

Get the right loan advice from experienced team



ENTHUSIASM: Vince Ferrito of Central Tablelands Finance. Photo: STEVE GOSCH 0122sgfinance1

VINCE Ferrito of Central Tablelands Finance has more than 35 years experience in the finance industry, with a strong background in mortgage broking.

Known for his enthusiasm and strong work ethic, Vince is well-equipped to give expert advice on all lending and property transactions and has won many industry awards for outstanding service and sales performance.

His years of experience have taught him that the most important thing a broker can do for their clients is to listen.

"Our responsibility is to understand our clients' goals and translate that into a lending solution that is suitable for their circumstances today and into the future," he said.

"Whether you are a first home buyer or seasoned investor or a small business owner we focus on your needs and deliver a solution

quickly and efficiently, ensuring that at all times you are kept in the loop.

"Throughout the application phase, we keep clients regularly updated of progress and liaise with relevant parties where necessary."

"We also maintain a relationship with you post settlement and are always available to answer any questions you may have about your loan package and can help you make informed decisions should your circumstances change."

Visit our web page www.centraltablelandsfinance.com.au to read our 10 Easy Steps to Home Ownership.

1. Determine your budget
2. How much bang for your buck
3. Good Loan Hunting
4. Shop for the Best deal
5. Get the application Approved

You do the house-hunting. We'll manage the home loan.

Talk to Natasha Finucane, your local Suncorp Bank Home Loan Specialist who will help you choose the loan that's right for you.

Natasha Finucane
Home Loan Specialist
Orange Branch
71-75 Summer St, Orange

02 6360 5722
natasha.finucane@suncorp.com.au



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A valuable part of property purchase

THERE are few different scenarios where a valuer can assist in the property purchase.

1. Am I paying too much? Market movement aside, a good investment simply relies upon the price you pay and the price at which you sell.

2. Is the property subject to capital gains tax when I sell? If you move out of your home and rent it out you have drawn a new line in the sand from a capital gains tax view. A valuation can therefore reduce your tax.

3. Not just buyers need a valuation. As a seller (vendor) a range of agents may provide you with a wide range of opinions. Choosing the highest may result in the property sitting for sale with little interest or alternatively have you selling the property cheaply.

A valuation based on sales analysis and check methodology can provide you with a market based valuation rather than an agent that is desperate for your listing.

4. Valuers may need to do a valuation for the lender to enable your purchase and home loan to proceed. Check if this is required and if the lender can confirm whether the bank valuation is higher or lower than the purchase price.

5. The valuers report may identify some concerns that haven't been found or discussed with the agent.

6. The valuer acts independently.

7. The valuers know about property. Visit Saunders and Staniforth Valuers at Level 1, 204-206 Lords Place or call them on 6362-1880.



INDEPENDENT ADVICE: Saunders and Staniforth Valuers in Lords Place. Photo: LUKE SCHUYLER 0124sstan1

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SUNCORP Bank offers a strong suite of personal and business deposit and lending products through a national network of more than 200 branches and business centres and 2000 ATM access points.

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Suncorp Bank's Orange branch is located at 71-75 Summer Street, Orange (next to the Fire Station). Drop in and visit our friendly and experienced team today.

Here to help with every step of process

FIRST Choice Credit Union is locally owned and run, with more than 40 years experience in assisting our members to own their own home. We are here to help you with each step along the way in the purchase of your new home.

- 10 Steps to buying a home:
- Plan and research properties
 - Save a deposit (aim for 10 to 20 per cent)
 - Arrange finance (pre-approval)
 - Start looking – check out the market
 - Choose a property within your price range
 - Check the condition of the property
 - Formal loan application
 - Legal checks and requirements
 - Exchange of contracts (deposit cheque required)
 - Settlement and moving in!

How much can you afford? Before you can calculate how much you can afford to pay for your home, you will firstly need to work out the total cost of the purchase.

This total cost is the combined amount of the purchase price of the property with any additional fees.

Additional fees may include legal costs, inspections, government charges, miscellaneous charges and moving expenses.

As a general rule, these additional fees are around 5 per cent of the price of the property.

Most lenders won't allow your loan repayments to be more than 25 per cent of your total income.

Therefore, if your total monthly income is \$4000, your loan repayments must be no more than \$1000.

