FIRST HOME BUYER'S GUIDE

Northern Inland
CREDIT UNION

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Northern Inland
CREDIT UNION

ABOUT US

We are a community driven, family orientated financial institution committed to helping you find smarter ways to manage your money.

Northern Inland is a Member owned mutual financial institution, focused on finding smarter ways for our Members to manage their money. This means we are always on the look-out for fresh and innovative product and service offerings that suit our local market, our individual families and communities.

Being locally owned and operated, with our head office in Tamworth, we have the ability to tailor our offerings direct to the people of Northern Inland NSW. All decisions are made right here by a team of some 40 staff members.

Northern Inland is dedicated to engaging local businesses wherever possible and is a strong supporter of community groups through our sponsorship program.

Our close relationship with our Members and the multiple generations of their families is what sets us apart from larger institutions. By offering personalised service with a full suite of products, our Members are always provided with the smartest ways to manage their money

Any advice or information in this document does not take into account your personal objectives, financial situation or needs and you should consider whether it is appropriate for you. Please review our Disclosure Documents, Financial Services Guide and Credit Guide on our website before acquiring the product.

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Where should I start?

Arming yourself with information helps you make the right decisions. When trawling through your options, make sure you consider the following:

Understand the market

As a first home buyer, understanding what is happening in the property market is important. You might have an idea of where you'd like to live and what size and features you'd like in your home, but you need to keep in mind what you can afford comfortably.

If the location you desire is in high demand, this usually means there are not many houses for sale. This results in higher prices. What you get for your money may be less than you anticipated.

When there are plenty of houses for sale and not as many buyers, prices usually fall. You could pay a reasonable price and get great value for money in this market.

Talk to your local real estate agent to get an understanding of what is happening in your preferred localities. Real estate aggregator sites such as realestate.com.au and domain.com.au help you see how many houses are currently available and their price ranges.

Understand your situation

To narrow your ideas on what your perfect property looks like, ask yourself these questions:

What is the purpose of the property?

Do you just want to get into the property market? Are you going to live on the property, or is it an investment which you will rent out?

How long do you intend to stay in the property? What is your 5 year plan?

Lending specialists will ask these questions so it helps if you've already thought them through. The answers may influence the size, quality, location and price tag of your property. They may also influence the structure of your home loan. Your circumstances will also influence whether you wish to have an offset account, or a redraw facility.

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Are your circumstances/ family circumstances likely to change? How many people will be living in the property?

Your plans for the future, and how long you intend to keep the property, influence what you need in terms of dwelling size, number of bedrooms, bathrooms, and yard size. Because your plans may affect your future capacity to repay the loan, responsible lending specialists need to ensure that your future plans don't put you in a position of financial hardship if your current circumstances change.

If you wish to start a family, or take time off for full-time study, you might find the security of a fixed interest rate and fixed repayment amounts suits your needs. Alternatively, if you are planning on starting a family, you may wish to pay extra towards your home loan now, so that you can reduce down your repayment amount whilst on parental leave.

Protecting yourself against the unex pected

You never know when something can go wrong. Accidents and injuries, health problems, or unemployment can affect your ability to make your home loan repayments. Personal risk insurances (income protection, trauma, permanent and total disability) can be arranged to replace part of your income should such an event occur. We can refer you to financial planner to discuss these options.

Keeping your new home covered with general insurance is a requirement of your mortgage. We can arrange no obligation comparison quotes by our principle insurer for building and contents insurance.

Planning for the future

Whether it is for wealth creation, planning for a comfortable retirement or minimising risk through insurance – professional financial advice with a qualified financial planner is a great way to cover all the bases. It is never too early to review your current situation and plans for the future to ensure you are set up to maximise your investments and make the smartest decisions with your money.

