Getting the right home loan starts with talking to the right people

Assured Lending
Mortgage Brokers

Home Loan Guide

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What you can expect...

There's a lot to think about when you're purchasing a property or refinancing your home loan and the process can feel a bit daunting. This guide will help you understand what's involved, the different types of loans available and what you can expect from an Assured Lending Mortgage Broker.

- **Meeting your goals** - We will look at your current financial situation, your immediate needs and your future goals, to make sure we find the right loan solution for you.
- **Your own personal Broker** - You will be assigned your own personal Broker who will come to see you day or night, after work, or on a weekend. Your Broker will help you understand the entire loan process and be there to answer any questions or deal with any issues that may arise.
- **The right loan for you** - We'll compare hundreds of loans from Australia's leading lenders to find the right solution for you and we'll liaise with the lender on your behalf throughout the entire loan process.
- **Keeping in Touch** - Once your loan has settled, we'll keep in touch with you on a regular basis to advise you of the changing value of your property over the years and to see how your loan compares to others on the market and if a better product has become available.
- **No cost to you** - Our service to you is completely cost & obligation free. If you proceed with a loan, lender fees & charges may apply.

"The Brokers at Assured Lending did everything they could to make this process as easy as possible for us. They went above and beyond what we had expected from a Broker.

D&P Bridgman
Assured Lending Customers

The home loan process

1 When you make an initial enquiry we will get some basic information about your loan requirements & current financial situation over the phone

2 We will calculate your borrowing capacity, compare hundreds of loans from Australia's leading lenders and work out what your anticipated loan repayments will be. We will then provide you with a summary of lender & loan options to suit your specific needs and explain the pros and cons of all options.

3 We'll make a time to come and see you, answer all your questions and help you choose the loan & lender that is right for you. We'll let you know what documents you'll need to provide and put your application together for you.

4 Once your application is submitted we will continually liaise with the lender on your behalf to ensure your loan is approved as quickly and easily as possible

5 Once your loan contracts are received from the lender, we will check them for you and make a time to assist you sign them & return to the Lender.

6 If you're purchasing a property, we will liaise with your conveyancer and the Lender to ensure all documents are received and settlement is ready to book. If you're refinancing, we will ensure your outgoing lender is ready to discharge your mortgage and advise you when your loan will settle.

7 On settlement day, if you are purchasing a property, the title will be transferred to your new lender,all funds will be paid, your loan will draw down and you will get the keys to your new home. If you're refinancing, your new lender will pay out your old loan and take hold over the property title. We will send you a summary of your loan details and repayment requirements after settlement.

8 After settlement, we'll keep in touch on a regular basis to ensure your loan continues to meet your needs in the future. We'll keep you updated on the changing value of your property each year and do a home loan check every few years to make sure your loan is still competitive.

The right loan is more than just the rate

Every person has different circumstances, needs and future goals when it comes to their finances, if this wasn't the case, we'd all have the same loan. Selecting the right loan is a critical part of the process, both for the highest chance of approval and to ensure your needs are met both now and in the future.

Interest rates are an extremely important factor to consider when deciding on a home loan. A lower rate can save you thousands of dollars over the life of your loan, however, there are many other variables in ensuring you get the right loan.

Fees & Charges - Home loans come with a variety of fees and charges from the lender which can include application fees, ongoing annual or monthly fees, redraw fees, early repayment fees or discharge fees. A loan that has a low interest rate but high ongoing fees could end up with a much higher overall cost to you.

Lender Criteria - Each lender has their own specific criteria that they use to assess home loan applications and you may not met every lenders criteria. Lenders flexibility in regards to acceptable borrowers and the supporting documents they require for an application differs immensely and this is where you need an experienced Broker who can narrow down the lenders most suited to your specific circumstances and needs.

Lender Features - From the big banks to the small online only lenders, there is plenty of choice. Do you want a lender that has retail stores where you can walk into a branch and deal with staff face to face? Do you want additional financial products such as savings accounts, credit cards, insurance? Do you want loyalty bonuses such as frequent flyer points or rewards programs? Do you need a lender that offers a particular niche product such as low doc loans for business owners or non-conforming loans for people who do not meet standard lending criteria?

