

MORTGAGE BROKING

Fortnightly Newsletter At Your Doorstep: Lifestyle-V Finance



Message From The Director:

This Edition Features Collaborative Work From Different Industry Partners to Help support Our Clients

Plan ahead
Prepare Today
Propose Tomorrow

Lifestyle-V Finance

Lifestyle We Finance Pty
Ltd Lifestyle-V Property Gp

CLIENTS LIVING OVERSEAS WHO ARE AUSTRALIAN CITIZENS AND KEEN TO BUY PROPERTY BACK IN AUSTRALIA!

*Ref MKM Capital**

Clients :

1. Self-employed
2. Full Doc PAYG
3. PR living in Australia, income from overseas

MKM will accept 100% of all foreign income
MKM does not shade income from other countries.



Growth in regional rents outpace capital cities

REF ME BANK*

AWARD-WINNING MOBILE BANKING APP AND ONLINE BANKING PLATFORM

*Ref Macquarie Bank**

1. Enhanced Security
2. Smart Budgeting
3. Pay ID Faster Transfers
4. Apple Pay/Google Pay
5. Notification
6. Spending/Category

New: Cross collateral functionality

Implementation of cross collateral functionality as of 19 May 2021.

"...the ability for existing and new Macquarie clients to submit cross collateral loan applications .. is available for *individual borrowers and company and trust borrowers*, providing it's the same borrowing structure.

REF MACQUARIE BANK*

..... THE LATEST QUARTERLY REGIONAL REPORT FROM CORELOGIC, RENT VALUES ACROSS COMBINED REGIONAL MARKETS HAVE INCREASED ALMOST THREE TIMES AS MUCH AS THE CAPITAL CITY MARKETS OVER THE YEAR.

THE FINDINGS REVEALED THAT THE ANNUAL GROWTH RATE OF COMBINED REGIONAL DWELLING VALUES WAS MORE THAN TWICE THAT OF THE CAPITAL CITIES, AT 13% AND 6.4%, RESPECTIVELY.

THE GROWTH OF THE REGIONAL RENTAL MARKET HAS LEFT TENANTS COMPETING ON SPEED OF APPLICATION AND PRICE.



SMSF

REF GRANITE HOMELOANS*

Indicative offers within 48 hours

Up to 80% LVR Residential and Commercial

Fixed or variable rates available from 4.69%

Loans up to a maximum of \$1,500,000

Available for Purchase or Refinance

Park extra cash with 100% Offset

Access to your Offset money when you need it, with
Free online transfer to your bank SMSF Cash
Management Account

Payment cycle that suits you with Monthly,
Fortnightly or Weekly repayments

Greater Flexibility with Direct Debit and Direct Credit
Facilities

No Net Asset or Liquidity test required

Residential Business & Commercial Lending

REF PARAMOUNT MORTGAGES*

"\$16 MILLION DEVELOPMENT, 60 UNITS, NO
PRESALE, SETTLED"

6 MONTHS ABN

LO DOC CONSTRUCTION

3 MONTHS ABN CAR LOAN

DIFFERENT LENDERS HAVE DIFFERENT RISK
APPETITE



BUYING OR SELLING PROPERTIES CAN BE A LIFE CHANGING EXPERIENCE
YOU DO NOT HAVE TO DO IT ALONE
MAKE THAT POSITIVE CHANGE IN YOUR LIFE WITH STYLE AND CONFIDENCE
LET US SHOW YOU HOW YOU CAN ACHIEVE THAT TODAY



FIRST HOME BUYERS FACE A WORLD OF UNKNOWN PARAMETERS AND THE FACT IS THAT EVEN PROFESSIONALS ARE STRUGGLING TO KEEP UP WITH THE EVER CHANGING RULES AND CHANGES TO THE FINANCE WORLD.

FIRST HOME BUYER CLIENTS REQUIRE MUCH NEEDED EDUCATION ON:

STEP 1: SORT OUT YOUR FINANCE, UNDERSTAND SERVICEABILITY, DEPOSIT REQUIREMENTS, LVR, LMI AND THE FINAL BORROWING CAPACITY.