Finding the right home – questions to ask a real estate agent

What to ask…	What this tells you
How long was the vendor at the property and why is the vendor selling?	Sometimes vendors need to relocate for work, or may be down-sizing towards retirement. Consider if the vendor's change of circumstances is something that is likely to occur for you in the near future. For example, proximity to schools and workplaces, the availability of public transport.
Does the property have any issues?	Make sure you obtain your own building and pest inspection reports. Consider the age and condition of dividing fences, and isolation pool fencing (if any). Some vendors will make available the last pest inspection they have for the property.
Can I look at a contract?	Whilst your solicitor or conveyancer will assist you with the intricacies of the contract, simple things you can look at, which may affect your ideas about the property, include: flood zoning, zoning of the property itself which may affect your use of it, connections to town water and sewerage, availability of independent water sources (eg bore and tank).
What is included and excluded from the sale?	This should be included in the contract, if available. Ask about particular fixtures you like, as they may not be included with the sale. Sheds, garden furniture and clothes lines may not be fixed to the property. Where NBN is available in the area, it may not be connected to the property you are considering.
How long has the property been on the market?	Sometimes properties may be slow to sell if their price is not quite right. Consider whether the price of the property has been reduced over time, and whether it has taken into account the costs of services and rates for the locality.
Can you show me a recent property sales report?	A sales report compares similar properties within an area. It can indicate whether the property is spot on for price, and whether properties are in demand in the area.
Have any offers been made?	This tells you whether you may be completing with other interested parties. It can indicate whether you need to make a higher offer.
What is the minimum price the vendor will consider?	You need to know whether your offer would even be considered, before you can consider whether you can afford to increase it. Responsible lenders will gauge your borrowing power for you, so you know where you stand.
Are there development applications before Council from neighbouring property owners?	You should also check this with your local council before making an offer. Some changes to neighbouring properties can affect your quiet enjoyment of your own home.

First Home Owners Grant

The First Home Owner Grant (FHOG) scheme was introduced to offset the effect of the GST on home ownership. Under the scheme, a one-off tax-free grant is payable to first home owners who purchase new dwellings or build. Knowing whether you're entitled to such a grant can boost your deposit significantly. General eligibility requirements include:

- The property must be a brand-new home
- Borrowers are over 18 years of age, are permanent residents or citizens, and have not held a relevant interest in any Australian residential property before 1 July 2000
- The value of the property must not exceed the FHOG (this varies between states and territories)
- You have not received a FHOG in any state or territory, unless subsequently repaid
- You need to live in the home for a continuous period of at least 6 months

Check out the guidelines for each state at http://www.firsthome.gov.au/.

First Home Super Saver Scheme

The *First home super saver (FHSS) scheme* was introduced to reduce pressure on housing affordability. The scheme allows you to save money for your first home inside your superannuation fund by making voluntary concessional (before-tax) and non-concessional (after-tax) contributions into your super fund to save for your first home. This helps you save faster with the concessional tax treatment of superannuation.

Consider the full details on eligibility and benefits of the FHSS.

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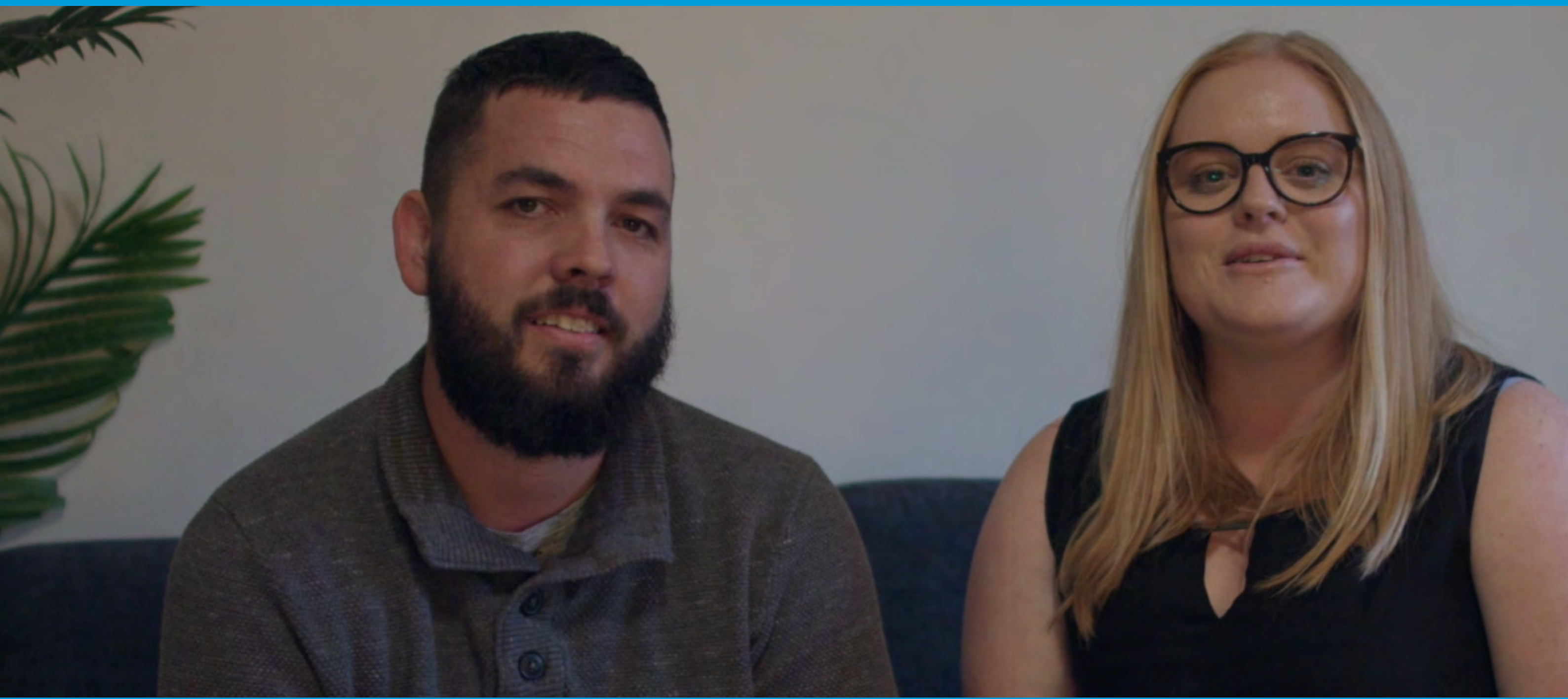
Buying property with partners

