



First Step
Home Loans
Building Momentum

Take the First Step



Welcome to First Step Home Loans

We're here to roll up our sleeves and offer insightful, informed and flexible financing options to help make building your new home a reality for you!

Our team have over 30 years' experience in construction and banking in New Zealand. So rest assured, when it comes to finding a construction loan to finance your dream building project, you're in very capable hands.

With our extensive knowledge of building processes and the steps required to get your home loan from pre-approved to fully approved, you'll be ready to break ground and lay the foundations of your new home in no time.

First Step Home Loans put you on the front foot when it comes to realising your building dream. With over 30 years' experience in construction and banking, we offer you an easier, more knowledgeable pathway to gaining the best finance for your building project.



Our steps to getting your Home Loan ready



1. First you'll need to get in contact with us so that we can start answering your questions. Email us at hello@firststephomeloans.co.nz



2. We will need to collect information on you, how much deposit you have, who you bank with and what income you earn, to help assess how much you can borrow. No point in looking outside your budget - best to know what you can afford from the outset.

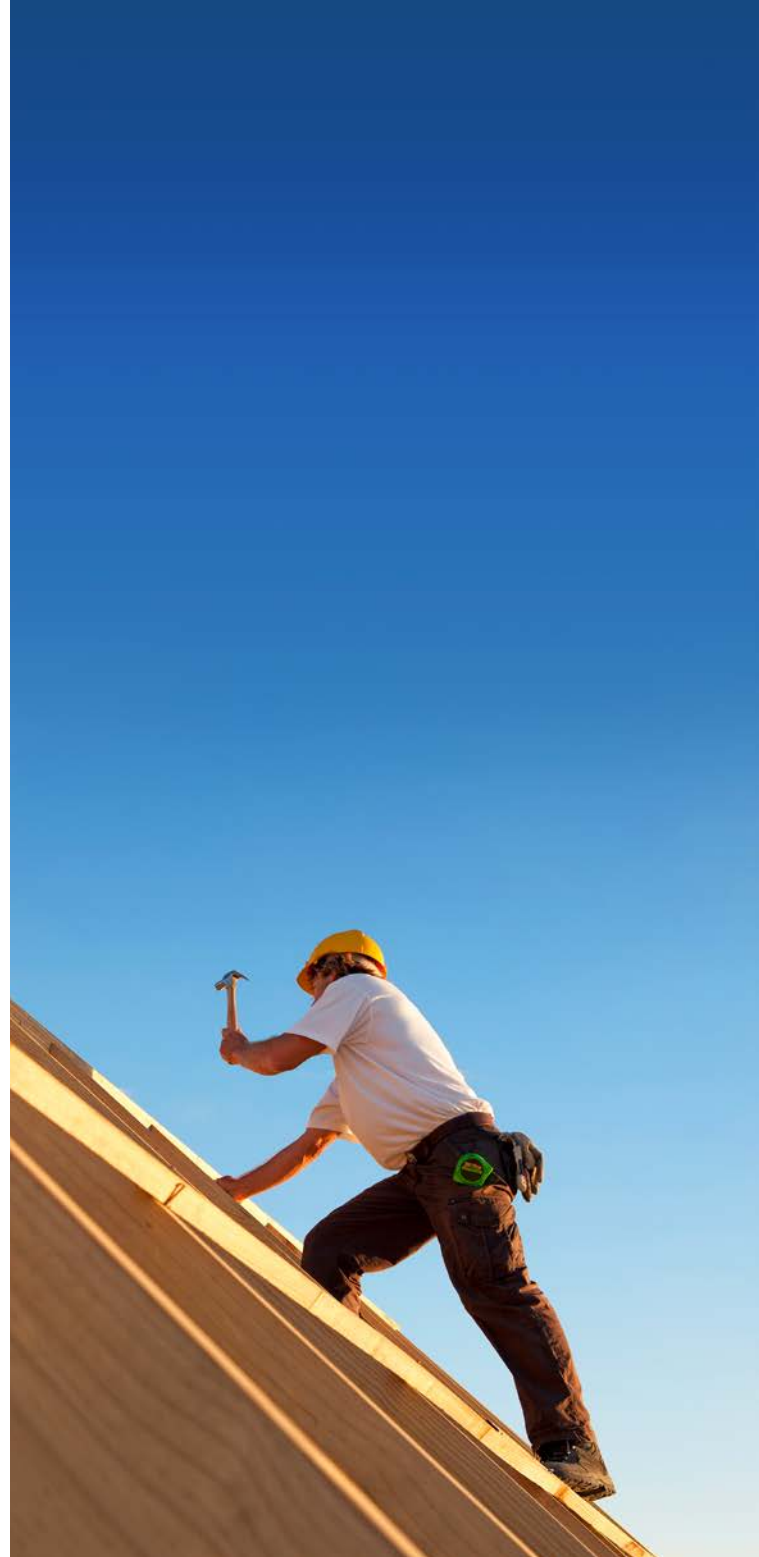
Step With Us

You may have been house hunting for a while, not found what you wanted and be wondering if building is perhaps a better option? Or maybe you've seen the perfect section and want to know how much you can afford to spend on the build? That's where we step up and work with you to explore how much you can borrow, give you sound advice and find the home or construction loan that is the best fit for you.

We know you'll have lots of questions and we're here to answer them for you. As an independent finance advisor First Step Home Loans are working for you! Your needs are our priority. We're here to do all the leg work while you house hunt or choose a house design to build. We'll let you know what documents you'll need, when to submit them and to whom, to get the exciting process of owning or building your new home started!

Financing your new build with First Step

As you start to dig deeper into the possibility of building your new home we know the range of options can be overwhelming. That's where we step in – we set out and explain your options and advise you what will work best.



3. Now to decide whether building new, or buying an existing property is the way you want to go. We are here to help you work out which is the best option for your personal situation. Check out Building Loans on the next page to see which loan types work for building new. Also, read our Home Loans descriptions to get your head around the basics.



