



Savings for borrowers

HOME loan lender Mortgage Ezy has been in the media spotlight and chief executive officer Peter James knows why.

Mr James said apart from picking up a five-star rating from the independent finance assessor Cannex, Mortgage Ezy had taken out Best Line of Credit Loan over 10 years from *Australian Broker Magazine*.

"We pride ourselves on smashing the banks' rates and delivering solutions to customers from the wealthy to those who do not necessarily or regimentally meet the bank's atypical profile," he said.

"Even those who cannot prove their income, but still seek high borrowings to 90 per cent are welcome.

"The newly released Lo Doc 90 per cent together with the three-year fixed or variable interest is 1 per cent under the banks' standard variable."

Mr James said Mortgage Ezy was one of the first lenders to launch home loans without mortgage insurance, meaning borrowers paid nothing up to 85 per cent.

"For example, on a \$500,000 loan at 85 per



Peter James

cent there is a massive saving of \$10,720," he said.

"Only loans greater than 85 per cent have a risk fee, which on average is about half the comparable mortgage insurance premium."

When insurance is required, Mortgage Ezy saves money by getting the insurers to compete.

Mr James said the company catered to a variety of clients from wage earners to self-employed, first home buyers and professionals.

"We listen to our clients carefully and take great satisfaction in providing solutions

to their needs.

"I think this is why we have a reputation for being innovative."

The first office of Mortgage Ezy opened at Broadbeach in 2001 and today processes more than \$1 billion worth of loans each year from its Gold Coast office alone.

As well as being a back-to-back BRW Fast 100 winner, the company is again a Queensland Telstra Business Award finalist.

For more information on Mortgage Ezy call 5554 3333.