If you are *buying your property with someone else* you should be aware of the different ways in which the property title can be held, how ownership works and who is responsible for the loan should there be a default, or should one of the parties pass away.



Joint Tenancy

This involves two or more persons holding ownership of the property at the same time. When one party passes away, ownership of the property passes to the survivor. Where the property secures a loan under a mortgage, responsibility for the debt passes to the survivor. Where the parties separate, both parties remain responsible for the loan until it is refinanced into one name, or the property is sold.

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Tenants in Common

This titles is often used where the property is for an investment purposes between a number of different parties. Each party owns a proportion of the property. The proportion may be equal or divided according to how the property was purchased. For example, two people may own 50% each, or four people may own 25% each, or one person may own 30% and the other two parties 35% each. It depends on how the purchasers wish to apportion ownership.

Where the property title is taken as security for lending, all persons on the property title are equally responsible for the loan. This means that even if your investment partner who owns 70% of the title is defaulting on the loan, you remain equally responsible for paying off the entire debt.

Tenants in common titles allow people to jointly invest in property, but in the case of death, the property doesn't automatically pass to the other parties. As to 'who gets it'? This is specified in your Will. Discuss any concerns with your legal advisors.

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Hidden costs

A property's price tag is not the only cost to consider when buying your first home. There are additional costs that need to be considered:

- Building and pest inspection costs: it is highly recommended that you have these standard checks carried out by licenced inspectors to ensure the property is structurally sound and pest-free.
- Loan application fee: a fee to process your application. Ask what it covers, as credit checks and valuations are often excluded.
- Property valuation fee: a valuation report is required by responsible lenders to evidence that the value of the property is sufficient to support the amount being borrowed.
- Solicitor/conveyancer fees: these costs relate to licenced individuals carrying out any legal work involved with purchasing your property. This includes obtaining searches from government bodies and third parties which tell you of certain issues with the property. Your solicitor or conveyancer can advise on the searches that are appropriate for your property. For example, a land tax certificate is relevant for all properties, whereas a strata search is nonly applicable to apartments.
- General insurance and rates: as owner of a property subject to a mortgage, you have an obligation to insure the property, and to keep council rates paid up to date, and pay strata fees if you are moving into an apartment.
- Stamp duty: this state tax is payable when transferring ownership of a property. The percentage varies between states. In some cases First Home Buyers are exempt. See guidelines for each state: *http://www.firsthome.gov.au/*.
- Mortgage registration fee: your state registry responsible for maintaining the records of property ownership imposes an administrative fee for registering a change of property ownership and for noting the mortgage against the property.
- Utility connection costs: providers of electricity, gas and telecommunications often impose a connection fee for your new property, and a disconnection fee for your former home.
- Moving costs: factor in removalists, and postal redirection.

BORROWING MONEY

Can I get pre-approval?

Pre-approval gives you a good understanding of the amount you may be able to borrow, based on your current financial status, and subject to certain conditions. It's a good starting point which allows you to house-hunt. Often real estate agents will ask for evidence of your borrowing power, so Northern Inland provides you with a letter which is good for 90 days.

Do I need a deposit?

A deposit of 20% of the purchase price plus enough to cover ongoing costs is ideal. Some contracts of sale may specify a different amount. The bigger your deposit, the lower your loan to value ratio (LVR) will be. This is the amount of the loan divided by the purchase price (or appraised value) of the property.

If your LVR is higher than 80%, you will need to pay lender's mortgage insurance. This protects the lender, not the borrower.

By establishing good savings habits, not only can you save your deposit faster, but it shows lending specialists that you know how to budget and plan for the future. Set up a dedicated interest-bearing account so that you can make regular deposits each time you get paid. Northern Inland can help you automate this payment.

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THE HOME LOAN PROCESS

How does it all work?

