



 my **bond** fitness

mbf
my budget fitness

 Consumer
Housing
Education

r2b
rent 2 buy

Mobile
2 BUDGET

**How to prepare
yourself for the
biggest investment
–
Owning a Property
&
get 1 cashback as a
Reward/bonus**



 **attorney realtor hub**



Index & “House rules”

- **PSE MUTE YOUR MIKE**

- Introduction of the hosts today
- Is there still a demand to own your own home?

Survey – Financial Dreams

How do you convince a bank to lend you money?

- Step 1 – Step4
- Module 1 - 4
- HIP Home Loans
- How to get back up to 1 % cash back on your property deal – Property Toolbox
- F A Q
- Useful Websites
- Questions
- Contact details



Introduction of your Hosts Today



FACILITATING PROPERTY OWNERSHIP SOLUTIONS AND PROVIDING THE MOST COMPREHENSIVE PROPERTY FINANCE ASSISTANCE

RENT2BUY
In 2007 the concept of purchasing a property without the financial assistance of a bank was investigated. The idea of renting with the option to buy was investigated and some 24 months later, Rent2buy was introduced. Instalment sale transactions introduced by the Alienation of Land Act 1956 were fine-tuned and added this to the Rent2buy offering. Visit the website for more information www.rent2buy.co.za

FLISP
Research showed that Government did little to introduce the full benefit of the Finance Linked Individual Subsidy Programme (FLISP) to first-time buyers, estate agents, mortgage originators and financial institutions. A comprehensive FLISP & mortgage application service was developed. Our FLISP support service has grown into the largest private FLISP service in the property industry. Visit the website for more information www.flisp.co.za

HOME OWNERSHIP EDUCATION
Buying a home remains one of the biggest investments one will ever make – yet most homebuyers enter the buying process with less research than buying a new mobile phone.

Modules for home ownership education and information were developed and large organisations such as Standard Bank,

African Bank, Just Property, Old Mutual Home Solutions, to name few, took these up.

ONLINE BOND INDICATOR AND SOFTWARE DEVELOPMENT
We analysed the available bond calculators and services to assist homebuyers in calculating their actual and accurate home loan amount to qualify for. An online bond indicator process that simultaneously also provides an automated credit check was developed. The "Bond Indicator" is used by a leading mortgage originator company which their final home loan approvals from a 75% approval rate to an almost 90% approval rate. By July 2019,

ABOUT US

We are a 20 year old conveyancing practice, expanded into a cutting-edge software and IT company, while providing the widest and innovative range of property finance and transaction solutions.

In 2007 the introduction of the National Credit Act changed the property sector. Homebuyers struggled to raise home loans and conveyancing instructions plummeted.

Debt and Affordability repair, Rent2buy, Online Bond Calculators, FLISP assistance services, and Home Ownership Education was added to the portfolio of services to complement the conveyancing practice. Patrick Ngondweni joined in January 2019 as MD in Gauteng.



Attorneys, Notaries and Conveyancers
Cape Town | Bloubaaistrand

the Bond Indicator has been downloaded by over 40 000 subscribers. For more information visit the website www.mylbondfitness.co.za/

PROPERTY SALES

With all the experience in property, tools and products available, the next natural step was to expand into property sales. Attorneys are able to conduct property sales for their clients. Attorney Realtor Hub, with four founder members of different conveyancing firms was launched. This grew into a national network of some 25 law firms providing property sales services to their clients. For more information visit <https://www.attorneyrealtorhub.co.za>

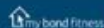
RENT2BUY FINANCE

The Rent2buy concept was expanded in 2018 when finance was introduced to the existing Rent2buy concept. Rent2buy Finance is available in Gauteng, Cape Town, Metropole and Bloemfontein for properties ranging from R400 000 to R1,8 million.

The past 12 years have been the highlight in my career, combining my accumulated property knowledge, passion and expertise since 1986 helping home buyers make the dream of owning a home come true, says Meyer De Waal, director of MDW INC Cape Town.



MDW INC Attorneys
2nd Floor, Block C, The Boulevard Office Park,
Searle Street, Woodstock, Cape Town
www.mdwinc.co.za | Contact 021 461 0065 | meyer@mdwinc.co.za
Patrick Ngondweni | 083 408 3737 | patrick@mybondfitness.co.za



