BUYING YOUR FIRST HOME

ALL YOU NEED TO KNOW

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Stage one – Are You Ready to Buy?

Congratulations…if you're reading this there's a good chance that you've come to the stage where you've decided it's time to either purchase your first property or at least commence the research process into what's required. People get to this point for many various reasons as the following indicates:

- They're tired of shelling out good money every week and receiving no benefit.
- They're tired of Landlords increasing rents but not attending to decaying properties.
- They consider that the property market represents good value.

- They consider that property is an excellent vehicle to generate long term wealth and are keen to take the first step on the property ladder.
- They're tired of moving from property to property and would like to make a base.
- They want to put their own individual touch on their living environment.

We've designed this guide to enable any one interested in purchasing their first residential property to quickly get up to speed with the financing requirements associated with purchasing your 1st property.

Your first purchase is an exciting experience and our aim is to ensure that it doesn't turn out to be a costly and stressful one, which can quite easily occur to the inexperienced purchaser and even, on occasions, with experienced purchasers.

We cover many issues within this guide and we hope that we are successful in clearly explaining each issue. Lenders have many different policies and lending guidelines which are changing on a daily basis. If at any stage you are unsure about anything covered in this guide, or to do with the purchasing and financing process, please feel free to contact us…it's what we do and it's what we've been doing for the past 25 years!

So how much deposit will I require?

There was once a time when you could borrow in excess of 100% of the purchase price, however those days are now long gone. There are some lenders that will now lend you 95% of the purchase price, plus also allow you to capitalise an extra 2% to cover the Mortgage Insurance cost, effectively providing a 97% loan.

Most lenders who are prepared to advance 95% of the loan will require that the 5% must consist of "Genuine Savings" as opposed to "Non Genuine Savings". This is where it starts to get confusing as one lenders definition of genuine savings is different to another. For instance, some lenders will allow you to use the rent you are currently paying as a form of genuine savings, or even advanced payments on personal loans, while others are more black and white in their definitions.

The items that are considered to be Genuine Saving by all lenders are the following:

- Savings that can be evidenced with 3 months of statements.
- Sale of shares that have been held longer than 3 months
- Real estate sale proceeds

Items that are usually considered to be Non – Genuine saving:

- Inheritances
- Gifts from Family members / friends
- Sale of assets
- Windfalls
- Personal loans
- Government Grants

Part of the process we undertake is reviewing your deposit sources which enables us to focus on the lenders that have the most relevant policies for your personal situation.

As well as the deposit money, you also need to have funds to direct towards additional costs such as:

- Mortgage Registration and transfer fees;
- Solicitor / Conveyancer fees;
- Council Rates and Body Corporation payment adjustments;
- Lender application fees.
- Pest and property inspection fees
- Insurance costs – property / content / income protection

- Moving expenses

FAMILY PLEDGE FINANCE (GUARANTOR) – No Deposit

If you do not have the deposit needed (and even if you do) to purchase your first property there are still options available to you. Some lenders offer what is called a “Family Pledge” loan to assist you in obtaining entry into the property market. A family pledge loan allows your parents, or a close family member, to use equity in their property to help you purchase your new home.

What are the benefits?

1. Allows you to buy a property before you have the 5% deposit saved

2. Saves you money by reducing or eliminating the need to pay Lenders Mortgage Insurance (LMI). LMI is payable on all loans that are over 80% of the purchase price and can be very costly.

3. Allows you to buy a higher value property than you could if you were dependent on the money you had saved.

4. Can be used to purchase investment properties.

How does the family pledge work?

1. Your parents (or close family member) use the equity in their own property to be used as security with your purchase.

2. A guarantor can specify what percent of their property they are prepared to offer as security (e.g. 10%). The guarantee provided is limited to that amount.

3. A family member can request that they be removed, or you can ask for the guarantor to be removed, at any time during the loan. Having a guarantee removed will be dependant upon the value of the security property and may result in the requirement for LMI. This is not a guarantee for the life of the loan.

4. Lenders may still require you to show evidence that you have been saving some money on a regular basis prior to approving your loan facility.

EXAMPLE:

The applicant has no genuine savings and wishes to purchase a property for $450,000.00. The applicant’s parents have a property worth $750,000.00 which has a $300,000.00 mortgage. The parents offer a Pledge for the amount of $100,000.00 and the lender takes a second mortgage over their property. This allows the applicant to avoid LMI and in the process save approximately $11,700.00 in LMI.

