



# The renovations are on the house.

**Peach Home Loans new service allows clients to save thousands of dollars financing (or refinancing) their home purchases and renovations.**

## How does it work?

Mortgage brokers search the home loan market to find the right loans for clients. They usually don't charge because the lenders pay commissions for brokers to introduce clients.

"We have discount brokers in the share market," Dr Gruen says, "so I thought we should have them for mortgages as well. Of course, we don't charge for our service, so we can't provide a direct discount. But we get paid a generous commission, so we decided to share it around".

"We keep costs right down and pay a big part of our commission to borrowers."

Borrowers save a hefty \$1,000 on loans over \$250,000, with higher rebates for higher amounts. And that's on top of a huge range of competitive loans and a service to help navigate the complexities of the home loan market.

Peach Home Loans offers its clients both choice and savings. Nicholas Gruen helped open banking up to competition in the 1990s as economic adviser to then Treasurer John Dawkins. "I'm

## How?

Peach will hunt to refinance you into a better, cheaper home loan. This can save you literally thousands of dollars each year. Then Peach offers you an additional rebate funded from the commission lenders pay it for introducing loans. Over the course of the loan, you could easily save the whole cost of your renovations.

Peach Home Loans founder and CEO Dr Nicholas Gruen is an economic policy adviser turned entrepreneur. He wants to drive the banking revolution further to benefit home lenders.

happy to be taking it one step further with discount mortgage broking."

## A practical example

The following example shows how your renovations can happen sooner and cheaper.

	Initial Loan	Loan through Peach
Principal	\$469,000	\$507,000
Monthly Repayment	\$3050	\$3048
Interest Rate	6.57%	5.85%
Annual Fee	\$96	\$60
Establishment Fee	\$600	\$585
Rebate	—	\$2,000
Loan Term	30 years	30 years

Alex and Lindsay had just bought a house borrowing \$469,000, and wanted

to spend another \$38,000 renovating. They had a typical home loan from one of the major banks. Peach arranged for a refinance into a much lower interest rate loan with a building society. Yet the loan still gave Alex and Lindsay the flexibility to repay the loan at their own rate, with additional repayments when they could afford it, and a

redraw to access any additional payments they wanted to borrow back. Peach received \$2,500 from the lender for arranging the loan, from which they paid Alex and Lindsay a rebate of \$2,000. The upshot was that their extra \$38,000 loan literally cost them nothing! In fact it saved them around 50 cents per week! See the table at left.

## About Peach Home Loans

Dr Nicholas Gruen started Peach Home Loans last year after 20 years' experience advising governments. Peach keeps its overheads down by using the internet, telephone and fax to do much of the business that others do with home and branch visits.



Award winning harbourside home designed by Sydney architect David Naylor courtesy BHP Colourbond Coated Steel.

"We can usually narrow down the search for a loan very quickly over the phone, as there are often stand-out best value products in different areas of the market at any one time. But we also do home visits where possible. And our service is as good as any broker around," Dr Gruen said.

Peach's network is growing all the time because its list of happy clients keep telling their friends.

Peach CEO Dr Nicholas Gruen said

that Peach was able to access many of the most competitive low interest loans on the market - as well as the most flexible high-optioned products. "Peach is keeping its overheads dramatically down so that it can pass huge benefits on to consumers. Home borrowers who do not need a new fridge in their lives can still benefit from our normal huge rebates on loans."

## Special Offer Available to Home Buyers & Renovators Readers

Peach Home Loans is announcing an exciting promotion for *Home Buyers & Renovators* which illustrates just how much it is able to bring down the costs of borrowing for Australia's home owners and investors. Readers will be eligible for a free refrigerator to be supplied by The Good Guys.

Loans over \$150,000 will fund the purchase of a 280 litre fridge (currently retailing for \$699), with larger loans qualifying for larger fridges - up to 450 litres.

Clients will have a choice between Peach's usual rebates or a fridge of greater value. See the table below for details.

Loan Amount	Size of Peach Fridge	Current Retail Price	Current Rebate
\$100,000 - \$149,999	n/a	n/a	\$350
\$150,000 - \$249,999	280 litre	\$699	\$650
\$250,000 - \$349,999	420 litre	\$1,149	\$1,000
\$350,000 - \$499,999	450 litre	\$1,399	\$1,250
\$500,000 - \$749,999	-----	Good Guys	----- \$2,000
\$750,000 - \$1 mil	-----	Voucher of Rebate	----- \$3,000
\$1mil +	-----	plus %5	----- \$4,000

If you've been delaying that renovation, delay no more! Applications and inquiries can be initiated on line at [www.peachhomeloans.com.au](http://www.peachhomeloans.com.au) or by phoning **1300 137 586**