consumerhousingeducation.co.za



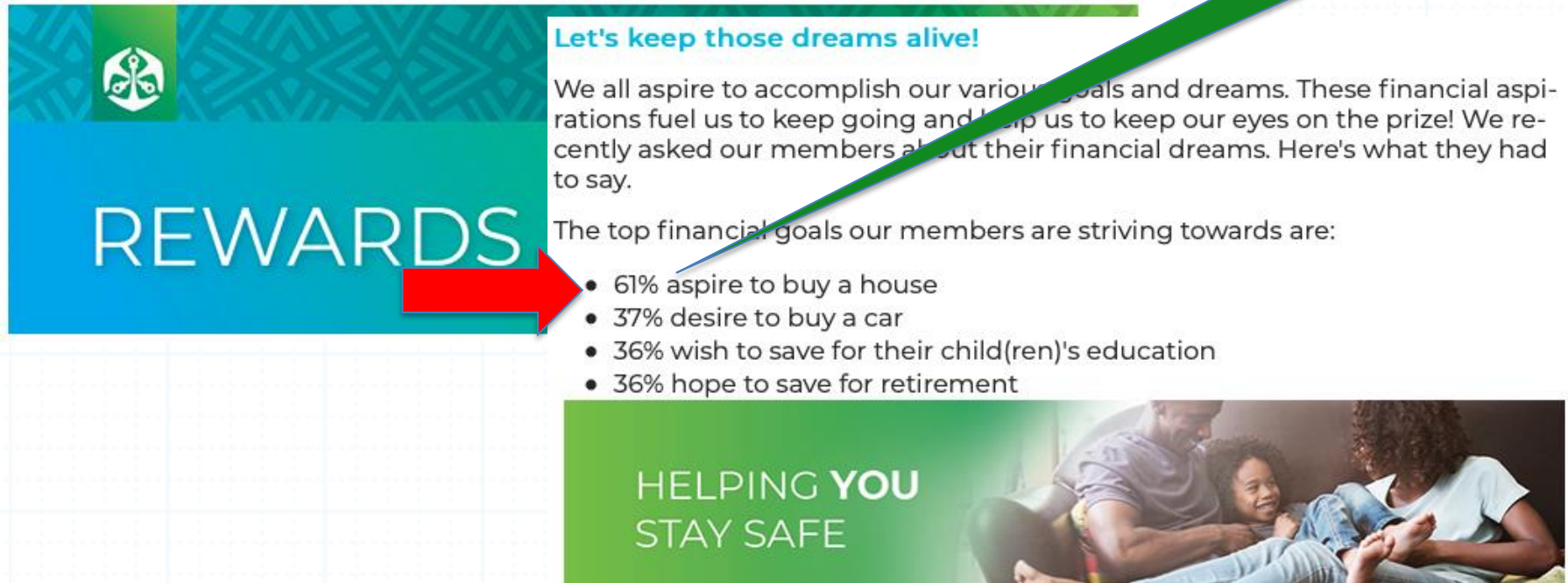
Buying a house is most likely the biggest investment you will ever make



Survey

Outcome : Recent survey by Old Mutual Rewards:

From: Old Mutual Rewards <Rewards@oldmutual.com>
Reply-To: "Rewardsfeedback@oldmutual.com" <Rewardsfeedback@oldmutual.com>
Date: Friday, 17 April 2020 at 09:08
To: Meyer de Waal <meyer@mdwinc.co.za>
Subject: Your Rewards statement




Let's keep those dreams alive!

We all aspire to accomplish our various goals and dreams. These financial aspirations fuel us to keep going and help us to keep our eyes on the prize! We recently asked our members about their financial dreams. Here's what they had to say.

The top financial goals our members are striving towards are:

- 61% aspire to buy a house
- 37% desire to buy a car
- 36% wish to save for their child(ren)'s education
- 36% hope to save for retirement

HELPING YOU STAY SAFE



61 %
Aspire to buy a
house



ABSA Feedback

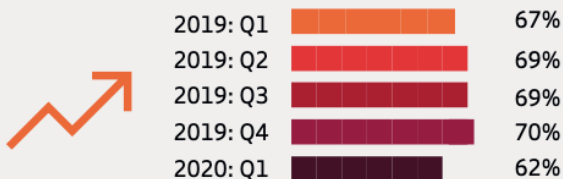
Buying Property

62% of respondents consider it an appropriate time to buy property, considering the current market.



1

Overall sentiment



Sentiment for buying property declined by 8%, with the main drivers of positive and negative factors as follows (percentage of respondents in brackets):

Positive factors



Prices are low (33%) and property remains a good investment (27%)

Negative factors



Negativity about the economy (63%) and COVID-19 making the market less attractive for buying (19%)



Investing



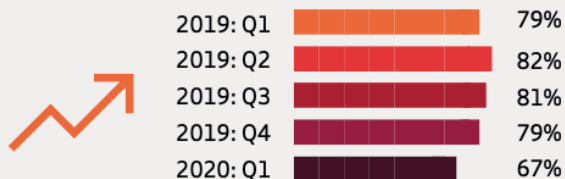
Investing in property

67% of respondents consider it an appropriate time to invest in property, considering the current market.



