



Hobart Home Loans is a firm that specialises in arranging loans for borrowers. In providing these services, Hobart Home Loans is an independent contractor. We are not the agent of any particular lender, nor are we your agent. We will provide you with information, which to the best of our knowledge is correct at the date the information is provided to you. We may also answer questions you raise while we are arranging a loan for you.

For example, we may:

- Provide information regarding different types of loans;
- Explain the difference between a fixed interest rate and a variable interest rate;
- Explain the differences between interest only and principal and interest loans;
- Provide information regarding other products such as fire insurance, personal protection insurance or other financial services.

We advise that we may be paid a fee by you or by lenders or other people with whom we do business.

Geoffrey Colls is the sole proprietor Hobart Home Loans and is Licensed with ASIC to provide Credit Advice to clients. Australia Credit License number is 387805.

We will use our experience to present to you information on products, which we consider are suitable for your requirements, but the final choice to acquire any of those products is yours. Hobart Home Loans is a full member of the Mortgage and Finance Association of Australia (MFAA), Geoff holds a Diploma of Financial Services (Finance /Mortgage Broking Management). Geoff also holds MFAA Credit Adviser status.

Hobart Home Loans is also a member of the "Australian Financial Complaints Authority" (AFCA) (Member Number 42673). The "Australian Financial Complaints Authority" (AFCA) provides an avenue for independent complaint resolution. Should you have a problem or issue with the service provided by Geoff, you should first put your complaint to Geoff. If he cannot resolve your complaint then you have the avenue of taking your complaint to the "Australian Financial Complaints Authority" AFCA.



# Credit Guide and Privacy Statement

## ABOUT US ("we, us, our"):

<b>Australian Credit Licence Holder</b>	<b>Geoffrey David Colls</b>  Address: 223 Collins Street, Hobart TAS 7000 Tel: (03) 6228 2422 Fax: (03) 62282433 Email address: geoff@hobarthomeloans.com.au Website: www.hobarthomeloans.com.au
<b>An employee or representative of:</b>	
<b>Licensee</b>	<b>Geoffrey David Colls</b> <b>Hobart Home Loans</b> <b>223 Collins Street</b> <b>Hobart TAS 7000</b> <b>Phone: (03) 6228 2422</b> <b>Fax: (03) 6228 2433</b> <b>Australian Credit Licence No. 387805</b>
<b>Broker Group</b>	<b>Professional Lenders Association Network of Australia Pty Ltd</b> <b>ACN 086 490 833</b>  Level 10 101 Collins Street Melbourne VIC 3000 Phone: 1300 78 78 14 Fax: 1300 78 78 15  <b>Credit Representative Number: 392535</b>

This document provides you with information relating to our activities. It contains information about various fees and charges that may be payable by you to us, as well as about certain commissions we may receive from a licensee, or we pay to certain third parties. It also contains information about what you should do if you have a complaint or dispute in connection with our services as a credit representative.

## WHAT IS CREDIT ASSISTANCE?

We give you credit assistance when:

- we assist you to apply for a particular loan or lease;
- we suggest you apply for a particular loan or lease (or suggest you apply for an increase to an existing loan); or
- we suggest you remain in your current loan or lease.

## THE ASSESSMENT WE NEED TO DO BEFORE GIVING YOU CREDIT ASSISTANCE

Before we provide credit assistance to you, we assess whether the particular loan or lease is suitable for you. To do this, we need to make reasonable inquiries and verify that:

- the loan or lease or increase will meet your requirements and objectives; and
- you can meet the proposed repayments.

We won't be able to give you credit assistance if our assessment shows that:

- you won't be able to meet the proposed repayments without substantial hardship; or
- the loan or lease won't meet your requirements or objectives.

## GETTING A COPY OF OUR ASSESSMENT

If we provide you with credit assistance, you can ask us for a copy of our assessment any time up to 7 years after we provide you with a credit assistance quote. To request a copy please contact us. We will provide you with a copy:

- within 7 business days after the day we receive your request – provided you make the request within 2 years of the date of our credit assistance quote; or
- otherwise, within 21 business days after the day we receive your request.

## INFORMATION ABOUT THE LICENSEE

Subject to meeting credit criteria, we are able to assist you to obtain loans and leases for you from a broad range of lenders and lessors through our broker group. Our Broker Group does not require us to recommend any particular lender and our Broker Group does not set any quotas or obligations on us relating to recommending any particular lender.

The Broker Group's panel of lenders includes a number of lenders and loan distributors that are part of the National Australia Bank Group. These include National Australia Bank Ltd and Plan Lending Pty Ltd.

The following are the lenders or lessors with whom we generally conduct our business:

- |                     |                        |                                      |
|---------------------|------------------------|--------------------------------------|
| • AMP Bank          | • Nabbroker            | • Suncorp Metway Ltd                 |
| • ANZ Bank          | • ING Direct           | • Westpac Bank                       |
| • Bank West         | • La Trobe Financial   | • ME Bank                            |
| • Auswide Bank      | • Liberty Financial    | • Mystate Bank                       |
| • Commonwealth Bank | • NAB                  | • Murdoch Clarke Mortgage Management |
| • Heritage Bank     | • Pepper Home Loans    | • Virgin Money                       |
| • Resimac           | • Plan Lending Pty Ltd |                                      |

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Top 6 lenders and % of residential business written in the previous financial year (1<sup>st</sup> July – 30<sup>th</sup> June) by Hobart Home Loans:

Lender	% of portfolio
Suncorp Metway Bank	20%
NAB	13%
Commonwealth Bank	12%
ING Direct	11%
Bank West	11%
Virgin Money	10%
<b>Total</b>	<b>77%</b>

## Ownership

We obtain mortgage aggregation services from the Broker Group. The Broker Group is a member of the National Australia Bank Group. The Broker group provides services at arms's-length to our business which include IT systems, loan information and lodgement systems, training and development, commission processing, conferences and professional development events, and assistance with regulatory and compliance obligations. In consideration of the services the Broker Group gives us, we pay fees to the Broker Group or the Broker Group retains some of the commission panel lenders pay on loans we arrange.

Our business is owned and managed independently from the Broker Group and National Australia Bank Limited (NAB)

## FEES AND CHARGES

### FEES PAYABLE FOR THE PROVISION OF CREDIT ASSISTANCE

We will not charge you any fees for providing credit assistance to you if your loan is placed with a lender that pays an introducer commission to Hobart Home Loans. If your loan is to be placed with a lender where Hobart Home Loans does not receive an introducer commission then a brokerage fee may be payable by you. More detail about those fees will be set out in a quote we will give to you before we provide you with credit assistance.

### OTHER FEES AND CHARGES

You may have to pay other fees and charges (such as an application fees, valuation fees and other fees) to the lender, lessor or other parties. You should review the disclosure documents and your loan contract or lease for further details of any such fees and charges.



## COMMISSIONS

### COMMISSIONS WE RECEIVE

BLSSA has appointed our broker group as its agent to receive commissions from lenders and lessors and to pay us commission in relation to loan contracts or leases for which we act and provide credit assistance. The total amount of commission we may receive in relation to your loan or lease may vary depending on the lender or lessor, the term, the features, the amount of the loan or lease you ultimately choose and the amount and timing of the repayments that you make.