Property to be purchased	$450,000

Mortgage	$350,000
Pledge from parents	$100,000
Total amount of security	$450,000
LVR – Loan to value ratio	78%

Once again, Lenders have different policies in respect to their Pledge products. We can guide you as to what Lenders have the best policies for your individual situation.

First Home Owners Grant (FHOG)

The First Home Owners Grant, or FHOG as it is more commonly known, is a grant initiated by the Federal Government and administrated by the respective State Government, to assist individuals who have never previously owned a property to enter the property market. Currently, the grant is worth $7,000.00; however both the Federal and State Government often change this amount to stimulate activity in the property market.

The respective State Governments also offer Stamp Duty concessions to First Home Owners which can also be quite substantial. In Queensland at the current moment, there is no stamp duty payable on purchases up to the amount of $500,000.00 which results in a Stamp Duty saving of $15,525.00….which is a substantial amount of money particularly for the First Home owner.

The FHOG is paid on settlement of the property. All documents need to be lodged at the same time the loan application is being lodged. We undertake this process for you to ensure that everything occurs in a timely manner and there are no delays in settlement.

If you are purchasing with another individual, and they are also a First Home Owner, then you will only be entitled to one Grant payment. If your partner has owned a property previously, then you will not be entitled to the Grant and you will also not receive the Stamp Duty Concessions.

What is Lenders Mortgage Insurance (LMI)?

Many people get confused with Lenders Mortgage Insurance (LMI). This is an insurance that the borrower pays once their Loan amount exceeds 80% of the purchase price and it's an insurance that covers the Lender if you were to default on your loan. LMI allows the Lenders to advance more than 80% against the security of your property. LMI is an insurance that increases as the percentage of the purchase price you borrow increases.

Most lenders will allow you to capitalise your Insurance premium onto your loan balance. For instance, if you had a loan of $300,000.00 and your mortgage insurance was $3,500.00 then your final loan would be $303,500.00 if you choose to capitalise. You're always free to pay the Mortgage Insurance upfront.

Different lenders have different Mortgage Insurance premiums. Some will be cheaper than others depending on their arrangements with the various insurers.

The Mortgage Insurers also determine many of the policies that are applied by the various lenders. The insurers have different policies amongst themselves and also apply different policies to different lenders.

LMI is different to Mortgage protection Insurance which is where you or your partner's mortgage payments are protected if a certain event occurs, such as loss of employment, injury, etc.

Am I able to purchase a property with a friend or family member?

You are definitely allowed to buy with a friend or family member and it is often a great way to enter the property market and not burden yourself with a large mortgage balance. However, if you plan to take advantage of the First Home Owners Grant (FHOG), then you need to ensure the person you are purchasing the property with is also eligible for the grant.

If you purchase with another individual who is eligible for the Grant, then you will only receive one grant between both of you. If you purchase with someone who has previously received a grant, or owned a property, then you will not be entitled to the grant or the stamp duty concessions that are offered to First Home Owners. There are some different strategies available if you wish to purchase with another individual that may help to maintain your FHOG and stamp duty concessions and we suggest that you contact us if you're considering a purchase with another individual to see if any of these strategies can benefit you.

If you are looking to purchase with a friend / partner / family member, it is essential that you organise a "purchase with family / friends" agreement that will legally bind all parties in the event of some unforseen event. This type of agreement addresses all the issues that may arise in a property partnership and provides the guidelines as to how the various matters will be dealt with. This is an important document that can save you many '000's and a substantial amount of stress.

The advantages of purchasing with another person are:

- A larger deposit to place into the purchase if you have both been saving
- More purchasing power
- Two incomes to contribute into servicing the loan
- Lower overall debt which will allow you to pay down your mortgage balance far quicker than if you purchased on your own.

It's very important to ensure that the person you are buying with is responsible with their finances. All parties will be liable for the full amount of the borrowings. If one party defaults, the other party also effectively defaults.

A further thing to be mindful of is that many lenders will include the full amount of the loan when considering further borrowings. For instance if you were looking to purchase your first investment property, most lenders will use the full loan amount in calculating your ability to service the loan, even though you are only paying half the mortgage and regardless of how credit worthy your partner is.

Keep your Credit Rating Clear!

Your Credit Report is very important in your ability to obtain finance. Even a slight blemish on you credit rating can mean the difference between your loan being approved or declined.