3

Overall sentiment



Sentiment for investing in property declined by 12%, with the main drivers of positive and negative factors as follows (percentage of respondents in brackets):

Positive factors



Property is a good investment (50%) and prices are currently low (26%)

Negative factors



Negative economic outlook (55%) and the timing is currently bad (14%)



Rent vs Buy



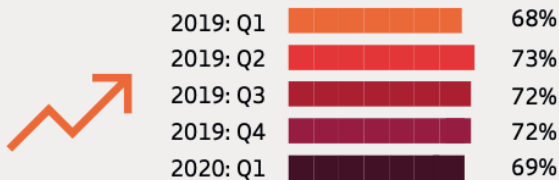
Buying rather than renting property

69% of respondents consider it an appropriate time to buy rather than rent, considering the current market.



5

Overall sentiment



Sentiment for buying rather than renting declined by 3%, with the main drivers of positive and negative factors as follows (percentage of respondents in brackets):

Positive factors



Property is a good investment (34%) and prices are currently low (30%)

Negative factors



Negative economic outlook (27%) and renting is more advantageous (18%)



Buy with your Heart or Calculator?





Old Mutual Survey

The 2nd biggest financial dream is to own a car

Will you buy a car without

A Warrantee?

A Road worthy certificate?





How do you convince a bank to give you a home loan?

Answer

=

Think like a Bank



STEP 1

Empower yourself

**Become an
Educated Home Buyer**



Become an Expert

EDUCATIONAL VIDEOS

INTRODUCTION: HOW TO BUY YOUR OWN
HOME



THREE FOUNDATIONS TO YOUR HOME
OWNERSHIP JOURNEY



IMPROVING YOUR AFFORDABILITY TO BUY
YOUR HOME



FINDING YOUR HOME AND WAY FORWARD





STEP 2

Empower Yourself

Be up to date with
all the

Property Finance Solutions

consumerhousingeducation.co.za



More than one Finance Option





More than one Finance Option

Home Loan

FLISP & Home Loan

Income R3 501 – R22 000

Rent2buy Finance

R400 000 – R1,8 mil

HiP Home Loans – R950 000

Pension Backed Loans



STEP 3

Outsmart the Bank

Think like a Bank



What will a Bank look at for a Home Loan Application?

Credit Profile

Bad



Good



Affordability



**Loan to Value
Deposit & Valuation**



Credit Score



FACT :

50 % OF HOME LOANS ARE DECLINED



DO NOT

LET A FLAT TYRE **STOP YOUR HOME
OWNERSHIP JOURNEY**



Put yourself in quarantine

What – NOT AGAIN!!

Think of the benefits

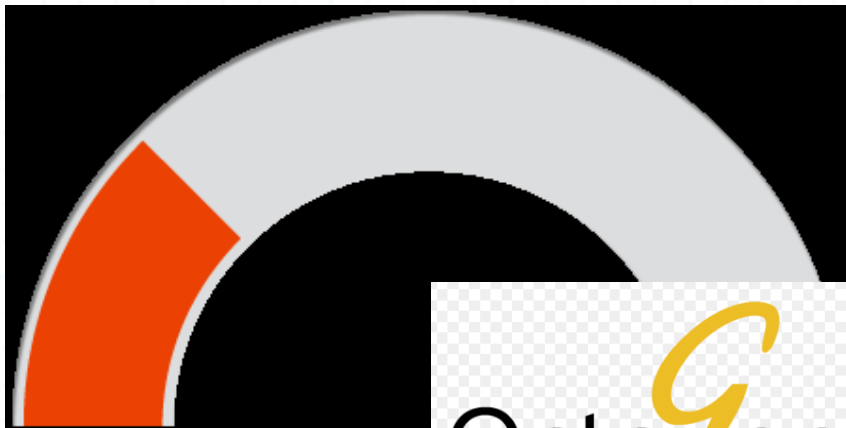
What are the benefits?



Get your Credit Score Healthy & Budget Fit

Bad – Low

Good



Octogen

**Get yourself
Budget Fit**

**Good
Proceed to
Home ownership**



Why all the “pain” and “effort”?

Negotiate a better interest rate

Paying off 2 % interest
20 years

You will throw away
a lot of good money





Let us Compare

Home Loan = R800 000

7.75 % vs 9.75 %

**R800 000 home loan
7.75 % x 20 years**

Pay-off time	20 years
Monthly payment	6,567.59
Total capital paid	800,000.00
Total interest paid	776,221.24
Total amount paid	R1,576,221.24

R1 576 221

**R800 000 home loan
9.75 % x 20 years**

Pay-off time	20 years
Monthly payment	7,588.13
Total capital paid	800,000.00
Total interest paid	1,021,152.35
Total amount paid	R1,821,152.35

R1 821 152

**R244 931
More on R800 000**



Affordability



Questions from a Bank

Are you employed

Where does the money come from?

- Fixed Salary?
- Buying in your own name?
- Buying with a partner/spouse?
- How much debt do you need to pay each month?
- Self Employed?
- Buying in a Trust or Company?
- How much left of your income?



