



OWN HOME ROCKET KIT

A quick
guide to our
Small Deposit Strategy

FirstHome Solutions

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WELCOME

First Home Solutions is brought to you by JDL Finance Australia Pty Ltd. JDL is one of Australia's fastest growing and definitely most innovative finance companies and forms part of the JDL Strategies group of companies.

JDL Finance Australia Pty Ltd is a client focused business that works with each client at a time, a client for life. It is important that you anchor that point right now in your heart and in your mind. Your future financial success depends upon it!

This unprecedented time have created an exceptional opportunity for people to buy their own home with substantial assistance from Govt, banks and builders and we are using our 25 years' experience to rocket what you need to know and get you want you want.

For the first time in history, buying your own home may workout cheaper than paying rent.

Nevertheless, you must get it together to access the cheap finance available across all the major banks and not miss out on any of the government grants available to you.

Don't get stuck, make a decision to get ahead because the idea that you should not miss out is an excellent idea.

A very sincere welcome and thank you for the opportunity to walk this journey with you.

Cutting to the chase

Buying a house may be exciting... But there certainly is a journey! The more prepared you are the easier it is.

For the next few years rent may be more expensive than repayments for your own owner-occupier home. Lots of people will not access the cheap finance available, not because they cannot afford it, because they don't understand the key steps, how to present their numbers well and negotiate across a multitude of banks.

Data collection and budgets are vital. There is a lot of talk about this, but only those that take intelligent action will benefit from all the govt grants.

Contracts must be signed before 11:59 pm 31 December! The Government will give your family up to \$40K* as part of the economic stimulus package. Anyone who is prepared to build a new home to live in will be able to access the grants listed below:

GRANT NAME:	QLD	NSW	VIC	WA
HomeBuilder	\$25K	\$25K	\$25K	\$25K
* If you are a 1st Home Buyer, add:	\$15K	\$10K	\$10K	\$10K
Potential Total Available Grants:	\$40K	\$35K	\$35K	\$35K

Steps

Decide if you will rent or buy a house. Study the table above. Know that finance has never been this cheap and never this difficult to attain. *(Yes, they may ask about your Netflix account on your application.)* Choose a house you want from our website. (But be realistic. A good indicator is how much can you save per week). Get your documentation ready. (We can help).

Complete the form on the website and get ready for your obligation free consultation. - *There is a lot of people wanting this right now. Please be aware that we will not be able to prioritise your call if your data form on the website is not complete.* -

Book your date and time. We will chat and give you as much information and support we can.

A BIT MORE BACKGROUND:

JDL Strategies has helped thousands of everyday Australians build wealth through customised strategies that work. The JDL team continues to strive to deliver solutions and provide information to help people make informed decisions. This is why we have created this *Own Home Rocket Kit* as we are committed to delivering the highest levels of service along with access to information and to provide education to help you make informed decisions.

JDL will help you understand and see what is possible for you, helping you make educated decisions regarding your financial future. To help you in this journey you'll will have a team of specialists at your command. Financial experts that you can trust will be by your side to look after every aspect of your financial life.

Renting isn't an asset

No matter how affordable renting is, you will never own the property, therefore your asset base will not grow.

Owning your home gives you more freedom over your decisions. From simple things like being able to change the aspects of the house you don't like, to not being subject to rental increases and not being hit with unexpected moving costs. Unlike with renting, owning your own home means that you now have security and stability. The home that you buy also has the potential to earn profit; either through selling or as an investment property. The financial benefits of owning a property is one of the leading reasons why people choose to buy over rent.

In addition, owning a home allows you to build equity over time simply by making your monthly mortgage payments.

The equity you build in your house, is yours and can be used for things such as:

- Purchase another home;
- Holiday;
- Upgrade your car;
- Helping your children get their first home.



Equity is something you do not get when you rent, each week you pay a weekly amount just to live in the home. These rental costs are unrecoverable and end up paying someone else's mortgage.

