



Home is where the family is

When Louise and Aaron decided to buy a home to raise their young daughter in, there were many factors that were important. However there were two aspects that were very over-riding in importance – family and community.

All three members of the family are very active in their local community, with Aaron working locally and being a member in his local baseball team, the Golden Grove Dodgers, for over 20 years, Louise working as a teacher in their local grammar school, and daughter Ava participating in the local kindergym and swimming club.

Louise and Aaron struggled to find a home loan that would suit them so they contacted HomeStart who had previously helped members of their family into home ownership. HomeStart were able to get them started with a HomeStart Home Loan.

When finding a home they wanted to remain close to their community and continue to contribute towards it, as Louise explains: 'Aaron and I are a young, respected couple who want to be responsible home owners, not only in the South Australian community but also in our local community.'

They also wanted to find a home that would enable them to remain close to their family and allow them to enjoy family gatherings, and although it took them a while to find their perfect home they are now settled in

and enjoying the many benefits that their home offers them. 'I love our entire house, but we chose it mainly because it allows us to have the life we want.

The house is spacious and we are family people, so we can have all the family round; and we have a big backyard which Ava can enjoy playing in,' Louise says.

As well as finding their perfect home, becoming home owners was important to Aaron and Louise as it would allow them to create a positive surrounding for their daughter. 'We have now found our dream home in our local area and become home owners, so now we can build our home from the inside out, creating a healthy environment in which our daughter can grow up and live in.'

While the process did take Louise and Aaron some time, HomeStart were there to help them on their journey. 'They were really helpful and informative, explaining how the process would work and what would happen,' Louise says.

Happy New Year from HomeStart!

We hope you had a great Christmas and New Year and are ready to see what 2011 will bring.

If Christmas has left you feeling a little out of pocket, turn to the next page to get some great tips on how to build up your savings.



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Top tips to top up your savings

Christmas and New Year is a great time to celebrate, have some fun and tuck into some tasty festive treats.

From presents to parties, the chances are your bank balance is suffering the after effects. Try these money-saving tips to help build up your savings.

Cut back on incidentals

Are you a member of a club that you rarely go to? Or perhaps you have a magazine subscription that you don't really use. If so, cancel any memberships or subscriptions that you aren't using and put the money you save back into your savings.

Evaluate your outgoings

If you usually buy a coffee each morning from your local coffee shop, why not make it when you get to the office instead. You'll be surprised at how much you will save from doing this – if you buy a coffee for \$4 each day, five days a week each month, you will potentially save over \$1,000 a year!

Leave late fees in 2010

If you find that you are getting late fees each month due to direct debits leaving your account out of sync with your pay going in, contact your providers to enquire about changing the date of your direct debit. This will make it easier to manage the flow of money to and from your account.



Set up a budget

Setting a budget is a great way to manage your finances; it can help you spend your money wisely and make it stretch further. Work out your budget on your wage frequency, for example fortnightly or monthly, by adding up your income – salary, benefits and whatever else might reach your account each month – and subtract your loan repayments, bills and other necessities. Then you'll be left with the amount you have for spending and saving each month.

Start saving

If you haven't already opened a dedicated savings account, then do so now. Set up a direct debit to deposit money each month into a savings account. Only contribute what you can afford, even a little will start to add up and you will be able to see the results in no time.

Pay ahead on your home loan

While it may not seem like an instant money-saving tip, by paying ahead on your home loan you will not only pay off your loan quicker, but it will also save you money on interest, meaning that you will pay less over the life of your loan.

If you'd like further tips on budgeting and money, the Australian Securities and Investments Commission (ASIC) has a consumer website, FIDO, which has a money tips section. Visit fido.gov.au



Top loan tips

'Round up' your repayments

Why not round up your minimum repayment amount to an even number? Even if this is just a small amount extra, it will help you get ahead on your estimated loan terms. Already have an even amount? Round it up to the next even number.

Keep us informed to avoid late fees

If you do need to defer a repayment for any reason, make sure you give HomeStart plenty of notice, at least one business day.

This will help you avoid possible dishonour fees from us, and your financial institution. Contact HomeStart, or call your Loan Manager for more information.

Register for eHomeStart

Did you know that with eHomeStart you can print additional statements for free or make voluntary repayments? Register on eHomeStart to take advantage of the many benefits such as access to statements and much more. Go to homestart.com.au and register for a password today.

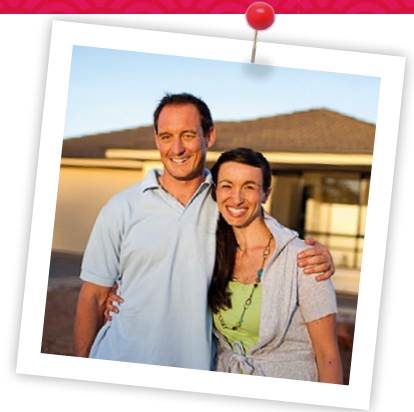
Refer a friend and be rewarded

At HomeStart, we want to help people get their 'One day' started today.