Consider the loan features that are important to you.

Feature	Description
Variable Rate	Your interest rate and the repayments on your loan vary as the market rates increase or decrease. **Pros** - Your home loan rate falls when interest rates go down. Variable rate loans can have more flexibility in regards to the extra features available such as offset accounts, unlimited additional repayments & redraw facilities. The costs to exit a variable rate loan are generally less than a fixed rate loan. **Cons** - If rates increase, your repayments will also increase.
Fixed Rate	The interest rate on your loan is fixed at a set rate for a specified period, usually between one and five years. **Pros** - Fixed rates give you certainty of knowing exactly what your monthly repayments will be, regardless of market rate changes, protecting you against interest rate rises. You can selected the fixed term period to suit you. **Cons** - You will not receive the benefit of market interest rate decreases. Most fixed rate loans have less flexibility in regards to additional features such as offset accounts and can limit the amount of additional repayments and redraw allowed during the fixed rate term. If your circumstances change and you want to exit the loan before the fixed rate period ends, you will be charged higher exit fees.
Split Loan	You can split your loan so a portion is fixed and the remainder is variable. **Pros** - A split loan gives you the best features of both rate types., you can select what portion of your loan is fixed so you have certainty of repayments and the remainder variable so you have the flexibility of extra features. **Cons** - A split loan gives you the cons of both fixed & variable rates, you will not completely benefit from rate decreases & will not completely be protected from rate increases. You will be charged higher exit fees on the fixed rate portion of the loan & may incur double the fees for setting up and managing 2 loans with some lenders.
Interest Only	You only pay the interest on the amount you have borrowed, usually for a set period (1 - 5 years) after which time the repayments change to principal and interest. **Pros** - Your initial repayments during the interest only period are lower. Useful for property investors who can claim the interest as a tax deduction. **Cons** - During the interest only period, your original loan amount, known as principal, will not be reduced. The less you repay of the loan amount (the principal), the more you end up paying in interest on your loan over the years. Rates for interest only loans are higher than principle & interest loan rates.

Consider the loan features that are important to you.

Feature	Description
Additional Repayments	This where a lender allows you to make additional repayments over and above the minimum loan repayment required. **Pros** - additional repayments reduce the principal balance of your loan meaning you can pay off the loan sooner and reduce the amount of interest paid over the life of the loan. **Cons** - Some lenders will have a limit on the amount of additional repayments you can make and will charge you a fee if you go over this limit. At the end of your loan, you may be charged an early exit fee.
Redraw Facility	This is where a lender allows you to withdraw additional payments you've made on your loan. Pros - You have access to extra cash if you need it.
Offset Account	A savings account that is linked to your home and helps reduce the amount of interest you pay. The balance in this account is deducted from your home loan principal each month when interest is calculated.
Package Loan	A package loan bundles your home loan with other financial products such as a transaction account, or credit card. Often a package loan has discounts and fee waivers across all the financial products however it usually incurs an annual fee.

More than just standard home loans

Home Loan Pre-approvals

A preapproval is an indication from the lender that they are willing to lend a set amount of money to you, subject to terms and conditions. Normally valid for 3 to 6 months, this gives you the confidence to start your property search, knowing the price range you need to stay within and enabling you to seize the opportunity and act quickly when you find the right property or are bidding at auction. There is no cost associated with a pre-approval and no obligation to move forward if you don't find a property .

Non Conforming Loans

Non-conforming home loans are loans that do not require the normal application criteria of a standard home loan. These specialist loans are for people who may have a poor credit history, are short term employed, have fluctuating income or non standard income, have tax debt or large debt consolidation, don't have genuine savings or have complex financial circumstances. Rates on these loans can generally be higher than standard home loans.

Low Doc Loans

Low doc home loans, as the name suggests, are loans that require less income documentation for the approval process. These loans are only for people who are self employed, allowing you to self-declare your income without having to provide tax returns. Putting together the income verification documentation that a lender requires can be quite overwhelming for people with complicated finances or fluctuating income like business owners; low doc loans eliminate this burden and provide a simpler solution. Rates on these loans can generally be higher than standard home loans.

