



FIRST HOME
BUYER CLUB



Clayton Tierney

**Why they should have
said 'YES' and how it will
cost you thousands!**

Just like most people you headed straight to the bank when it came time to apply for a home loan. That was your first mistake and one they may cost you money, time and a HUGE headache.

There are countless reasons why it pays to use a mortgage broker when shopping for your home loan, and even if you want to use your own bank for your mortgage, you can still use a mortgage broker to process paperwork and manage the application on your behalf.

But if your heart's not set on using a particular lender, a broker can be your best friend by doing all the hard work and finding the best product for your needs.

This is six points you should consider to why every borrower should seek out a qualified mortgage broker when trying to obtain property finance:



1. Choice

The biggest advantage of a mortgage broker over the bank is choice. When you sit in front of a mortgage broker you are sitting in front of 10+ banks and 50+ products versus visiting a banker who has access to only one bank's products. This is especially important at time like now, when the banks are saying 'no' more, and by having more choices you're likely to get a 'yes'.



2. Care Factor

It sounds silly when I say this and I always get at least one person that raises their eye brows when I say this but the bank teller really doesn't care. They get paid no matter if they get you the loan or not and as a result they never work too hard to get you the loan.

Apart from the bank being restricted by so many rules and regulations you will find that if the loan isn't straight forward the bank teller will often knock you back.

"I heard a story where a client went to the bank and had \$18,000 in savings and was still told they didn't have enough and to come back when they saved another \$10,000".

The best part about using a mortgage broker is that he **ONLY** gets paid when he gets you a loan so he will work just as hard as you are keen to get the loan.



3. Experience

You really need to find out how long your lending manager or bank tell has been working for writing loans. You will find that not only have they only been working for a limited time they also haven't helped too many clients.

The strengths of a mortgage broker is that always have mentors and senior members to ask assistance from. Unlike the bank when someone in the bank makes the decision that is generally final and rarely do they seek advice before a decision is made.



4. Specialisation

If you're looking for specialised assistance with your loan, it pays to talk to a specialised broker. For example if you're starting property investing, look for a broker who specialises in property investors. Bank staff often doesn't have the training or experience in one area, but service whoever happens to walk in to the branch.



5. Follow Up

Generally the mortgage broker has a system for follow up during the loan process and they are responsible for the loan until it has been written unlike the lending manager that generally has finished with the client until the end when it all comes back to you.



6. Personal Banker

Your mortgage broker is “like the perfect personal banker. They know what needs to be done, they make sure it happens and because it’s their own business, they’re in for the long haul.

Bank staff, if are really good will get promoted early so even when you find a good personal banker they change jobs before you know it as they get promoted leaving all the inexperienced employees to deal with you again.

Whether you are looking to buy your first home, move home, refinance, or invest in property, a mortgage broker can help. Access loans from all the major lenders, get help with paperwork – plus there is no charge for this service.

So now we have covered why you should use a broker I wanted to show you the **7 Secrets to Guarantee Home Ownership at Warp Speed.**

In this report you will learn how you escape the rental trap and own your own home with as little as \$7,000!

Secret #1

It is a common misconception that you must deal direct with the banks yourself when applying for a bank loan. Studies have been completed on this point and it has been found that trying to secure your own home loan can not only increase the waiting time by weeks or months in some cases it can also cost you thousands of dollars in repayments as you won't always get offered the best possible rate as a new customer.

What we find is that an experience mortgage broker doesn't only speed up this process but they also have access to the best possible interest rates. The best part of it all is that this is normally done at no cost at all to you.

One point I should bring up with Mortgage Brokers is that not all of them are as knowledgeable as they should be so shop around for a good one!

Secret #2

A well kept secret in the banking world is that you can use your rental history as a savings history. This is great news for first home buyers struggling to save a deposit.

Especially for a first homeowner that is renting at \$400 p/w this shows a savings history of \$20,000. With the builders bonus of \$15,000 and \$5,000 in savings you have now shown the bank the savings history necessary to becoming a home owner of a \$400,000 house with 5% Deposit.

Not all banks accept non-genuine savings in their 5% deposit requirement though so you must find the best one. This is where a mortgage broker is worth his weight in gold because he knows what banks accept it and what banks don't. When applying for a home loan he only applies to the banks that accept it.

What is non-genuine savings? Non-genuine savings is where you haven't saved the full amount yourself. An example of this would be the great start grant (\$15,000) or a gift from a parent. These both are non-genuine savings.

Secret #3

Credit faults can cost more money than people expect. Not only can a fault affect the interest rate that you get (if you are still able to get a bank loan) It can also cost around \$1500 if you use a 'credit repair' company to clear it.

I had one client that said: That is a lot of money until I explain to them that with a credit fault you could be forced to pay around 2% (+) extra on your interest rate.

On a \$400,000 home that equates you nearly \$8,000 per year in higher interest rate charges.

Boasting 91% success rate with clearing credit issues I suggest you speak to Graham Doessel at: www.mycralawyers.com.au. With a free consult and packages starting from \$997 it could be the best money you ever spent.

Secret #4

Getting pre-approved helps in more ways than one. It removed the stress around the time of purchase and it also lets you know up front exactly how much you can borrow when purchasing your first home.

When you think its time to start looking for a house is the same time when you should be getting pre approval so that when you do find the house of your dreams you can act quickly.

Secret #5

If you choose that you want to purchase an established home you should **NOT** allow your emotions to play a part in the negotiations period.

Go with your gut feel is and look at the numbers. If you have researched the area you will know what you should expect to pay for the house. Just because the price is listed at a certain figure doesn't mean it is worth that.

One of the oldest tricks in the book for real estate agents is that around the time that you are considering to put in an offer or initial inspections they always seem to have someone else that is about to put in an offer or are about to put in a higher offer.

There will always be another house so if the numbers don't stack up for you look for the next house.

Secret #6

BUDGET... Isn't a dirty word! Ensure you have drawn up a budget before you even look for a house to know exactly what you can live off including all the extra costs associated with purchasing a home. The last thing you would want is to be forced to sell and find a cheaper house.


Secret #7

You can be gifted a deposit or use parents as guarantors to allow you to purchase a home with little or no deposit. Depending on how much of the loan they will go guarantor for you could avoid also paying lenders mortgage insurance. This is often to the sum of about \$10,000 or more.

Using a parental guarantor will open you up to more lenders although it is generally better to stay with the lender that your parents are with and interest rates will be lower on most loans when using this too.

As you can see in this report if you apply these secrets you can:

- Save thousands in mortgage repayments each year,
- Save yourself thousands by staying on top of your credit file and not needing to pay agencies to clear minor issues,
- Speed up the home loan application process,
- Reduce the stress levels when applying for a home loan, and
- Owning your own home years before you ever dreamt of.

If you are wanting to chat to the team and you still have a few burning questions in relation to what you have read today – Call  **(07) 3911 1377**

Cheers,

Clayton Tierney

Director

First Home Buyer Club

P.s Would you like to know if you qualify for your own home? Take our 30 second qualification quick by click here now! [Click here](#)