Buying a home is an exciting time, so don't let the smaller details like a loan application process distract you, when our Lending Specialists are here to help you.

Your application: gather evidence of your income, details of your assets (what you already own, such as your last superannuation statement), your debts and expenses.

- 3 recent payslips or your last two tax returns if you are self employed
- Quarterly rates notice or rent receipt, depending on whether you already own a home or you rent
- Evidence of any other income, such as Centrelink letters
- Credit and store card statements
- 6 months worth of bank account and loan account statements

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Choose your loan: your lending specialist will discuss options with you. See below for more detail.

Assessment: we'll need to verify your identity, income and carry out a credit check. If you are already a Northern Inland Member we'll already have a lot of this information.

Pre-Approval: providing you have given us all the required supporting documents, we can provide you with a measure of your borrowing power, often within 24 hours. We provide a pre-approval letter which outlines the amount which you have been approved to borrow in principle, providing there is no change to your circumstances in the next 90 days, and subject to your chosen property meeting certain conditions. From here you can house hunt with confidence!

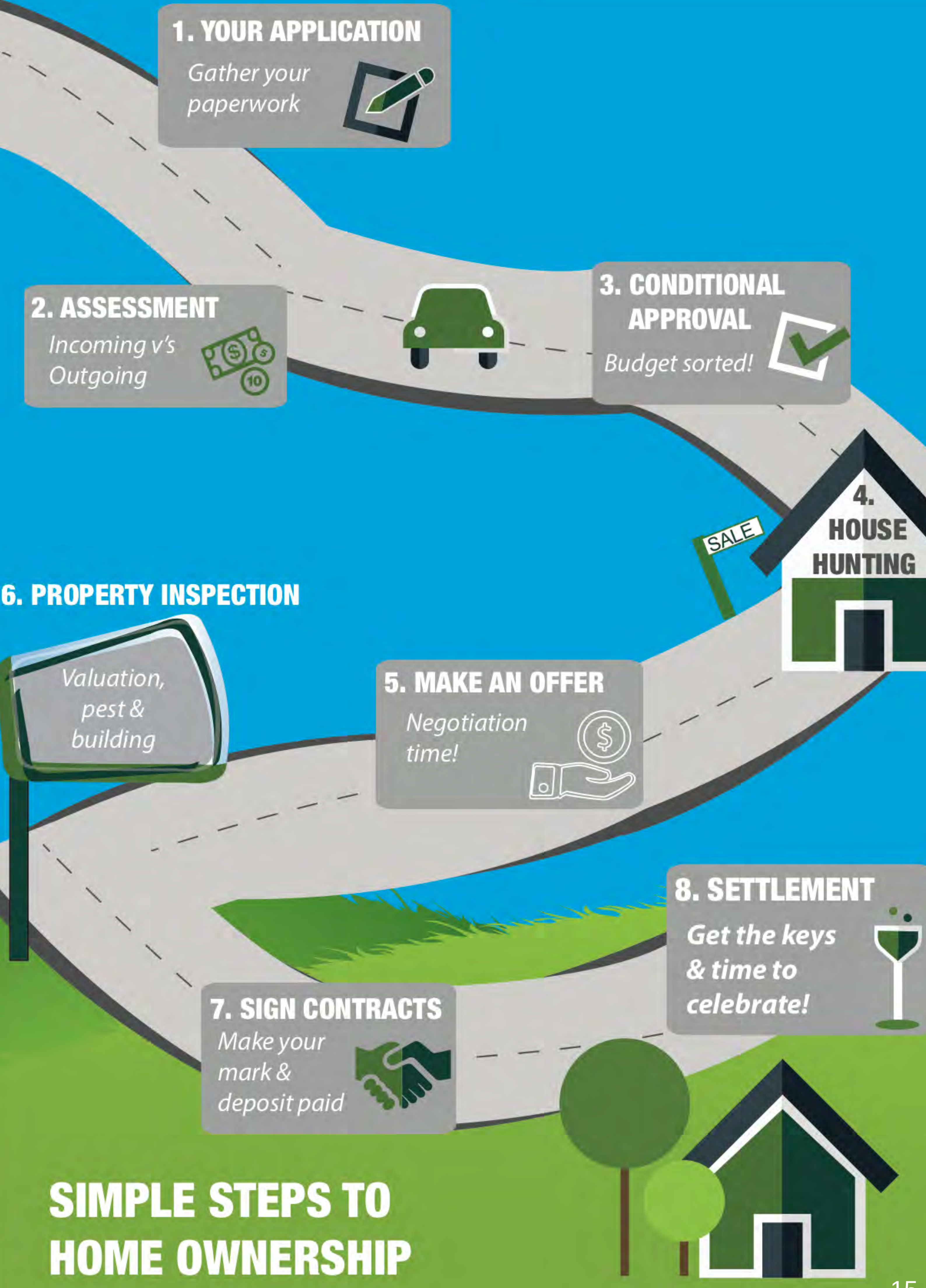
House Hunting: open houses, here we come. Dream, get excited and take your time to find the one that feels right.

