



Welcome to Smile.

It's been a hive of activity at HomeStart over recent weeks.

We recently launched our newest home loan solution, the Breakthrough Loan, which has generated plenty of interest from the media and public. With housing prices constantly on the rise, home ownership has been moving further out of reach for many. Now with the Breakthrough Loan, people can afford what might have seemed impossible.

Also in this issue:

- HomeStart's CEO Gary Storkey provides some tips on how to save water.
- Read about the special insurance offer from RAA.
- HomeStart has joined forces with Fairmont Homes Group to increase affordable housing opportunities in our State. Stage One is underway!
- We've got footy fever! You could win a voucher to show your colours in merchandise from the Power Gear Shop or CROWmania.

- And here's some more happy news. We're always delighted to share in the joy when our customers can pay out a loan in full. One gentleman contacted us recently to thank HomeStart for help over the years. He was on Centrelink benefits when we first helped him purchase a home, and was particularly grateful for the support we were able to give to him as a migrant. Now he owns his home outright. Such a great result and another reason to smile!



Breaking through the home affordability barrier.

Aspiring homebuyers trapped in the rental market now have another way of realising their home ownership dreams with HomeStart's newest product, the Breakthrough Loan.

This innovative home loan allows people to increase their borrowing power

- by up to 35 per cent without increasing loan repayments. It's expected to help about 500 households a year to buy their own home.
 - At the moment, homebuyers on a budget have a very limited choice of suburbs.
- Continued next page.*

Affordable housing project
Gary's water saving tips

page 2	•	RAA Home & Contents Insurance offer	page 3
page 3	•	Win a \$250 gift voucher	page 4

Continued from front page.

The Breakthrough Loan may make it possible for people to live in suburbs closer to their family networks, rather than being forced to move long distances to accommodate their budget. It can also help people who need to upgrade their home, but cannot afford it, as well as those who are struggling to remain in their home through unforeseen circumstances, such as family breakdown, or loss or reduction in income.

The Breakthrough Loan works like a

partnership between the homebuyer and HomeStart, with HomeStart 'investing' in a portion of the home. When the home is eventually sold, HomeStart shares a portion of its increased value.

The homebuyer also shares in any capital gain, and in the meantime will enjoy years - perhaps a lifetime - of home ownership security and independence.

Want to know more about the Breakthrough Loan? Simply log on to homestart.com.au or call 8203 4000.

When we're not providing home loans we're supporting...

- Hutt St Centre to supply meals for people who are homeless and hungry.
- Salisbury High School Basketball Carnival for students with disabilities.

HomeStart's Affordable Housing Project.

Here's another way we're making home ownership more affordable. HomeStart and Fairmont Homes Group have collaborated on a project to build affordable housing in our State. The first development is a group of ten new homes at Salisbury East.

"HomeStart recognises the need to create more affordable housing opportunities for South Australians and we are serious about developing and delivering these initiatives," said HomeStart CEO Gary Storkey.

HomeStart and Fairmont Homes are proud of what can be achieved together.

"We share strong community values and are dedicated to providing the public with the opportunity to improve their quality of life. We have worked collaboratively to provide properties that are ready to move in to. Everything has been done and these houses are perfect for buyers who can't face the prospect of building or aren't keen to buy off the plan." Mr Storkey said.

"What we need now is more partnerships between public and private sectors to help bridge the affordability gap. HomeStart is keen to collaborate with

companies and councils to provide more affordable houses and we hope this is the first of many projects." stated Mr Storkey.

This project includes the launch of the 'Property Locator' website, which allows customers to view affordable housing projects and register for the latest affordable housing news.

Check out the current properties available at www.homestart.com.au/property-locator or call 8203 4000 or freecall 1800 018 788 from regional areas.

Computer rendered images of homes built by the Fairmont Homes Group at Salisbury East.



We don't just provide home loans. We put smiles on faces.



Gary's Water-wise Tips.

HomeStart's Chief Executive Officer, Gary Storkey (pictured) is passionate about ensuring that those on lower incomes have the chance to buy a home. He's also keen on looking after our environment. In this edition of Smile, Gary provides you with some water saving tips.

Since the issue of saving water is just as topical as affordable housing, I thought it would be timely to give you some ideas of how you can conserve water (and money) around the home and in the garden.

Around the home.

