are diagnosed with a serious illness. Typically mortgage protection insurance covers the cost of your mortgage for the period of the claim, providing you time to re-enter the workforce or focus on regaining your health.

Speak with your mortgage professional if you'd like more information on any of these types of insurance – in many cases we can help arrange a policy for you.

NEW HOME, NEW COMMUNITY

HELP EASE THE TRANSITION TO YOUR NEW HOME, BY HAVING ALL THE LITTLE THINGS ORGANISED AHEAD OF THE MOVE.

Moving house can be one of life's more exciting experiences, it can also be one of the most stressful.

✚ Mail: Keeping on top of bills is a must, so make sure your post is redirected to your new address as soon as possible. Make sure you remember to notify your bank and any other service providers or regular billers about the move. The last thing you want is to be late in paying an account or to miss out on any important news.

✚ Utilities: Find out about utilities (water, gas, electricity and phone) and what you need to connect (including costs) before the big move to ensure your life continues to run smoothly once you're in your new home.

✚ Schools: If your move involves a change in school for your children make sure this is sorted out well before the move. Include them in the decision process to help them get excited about the move, rather than being upset and anxious.

✚ Amenities: To help your family settle in, find out as much as you can about your new community so you can explore and discover it together. Establish the locations of any facilities that would appeal, such as sporting clubs, gyms, parks and even video shops.

✚ Neighbours: Pop over and say hello to your new neighbours. It's always handy to have a good relationship with the people in your neighbourhood, and they might have some tips to help you settle in quickly to the area.

✚ Budget: Moving into a new home is as good a time as any to take a look at the family budget and reassess your spending priorities, as well as factor in any changes that might have occurred now that you've moved. Keep in mind that interest rates may rise in the future – so make sure you factor this into your budget.

The best advice when making a move into a new home is to be organised and not to take the move too seriously. Enjoy discovering your new neighbourhood and make the most of that new home feeling!

> "Greg's experience and knowledge was a great comfort to me, knowing that I was setting up the right structure for my future. He was always available to discuss ideas and took all of the stress out of the process."
>
> CLIFF

CONTACT INFORMATION

(02) 6286 6501 | www.mmo.com.au | info@mmo.com.au

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