4. Now this is the bit where we really work with you to start finding the best home loan or construction loan for you and your personal situation. We will start looking into the best home loan or construction loan options to help you make the best decision for you and your situation.

Building Loans

With so many banks in New Zealand there are many different options for building contracts and building loans (also called construction loans). First Step Home Loans are here to help choose which loan works best for your situation.

Different contracts for building

There are four different types of building contracts. They are;



**Turn Key
Contract**



**Fixed Price
Contract**



**Construction
Loan**



**Labour Only /
Partial Contracts**

For more information on the four types of building loan types, please visit our site, www.firststephomeloans.co.nz

Tips and tricks to building

- Always have a buffer! - Building almost always goes over budget due to unforeseen costs - be prepared for this. Know how much wriggle room you have. Ask yourself, 'What can I compromise on and what can't I?'
- Picking the right builder is very important! Do as much research as you can; credentials, references, past work, style, personality and price. Don't be afraid to ask questions!
- Read everything at least twice, and make sure you understand it! You don't want any surprises - if in doubt get your lawyer to check over it.
- Know what you're entitled to, is it your first home? You may be entitled to the HomeStart grant - check out more info about that on our website to check your eligibility.
- Communication is key, don't stand back - get involved and get regular updates on the progress of construction.
- Preparation is also key - it saves time and money in the long run. Do your research now before you break ground on your site. That's why we're here! Get in contact with us now to start the journey towards your new home!

Home Loans

Everyone has different financial needs and responsibilities - that's why there's a variety of home loan types. Choosing the right home loan can save you thousands of dollars and knock years off your mortgage. So it's important to know all your options and make a well-informed choice. First Step Home Loans is here to help you with that decision.

Your home loan options

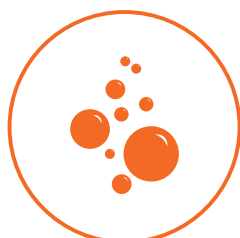
Below are the most common types of home loan, you may have heard of some, or all of them, but not all of these options will suit your situation. Firstly you need to ask yourself;

- Will you be in a position to make any lump sum repayments in the next 12 months or 2 years?
- What is your current financial situation?
- Will the repayments result in you no longer being able to maintain your current lifestyle?

Keep in mind that as life goes forward your financial needs can change, be it a change in your job or a new family member. To ensure you're maximising the benefits with your home loan we recommend you review it on a regular basis.



