



QUANTUM

Wealth Creation

Case Study

Build Investment Portfolio

Presented By
Quantum Management Pty Ltd
ACN: 120 884 353



Finance – Investor and Refinance



To better understand your client's financial situation and needs, it's important to take the time to discuss with your clients about their current mortgage and financial situation.

By incorporating Quantum Finance Services into your sales process at every opportunity, it will not only assist you building deeper customer relationships but also greatly increase the chance of getting a deal through because we give clients the confidence that they are able to settle the property eventually and also ensure that if anything happens to them their families are protected financially.

By implementing this it will create an impression for your clients that we are responsible and look after them, and also distinguish us from average real estate agents who only just care about selling.

Incorporating this with your discussions could also lead to financial benefit for you.



Study Type: Peter Smith - Age 35 - Married 2 dependants – Investment and Refinance

Name	Peter Smith	
Age	35	
Married	Yes	
Dependants	2	
Combined salary	\$210,000	
	Assets	Liabilities
Home	\$1 million	\$300,000
Shares	\$15,000	
Bank	\$25,000	
Deposit	\$60,000	

Background

Peter and his wife Jane have been working as accountants over the last 15 years and have a combined income of \$210,000 p.a. They have been married for 10 years and have 2 children aged 9 and 7. They have purchased a house 10 years ago and is currently valued at \$1 million.

They want to look at the future and are eager to purchase an investment property they would also like to reduce their tax liabilities.

Their current loan of \$300,000 is with ABC bank on a rate of 4.7% that they have had for 3 years and pay around \$1,520pm in repayments.

Peter and Jane saw and advertisement on line for an apartment at Linton – Kangaroo Point QLD, which look like a great investment and a great property to start with as an investment portfolio.



They had a look at the display suite and love Apartment #7.14 purchase price of \$561,250 off the plan.

They have put a holding deposit of \$1,000 and a week later they paid the 10% of \$56,000.

A little under a year has passed and the property will be settling in 3 months, so they contact Quantum Finance to help them obtain the finance on their new property, they did do a preliminary assessment with Quantum Finance when they purchased the property to ensure that they could obtain finance at that point in time and it was advised that they should also look at refinance the current loan.

Quantum Finance will do the following;

- Review the clients financial and personal circumstances have not changed
- Obtain updated documents i.e payslips, expenses
- Complete the loan calculations at current interest rates and discuss options with the clients
- Process the loan to the lender
- Manage the process to settlement



A summary of what Peter and Jane's finance looks like (Investment)

Report prepared for:

Summary

What you need to pay:		What you have available:	
Purchase Price:	\$562,000.00	First Home Owners Grant:	\$0.00
State Fees & Charges:	\$20,225.00	Savings:	\$0.00
Loan Establishment Costs:	\$798.00	Gift:	\$0.00
Lender's Mortgage Insurance:	\$0.00	Deposit Paid:	\$0.00
Consolidated Debts:	\$0.00	Sale Proceeds:	\$0.00
Fees:	\$0.00	Other:	\$0.00
		Loan Amount:	\$583,023.00
Funds Required:	\$583,023.00	Funds Available:	\$583,023.00

Surplus/Shortfall: \$0.00

Loans:

Loan 1:

Lender:	ING Direct		
Product:	Fixed 3 Year Investment \$500,000 - \$2,000,000 Max LVR=80%, Interest Only		
Loan Amount:	\$583,023.00	Repayment Type:	Interest Only
Interest Rate:	3.84%	Term (Years)	30
Comparison Rate:	4.39%	Interest Only Period (Years)	1
Annual Fee:	\$0.00	Monthly Payment:	\$1,865.67
Monthly Fee:	\$0.00	Fortnightly Payment:	\$861.08
Upfront Fee:	\$798.00	Weekly Payment:	\$430.54

Properties:

