

## Experience the Unicredit service

You can expect to receive friendly, professional and fully personalised service from your Lending Consultant and all Unicredit staff.

If you qualify for the First Home Owner Grant, Unicredit can also assist with your application. Your Lending Consultant is able to submit the grant application to the State Revenue Department upon approval of your mortgage for your first home, saving you time and hassle.

### Things you should know

<sup>1</sup> Lenders Mortgage Insurance or a Family Equity mortgage is required on all standard housing loans where the loan to valuation ratio (LVR) is greater than 80% (60% for inner city apartments).

<sup>2</sup> Release of guarantor/ guarantor security would generally be provided on the basis that the loan was not in default and revaluation of the remaining security would mean that Lender's Mortgage Insurance was not required under Unicredit's credit criteria.

<sup>3</sup> Conditions apply. Applicable for Classic Plus Standard Variable home and investment property products.

All loan applications are subject to Unicredit's normal lending criteria. Fees and government charges apply, including settlement attendance, valuation fees and stamp duty charges. Please refer to our Fees and Charges Schedule available at any Unicredit branch or discuss with a Lending Consultant.

Unicredit strongly advises that you seek independent legal advice to determine if this product is right for you based on consideration of your objectives, financial situation and needs and ensure you have completely examined any risk associated with the Family Equity option.

The University Credit Society Ltd.  
ABN 90 087 651 901.  
AFSL Number 244168.

For more information on how Family Equity can help you get into your first home sooner than you think, call one of our Lending Consultants on 9389 1011 or visit your nearest Unicredit branch.

[enquiries@unicredit.com.au](mailto:enquiries@unicredit.com.au)  
[www.unicredit.com.au](http://www.unicredit.com.au)

**Head Office:** 80 Broadway Nedlands  
T 9389 1011 F 9389 8407

**UWA:** 1st Floor Guild Building  
T 6488 1218 F 6488 1191

**Murdoch University:** Social Sciences Building  
T 9332 8453 F 9360 6757

**ECU:** Joondalup Campus, Building 9  
T 6304 5722 F 6304 5744

**Curtin University:** Guild Building  
T 9266 7881 F 9458 9941



07/06

# Family Equity Mortgage

A faster way to your first home



# Getting into real estate

The purchase of a first home is exciting but there are a few obstacles to overcome on the path to home ownership.

To take advantage of a real estate opportunity or just to get into your own home faster, you may wish to buy with a small deposit. If you wish to borrow over 80% of the purchase price, you'll need to pay Lender's Mortgage Insurance<sup>1</sup> at a time when you're facing other upfront costs, such as Government Stamp Duty and moving costs.



## Getting home faster

When you calculate all your costs, you could find yourself unable to enter the property market for some time to come - even if you have a good income.

Unicredit's Family Equity Mortgage may be the solution to get you into the housing market sooner, at less cost with a low interest rate.

## The close-to-home loan solution

You don't have to pass up the chance of getting into real estate because you may not have the required level of deposit. With the assistance of a family member, you may qualify for this innovative home loan.

Subject to meeting certain requirements, a Family Equity mortgage allows you to borrow the amount you require to purchase your first home or investment property, which could be 100% or more of the purchase price.

Because the Family Equity mortgage effectively avoids having to pay costly Lender's Mortgage Insurance<sup>1</sup> it means that the borrower's costs are decreased. This in turn enables a borrower with a small or even no deposit to enter the property market sooner than they may otherwise have been able to.

## Requirements for a Family Equity mortgage

- The borrower must have the ability to meet repayments
- A family member of the borrower must guarantee a portion of the loan
- That family member must support their guarantee by a first or second mortgage over a property offered as security.

## The Unicredit difference

A unique feature of Unicredit's Family Equity facility is that the guarantee is limited to the portion of the loan in excess of the 80% loan to valuation ratio. This amount is written as a separate loan, making the guarantee process less complicated and easier to document.

Once the equity in the home being purchased is sufficient to ensure the loan is less than 80% of the property's value (either through the loan being paid down or the property increasing in value), the family guarantee and supporting security can be released at minimal cost, after a re-evaluation.<sup>2</sup>

## Applicable home loans

The Family Equity option is available for residential property owners or investors, and the borrower can choose from a range of home loan products:

- Smart Start introductory rate home loan
- Classic Plus standard variable home loan
- Fixed Options home loan
- Equity Access facility

You can also choose to split your home loan into two and benefit from both the fixed and the variable rate options, at no additional cost.

## Enjoy the Unicredit advantage

Whichever product you decide on, you still enjoy the regular cost-saving features of all Unicredit home loans:

- Low upfront establishment fee
- No ongoing monthly or annual charges
- No penalty for additional repayments<sup>3</sup>
- Easy access to your redraw facility<sup>3</sup>