The Value LTV Loan to Value



Questions from a Bank

What is the value of the Property?

Do you have a deposit?

- Few banks extend a loan more than the purchase price
- Some will include costs
- TIP – look out for the “hidden costs”
- Hidden costs = extra interest rate
- Deposit
- Can you save to cover the shortfall between the home loan & bond granted?
- Transfer and Bond Registration costs?
- Do you qualify for a FLISP Subsidy?



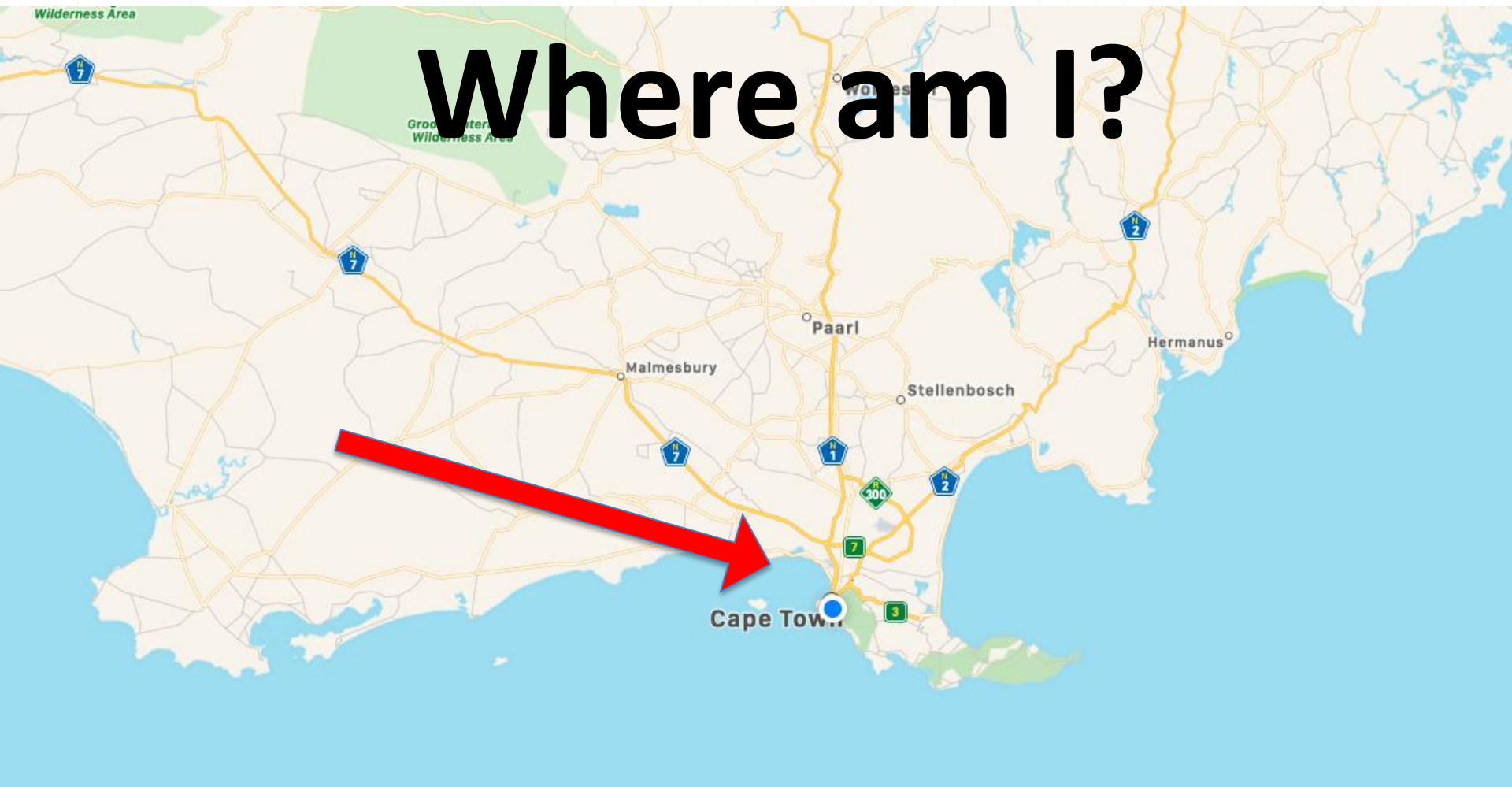
How do I start?

Where do I start?



Locate your position

Where am I?