Your credit report also provides a score which lenders take into account when assessing your loan application.

Following are a list of items that will have an impact on your credit rating:

- Unpaid and paid judgements / defaults.
- An above average number of credit enquiries
- A high number of recorded residential addresses

It's important to ensure you pay all of your bills on time and re-direct any mail when you move from one place to the next. Telecommunication and Utility companies are the quickest to register a default on your credit report, even for the tiniest amounts, so make sure these are the first ones you notify if you move or are unable to pay your bill on time. If you are disputing an account, don't ignore it. Pay it and then take the matter up with the relevant Ombudsman.

A default on your credit rating will stay there for five years, even after it has been paid. Even a small default may make or break your loan application.

If you are unsure of your credit status, we can undertake a credit report on your behalf and provide you with an overview of where you stand.

What costs will I incur?

Understanding all the costs that will be incurred is very important as there is nothing worse than receiving a call from your Solicitor or Conveyancer the day before settlement asking you to transfer funds and you don't have the required amount. It's very important to understand all the costs that you will incur and ensure that you have budgeted for these.

Following is a list of the expenses that you may incur in the purchase process:

Government Charges

- Mortgage Registration Fees
- Mortgage Transfer Duty
- Stamp Duty (not payable by First Home Owners up to $500k)

Lender Fees

- Mortgage Application Fee (Amount varies amongst lenders)
- Valuation Fee (This may be covered in the Mortgage App fee)
- Lenders Mortgage Insurance

Miscellaneous

- Solicitor / Conveyancing fees
- Rates adjustments
- Body Corporate adjustments (If the property is a Strata titled unit)
- Insurances – Property, Income Protection, Contents, Mortgage protection – Only property insurance is compulsory.
- Purchase with Friends / Family Agreement
- Pest and Building inspection report
- Moving expenses

Additional costs you will face when purchasing a property are:

- Government registration and transfer fees
- Conveyancing fees
- Lender application fees

- Rates/Body Corporate payments adjustments
- Money costs (e.g. bank cheques)

See the example below:

Purchase	
Purchase Price	$ 350,000
Deposit (5%)	$ 17,500
Loan Amount	$ 332,500
Costs	
LMI (estimate)	$ 9,000
Application fee (lender)	$ 600
Conveyancing costs	$ 1,000
Government Fees	$ 740
Adjustments	$ 650
TOTAL	$ 11,990
Funding Schedule	
Loan (with LMI up to 97%)	$ 339,500
Deposit	$ 17,500
FHOG	$ 7,000
FUNDS AVAILABLE	$ 364,000
Less costs	$ 11,990
Funds Available	$ 352,010
Surplus	$ 2,010

How is your income treated?

Lenders want to know, and are legally obligated to ensure, that you are going to be able to make the regular repayments on your mortgage. For this reason, lenders want to see that you have been stable in your employment. This does not mean you have to have been with the same employer for years, although this helps. However, if you have changed employers on a regular basis, lenders want to see you have stayed in the same industry and that you have done so for career/financial advancement.

If you are considering changing job, it's best to obtain your finance prior to making any moves. Changing jobs could stop you from obtaining finance. Also, most lenders will not approve a loan while you are on probation which is often a condition of many new employment contracts.

When it comes to Overtime, Commission and Bonus Income the policies between the various lenders vary significantly and can significantly impact the amount you can borrow. For instance, some lenders will allow 50% of overtime income while others allow 100%. Similar variations exist in respect to commission and bonus income. If you generate income from any of these sources, we can save you a substantial amount of time by focussing on those lenders that have the most suitable policies for your income profile.

A casual employee will need to have been in the position for a minimum of twelve months to be considered by a lender. The lender will also want to see the previous year's tax return to see consistent earnings. If there are variations, we may be able to persuade the lender to consider the most recent income figures if we can provide a solid argument.

When you become self employed a whole new set of rules immediately apply. If you are self employed you need to have held an ABN for a minimum of two years and be able to provide at least 2 years of financials and tax returns. There are some lenders who may accept one year but you must be in the same industry that you were in when you were PAYG. If you're still a PAYG employee and are planning to become self employed we would suggest that you seriously consider your situation prior to applying for finance as it's important to ensure that your cash flow will allow you to service any proposed loan.

Do you really need all those credit cards?

