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New Bond Origination Division for Aengus Property Holdings

To complete its turnkey service to investors, inner city residential property specialists, Aengus Property Holdings (APH) has established its own in-house bond origination division.

Headed by experienced financier, Mark Kaplan, the new division aims to streamline the mortgage application process, resulting in a faster, improved service to clients as well as bottom-line benefits to APH.

"The number of new buyers into our housing schemes is increasing exponentially," said Kaplan. "Aengus will be more than trebling the number of units in its portfolio over the coming months as new buildings come on stream so it is vital that the financing process is fast and efficient."

He says the division is continually working on innovative ideas to streamline the bond application process and make it even more customer-friendly and efficient. "It's crucial to limit the number of parties involved in order to reduce the margin for error and processing time. We have an excellent relationship with all the banks and various legal advisors, all who have a good understanding of our schemes.

"Aengus' aim is to provide a total turnkey solution for investors. Quite simply, deals must go through as quickly as possible. The service costs nothing to buyers and it can in fact, save them time and money and take the frustration out of the process."

One of the key factors was the company's relationship with the financial institutions. "We have the best understanding of our own properties and accommodation models and can therefore provide banks with a single source of information," Kaplan continued. "This will eliminate situations that have happened in the past where simple mistakes on applications have delayed the transfer of huge blocks of units for months.

"Going in-house also means that management has its finger on the pulse. The reporting process enables management and potential buyers to access the status of applications at any stage, and we are able to monitor the process very closely.

"Aengus' aim is to provide a total solution to clients. From a bricks and mortar perspective, investors and tenants know they are getting top quality, stylish accommodation in a safe and secure building. They know that through Aengus Property Management, their investment will be maintained to exacting standards. They know they get added value and benefits through the Aengus Lifestyle Card and now potential investors know that their bond application through Aengus is in the best possible hands," Kaplan concluded.