Start with Check your credit score





Educate Yourself

EDUCATIONAL VIDEOS

INTRODUCTION: HOW TO BUY YOUR OWN
HOME



THREE FOUNDATIONS TO YOUR HOME
OWNERSHIP JOURNEY



IMPROVING YOUR AFFORDABILITY TO BUY
YOUR HOME



FINDING YOUR HOME AND WAY FORWARD





Module 1

Introduction

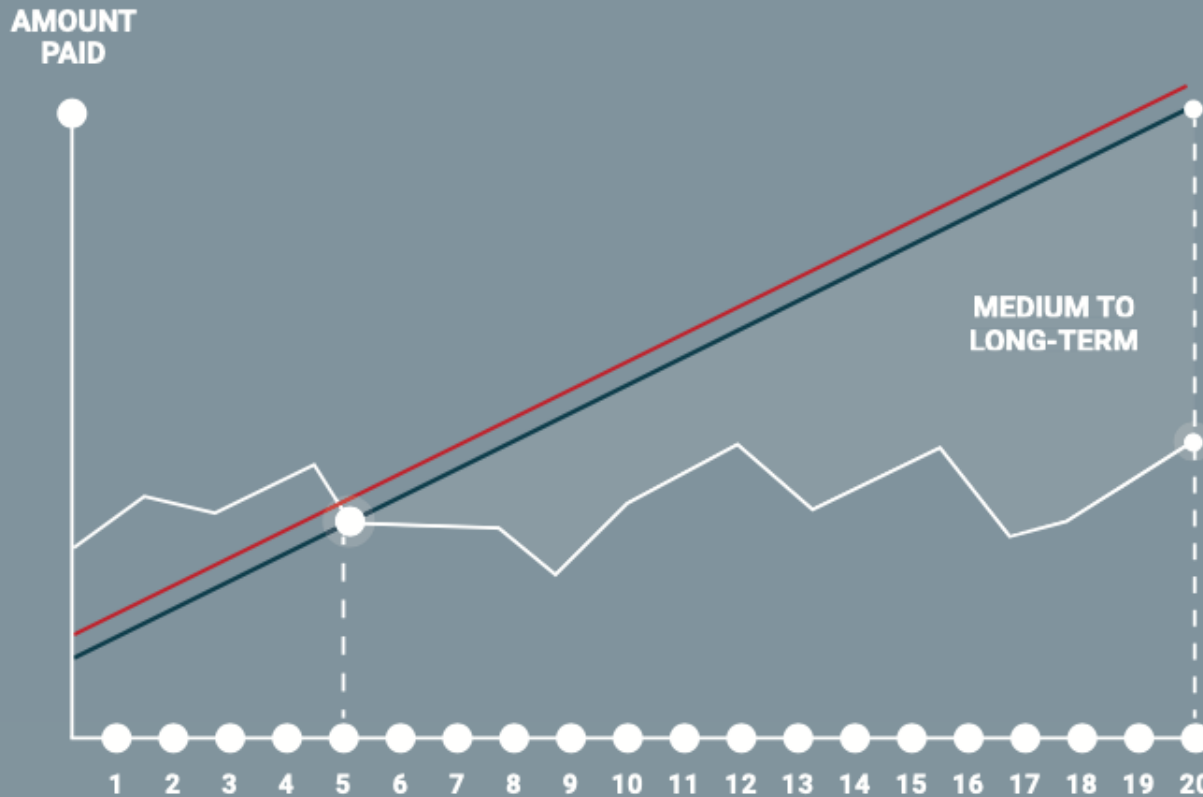
Buying Your Own Home

1. Introduction & Benefits of Homeownership	02.
1.1. Introduction	02.
1.2. Advantages of Homeownership	03.
<hr/>	
2. Three Foundations to Your Journey	04.
2.1. Introduction	04.
2.2. Your Credit Profile	04.
2.3. Affordability & Your Budget	05.
2.4. Getting Started	05.
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3. Improving Your Affordability	06.
3.1. Introduction	06.
3.2. Practical Tips	06.
3.3. Managing Debt	07.
3.4. Escaping the Debt Trap	08.
3.5. FLISP Subsidy	08.
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4. Finding Your Home and Way forward	09.
4.1. Steps to take before buying	10.
4.2. Goal Based Actions!	11.