#### Loan Contracts such as Home Loans, Investment Property Loans and Personal Loans

Upfront commission payable by lenders in relation to loans is calculated as a percentage of the loan amount and is generally in the range of [0.55%] and [0.77%] of the loan amount, GST Inclusive. It is usually paid after settlement of the loan.

Trail commission payable by lenders in relation to loans is generally calculated regularly (monthly, quarterly, bi-monthly or annually) on the outstanding loan balance and is paid in arrears. The trail commission payable by lenders is generally in the range of [0.11%] per annum and [0.33%] per annum of the outstanding loan amount, GST Inclusive.

#### Personal Loans

Upfront commission payable by lenders in relation to personal loans is calculated as a percentage of the loan amount and is generally in the range of [ ] % and [ ] % of the loan amount. It is usually paid after settlement of the loan.

Trail commission payable by lenders in relation to personal loans is generally calculated regularly (monthly, quarterly, bi-monthly or annually) on the outstanding loan balance and is paid in arrears. The Trail commission payable by lenders is generally in the range of [ ] % per annum and [ ] % per annum of the outstanding loan amount.

#### Leases

Upfront commission payable by lessors in relation to leases is calculated as a percentage of the lease amount and is generally in the range of [0.55%] and [3.3%] of the lease amount, GST Inclusive. It is usually paid after settlement of the lease.

Trail commission is generally not payable in relation to leases.

Further details of the commission earned by us will be included in the credit proposal disclosure document we will provide to you at the same time as we provide you with credit assistance.

You can request information from us about the fees that we are likely to receive, how those fees are calculated, and our reasonable estimate of the fees or commissions that will be payable.

### VOLUME BONUS ARRANGEMENTS

From time to time we or our broker group may receive a benefit, directly by way of cash bonus or additional commissions or indirectly by way of training, professional development days or sponsorship, if we or our broker group write a particular volume of loans offered by those lenders.



## COMMISSIONS PAYABLE BY US

If a third party has introduced you to us or referred you to us, we may pay them a commission or a fee. More detail about those payments will be set out in the credit proposal disclosure document we will give to you before we provide you with Credit assistance.

We obtain referrals from a range of sources, including real estate agents, accountants, financial planners or other people.

Further information about referral commissions, including our reasonable estimate of the amount of any commission payable and how it is calculated is available from us on request and will be included in the credit proposal disclosure we will supply to you when we provide you with our credit assistance.

## DISPUTES OR COMPLAINTS

### WHAT TO DO IF YOU HAVE A DISPUTE OR COMPLAINT?

We are committed to providing our customers with the best possible service. If at any time we have not met our obligations – or you have a complaint about any of our services – please inform us so we can work towards a resolution. We will endeavour to deal with your complaint promptly, thoroughly and fairly.

### HOW TO MAKE A COMPLAINT AND THE COMPLAINTS PROCESS?

If we have a complaint, we request you follow these steps:

1. In the first instance, please contact your credit assistance provider.
2. If your complaint has not been resolved to your satisfaction within 5 business days, please contact our Complaints Area as detailed below:

**Telephone:** (03) 6228 2422 Monday to Friday 9am to 5pm (AEST)

**Email:** [geoff@hobarthomeloans.com.au](mailto:geoff@hobarthomeloans.com.au)

**Fax:** 03 6228 2433

**Mail:** Hobart Home Loans Advice Complaints, PO Box 4548 Bathurst Street Post Office, Hobart 7000.

We may ask for additional information and request you to put your complaint in writing to ensure your issue is properly investigated.

3. In cases where your complaint will take longer to resolve, we will update you progressively.

## THIRD PARTY PRODUCTS OR SERVICES

If your complaint relates to a product or service acquired through a third party (for example, a lender) we may ask you to contract the relevant third party. They will deal with your complaint under their complaints resolution process.

If you are not satisfied with the resolution of your complaint by the third party under their complaints resolution process, you are entitled to have your dispute considered by their External Dispute Resolution Scheme. Please contact the third party for further details.



## KEEPING YOU INFORMED

Our Complaints Area will acknowledge receipt of your complaint within five business days. If unable to resolve the complaint/dispute to your satisfaction within five business days, they will write to you advising the procedures we will follow in investigating and handling your complaint.

Within 45 calendar days from the date you lodged the complaint with us, we will write to you advising you the outcome of the investigation and the reason/s for our decision, or if required, we will inform you more time is needed to complete the investigation.

## STILL NOT SATISFIED?

If you do not think we have resolved your complaint to your satisfaction, you may take the matter – free of charge – to the relevant External Disputes Resolution Scheme (provided it is within the scheme's terms of reference) as detailed below. You may also refer the matter to the relevant External Disputes Resolution Scheme at any time, but if our internal process is still in progress, they may request that our internal processes be complete before considering the matter further.

Hobart Home Loan's external dispute resolution service provider is the Australian Financial Complaints Authority, which can be contacted via:

- Website: [www.afca.org.au](http://www.afca.org.au)
- Email: [info@afca.org.au](mailto:info@afca.org.au)
- Telephone: 1800 931 678 (free call)1
- In writing to: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001

## PRIVACY STATEMENTS

We need to collect personal information about you to provide you with our broking & related services. This privacy statement tells you how we collect your information, what we use the information for and who we share the information with. If we collect information that can be used to identify you, we will take reasonable steps to notify you of that collection.

### How information is collected from you

We will collect your information from you directly whenever we can, like from enquiries we make of you when you seek credit assistance from us. We may verify that information from sources referred to in the responses to those enquiries or in this privacy statement.

### How information is collected from other sources

Sometimes we will collect information about you from other sources as the Privacy Act 1988 permits. We will do this only if it's reasonably necessary to do so, for example, where:

- we collect information from third parties about a loan or lease in relation to which you seek our services;
- we can't get hold of you and we rely on public information to update your contact details; or
- we exchange information with your legal or financial advisers or other representatives.

### When the law authorises or requires collection of information

Some law may require us to collect personal information about you. For example, we may require your information to verify your identity under Australian Anti-Money Laundering law.





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### **How your information may be used**

We may use your information for purposes including:

- giving you credit assistance;
- giving you information about loan products or related services;
- considering whether you are eligible for a loan or lease or any related service you requested;
- assisting you to prepare an application for a lease or a loan;
- administering services we provide, for example, to answer requests or deal with complaints;
- administering payments we receive, or any payments we make, relating to your loan or lease;
- identifying you;
- telling you about other products or services we make available and that may be of interest to you, unless you tell us not to;
- telling you about other suppliers, with whom we have arrangements, that supply goods or services that may be of interest to you;
- allowing us to run our business efficiently and perform general administrative tasks;
- preventing or investigating any fraud or crime or any suspected fraud or crime;
- as required by law, regulation or codes binding us; and
- any purpose to which you have consented.

You can let us know at any time if you no longer wish to receive direct marketing offers from us. We will process your request as soon as practicable.

### **What happens if you don't provide information?**

If you don't provide your information to us, it may not be possible to:

- assist in finding a loan or lease relevant to your circumstances;
- verify your identity or protect against fraud; or
- let you know about products or services that might be suitable for your financial needs.

### **Sharing Your Information**

#### General

We may use and share your information with other organisations for any purpose described above.

#### Sharing with your representatives and referees

We may share your information with:

- your representative or any person acting on your behalf (for example, lawyers, settlement agents, accountants or real estate agents); and
- your referees, like your employer, to confirm details about you.