Self Managed Superannuation Fund Loans (SMSF)

An SMSF loan is a home loan that is used by your self-managed super fund (SMSF) to buy an investment property. All costs, fees and repayments are paid from your SMSF and any returns on the investment , such as rental income or capital gains are funnelled back into the super fund.

More than just standard home loans

Commercial Loans

A commercial loan is a funding arrangement between a lender and a business, as opposed to an individual. Commercial loans are typically used for purchasing or refinancing a business premises, business vehicles or commercial equipment. They can also be used to cover the business operational costs or purchase inventory.

Parental Guarantee Loans

A parental guarantee can be used if you don't have enough deposit to purchase a home. With a parental guarantee, you can borrow over 100% of the property value so it's great for first home buyers with little or no deposit. The guarantor uses equity from their home to guarantee part of their child's loan, they are not required to give any cash to the borrower for their deposit. The guarantee is limited and allows the guarantor to choose the amount to commit as security for their child's loan.

Line of Credit

A line of credit combines a home loan and everyday transaction account, where the borrower can withdraw cash up to a set pre-approved limit. Unlike a traditional home loan, a line of credit doesn't provide you with funds in one lump sum, you can withdraw funds as you need them. They require an interest only repayment each month once the credit limit has been reached and the reduction of the loan balance is entirely up to the borrower as there are generally no set principal repayments.

Reverse Mortgage

A reverse mortgage is a type of loan that allows you to borrow money using the equity in your home as security, usually taken out by older Australians, a reverse mortgage will help you unlock the wealth in your home after retirement. The loan can be taken as a lump sum, a regular income stream, a line of credit or a combination of these options. Interest is charged like any other loan, except you don't have to make repayments while you live in your home - the interest compounds over time and is added to your loan balance. The loan must eventually be repaid full, including interest, when you sell or move out of your home or by your estate when you die.

Family Home Guarantee

The Family Home Guarantee is an Australian Government initiative that provides a guarantee to eligible single parents to purchase a home with a deposit of as little as 2% without paying Lenders Mortgage Insurance. This is not a cash payment, it is a guarantee to the lender. The scheme can only be applied for through an approved panel of lenders and only 10,000 guarantees will be provided over a 4 year period. Eligibility for the scheme is as follows:

- Must be an Australian citizen over 18 years of age
- Maximum previous financial year taxable income of $125,000 (not including child support payments)
- Must be a single parent with at least one natural or adoptive dependant child under 18 years of age
- Single parent must show they are legally responsible for the day-to-day care, welfare and development of the child who is in their care. Depending on the terms of any shared custody arrangement, this may enable both individuals in a former couple to separately access Guarantee
- Purchase of a new or existing owner occupied property with principal and interest repayments
- Home loan must be taken from an approved Family Home Guarantee Scheme lender
- Must have genuine savings of 2% of the property value
- Single parent must be the only name listed on the property certificate of title
- Applicable to either first home buyers or previous home occupiers who do not currently own a home
- Marital status must be Single, Divorced or Widowed. Applicants who are Married, Defacto or Separated are not eligible
- There are no restrictions on prior home ownership, but applicants cannot currently own a home
- Maximum property purchase prices as per table below

State / Territory	Capital city & regional centres	Rest of state
NSW	$700,000	$450,000
VIC	$600,000	$375,000
QLD	$475,000	$400,000
WA	$400,000	$300,000
SA	$400,000	$250,000
TAS	$400,000	$300,000
ACT	$500,000	-
NT	$375,000	$375,000

First Home Owners

Buying your first home can be both an exciting and daunting experience and we understand that first home buyers need expert advice and support from someone they can trust. Our Mortgage Brokers will work with you throughout the entire process and give you all the support you need to make informed decisions for your future. We'll clearly explain the entire process, loan options, fees & charges and provide you with a variety of tools to help you along the way.

