



A modern living room with light-colored leather sofas, a dark wood coffee table, a large potted plant, and a large window overlooking a green landscape. A yellow banner is overlaid on the right side of the image.

Home Loans

MATRIX FINANCE GROUP



Craig Trembath



Daryl Groves

A MESSAGE FROM OUR DIRECTORS

We would like to take this opportunity to welcome you to Matrix Finance Group. Our business was founded in 2011 following the merger of two successful finance businesses dating back to 2003. It is through this marriage that we evolved into our present day form... a business that holds a strong commitment to you, **our customers**, as we strive to be "the preeminent provider of tailored finance solutions in the market".

This ethos remains core to our ongoing success, as we help you to navigate through the stress of dealing with banks.

Our Home Loan division holds special significance to us. We see our joint efforts as a partnership where we can help you attain the house of your dreams, build that investment portfolio you always wanted or simply find that special place to raise a family! Whatever your goal, we see it as our responsibility to help you arrive at your destination stress free. The emotion of purchasing property is a special moment in everybody's life, and we look forward to sharing the experience with you.

We thank you for considering Matrix to assist with your finance requirements and look forward to being of assistance.

At Matrix, **YOU SET THE VISION AND WE WILL HELP MAKE IT A REALITY!**

Regards,

Craig Trembath
Daryl Groves

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FINANCE SOLUTION PROVIDERS

*The most appropriate finance solutions,
under the most attractive terms,
to meet your individual needs.*

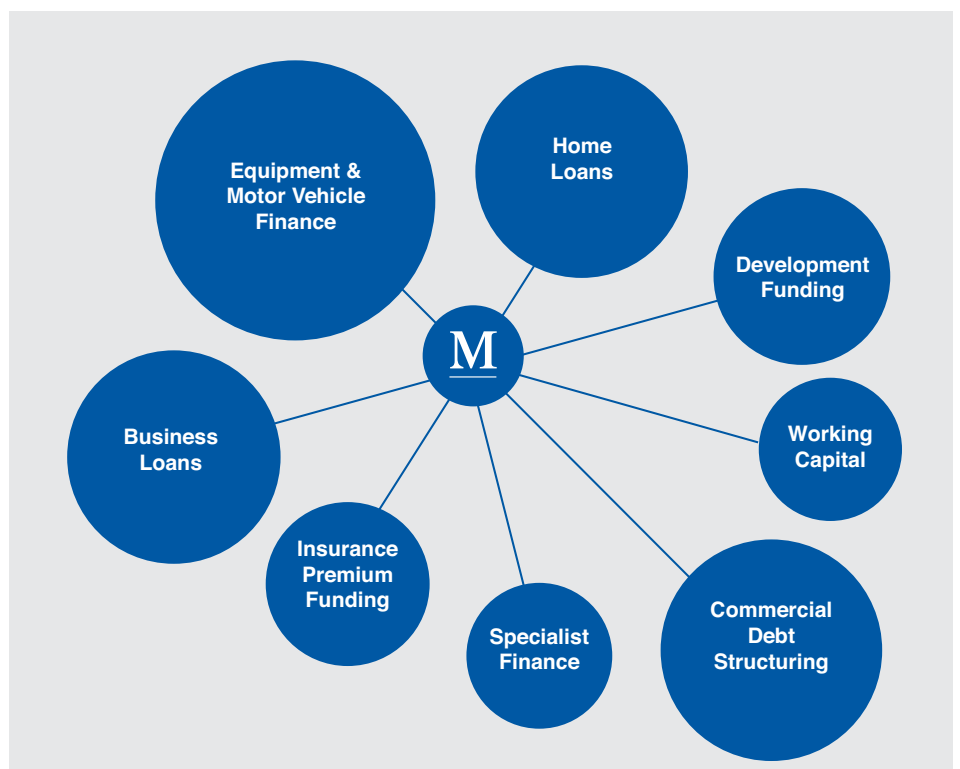
**MATRIX HAVE THE
UNIQUE CAPACITY
TO PROVIDE A
RANGE OF FINANCE
SOLUTIONS AS AN
ALTERNATIVE TO
YOUR TRADITIONAL
BANKING / BROKER
RELATIONSHIPS.**

We recognise the strength in being able to cater for basically every financial requirement of a business under the one roof. This provides a tremendous point of difference from traditional bank lenders and brokers alike.

