

Australia's leading solution for Home Buyers and Investors where a deposit is the only challenge

# WHAT IS HAS?

HAS introduces a deposit enhancement solution that empowers potential homebuyers to enter the housing market with just a 2.5% deposit.

Our innovative product provides an alternative to the conventional 'family guarantee' method, offering families and communities a way to assist homebuyers while also earning returns on their investment.

Customers benefit from low interest rate in return for a share of capital growth for the investor.

## **HAS Funding Structure**

#### Bank - 80%LVR

- 1st Mortgage
- Traditional Loan up to 80%LVR
- No Lenders Mortgage Insurance

#### Customer - 2.5%LVR

- 2.5% deposit + costs
- Can service a HAS loan package

#### **HAS - 17.5%LVR**

- Deposit boost of 17.5%
- 2nd Mortgage
- ~ 3.5% buffer
  - 3 years HAS monthly repayments included + HAS fees in facility.
     (3 year minimum loan term)
- = Total facility ~ 21%



### **ELIGIBITY CRITERIA**

#### YOUR SIMPLIFIED QUALIFIER

#### **SERVICING**

Can your client service a first mortgage and second HAS mortgage?

HAS second mortgage calculated at 3.25%IO fixed for 5 years. Loan term matches the first mortgage term.

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#### **DEPOSIT**

Does your client have a 2.5%LVR deposit + Costs?
Costs include stamp duties and conveyancing

For refinances - A minimum of 2.5% LVR equity must be maintained in the clients name

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#### **INVESTOR SUPPORT**

Can you identify an investor to support your clients purchase?

What is an investor?

See the next page

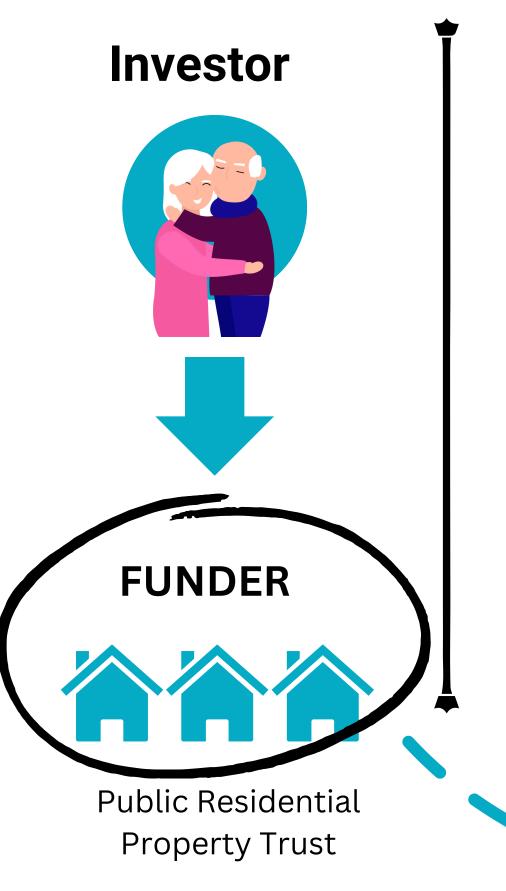
# THE INVESTOR

One of the most appealing aspects of HAS is its flexibility regarding investors. The investor can be anyone - whether it's family members, friends, members of the community, or a combination of all three.