NSW First Home Owner Grant Scheme is a NSW State Government initiative providing a one off $10,000 grant to eligible first home buyers. You are eligible for the NSW FHOG if:

- The property being purchased is a brand 'new' home that has never been lived in
- At least one applicant must be over 18 & be a permanent resident or Australian citizen
- The value of the property doesn't exceed $600,000 if it is a new home
- The value of the property doesn't exceed $750,000 if you are entering into a contract to build a home
- You have not received a FHOG in any other Australian State or Territory
- Within 1 year from purchasing, you must live in the home continuously for a minimum of 6 months
- Each applicant must be a natural person and not a company or trust
- You or your spouse have never held a relevant interest in any residential property in Australia *

(**You may still be eligible if you purchased a residential property after 1 July 2000 and didn't live in it for more than six continuous months*.)

NSW First Home Buyers Assistance Scheme is a NSW Government initiative which provides the following exemptions or concessions on stamp duty, for eligible NSW first home buyers.

- 100% duty exemption on new homes valued up to $800,000
- 100% duty exemption on existing homes valued up to $650,000
- 100% duty exemption on vacant land valued up to $400,000
- Scaling concessions on new homes valued between $800,000 and $1,000,000
- Scaling concessions on existing homes valued between $650,000 and $800,000
- Scaling concessions on vacant land between $400,000 and $500,000.

If there are two people purchasing a property, who are not married or de-facto, and only one is an eligible first home buyer, stamp duty exemptions are available on 50% of the property value.

First Home Owners

First Home Loan Deposit Scheme is an Australian Government initiative that provides a guarantee to eligible first home buyers to purchase a home with a deposit of as little as 5% without paying Lenders Mortgage Insurance. This is not a cash payment, it is a guarantee to the lender. The scheme can only be applied for through an approved panel of lenders and only 10,000 guarantees will be provided per year. Eligibility for the scheme is as follows:

- Individuals who earn up to $125,000 per year or couples with a combined income of up to $200,000. (based on the previous financial year income)
- Must have genuine savings of at least 5% of the property value
- Must be Australian Citizens who are minimum 18 years of age
- Couples must be either married or in a defacto relationship. Other persons buying together such as siblings, friends or parent and child are not eligible.
- Loans must be for owner occupied purposes with principal and interest repayments
- Must be first home buyers who have not had previous ownership or interest in a residential property.
- Home loan taken must be from an approved first home loan deposit scheme lender
- Maximum property purchase prices as per table below

State / Territory	Existing Homes Capital city &	Existing Homes Rest of state	New Homes Capital city &	New Homes Rest of state
NSW	$700,000	$450,000	$950,000	$600,000
VIC	$600,000	$375,000	$850,000	$550,.000
QLD	$475,000	$400,000	$650,000	$500,000
WA	$400,000	$300,000	$550,000	$400,000
SA	$400,000	$250,000	$550,000	$400,000
TAS	$400,000	$300,000	$550,000	$400,000
ACT	$500,000	-	$600,000	-
NT	$375,000	$375,000	$500,000	$500,000

First Home Super Saver Scheme is an Australian Government initiative that allows eligible first home buyers who voluntarily contribute to their superannuation to redraw up to $50,000 to be used as a deposit towards your first home. Voluntary contributions include before-tax contributions, such as salary sacrifice, and after-tax contributions. Because you're saving through your superannuation, you pay less tax than saving outside of super, which means you can build a larger deposit in a shorter amount of time. If you're a couple, you can both use the scheme so you could double the amount you save to $100,000.

Parental Guarantee / Family Pledge Loan

With the average property price of a Sydney home being over one million dollars, saving a deposit large enough to purchase your first home is becoming increasingly difficult for many Australians . As a result, home loans with a parental guarantee are on the rise.

Prior to the GFC, Banks would lend borrowers 100% of the purchase price plus fees, meaning you did not have to provide a deposit, however, these days lenders have dramatically reduced the amount you can borrow when purchasing a property. Most lenders require a minimum deposit of 5% of the property value plus additional funds to cover fees. If you are borrowing greater than 80% of the property value, you will also be required to pay lenders mortgage insurance meaning depending on your property's value, fees can run into the tens of thousands of dollars. The only way to get a home loan and reduce the associated fees without a significant deposit is to have a Guarantee.

