



Your guide to buying a home

BetterBond is South Africa's largest bond originator.
We'll get you the best deal on your home loan and take
the hassle out of homebuying.



BetterBond

our name says it all

Looking for the better way to buy a home?

Pre-approval is key

90% of clients who pre-approve with us get a bond.



One application, multiple banks

You submit a single application to us, and we'll apply to multiple banks, including your own.



The best bond deal

The average interest rate reduction we negotiate for our clients is

0.61%
a massive saving



Our service to you is completely free

The banks pay us a once-off fee, so our service does not cost you a cent.





Pre-approval is key

Before you start your house-hunt, get complete peace of mind with a BetterBond verified Pre-approval Certificate:

- It tells you exactly what you could afford.
- A Pre-approval Certificate is valid for 90 days.
- It lets estate agents and sellers know you're a serious buyer.
- It makes things faster and easier when it's time to apply for a home loan.
- It's quick and completely FREE!

We assess your finances, do a credit check and issue a Pre-approval Certificate telling you what home loan you could qualify for from SA's major banks.

Income Qualifications

Maximum home loan value based on monthly income, calculated over a 20-year Loan Term.

Values quoted based on Rand Value.

Salary	Maximum Instalment	Interest Rate							
		7.75%	8.00%	8.25%	8.50%	8.75%	9.00%	9.25%	9.50%
10 000	3 000	365 431	358 663	352 086	345 693	339 478	333 435	327 559	321 843
12 000	3 600	438 517	430 395	422 503	414 831	407 373	400 122	393 070	386 212
14 000	4 200	511 603	502 128	492 920	483 970	475 269	466 809	458 582	450 580
16 000	4 800	584 689	573 861	563 337	553 108	543 164	533 496	524 094	514 949
18 000	5 400	657 776	645 593	633 754	622 247	611 060	600 183	589 605	579 318
20 000	6 000	730 862	717 326	704 171	691 385	678 955	666 870	655 117	643 686
22 000	6 600	803 948	789 058	774 588	760 524	746 851	733 557	720 629	708 055
24 000	7 200	877 034	860 791	845 005	829 662	814 746	800 244	786 140	772 423
26 000	7 800	950 120	932 523	915 422	898 801	882 642	866 931	851 652	836 792
28 000	8 400	1 023 207	1 004 256	985 840	967 939	950 537	933 618	917 164	901 161
30 000	9 000	1 096 293	1 075 989	1 056 257	1 037 078	1 018 433	1 000 305	982 676	965 529
32 000	9 600	1 169 379	1 147 721	1 126 674	1 106 216	1 086 328	1 066 992	1 048 187	1 029 898
34 000	10 200	1 242 465	1 219 454	1 197 091	1 175 355	1 154 224	1 133 679	1 113 699	1 094 267
36 000	10 800	1 315 551	1 291 186	1 267 508	1 244 493	1 222 119	1 200 366	1 179 211	1 158 635
38 000	11 400	1 388 638	1 362 919	1 337 925	1 313 632	1 290 015	1 267 052	1 244 722	1 223 004
40 000	12 000	1 461 724	1 434 652	1 408 342	1 382 770	1 357 910	1 333 739	1 310 234	1 287 372
42 000	12 600	1 534 810	1 506 384	1 478 759	1 451 909	1 425 806	1 400 426	1 375 746	1 351 741
44 000	13 200	1 607 896	1 578 117	1 549 176	1 521 047	1 493 701	1 467 113	1 441 258	1 416 110
46 000	13 800	1 680 982	1 649 849	1 619 594	1 590 186	1 561 597	1 533 800	1 506 769	1 480 478
48 000	14 400	1 754 068	1 721 582	1 690 011	1 659 324	1 629 493	1 600 487	1 572 281	1 544 847
50 000	15 000	1 827 155	1 793 314	1 760 428	1 728 463	1 697 388	1 667 174	1 637 793	1 609 216