Our customers can enjoy the benefits of dealing with industry professionals who are truly representing you rather than those of the bank. We understand that no two customers are the same, and therefore require a personalised approach to ensure the optimal result

for your specific needs. In making that assessment, we consider your cash flow requirements, security optimisation, flexibility, tax implications, wealth creation and future business aspirations when providing finance solutions.

Matrix will strive to build and maintain strong relationships as a major focus. Like a marriage, we will be there for better or worse and make every endeavor to seek the most favorable outcome to meet your requirements.



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HOME LOANS 101

TO FIX OR NOT TO FIX, IS THAT THE ONLY QUESTION?

by Andy Edmonds

When it comes to finding the right home loan for your particular needs, one that will work in your favour and not the banks, there are a few more questions to ask than just whether you should go fixed or variable.

All of my home loan customers are different, some get paid monthly, some weekly, some are self-employed and have money only coming in once every two or three months. Some can only pay the minimum repayment required and some are in an enviable position to pay a lot more.

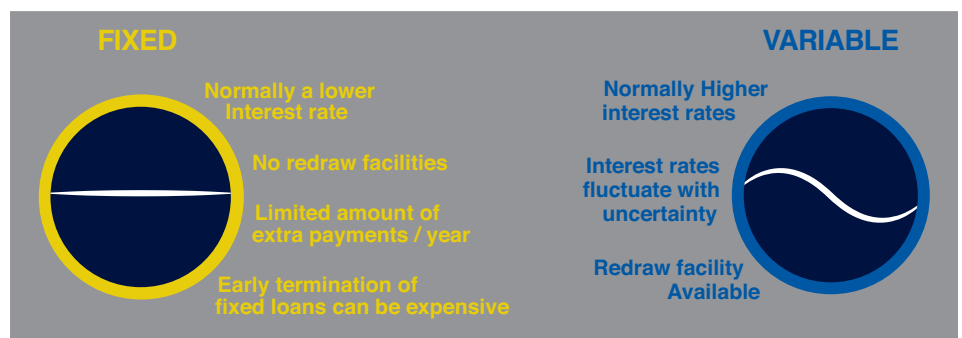
Part of my role as a home loan specialist is to find my customers a home loan that reflects their lifestyle and on most occasions it is possible. Whether to go fixed or variable is a good starting point and there are a few conditions with fixed rate loans many people don't know about. If the following conditions are not an issue for you, then taking out a fixed loan can be a good option.

Lenders may cap the amount of extra repayments you can make on a fixed loan. Most lenders will only allow you to make \$10,000 a year in extra repayments.

The other concern with fixed rate loans is redraw. When you fix the rate on your home loan there is no redraw. If you're

not familiar with redraw it means that all the additional money you're paying in to the loan over and above your minimum repayment is available to be taken back should you need it. Banks hope you just pay the minimum repayment and want you to take the full 30 years to pay the debt off. In fact, once you start building a nice sum in redraw, banks will always mention it to you in the hope you take it back out.

Also be aware that getting out of a fixed rate loan early can be very expensive. I am not a big fan of fixing a home loan for too long and by that I mean 5yrs. I think 3yrs is long enough. If you do fix the loan for 5yrs and something happens in year two, for example you want to sell the home and pay out the home loan the exit costs and penalties can be massive especially if rates go down.



Most people don't realise how much they have accumulated over the years and many aren't even aware they have access to it. It can be tempting to take it out and spend it but you need to be disciplined and only access your redraw if you really need to. You want to aim to pay out your home loan in 15-20 years and not 30. This is a major surprise to some customers who were not told this by their bank or broker so you need to be aware of this policy before you decide to go with the fixed rate option.

With fixed rate loans there is no redraw so if you are paying into the loan up to the allowed \$10,000 extra per year you cannot take it back.

Fixed rates are not all bad though, you will know exactly what your repayments will be for the term you fix the rate so you can do some serious budgeting. The rate also will usually be lower especially if you go for a 3 year fixed loan as there really are some great deals out there at present. If you're in a position to pay a lot more than your minimum payment especially in the early years then a variable loan with no restrictions or caps is a better option.

These days with not only so many lenders out there but so many different products, you really need to speak to a specialist who can give you the correct information and make sure your home loan is a perfect match, because mistakes can be costly. I am available any time to have a chat and to guide you through the whole process from product and lender selection, the application and then settlement.

BUILDING TRUSTED RELATIONSHIPS



HUNDREDS OF PRODUCTS AND THOUSANDS OF DOLLARS TO BE SAVED!