With a parental guarantee in place, you can borrow the full cost of the property value and some lenders may also allow you to borrow funds to cover the fees as well. You will need to provide evidence to the lender that you can afford to make the loan repayments on your own without your Guarantor's support .

When you have a parental guarantee, a percentage of the equity in a parent's property is used as additional security for the home loan. This means the property that the son or daughter is purchasing, as well as a percentage of the parent's property, is secured against the loan. The guarantor is not required to give any cash to the borrower for their deposit. The guarantee amount is limited, usually to a maximum of 20% of the value of the property being purchased. Once the loan is reduced to 80% of the property value, either by paying down the loan or an increase in the property value, the guarantor can request to be released.

It is imperative that anyone considering being a guarantor on a loan considers all the implications and gets independent legal advice. A guarantor does not have any rights to ownership of the property being purchase but if the borrower is unable to make loan repayments when they are due, the bank may look to the guarantor to pay the guaranteed portion of your loan.

Refinancing

Life is continually changing and so is the home loan market. Lenders are regularly introducing new loan features and changing their offering, as well as their rates. The home loan that suited you a few years ago may not be the right one for you today. This is why, when you get a loan through Assured Lending, you are a customer for life. We will keep in touch with you regularly, letting you know how the value of your property changes over the years and looking at your needs and your loan to make sure there isn't a better option for you as time goes on.

How a home loan refinance could work for you

Find a lower rate - while a rate alone shouldn't be the only factor in selecting a home loan, lower interest repayments can certainly make a refinance worthwhile, as long as the savings on interest outweigh the cost to refinance.

Get the loan features you need - as your circumstances change over the years, you may require loan features that you don't currently have or you may find you are paying for features that you don't need. These can include things such as offset accounts, the ability to make additional repayments, redraw facilities, & fixed rates.

Consolidate other debts - if your overall monthly repayments on other debts such as credit cards, & personal loans are stretching your budget, you can consolidate these debts into your home loan which usually has a lower interest rate.

Unlock equity in your home - As you pay off your home loan and the value of your property increases, you gain equity which can be unlocked to use for other things such as purchasing an investment property, going on a holiday, doing renovations to your home or purchasing something special for the family.

Property Investing

Whether you're looking to take your first step into the investment market, growing your property portfolio or looking to purchase an investment property through your self managed superannuation fund, finding the right investment home loan is just as important as finding the right investment property.

The three key areas of property investment potential

Capital Growth	Rental Income	Tax Benefits
Where you benefit from the property increasing in value.	Where you benefit from an ongoing income stream.	Where you benefit from favourable tax exemptions.

- We'll show you how you can use the equity in your home to purchase an investment property
- We'll help you maximise your borrowing capacity
- We'll explain negative & positive gearing based on your individual circumstances
- We'll liaise with your accountant to give you the right tax effective strategy
- We'll liaise with your financial planner to ensure your loan structure meets your financial goals
- We'll provide you with free property reports, suburb reports & market reports to ensure you find the right investment property.

Investment property essentials

Look at areas with:

High rental demand & low vacancy levels

Close to local business districts

Good employment potential & access to public transport

Close to schools & recreation areas for families

Close to medical facilities

Government plans for future infrastructure and developments that will attract population growth

Property prices that are not at the peak of the property market

Look for properties with:

A broad appeal such as a second bathroom & decent size living spaces

Good tenants already in the property who would like to stay

Ample storage inside & somewhere to park a car

Privacy & not on a busy road

Low maintenance and in good repair

On a nice street with tidy neighbourhood houses

The home buying process

1) Have your Mortgage Broker organise a pre-approval for you, which gives you the confidence to start your property search, knowing the price range you need to stay within and enabling you to seize the opportunity and act quickly when you find the right property.

2) Start your property search & don't forget to use our 'property inspection checklist'. If you have a particular property your interested in, send the address to your Mortgage Broker and we'll email you a full report on the property with sales history, comparative sales in the area and an estimated valuation.

3) Once you've found the right property, ask the Real Estate Agent for a copy of the Contract of Sale.