52 000	15 600	1 900 241	1 865 047	1 830 845	1 797 601	1 765 284	1 733 861	1 703 304	1 673 584
54 000	16 200	1 973 327	1 936 780	1 901 262	1 866 740	1 833 179	1 800 548	1 768 816	1 737 953
56 000	16 800	2 046 413	2 008 512	1 971 679	1 935 878	1 901 075	1 867 235	1 834 328	1 802 321
58 000	17 400	2 119 499	2 080 245	2 042 096	2 005 017	1 968 970	1 933 922	1 899 840	1 866 690
60 000	18 000	2 192 586	2 151 977	2 112 513	2 074 155	2 036 866	2 000 609	1 965 351	1 931 059
62 000	18 600	2 265 672	2 223 710	2 182 930	2 143 294	2 104 761	2 067 296	2 030 863	1 995 427
64 000	19 200	2 338 758	2 295 442	2 253 347	2 212 432	2 172 657	2 133 983	2 096 375	2 059 796
66 000	19 800	2 411 844	2 367 175	2 323 765	2 281 571	2 240 552	2 200 670	2 161 886	2 124 165
68 000	20 400	2 484 930	2 438 908	2 394 182	2 350 709	2 308 448	2 267 357	2 227 398	2 188 533
70 000	21 000	2 558 017	2 510 640	2 464 599	2 419 848	2 376 343	2 334 044	2 292 910	2 252 902
72 000	21 600	2 631 103	2 582 373	2 535 016	2 488 986	2 444 239	2 400 731	2 358 421	2 317 270
74 000	22 200	2 704 189	2 654 105	2 605 433	2 558 125	2 512 134	2 467 418	2 423 933	2 381 639
76 000	22 800	2 777 275	2 725 838	2 675 850	2 627 263	2 580 030	2 534 105	2 489 445	2 446 008
78 000	23 400	2 850 361	2 797 570	2 746 267	2 696 402	2 647 925	2 600 792	2 554 957	2 510 376
80 000	24 000	2 923 447	2 869 303	2 816 684	2 765 540	2 715 821	2 667 479	2 620 468	2 574 745
82 000	24 600	2 996 534	2 941 036	2 887 101	2 834 679	2 783 716	2 734 166	2 685 980	2 639 113
84 000	25 200	3 069 620	3 012 768	2 957 519	2 903 817	2 851 612	2 800 853	2 751 492	2 703 482
86 000	25 800	3 142 706	3 084 501	3 027 936	2 972 956	2 919 507	2 867 540	2 817 003	2 767 851
88 000	26 400	3 215 792	3 156 233	3 098 353	3 042 094	2 987 403	2 934 227	2 882 515	2 832 219
90 000	27 000	3 288 878	3 227 966	3 168 770	3 111 233	3 055 298	3 000 914	2 948 027	2 896 588
92 000	27 600	3 361 965	3 299 698	3 239 187	3 180 371	3 123 194	3 067 601	3 013 539	2 960 957
94 000	28 200	3 435 051	3 371 431	3 309 604	3 249 510	3 191 090	3 134 288	3 079 050	3 025 325
96 000	28 800	3 508 137	3 443 164	3 380 021	3 318 648	3 258 985	3 200 975	3 144 562	3 089 694
98 000	29 400	3 581 223	3 514 896	3 450 438	3 387 787	3 326 881	3 267 662	3 210 074	3 154 062
100 000	30 000	3 654 309	3 586 629	3 520 855	3 456 925	3 394 776	3 334 349	3 275 585	3 218 431
110 000	33 000	4 019 740	3 945 292	3 872 941	3 802 618	3 734 254	3 667 783	3 603 144	3 540 274
120 000	36 000	4 385 171	4 303 955	4 225 027	4 148 310	4 073 731	4 001 218	3 930 702	3 862 117
130 000	39 000	4 750 602	4 662 617	4 577 112	4 494 003	4 413 209	4 334 653	4 258 261	4 183 960
140 000	42 000	5 116 033	5 022 280	4 929 198	4 839 695	4 752 687	4 668 088	4 585 820	4 505 804
150 000	45 000	5 481 464	5 379 943	5 281 283	5 185 388	5 092 164	5 001 523	4 913 378	4 827 647
160 000	48 000	5 846 895	5 738 606	5 633 369	5 531 080	5 431 642	5 334 958	5 240 937	5 149 490

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Bond Repayment Factors

The table below gives the monthly repayment per R1 000 of a loan with an interest rate between 7% and 18% per annum, over a period of 5, 10, 15, 20, 25 or 30 years.

For example, if the loan is R1 000 000, at an interest rate of 8.25% p.a. to be repaid over 20 years, the monthly repayment is:

$R1\ 000\ 000 \div 1\ 000 \times 8.52 = R8\ 521$ per month.