#### Sharing with third parties

We may share your information with third parties in relation to services we provide to you or goods or services in which we reasonably consider you may be interested. Those third parties may include:

- the mortgage aggregator through whom we submit loan or lease applications to lenders or lessors on the mortgage aggregator's panel. You can view our mortgage aggregator's privacy notice at <http://www.planaustralia.com.au/content/dam/planaustralia/Documents/Privacy-Statement-Broker-Clients.pdf>. It sets out how our mortgage aggregator manages your personal information and where you can find its privacy policy;
- if we are not an Australian Credit Licence holder, the Australian Credit Licence holder that authorises us to engage in credit activities. Our credit guide will tell you who that Australian



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Credit Licence holder is. If it is BLSSA Pty Ltd (BLSSA), you can view BLSSA's privacy notice at the same internet address as our mortgage aggregator's privacy notice. It sets out how BLSSA manages your personal information and where you can find its privacy policy;

- referrers that referred your business to us;
- financial services suppliers with whom we have arrangements;
- valuers;
- lenders, lessors, lender's mortgage insurers and other loan or lease intermediaries;
- organisations, like fraud reporting agencies, that may identify, investigate and/or prevent fraud, suspected fraud, crimes, suspected crimes, or other misconduct;
- government or regulatory bodies as required or authorised by law. In some instances, these bodies may share the information with relevant foreign authorities;
- guarantors and prospective guarantors of your loan or lease;
- service providers, agents, contractors and advisers that assist us to conduct our business for purposes including, without limitation, storing or analysing information;
- any organisation that wishes to take an interest in our business or assets; and
- any third party to which you consent to us sharing your information.

#### Sharing outside of Australia

We are not likely to disclose your information to organisations overseas. However, we may store your information in cloud or other types of networked or electronic storage. As electronic or networked storage can be accessed from various countries via an internet connection, it's not always practicable to know in which country your information may be held.

#### **Privacy Policy**

You can find out more about how we manage your information by reading our Privacy Policy available by contacting us. Please see our contact details above. [Also, you can read and obtain a copy of that policy at our website address set out above.] Our Privacy Policy sets out how you can ask us to access and seek to correct information we hold about you and how you may complain against us about a privacy issue.

#### **Information about other people**

If you give information to us about another person (like your co-applicant) in relation to the services we provide, you will let that other person know that:

- we have collected their information to provide those services or for any other purpose set out in this privacy notice;
  - we may exchange this information with other organisations set out in this privacy notice;
  - we handle their personal information in the way set out in our Privacy Policy and this privacy notice and they can:
    - access or request a copy of that privacy policy or this privacy notice; or
    - access the information we hold about that other person,by using our contact details above; and
- we may not be able to provide those services to you unless we obtain their information.

223 Collins Street, Hobart TAS 7000  
(3) 62282422

## PRIVACY DISCLOSURE STATEMENT AND CONSENT

Hobart Home Loans ('we', 'us', 'our') is collecting personal and financial information about you.

1. The personal and credit-related information you provide will be held by us.
2. You appoint us your agent to act as an 'access seeker' to obtain your credit information from a credit reporting body (CRB) on your behalf and for the purpose of assisting you with your application for credit. You authorise us to disclose any credit-related information we obtain to prospective financiers in connection with your application for credit.
3. We may use credit-related information and any other information you provide to arrange or provide credit and other services.
4. We may exchange the information with the following types of entities, some of which may be located overseas.
  - CRBs, including for a credit guarantee purpose;
  - Overseas Countries client information is likely to be disclosed to, include - India;
  - Persons who provide finance or other products to you, or to whom an application has been made for those products;
  - any person or entity who represents you including financial consultants, accountants, lawyers, mortgage brokers, persons holding power of attorney, guardians and advisers;
  - any industry body, government authority, tribunal, court or otherwise in connection with any complaint regarding our services
  - any investors, agents or advisers, trustees, ratings agency or business assisting us with funding for credit made available to you or any entity that has an interest in your finance;
  - where we are authorised to do so by law, such as under the Anti-Money Laundering and Counter Terrorism Financing Act 2006 (Cth), government and law enforcement agencies or regulators;
  - any person where you have provided us consent;
  - any of our associates, related entities or contractors
  - other guarantors or borrowers (if more than one) to borrowers or prospective borrowers of any credit you guarantee or propose to guarantee;
  - your referees, such as your employer, to verify information you have provided;
  - any person considering acquiring an interest in our business or assets; and
  - any organisation providing online verification of our identity.

5. Hobart Home Loans takes reasonable steps to ensure the security of your personal or company information from unauthorised access, theft or modifications.

In the extremely unlikely event that Hobart Home Loans suspects that there has been a data breach that may cause you serious harm, we will take all reasonable steps to assess if your data has been accessed or lost, and if this information being accessed or lost may cause you serious harm. This assessment will always be completed expeditiously and within 30 days.

If Hobart Home Loans finds that there has been a data breach that has the potential to cause you serious harm, this will be reported to the Office of the Information Commissioner and you directly.

6. You can gain access to your personal or company information or advise alterations to that information by contacting our office:

Contact Person: Geoffrey Colls  
Address: 223 Collins Street, Hobart Tasmania 7010  
Email: Geoff@hobarthomeloans.com.au  
Phone: (03) 6228 2422

Information which is easily accessible will be provided to you free of charge. However, information which is more difficult to access may have a fee associated with the request. You can also contact us for more detailed information on how we collect, handle and secure your personal information.

7. From time to time, Hobart Home Loans may contact you with information about products from either ourselves or our industry affiliates that we believe may interest you. To opt-out of receiving such information, simply let us know by contacting us directly using the office details above.

If you do not provide the information we may be unable to assist in arranging finance or providing other services.

You agree that we may collect use and disclose your information as specified above.

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_



## **Duty of Care/Management of Risk**

Having made the decision to purchase a home and enter into a Home Loan, we at Hobart Home Loans believe there are some key risk management issues that you need to consider.

The obligation you enter into when taking out a loan will impact on your current expenses and potentially on your lifestyle. In most cases whilst you are earning the income you currently are this should not cause unnecessary or undue hardship. If your situation was to change however (and this may be due to circumstances beyond your control) you may find that you are no longer able to maintain your loan or home and all other day to day expenses.

- As part of our service, we will provide you with information on a loan and mortgage protection insurance product, that is available to you at the time of taking out a new mortgage or home loan. You will need to consider this information carefully. As part of the process, in providing this information which is designed to protect you, I will provide to you, a copy of my Financial Services Guide and also the ALI Product Disclosure statement. This advice will be of a general and does not take into consideration your specific objectives, financial situation or needs. Please consider the Product Disclosure Statement (PDS) I will provide to you when deciding if the product is appropriate for you.

I will provide further detail, on this insurance product as we move through the loan assessment and application process.

It is also a requirement when you borrow money on a home loan to have your residential property covered by standard property insurance with the lenders interest noted as mortgagee.

We confirm receipt of a copy of the above document and also a copy of the ALI Group, Financial Services Guide for Mr Geoffrey Colls and ALI Product Disclosure Statement.

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# Duty ready reckoner

Duty in Tasmania is based on the value of dutiable property transferring. If the sale of property has been made at arm's length (for example through a real estate agent) the dutiable value is the purchase price paid, based on the following thresholds effective 21 October 2013.

