

## P r e s s   r e l e a s e

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### Pre-approval, makes your dream home come faster



It is not easy when it comes to making a decision about a housing loan. On the other hand, one of the obstacles is certainly complexed approval process that not only includes the client and the bank, but also different institution such as Real Estate Cadastre. By listening the clients' needs, UniCredit Bank has implemented a pre-approval process in

order to support them in providing living space in an easier and faster way. Namely, depending on the amount of the income and other loan obligations, if there are any, UniCredit Bank issues to its clients so called the pre-approval, which is valid for the next six months, by which bank guarantees in advance the amount that the clients can count on during the buying process, under the condition that all other elements remain unchanged (e.g. income amount, amount of the monthly loan, etc). This means that the clients are in a much better position when negotiating with a potential seller, because they have a document in their hands that guarantees them that the loan will be approved and in that way they are treated as buyers that already have available financial means. And not only that, client now can be sure that he/she will not lose a down payment given to seller. The only client's responsibility is to find the real estate and bring the documents to the bank. After that the bank, as the client's advisor in the process, will do the necessary check-up of the real estate itself and what is the most important part is that the whole process after will be much shorter and simpler for the clients.

Besides that, thanks to the feedback that UniCredit Bank is getting from its clients, in order to create products that are tailor made to their needs and in accordance with clients that his/her monthly instalments is fixed or variable, bank has prepared various options regarding the interest rate types and the repayment period. The clients can now choose between fixed, variable or combined nominal interest

rate, while the loan can be repaid from 5 to 30 years, or 20 years if the loan is with the fixed interest rate.

For example, if the client would like to take housing loan in the amount of EUR 50.000, with the repayment period of 30 years and variable nominal interest rate, which is calculated as a sum of 6M EURIBOR and fixed margin of 2.7%, which is at the moment 2.34% P.A, while the effective interest rate is 3.22%, the monthly instalment would be approximately EUR 196.43.

**Tanja Radojčić, Head of Private Individuals Segments and Product Department in UniCredit Bank Serbia stated:** „Buying the home is one of the most important steps in our lives and, which very often might causes a lot of stress for us. Thus it is important that we estimate very precisely how much money we have at our disposal and what would be the monthly instalment at the very beginning of this process, so that we can concentrate on searching our ideal home. That was the reason why UniCredit Bank has put the pre-approval into action so that our clients have the possibility to find the real estate of their dreams without pressure in the following 6 months because. Besides that, the possibility to choose the repayment period and type of interest rate type enables them to adjust mortgage loan according to their needs“.

UniCredit is a simple successful Pan European Commercial Bank, with a fully plugged in CIB, delivering a unique Western, Central and Eastern European network to our extensive client franchise: 25 million clients. UniCredit offers local expertise as well as an international one reaching and supporting its clients globally, providing them with unparalleled access to leading banks in its 14 core markets as well as in other 18 countries worldwide. UniCredit European banking network includes Italy, Germany, Austria, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Romania, Russia, Serbia, Slovakia, Slovenia and Turkey."