Interest %	Years					
	5	10	15	20	25	30
7.00%	19.80	11.61	8.99	7.75	7.07	6.65
7.25%	19.92	11.74	9.13	7.90	7.23	6.82
7.50%	20.04	11.87	9.27	8.06	7.39	6.99
7.75%	20.16	12.00	9.41	8.21	7.55	7.16
8.00%	20.28	12.13	9.56	8.36	7.72	7.34
8.25%	20.40	12.27	9.70	8.52	7.88	7.51
8.50%	20.52	12.40	9.85	8.68	8.05	7.69
8.75%	20.64	12.53	9.99	8.84	8.22	7.87
9.00%	20.76	12.67	10.14	9.00	8.39	8.05
9.25%	20.88	12.80	10.29	9.16	8.56	8.23
9.50%	21.00	12.94	10.44	9.32	8.74	8.41
9.75%	21.12	13.08	10.59	9.49	8.91	8.59
10.00%	21.25	13.22	10.75	9.65	9.09	8.78
10.25%	21.37	13.35	10.90	9.82	9.26	8.96
10.50%	21.49	13.49	11.05	9.98	9.44	9.15
10.75%	21.62	13.63	11.21	10.15	9.62	9.33
11.00%	21.74	13.78	11.37	10.32	9.80	9.52
11.25%	21.87	13.92	11.52	10.49	9.98	9.71
11.50%	21.99	14.06	11.68	10.66	10.16	9.90
11.75%	22.12	14.20	11.84	10.84	10.35	10.09
12.00%	22.24	14.35	12.00	11.01	10.53	10.29
12.25%	22.37	14.49	12.16	11.19	10.72	10.48
12.50%	22.50	14.64	12.33	11.36	10.90	10.67
12.75%	22.63	14.78	12.49	11.54	11.09	10.87
13.00%	22.75	14.93	12.65	11.72	11.28	11.06
13.25%	22.88	15.08	12.82	11.89	11.47	11.26
13.50%	23.01	15.23	12.98	12.07	11.66	11.45
13.75%	23.14	15.38	13.15	12.25	11.85	11.65
14.00%	23.27	15.53	13.32	12.44	12.04	11.85
14.25%	23.40	15.68	13.49	12.62	12.23	12.05
14.50%	23.53	15.83	13.66	12.80	12.42	12.25
14.75%	23.66	15.98	13.83	12.98	12.61	12.44
15.00%	23.79	16.13	14.00	13.17	12.81	12.64
15.25%	23.92	16.29	14.17	13.35	13.00	12.84
15.50%	24.05	16.44	14.34	13.54	13.20	13.05
15.75%	24.19	16.60	14.51	13.73	13.39	13.25
16.00%	24.32	16.75	14.69	13.91	13.59	13.45
16.25%	24.45	16.91	14.86	14.10	13.79	13.65
16.50%	24.58	17.06	15.04	14.29	13.98	13.85
16.75%	24.72	17.22	15.21	14.48	14.18	14.05
17.00%	24.85	17.38	15.39	14.67	14.38	14.26
17.25%	24.99	17.54	15.57	14.86	14.58	14.46
17.50%	25.12	17.70	15.75	15.05	14.78	14.66
17.75%	25.26	17.86	15.92	15.24	14.97	14.87
18.00%	25.39	18.02	16.10	15.43	15.17	15.07

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Documents needed for a bond application

Full-time Employed

- **Completed and signed application form**
- **Offer to Purchase (OTP)**
- **Copy of ID – front and back of smartcard**
- **Payslips**
 - Fixed income: latest 3 months' payslip
 - Variable income: latest 6 months' payslips
- **Bank Statements**
 - Latest 3 months' bank statements (If you bank with either Absa, Nedbank or Standard Bank, we can request your bank statements via the IDX electronic bank statement system, but we ask for your consent first.)
- **Employment Contract**
 - Only required if you have been with your current employer for less than 3 months.
 - Also required for temporary resident and SA citizen working abroad.



