

Presentation

It is all about the DEPOSIT



Presentation [55 minutes]

1. ...the DEPOSIT
2. Housing, more than walls
3. Affordability landscape
4. Creating generational wealth ...the real secrets
5. About AffordAssist
6. Approved properties
7. Success stories
8. Apply when you are ready to Change Your Life
9. Thank you
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...the DEPOSIT

For a LENDER

- Hundreds of loan products
- Deposits vary 2%-40%, typically 20%
 - Guarantors/ family, friends or community cash
 - Genuine cash savings
 - Rental history
 - Equity from another property
- **Total deposit** amount may need to include
 - Upfront cost
 - Price/ Value variance

For a PROPERTY SELLER

- Deposits vary 5%-10%
- Offers/ Incentives for the balance: **MOSTLY** Payable before settlement
- Facts:
 - It is legally possible to buy with less than 1% deposit
 - The reason for the 5%-10% deposit is NOT for the loan eligibility. It is to SUE the buyer for failing to settle.

Caution: The total deposit amount must satisfy a lender, to make the available loan balance for settlement

Housing, more than walls - our family, social-fabric and economy

- In 2021, there were nearly 1.94 million households in New Zealand (source stats.govt.nz)
- **Owner occupiers**
 - 1.25 million
- **Renters**
 - 620,000
- **Social**
 - 66,000

Consider: Local economy and interest rates 3%-17% the annual sales estimates may range from 75,000 – 80,000

Affordability landscape

1. Real estate prices increase higher than **INFLATION**

- Example: 3% Inflation and only say 5% property compound growth over 15 years
- **Property \$550,000**
- In 15 years. \$1,143,411 an **INCREASE of \$593,411**
- Average increase **\$3,297 per month**

2. Inflation

- Compare your annual income (**say past 10 years**) with inflation increases
- Renting + living expenses increase with inflation
- Your cash savings have less buying power tomorrow
- Year-on-year effect, saving for a deposit increasingly **more difficult**, even impossible
- **It's NOT your fault**

3. Lending - *It has always been about the DEPOSIT*

- NO DEPOSIT... Means No Loan... Means No Home, or Investment
- Public misconception: It's NOT for lenders to resolve the deposit

A word of caution: Future predictions cannot be determined by past performance, for any asset class

This *landscape* is
making saving for a deposit increasingly more
difficult, even impossible

...meanwhile, lets discover
how property creates generational wealth

Creating generational wealth ...the real secrets

- New Zealand market conditions. Real estate prices (estimate only) increase at around 2%, greater than inflation
- Example of **EQUITY** gains with only 5% compound-growth: \$550,000 property value



Average increase over 20 years, \$45,465 per year or **\$3,788** per month

*Regardless of: Interest rates, timing, discount, location, aspect or other factors, you ultimately have to **OWN a property** to benefit from the **compound-growth** and the power of **leveraging your initial part-deposit**.*

A word of caution: Future predictions cannot be determined by past performance, for any asset class

What does a solution for the DEPOSIT mean for you?

*“Increasing home ownership and generational wealth is
a fundamental right, impacting our family, social-fabric and economy.*

Life Changing”

Anthony Aoun, Founder AffordAssist

Where does that leave you...

How can you own a property, TODAY?

AffordAssist

February 2017 – Australia

April 2023 – New Zealand

AffordAssist provides a present-day Deferred Deposit SOLUTION

Refer to: affordassist.co.nz

YouTube Channel: youtube.com/@affordassist

Your constant: Customer Care Team Member

AffordAssist.co.nz/about - Video 1



AffordAssist.co.nz/about - Video 2



defer

defer

verb

put off (an action or event) to a later time; postpone.

With AffordAssist, this means you can buy today with an initial part-deposit, **defer** and pay the balance of the deposit **always without interest**

AffordAssist is Present-day Deferred Deposit SOLUTION

The following is just an example for demonstrating the potential of AffordAssist

AffordAssist + our panel of **approved lenders**, **together** make it possible to secure a loan

- **Loan Deposit from \$1,000**
 - **Without** guarantors, family or friends cash
 - **Without** genuine savings
 - **Without** rental history
 - **Without** equity from another property
 - **Without** selling overseas property/ other assets

AffordAssist + our panel of **approved sellers**, **together** make it possible to secure a property

- **Property Deposit from \$1,000**
 - Defer balance: Typically 60 months. 1 to 20 years
- AffordAssist Deferred Deposit Agreement – DDA
 - Includes** price/ value variance option
 - Includes** Deposit Certificate
 - Includes** Potential adjustments for settlement – balance of funds

Approved lenders and mortgage brokers know all about AffordAssist and can offer loans of up to 85% of the property value.
With AffordAssist all settlements may be possible.

Calculators

- **Leveraging.** Start **today** with what you have.
 - Benefits of: Buying today + Off-The-Plan. Time Saved, Rental Payments Saved and Potential Generational Wealth
 - <http://www.affordassist.co.nz/fast-track-calculator/>
- Payments, Create your personal scenario, with as little as \$1,000 cash deposit
 - Buy today. Save interest payments
 - <https://www.affordassist.au/payments-calculator/>

AffordAssist is not...

