

# Your Mortgage Matters

February 2024 News

Changing people's lives

## REVIEW AND REVISE

The smiles say it all! Our Integrity Team end of year Christmas lunch get together was a chance to relax and enjoy the year that was (despite continuing covid variants preventing everyone from coming).

The holiday break and time with family has been enjoyed by all at Integrity, we hope all clients, friends and readers also enjoyed some time-out this year.

It is always good to take some time to review, revise and re-set through the Christmas / New Year period. We are all at different stages of lives, and in different circumstances, but still all on the same general path.

In my younger (less tarnished) years I had a clear belief that financial success in life was primarily associated with

being intelligent in business. I no longer firmly hold that view. There are multiple millionaires walking the street who obtained their wealth not through business smarts, but because they made the decision to buy the right property and never sell.

In fact, with more consistent income, the wage earners now have a clear advantage over the self-employed, better positioned to obtain loans to buy and hold property long term. The banks certainly see it that way.

Cash flow management is all that is then required. There is only one rule that matters: Total expenditure must be less than total income. Regardless of how big or small the income is. Those who budget well, win.

## In This Issue

- Christmas Flashbacks
- Love Is In The Air
- Own Your Own Home
- You Need To Talk Money!

Your home loan is your time machine. You are dragging up to 30 years of future income back to the present, to buy a home you otherwise could not afford, so you can have the pleasure of living in it for the rest of your life if you choose to do so.

That's amazing! Who said time travel is impossible.



# THE LIGHTER SIDE

## QUOTES OF THE MONTH

They say love is the best investment; the more you give, the more you get in return.

—Audrey Hepburn

Love yourself first and everything else falls into line. You really have to love yourself to get anything done in this world.

—Lucille Ball

Love doesn't make the world go 'round. Love is what makes the ride worthwhile.

—Franklin P. Jones

A good home must be made, not bought. In the end, it's not

track lighting or a sunroom that brings light into a kitchen.

—Joyce Maynard

All you need is love. But a little chocolate now and then doesn't hurt.

—Charles M. Schulz

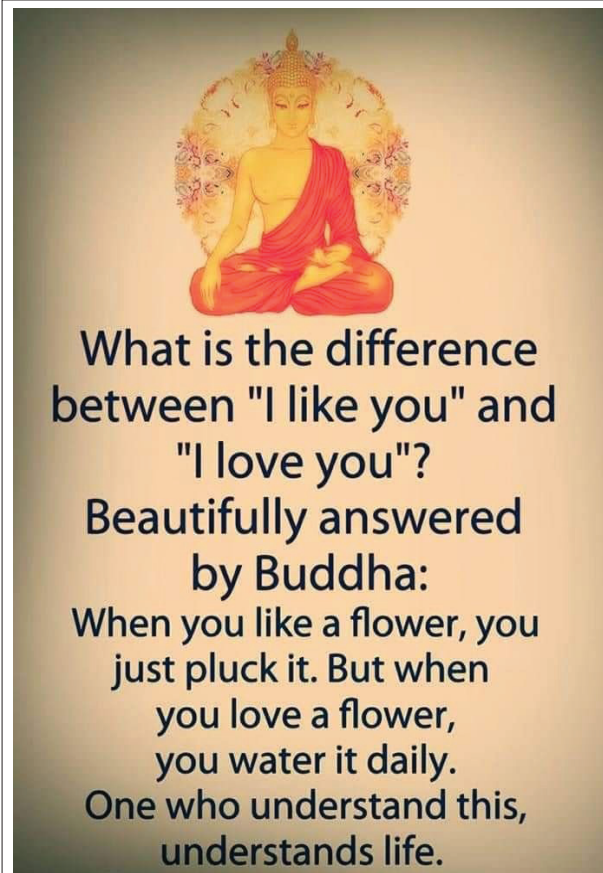
Love is a game that two can play and both win.

—Eva Gabor

Falling in love can be wonderful—and finding the perfect house can make a home-buyer weak in the knees.

—Anon.

Love has nothing to do with what you are expecting to get



- only with what you are expecting to give - which is everything.

—Katharine Hepburn

Every heart sings a song, incomplete, until another heart whispers back.

