

Your guide
to finance.

WATERSTONE
FINANCE



Henley 

Waterstone Finance offers you the following benefits—

With over 15 years of construction home loan experience, we have a team of specialists to help guide you seamlessly through the process. This exclusive mortgage brokerage service is available only to Henley customers.

FREE, NO OBLIGATION SERVICE

An initial conversation is all it takes to understand your financial situation. Free, comprehensive and completely personalised – Waterstone Finance operate out of our Henley display centres for your convenience.

CHOICE

We compare hundreds of home loans from a vast number of banks and lenders to help you find the right home loan and finance solution. Whether you're a first home buyer, upgrading your home, need to refinance your mortgage, or buying an investment property, our specialists can help.

EXPERT ADVICE

Our fully accredited brokers have extensive experience in putting together new construction home loans. We'll guide you through the entire process to ensure you have peace of mind that you've found the right home loan solution for you.

WE WILL DO IT FOR YOU

We deal with the banks and lenders on your behalf - saving you time, effort and stress. Why do all the hard work when we can do it for you?



*Offer available to Henley contracted clients financed through Waterstone Finance Services. \$1,000 discount is applicable as a post contract variation to your contract and is deducted at time of final payment. A maximum of \$1,000 is applicable per house contract. Speak to your Waterstone Finance consultant for more information.

Organising your finance—

*Building your dream home is an exciting journey!
Often it is easy to get caught up in the fun of choosing a
home design without properly considering the best way to
finance your home.*

It's important that you sit down with a qualified financial consultant at the beginning of your journey so you have a thorough understanding of the finance requirements specific to your situation.

A Construction Home Loan is a type of loan many clients use when building a new home. It allows you to make progress payments as the builder issues "progress" invoices. This means you only make payments based on the outstanding balance of the loan during the Construction Stage. You'll need to meet certain application criteria to obtain a Construction Home Loan.

WATERSTONE FINANCE CAN HELP YOU:

- **Determine how much you can borrow and complete your finance pre-approval**
Your borrowing power is determined by your income, your current financial commitments, your current savings and your credit history.
- **Compare various home loans and products**
We use specialised software to compare home loan products on the market and recommend a range of lenders and products specific to your needs.
- **Submit home loan documentation**
We submit your application with all necessary documentation for you. Once approved, you will be issued with a loan offer and mortgage documents.
- **Pay off your mortgage sooner**
We'll provide you with handy tips which may help reduce the amount of interest you pay and save years on your home loan.



What type of buyer are you?

FIRST HOME BUYER

We understand that there is a lot to consider when buying your first home and we are here to assist you every step of the way. We'll help you:

Check your eligibility for the First Home Owner Grant[^] (FHOG) and Stamp Duty Reductions

The First Home Owner Grant is a one off government payment offered to first home buyers who meet the eligibility criteria. We'll work through the criteria and submit the applications on your behalf if you are eligible. If you meet the eligibility requirements of the FHOG, you may also be entitled to a duty reduction of up to 100 per cent.

Obtain pre-approval

We will make you aware of all costs associated with your loan such as lenders mortgage insurance, settlement fees and progress payment fees; as well as government fees such as stamp duty and registration of mortgage.

It's important to know how much you have to spend by obtaining pre-approval in principle – essentially this is finance approval prior to purchase which is subject to certain terms and conditions.

UPGRADER

Are you looking to upgrade your home?
Our experienced Waterstone Finance team can help you:

Use the equity in your existing property to help you purchase a new home

The equity you hold in your existing home will help determine the value and approval of an additional mortgage. You may also use your current property as security for the new home loan.

Understand what you need from your home loan

How much do you need to borrow? Do you need a relocation loan? We will talk through your current financial situation and find a flexible home loan solution for you. If you need a relocation loan, we'll advise you on all the associated costs.

Understand the costs

You should have your home valued by a bank/lender before you make any important decisions and ensure you consider all the costs including stamp duty, real estate agent fees, moving fees and other associated costs. Some banks may charge a fee for upfront valuations if an application has not been lodged.

INVESTOR

Buying a property to rent is a popular form of investment however there are many things potential investors need to be aware of.

These include:

- Where to buy & what to buy
- Positive vs. negative gearing
- Costs involved with buying land and building
- Types of insurance required
- Maintenance of property

Waterstone Finance can assist you in organising finance to purchase your first investment property, or if you are looking to add to your existing property portfolio.

We always recommend that potential investors obtain independent financial advice from their accountant or financial planner. This will assist you to clearly define your investment strategy and avoid expensive mistakes moving forward.

For any questions or for further information please speak to a Waterstone Finance Expert or visit www.henley.com.au