Make an Offer: liaise with the real estate agent to make an offer on the property.

Inspections and reports: when you find the right property, let us know so we can assist you to obtain a valuation. Your solicitor/conveyancer can often help recommending providers of pest and building inspections.

Exchange of contracts: loan contracts are exchanged with the assistance of your solicitor/conveyancer, and your deposit is paid. Additional searches and certificates are generally ordered at this time.

Settlement: usually 6 weeks after the contracts have exchanged, this is the final step in the property buying process – the loan is funded and keys provided to the
proud new owners.
Time to celebrate!


1. YOUR APPLICATION
Gather your paperwork
2. ASSESSMENT
Incoming v's Outgoing
3. CONDITIONAL APPROVAL
Budget sorted!
SALE
4. HOUSE HUNTING
5. MAKE AN OFFER
Negotiation time!
6. PROPERTY INSPECTION
Valuation, pest & building
7. SIGN CONTRACTS
Make your mark & deposit paid
8. SETTLEMENT
Get the keys & time to celebrate!
SIMPLE STEPS TO HOME OWNERSHIP

How should I choose a home loan?

Like any product, home loans come in all shapes and sizes. The right one for you will depend on a range of factors and eligibility criteria including whether you want the certainty of a fixed interest rate, or the flexibility of a variable interest rate where you can pay extra toward your loan, and how you like to access your savings and make transactions generally.

Fixed Interest Rates

A fixed rate home loan has the interest rate locked in for a specific period of time, usually 1 to 5 years. As your interest rate doesn't change during your set period, your repayments remain the same, which can be handy for budgeting. If interest rates increase, your loan and its repayments are not affected. If interest rates drop however, you miss out on paying less interest. There can also be expensive break costs and limits on extra repayments to take into consideration, if you change your mind and seek to move to a variable rate loan before your loan contract's fixed rate period has concluded. At the conclusion of the fixed rate period, you need to make a decision as to whether to re-fix your interest rate, or have a variable interest rate apply to your loan for the balance of your mortgage.

Variable Interest Rates

A variable interest rate can increase or decrease during the course of your mortgage. Accordingly, your required repayment amounts could increase: responsible lenders will give you advance warning in writing if this applies to your loan. Before committing to a variable rate home loan it's worth thinking about whether you can maintain the repayments if the interest rate increases significantly. Responsible lenders factor in some level of increase when assessing your credit application.

Interest Only

A method of temporarily reducing your repayments is opting for an interest only loan, which requires payment of only the loan interest each month, and no repayment of principal, for a set period. This is often used for homes being constructed, up until the time you are able to move in. Interest-only loans are not a long term option.

Extra repayments and redraw facility

Loans with a fixed interest rate have limitations on the amount of extra repayments you can make during the fixed rate period, whereas variable rate loans often allow extra funds to be paid at any time. Where the calculation of your interest is made daily on a variable interest rate loan, there are interest rate savings if you can pay extra. A redraw facility means that you can access those extra funds you have paid to your loan, above what is required under your loan contract. This can be helpful if you have unexpected expenses, like the need to replace white goods, or vehicle repairs.

Added extras

Loan types range from basic loans with a low rate and no extras, through to full packages with additional benefits such as offset accounts, waiving of fees, discounts on other products, rebates on transaction fees or even cash back promotions. It is important to weigh up the true, cost compared with your needs. How you like to access your funds and make your payments often dictates whether the added extras will be of benefit to you:

- Mortgage Off-set accounts: work to reduce the amount of loan interest you pay. If you are a disciplined saver and spender, then leaving all your available funds in your Offset account can make a big difference to the loan interest that you have to pay.

- Discounted rates on credit cards: Northern Inland offers a discounted rate on your Northern Inland Credit Card which applies for the life of your home loan. If you are disciplined in your credit card use, save even more on your home loan interest by paying your bills on your credit card, then paying your credit card balance in full each month from your loan offset account.

- Fee-free transaction methods: Northern Inland provides free online banking, mobile app transactions. If you can limit your need for cash, cheques and over the counter services, you can transact fee-free.

- Flexible repayments: Northern Inland lets you select to make weekly, fortnightly or monthly repayments, and automates the payment to tie in with your pay day.