Self-employed

- Completed and signed application form
- Offer to Purchase (OTP)
- Signed and dated personal statement of assets and liabilities
- Signed and dated personal statement of income and expenses
- Copy of ID – front and back of smartcard
- Bank Statements
 - **Personal Bank Statements** – Latest 3 months' personal bank statements (If you bank with either Absa, Nedbank or Standard Bank, we can request your bank statements via the IDX electronic bank statement system, but we ask for your consent first.)
 - **Business Bank Statements** – Private Company (Pty) Ltd. and Close Corporations (CC) – 3 months' bank statements will be required. Sole Proprietor / Trading As – 6 months' bank statements required. (Unlike your personal bank statements, business bank statements cannot be drawn via the IDX electronic bank statement system.)
- **Last 2 years' audited and signed Financials** (not older than 6 months since last reporting period). If financials older than 6 months, we require up-to-date and signed management accounts.
- **Up-to-date signed Management Accounts** (If financials are older than 6 months)
- **Auditors' letter of income**
- **Auditors' letter to confirm shareholding percentage** if business is (Pty) Ltd.





BetterBond

Homebuying journey

1 Find out what you can afford

Find out what you could spend based on your income and expenses. Or check the monthly repayments on your desired bond amount.

Go to www.betterbond.co.za and click on 'Calculators'.

2 Get pre-approved

A BetterBond home loan Pre-approval Certificate tells you exactly what you could qualify for. It is also completely free, valid for 90 days, and lets sellers and agents know you're a serious buyer.

3 Find your new home

Getting pre-approved tells you exactly what you could buy for and helps you focus your house-hunt on properties you can afford.

4 Sign an Offer to Purchase (OTP)

When you find a place you love that fits within your budget, you can put in your Offer to Purchase (OTP). Once the Seller accepts and signs your OTP, you can apply for a bond.



8 Instruction sent

If the Seller has a bond over the property, they will now instruct their Transfer/Cancellation Attorney to cancel it. The Registration Attorney (selected by the bank) will be instructed to do the transfer, and to register your bond.

7 Insure your biggest asset

The banks require you to have building insurance. Our insurance partners, BetterSure Financial Consultants, offer competitive insurance premiums.

Call 086 124 9294

6 Choose the best bond for your budget

You select a home loan offer that suits you best and accept the quote.

5 Apply for a home loan – BetterBond is here to help!

Send us your documents and we'll apply to multiple banks, including your own, to get you the best interest rate on your bond. Quick, convenient and completely free.

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Documents to sign

- Once the conditions have been met, the Registration Attorney will draft your transfer and bond documents.
- You and the Seller both sign the transfer documents.
- You sign the bond documents.*
- You pay the bond and transfer costs.
- The Seller pays the rates (including advance rates, if applicable).
- The Transfer Attorney applies for a transfer duty receipt from SARS, a Rates Clearance Certificate and a Levy Certificate* and makes the necessary payments.

10

Compliance Certificates

The Seller is now required to provide these compliance certificates: Electrical, Plumbing*, Borer Beetle*, Gas*, Electric Fence.*

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Guarantees

- Your Attorney provides guarantees from your bank for the purchase price, or the balance, if you put down a deposit.
- If the Seller has a bond over the property, preparations will now be made for it to be cancelled.
- The Attorneys will ensure FICA compliance as part of fraud prevention.

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Lodgement

When all documents are signed, costs are paid and certificates obtained, the documents are prepared for lodgement at the Deeds Office.

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After the sale is complete

- After approximately 3 months, the original Title Deed and Bond Documents are delivered back to the Attorneys by the Deeds Office.
- The original Title Deed is delivered to the Bank (if the property is bonded) or to you (if a cash sale). A copy is normally sent to the Buyer and Seller by the Attorneys.

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CONGRATULATIONS! You're officially a homeowner



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Registration & Proceeds

- The Conveyancers appear at the Deeds Office to register the Deeds.
- Ownership passes from the Seller to you.
- Your new Bond is registered.*
- The Seller's existing Bond is cancelled.*
- The Guarantees are paid.*
- The Seller is paid out the net proceeds.
- The Estate Agent is paid their commission.
- You take occupation of your new property.

Disclaimer

*If applicable

**All insurance products are offered by BetterSure Financial Consultants Proprietary Limited, an authorised financial services provider. FSP No 24015.

One application. Multiple bond quotes. You get to choose the best deal.

Get the lowest interest rate on your home loan by letting BetterBond handle your application.

We submit to multiple banks, including your own, to get you the best possible interest rate. This could save you many thousands over the typical 20-year term of a home loan. If your application comes from us, the banks know they are competing for the deal and they put their best offers on the table.



The more banks we submit to on your behalf...

...the **higher** your
chance of approval

...the **lower** your
interest rate



