

# KEYSTONES

Keystone - the stone that holds all the other stones together

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The newsletter for Keystone Lending Pty Ltd  
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## WHO IS KEYSTONE LENDING

Keystone Lending is Don Gray.

I have been in the finance industry for over 20 years and been helping people obtain the dream of home ownership for the last 5 years as a mortgage broker and prior to this as a manager for Advance Bank / St George, and Newcastle Permanent Building Society.

During my time with Newcastle Permanent I was Branch Manager for over 10 years assisting people with their loan requirements.

With Advance Bank / St George I was a senior Lending Manager and again assisting people with Home ownership.

After leaving St George I became a Mortgage Broker and worked in a franchise with Mortgage Choice. I left Mortgage Choice as they were not providing the level of service that I thought was sufficient for my clients.

I then went into a partnership as Mortgage Exchange. This partnership dissolved amicably and I have now gone out by myself as Keystone Lending.

The idea of this was to provide a more personalised service to my clients

## WHAT DOES KEYSTONE LENDING DO

We source finance for home loans.

We look at your financial position and work with you to decide which loan and institution is the best for you. You then let us know which institution you have chosen, and we complete all the paperwork and deal with the lender for you all the way through to approval and beyond.

We look to develop a relationship with you so that if you have any questions or require any information you will contact us and we will answer your questions

We also do the following;

- ◆ Finance for investment home loans
- ◆ Finance for any investment using property as security
- ◆ Finance for additional loans - where you already have a loan with an institution and would like additional funds for any purpose
- ◆ Information on how to pay off your home loan sooner - we can show you how you can do this.
- ◆ We also have contacts that can help in the purchase of Commercial property, cars, and any other purchase you may be considering.
- ◆ PRE-APPROVAL (See information on next page)

**THE SERVICE THAT KEYSTONE LENDING PROVIDES IS FREE**

**Phone 1300 88 5515**

## TERMINOLOGY

Some of those words that come up when you buy a home that you may not understand

### **Annual Percentage Rate (APR)**

A measure of the cost of credit, expressed as a yearly rate. It includes interest as well as other charges. All lenders are being asked to follow the same rules to ensure the accuracy of the annual percentage rate, it provides consumers with a good basis for comparing the cost of loans, including mortgage plans.

### **Basic Rate**

Applied to loans commonly called 'No Frills Loans' which have are generally cheaper than Standard Variable Rate Loans but do not have features such as a redraw facility or mortgage offset.

### **Break Cost**

Relates to Fixed Rate Loans where the borrower terminates the loan contract before the expiry of the fixed rate period.

### **Capped rate**

A limit on how much the interest rate or the monthly payment can change either at each adjustment or during the life of the mortgage. This is usually only for the first 12 months of a loan

### **Discount Rate**

In a variable rate loan you may receive a discount on the variable rate (usually for the first 12 months) After the discount period, the loan rate reverts to the standard variable rate

## REFERRAL

### GROUP

As part of my ongoing commitment to you and so that I can be of assistance to you in many fields I belong to a group called the Business Referral Group.

The idea of the group is to have many varied business people together that can refer business to each other and provide a service to all their clients so the clients do not have to shop around to different places.

Some of the group that may be able to assist you would be an Accountant, Solicitor, Architect, Financial Planner / superannuation specialist, Graphic Artist, Computer Educator (The Fourth R), Web Design, Removalist, Computer sales and repairs, large volume copying to name a few.

## PRE APPROVAL

### WHAT IS A PRE-APPROVAL?

Essentially it is an approval from the lender giving you the OK to purchase a property up to a certain purchase price with a certain loan amount.

It is like looking for the house you want and being able to say to the agent that you are already approved for the loan.

Imagine going in to the real Estate agent or looking through the paper and knowing that you can purchase the house you want.

No more looking through houses that you don't need to.

By getting pre-approved for a loan, before you ever begin house hunting, you will know exactly how much you qualify for, and have the proof to show any home seller. In addition, this renders the ideal opportunity to propose a lower price, because they know you have got the "cash" to back up your negotiations. It is like being a cash buyer.

Getting pre-approved is the key to this whole scenario.

Keystone lending can help you with this as we can complete all the necessary documentation and deal with the lender on your behalf.

## THANK YOU

To all those people who contacted me and wished me luck in my new venture and offered continued support.

Also a very BIG thank you to all those people who continue to refer other people to me - I treat that as a great compliment because it means I have done the right thing by you

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