



QUANTUM

Wealth Creation

# Case Study

Presented By  
Quantum Management Pty Ltd  
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## Finance – Age 50 - Investor



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.

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 just care about selling.

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



**Study Type:** Peter Smith - Age 50 - Married no dependants – Investment – loan via CITIBANK product

<b>Name</b>	Peter Smith	
<b>Age</b>	50	
<b>Married</b>	Yes	
<b>Dependants</b>	0	
<b>Combined salary</b>	\$190,000	
	<b>Assets</b>	<b>Liabilities</b>
<b>Home</b>	\$1 million	\$500,000
<b>Shares</b>	\$30,000	
<b>Bank</b>	\$45,000	

## Background

Peter and his wife Jane have been working as accountants over the last 25 years and have a combined income of \$190,000pa. They have been married for 27 years and 2 non-dependent children. They have purchased a house 20 years ago and is currently valued at \$1 million.

They want to ensure that they have enough for their retirement and are eager to purchase an investment property to help them.

Their current loan of **\$500,000** is with ABC bank on a rate of 4.7% that they have had for 15 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 a 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 finance looks like (Investment)

Using Citibank product and utilising the Owner Occupier rates for the \$500,000 of the investment loan and only having a smaller portion as Investor rates.

### Using Citibank Owner Occupier rates

	Value	Loan	Rate	Payment	Type	
Current Home loan with ABC Bank	\$1,000,000	\$500,000	4.70%	\$2,525	P&I	At Investor Rate
Purchase Linton Brisbane QLD	\$562,000	Investment Property				
Citibank - Mortgage Plus	\$1,000,000	\$500,000	3.60%	\$2,284	P&I	At Owner Occupier rates
		\$500,000	3.69%	\$1,538	I/O	At Owner Occupier rates
		\$62,000	4.09%	\$211	I/O	At Investor rates
<b>Total Loan</b>		<b>\$1,062,000</b>		<b>\$4,033</b>	<b>Per Month</b>	

### Not using Citibank Owner Occupier rates

	Value	Loan	Rate	Payment	Type	
Current Home loan with ABC Bank	\$1,000,000	\$500,000	4.70%	\$2,525	P&I	At Investor Rate
Purchase Linton Brisbane QLD	\$562,000	Investment Property				
Citibank - Mortgage Plus	\$1,000,000	\$500,000	3.60%	\$2,284	P&I	At Owner Occupier rates
		\$562,000	4.09%	\$1,915	I/O	At Investor rates
<b>Total Loan</b>		<b>\$1,062,000</b>		<b>\$4,199</b>	<b>Per Month</b>	

By doing the loan via Citibank, Peter and Janes could save around **\$2,000** per annum and around **\$60,000** over the life of the loan



## 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.

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