Many banks have been offering great deals with credit cards so it is not uncommon to have two or three credit cards with set limits. Even if you do not owe anything on your credit cards, lenders will take a certain percent of your card limit (e.g. 30%) and use this as a liability when calculating servicing on the loan.

So how will a lender know if you have a credit card if you do not mention it in the application? Whenever you apply for finance, a lender will perform a credit check on you and any credit card applications will show on your report. It's always important to be upfront with your application and we can then provide you with guidance as to how best to structure your affairs to maximise your borrowing potential.

If you do owe money on your credit cards, try to pay them out and cancel them prior to applying for finance. You will be paying high interest on your card so it is best to pay that out ASAP.

What loan will suit you?

Ok…so your at the stage where you've got everything together, come to see us, we've reviewed your situation, found you the most suitable lender and loan facility and we're about to submit your application for approval. All we need to do now is decide what the best loan structure is for you. This can be quite confusing when you have to choose between variable and fixed interest rate, interest only and principal and interest repayments, basic mortgage, package deal, interest rate honeymoon, line of credit, mortgage offset, split loans, redraw facilities, and it just keeps going on! Don't worry too much about all of these terms as we'll educate you on what it all means and guide you into selecting and structuring the most suitable facility for your personal requirements.

Initially, the first thing you will have to decide is whether a basic mortgage or a fully featured mortgage is more suitable for you. Basic mortgages are cheaper than a mortgage with features; however the mortgage with more features can often be cheaper in the long run.

Following this you will need to decide whether you want a variable interest rate or a fixed rate or perhaps even a combination of both which is achievable on some mortgages. Sometimes your only option is to have a fixed interest rate as this may be the only way that you can qualify for a loan. If this is the case, then you will need to decide over how many years to fix the interest rate.

Once you've decided whether to go fixed, variable or a combination, then you need to decide whether you would like to make either Principal and Interest payments or Interest Only payments, or once again a combination of both.

As the above indicates you have many options available to you. This is where capital Funding Group can help by discussing each option with you and helping you to make the right decision.

What Information will the lender require?

The majority of lenders will require the following information to assist them in assessing your loan application and will not proceed until it has been provided.

- If you are PAYG then you will need your two latest payslips
- Your last tax return and ATO Assessment notice
- Last 3 months bank statements to show savings
- Proof of evidence of other genuine savings
- Details and documentary proof of non-genuine savings.
- If you are self employed, your last two tax returns and financials
- If you are self employed, your BAS statements (if applicable)

STAGE 2 – LOOKING FOR A PROPERTY

Where to Start

The first step is to make a list of things that are important to you. It may be where the property is located such as being close to public transport or a school. For some people they have requirements to the property design such as two bathrooms or parking for two cars. Once you have this list divide them into things that are essential and things that you can be flexible on.

How a Buyer's Agent Help

Once you have this list it will be easier for you to narrow down your choices but then you have to decide how you are going to find this property. There are two main options for you:

1. Spend time looking yourself using the internet and real estate magazines and papers

2. Use a buyers agent who will do all of the looking for you including finding properties that may not even be advertised.

If you have time on your hands and you plan to use a real estate agent then doing it all yourself may be the way to go. You can take your time searching and narrowing down your options.

However, if you are time poor, and you are possibly looking at buying through an auction or private sale, using a buyer's agent would be perfect. This person would be a professional negotiator so would be able to get the best possible price for you. The average fee is about 1% of the purchase price but check the fee first before signing up for anything.

Don't fall in Love without asking the Critical Questions

One of the biggest mistakes you can make is falling in love with a property on the first visit. If a real estate agent gets a whiff of your enthusiasm they will attempt to make you pay the absolute highest price. You want to ensure you are in the best negotiating position so keep your emotions under wraps.

It is also very wise to spend time getting to know what other properties are selling for in the area and how long it is taking to sell properties. Having some background knowledge will help when it comes to negotiating a purchase price.

Know what your purchase limit is and then offer an amount lower than this. By using this strategy you have room to move if needed. The real estate agent may tell you someone has offered a high price but they are not obliged to say what that amount is. Stand your ground and don't be forced to offer more than you are prepared to pay.

When you do make an offer, make sure you put it in writing. Also, let your conveyancer see any offers and contracts you have.

Common Mistakes with Property Purchases

1. Not getting to know the area first – Only visiting the house and the area once will not give you a true idea of what the neighbourhood is like. Go on different days at different times to find out if the environment truly suits you.