Owning vs Renting



RENTAL

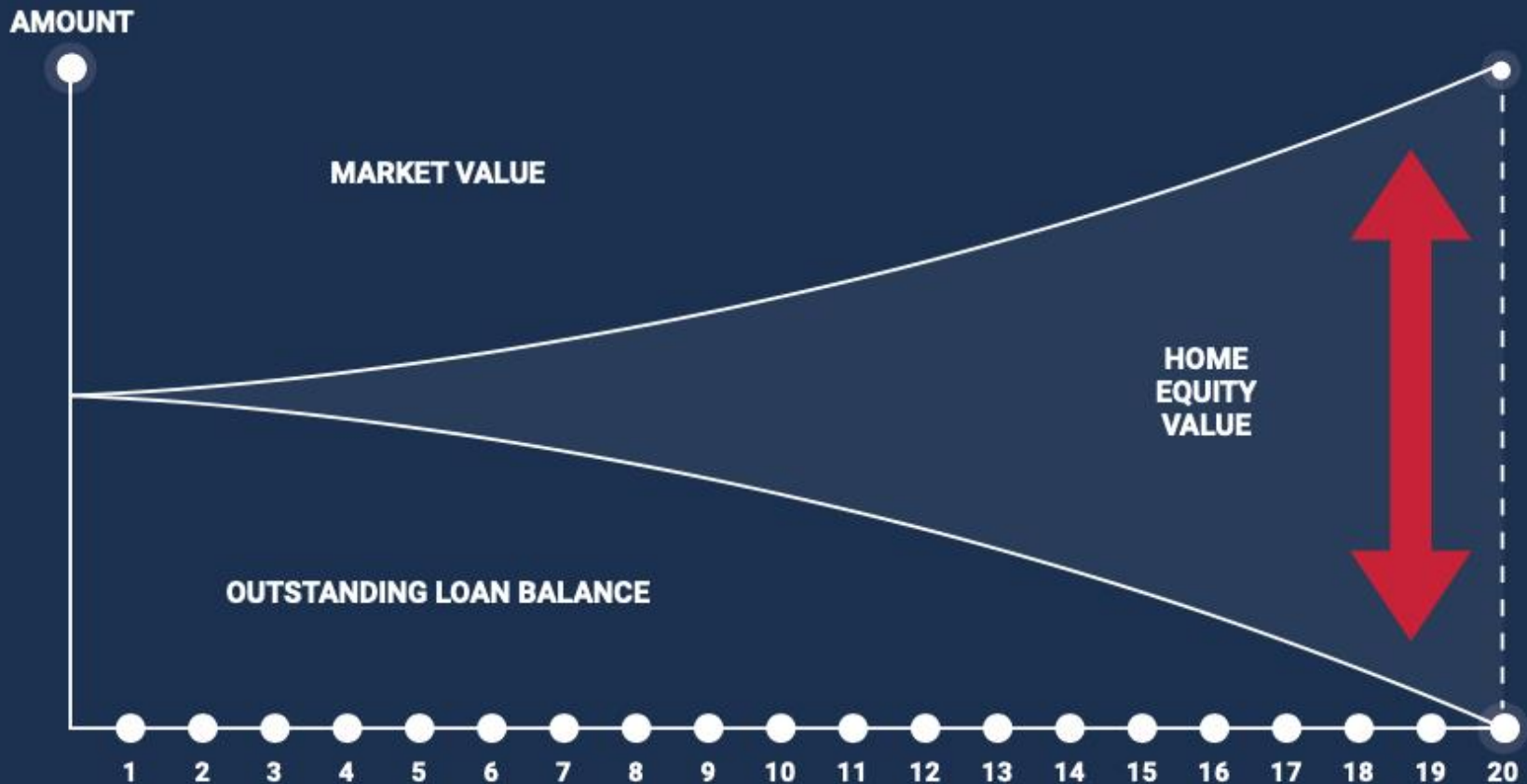


HOMEOWNERSHIP





Equity - Explained



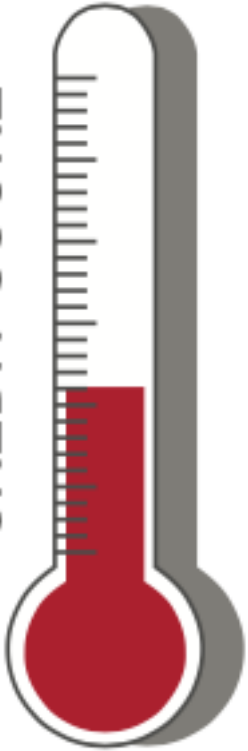


Module 2

The three foundations For your Property Journey



CREDIT SCORE





Module 3

Improving Your Budget

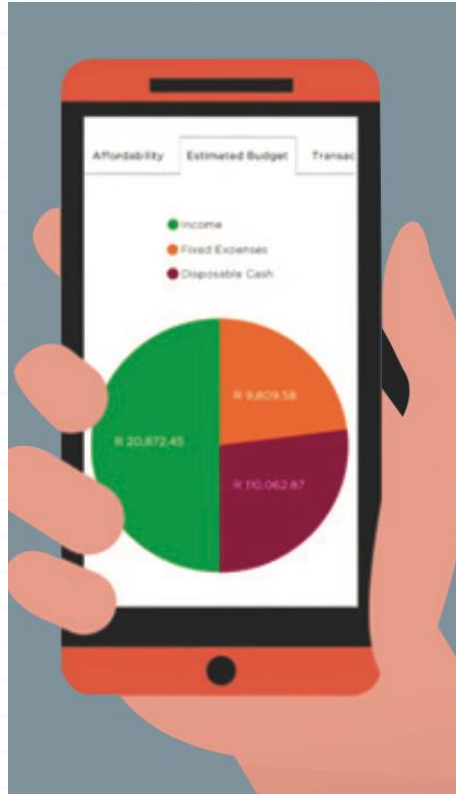


Practical Tips





Managing Debt



OctoGen

Financial Health Quiz

mbf
my budget fitness

QUIZ

Improving consumer financial health is our passion. Improving your financial health is our concern.