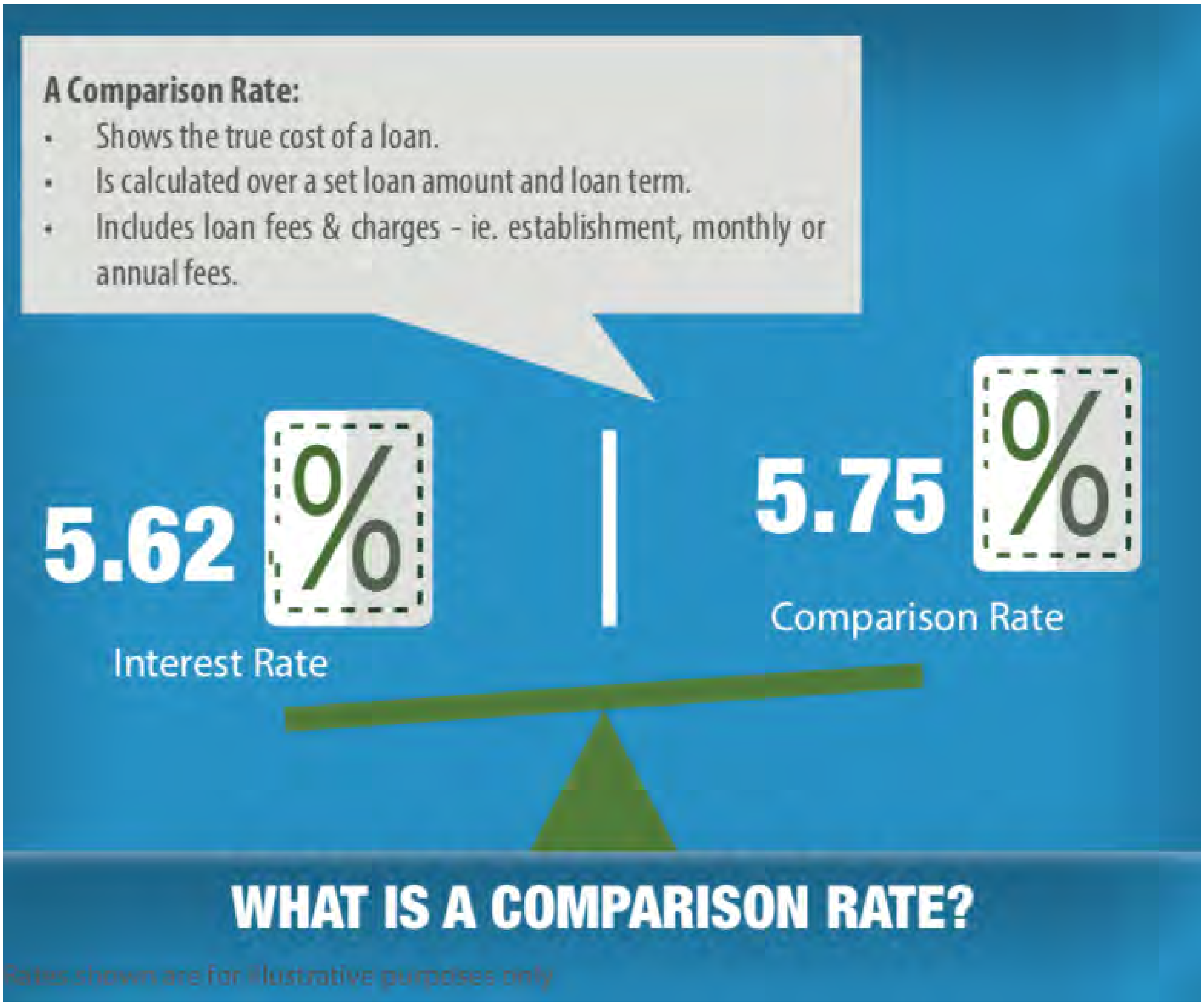
Check out Northern Inland Credit Union's home loans and packages.

Talk to a Northern Inland lending specialist today.

Comparison rates

This is an indicative interest rate that is designed to help you compare loan accounts. It includes the loan interest rate, and any fees that are known at the time the loan is being accepted, such as establishment fees, and monthly account keeping fees, to express the true cost of a loan into a single rate, over a 25-year term.

It does not include fees that are contingent on a future event that is not discernible at the time a loan account is established, such as costs associated with redraw, progress payments or early repayments. Government and statutory charges are also excluded.



Compare apples with apples

The Australian Government has mandated that financial institutions provide a home loan calculator which allows you to compare loans with other providers. Generate your own Home Loan Key Fact Sheet here.

Do your own calculations

NICU offers a number of online calculators to assist you with doing your own homework.