Value of the property (including chattels)	Duty Payable
1 - 3 000	\$50
3 000 - 25 000	\$50 plus \$1.75 for every \$100, or part, by which the dutiable value exceeds \$3 000
25 000 - 75 000	\$435 plus \$2.25 for every \$100, or part, by which the dutiable value exceeds \$25 000
75 000 - 200 000	\$1 560 plus \$3.50 for every \$100, or part, by which the dutiable value exceeds \$75 000
200 000 - 375 000	\$5 935 plus \$4.00 for every \$100, or part, by which the dutiable value exceeds \$200 000
375 000 - 725 000	\$12 935 plus \$4.25 for every \$100, or part, by which the dutiable value exceeds \$375 000
725 000 - and above	\$27 810 plus \$4.50 for every \$100, or part, by which the dutiable value exceeds \$725 000

The following tables show the amount of duty payable on values increasing in \$2 500 increments.

\$ Value	\$ Duty	\$ Value	\$ Duty	\$ Value	\$ Duty	\$ Value	\$ Duty	\$ Value	\$ Duty	\$ Value	\$ Duty
5,000	85.00	105,000	2,610.00	205,000	6,135.00	305,000	10,135.00	405,000	14,210.00	505,000	18,460.00
7,500	128.75	107,500	2,697.50	207,500	6,235.00	307,500	10,235.00	407,500	14,316.25	507,500	18,566.25
10,000	172.50	110,000	2,785.00	210,000	6,335.00	310,000	10,335.00	410,000	14,422.50	510,000	18,672.50
12,500	216.25	112,500	2,872.50	212,500	6,435.00	312,500	10,435.00	412,500	14,528.75	512,500	18,778.75
15,000	260.00	115,000	2,960.00	215,000	6,535.00	315,000	10,535.00	415,000	14,635.00	515,000	18,885.00
17,500	303.75	117,500	3,047.50	217,500	6,635.00	317,500	10,635.00	417,500	14,741.25	517,500	18,991.25
20,000	347.50	120,000	3,135.00	220,000	6,735.00	320,000	10,735.00	420,000	14,847.50	520,000	19,097.50
22,500	391.25	122,500	3,222.50	222,500	6,835.00	322,500	10,835.00	422,500	14,953.75	522,500	19,203.75
25,000	435.00	125,000	3,310.00	225,000	6,935.00	325,000	10,935.00	425,000	15,060.00	525,000	19,310.00
27,500	491.25	127,500	3,397.50	227,500	7,035.00	327,500	11,035.00	427,500	15,166.25	527,500	19,416.25
30,000	547.50	130,000	3,485.00	230,000	7,135.00	330,000	11,135.00	430,000	15,272.50	530,000	19,522.50
32,500	603.75	132,500	3,572.50	232,500	7,235.00	332,500	11,235.00	432,500	15,378.75	532,500	19,628.75
35,000	660.00	135,000	3,660.00	235,000	7,335.00	335,000	11,335.00	435,000	15,485.00	535,000	19,735.00
37,500	716.25	137,500	3,747.50	237,500	7,435.00	337,500	11,435.00	437,500	15,591.25	537,500	19,841.25
40,000	772.50	140,000	3,835.00	240,000	7,535.00	340,000	11,535.00	440,000	15,697.50	540,000	19,947.50
42,500	828.75	142,500	3,922.50	242,500	7,635.00	342,500	11,635.00	442,500	15,803.75	542,500	20,053.75
45,000	885.00	145,000	4,010.00	245,000	7,735.00	345,000	11,735.00	445,000	15,910.00	545,000	20,160.00
47,500	941.25	147,500	4,097.50	247,500	7,835.00	347,500	11,835.00	447,500	16,016.25	547,500	20,266.25
50,000	997.50	150,000	4,185.00	250,000	7,935.00	350,000	11,935.00	450,000	16,122.50	550,000	20,372.50
52,500	1,053.75	152,500	4,272.50	252,500	8,035.00	352,500	12,035.00	452,500	16,228.75	552,500	20,478.75
55,000	1,110.00	155,000	4,360.00	255,000	8,135.00	355,000	12,135.00	455,000	16,335.00	555,000	20,585.00
57,500	1,166.25	157,500	4,447.50	257,500	8,235.00	357,500	12,235.00	457,500	16,441.25	557,500	20,691.25
60,000	1,222.50	160,000	4,535.00	260,000	8,335.00	360,000	12,335.00	460,000	16,547.50	560,000	20,797.50
62,500	1,278.75	162,500	4,622.50	262,500	8,435.00	362,500	12,435.00	462,500	16,653.75	562,500	20,903.75
65,000	1,335.00	165,000	4,710.00	265,000	8,535.00	365,000	12,535.00	465,000	16,760.00	565,000	21,010.00
67,500	1,391.25	167,500	4,797.50	267,500	8,635.00	367,500	12,635.00	467,500	16,866.25	567,500	21,116.25
70,000	1,447.50	170,000	4,885.00	270,000	8,735.00	370,000	12,735.00	470,000	16,972.50	570,000	21,222.50
72,500	1,503.75	172,500	4,972.50	272,500	8,835.00	372,500	12,835.00	472,500	17,078.75	572,500	21,328.75
75,000	1,560.00	175,000	5,060.00	275,000	8,935.00	375,000	12,935.00	475,000	17,185.00	575,000	21,435.00
77,500	1,647.50	177,500	5,147.50	277,500	9,035.00	377,500	13,041.25	477,500	17,291.25	577,500	21,541.25
80,000	1,735.00	180,000	5,235.00	280,000	9,135.00	380,000	13,147.50	480,000	17,397.50	580,000	21,647.50
82,500	1,822.50	182,500	5,322.50	282,500	9,235.00	382,500	13,253.75	482,500	17,503.75	582,500	21,753.75
85,000	1,910.00	185,000	5,410.00	285,000	9,335.00	385,000	13,360.00	485,000	17,610.00	585,000	21,860.00
87,500	1,997.50	187,500	5,497.50	287,500	9,435.00	387,500	13,466.25	487,500	17,716.25	587,500	21,966.25
90,000	2,085.00	190,000	5,585.00	290,000	9,535.00	390,000	13,572.50	490,000	17,822.50	590,000	22,072.50
92,500	2,172.50	192,500	5,672.50	292,500	9,635.00	392,500	13,678.75	492,500	17,928.75	592,500	22,178.75
95,000	2,260.00	195,000	5,760.00	295,000	9,735.00	395,000	13,785.00	495,000	18,035.00	595,000	22,285.00
97,500	2,347.50	197,500	5,847.50	297,500	9,835.00	397,500	13,891.25	497,500	18,141.25	597,500	22,391.25
100,000	2,435.00	200,000	5,935.00	300,000	9,935.00	400,000	13,997.50	500,000	18,247.50	600,000	22,497.50
102,500	2,522.50	202,500	6,035.00	302,500	10,035.00	402,500	14,103.75	502,500	18,353.75	602,500	22,603.75