Renting and owning comparison

OWNING

- Home Loan Amount \$450,00
- Interest Rate 3.50%
- Weekly Repayments \$467
- Amount paid over 30 years \$726,639
- Value of property in 30 years on 4% growth \$1,631,335
- Who owns the property **YOU!**

RENTING

- Home Value \$450,00
- Weekly Rate \$467
- Amount paid over 30 years \$741,000
- Value of property in 30 years on 4% growth \$1,631,335
- Who owns the property **The landlord**

*The property growth is an estimate only and is well under the average of property growth from 1993 to 2018 according to CoreLogic's 25 year Housing Trend Report.

How much have you spent on rent?

Just think about it... Imagine paying a mortgage for 30 years and the mortgage is finally paid off compared to renting for 30 years and still having to pay weekly rent.

The difference you can make by buying a home with the right finance structure could be worth hundreds of thousands of dollars in the long run.

Maybe now is the time to ask yourself, how long have you been renting for and how much have you paid in rent thus far?



WHY BUY A HOME

1. Property Growth;

Property has always been considered a conservative growth asset with a long investment horizon.

The growth in the properties value over time can provide you with other opportunities to create further wealth in the future.

Creating equity in your property comes from paying the mortgage down as well as the value of the property increasing.

Many first home buyers after a few years start to explore using the equity in the family home to purchase an investment property or even upgrade their home.

2. Making your money work for you;

When you are renting a property there is no end date. You end up paying for someone else's mortgage each week for as long as you want to live in that property and what's even worse is that the rent you pay can never be reclaimed.

Rather, as a home owner you pay down the mortgage with each repayment and know that there is a set end date on when the debt will be paid off in full.

Also, with your own home you have the freedom to decide when you want to make any changes, including painting or even getting a pet without having to ask for permission.

At the end of the day, once the loan is paid off you will have an asset for life. This alone creates financial security for the future.

3. Government Grants and Incentives;

We have seen the Federal Government release the Home Builders Grant and First Home Buyers Scheme to be accompanied by current state and territory grants.

In some instances, you may be eligible for more than one scheme.

It is best to speak with your Financial Broker to find out more information regarding what possible programs you may be eligible for..

4. Interest Rates are Low;

The banks are currently offering some of the lowest interest rates in the history of Australia.

This is making it even easier for first time home buyers to enter the property market. In many instances, owning a home can be more affordable than renting.

Majority of the lenders are including Government grants towards the deposit, this is especially important as it means you could potentially be eligible to purchase a property already.

FHOG

(First Home Owner Grant)

To assist in the purchase of your first home the Government introduced the First Home Owner Grant (FHOGs).

This grant can be considered to form part of your deposit, depending on which lender you get the home loan through.

A first-time home buyer grant is a grant specifically targeted at those buying their first home — perhaps a starter home. Like other grants, the first-time buyer does not hold an obligation to repay the grant. In this respect, it differs from a loan and does not incur debt or interest.

The FHOG is a national scheme funded and administered by each of the states and territories under their own legislation. It's not means tested, which means your eligibility isn't subject to financial considerations such as your income. The grant amount, eligibility criteria and payment details of FHOG vary between states and territories, so it's important to check with your Home Lending Specialist when you apply for a home loan.

You may be eligible for the FHOG if, as well as being a first home buyer, you also:

- Are a permanent resident or citizen of Australia;
- Have never before received the grant or owned residential property;
- Are the minimum age set by your state or territory's scheme (usually 18);
- Will live in the residence for the minimum time determined by your state or territory;
- Apply for the grant within 12 months of settlement.

Dollars and Cents

Finding how much you are comfortable repaying each week is vital when purchasing a new property.

As the bank will have a large interest in the property you are buying, you need to ensure that the repayments are manageable.

When you first start speaking with an advisor, they will determine what your borrowing capacity is. Your borrowing capacity is what you can borrow in the eyes of the bank, just because the bank states you can afford "x" amount, does not mean you can.

So, it is always advised to review what your budget is and determine how much you can comfortably afford on your mortgage each week.



