

Taking paperwork out of loans

FOUNDER of Mortgage Ezy, Peter James, said the key component to his company's success was its solid range of lending products.

Mr James said competitive interest rates, which had been declining over the last few months, were just one factor to home loans.

"The time it takes to pay off a loan and the terms and features of the product are often much more important factors than interest rates," said Mr James.

"At Mortgage Ezy we cater to a variety of clients from wage earners to self employed, first home buyers and professionals. We listen to our clients very carefully, taking great satisfaction in providing solutions to their needs. I think this is why Mortgage Ezy has a wide reputation for being innovative, actively designing new products at the cutting edge of the mortgage industry.

"Our line of credit loans maximise every dollar of our clients and thus reduce the cost of interest overall."

With about a third of all household income going to service the mortgage, the sooner it can be paid out the better. Our clients are not so fussed on the lowest interest rate, what is important to them is what they are going to have to pay over time."

Drawing on numerous funding lines to provide an extensive range of products, Mortgage Ezy has developed unique professional 'pack loans'. These loans are not available anywhere else, having no income or occupation requirements. Mortgage Ezy passes on the cost savings of these traditionally larger loans, by giving a discount of up to 0.5 per cent, as well as



Mortgage Ezy founder Peter James with his wife, Jodie, has tailored a solid range of products to satisfy his clients' borrowing demands

a range of other benefits such as fee-free credit cards. The professional pack loans are available to all clients in line with Mortgage Ezy's non-discriminatory policy.

This applies to 'lo doc' (where no proof of income is required) as well as 'full doc' loans. "Here in Australia we are closely following

American trends and the huge growth of the Light Doc market which allows borrowers to obtain a loan with less paperwork and limited income verification mirrors the US experience," said Mr James.

Peter James, the nephew of the world renowned Martin St James, formed Mortgage

Ezy in 1994. In the three years it has been operating on the Gold Coast, the busy Chevron Island office has processed more than half a billion dollars in home loans.

In November last year, Mortgage Ezy was awarded the 'Best Lo Doc Home Loan' from Mortgage Professional Australia.