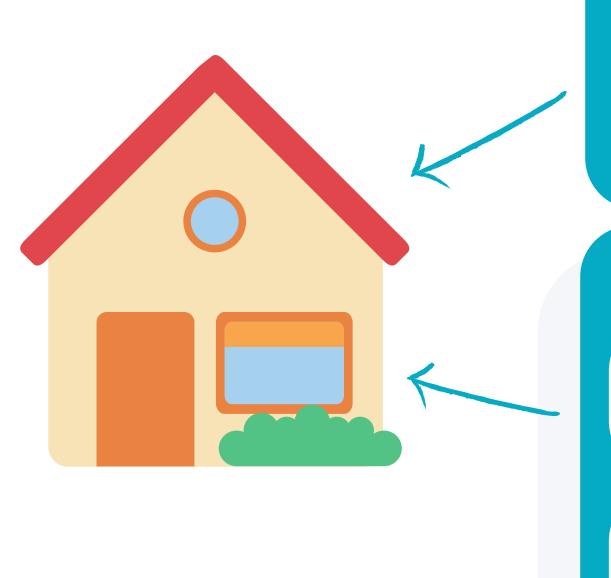
As the broker, your sole responsibility regarding the investor is to identify the most suitable candidate for your client.

Once your client has successfully completed our HAS simplified qualifier, Storehouse (our Residential Trust & Funder) will handle communication separately regarding the investment process, ensuring that investors receive independent financial advice. There's no need for you to worry or get involved!

## **BIG PICTURE**







1st Mortgage (80% LVR)



20% Deposit

Customer (2.5% + costs)

2nd Mortgage HAS (17.5%)

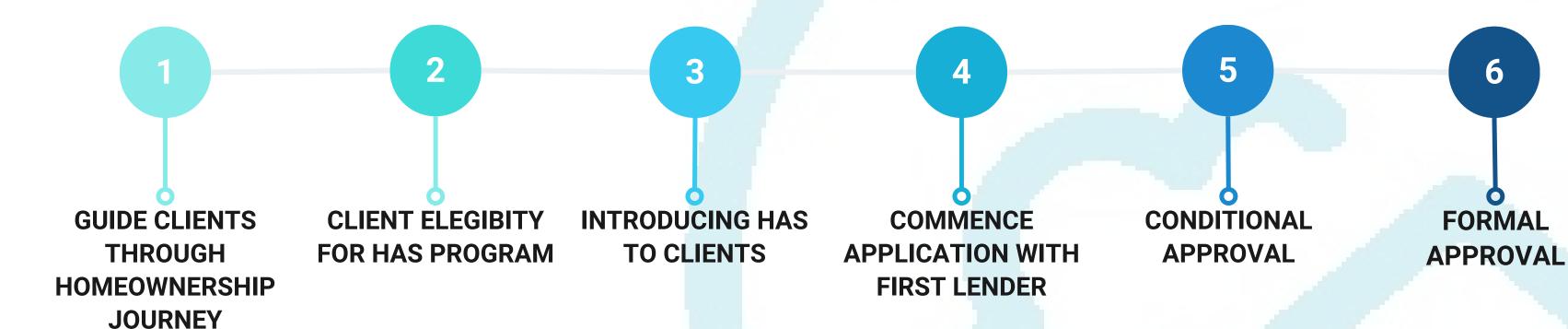


3 years repayments + fees (=21%)



### **APPLICATION PROCESS**

6 Step Application Process



Empower clients
through
homeownership or
property investment,
offering expert insights
and support
throughout the journey.

Ensure client meets
HAS Eligibility:
2.5%LVR deposit,
investor support and
proper servicing for
their needs.

Ease the burden.
Schedule a meeting
with us and your client
to explore the HAS
program together.
Let us do this for you!

Client ready? Initiate
loan application
process with the first
lender. On submission,
forward documents to
HAS for joint
assessment.

Attain conditional approval from first and second mortgages.
Enabling you to assist clients in their property search.

Celebrate with your clients as they receive formal approval. Your dedication and assistance has played a crucial role in their success.

## Your HAS Broker Support Team

# Business Development Manager

To discuss the HAS product in further detail or run a scenario please contact:

Cristina Barandiaran

Phone: 0432 800 509

Email: <a href="mailto:cbarandiaran@yourhas.com.au">cbarandiaran@yourhas.com.au</a>

### Broker Support

For any broker application queries or escalations, please contact the Broker Support Team

Support Team email:

Phone: (02) 8007 6693

brokersupport@yourhas.com.au