Complete this quiz to test your financial health. You won't be asked about any personal financial data—it's not that kind of quiz.

Your response is strictly confidential.

START



Understand the Flisp Value Add

INCOME	OLD	NEW
R10 000	R49 400	R88 323
R15 000	R20 000	R62 340
R22 000	N/A	R27 960



HOUSING
INVESTMENT
PARTNERS **hiP**

IN ASSOCIATION WITH
 **OLDMUTUAL**

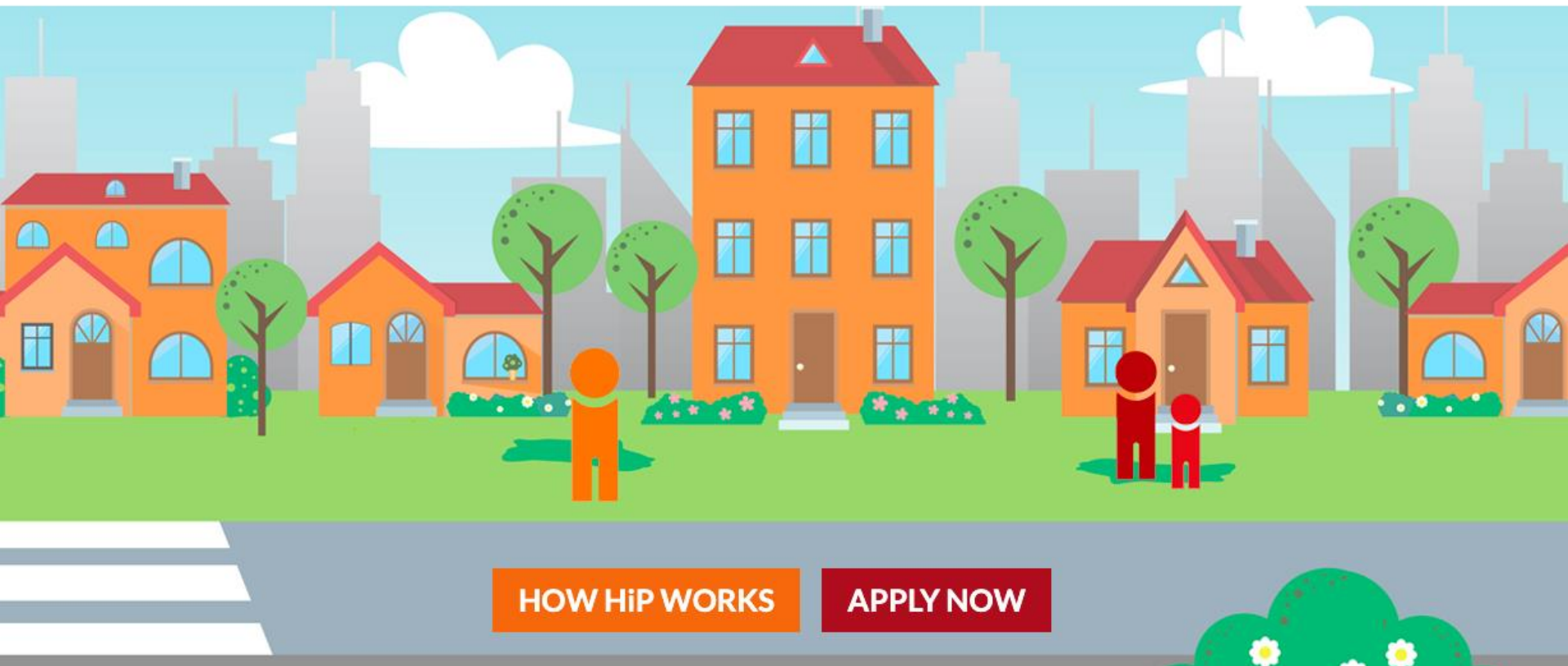


[HOW IT WORKS](#)

[ABOUT HIP](#)

[APPLY NOW](#)

[CONTACT US](#)



HOME FINANCE THE HiP WAY!

Contact details
Young Carr
Mobile : 084 694 0709
Email young@hiphousing.co.za

Our Benefits

- Lowest Bond repayments
- No deposit required
- Initiation fee is capitalized
- Life cover included for free
- Retrenchment cover included (12 months cover)
- Permanent disability cover included
- Stable bond instalments not affected by interest rate changes



Our Criteria

- Between the ages of 21-45
- Bond amounts from R100 000 up to R950 000
- Not earning more than R30 000 gross on income per applicant (basic income used only)
- Maximum 2 applicants. R60 000 on joint income
- South African citizens only
- Building loans offered (2 payments - on land and completion of construction)

Now
R950 000
Up from
R650 000



- Looking to purchase a house to occupy, NOT to rent!