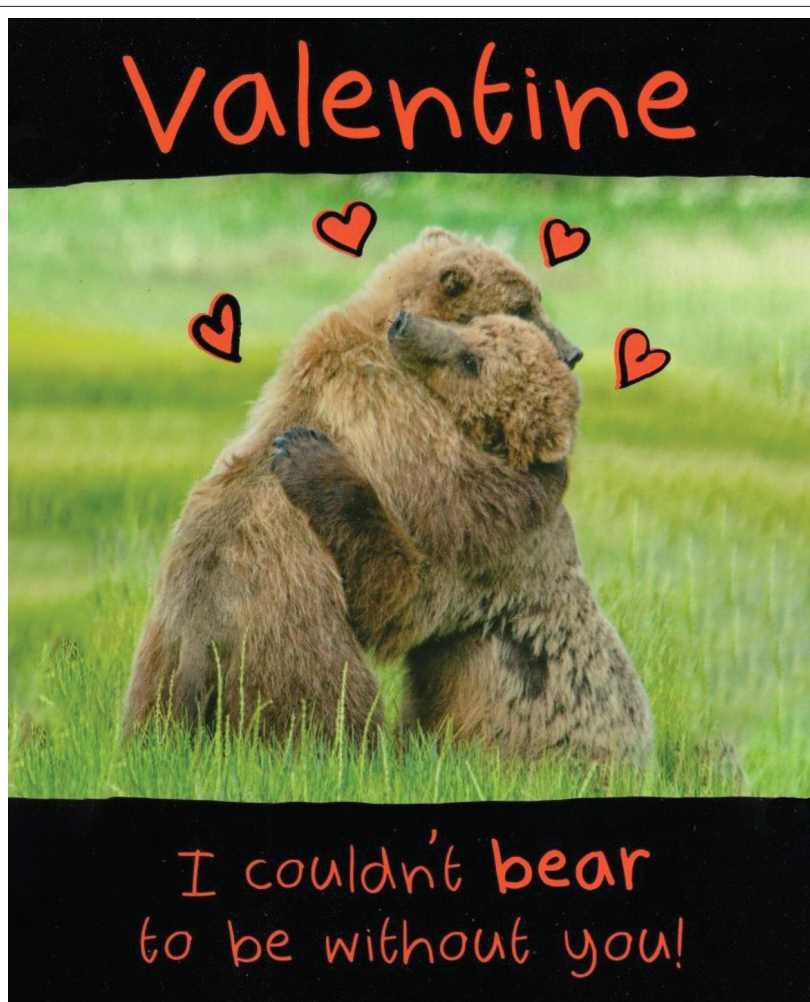
—Plato

## SUDOKU

					4	1		6
	7	4						
5			6				4	
					1			5
	8	6				3	7	
3			4					
	2				8			4
						6	9	
7		8	5					

© 2013 KrazyDad.com

Fill in the blank squares so that each row, each column and each 3-by-3 block contain all of the digits 1 thru 9.



# HOME VALUES CONTINUE UP

It was interesting to see the 2023 home value changes, with the national Home Value Index up 8.1%.

This was an improvement on the 4.9% drop in 2022, but well below the 24.5% national surge in 2021.

Variations between cities and areas were high, for example Perth up 15.2%, Brisbane up 13.1%, Melbourne up 3.5%, and regional Victoria fell 1.6%.

Looked at over the longer term – consistent growth in property prices shows no sign of abating.

Areas which showed lower / negative growth in 2023 were largely those which outperformed during the Covid pandemic, for example in coastal postcodes, including down the Mornington Peninsula. What we have seen is a minor correction from massive out-performance in some areas.

There will always be the real estate doomsday prophets. However, to date, they have a terrible track record! The fixed rate mortgage cliff, which some thought would lead to a property crash in 2023, has impacted individuals, but not the general market.

Owning your own home is probably more important than it ever was. But not just because of capital growth and wealth accumulation.

We have a shortage of homes Australia wide. We all need to live somewhere, but security of residence is only really achieved with home ownership. Governments are not helping, pushing private investors out of the market,

tightening the rental market even further. New homes are not being built fast enough.

Those who do not own a home are at risk of being unable to find a home to rent at any price. This is a problem for all demographics. If nothing else, we all need to buy a home ready for old age – home ownership is a critical part of having a comfortable retirement.

