

News Update

Do They Want Your Business??

It's a very interesting time in the property/finance market at the moment. We're all being bombarded by the media with "now's the time to buy" or "doom & gloom". For the average person, it's difficult to decide which to believe. The facts are property prices have flattened and in some areas declined slightly, interest

rates are decreasing and the share market is severely unstable. So you could easily be thinking that it is all "doom & gloom" BUT in times like these I think of the parties that have the most to lose, and in the case of property prices in decline it's the Lenders. For example, if you purchase a property at \$300,000 and lend 95% your loan will be approx. \$285,000. Now if property prices were going to drop by 20% (as some people claim), then the Lender could be making a potential loss of \$40,000+. (When did you last hear of a bank making a loss?).

Currently some Lenders are increasing the ratio of lending, not decreasing as well as offering substantial financial incentives TO GET YOUR BUSINESS. In some cases they will pay you to leave your existing Lender!! I believe this all points to long term stability in interest rates and in the property market, and as we all know, property is a long term investment.

So if we're in the bottom of the trough what will prices be worth at the height of the peak??

Business Partners



- Mini Castles for children 10yrs & under
- Scooby Doo & Princess Castle with slides for children 3-12yrs
- Maxi Castles - all ages including adults
- Private or Public Functions
- All castles registered with Safework SA & Public Liability Insurance \$20m

Contact Grace or Mark on
08 8250 5875 / 0416 111 566

To become a Business Partner, email us admin@homecorpfinance.com.au

WIN WIN WIN

MELBOURNE CUP LUNCHEON



For your chance to WIN 2 tickets to our Melbourne Cup Luncheon held at The Golden Grove Tavern, simply LIKE our Melbourne Cup page on Facebook and enter the code words

'GIDDY UP'

In the comment section.

Entries close 17/10/11. Winners will be notified on 21/10/11.

Classic Recipes

Scones

- 2 cups Self-Raising flour
- 1 tsp baking powder
- 2 tsp sugar
- 45g butter
- 1 egg
- 1/2 cup milk

Preheat oven to 220 degrees

Sift flour & baking powder into bowl. Stir in sugar, then rub in butter using fingertips until mix resembles coarse breadcrumbs. Whisk milk & egg together. Make well in flour mix, pour in egg mixture & mix to form soft dough. Turn onto a lightly floured surface & knead lightly. Press dough out to a 2cm thickness

using palm of hand. Cut out scones using a floured 5cm cutter (or small drinking glass).

Place scones close together on a greased & lightly floured baking tray. Brush with a little bit of milk & bake for 12-15 minutes or until golden. Makes approx. 12

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2010 Broker of the Year

For

bankwest



Ben Papps



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Personal Profile



Karen Jamieson

Karen hales from Africa with her husband, Gordon and 2 children, Stuart and Megan. In 2001 she came to Australia for a holiday and loved her stay. She thought if she ever had to leave Africa, Australia is the place to be. Not realising 4 years later that this would become a reality. In 2005 they packed their container and arrived in Adelaide. Looking back it was pretty daunting. In a way

Kelly has been her marker in her short history of life in Australia. Karen met Kelly when she started her first job at a Real Estate Office in Golden Grove. Kelly left soon after. In Jan 2009 she was approached by Ben & Kelly to join Homecorp as they were due to have baby no. 2, Jordan and she is still there 3 years on. Her experience at Homecorp has been so rewarding, so much that when she was offered the opportunity to remain with the family business, she was thrilled. Her words were "The vibe at Homecorp is friendly, upbeat and their strive to give their best customer service is second to none". It makes a hard days work very rewarding when we can achieve the ultimate loan and put the biggest smile on a customers face when they didn't think a result was ever possible.

Top 5 Ongoing Variable Interest Rates				
Bank Name	Interest Rate	Minimum Amount	Setup Fees	Ongoing Fees (pm)
Suncorp	6.80%	\$250,000	-	\$300*
BWS	6.95%	\$200,000	-	-
ABL	6.89%	\$10,000	\$820	-
ANZ	7.00%	\$250,000	-	-
Stg.BSA	7.00%	\$250,000	\$100	\$395*

Rates are for information purposes only and must be confirmed by the company quoted.
* Annual Professional Package

Top 5 Fixed 3 Year Interest Rates				
Bank Name	Interest Rate	Minimum Amount	Setup Fees	Ongoing Fees (pm)
ING	6.29%	\$50,000	\$719	-
StG.BSA	6.39%	\$250,000	\$100	\$395*
ANZ	6.44%	\$150,000	-	\$375*
Suncorp	6.45%	\$10,000	\$600	\$10
NAB	6.49%	\$150,000	-	\$395*

Rates are for information purposes only and must be confirmed by the company quoted.
* Annual Professional Package

Money Saving Tips

Here are just a few small tips to help you save for your dream home :

- Check the banks for different interest rates for both savings and loans. Don't just go with anyone, get the best rates possible.
- Don't buy lunch every day or you'll rack up the costs when you could save money by making lunch yourself.
- Create a little ambience and save energy. Never leave the light on when you leave a room.
- When shopping look low for the cheapest deals as the eye level products are always the most expensive
- Wash the car yourself and save \$15 on a 10 minute drive thru the car wash, you (probably) don't earn \$90 an hour so don't pay that for a car wash
- Reduce the time you spend in the shower or shower with someone else to reduce heating costs.
- Why drive to the store to pay bills when you can save fuel and pay online

For your chance to **WIN a \$50 Gift Voucher**, simply send your Money Saving Tips in to kelly@homecorpfinance.com.au The winner will be published in the next newsletter.

Call HOMECORP anytime on 08 8251 5222 or email admin@homecorpfinance.com.au