For example: Instalment of R2500 for the entire year. With 10% salary increase, then: $R2500 + 10\% = R2750$ new instalment for the next 12 months.

Your instalment will only increase if your salary increases.

Remember that if you do not get an increase, then the instalment stays the same.



Module 4

Finding Your Home



Practical TIPS



- **Visit the Area**

You must ideally know the general area you want to buy in and not just look at the house that you might want to buy. Getting a feel for the general area and actual selling prices is critical! Ask any qualified agent who knows the local property market for assistance in getting these details.





Property Toolbox

**All Your Property Tools
In one Box**



Welcome to the Property Toolbox

Your all-in-one My Home Solution package.

GET CASH-BACK

Cash-back from the Estate Agent

Discount on your conveyancing fee

Instant Rewards

[READ MORE +](#)

AS A BUYER

Create your own Buyers Profile

Buy with confidence & boost your purchase negotiation power

Receive your own Bond Indicator certificate

[READ MORE +](#)

PROPERTY FINANCE

Learn more how to get access to subsidies

Access to alternative finance

Home Loan Application assistance

[READ MORE +](#)

PROPERTY SELLERS

Selling your property has never been easier

With the comfort of a qualified & experienced attorney on your side

[READ MORE +](#)



The Benefits



YOUR ENTIRE HOME SOLUTION IN ONE TOOLBOX

Select the Best Tools

Make use of the best advice, guidance, assistance and tools for your property transaction.

[READ MORE +](#)

[LATEST NEWS +](#)

Tools for Property Investment







The Property Toolbox





Cash Back

- Get up to 1 % cash back on your property purchase transaction
- Terms and conditions apply





How – Prequalify yourself Online and Free

Home Loan <https://mybondfitness.co.za>


FLISP <https://flisp.mybondfitness.co.za>

Rent²buy Finance

<https://r2b.mybondfitness.co.za>




Get Your Certificate




Bond Indicator

Congratulations on successfully completing your ooba Bond Indicator. Now you know your buying power!



Certificate issued to

Name: Molebogeng Masote
ID No:
Name:
ID No:



Certificate number

Certificate No: 1388917
Date: 14-May-2020

90% 90% of ALL ooba home loan applications with an ooba Bond Indicator are approved by banks. Let ooba home loans give you the advantage!

The ooba Bond Indicator does not include the property transfer and bond registration costs.

Bond Indicator **R 548,759**

Lending Rate **7.75%** Loan Term **20 years**
Calculated at Prime


The home loan amount that you may qualify for will vary should your home loan be approved at an interest rate below or above the current prime lending rate. Indicative home loan amounts at rates of 1% and 2% above prime are shown:

8.75% **R 509,786**

9.75% **R 474,955**

Disclaimer - This certificate is an indication only of the home loan amount you may qualify for, and is based on information provided by you and third parties. While every effort has been made to ensure that the indicator is a fair assessment, ooba home loans has not independently verified the information provided and/or conducted a home loan interview with you. ooba (Pty) Ltd, its subsidiaries and lead providers do not accept any liability arising from this certificate.

Need a home loan?
Compare home loan offers before you buy.
visit www.ooba.co.za



oobahomeloans

Reg no: 1998/01008/07



Online Process Developed





USEFUL WEBSITES

- RENT2BUY
 - <https://www.irent2buy.co.za/>
- FLISP
 - <https://www.flisp.co.za/>
- BOND INDICATOR
 - <https://www.mybondfitness.co.za/>
- LEGAL
 - <https://mdwinc.co.za/>
- PROPERTY TOOLBOX
 - <https://www.propertytoolbox.co.za>
- HIP
 - <https://hiphousing.co.za/>

Our next event

Buying into a sectional title scheme or housing complex- what to look out for!

About

Join the panel of experts in a discussion:

- Buying into a sectional title scheme or housing complex- what to look out forWhat to out for before I buy?
- Can I save transfer and bond registration fees?
- Do I pay Vat on the purchase price?
- What is buying "off plan"?
- What re the benefits or negatives compared to buying a 2nd hand house?
- What due diligence can I do before I buy?
- What will happen if the Body Corporate is not managed well?


Hosts Riaan Oosthuysen & Meyer de Waal

WHEN : 26 MAY 2020

TIME : 14h30- 15h30

HOW : Link up through Zoom - we will send you the Zoom registration before the event.

From **FREE**

 Tue May 26, 14:30 - Tue May 26, 15:30
[Add to Calendar](#)

TICKETS



Contact Details



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