With so many lenders and home loan products available it's easy to become confused and researching them all could take you months. Let us find the best home loan for your needs at the best interest rate.

Banks will always say you're a valued customer but are they more concerned about increasing profit than helping you pay off your home loan quickly.

**AT MATRIX WE'RE
ON YOUR SIDE!**

Whilst getting a good interest rate is important, having the right structure is also vital.

Everyone's circumstances are different.

- Are you paid a wage or are you self-employed?
- Should you take a variable or fixed loan? Do you need an offset account?
- Should you pay principal and interest or interest only?
- Will your home loan suit you now and in the future?

Once your home loan is set, making changes can be expensive. It's important to get it right from day one. We dig deeper to make sure your home loan is a perfect fit and like you, we want to see you get rid of it as soon as you can.

We also have exclusive access to other professional companies that have the same outlook and who also want to help you get ahead in life.



**MATRIX FINANCE
GROUP**

INTRODUCTION TO OUR NETWORK OF INDUSTRY EXPERTS

**FINANCIAL
PLANNERS**

**BUYERS
ADVOCATES**

ACCOUNTANTS

CONVEYANCERS

**M**

WHY CHOOSE MATRIX?

**CAN YOU NAME YOUR
BANK MANAGER?
DO YOU HAVE THEIR
MOBILE NUMBER?
CAN YOU CALL THEM
AFTER HOURS OR ON
WEEKENDS?**

At Matrix Finance Group your home loan specialist's mobile number will be in your phone contacts and you're welcome to call them directly any time seven days a week.

Nothing is as frustrating as sitting on hold for half an hour or being passed from one department to another trying to get answers about your home loan. Here at Matrix Finance Group we make it easy by coming to see you at your home or

office at a time that suits you. You're also welcome to come see us and talk about your plans in the privacy of one of our meeting rooms.

In simple terms we can tell you what's possible and what's not. We're all about the bigger picture and working with you not only right now but long into the future. We're reliable and professional and offer the very best in fast personalised service.

If you're purchasing a property whether to live in, or for investment we can help connect you with trusted property professionals who can do the ground work for you. If you need to look at your super or you need a trusted accountant to help you with tax related issues, within our network we can put you in contact with the right people.



**HOW MUCH DO YOU NEED
TO CONTRIBUTE TO A
PURCHASE?**

Lenders generally prefer the loan amount to be no more than 80% as it represents a lower risk.

Find out more on pg.11



HOW MUCH CAN YOU BORROW?



Lenders are under more stringent obligations when calculating an applicant's ability to repay a loan.

Find out more on pg.11

OWNER OCCUPIER

If it's your first home do you qualify for the first home owner's grant or the reduction in stamp duty?

Should you build or buy established?

Do you have enough in savings?

How much do you really qualify for and which lender will give you the most money?

Are there any hidden costs you need to be aware of?

Buying your first property can be daunting and if you already own a home and want to move there are plenty of questions to consider. Should you sell first and buy later or make an offer on a property first and then hope your home sells? Have you thought about buying another home and keeping your existing property as an investment?

There is so much more to a home loan than people think. Online "how much can we borrow" calculators are not accurate so whilst you may think you qualify for a certain amount you can get a big shock once you submit an application.

We make sure we cover all bases and that the experience is a great one.

VS

INVESTOR

What is your borrowing capacity?

Do you have enough equity in your current property to pay for the deposit and costs?

What are the risks purchasing off the plan?

Will the lenders accept the property you have in mind as security for the loan?

Again, there are so many questions that need to be asked. Purchasing the wrong property or having the wrong structured loan/s can be disastrous.

By slowing down the process and being completely thorough, we help you confidently make the decision on whether purchasing an investment property now is the right move. If it's not now, we can map out a plan of when the right time will be.



