

CASE STUDY 1

First home buyer laying the foundations for long term success

Ove Amin



Ove Amin is a first home buyers looking to build his dream first home. He purchased a block of land in Sydney's south west & will build a new four bedroom home with an attached 2 bedroom granny flat.

Ove has been a strong saver & purchased his land a year before registration. This gave him the opportunity to save additional deposit funds while the land was getting ready for registration.



The details:

Land price:	\$390,000
Construction:	\$450,000
Total:	\$840,000

Purchase date:	July 2016
----------------	-----------

Registration date:	June 2017
--------------------	-----------



Finance considerations:

- Ove works as a sales consultant and earns over 50% of his income as commissions.
- While Ove had a 20% deposit available, he was looking to keep as much of his funds as possible in an offset account to be able to negotiate & reduce his build costs.
- The value of the land has increased over the course of the year.
- Ove and his partner were also looking to set themselves up with a 10 year wealth accumulation plan. He was looking for direction to help build a sustainable future for his wife & future family.



Finance plans:

- Working around Ove's short & long term plans, it was important to find a lender that would:
 - o Allow financing with a smaller deposit as much as possible without incurring any additional fees.
 - o A lender that accepts a high reliance on commission income; &
 - o A lender with good interest rates & fees to help manage costs of a larger mortgage.



Results:

- Noting these requirements, we found a lender that:
 - o Allows 100% of commission income to be used for borrowing power. This allowed an additional \$80,000 in borrowing power.
 - o A lender that accepts the market valuation of the land, not the contract price.
 - o Market leading rates & no annual fees.

Here's what Ove had to say about dealing with Confidence Finance



Curtis & the team at Confidence could not have been more supportive in helping my family build our new home and granny flat. He was professional & clearly passionate about what he does. He worked tirelessly to find us a solution that suited our unique requirements & came up with a plan to help us start the foundations for a long-term wealth creation strategy.

The result is great, by keeping a little more of our saved funds available to us, we'll be able to reduce our ancillary construction costs by negotiating with parties directly.



Thank you Curtis & the team at Confidence Finance.