HINTS AND TIPS

for increasing your
borrowing capacity



1. Reduce your personal debt limits.

Personal Loans and Credit Cards affect your ability to repay a mortgage. When assessing your borrowing capacity, the lenders will factor the repayments as if the debt is owed at the total limit of the facilities. For instance, if you have a \$10,000 credit card limit but owe nothing, the bank will use the repayments on the total \$10,000.

2. Make your repayments on time.

With comprehensive credit reporting, lenders now can review your repayment history on all of your debts over a long period of time. Each bank now reports your repayment history to your credit file for all creditors to see, that's why making your repayments on or before the due date is vitally important.

3. Work with a Broker.

The importance of a broker is that they can connect you with multiple lenders within a short period of time. This is advantageous as each lender will determine your borrowing capacity differently, some less and some more.

4. Look into buying with someone else

Having another person to increase your borrowing capacity is a very common practice and normally seen between partners, friends or a family relative.

Having a joint purchase means that the income from both applicants can be used to service the new mortgage and, in most circumstances, increase your borrowing capacity.

Find out your borrowing capacity!

Here at JDL Strategies you will have access to a team of experienced finance brokers who are accredited with over 40 different lenders and specialise in creating finance strategies for everyday Australians.

Simply call 07 55573888 and ask to speak with an experienced broker.

DEEP DIVE ON YOUR CREDIT FILE

Our credit report tells the story of the type of client you will be with the banks. This report details all your credit liabilities and repayment history and tells the story of whether your bills are paid on time or not.

When applying for finance to purchase a home, the lender will deep dive onto your credit file and use your credit score as an indicator to give you finance or not.

If it is found that you have a low credit score or defaults, then the number of lenders you can approach are reduced, however depending on your circumstances there still may be some options available.

Typically, a default will stay on your credit file for 5 years and is an indication that you failed to repay a liability. If a default is found to be on your credit file by mistake there are options to have it removed.

RESEARCH. RESEARCH. RESEARCH.

You most likely already have an idea of where you want to live, and after speaking with a JDL expert you now know what your borrowing capacity is. Now is the time to find a home that is where you want to live and fits into your budget.

Using websites like: www.realestate.com.au; www.domain.com.au or www.onthefhouse.com.au will give you an indication of the property value as well as the property particulars. These websites are a great resource when searching for a property.

What to do if you can't find the one?

Consider another area or a smaller house... look at neighbouring suburbs or even one less bedroom houses. That way your criteria will open and show houses you may have previously missed. Doing this may also mean that the house may be a little bit more affordable.

Other options are looking at blocks of land but building a smaller home instead, or even considering a townhouse.