STEP 2: EITHER SPEND A LOT OF TIME DOING YOUR HOMEWORK: UNDERSTAND THE SUBURB YOU ARE CONSIDERING, THE LOCAL MARKET, DEMAND, SUPPLY, DEMOGRAPHIC AND GROWTH RATE OR ENGAGE A PROFESSIONAL TO DO IT ALL FOR YOU. IT IS ADVISABLE TO LET A SKILLED AND EXPERIENCED BUYER'S ADVOCATE TAKE CARE THE DUE DILIGENCE AND MARKET ANALYSIS TO SAVE YOU FROM MAKING FINANCIAL AND INVESTMENT MISTAKES THAT WILL HAVE AN IMPACT ON YOUR FUTURE WEALTH

STEP 3: CHOSE THE RIGHT AGENT FOR YOU. IT IS VITAL THAT YOU WORK WITH SOMEONE YOU TRUST AND SOMEONE WHO UNDERSTANDS YOUR NEEDS. SETTING THE RIGHT FOUNDATION IS KEY TO A GREAT OUTCOME FOR BOTH THE AGENT AS WELL AS THE PURCHASER

STEP 4: ENSURE YOU COMMUNICATE ALL YOUR NEEDS, A GOOD BA WILL ENSURE YOU CHALLENGE YOUR CHOICES FOR THE BEST OUTCOME. LEARN HOW TO ILLUSTRATE AND CONVEY YOUR MESSAGE TO RULE OUT ANYTHING YOU DO NOT WANT IN YOUR PROPERTY. THE BASIC RULES ARE: IDENTIFY YOUR "MUST HAVE'S", "NICE TO HAVE'S", "AVOID ITEMS" AND "CHALLENGES"

STEP 5: ENSURE YOU HAVE A REGULAR COMMUNICATION HABIT TO GROW WITH YOUR AGENT. IT IS LIKE WORKING WITH YOUR LAWYER WHO IS FIGHTING THE BATTLE FOR YOU, BUT YOU HAVE TO SPEND THE TIME AND EFFORT TO WORK ON THE STRATEGY TOGETHER.

STEP 6: TOGETHER IS THE KEY, STRATEGY IS THE KEY, FLEXIBILITY IS THE KEY. WITHOUT BEING ABLE TO COMPROMISE WHEN ASKED BY YOUR BA CAN COST YOU FAILURE AT THE END OF THE JOURNEY, BECAUSE MANY FHB HAVE HIGH EXPECTATIONS AT A LOW BUDGET. LET YOUR ADVOCATE HELP YOU, BE OPEN TO THE ADVISE AND YOU WILL DEFINITELY ACHIEVE YOUR GOALS!

KIND REGARDS,

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SNAPSHOT OF THE CHANGES TO THE RESIDENTIAL TENANCIES ACT 1997 (VIC). WHAT DO THE CHANGES MEAN FOR LANDLORDS?

THE NEW RESIDENTIAL TENANCIES AMENDMENT ACT 2018 ("RTAA") AMENDMENTS AND THE ACCOMPANYING RESIDENTIAL TENANCIES REGULATIONS 2021 ("REGULATIONS") WERE INTRODUCED INTO

THE RESIDENTIAL TENANCIES ACT 1997 ON 29 MARCH 2021.

THE AMENDMENTS ARE INTENDED TO MAKE RENTING RESIDENTIAL PROPERTY FAIRER AND SAFER IN THE

STATE OF VICTORIA. THE AMENDMENTS EXTEND THE OBLIGATIONS OF RESIDENTIAL LANDLORDS (NOW TO

BE CALLED "RENTAL PROVIDERS") AND OFFER ADDITIONAL PROTECTIONS FOR RESIDENTIAL TENANTS (NOW TO BE CALLED "RENTERS").

RENTAL PROVIDERS MUST ENSURE THAT THE PROPERTY COMPLIES WITH CERTAIN MINIMUM STANDARDS

BEFORE A RENTER MOVES IN. IF THE PROPERTY DOES NOT MEET THE MINIMUM STANDARDS, THE RENTER

CAN TERMINATE THE RENTAL AGREEMENT BEFORE THEY MOVE IN, OR THEY CAN REQUEST AN URGENT REPAIR.

TISHER LINER FC LAW'S BLOG ON THE CHANGES TO RESIDENTIAL TENANCIES ACT 1997 - IS A HIGH LEVEL SUMMARY OF THE MORE IMPORTANT CHANGES AND ANSWERS RENTAL PROVIDERS FREQUENTLY

ASKED QUESTIONS ON THE CHANGES:

□ WHAT ARE NOW PROHIBITED FROM BEING INCLUDED IN A RESIDENTIAL RENTAL AGREEMENT?

□ WHAT CAN I DO IF MY TENANT ISN'T PAYING THEIR RENT?

□ WHAT ARE THE NEW RESTRICTIONS ON RENT INCREASE?

□ CAN I GIVE A 'NO SPECIFIED REASON' NOTICE TO VACATE?

□ MY TENANT IS THREATENING OR INTIMIDATING ME. WHAT ARE MY RIGHTS?

□ WHAT IF I DON'T COMPLY WITH THE LEGISLATIVE CHANGES?

□ WHAT OTHER CHANGES SHOULD I AS THE RENTAL PROVIDER BE AWARE OF?

IF YOU HAVE ANY QUESTIONS REGARDING TO THE CHANGES TO THE RESIDENTIAL TENANCIES ACT 1997,

PLEASE DO NOT HESITATE TO CONTACT RON COHEN, PRINCIPAL AT TISHER LINER FC LAW AT +6138600 9333 OR BY EMAIL RCOHEN@TLFC.COM.AU.