2. Check all body corp rules – If you are purchasing a unit, or in a complex, ensure you know all of the rules outlined by the Body Corp to ensure they fit within your needs. Many places will not allow pets but some even have rules as to whether you can have plants on your balcony or where you can hang your clothes.

3. Pest/building inspection – A pest and building inspection can help to outline potential faults with the property which could cost you thousands if you are not aware of them prior to committing to buy.

4. Borrowing right up to your limit – Make sure you leave some of your funds for paying additional costs (as mentioned above) plus also leave a small amount for anything that may crop up unexpectedly when you first move in.

5. Do not change anything when applying for finance – Some potential buyers have found themselves without finance by changing jobs just before applying for finance or taking out a large motor vehicle or personal loans.

6. Buying a property to renovate – Don't purchase a property that needs a lot of work unless you have access to surplus funds. Renovations often cost a lot more than anticipated. Attempting to obtain finance on a half renovated property is extremely difficult.

STAGE 3 – WHAT TO DO ONCE YOU HAVE FOUND A PROPERTY

Engaging a Solicitor or Conveyancing firm

Conveyancing is usually completed by a solicitor or a licensed conveyancer.
A conveyancer can assist you with:

- Title Searches
- checking for encumbrances and restrictions on the property
- ensuring any special conditions mentioned in the contract are met
- making sure rates, land tax and water consumption charges are paid by the appropriate party
- arranging for the payment of fees and charges
- organising finance and settlement extensions

When you find a conveyancer, check what their fees are and what these fees cover as each one is different.

How to make an offer

Do your research to find out what properties in the area are selling for first. When you have decided how much you are willing to offer (remember to put a lower offer in than you are able to afford so you have room to move), also decide what other conditions you want to add. For example: You may want to ask for a 60 day settlement to ensure all finance etc is organised on time; or you may want certain repairs to be done prior to settlement as part of the deal. All of these must be put in writing to the real estate agent who will then take this information to the vendor.

Once an offer has been made, you need to sit back and wait for the real estate agent to come back to you and the negotiations will begin.

How to deal with an auction

Before you do anything, make sure you know your absolute limit as a purchase price and NEVER be tempted to go over this!

Having pre-approval for finance is ESSENTIAL with an auction. Make sure you have this approval on the Lender letterhead to take to the auction. Also, make sure the lender is aware that the property will be purchased at an auction.

If possible, make an offer to the real estate agent/vendor prior to the auction to see if this will be accepted before going through the auction process. Auctions are stressful for the vendor too, so many are happy to settle beforehand if the price is right.

Go to some auctions in the area prior to the auction date of the property you like. This will give you an idea of how the process works and what properties are being sold for at auction.

Have your Solicitor go through any contracts and strata reports prior to the auction to ensure there are no surprises.

If you do win at the auction you will need to put down a deposit on the spot which is usually between 5 - 10% of the purchase price. Make sure you have this available as an auction is legally binding and you will be legally obliged to purchase if you win.

How long does the process take from making an offer to settlement?

There is no set time. For some your initial offer and an agreement with the real estate agent/vendor may happen on the one day. For others the process may go on for a week or more.

Once all parties have agreed on a price it will be time to sign the contract. Make sure your Solicitor / Conveyancer reviews your contract before you sign anything. Also, you will need to have the deposit ready at this time. Often a 10% deposit will be requested; however this amount can be negotiated down, particularly if you don't hold a 10% deposit.

Your contract will have a finance and settlement clause. If you have a pre-approval in place, then a 14 day finance clause will be satisfactory as the only condition required for full approval will be the completion of a valuation which should only take a few days. Be mindful of Public Holidays and if you have any occurring in the immediate future, seek a long time period. Settlement can occur at anytime in the future. Settlement is most often set for 30 days following the acceptance of the contract. If this is not suitable to you, do not be afraid to request the settlement date that works best for you.

Once both parties have signed the contract you need to forward this to the lender / broker to allow the valuation to be ordered and the loan status to be upgraded to Unconditional Approval. Once this occurs, Mortgage documents will be immediately generated and will be forwarded either directly to your Solicitor / Conceyancer or directly to us. If they come to us, we review to ensure that they are correct and then we organise a suitable for all parties to attend to the execution of the documents. They are then returned to the lender and it's then full speed to settlement.