Property 1: 1 Linton Street, Kangaroo Point, Queensland 4007

State:	QLD	Transfer Stamp Duty:	\$18,315.00
Value of Property:	\$562,000.00	Mortgage Stamp Duty:	\$0.00
Primary Finance Purpose:	Purchase	Mortgage Registration:	\$175.00
Property Use:	Investment	Land Transfer Registration:	\$1,462.00
Property Status:	Buying Off Plan	Discharge Registration:	\$0.00

Property 2: 1 Test Street, Sydney, New South Wales 2000 Home

State:	NSW	Transfer Stamp Duty:	\$0.00
Value of Property:	\$1,000,000.00	Mortgage Stamp Duty:	\$0.00
Primary Finance Purpose:	Refinance	Mortgage Registration:	\$136.30
Property Use:	Owner Occupied	Land Transfer Registration:	\$0.00
Property Status:	Established Property	Discharge Registration:	\$136.30

Summary

- Peter and Jane will have a loan of investment loan of \$583,023 with ING at 3.84% on Investor rates fixed for 3 years



- They have also refinanced their current home loan

A summary of what Peter and Jane's finance looks like (Owner Occupier)

Report prepared for:

Summary

What you need to pay:		What you have available:	
State Fees & Charges:	\$273.00	First Home Owners Grant:	\$0.00
Loan Establishment Costs:	\$798.00	Savings:	\$0.00
Lender's Mortgage Insurance:	\$0.00	Gift:	\$0.00
Consolidated Debts:	\$0.00	Deposit Paid:	\$0.00
Fees:	\$0.00	Sale Proceeds:	\$0.00
		Other:	\$0.00
		Loan Amount:	\$300,000.00
Funds Required:	\$1,071.00	Funds Available:	\$300,000.00
Surplus:	\$298,929.00		

Loans:

Loan 1:

Lender:	ING Direct		
Product:	Fixed 3 Year \$150,000 - \$499,999 <=80%		
Loan Amount:	\$300,000.00	Repayment Type:	P & I
Interest Rate:	3.69%	Term (Years)	30
Comparison Rate:	4.35%		
Annual Fee:	\$0.00	Monthly Payment:	\$1,381.26
Monthly Fee:	\$0.00	Fortnightly Payment:	\$636.69
Upfront Fee:	\$798.00	Weekly Payment:	\$318.17

Properties:

Property 1: 1 Test Street, Sydney, New South Wales 2000
Home

State:	NSW	Transfer Stamp Duty:	\$0.00
Value of Property:	\$1,000,000.00	Mortgage Stamp Duty:	\$0.00
Primary Finance Purpose:	Refinance	Mortgage Registration:	\$136.30
Property Use:	Owner Occupied	Land Transfer Registration:	\$0.00
Property Status:	Established Property	Discharge Registration:	\$136.30

If Peter and Jane refinanced their current home loan from 4.5% to ING offering a rate of 3.69% for a fixed 3-year term he could save thousands of dollars on their home loan.

Current home loan ABC Bank \$300,000 based on 4.5% = \$1,550 per month at interest only with ING is 3.69% = \$1,379 per month owner occupier rates the difference is \$171 per month or \$2,052 per annum over a 3-year period a savings of \$6,156.



How can Quantum Finance help?

At Quantum Finance we are able to provide professional credit solution to complement any property advice or consultation that is provided by Quantum, to assist our clients get the best possible loan without the stress and with minimal hassle.

Our Quantum Finance representatives have the necessary qualifications to guide you to the best loan products from our panel of lenders from banks and non-banking finance providers.

Taking your personal circumstances and following discussions with one of our key representatives, we are able to search through these institutions for the best possible loan product that meets yours and your family's needs.

At Quantum Finance we also regularly review our client's loans to ensure that their still competitive and remains current for their personal and financial circumstances and needs.

Contact Quantum Finance NOW on 02 8823 5222 to make an appointment to see how we can assist you.

Please note: These are examples and should only be used as such as we have not taken your personal circumstance in this illustration and is not to be used as advise in any way.

Quantum Finance is a corporate authorised representative of Quantum Investment Solutions Pty Ltd ACL
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