\$ Value	\$ Duty	\$ Value	\$ Duty	\$ Value	\$ Duty	\$ Value	\$ Duty	\$ Value	\$ Duty	\$ Value	\$ Duty
605,000	22,710.00	757,500	29,272.50	910,000	36,135.00	1,062,500	42,997.50	1,215,000	49,860.00	1,367,500	56,722.50
607,500	22,816.25	760,000	29,385.00	912,500	36,247.50	1,065,000	43,110.00	1,217,500	49,972.50	1,370,000	56,835.00
610,000	22,922.50	762,500	29,497.50	915,000	36,360.00	1,067,500	43,222.50	1,220,000	50,085.00	1,372,500	56,947.50
612,500	23,028.75	765,000	29,610.00	917,500	36,472.50	1,070,000	43,335.00	1,222,500	50,197.50	1,375,000	57,060.00
615,000	23,135.00	767,500	29,722.50	920,000	36,585.00	1,072,500	43,447.50	1,225,000	50,310.00	1,377,500	57,172.50
617,500	23,241.25	770,000	29,835.00	922,500	36,697.50	1,075,000	43,560.00	1,227,500	50,422.50	1,380,000	57,285.00
620,000	23,347.50	772,500	29,947.50	925,000	36,810.00	1,077,500	43,672.50	1,230,000	50,535.00	1,382,500	57,397.50
622,500	23,453.75	775,000	30,060.00	927,500	36,922.50	1,080,000	43,785.00	1,232,500	50,647.50	1,385,000	57,510.00
625,000	23,560.00	777,500	30,172.50	930,000	37,035.00	1,082,500	43,897.50	1,235,000	50,760.00	1,387,500	57,622.50
627,500	23,666.25	780,000	30,285.00	932,500	37,147.50	1,085,000	44,010.00	1,237,500	50,872.50	1,390,000	57,735.00
630,000	23,772.50	782,500	30,397.50	935,000	37,260.00	1,087,500	44,122.50	1,240,000	50,985.00	1,392,500	57,847.50
632,500	23,878.75	785,000	30,510.00	937,500	37,372.50	1,090,000	44,235.00	1,242,500	51,097.50	1,395,000	57,960.00
635,000	23,985.00	787,500	30,622.50	940,000	37,485.00	1,092,500	44,347.50	1,245,000	51,210.00	1,397,500	58,072.50
637,500	24,091.25	790,000	30,735.00	942,500	37,597.50	1,095,000	44,460.00	1,247,500	51,322.50	1,400,000	58,185.00
640,000	24,197.50	792,500	30,847.50	945,000	37,710.00	1,097,500	44,572.50	1,250,000	51,435.00	1,402,500	58,297.50
642,500	24,303.75	795,000	30,960.00	947,500	37,822.50	1,100,000	44,685.00	1,252,500	51,547.50	1,405,000	58,410.00
645,000	24,410.00	797,500	31,072.50	950,000	37,935.00	1,102,500	44,797.50	1,255,000	51,660.00	1,407,500	58,522.50
647,500	24,516.25	800,000	31,185.00	952,500	38,047.50	1,105,000	44,910.00	1,257,500	51,772.50	1,410,000	58,635.00
650,000	24,622.50	802,500	31,297.50	955,000	38,160.00	1,107,500	45,022.50	1,260,000	51,885.00	1,412,500	58,747.50
652,500	24,728.75	805,000	31,410.00	957,500	38,272.50	1,110,000	45,135.00	1,262,500	51,997.50	1,415,000	58,860.00
655,000	24,835.00	807,500	31,522.50	960,000	38,385.00	1,112,500	45,247.50	1,265,000	52,110.00	1,417,500	58,972.50
657,500	24,941.25	810,000	31,635.00	962,500	38,497.50	1,115,000	45,360.00	1,267,500	52,222.50	1,420,000	59,085.00
660,000	25,047.50	812,500	31,747.50	965,000	38,610.00	1,117,500	45,472.50	1,270,000	52,335.00	1,422,500	59,197.50
662,500	25,153.75	815,000	31,860.00	967,500	38,722.50	1,120,000	45,585.00	1,272,500	52,447.50	1,425,000	59,310.00
665,000	25,260.00	817,500	31,972.50	970,000	38,835.00	1,122,500	45,697.50	1,275,000	52,560.00	1,427,500	59,422.50
667,500	25,366.25	820,000	32,085.00	972,500	38,947.50	1,125,000	45,810.00	1,277,500	52,672.50	1,430,000	59,535.00
670,000	25,472.50	822,500	32,197.50	975,000	39,060.00	1,127,500	45,922.50	1,280,000	52,785.00	1,432,500	59,647.50
672,500	25,578.75	825,000	32,310.00	977,500	39,172.50	1,130,000	46,035.00	1,282,500	52,897.50	1,435,000	59,760.00
675,000	25,685.00	827,500	32,422.50	980,000	39,285.00	1,132,500	46,147.50	1,285,000	53,010.00	1,437,500	59,872.50
677,500	25,791.25	830,000	32,535.00	982,500	39,397.50	1,135,000	46,260.00	1,287,500	53,122.50	1,440,000	59,985.00
680,000	25,897.50	832,500	32,647.50	985,000	39,510.00	1,137,500	46,372.50	1,290,000	53,235.00	1,442,500	60,097.50
682,500	26,003.75	835,000	32,760.00	987,500	39,622.50	1,140,000	46,485.00	1,292,500	53,347.50	1,445,000	60,210.00
685,000	26,110.00	837,500	32,872.50	990,000	39,735.00	1,142,500	46,597.50	1,295,000	53,460.00	1,447,500	60,322.50
687,500	26,216.25	840,000	32,985.00	992,500	39,847.50	1,145,000	46,710.00	1,297,500	53,572.50	1,450,000	60,435.00
690,000	26,322.50	842,500	33,097.50	995,000	39,960.00	1,147,500	46,822.50	1,300,000	53,685.00	1,452,500	60,547.50
692,500	26,428.75	845,000	33,210.00	997,500	40,072.50	1,150,000	46,935.00	1,302,500	53,797.50	1,455,000	60,660.00
695,000	26,535.00	847,500	33,322.50	1,000,000	40,185.00	1,152,500	47,047.50	1,305,000	53,910.00	1,457,500	60,772.50
697,500	26,641.25	850,000	33,435.00	1,002,500	40,297.50	1,155,000	47,160.00	1,307,500	54,022.50	1,460,000	60,885.00
700,000	26,747.50	852,500	33,547.50	1,005,000	40,410.00	1,157,500	47,272.50	1,310,000	54,135.00	1,462,500	60,997.50
702,500	26,853.75	855,000	33,660.00	1,007,500	40,522.50	1,160,000	47,385.00	1,312,500	54,247.50	1,465,000	61,110.00
705,000	26,960.00	857,500	33,772.50	1,010,000	40,635.00	1,162,500	47,497.50	1,315,000	54,360.00	1,467,500	61,222.50
707,500	27,066.25	860,000	33,885.00	1,012,500	40,747.50	1,165,000	47,610.00	1,317,500	54,472.50	1,470,000	61,335.00
710,000	27,172.50	862,500	33,997.50	1,015,000	40,860.00	1,167,500	47,722.50	1,320,000	54,585.00	1,472,500	61,447.50
712,500	27,278.75	865,000	34,110.00	1,017,500	40,972.50	1,170,000	47,835.00	1,322,500	54,697.50	1,475,000	61,560.00
715,000	27,385.00	867,500	34,222.50	1,020,000	41,085.00	1,172,500	47,947.50	1,325,000	54,810.00	1,477,500	61,672.50
717,500	27,491.25	870,000	34,335.00	1,022,500	41,197.50	1,175,000	48,060.00	1,327,500	54,922.50	1,480,000	61,785.00
720,000	27,597.50	872,500	34,447.50	1,025,000	41,310.00	1,177,500	48,172.50	1,330,000	55,035.00	1,482,500	61,897.50
722,500	27,703.75	875,000	34,560.00	1,027,500	41,422.50	1,180,000	48,285.00	1,332,500	55,147.50	1,485,000	62,010.00
725,000	27,810.00	877,500	34,672.50	1,030,000	41,535.00	1,182,500	48,397.50	1,335,000	55,260.00	1,487,500	62,122.50
727,500	27,922.50	880,000	34,785.00	1,032,500	41,647.50	1,185,000	48,510.00	1,337,500	55,372.50	1,490,000	62,235.00
730,000	28,035.00	882,500	34,897.50	1,035,000	41,760.00	1,187,500	48,622.50	1,340,000	55,485.00	1,492,500	62,347.50
732,500	28,147.50	885,000	35,010.00	1,037,500	41,872.50	1,190,000	48,735.00	1,342,500	55,597.50	1,495,000	62,460.00
735,000	28,260.00	887,500	35,122.50	1,040,000	41,985.00	1,192,500	48,847.50	1,345,000	55,710.00	1,497,500	62,572.50
737,500	28,372.50	890,000	35,235.00	1,042,500	42,097.50	1,195,000	48,960.00	1,347,500	55,822.50	1,500,000	62,685.00
740,000	28,485.00	892,500	35,347.50	1,045,000	42,210.00	1,197,500	49,072.50	1,350,000	55,935.00	1,502,500	62,797.50
742,500	28,597.50	895,000	35,460.00	1,047,500	42,322.50	1,200,000	49,185.00	1,352,500	56,047.50	1,505,000	62,910.00
745,000	28,710.00	897,500	35,572.50	1,050,000	42,435.00	1,202,500	49,297.50	1,355,000	56,160.00	1,507,500	63,022.50
747,500	28,822.50	900,000	35,685.00	1,052,500	42,547.50	1,205,000	49,410.00	1,357,500	56,272.50	1,510,000	63,135.00
750,000	28,935.00	902,500	35,797.50	1,055,000	42,660.00	1,207,500	49,522.50	1,360,000	56,385.00	1,512,500	63,247.50
752,500	29,047.50	905,000	35,910.00	1,057,500	42,772.50	1,210,000	49,635.00	1,362,500	56,497.50	1,515,000	63,360.00
755,000	29,160.00	907,500	36,022.50	1,060,000	42,885.00	1,212,500	49,747.50	1,365,000	56,610.00	1,517,500	63,472.50