**VAIBHAV RASTOGI (RASTI)
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KEEN FOR STRESS-FREE PROPERTY PURCHASE IN THIS MARKET? OFF-MARKET LISTINGS ARE THE SOLUTION.

TO BEGIN WITH, ONE SHOULD UNDERSTAND PRECISELY WHAT AN OFF-MARKET PROPERTY IS.

AN OFF-MARKET PROPERTY IS A VERSION OF A SILENT SALE. IT IS A PROPERTY THAT IS FOR SALE BUT IS NOT PUBLICLY LISTED NOR ADVERTISED ONLINE. TRADITIONALLY, OFF-MARKET IS A METHOD USED BY SELLERS WHO WANT DISCRETION WHEN SELLING HIGH-END PROPERTIES. LET US LOOK AT THE BENEFITS OF BUYING OFF-MARKET PROPERTIES:

- 1. IT IS LESS STRESSFUL IN A HOT MARKET*
- 2. YOU DO NOT NEED TO SACRIFICE YOUR WEEKENDS TO ATTEND OPEN HOUSES*
- 3. YOU CAN EASILY TALK TO THE SELLER, LAY DOWN YOUR PROPOSALS AND NEGOTIATE BASED ON WHAT IS BEST FOR YOU*
- 4. YOU WILL HAVE LESS COMPETITION*
- 5. TYPICALLY, NO NEED FOR A RUSH DECISION TO BUY THE PROPERTY*

BUYING AN OFF-MARKET PROPERTY COULD BE THE BEST MOVE FOR PROPERTY INVESTORS AND HOME BUYERS. YOU CAN EASILY MAKE DEALS DIRECTLY TO THE OWNER AND NEGOTIATE TO GET THE PRICE THAT IS BEST SUITED FOR YOU AND AVOID THE RISK OF OVERPAYING. THE SELLER'S AGENT USUALLY IS IN CHARGE OF GENERATING INTEREST IN THEIR PROPERTIES. THE ONLY THING THAT CHANGES IS DIRECT ADVERTISING. HOWEVER, MOST AGENTS HAVE A STRONG NETWORK OF THEIR VIP LIST. THE EXCLUSIVE NATURE OF GOING OFF-MARKET VIA THE VIP LIST MEANS THAT NOT ANY INVESTOR CAN BID ON THE PROPERTY. THE TASK IS TO BECOME THAT TYPE OF BUYER THAT COMES IN THAT CLOSE NETWORK. THE REALITY IS, IT IS DIFFICULT FOR A TYPICAL PROPERTY INVESTOR OR HOME BUYER TO FIND OFF-MARKET PROPERTIES, BUT WITH THE HELP OF AN EXPERIENCED BUYER'S AGENT WHO WORKS WITH SEVERAL SELLER AGENTS, YOU CAN BE GRANTED ACCESS. WHETHER THE MARKET IS HOT OR NOT, SILENT SALES DO HAPPEN, AND WE HAPPEN TO KEEP OUR CLIENTS UPDATED WITH OUR OFF-MARKET OPPORTUNITIES.

ANOTHER THING THAT HELPS GRAB A GREAT OFF-MARKET PROPERTY IS THAT YOU ARE READY FOR YOUR FINANCES AS A BUYER. AS AN OFF-MARKET PROPERTY, GENERALLY, THE SELLER IS KEEN TO HAVE A BUYER WHO HAS THE FINANCE APPROVAL SO THAT THE TRANSACTION CAN BE DONE QUICKLY. THE SELLING AGENT WANTS A SMOOTH AND SPEEDY TRANSACTION TO HAVE A HASSLE-FREE DEAL WITH A GUARANTEE. THAT IS WHY THE SELLING AGENTS APPROACH AN INDEPENDENT BUYER'S AGENT, AS HE KNOWS THAT THE BUYER WILL BE QUALIFIED IF IT COMES FROM THE BUYER'S AGENT. THE SELLING AGENT ALSO KNOWS THAT THE BUYER'S AGENT WILL PROFESSIONALLY TAKE OUT ALL THE EMOTIONS DURING THE DEAL SETTLEMENT.

NEXT STEPS: GET RARE PROPERTIES COMES TO YOUR ASSISTANCE AS AN INDEPENDENT BUYERS' AGENT HERE TO GUIDE YOU THROUGH THE COMPLEXITIES OF PURCHASING PROPERTIES. WITH US IN YOUR TEAM, YOU CAN ENSURE THAT YOU WILL GET THE RIGHT PERSONALISED STRATEGY, THE RIGHT PROPERTY AT THE RIGHT PLACE AT THE RIGHT NEGOTIATED PRICE.



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