

# #toucanyoucan

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TOUCAN FINANCE

Finance your way. [www.toucanfinance.com](http://www.toucanfinance.com)

## WINTER ISSUE

Welcome to our quarterly newsletter.

We hope to keep you up to date with some of the topics that are creating interest in the Finance Broking sector.

Please contact us if you have any questions and if we can assist you with any of your finance needs.

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## STATE OF THE RATE...

After two rate reductions the Reserve Bank held the official cash rate this week. With plenty of changes in the economy recently, the Reserve Bank wanted to see the effects of the cuts on stimulating the economy, before taking any more action.

We have seen an increase in activity with both purchasers and those refinancing, taking advantage of the better rates and increased borrowing capacities.

We actually saw for the first time a rate offer under 3%!!!

## LENDER INCENTIVES

Latest in Lender Incentives:

When we are researching the right product and lender for your new purchase or refinance, we will always put in any current lender promotions and incentives that are on offer.

As with every situation, you do need to know the fine print. Some incentives are only available to products that have additional fees, so you do need to look at all features of the product.

Here's an example of what is currently available (T & C's apply)

\* 300,000 Qantas Frequent Flyer points

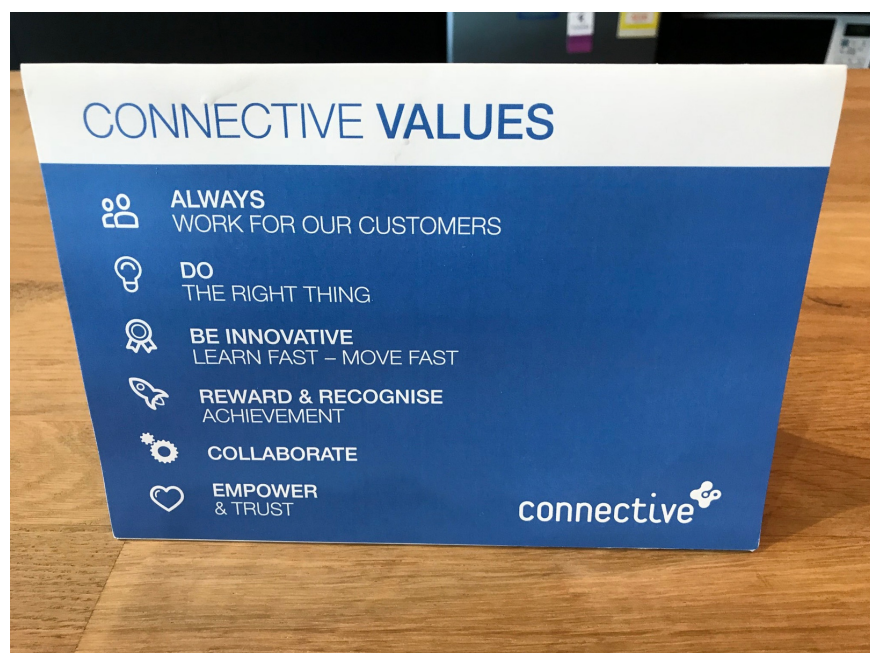
Or

\* Cash back \$2000 for Refinances

OR

\* \$1000 for First Home Buyers to use for conveyancing costs

Give us a call if you'd like more information



# CHANGES TO THE SERVICING RATE

APRA recently altered the conditions around the servicing rate used to assess affordability in loan applications

What does that mean for you?.

01

When assessing the servicing component for an application, all monthly expenditure, loans, credit cards and commitments are entered into a servicing calculator. The assessment rate is the rate used by the lender to make sure you can afford the loan if rates go up.

02

For many who could not meet the servicing for a loan, or could only borrow a certain amount, these changes may enable them to increase their chances of approval.

03

Each Lender has a different servicing calculator, so depending on your income and liabilities we will work to find the calculator that works best for you



# NEW MARKETING MATERIAL

We recently sponsored a class at the SA Showjumping Championships at Wayville Showgrounds,.

For any business it is a great opportunity to give back to the community but is also important to get some value and to get your message across.

We have been working on an updated flyer with relevant information and included some 'cash' for each competitor!!!

What do you think? Thanks to Here Here Design in Stirling for their input on the design!



Josh Dawkins recommends Toucan Finance : "Alex made the process of buying our first property incredibly easy and stress free. Any queries or questions we had were answered promptly no matter the time of day or night. Would highly recommend Alex if you're after somebody who is very knowledgeable in lending and realestate fields."