



# WTW now offers mortgage monitoring for homeowners

**Ongoing mortgage monitoring helps homeowners who want to improve their personal finances by refinancing their mortgage loans at the right time.**

*By Kristine Seest*

Homeowners now have access to a completely new form of advice from WTW. It is not only savings that are important for a healthy economy – the debt incurred in connection with a home purchase must also be managed if you want to take good care of your finances and avoid paying more for your mortgage loans than is absolutely necessary.

»Mortgage monitoring is our latest product in the field of personal financial advice. We have developed the product in collaboration with our strategic partner Konsilium21, who already provides impartial personal financial advice to our clients – including through the Financial Wellbeing corporate concept. The launch of mortgage monitoring is a natural part of our development and our ambition to make impartial personal finance advice available to all Danes in all income groups,« says Allan Garde, Executive Director and responsible for WTW's offerings to private clients.

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**Susan Varnild Jensen**

Mortgage Specialist, Konsilium21

WTW has developed the mortgage monitoring tool, while Konsilium21 is responsible for providing impartial sparring and advice on loan restructuring and conversion.

## Many people are surprised

Interest rates fluctuate constantly, which is why both timing and the right strategy are important to ensure that it is financially advantageous to restructure your mortgage loans. Mortgage specialist and financial advisor Susan Varnild

Jensen from Konsilium21, who advises WTW's clients with mortgage loans, finds that many clients are surprised at how significant an impact acting on movements in the interest rate market can have on their personal finances.

»Many people are surprised when we tell them that they can earn money on their loan, when interest rates rise and also when they fall. They think it sounds strange that a rising interest rate can be positive for a refinancing and that it can pay off to refinance their loan at 1 percent to a new loan at 4 or 5 percent. But

with the right strategies and timing, interest rate changes can be used to significantly reduce your remaining debt or monthly payments,« says Susan Varnild Jensen.

### Financing new projects

Continuous monitoring and refinancing of mortgage loans is a way to optimize your finances in general and a method for financing your dreams.

»I just helped a couple who wanted a new kitchen and therefore needed to borrow DKK 200,000. We monitored their 5 percent mortgage loan of DKK 3.2 million with repayments and found a good time to refinance the loan at a lower interest rate. They have now converted to a 4 percent mortgage loan with repayments and an unchanged term. They now have the extra loan and have also achieved a monthly saving of DKK 350 after tax,« says Susan Varnild Jensen.

She points out that it is important that a conversion such as this takes into account the costs of repaying the existing loan and that the focus is on finding a price of the new loan as close to 100 as possible.

### Ongoing assessment of the possibility of achieving savings

Mortgage monitoring works as a subscription service where the client's mortgage loan is monitored every day and an ongoing assessment is made of whether the market gives cause to make changes to the mortgage.

»I find that clients are relieved once they have set up monitoring of their mortgage loans. They are happy that they no longer have to think about and keep track of whether they have made the right decision about their mortgage loans,« says Susan Varnild Jensen.

With ongoing mortgage monitoring, clients receive direct notification when the market changes and there is an opportunity to achieve concrete savings by refinancing one or more of their loans.

[Find out more about mortgage monitoring](#)