

## A Deposit Solution for First-Home Buyers

Thank you for the opportunity to present/update you on [AffordAssist](#), an affordability program exclusively for first-home buyers.

## A Little History

Some years ago I met with the late Honourable Neville Wran (AC, CNZM, QC), who was the Premier of NSW from 1976 to 1986, and other key persons from a company about to list on the stock market and launch an **Affordable Housing Scheme**. Our role was to provide the property platform which would manage all aspects from listing to sales: <https://login.propertycompass.com.au/>. The scheme was not launched due to the GFC. I can only imagine how wonderful it would have been for many first-home buyers (and our economy) had the scheme been launched.

## Since Then

First-home ownership has continued to decline (a possible all-time low, nationally, of 14%) into a crisis.

From our perspective, the three most important factors influencing first-home ownership are:

1. **Capital growth:** Real estate prices are increasing at around 2% greater than household incomes. The compound effect is that it is getting harder to save for a deposit;
2. **Developers/agents:** These parties are capitalising on market conditions by overzealous pricing and focusing on investor sales. There is an incorrect balance of Investors to Owner Occupiers thereby contributing to a long-term adverse social impact. Refer post: [Can Property Prices Be Fairer?](#) and
3. **Supply of properties:** Estate planning, land releases and council approvals. We are NOT building enough self-sustaining communities.

Government solutions alone are simply not enough: Government should not be expected to carry the full weight of any proposed support or solution. Other countries such as UK and Japan already have first home-buyer programs. Industry must adjust to current community needs and changes. Refer post: [Social and affordable housing: What is the moral strategy?](#)

*"If this is not resolved it will become a major community/social/ economic problem."*

**This crisis is serious, so real, that many are looking for what is the best way forward:  
Some recent media links:**

- Housing affordability: [Glenn Stevens appointed by Gladys Berejiklian to advise NSW Government](#)
- Nationals MP Andrew Broad| [Housing affordability issues could be helped by allowing renters to buy without a deposit, Federal MP says](#)

## AffordAssist | A Deposit Solution

AffordAssist is an affordability program exclusively for first-home buyers; providing the much-needed deposit solution: First-home buyers can buy a property with **no-deposit**.

### Program summary:

- Provides an alternative to the required upfront cash deposit
- A proprietary Deferred Deposit Agreement (DDA) for 10% (which can vary between 5%-25%) of the property purchase price;
- DDA is an agreement between the seller/buyer;
- Has no application, mandate or interest charges;
- Applicable for all property types; and
- It provides the seller and buyer with protection.
- A corporate solution offered alongside government initiatives. The full government grant amount is applied towards the property purchase: refer <http://www.firsthome.gov.au/>

## One Of Our Heroes

In our opinion, [Sir Robert Menzies](#) was one of our heroes; please [click here](#) to read his vision/ actions that transformed Australia's housing affordability and helped make us... Australia the lucky country.

## Your Part

Team up with us; with a purpose of increasing first-home ownership in Australia from the current 14% to 20%. The first-home buyer market is estimated at 60,000 per year. Our goal is to help at least 1000 first-home buyers per year.

## Commercial Merits/Kudos

Depending on your involvement, you may provide you free leads and include your logo link back to your website from the following platforms:

- <http://www.affordassist.com/>
- <http://www.centralpropertyexchange.com.au/>
- <https://confidis.com.au/>

## Properties Will Be Listed On

- <https://login.propertycompass.com.au/> [B2B platform]
- <http://www.centralpropertyexchange.com.au/> [B2C and advisor platform]

## Trust Account

- <https://confidis.com.au/> | Protecting stakeholders and Saving plan

We look forward to having you as a team member.

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