



Frequently Asked Questions - Home Owners

Question: What is the first step I need to take in order to make purchasing my own home a reality?

Answer: There are a few things to consider, what type of loan do I want? What rate of interest will I be paying? We suggest you arrange a meeting with us so that we can discuss your requirements and answer all of your questions. Hidden Equity can take you through this process smoothly.

Question: Should I consider fixing my interest rate as they are so low at the moment?

Answer: Interest rates are low at the moment. The answer to this question is never easy, as it really depends upon your personal circumstances and whether you have surplus income to cover any additional costs, should the interest rate rise. Some people prefer to partially fix their home loan so that the risk is spread.

Question: I already have an existing loan, what do I need to watch out for if I want to change to a different lender? Can Hidden Equity help me with this process?

Answer: We can help you change to a new lender should you wish to. You will need to sign a 'discharge authority' form which instructs your existing lender that you will be refinancing to a new lender and that you will be closing down your existing loan with them.. We can provide you with this form and help you complete it. There are usually fees charged by the existing lender to exit their loan. (See next question).

Question: I have heard the term exit fees, what are they and how much are they?

Answer: Whenever you close a loan or refinance to a new lender there are normally fees called 'exit fees' that you will need to pay. These vary considerably depending upon the conditions of the loan that you took out with your lender. Some lenders charge a percentage of the original loan or others have a flat fee.



We suggest you speak to Hidden Equity before you do this as on certain situations it will cost you more to change lenders than it would be to save on the interest rate that the new lender is charging.

Sometimes there are alternative options to refinancing. We take the time to talk you to discuss these options so that you can make a decision based on all the facts.

Question: I do have some equity in my home, unfortunately I have accumulated other debts on my credit cards and a car loan etc, can Hidden Equity help me get rid of these debts?

Answer: We will review your current home loan situation; this includes home loan amounts and equity position as well as your current debt levels. We can provide you with alternative suggestions such as; taking out a new loan that will cover your existing home loan debt and other debts.

Consolidating debt onto your home loan means the debt could cost you more in the long run if you do not pay this off sooner.

We strongly recommend that you talk to a financial planner and or accountant to ensure that this is the best strategy for you

Question: I already own my own home and feel ready now to purchase an investment property; will Hidden Equity help me achieve this?

Answer: Yes, we meet with you to discuss your situation and determine the best strategy to obtain the home loan finance needed to secure your investment property.

For any more information, please contact Hidden Equity on 07 5438 1551 or email on info@hiddenequity.com.au