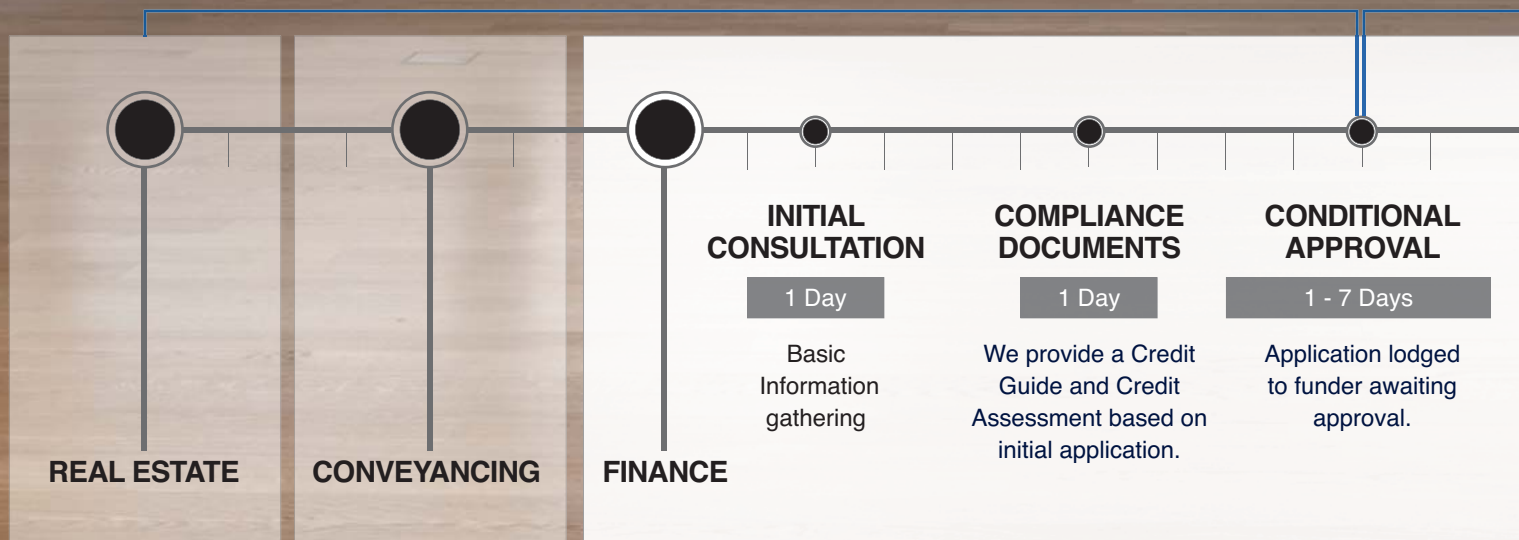
IT'S NOT THAT SCARY, WE'RE THERE FOR YOU EVERY STEP OF THE WAY

- MATRIX FINANCE GROUP



A BUYERS TIMELINE

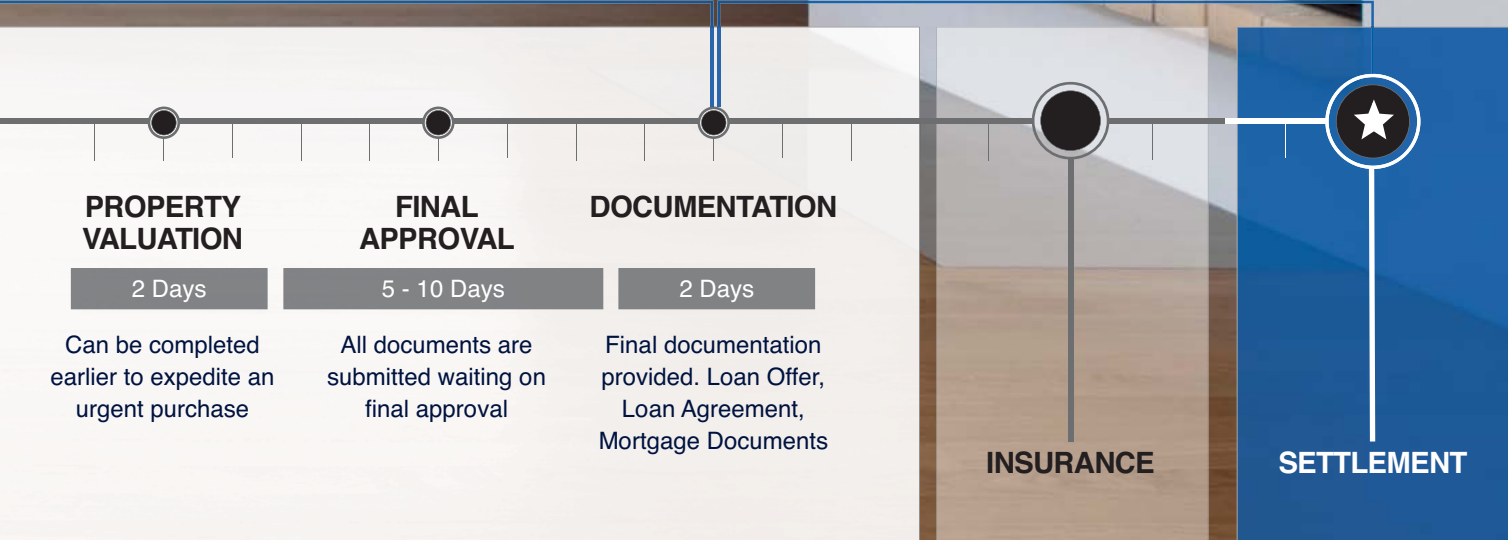
SHOPPING FOR YOUR DREAM HOME





BIDDING / OFFERING

PREPARING FOR SETTLEMENT



CASE STUDIES & TESTIMONIALS



“ Acreage Property

We live in rural NSW and wanted to buy an acreage property on the edge of town. Being self-employed the banks were really conservative and even more so when they saw the property wasn't a normal town block and was actually 47 acres.

We spoke to the team at Matrix and they sourced a fantastic solution which met our needs and didn't mean we had to refinance the business as well. This saved us a heap of inconvenience and meant we could focus on running the business and left the hard work to Matrix.

Now we have this one sorted, we'll be talking to them about our business loans as well!

Dan B.
(NSW)

“ Low Doc

We have dealt with the team from Matrix for many years and recently moved interstate. We approached Matrix to assist in funding an inner city unit on a long term settlement and they provided a fast and clean solution to allow this to happen. Our needs were a little different and they took the hassle out of finding an appropriate funding solution, saving us many hours of meetings and sifting through the options.

In the end the solution we chose was customised to our requirements and a reflection of how Matrix took the time to understand our circumstances. Their experience and professionalism in sourcing and explaining the solutions was first class and we would not hesitate to recommend the team at Matrix to anyone requiring a housing finance solution.

Craig F.
(VIC)

“ Wage Earner

Dealing with Matrix Finance was a breeze. My scenario was a complex one but they took the time to fully understand it and find me the best option. They even helped me sign the bank's paperwork and made sure a family member who lives in another state knew exactly what to do. I look forward to further dealings with Matrix.

Nick M.
(VIC)

“ First Home Buyer

Buying my first home was a big step. I was nervous, stressed out and some of the information about home loans I read was very confusing. Andy from Matrix Finance took control of the situation and made everything flow so easily. He explained every last detail to me clearly, let me know what was happening at every stage from submitting my application to settlement. The service I received was second to none.