- Check for leaking taps, pipes and dishwasher hoses. Did you know that one leaking tap can waste more than 2,000 litres of water a month?
- Don't leave the tap running while you brush your teeth. Wet your toothbrush before you begin and use a glass of water to rinse your mouth.

- Prevent taps from leaking by turning them off lightly and replacing old washers as soon as they begin to leak.
- Dishwashers can use up to 40 litres per load! Invest in an environmentally friendly dishwasher that can limit water usage to 18 litres per load and only run it when it's full.

In the garden.

- It's best to water the roots and soil around the plants rather than sprinkling the leaves and flowers. A dripper system and plenty of thick mulch cuts down on evaporation.

- Choose local native varieties and other water-wise plants. These will attract birdlife and require less watering.
- Regularly check your outdoor taps, pipes and plumbing fixtures for leaks.
- When deciding on what type of lawn to grow, go for slow growing, water saving varieties. These types have deep roots for drought tolerance.
- A pool cover will reduce the need to top up your pool's water level. Without a cover, more than half the water in your pool can evaporate over a year.

Home and Contents Insurance offer with RAA.

RAA Insurance has an exclusive offer for all HomeStart customers.

For a flat fee of only \$300 in the first year (or \$25 a month) you can purchase cover for your home up to \$200,000 and contents up to \$80,000. This is around half the normal rate and is available on any new Home and Contents Insurance cover.

Hundreds of HomeStart customers



have already taken advantage of this offer and gained peace of mind that they are covered in the event of an unfortunate situation.

With RAA offices right across South Australia, any claims can be settled promptly. HomeStart customers can apply over the phone by calling RAA on 1300 369 640.

This offer is fixed for the first year and is available to both new and existing HomeStart customers.

Normal competitive rates apply from year 2 onwards.

Please refer to the Product Disclosure Statement available from the RAA.



HomeStart gives a Kick Start to the community.



Members of the Sandy Creek Cricket Club receive their Kick Start cheque.

HomeStart's dedication to helping the community continues to shine through with our 'Kick Start' giveaway on radio station Nova 91.9.

During February, listeners were encouraged to nominate a sporting club that needed a bit of a helping hand. One of these clubs was selected as the lucky recipient of a \$500 donation from HomeStart, plus a visit from Nova 91.9's Casanova.

The winner was the Sandy Creek Cricket Club. It's a district club and since there is no 'town' as such and people travel from all over to play, the club actually services a number of local communities. Money is raised through fundraising events and player fees.

The \$500 donation from HomeStart has been a helpful boost to the club and will go towards purchasing new cricket gear.



EquityStart Seminars.

HomeStart holds regular seminars to help more South Australians realise the dream of home ownership.

The response to HomeStart's free EquityStart seminars for public housing tenants has been overwhelming to say the least. Over 400 people attended the most recent seminar at Port Adelaide, which is our biggest turnout yet!

HomeStart holds a range of seminars on home ownership in Adelaide and regional locations throughout South Australia. These include sessions specially tailored for the needs of graduates, women and indigenous South Australians.

If you would like to know details of the next EquityStart seminar or any other HomeStart seminar, please contact us on 8203 4000.

Footy Fever: get into the latest Crows or Port gear on us.

Win a gift voucher to spend at your favourite football store.

Footy's back, and to help you get into the spirit of things HomeStart is giving you the chance to win one of two \$250 gift vouchers to spend at either CROWmania or the Power Gear Shop.

You must be an existing HomeStart customer to enter and you'll need to include your current loan number on the application to be eligible. You can find your loan number on your HomeStart loan statement.

To enter, all you need to do is complete the Footy Fever entry form, tick your preferred team and send it to HomeStart Finance 'Footy Fever' competition, GPO Box 1266, Adelaide SA 5001. Entries must be received before 11th May 2007.

Name: _____ Loan number: _____

Address: _____ Postcode: _____

Email: _____ Daytime phone: _____ Crows Power

Conditions of entry: The competition commences on 9th April 2007 and ends on 11th May 2007. Total prize value is \$500. The draw will be conducted at HomeStart Finance, 153 Flinders Street, Adelaide on 16th May 2007 at 12 noon. There will be two winners and they will be notified by phone and agree to have their name and photo used for promotional purposes by HomeStart Finance.



HomeStart
FINANCE