



# Agent having a lend

LEADING property group L.J.Hooker has joined forces with specialist mortgage and financial services distribution group Firstfolio to pioneer a home loan product that offers consumers several new features.

In a move aimed to “challenge the offerings of the big banks and other mortgage providers”, L.J.Hooker launched L.J.Hooker Classic Home Loan, making it the first real estate company to back a home loan with its own brand.

The launch follows a successful pilot offering within the L.J.Hooker network during the past two months that resulted in the Company writing over \$30 million in home loans.

L.J.Hooker has now extended the variable loan, which is currently being offered at 6.65 per cent, to all prospective home buyers regardless if they buy or sell through the Real Estate network.

L.J.Hooker believes the new loan offers borrowers another option in the tightly held home loan market, and that consumers will be the beneficiaries of the increased competition.

“This product is open to everyone and not just L.J. Hooker customers,” executive chairman, L. Janusz Hooker said.

“Borrowers have low rates and a fee structure that makes this loan product one of the most competitive available today.

“There is no application fee, no valuation fee, no redraw fee, and no ongoing annual fee.”

■ Visit [www.ljhooker.com](http://www.ljhooker.com).