Visit the SRO website for the [Duty calculator](#) and an [overview of Duty](#) in Tasmania. For more information please phone (03) 6233 8070 or email [dutyhelp@treasury.tas.gov.au](mailto:dutyhelp@treasury.tas.gov.au).

## HOW MUCH WILL I NEED TO BORROW?

As At:     /     /

### "THE FULL PICTURE" - (ESTIMATE ONLY)

Purchase Price	1	2	3
1 Lenders Fees	_____	_____	_____
2 Stamp Duty on Contract of Sale	_____	_____	_____
3 Registration of Transfer	_____	_____	_____
4 Registration of Mortgage	_____	_____	_____
5 Discharge of Existing Loan	_____	_____	_____
6 Mortgage Insurance costs	_____	_____	_____
7 Mortgage Insurance Stamp Duty	_____	_____	_____
8 Borrowers Solicitor     -Estimate say	_____	_____	_____
9 Building Inspection	_____	_____	_____
10 Pest Inspection	_____	_____	_____
11 House Insurance     -1st 12 months say	_____	_____	_____
12 Other eg Survey, portion of rates etc say	_____	_____	_____
<b>12 TOTAL EXPENSES   * ESTIMATED *</b>	_____	_____	_____

#### FUNDING REQUIRED

#### FUNDING AVAILABLE

Purchase	_____	Savings	_____
Costs etc.	_____	First Home Grant	_____
_____		_____	
Total Outlay			
Estimated	_____		_____
Funding Required	_____		
_____			
Loan Required	_____		
Estimated	_____		

The above information is provided for information purposes only and relates only to costs specified. It is recommended that you contact your solicitor for a fully detailed list of costs that will apply to you in the purchase of your property.





The following information provides general detail of what Lenders Mortgage Insurance means and the cover it provides. This is intended to be general information and not definitive.

## **LENDERS MORTGAGE INSURANCE**

Lenders Mortgage Insurance (LMI) was first introduced into the Australian marketplace by the Australian Government in 1965 as way for Home Buyers to obtain a home loan with less than the traditional 20% deposit. Today, LMI is one of the most popular ways to purchase a home without a large deposit. Many banks and lending institutions require borrowers to contribute a 20% deposit before they will agree to provide a loan. This is largely to protect against the risk associated with providing the borrower with the loan in the event that they default. By using LMI, lenders are able to pass on this risk to a mortgage insurer such as Genworth Financial, which in-turn enables them to offer a home loan with less of a deposit.

### **Benefits for Borrowers**

For borrowers, whether purchasing their home or an investment property, using LMI can help them achieve these goals much earlier and in turn, help them start to build personal equity sooner.

### **Benefits for Lenders**

For lenders, LMI minimises the risk of loss on low deposit housing loans, enhancing their ability to lend to a broader range of customers.

LMI should not be confused with Mortgage Protection Insurance, which covers the borrower in the event of sickness, unemployment, disability or death.

### **What is covered by LMI?**

- Loss of principal
- Unpaid interest
- All reasonable recovery costs such as legal fees, marketing costs, repairs, maintenance and outstanding rates.

### **What is not covered by LMI?**

Examples of exclusions would include, but are not limited to:

- The borrower (or guarantor where applicable)
- Break costs on fixed rate loans
- Penalty Interest
- Unreasonable and/or excessive recovery costs
- Physical damages to or contamination of the security
- Fees and charges not directly related to costs incurred by the Lender in recovery of the debt.

### **How is the LMI premium calculated?**

The LMI premium is primarily based on the Loan to Value Ratio (LVR) and loan amount. However, additional factors may also influence the premium amount.

### **LMI vs. Mortgage Protection Insurance?**

LMI should not be confused with Mortgage Protection Insurance, which covers your mortgage repayments in events such as unemployment, death or disability. As part of our process we will provide further information on mortgage protection insurance.

### **How does LMI get paid?**

LMI is paid as a one-off upfront payment. You can choose to pay this through your own funds, or add (capitalise) this amount to your home loan.

### **Is the premium refundable?**

No, the LMI premium is not refundable or transferable to another lender. This includes if you choose to close or refinance your loan early, or if the LVR of your loan drops below 80% after settlement.



## APARTMENTS FLATS AND UNITS

It is usual that when you purchase a house, you purchase the land (or at least the leasehold for the land) on which it is built. However, when purchasing a unit or apartment the definition of who owns what becomes less distinct. For example, do you have a share in common areas such as stairwells, hallways and gardens? In the case of multi-level constructions, who owns the land on which the building is situated?

### Strata title

Strata **title** is a common form of property ownership that resolves these questions by allowing a number of persons to own separate areas within a medium density property. Under strata **title** each dwelling in the complex has its own certificate of **title** which may include external spaces such as a car park. The owner of an apartment therefore has **title** and ownership rights to those areas referred to in the certificate of **title**. The common areas (pool, lift, laundry room etc) are all jointly owned by each titleholder in the complex.