- Borrowing Power
- Loan Repayment
- Stamp Duty
- Extra Repayment
- Split loan
- Loan Comparison
- Lump Sum
- Honeymoon rate
- Budget Planner

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WHY CHOOSE NORTHERN INLAND?

"For a financial institution that you can trust, that cares about you, where you can talk to real people from our local region, look no further than Northern Inland Credit Union."

Full suite of products

All your banking needs are covered with the full suite of banking products available. From everyday access accounts and competitive savings products through to term deposits, car and personal loans, mortgages, business banking and lending. Bank on the go with our smartPAY mobile app, transact online with our debit and credit cards. Northern Inland also offers insurance with Allianz and partners with financial planners to ensure you are covered and geared up for success.

Real People

Our team are experts in their area with many years experience. Drop into a branch in Gunnedah, Narrabri or Tamworth, or talk to us via our local Contact Centres for good old-fashioned customer service. Enquire online and you'll quickly be meeting with one of our experienced lending specialists and on your way to home ownership.

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QUICK

All our loan assessments are carried out within the North West, so we can turn your application into an approval very quickly.

EASY

We aim to make your banking experience as easy as possible.

MEMBERS, NOT NUMBERS

Northern Inland is a mutual organisation owned by our Members. All of our profits are invested back into our business to continually improve products, services, rates and experiences for you.

GLOSSARY

Annual Percentage Rate (APR): The cost of borrowing the money – what you pay for the loan.

Application fee: One-off fee paid to a lender to cover costs of setting up a home loan. It is usually an upfront cost and can also be called an establishment fee or set-up fee.

Assets: Items that you own, benefit from, or have use of, in generating income. These include property, cars, shares, superannuation, savings accounts etc.

Basis Point: A unit of measure used in finance to describe the percentage change in the value of interest rates. One basis point is equivalent to 0.01% (1/100th of a percent) or 0.0001 in decimal form. For example if interest rates fall from say 5.50% to 5.0% it means that the rates have dropped 50 basis points.

Break costs: The fee you incur when you seek to pay off a fixed rate home loan before the full term expires.

Certificate of Title: The official legal document that proves ownership of property. It will generally include the property owner's name as well as some identifying features of the piece of property. In many Australian states this is now an electronic document.

Comparison rate: Used to help borrowers see a more complete cost of a loan, it factors in the interest rate and any associated fees – displaying it as a single percentage rate.

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Conditional approval: When a lender has approved your home loan in principle, subject to certain conditions being met.

Contract of Sale: A contract between the seller and the purchaser, for the sale of the property.

Comparison Rate: The Comparison Rate is an indicative interest rate. For home loans, it is calculated on $150,000 over a 25 year term and includes all the credit fees and charges ascertainable at the time. It is designed to help home buyers identify the 'true cost' of a loan.
This is an important rate, required to be displayed next to the interest rate in any advertising, and is there so you can easily compare the real costs of various loans. It's important to consider all the features and benefits of the loan - rather than only focusing on the Comparison Rate. Benefits such as redraw, 100% offset and ability to make additional repayments / flexible repayment periods can make a difference to the attractiveness of a loan, but are not included in the Comparison Rate.

Conveyancer: Someone who performs the service of conveyancing. A conveyancer may be a lawyer who does conveyancing as part of their regular practice, or a dedicated conveyancer who does nothing but conveyancing.

Conveyancing: The process of transferring the ownership of a property from a seller to a buyer. A person who performs this service is called a conveyancer.

Credit report: Prepared by credit reporting agencies, this report shows your credit history. A good credit history report is usually required before a lender will approve a loan.

Default: When a loan customer doesn't meet their obligations under the loan contract.

Deposit: The amount of money you put towards the purchase of a property which is paid at the time contracts are exchanged. Normally a deposit of 20% is required if you want to avoid paying for LMI (see Lenders Mortgage Insurance)

Drawdown Date: The date the when the borrowed money is used – usually the day when you pay the seller of the house, or make your first payment to your builder.

Equity: The difference between the value of your house and what you owe on your loan. For example, if you owe $100,000 against a property valued at $300,000, you have $200,000 equity in the property.

Extra (or "Additional") Repayments: Payment you make towards the loan in addition to your normal repayments. This allows you to pay back the loan sooner, which means less time to build up interest, saving you money in the long run. Not all loans offer this. As a bonus, if your loan has a Redraw Facility, then you might be able to withdraw some of these extra repayments to use in an emergency.

First Home Owner's Grant (FHOG): A grant from the government payable to encourage new home buyers. The nature and terms of these grants may vary from state to state, so be sure to check with what this grant means for you.