As a home owner you know the benefits and financial security that home ownership brings; you can help your friends and family experience these benefits too by referring them to us. Whether they are looking to buy, build or refinance, HomeStart can help them get started.

Simply log onto homestart.com.au/referral, complete a form with your referral's details and HomeStart will do the rest.

Following the settlement of your friend or family member's loan, HomeStart will give you a \$50 Coles/Myer voucher to thank you for your referral.



Helping South Australia in 2010

HomeStart is passionate about giving back to the South Australian community and is a proud sponsor of many South Australian organisations and community groups. We offer our support to our sponsors through various initiatives, from financial support to volunteering our time, and 2010 was no different.

Young Achiever Awards

In March, HomeStart gave its support, for the ninth consecutive year, to the South Australian Young Achiever Awards. Each year HomeStart donates \$1000 prize money to each of the ten category winners and another \$1000 to the overall Young Achiever of the Year. These awards highlight the work, dedication and time that young South Australians are committing to the community; and are a great way of giving them the recognition they deserve.

The Hutt Street Centre

The Hutt Street Centre assists homeless and vulnerable people in South Australia, and HomeStart supports them by providing financial and voluntary assistance to their 'Angel for a day' program. In August, HomeStart also got involved in the Hutt Street Centre's charity event 'walk a mile in my boots', to take part raising money for South Australia's homeless.



Operation Flinders

During 2010, HomeStart began supporting Operation Flinders, a South Australian based adventure wilderness program for young South Australians at risk.

The program takes young people on an eight day, 100km trek in the Flinders

Ranges of South Australia to help them learn about accepting responsibility for their actions, the value of working as a team, the satisfaction of overcoming challenges and to believe in themselves. In addition, one of HomeStart's staff members volunteered several days of her own time to assist one of the groups in the program, as an Assistant Team Leader.

This year Operation Flinders held its annual fundraiser – The Trailblazer Challenge, an organised charity walk, with distances from 18km to 100km, through the rugged Adelaide Hills. HomeStart stepped up to the challenge with a number of teams participating in the walk and a team of volunteers hosting a barbeque for hungry walkers at the 18km checkpoint.

These are just a few examples of the many ways that HomeStart supports the community. We had a very enjoyable and action packed 2010, and we look forward to making a contribution to the South Australian community in 2011.

A year in review

After a busy first year at HomeStart, Chief Executive Officer John Oliver takes us through his highlights from 2010, and how he sees HomeStart moving forward.

How have you found your first year at HomeStart?

I've found it interesting, fulfilling and challenging. Our ability to help South Australians into home ownership with affordable home loan solutions has reinforced our position in the South Australian housing market. This year we have helped 2478 households achieve home ownership which is an important outcome and one that makes me feel very proud of our team, their efforts and the organisation as a whole.

What has been the highlight at HomeStart in 2010 for you?

We achieved many positive outcomes in 2010, but one of the most noteworthy achievements was the completion of Brahma Green, the affordable housing initiative between HomeStart, City of Salisbury and McCracken Homes. The concept, one of the first of its kind in Australia, helped eleven first home buyer households into affordable and sustainable home ownership, and has the potential to be replicated further.

What is your continued vision for HomeStart?

Quite simply, HomeStart will continue to provide affordable housing solutions for more South Australians, helping them to achieve the great Aussie dream of home ownership.

2010 also saw HomeStart strengthen our offerings to customers with valuable information and tools to help them manage home ownership through the relaunch of the HomeStart website; and we will continue to provide our customers and potential customers with access to home finance education and information with the development of new information tools.

What are the future opportunities for HomeStart?

With home affordability continuing to be challenging for so many people I see collaborative efforts with organisations such as councils, developers and builders remaining important. The development of the shared appreciation concept, used in the Brahma Green initiative, is a vital solution to ease the challenges people are facing. We will also be working with Housing SA on initiatives to help public housing tenants and people on limited incomes into affordable home ownership.

Our focus will be to get people started on their home ownership journey.



Ease yourself into 2011 with an 'SA Shorts' holiday

If you need to relax after a busy festive period then ease yourself into 2011 by entering our competition to win an 'SA Shorts' voucher worth \$500.

Simply fill in the entry form and send it to: **HomeStart 'Short Break' competition, 153 Flinders Street, Adelaide SA 5000'** by 26 February 2011.

You must be an existing HomeStart customer to enter, and you will need to include your current loan number (which you can find on your HomeStart loan statement) to be eligible.

Competition entry form

Name: _____ Loan number: _____

Address: _____ Postcode: _____

Email: _____ Daytime phone: _____



Conditions of entry: The competition commences on 10 January 2011 and ends on 26 February 2011. Total prize value is \$500. The draw will be conducted by HomeStart Finance, 153 Flinders Street, Adelaide on 2 March 2011 at 12 noon. There will be one winner and they will be notified by phone.