The four things lenders look for before approving a loan:

- Character – are you a good financial risk?
- Capacity – can you afford to repay the loan?
- Capital – what you already own.
- Collateral – is the property you are buying adequate security for the money you are borrowing?

For all other advice regarding your new home contact Rory today on 6362 2944 or submit a loan application via www.firstchoiceccu.com.au.



SMOOTH PROCESS: Tony Cheney and Peter Wilson have more than 35 years' experience each.

Take the stress out of buying your new home

LET Cheney and Wilson Solicitors take the stress and worry out of buying your new home.

Buying a home can be daunting but not when you're with Cheney and Wilson Solicitors of Orange.

After finally finding the house of your dreams you are confronted with not only a maze of paperwork but the issues of getting finance and insurance - it can all be a bit overwhelming!

With over 35 years of experience each, Tony Cheney and Peter Wilson know exactly how to make the whole process go smoothly and ensure there will be no surprises.

They will take the jargon out of contracts and make sure you know exactly

what, when and how everything is happening.

From dealing with real estate agents and banks and structuring your affairs to save money, the team at Cheney and Wilson will help you every step of the way.

Friendly, welcoming staff are on hand to take your appointments and these can even be arranged outside of working hours if necessary.

Cheney and Wilson offer both conveyancing and legal assistance and nobody beats them on customer service.

The team at Cheney and Wilson Solicitors believe that a client is a client for life and would love to help you make your dreams a reality.

Top tips for home ownership

WHEN purchasing a new property, there are six key considerations one should be aware of, whether it is a first or not.

What should be an easy task could become difficult, but with effective planning the process is much simpler and more adventurous.

Here are St. George's top tips on purchasing a new property:

1. Location – think about where you want to buy and have a few locations in mind.
2. Be open minded: don't limit your options, look at all types of dwellings whether it be a house, apartment, terrace or townhouse.
3. Monitor the market: look at trends in property sales and median prices in your preferred location to snap up a good buy.
4. Speak to your bank: your long term financial goals. Organise a time to speak with



DREAM HOME: Margot Connors and Stacey Carthew at St George can help you buy your dream home. Photo: MELISE COLEMAN 0121mstgeorge1

a home loan specialist to determine borrowing capacity, existing opportunities, best rates and products to suite you.

5. Budget: keep track of your spending and map out your long term financial goals. Factor in up-front costs, possible rate rises, lifestyle and employment changes, and unplanned loss of income. This will make sure nothing unexpected comes your way.
6. Patience: Don't rush. Take your time to find your dream home.

Ask the professionals

BUYING a new home can be very stressful. To eliminate some of the stress you should ensure that you have made contact with your bank and ascertained the bank will lend you the funds to buy your new home, and also the amount of the repayments.

Once you have found your new home:

1. The agent will ask you to provide details of the person acting.

This is to enable a sales advice to issue and the solicitor/conveyancer acting for the vendor will know who to send the contract to, and will also notify the person acting for you that you have negotiated the purchase.

2. Your lender will require a copy of the front page to enable them to arrange for a valuer to inspect the property so a valuation can be undertaken to ensure the property is valued at the price you are paying for it.

3. You will be asked what reports you wish to obtain. These include building and pest reports, survey report and council certificate confirming the property you are purchasing.

These reports are suggested by your solicitor/conveyancer, as a purchaser accepts the property in its present state of repair.

4. When finance is unconditionally approved (after the valuation is taken) and all reports you have requested are received, you will proceed to exchange.

This is when you are committed to buying the



COMPREHENSIVE SERVICE: Sandra Kelly and Amanda Thomas.

property. The normal time for settlement or when you move into your new property is six weeks from exchange. This can be negotiated for specific dates if necessary.

5. Settlement is the date your bank will provide the loan funds and payment for your new home occurs. You should arrange a pre-settlement inspection to ensure there have been no changes to the property since exchange and the vendors have provided vacant possession.

6. After settlement occurs the agent will be notified and you will collect the keys to the property.

Sandra Kelly Conveyancing offers comprehensive service. Call 6360-0083 to find out more.

Pre Purchase check
Determine how much your property is really worth!
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** Comparison rates are based on a loan amount of \$150,000 over 25 years. This comparison rate is true for the example given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Australian Credit Number 240722

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As lawyers with more than 35 years experience each in property law we can provide buyers and sellers with both conveyancing services and legal assistance. We offer a complete service for all your property needs.

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