Susan G.
(VIC)

FINANCE TIPS & MISCONCEPTIONS



1

INTEREST RATES

Don't just look at the headline rate without considering the overall cost of the loan i.e. often funders will advertise a low rate, but the product may have the following; Ongoing monthly or yearly fees, expensive set up costs. All lenders have to provide a comparison rate, the comparison rate helps customers understand what the total cost of the home loan might be, taking into account known fees and charges that will apply (other than government fees, charges or duties) by building those costs into the interest rate.

3

HOW MUCH DO YOU NEED TO CONTRIBUTE TO A PURCHASE?

If the loan amount is greater than 80% of the security value, additional costs will also apply such as Lenders Mortgage Insurance, which adds significant cost to you. Compounding this issue, when purchasing a property, customers often don't understand that to meet this 80% figure, they not only need to contribute 20% of the property value, but also the additional costs of the purchase such as stamp duty, solicitors costs etc.

2

HOW MUCH CAN YOU BORROW?

Many applicants are unaware that when lenders calculate how much the loan repayments will be, they add a loading, or stress rate to the interest rate that will be applied to the loan. (this is also often referred to as the assessment rate) So even though the actual loan interest rate may be 4.29%, the assessments may be calculated using a rate of 7.50%. The reason this is done is to allow for rate fluctuations because if interest rates rise they need to be confident you can still meet repayments. Often applicants don't grasp this with interest rates being low.

4

OTHER DEBT – ESPECIALLY CREDIT CARDS.

Every type of credit you have in your name, regardless of balance, is used to calculate your ability to service your loan, The less credit (credit cards and other loans) you have on your home loan application the better.

5

MAKING YOUR REPAYMENTS MINIMUM AND MONTHLY IS THE BEST STRATEGY.

The interest on a home loan is calculated daily and is charged monthly. The more regularly you make repayments, the less interest you pay over the life of your loan. These are just a few reasons, that I recommend customers need to consult with a mortgage broker before you go to auction or enter into a contract to buy a property.

