



NBS Home Loans
A refreshing change

OCTOBER 2020 | ISSUE 5

CLIENT NEWSLETTER

NBS HOME LOANS | ABN 73 617 230 618

A NOTE FROM MARTIN WALMSLEY

Principal Mortgage Broker

In our last newsletter, I announced that NBS Home Loans would soon begin offering property management services, creating a 'one-stop-shop' for clients with new or existing investment properties. I'm thrilled to let you know that this process is almost complete, and over the next few months, my team will be getting in touch with NBS Home Loans clients to offer property management services at a discounted rate through NBS Real Estate. We look forward to speaking with our investment property clients soon, but please don't hesitate to reach out in the meantime if you'd like more information about our services.

I'd also like to remind everyone that with rates still at record lows, it's a good time to review your existing loans to make sure they still meet your needs and you stay on a sharp rate. If you haven't already spoken with our Client Manager, Beth Watts, please feel free to call her directly on 0435 134 680 to review and compare options. As always, I can also be contacted on 0434 103 326 for any questions or queries.



**Self-employed?
Own Business?
Finding It Difficult
To Secure
Finance? We Are
Specialists For
YOU!**


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BORROWING DURING COVID-19: FAQs

Over the last few months, we've been running a print, web, and social media campaign addressing some of the most frequently asked questions about borrowing during COVID-19.

We are often asked questions regarding things that may affect new loan or refinance applications, including the impact of accessing superannuation under COVID provisions, receiving JobKeeper payments, or deferring payments on existing loans.

For the answers to these and other commonly asked questions as well as hardship resources, visit www.nbshomeloans.com.au/borrowing-money-in-australia-during-covid-19-your-questions-answered-by-nbs-home-loans-finance-broker/ or follow us on Facebook.



INTEREST RATE SNAPSHOT AS AT 6 OCTOBER 2020

Owner Occupied Loans from:

Fixed: 2.14% (comparison 2.94%)

Variable: 2.19% (comparison 2.57%)

Residential Investment Loans from:

Fixed: 2.39% (comparison 3.01%)

Variable: 2.59% (comparison 3.10%)

There are also several lenders offering cashback on eligible refinances, with offers up to \$4000 cashback currently available. (Terms, conditions, eligibility criteria, and normal lender assessments apply.) Please contact us on 0434 103 326 or 1800 NBS LOAN if you'd like to review your existing loan or you are considering expanding your property portfolio.



BRISBANE PROPERTY INVESTMENTS

From time to time, NBS Home Loans works with other businesses in the finance and property industries to assist clients. In this newsletter, we'd like to shine a spotlight on one such industry colleague: 21st Century Property Investments.

There are many reasons our clients consider purchasing investment properties. Depending on their circumstances, these may include tax benefits, negative gearing, long term investment, or capital growth. With Australian Bureau of Statistics projections indicating that Brisbane's population growth will exceed that of Sydney and Melbourne for at least the next decade, Brisbane remains a popular location for property investors.

21st Century Property Investments Pty Ltd is an industry expert in building and developing successful property investment portfolios in the Brisbane area. With over 24 years of experience, they cater to a range of different budgets and specifications. By building and selling their own house and land packages, they effectively cut out the middle man and offer a simplified investment process that allows you to buy direct from the builder, eliminating hidden costs. For more information, please visit their website at 21stcenturygroup.com.au or contact the team at NBS Home Loans directly.

FIRST HOME LOAN DEPOSIT SCHEME (FHLDS) NEW HOME GUARANTEE

As part of the 2020-2021 Federal Budget, an additional 10,000 First Home Loan Deposit Scheme (FHLDS) places have been made available for the 2020-21 financial year. In a bid to stimulate the economy and create new jobs in the construction sector, these new places are only available to eligible first home buyers who build a new home or purchase a newly built dwelling; They do not apply to existing dwellings.

Price caps have also been increased under the FHLDS New Home Guarantee. Successful applicants will be able to buy or build new homes worth up to \$950,000 in Sydney (up from \$700,000) with as little as a 5% deposit, with price caps also increased across other capital cities and regional areas. Usually, first home buyers with less than a 20% deposit need to pay lenders mortgage insurance. Under the FHLDS New Home Guarantee, eligible first home buyers with a deposit of at least 5% do not have to pay this additional cost, potentially saving tens of thousands of dollars. First home buyers may also be eligible for additional incentives under other schemes, such as waived or discounted stamp duty, as well as grants for new or recently constructed homes.

Allocation of FHLDS places has already commenced and will end by 30 June 2021. However, it's worth noting that previous scheme places were snapped up quickly, so now is the time to call us if you are considering entering the property market for the first time.



WHAT OUR CLIENTS ARE SAYING

"Most transparent mortgage broker you will ever get to meet. Everything that you need to make the decision is disclosed to you (the commission they get, any referral they pay, the benefits you get, and also the charges you may have to pay when you leave). Very confident and experienced person, knows what he is talking and you'd find him to be more professional than the banks themselves!"

- SRK D, NBS Home Loans client