### Body Corporate

A legal entity called a body corporate, manages issues and expenses relating to the common areas. All owners of units are members and a council is elected to take responsibility for the day-to-day running of the property complex. The body corporate collects levies from owners to cover local council and government fees, insurance premiums, and the expenses of maintaining and repairing the building and common areas.

### By-laws

Strata **title** places certain responsibilities on owners and tenants which can be restrictive, for example, children may not be allowed to play on common property without adult supervision or you are not permitted to keep a pet on the premises. You should read the by-laws that govern residents' conduct carefully before making a decision to purchase a property in a residential complex.

### Get it checked out!

Units, apartments and flats must adhere to regulations and ordinances in existence at the time of construction. Older buildings may not have been built to the modern standards you would expect so it is vital to have a building inspection done to identify any possible dangers. Your solicitor will also be an important ally in helping to identify any potential or existing problems in connection with the physical, financial and legal condition of the premises. Before you enter into a strata **title** contract, your solicitor should inspect the books and records of the body corporate to review maintenance history and complaints about certain occupants as well as whether adequate funds have been kept for future expenses and whether the body corporate holds the necessary insurance policies.

### Other forms of title

Two less common forms of **title** for medium density properties are stratum **title** and company **title**:

#### Stratum title:

This form of **title** gives absolute freehold ownership of their immediate apartment to the purchaser. It is similar to strata **title** however instead of sharing ownership of common property with the other **title** holders, the owner has shares in a **company** which holds the **title** to, and is responsible for maintenance, management and administration of the common property.

#### Company title:

This form of **title** is less advantageous than strata **title** ownership because the land and building are held by a private **company** giving the purchaser only shareholder's rights in the **company**. The **company** has the power to approve or disapprove the resale and lease of any property within the complex and tenants must seek company approval in order to resolve any disputes over the maintenance and usage of common areas.

### **FIXED INTEREST RATE LOANS:**

**Australian Credit Licence No: 387805**

At the loan application stage, ensure that you take into account the following:

- Check that a fixed rate loan is suitable and it will meet your requirements.
- Identify the risks before entering into a fixed rate loan. The longer the fixed rate term, the more important it is for you to be aware of potential consequences. E.g. the break costs are likely to be very substantial if you are to break a five year fixed rate loan (in a rapidly falling interest rate environment) in the first year or two of the loan.
- A fixed rate is not an appropriate option if you foresee that you may have to discharge the loan early for any reason.
- A fixed rate by its nature is fixed, and will not decrease during the fixed rate term if variable rates or the Reserve Bank's official cash rates decrease.
- Significant break costs may be incurred if:
  - The fixed rate loan is refinanced within the fixed rate term;
  - Discharged for any other reason within the fixed rate term (e.g. sale of security property);
  - The loan needs to be discharged because additional funds are sought; or
  - A lump sum (partial) repayment is made during the fixed rate term.
- Fixed rate loans will not normally allow access to the following facilities:
  - Redraw or offset account
  - Ability to make extra repayments into the loans, make payments in excess of a fixed amount each year
  - Salary sacrifice or direct salary crediting.
  - If loan is interest only, you may not be able to change to Principal & Interest (P&I) during fixed period without having to discharge the loan and potentially incurring break costs.
- A matrix of fixed interest rate features compared to variable rate features is available to compare the two types of products.
- Unless there is a rate lock facility, the fixed rate on offer at the initial discussion or application may change (increase or decrease) during the period from loan application to settlement of the loan. You should be aware that the rate may change prior to settlement.
- Most Lenders have a Rate Lock Facility available and will have conditions attached. Lenders may "hold" their rate fixed rate offering for a particular period.

**Fixed vs Variable**
**Australian Credit Licence No: 387805**

Description	Fixed	Variable
<b>General Overview</b>	<ul style="list-style-type: none"> <li>The assurance of knowing exactly what your repayments will be. With the ability fix your interest rate for a set period of time.</li> <li>Fixed rate home loans give you confidence to budget accurately and plan your finances.</li> <li>Fixed rate loans are a little more restrictive in terms of making extra repayments.</li> <li>Withdrawing your extra repayments from the loan is generally not allowed during the fixed rate period.</li> </ul>	<ul style="list-style-type: none"> <li>The Standard Variable Rate (SVR) offers you a variety of features and flexibility.</li> <li>The interest rate and repayments can change at any time.</li> <li>If you have surplus cash each month you can generally make unlimited extra repayments to pay off the loan faster.</li> <li>You can redraw(withdraw) your extra repayments.(may incur a fee and be limited in \$ value)</li> </ul>
<b>Allowable Loan Purposes</b>	Personal owner occupied housing, investment housing, personal purposes or personal investment	Personal owner occupied housing, investment housing, personal purposes or personal investment and building/construction, bridging and 'off the plan' loans
<b>Excluded Loan Purposes</b>	Business purposes and building/construction, bridging or off the plan purchase loans	Business purposes
<b>Introductory Rate Available</b>	No, however after the fixed rate term ends, the loan will change to the Standard Variable Rate (SVR) current at the time of change over	Yes
<b>Repayment Redraw Available</b>	No	Yes (conditions apply)
<b>Repayment Holiday Allowed</b>	No	Yes (Conditions apply)
<b>Increase to loan allowed</b>	No, you must break your fixed rate loan. Fees and charges may be applicable.	Yes (subject to approval)
<b>Interest Structure Options:</b>	Principal & Interest Interest Only Interest in advance (for investment home loans only)	Principal and Interest Interest Only
<b>Extra Repayments Permitted</b>	Conditions will vary depending on Lender	Yes, unlimited extra repayments
<b>Full Offset Accounts</b>	No	Yes
<b>Rate Lock Available</b>	Yes (conditions will vary depending on lender)	No
<b>Exit Costs</b>	Break Costs and Deferred Establishment Fees may be charged. Will vary depending on Lender	Yes Will vary depending on Lender





## **Duty of Care/Management of Risk**

Having made the decision to purchase a home and enter into a Home Loan, we at Hobart Home Loans believe there are some key risk management issues that you need to consider.

The obligation you enter into when taking out a loan will impact on your current expenses and potentially on your lifestyle. In most cases whilst you are earning the income you currently are this should not cause unnecessary or undue hardship. If your situation was to change however (and this may be due to circumstances beyond your control) you may find that you are no longer able to maintain your loan or home and all other day to day expenses.

- As part of our service, we will provide you with information on a loan and mortgage protection insurance product, that is available to you at the time of taking out a new mortgage or home loan. You will need to consider this information carefully. As part of the process, in providing this information which is designed to protect you, I will provide to you, a copy of my Financial Services Guide and also the ALI Product Disclosure statement. This advice will be of a general and does not take into consideration your specific objectives, financial situation or needs. Please consider the Product Disclosure Statement (PDS) I will provide to you when deciding if the product is appropriate for you.

I will provide further detail, on this insurance product as we move through the loan assessment and application process.

It is also a requirement when you borrow money on a home loan to have your residential property covered by standard property insurance with the lenders interest noted as mortgagee.

We confirm receipt of a copy of the above document and also a copy of the ALI Group, Financial Services Guide for Mr Geoffrey Colls and ALI Product Disclosure Statement.