FINANCE CHECKLIST



1 IDENTIFICATION

Proof of your Identity - one of either

- Passport
- Drivers licence
- Birth certificate



2 INCOME VERIFICATION

Wage / Salary earner Latest 3 payslips, group certificate, letter to state employee's name, gross weekly income.

Self employed past 2 years tax returns together with profit & loss and balance sheet. In the case of companies, financials for both company and directors will be required.

Additional income for rental properties, copy of certified lease agreement or copy of rental statements, and or letter from estate agent verifying current rental.



3 TYPE OF LOAN

Purchase/Refinance Copy of contract of sale and section 32 statement, including copy of back and front of title.

Building a House Building permit and/or council approved plans and/or specifications. A copy of the contract of sale/ sec 32 of the land or a plan of subdivision. A builder's quotation, agreement or building contract.

Refinancing an Existing Loan If refinancing, please supply a statement showing last 12 months loan repayments for your current mortgage, also a copy of your title and rates notice. If property is a residential investment? Letter provided by estate agent verifying current value or rental statements.



4 DEPOSITS, SAVINGS & ASSETS

A copy of the deposit receipt (if purchasing an existing property), Passbooks or bank statements showing savings history (3-12 months), an original statutory declaration confirming a gift (if receiving financial help from family), estimated value of assets (properties, vehicles, belongings, stock, superannuation, etc.)



5 EXISTING DEBTS & EXPENSES

Last 12 months statements of existing loan statements
Last 3 months statements of credit/store card facilities
Last 12 months statements of overdraft or home equity facilities
Details of other regular expenses you may have (e.g. maintenance, rent, school fees etc.)



6 INSURANCE

Copy of existing Building insurance cover

Note: If changing lenders a certificate of currency noting new lender as an interested party will be required.



7 CONTACTS

Name & Address of your legal representative (solicitor, conveyancer)



03 9393 9600



info@matrixfinancegroup.com.au



matrixfinancegroup.com.au



PROPERTY CHECKLIST

	Property	Property	Property	Property
Address				
Notes				
Type of Sale				
Agents Number				
Price				
ROOMS				
Bedrooms				
Bathrooms				
Car Spaces				
LOCATION				
Sun (morning / evening)				
Public Transport (km)				
Work (km)				
Shops (km)				
Schools (km)				
GARDEN				
Privacy				
Size				
Trees (over hanging)				
INSIDE CONDITION				
Floors				
Walls & ceilings				
Insulation				
Paint work				
FACILITIES				
Enough power points				
Toilets (Flush OK?)				
Shower pressure				
Heating and cooling				
Curtains				
Storage space				
Bench tops				



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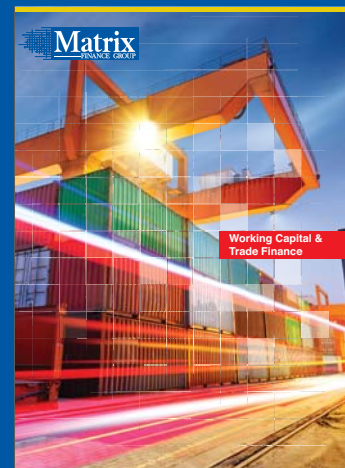
ASK ABOUT OUR OTHER PUBLICATIONS



Corporate Overview 2016



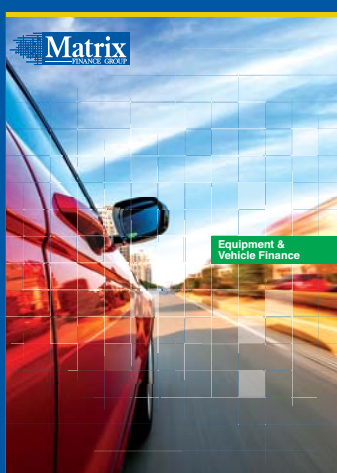
Commercial Loans



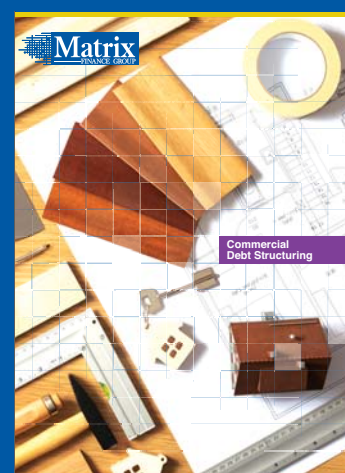
Working Capital &
Trade Finance



Vendor Program



Equipment & Vehicle Finance



Commercial Debt Structuring



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