

Hello to all, in this, our first edition of our bi-annual newsletter. Any feedback is welcome, if I find there are points of interest many of you wish to discuss I am happy to address them as a feature in the next edition. I found in the past, the question I am asked most often is whether to fix or not to fix. I hope the feature on this difficult question gives you some insight.

Thank you for your loyalty and your referrals. As you know, we do not advertise at all and I am unbelievably busy due to your efforts. I appreciate your loyalty more than anything else and love to hear of the births, engagements, weddings and all the wonderful events you keep me informed of. I will keep trying to ring you on your birthdays to touch base.

It is only 8 weeks to holiday season. May I take this opportunity to wish all of you the happiest of times and a safe New year. May the coming year bring all of you all that you wish for yourselves.

JUDITH GOORJIAN

TO FIX OR NOT TO FIX? THAT IS THE QUESTION

Yes, this is the question I am asked most often and the one which is hardest to answer. The answer that I always give is the following:

Do not fix in order to beat the banks. It is a risky game, won by chance, or by those who have a crystal ball. If you fix, the reason must be for your own piece of mind. **Your security.** Fixing your loan for say 3 or 5 years, will allow you to budget exactly what your payments will be during this term regardless of world economics.

Some people need this comfort. They may be highly geared, children in private school or a baby on the way and the last worry they need is where to find the extra \$20, \$50, \$100 or more a month if the rate rises. Bear in mind - if you choose to fix for

the reason of security, then no complaints if the rates drop. Your reason remains the same, your security. It was something you felt was reasonable and affordable at the time, a choice you made. In the last couple of years we have seen the rates drop, rise and drop again.

The banks determine their long term fixed rates by their Chief Economists, who are presumably far more educated in world economic factors governing the changes than any of us. If you look at a 5 yr rate the banks offer that to me says they expect this to be a reasonable expectation of rates over the next five years. I know the banks would not like to fix a loan at 7% and then have the rate rise to 17% and they are stuck getting a 7% return.



Please be aware - there are break costs when discharging from a fixed rate before the term is up. Many fixed rates allow a certain amount of extra payments on the loan but not much and no redraw.

For those that are interested in fixing, I have a product, which allows a fixed loan to be paid down to \$1 with no penalties and provides redraw on the extra amount paid. Great fixed rates.

Write to us at:

mortgage SELECT

21 Marara Road
Caulfield Sth, VIC, 3162

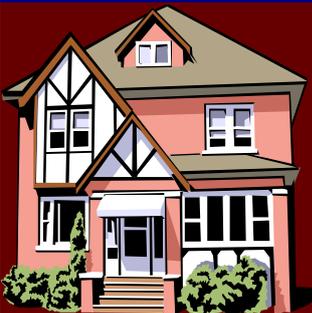
Phone: (03) 9578 1968

Fax: (03) 9578 5880

Email: mselect@bigpond.net.au

Special points of interest:

- NEWSFLASH
- To Fix or Not to Fix!
- Introducing the Loans Co ordinator
- Beware of Honeymoons
- Basketball Ticket Giveaway





"The finest compliment I can receive is a referral from my clients and friends"

NEWSFLASH !!!!

What an Opportunity - Two week window

I have a fantastic opportunity, specifically for my clientbase on the purchase of nine apartments and five townhouses to be built on Kooyong Rd in Caulfield. Apartments range in price from high \$200's to mid \$300's and will be \$15K - \$20K cheaper for my clients than once they are given to a Real Estate Agent. Townhouses obviously higher. The finish will be top class, granite benches, glass splashbacks, stainless steel appliances, balconies, courtyards, parking, separate drive-in entrance with Basement security parking. I expect to receive the colour sketches of the project, plans, Section 32's, Depreciation Schedule and a colour

board of the inside finishes by Wednesday, 31st October.

Besides the savings of the agents fees, there are substantial stamp duty savings and depreciation tax deductions. 10% deposit or a Deposit Bond will be required to secure the property. I can organise the Deposit Bond for you fairly easily. Expected completion date for the properties, and therefore settlement is this time next year.

I believe this is a fantastic chance to buy into this sought after area. It is a super modern, top quality project which would suit First Home Owners (sign contract now to receive

\$14,000 FHOG which reduces to \$10,000 after New Year), owner occupiers or investors.

I cannot stress strongly enough - the interest is intense and I have hold of this project for 2 weeks ONLY. After this, any properties still available will be put into the hands of an Agent. If you are interested, contact us urgently, by phone, fax or email and make a time to come around and look at the information. The site is 5 minutes away from my office, my advice is to check it out at the same time.

Introducing the "Loans Co-ordinator"

You may or may not be aware of the huge amount of administration and time involved in each loan application. We constantly monitor the loan progress by liaising with the lenders, solicitors and valuers to ensure everything runs smoothly and efficiently. Due to this and steady growth within the business, I have recently joined Judith Goorjian as Loans Coordinator. Although I have not yet had the pleasure of meeting

all of you, I take this opportunity to introduce myself. We aim to keep in touch with our clients to enable us to provide continued service. We will keep you informed of changes in the market to ensure that your best in-

terests are being cared for. Please contact us by phone or email if you have any questions or we can assist you in any way. I look forward to meeting you.

Amanda Evans



GIVEAWAY TO BASKETBALL FANS

Below is the schedule for Victoria Titans home games.

I have 2 tickets sitting with me and 2 tickets sitting elsewhere. Anyone wishing to use these tickets, please ring, fax or email and let me know, I will hold them for you with pleasure.

Go Titans !!!

A small thank you for your Loyalty

Fri, 9/11	Titans-v-Cairns
Sat, 17/11	Titans-v-Adelaide
Sat, 24/11	Titans-v-Brisbane
Fri, 14/12	Titans-v-W.Sydney
Sat, 22/12	Titans-v-Perth
Fri, 15/2	Titans-v-Adelaide
Fri, 1/3	Titans-v-Canberra
Fri, 15/3	Titans-v-Townsville
Fri, 22/3	Titans-v-Woollongong



Beware of Honeymoons

Please all be very careful you are not sucked in by advertised honeymoon rates. I am very particular and you will find those of you I have placed in Introductory Fixed rates are done so when the product allows for a further special package at the end of the honeymoon. Otherwise it is not worth it. It is often a hook to get you in the door. Any rates you come across, call me and let me check out the fine print for you and give you the honest low down on what they are all about.