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# Borrow Confidently

## MAKE SURE YOUR HOME STAYS YOURS

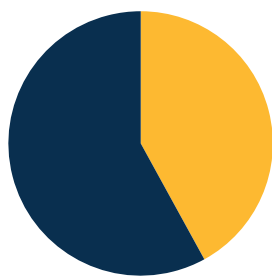
**A broker's responsibility goes beyond helping you find the right loan. It's also about making sure you understand the risks, so you can best decide how you can protect against them and meet your loan obligations - whether you're buying or re-financing.**



### HAVE YOU CONSIDERED THE RISKS?

Almost 60% of Australians believe they would need to sell an asset within 3 months of losing their income<sup>1</sup>.

But getting cover may be easier than you think. What's more, you might be surprised to know that most of the people who claim from us are under 40 years old.



**ALMOST 60% OF AUSTRALIANS BELIEVE THEY WOULD NEED TO SELL AN ASSET WITHIN 3 MONTHS OF LOSING THEIR INCOME<sup>1</sup>**

### DID YOU KNOW?

- 381,000 jobs were lost in Australia in 2013 due to redundancy<sup>2</sup>
- Australians undergo treatment for serious medical conditions each year:
  - Over 130,000 new cases of cancer will be diagnosed<sup>3</sup>
  - Around 54,000 Australians will suffer a heart attack<sup>4</sup>
  - More than 1,000 Australians have a stroke every week<sup>5</sup>

### WHAT WOULD YOU DO?

How would you (or your family) meet your loan repayments if you lost your job, suffered a serious illness, or even died?

- ☐ USE SAVINGS
- ☐ USE YOUR SUPER
- ☐ LEAN ON FAMILY AND FRIENDS
- ☐ SELL HOME OR OTHER ASSET
- ☐ OTHER

<sup>1</sup> Zurich (Feb 2014). Research whitepaper: Australians and life insurance: misinformed, misinsured?  
<sup>2</sup> Australia Labour Market Statistics (2014)  
<sup>3</sup> Cancer Council (2016)  
<sup>4</sup> Heart Foundation (2017)  
<sup>5</sup> Deloitte Access Economics (2013). The economic impact of stroke in Australia (p.10)



ABN: 478 578 4316 2

## CoreLogic RP Data

Hobart Home Loans maintains a subscription service with CoreLogic RP Data.

This subscription enables Hobart Home Loans to access a range of property information and data.

Who is CoreLogic RP Data?

Below is self-published information from CoreLogic.

*CoreLogic RP Data is the largest provider of property information, analytics and property-related risk management services in Australia and New Zealand. When it comes to decision making involving property, you can count on CoreLogic RP Data.*

*You get the complex data and analysis you need - in a format that's simple, targeted, and easy to use.*

*Every day, CoreLogic RP Data helps individuals and businesses make more informed decisions, communicate more effectively and get better results.*

*Our customers include buyers, sellers, investors, finance and real estate professionals, and corporate and government bodies - including the Reserve Bank of Australia.*

*Core Logic's database has more than 500 million property decision points which enable confident decision making. We combine our own proprietary data with diverse public information to provide accurate and up-to-date data and analytics*

*Core Logic collection, analysis and research methods are audited regularly, and we are independent of any real estate, media or banking interests.*

*CoreLogic RP Data electronically value every property in Australia, every week used by lenders and consumers, and manage about 90% of Australian valuation instructions every month.*

*We help professionals prepare properties for market and finance daily.*

*Lenders rely on our insights to have strong responsible lending programs and consumers who ultimately are the centre of the eco system need the confidence that they are making the best decisions around their most valuable asset.*



Feel right at home  
with 90 days' FREE\*  
**buildings' cover**  
on your Allianz  
Home Insurance.



**Allianz** 



# Protect your bricks and mortar during the settlement period.

Purchasing a new home or residential investment property is one of the largest and most important decisions you will make. Allianz wants to help you ensure that you have your assets protected.

## More great reasons to choose Allianz for your Home Insurance.

As a special introduction to property insurance, Allianz offers FREE\* buildings' cover for up to 90 days during your settlement period, when you purchase an Allianz Home or Landlord's Insurance policy. Eligibility criteria, policy terms and conditions apply.

### You will also benefit from our:

- ✓ Easy application process;
- ✓ Competitive prices with flexible payment options;
- ✓ Fast and easy claims process;
- ✓ Immediate Certificate of Insurance arrangement;
- ✓ **PLUS** no additional policy fee if you pay by the month.<sup>#</sup>

### How do you obtain your FREE\* buildings' cover?

As soon as possible after entering into a contract to purchase a new home or residential investment property, call Allianz and advise the insurance team of the settlement date of the purchase.

Remember, this offer does not provide you with automatic insurance cover. Your FREE\* buildings' cover begins when your Allianz Home Insurance policy is activated and expires on the date shown on your relevant policy schedule (up to 90 days free).

\* The offer of free settlement cover may only be used in conjunction with the purchase of a residential home or residential investment property and the purchase of a twelve (12) month Home Insurance or Landlords Policy for that property which includes buildings cover. It is not available to land-only ownership or Strata Title properties. This insurance is subject to normal underwriting terms and is offered subject to your eligibility for home or landlord insurance with the insurer. You must consider whether you need insurance for your settlement period as this varies from state to state and may depend on the terms of your contract for sale of property. Please seek independent advice to ensure that you are adequately covered at the appropriate time. By purchasing a twelve (12) month home or landlord insurance policy (including buildings cover), your policy will include an additional free cover period for your buildings of up to a maximum of 90 days before the start date of your twelve month policy. The free cover period effective date and expiry date will be shown in your policy schedule. The expiry date will be the settlement date nominated by you, which cannot exceed the ninetieth (90th) day from the start of the free cover period. The twelve (12) month period of insurance under your home or landlord insurance policy will commence immediately following the expiry of the free cover period. Once the policy is purchased, the expiry date of your free buildings cover and the commencement date of your twelve (12) month insurance policy cannot be changed unless agreed to by Allianz in writing. The terms, conditions, limits and exclusions in your home or landlord insurance policy (which are set out in the Product Disclosure Statement and policy

schedule) will apply to the free cover period. These include, but are not limited to "Buildings not lived in for more than 60 days", "taking precautions" and "security devices and burglar alarms". The optional additional cover "Rent Default and Theft by Tenant" if selected in the landlord insurance policy, does not apply during the free cover period.

<sup>#</sup>Premiums payable by instalments may be subject to minor adjustments (upward or downwards) due to rounding and financial transaction fees may apply.

Allianz Australia Insurance Limited (Allianz) AFS Licence No: 234708, ABN 15 000 122 850 of 2 Market Street, Sydney NSW 2000 is the underwriter of this insurance. In referring you to this insurance, your broker acts as an agent for Allianz, not as your agent.

The information contained in this flyer is a summary only. Terms, conditions and exclusions apply. We do not advise you whether the insurance is appropriate for your personal objectives, financial situation or needs and this advice is provided by Allianz and not your broker who is not authorised to provide advice. To decide if this insurance is appropriate for you, please carefully read the relevant Product Disclosure Statements, which are available from Allianz. If you buy our products, your broker may be paid commission (up to 20% of the premium) and/or an agreed amount. It is a share of the premium we charge you and can vary based on the extent of their role and the product portfolio. For more details, please enquire with Allianz.

Contact Allianz  
on 1300 656 967  
to take advantage  
of this great offer.



Voted Large General Insurance Company  
of the Year at the 2013 Australian  
Insurance Industry Awards.

Please quote referrer's code and name:

**60197PL**