Fixed Interest Rate: This means your interest rate, and therefore the amount you repay, won't change for the fixed rate period of the loan. This means your repayments won't go down…but they won't go up, either. A fixed rate can be handy for planning your budget. You might also see this called "Fixed Interest", a "Fixed Rate", or simply described as "Fixed". See also Interest Rateand Variable Rate Interest.

Guarantor: A person or entity that agrees to be responsible for another's debt if he or she should default on a loan obligation. A guarantor may be required to provide additional security. A guarantor will also need to demonstrate that they have the capacity to take over your loan repayments without having any financial hardship.

Honeymoon Rate: A low rate of interest for a short time at the start of some loans ("Honeymoon rate loans"), normally from 6 to 12 months up to 3 years. Also called an "Introductory Rate".

Interest: What you pay back in addition to the Principal– the amount charged for the use of the money you borrowed. Note, this is in addition to any fees and charges applicable to the loan.

Investment Property: In this case, any properties you don't live (or work) in yourself, but hope to make money from, like rental properties.

Interest only home loan: A method of bringing down your repayments is opting for an interest only loan, which allows you to pay the interest part of the loan only without any repayment of principal for a set period.

Joint tenants: Ownership by two or more persons of the same property. The individuals, who are called joint tenants, share equal ownership of the property and have the equal, undivided right to keep or dispose of the property.

Lender: Any institute that offers loans. Could be a bank, a dedicated home loan provider, or a Credit Union (like us!)

Lenders Mortgage Insurance (LMI): Insurance taken out by the lender against the possibility that a borrower may default on their loan. The cost of this is passed on to the borrower. Lenders usually require LMI where there is a need to borrow more than 80% of the property's price.

Liabilities: Your existing debt or financial obligations, including credit cards, personal loans, etc.

Line of credit: A revolving line of credit is like a large overdraft or credit card secured against your property. You can draw up to a pre-approved limit and then repay at interest only. Be mindful that this feature often comes with a higher interest rate than a normal home loan.

Loan agreement: A contract between your lender and you as the borrower which sets out the terms and conditions of the loan.

Loan to value ratio (LVR): The ratio of the home loan amount compared to (divided by) the value of your property. Usually expressed as a percentage. For example, a home loan of $800,000 for a home valued at $1,000,000 would have an LVR of 80%.

Offset Account: An account linked to your home loan. For the purposes of calculating interest on your loan, the balance in your offset account is subtracted from the balance remaining on your home loan, and then interest is calculated on the result.
So, if you have a home loan of $200,000, and a linked offset account with $10,000 in it, interest on your home loan would be calculated as if your home loan were only $190,000. The offset account itself is not interest-bearing.

Owner-Builder: Someone who builds the house they intend to own – they'll be pouring the concreting, laying the bricks, or at the very least supervising the construction.

Owner-Occupier: Someone who lives in the house they own. They may or may not have built it themselves but they own it and live in it.

Packaged Home Loan: A home loan bundled with other products from the financial institute, like credit cards, personal loans, or insurance. As part of the bundle these products can be better-value than their standalone counterparts, such as the credit cards having lower interest or a higher limit than the institute's standalone card. Package Home Loans might also be referred to as "Home Loan Packages", "Bundles", "Packs", etc.

Principal: The amount of money you borrow. Need to borrow, for example, exactly $256,660? That's the principal you'll borrow. Interest is calculated on this amount.

Redraw Facility: A feature of some loans that allows you to “withdraw” the extra/additional payments you’ve already paid back into the loan. If this is a feature of a loan, you may need to first meet certain requirements, like paying off a certain amount, before you can redraw.

Refinancing: Switching your current home loan for a new one.

Security: Collateral used to secure a loan from a lender. Usually this will be the property you intend to purchase or a third party’s property, if you are using a guarantor. Be aware, as a last resort, the ender will sell the property to recover the debt if you are unable to service your loan.

Settlement: The process of finalising the exchange of property. The balance of the purchase price (the full purchase price minus the deposit) is transferred to the vendor in exchange for the certificate of title to the property and the keys to the property.

Split Loan: A loan where part of it is set at a fixed interest rate and part of it is set at a variable interest rate.

Stamp duty: A tax charged by State Governments when you purchase a property. Stamp duty varies per state and territory.

Strata title: A form of ownership devised for multi-level apartment blocks and horizontal subdivisions with shared areas. Owners hold the title of a particular lot in the strata plan.

Term: The length of time in which a loan is to be repaid.

Valuation: A report required by a lender to establish the market value of a property.

Variable Interest Rate: An interest rate that changes. This means repayments on your loan can go up…or down, depending on how the rates change. This might also be called “Variable Interest”, a “Variable Rate”, or simply described as “Variable”. See also Interest and Fixed Rate Interest.

Vendor: The person selling their property, also referred to as the seller.

Notes

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