- A rent-to-own model
- For applicants on social incomes or bad credit record
- A lender or mortgage broker
- A property developer or builder

The AffordAssist program is NOT; vendor finance or a loan agreement

Governance process - protecting all stakeholders



Managing risk

A Home Loan with AffordAssist can reduce mortgage stress by reducing the loan amount and thousands on interest payments. Because...

- AffordAssist is not sales focused
 - Under a sales model outcomes may be driven by having to say and do anything
 - A potentially devastating outcome and possible financial ruin
- AffordAssist is eligibility focused
 - A proven governance process
 - Customer Care and Approved Professionals adhere towards this core fundamental service attitude
 - A DDA offers potential term flexibility
 - The Stakeholders Fund
 - An entirely different outcome for all stakeholders

It is with this core fundamental that the program service and AffordAssist Conditional Approval are provided

What is in it for AffordAssist New Zealand?

- Manage the governance process
- No referral fees from AffordAssist approved lenders/mortgage brokers
- No referral fees from solicitor

Our mission is to help at least **600** first home buyers per year ...with their goal to attain ***home ownership and generational wealth***

Are there any fees involved by using AffordAssist?

- **No fee is payable*** Approved Property list.
 - The AffordAssist service fees are paid by the property developer or agent
- Yes. Selecting a property **NOT** from the AffordAssist Approved Property list.
 - A service fee covering the Governance process, eligibility and managing the Deferred Deposit Agreement (DDA) is payable. \$2,000 +GST
 - Includes Stakeholders fund, monies are set aside to protect stakeholders
- Optional: Select AffordAssist Approved Buyer's Agent
 - Flat fee from \$3,000 +GST

*Private property sellers and in some cases property developer or agents will expect the buyer to pay the AffordAssist service fee.

Approved Properties

View BUY page: affordassist.co.nz

What is in it for the Seller?

- Of course many say no
 - AffordAssist continues to build awareness
- Those that say **YES to a purchase with AffordAssist**
 - They want to Achieve A Quicker Sale
 - Pay less real estate fees
 - Be part of an affordable housing solution/ help next generation/ community/ economy
 - Limited allocations, in some cases only 1 – 5 properties
- Real examples of the deferred deposit
 - DDA amount: \$4,900 - \$160,000 (1.1% - 16.9%)
 - DDA term: 12 - 144 months (typically 60 months)
- AffordAssist deposit solution is a community centric approach
 - We are seeing a change for the better, more are open to a purchase with AffordAssist

AffordAssist.com/Success-stories

BE INSPIRED

Videos of customers who have **Fast-Tracked** buying their first home



Couple | Brand new AffordAssist approved property



Single mum | Brand new AffordAssist approved property

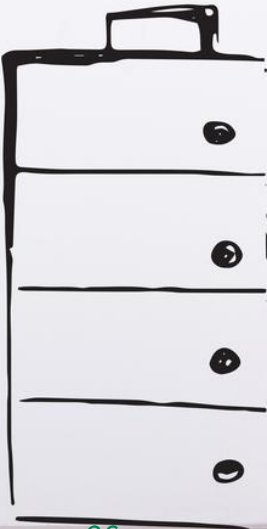
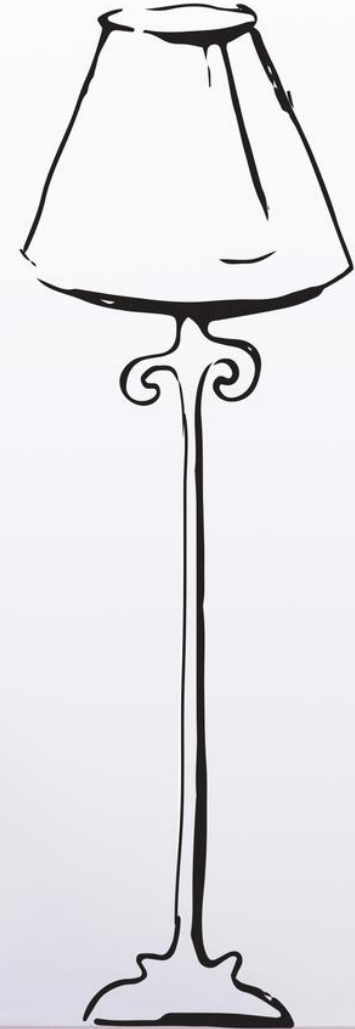


Single | Brand new AffordAssist approved property

Apply when you are ready to Change Your Life

1. AffordAssist Customer Care (or your consultant) can help with next steps
2. **Apply** online affordassist.co.nz when you are ready to Change Your Life
 - Pre-Qualification Form, shared with approved lender/ mortgage broker
 - Fast-Track Readiness Form, may be shared with property sellers, **vouch** for our clients/ buyers
3. Introduction to AffordAssist Approved Lender/ Mortgage Broker
 - Discuss your loan eligibility in private
4. AffordAssist Conditional Approval
5. Property strategy: Consolidating the information/ explaining the numbers/ scenarios/ live-in or invest/ short list properties / action plan
6. Sourcing the property
 - Inspect a property within your budget
 - AffordAssist to assign Agent or Buyer's Agent
7. Change your life within the next 7 days
 - Not ready. Learn more, visit AffordAssist.co.nz or Attend another event/network with like minded first home buyers

Thank You



FAQ's

View FAQ's page: affordassist.co.nz/faqs