4) Engage a local Conveyancer who can check over the Contract and ensure there are no issues

5) Put in an offer with the real estate agent. Once your offer is accepted, you will sign the contract of sale and will need to pay a non-refundable 0.25% deposit. You will get a 5 to 10 day cooling off period in which you can back out of the contract, during this time you need to get inspections done on the property and unconditional finance approval.

6) Send your Mortgage Broker a copy of the completed contract as soon as you have it so they can provide this to your Lender and order a bank valuation.

7) Organise a building and pest inspection on the property, your conveyancer can help you with this.

8) When your Lender has received the valuation report, and are happy with the property, they will issue a formal approval.

9) Once you have formal approval and are happy with the building and pest inspections, you will need to pay a 10% deposit (minus the 0.25% already paid) and are now locked into the purchase.

10) Your Broker will get your loan offer documents and make a time with you to complete these and return to the lender.

11) Your conveyancer will organise settlement where the vendor will be paid by your Lender and you will get the keys to your new home. Settlement is usually 6 weeks after you sign the contract.

Negotiating property purchase prices

Purchasing a property is one of the biggest financial commitments you'll ever make and can also be quite an emotional experience. Many people find the process of negotiating property prices when buying a home quite daunting. Below are some tips to prepare you for your negotiations and get the right price.

1) Be ready, willing and able

Even before you step foot inside a property that is for sale, you need to make sure you are ready, willing and able to proceed with a purchase. This means having pre-approved finance in place. Normally valid for 3 to 6 months, a pre-approval gives you the confidence to start your property search, knowing the price range you need to stay within and enabling you to seize the opportunity and act quickly when you find the right property. There is no cost associated with a pre-approval and no obligation to move forward if you don't find a property. A pre-approval will leverage you as a serious buyer with the real estate agent and give you the ability to start negotiations straight away. Use your readiness to your advantage and advise the agent if you can settle within a shorter time frame.

2) Do your research

The first step towards getting the right price is understanding the housing market and the value of the property you are looking to purchase. Your Assured Lending Mortgage Broker can provide you with free desktop property valuation reports that calculate the approximate value of the property based on recent comparable sales in the area. This report will also give you information on the sales history of the property, a list of similar recently sold properties with their purchase prices and statistics on the local area. Your Broker can also let you know how long the property has been listed for sale, if a property has been on the market for longer than the average time for that suburb, the seller may be more keen to reduce the price. Armed with an understanding of the local market, you can pitch an offer confidently, safe in the knowledge that you have evidence to support your argument for making such an offer. It's also important to understand if your purchasing in sellers or a buyer's market. A seller's market will require you to offer a higher price upfront, as the seller will have plenty of alternatives to consider. However, a buyer's market provides a lot more flexibility and negotiating power for you as competition from other buyers may be limited or non existent. If this is the case, you could put in an offer relatively lower than what you are prepared to pay to test the waters and work out the vendor's willingness to negotiate.

Negotiating property purchase prices

3) Keep your emotions in check

Purchasing a property can be a very emotional process and when you find the one you love, it's extremely important to keep your emotions in check in front of the real estate agent. When you show too much desire for a particular property or desperation in securing it immediately, it could be your downfall. Sellers and agents will be watching you to seen how keen you are on a property and will not hold back from playing on your emotions. They will try to pressure you with talk of other interested buyers, time running out, or seller resistance, and they will try to get you to quickly commit to the highest possible price. Conceal your emotions and point out factors to the real estate agent that you consider might reduce the appeal or value of the property, such as work required to be done, structural defects, location etc. You can also talk about interest in another property you have looked at, telling the agent, we really like this one but we are also considering another property in the area which either has an asking price relatively lower than this one or has assets that this particular property doesn't have.