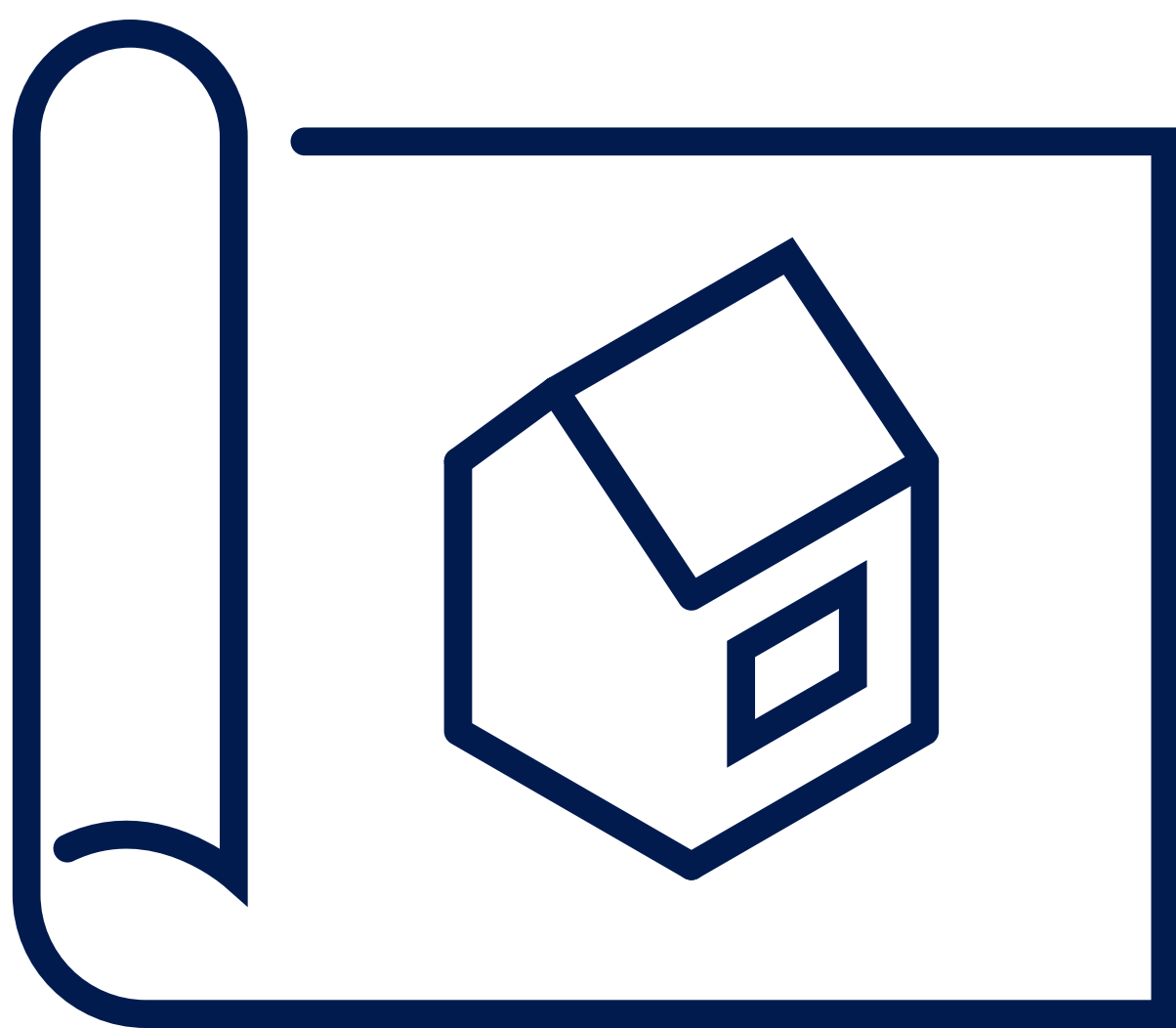
Another option is you could consider buying an investment property in a completely different location and take advantage of getting into the property market. Over time the property growth along with your extra savings could help you get into your dream home in your ideal location.

Designed for You

Every home we offer is brand new; either turn key or yet to be built. Our relationship with builders ensures the workmanship is top quality.

Our team can assist you with every aspect of selecting a property and then finalising the finance.

We are sure that you will love every part of your new home, either buying a turn key, a townhouse or choosing to buy land and build.



Location is Key

The experienced research team at JDL Property Research sifts through a vast array of property market and other data, and spends considerable time 'on the ground', to pinpoint locations and projects positioned to deliver strong capital growth, low vacancy rates, and high rental returns for investors. Thereby taking the “hard work” out of the equation for our clients.

Getting Started

The multiple options JDL offers to get finance can fast track you into home ownership and our team of dedicated professionals will assist you along the way.

Here is how we do it:

- 1) Receive your free finance assessment to find out your borrowing capacity;
- 2) Once we find your price point, we will then guide you through a large range of home designs to find which ones suit and fit into your budget;
- 3) We will then help you with your loan application to a suitable lender. – We can assess low deposit finance through reputable lenders;
- 4) We will assist you in preparing the paperwork for the government grants that are currently available;
- 5) Enjoy your brand-new home;
- 6) Our team is always here for you.

www.firsthome.solutions