Fixed Home Loan



Floating Home Loan



Split Home Loan



Low Deposit Home Loan



First Home Loan



Interest Only Home Loan



Offset Home Loan



Revolving Credit Home Loan

To see which loan type is best for your situation, visit our site, www.firststephomeloans.co.nz

First Home Loan, KiwiSaver Withdrawal and HomeStart Grant

First Home Loan

Formerly called Welcome Home Loan, the First Home Loan is an initiative from Housing New Zealand to help New Zealanders on lower incomes, who can afford to make regular payments but don't have the ability to save up a 20% deposit to be able to purchase their first home.

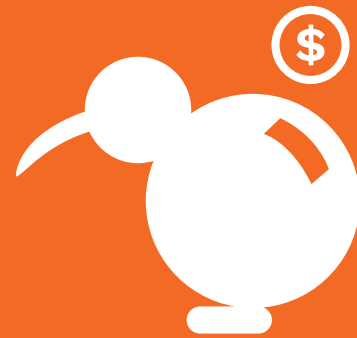
With the First Home Loan you'll need a 10% deposit, there are many ways that you can get to this amount. You can

team up with other borrowers to put a deposit together, use part of your KiwiSaver (if you have been contributing for three or more continuous years), plus there is the KiwiSaver HomeStart grant - another incentive to help first home buyers. You can read more about this below.

For details and to see if you qualify for the First Home Loan, visit www.firststephomeloans.co.nz

KiwiSaver Withdrawal

If you have been contributing to your KiwiSaver for three or more consecutive years, you can apply to withdraw your balance to put toward your deposit. You can apply to withdraw all but the initial \$1,000. There is a process to follow when applying to withdraw funds from your KiwiSaver. These processes and time frames differ with each provider. Be sure to check with your KiwiSaver fund manager if you are able to access your KiwiSaver to buy a house.



KiwiSaver Homestart Grant

This grant provides eligible first-home buyers with a grant of up to \$5,000 for individuals and up to \$10,000 for two or more eligible buyers to put towards the purchase price of an existing/older home.

If you're purchasing a new home*, or building a new home, you can be granted up to \$10,000 or up to \$20,000 for two or more eligible first home buyers.



*A new home is a home which received its building code compliance certificate fewer than six months before Housing New Zealand receives a KiwiSaver HomeStart grant application related to that home.

A Bit About Us

We step up and work with you to see how much you can borrow, give you sound advice and find the home or construction loan that is the best fit for you.

Who Are We?

We're First Step Home Loans. We're an expert independent advisor -here to roll up our sleeves and offer insightful, informed and flexible financing options to make building a reality for you.

We have over 30 years' experience in construction and banking in New Zealand. So rest assured, when it comes to finding a construction loan to finance your dream building project, you're in very capable hands.

That's who we are, but what's important is what we can do for you! We do the ground work and present you with the best options for your home loan. We can answer your questions and guide you through the process, making sure each step is taken with you so you feel 100% confident

and understood. We're also here to demystify the finance process and empower you. Since we have experienced the excitement and value that can come from a new build, we use this to drive our passion to find the best loan for you and the most likely path to a successful build.

You know that we're working for what's best for you because our mission is to get you the best deal. Now you might be wondering 'How much is this going to cost me?' Well, in most cases the bank will pay us directly so there will be no cost to you.



Richard Goodall

Director

M: 021 554 982

E: richard@firststephomeloans.co.nz



Jenny Matano

M: 021 079 5546

E: jenny@firststephomeloans.co.nz

We Stand For

We believe in open communication with you, while providing a realistic and informed view on loan options, and on construction projects from go to whoa, to assure you that you're dealing with a business of integrity.

We promise to keep the construction dream alive for you. We will use our financial experience and knowledge of the construction industry to find a lender that will structure a financial package to facilitate the building of your home. We promise to be a pathway and not a roadblock, arming

you with the confidence and excitement needed to see the project through. We are about finding easier access to the best deal to fit your circumstances and project budget. First Step Home Loans are here to save you from the dreaded "NO".



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www.firststephomeloans.co.nz

PO Box 259100, Botany, 2163

0800 739 839

Full terms & conditions and our disclosure statement available on request.