From here it will depend on what timeframe you agreed to within the contract. Most contracts have an agreement of between 30 – 60 days from signing the contract until settlement. Please discuss with Capital Funding Group prior to agreeing to 30 days to ensure this is realistic.

What if I change my mind?

Unless you have purchased at an auction, you will have a cooling off period available if you change your mind. This varies from state to state. In Queensland you have 5 business days. If you do change your mind you must put this in writing and get it to the agent/vendor before 5pm on the final day of the cooling off period. The agent/vendor then has 14 days to refund the deposit but may keep 0.25% as a termination penalty.

STAGE 4 – What's Needed at Settlement

Make sure your contribution is ready

Prior to settlement, your Solicitor / Conveyancer will let you know exactly how much you need to contribute at settlement. You need to ensure these funds will be ready on the day. Your Solicitor / Conveyancer will let you know the best way to pay this contribution. It may be by bank cheque or direct debit. Check with your bank as to how long a funds transfer will take to ensure everything will be ready on time.

To delay settlement could cost you a lot of money so don't leave anything until the last minute.

Will I Need insurance?

The lender will want to see evidence of insurance prior to settlement. If you are buying your own house then you will need to obtain home insurance organised for the contract prior and send the Certificate of Currency to the lender. If you are buying an apartment/unit, you will need to have your Solicitor / Conveyancer obtain a copy of the Body Corp insurance and send through.

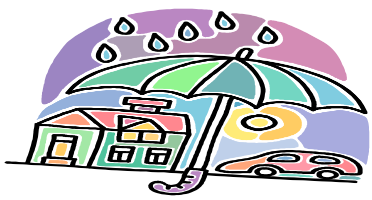
Other types of insurance you may find are:

1. **Lender's Mortgage Insurance:** LMI may be payable, and if so, will be taken care of at settlement. You do not have to attend to anything with this.

2. **Mortgage Protection Insurance or Income Protection Insurance:** This type of insurance is optional but is recommended. Mortgage Protection Insurance will take care of some or all your mortgage payments if you get injured, become too ill to work, or even die. Income Protection Insurance ensures that you will continue to receive a portion (usually 75%) of your monthly salary in the event of illness or injury that stops you from working for an extended period of time. Both forms of Insurance are definitely worth considering regardless of whether you own the property on your own or with a partner. It's also wise to ensure that your partner is adequately insured as well. We can assist you with this.

3. **Home and Contents Insurance:** Home insurance is compulsory (see above) but contents is not. However, contents insurance is HIGHLY recommended. It covers your property from physical damage due to fire, burglary and, with some insurance companies, flood.

4. **Life Insurance & TPD:** It's a good idea to have your life insurance cover reviewed. If you purchase with a spouse or partner, it's always wise financial planning to ensure that in the event of a tragedy, that your partner will not be left with the burden of paying the mortgage on only one income. Once again, we can assist you in reviewing your insurance requirements.



How Capital Funding Group Can Help You

Capital Funding Group will **SAVE YOU TIME AND MONEY**! The loan market has become increasingly complex and it can take a lot of time to find a loan to fit you needs and a lender who will lend to you.

Gives you choice: Capital Funding Group has access to a variety of lenders so we can do the research for you based on your individual needs. To do all of this research yourself will use up a lot of your time and can become incredibly confusing.

Find the best option for you: Capital Funding Group will find the best loan. The lowest interest rate does not always mean the best loan overall. Don't get caught out. We will also ensure that your loan facility is structured to ensure the minimum costs and to maximise tax deductions if this is relevant.

There is no charge: Capital Funding Group will not charge you for our service. We can also come to you which saves you driving from lender to lender finding the information you require. It doesn't get much better than that.

Avoid being caught out: With years of experience Capital Funding Group will help you avoid any costly mistakes with your loan and will ensure you are not stuck with an inappropriate loan!

Capital Funding Group is a member of MFAA – This means that we operate to a Code of Ethics that have been set down the by the leading industry body. We're committed to continuing education.

Complex Loans: Shayne Fergus is a qualified CPA who specialises in financing. We have a reputation for handling complex finance matters particularly for self-employed individuals and large borrowings.

To discuss your requirements further, contact us on the following:

Ph: 07)555 45221
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Other Services that we offer:

- Equipment Financing
- Motor Vehicle Financing
- Business loans
- Factoring and Debtor Financing
- Asset protection structuring
- Construction and Development Funding