Heading into 2024 we have a healthy and steady real estate market. My expectation is that interest rates have peaked, will now steady, and decrease in the last quarter.

Advice to aspiring homeowners remains to buy when you can. First home buyer benefits allow you to get into the market with a small deposit (and that benefit is now extended to previous homeowners who haven't owned a property in Australia in the past 10 years).

Your first home does not have to be your forever home, you can always upgrade later (most do). Getting into the market is what counts. Compromise your wish list. If you end up a 'forever renter' your required compromises will be greater in the future.

There is great comfort (psychologically and financially) in sleeping under your own roof. For you and your valentine!

If this article has prompted any questions regarding your personal circumstances please contact your broker direct, or email [support@ifafinance.com.au](mailto:support@ifafinance.com.au), or call us on **03 9511 8883**.



## Congratulations!

A big Integrity Finance 'Thank You' to:

- Matthew & Grant
- Christopher & Sarah
- Zachary & Vanessa
- Adrian & Elke
- Lindsay & Margaret
- Fergal & Sarah
- Lucas & Rebecca
- Joanne
- Paul
- Chloe & Luke
- Ryan & Michelle
- Colin & Bronwyn
- Darren & Guliz
- Nhu & Mitchell
- David
- Bridie
- Alicia
- Luke
- Natalie & Thomas
- Warren & Gen

All of whom settled a loan with us in the last 60 days. We really appreciate your business.



## Thanks For The Referrals!

A big 'thank you' to:

- Nhu for referring Thomas & Zara
- Stephanie for referring Simone
- Nhu for referring Mi & Alvin
- Lauren for referring Matthew & Angelina
- Tom for referring Emily
- Fiona for referring Leonie
- Monique for referring David & Breanna
- Stephanie for referring Natalie
- Michael for referring John & Belinda
- Jo for referring Caroline
- Zoe for referring Kane
- Sharyn for referring Simon & Susan
- Naomi for referring Brock
- Sarah for referring Adrienne
- Jonny for referring Sam

It means a lot to us when you stick your neck out for us and recommend our services to peers, friends and family, you don't have to do it and each time you do we feel incredibly grateful. Thank you again.

**Thank  
You**

# MONEY TALK

Researchers report almost half of Australians don't want to talk about money.

Surveys show 42% avoid discussing personal finance, a higher percentage than avoiding talking about religion (40%), sex (38%), or politics (23%).

I think that is disappointing. Whilst keeping personal finance details confidential is understandable, general discussions and passing on to others what you have learnt is an important part of assisting friends and family find their way financially.

Attitudes are changing, with the younger generations being more open. The study did show Gen Y being far more open to money talk than Baby Boomers. So, a word of wisdom to the older generation:

Please shake off your reluctance! Senior men take note: You need to talk about more than football and weather.

Of course, it is always important to consider the 'qualifications' of who you talk with. A healthy dose of scepticism should always be on hand. However, in these days of social media bombardment we are all used to that.

We should remember:

- There will always be someone who knows something we do not; learning opportunities should be sought.
- There will always be someone you can assist to a better financial knowledge.
- Learning from mistakes is as important as any other advice! Let others know your mistakes and try to learn from mistakes made by others.

A valuable discussion could be as simple as asking your family / friend if they have absolute confidence in their mortgage broker. The assistance with Integrity that we give to clients has changed many lives over the years. Don't keep that as your secret, pass the word along!



**Daryl Borden**  
0417 593 893  
dborden@ifafinance.com.au  
PO Box 323  
Dingley Village VIC 3172



**David Browne**  
0409 051 111  
dbrowne@ifafinance.com.au  
PO Box 1162 Konyung LPO  
Mt Eliza VIC 3930



**Charles Zerafa**  
0455 662 405  
charlesz@ifafinance.com.au  
PO Box 42  
Vermont, VIC 3133



**Gina Tzimas**  
0481 002 186  
gina@ifafinance.com.au  
PO Box 323  
Dingley Village Vic 3172



**INTEGRITY FINANCE**  
AUSTRALIA

03 9511 8883  
support@ifafinance.com.au  
integrityfinanceaustralia.com.au

Suite 8, 14 Garden Boulevard,  
Dingley Village  
VIC 3172