



Media Release: 20 April 2021

Homesafe to waive upfront fees for seniors facing debt pressure

Homesafe Solutions Pty Ltd (Homesafe) has announced today that it will waive its upfront fees for all new Customers who enquire before 30 June 2021.

Homesafe recognises that many older homeowners are facing increased pressure in relation to ongoing mortgage commitments and experiencing less flexibility or support from their bank now Covid19 deferral arrangements have ended. For many older homeowners this is an anxious time, and despite an increase in residential property values and looming pressure to sell their home just to repay debt, many are not keen to do so.

To assist these customers at this time, Homesafe will waive its upfront fees for new customers who want to use the Homesafe Wealth Release solution to pay out their debt.

Homesafe Chief Operating Officer, Ms Dianne Shepherd said that “This offer will provide one less cost for older homeowners who are considering their options at this time. Furthermore, as there are no ongoing fees and charges with a Homesafe Contract, this additional benefit will provide some relief to those customers who need to make a decision today, in order to provide some peace of mind into the future.”

“A significant proportion of wealth for older homeowners has accumulated in the home they live in. It is not uncommon for retirees to draw on this asset to improve standards of living, to pay out a mortgage, or to provide an additional source of funds to support ageing at home. For over 16 years, the Homesafe Wealth Release solution has provided a debt free alternative for older homeowners to use the wealth built up in their homes, without going back into debt or needing to sell the home.”

Eligibility criteria applies and a diligent framework for a customer to make an informed decision and obtain independent legal advice before proceeding, remains a firm policy of Homesafe.

To learn more about this offer, Customers can call the Homesafe Team on 1300 307 059 or visit homesafe.com.au for more information.

Homesafe Wealth Release® is the popular debt free solution, which has been providing senior Australian homeowners access to the equity in their homes since 2005. A Joint Venture with Bendigo & Adelaide Bank, Homesafe is the ‘tried and tested’ leader in the debt free equity release market. With over 16 years’ experience and thousands of satisfied customers, Homesafe understands how important the decision process is for Seniors and a team of experienced specialists is available to assist.

Ends