

## We Help With

Home Loans  
First Home Owners  
Investment Loans  
Car Loans / Leasing

## Accredited With

Suncorp Metway  
ING  
CBA  
ANZ  
Nab  
Westpac  
St George  
Pioneer  
Homeside  
BankWest  
+ many others

## Supporting the Community

Park First Home Loans is proud to donate 5% of its after tax profit each year to different charities.



## Spring 2010

### How large is your house?

Australia leads the world with an average new home size of about 260 square metres. This is a whopping 2½ times the size of an average new home in the UK, Sweden and Japan and just ahead of super sizers the US.

#### Is this a good thing?

Before you jump into your next home purchase here are some things to think about.



- Bigger homes cost more to build
- The land size / cost is also greater
- The larger the home, generally the larger the mortgage & the repayments
- The larger the home loan, the less money left over to use for other things
- More financial stress should interest rates rise or one of the home owners loses their job
- Bigger homes pose an additional burden on resources such as water, rates and electricity.

**Perhaps it's time to change our thinking and consider the benefits of living in a smaller, more environmentally friendly home.**

### Have you got a Fixed interest Rate on Your Loan that's about to mature?

Chances are that your bank will offer you 3 options:

- 1) Fix your rate again
- 2) Swap to a variable rate, or
- 3) Call in to one of their branches.

**Your best option, however, is to speak to us.**

**Why? Because if you don't it may cost you dearly!!**

The bank's standard variable rate is in most instances higher than the discounted variable rate we are able to negotiate with the bank on your behalf. In other words, instead of paying say 6.45% on your loan you may end up paying 7.2%, a difference of \$2250 pa on a \$300,000 loan.

**There is no charge for this service... all part of our goal to help you as best we can.**

Also, since your loan was taken out, presumably between 2 & 5 years ago, there may well be better packages with lower fees and charges that have since been introduced. If you contact us it gives us the opportunity to compare the loan product you have with what is currently available.

# Moving House

As we all know moving house can be one of the most stressful things you can ever do. So we have come up with a list that will help save your sanity ... and some money.

## Move during the week:

Hourly rates to move can be as much as \$20 per hour cheaper if you move Monday – Wednesday, while weekends are the most expensive. Rates also depend on the size of truck and number of removalists so get rid of anything you don't really need before you move.

## Pack up early:

Most removalists charge by the hour, so the more organized you are when they arrive, the less you will pay.

## Do the little jobs:

Disconnect the washing machine and dismantle beds, desks and tables yourself so you are only paying for the things you can't do.

## Compare quotes online:

Don't have time to do the ring-a-round? There are a few websites you can use ([www.emove.com.au](http://www.emove.com.au); [www.compare-quotes.com.au](http://www.compare-quotes.com.au); [www.auremovals.com](http://www.auremovals.com)) which will actually work out for you what is the best deal.

## Divert mail:

Go to Australia Post's website [www.movingservices.com.au](http://www.movingservices.com.au) and prepare a "change of address" letter to email/post to everyone you know including banks, super funds, friends, family, gyms, insurance providers, Medicare etc just before you move.

## Transfer or change utilities:

such as electricity, gas, phone, internet & pay TV to your new home via [www.connectnow.com.au](http://www.connectnow.com.au). This is a hassle free service that will do it for you.

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## Things you may not know about our brokers



Jeff has been recently recognized for his success and longevity in the mortgage broking business with a nomination as Independent Broker of the Year in the Australian Mortgage Awards to be held in September in Sydney.

Jeff has been short listed from a strong field to be only one of a handful of applicants to make the final cut. We're extremely proud of him and wish him every success on the big night.

Our other broker Ryan is currently overseas in his other role (when not mortgage broking) – i.e. playing beach volleyball.

He is competing for Australia on the world beach volleyball tour held in Europe.

Once again we wish him every success and look forward to hearing all about his adventures when he returns.



## MFAA urges consumers to make the most of the RBA's decision to hold rates

**Continue good saving habits and take a home loan health-check today**

The recent decision by the Reserve Bank of Australia (RBA) to keep interest rates on hold should act a reminder for consumers to; continue good saving habits, take a home loan health check and prepare for possible upwards rising rates in coming months, says the Mortgage & Finance Association of Australia (MFAA) CEO, Mr Phil Naylor.

"To keep in line with the strong employment market and to curb inflation pressures, the RBA may need to consider raising interest rates later in the year. Consumers should make the most of today's decision to double check their existing home loan is still the most appropriate for their individual circumstances and needs," added Mr Naylor.

Undertaking a home loan health-check can ensure families adequately plan for interest rate changes in the future. It's important to understand that comparing home loans is not as simple as comparing rates alone. Flexibility of repayments, the levels of service offered by a lender and other features of the loan must also be considered.

Outlining the steps consumers should take, Mr Naylor said; "The MFAA suggests borrowers should firstly evaluate opportunities to save money within the parameters of their home loan contracts. This is best done by working with a mortgage broker to examine individual circumstances and future plans in order to recommend a loan product that is right and that can help build wealth."

Working with a mortgage or finance broker that belongs to a leading industry association like the MFAA ensures that the member displays the highest levels of professionalism and education. The MFAA is Australia's peak industry body providing services and representation to over 12,500+ Professional Credit Advisers, mortgage and finance brokers.

Remember we only work by word of mouth.

If you've been happy with our service please recommend us to your friends.

With thanks from Jeff Falconer (0415 947 003) and Ryan Carter (0405 123 799)