4) Negotiating with Real Estate Agents

Remember that a real estate agent is working for the seller, not for you. It's the agent's job to get the best deal for the seller. If you reveal your maximum purchase price to the real estate agent, they will attempt to get as close as possible to that price, limiting how much room you have to negotiate. Keep your cards to yourself, advise that you have adequate finance approval but are looking to buy a property at market value. If needed, you could provide a market estimate based on your research and instead discuss the value of the property. Communicate clearly with the agent, put all offers in writing, and make yourself as easy to deal with as possible – this can help your chances if the seller is considering your offer alongside other interested buyers. Advise any advantage you have such as finance preapproval in place or if you are able to have a faster settlement time frame. Don't rush your negotiations or you may seem too keen and make a rash decision that can cost you money. Don't make an offer on the spot, take some time before presenting an offer to the real estate agent and if they come back with a counter offer, don't respond immediately, tell them you will have to think about it and reassess your finances and you'll get back to them.

Property Inspection Checklist

Address	
Asking Price	
Property Type	

Agent	
Agent Contact #	

General			
Land Size		House Size	
Location		Security	
Renovations Required			
Local Development Plans			

Bedrooms	1	2	3	4
Wardrobe				
Flooring				
Size				
Heat/ Cooling				
Ensuite				
Light				
Notes				

Bathrooms	1	2	3
Tiles			
Shower			
Bath			
Separate Toilet			
Water Pressure			
Storage			
Notes			

Kitchen	
Size	
Benchtops	
Storage	
Pantry	
Appliances	
Gas / Electric	
Flooring	
Notes	

Living Areas	1	2	3
Size			
Flooring			
Light			
Heat / Cooling			
Window Covers			
Condition			
Media Outlets			
Notes			

Property Inspection Checklist

Assured Lending Mortgage Brokers

Laundry	
Size	
Benchtops	
Cupboards	
External Access	
Notes	

Alfresco	
Size	
Covered	
Powerpoints	
Flooring	
Notes	

Exterior	
Garage / Car Port	
Fences	
Front Garden	
Back Garden	
Landscaping	
Roof Condition	
Brickwork/Board Condition	
Guttering Condition	
Solar Panels	

Your Notes

Rating ☐

This is the one ☐ **Add to shortlist** ☐ **Needs a lot of work** ☐ **Not this one** ☐

Free reports we can provide

Desktop Property Report

A property report gives you an estimated valuation on the property, previous sales history, location highlights, comparative sales for similar properties that have been sold in the area, local real estate market data, the suburb's capital growth and more.

Credit File Report

Your credit file report shows all previous applications for financial products and your repayment history. It will also display any defaults, judgments & bankruptcies. It is important to know what is on your credit file before applying for a loan to ensure there is nothing that will result in your application being declined.

Suburb Report

A suburb profile report gives you the latest median property prices, real estate market data & demographic information for any Australian suburb. This report will help you make informed choices on future property purchases with a detailed knowledge of the local area.

Market Analysis Report

The 'Month in Review' market report identifies the latest movements and trends for property markets across Australia. This report will show you the areas that are at the peak of the market and the areas that are considered to be a rising market. This is a fantastic tool for property investors.

Frequently asked questions

Why use a Mortgage Broker?

Mortgage Brokers can potentially save you a substantial amount of time and money by finding a loan product that suits your requirements. We look at your specific circumstances and then show you the most suitable options from a range of 300 different loans across Australia's leading lenders. We explain everything so you understand exactly what you are committing to and compile all the application paperwork. We liaise with the lender on your behalf and see the loan right through to settlement. After settlement we keep in touch to make sure your loan continues to meet your changing needs over the years and we keep you updated on any upcoming changes to your loan and the growing amount of equity in your property over the years.

What does it cost to use a Mortgage Broker?

It doesn't cost you anything to use an Assured Lending Mortgage Broker. We are paid a commission by the lender when you get your loan, so our service to you is free of charge. We will completely disclose up front, any lender fees & charges that may apply to your loan as well as any payment that we will be receiving from the settlement of your loan from the lender.

Can I arrange a meeting outside business hours?

We are happy to meet with you either during or outside of business hours. We can come to your home after work on a weeknight or over the weekend.

How many lenders do you compare?

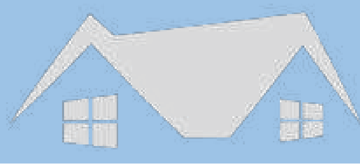
Assured Lending are accredited with over 25 of Australia's leading lenders, including all the major banks as well as many smaller lenders who specialise in the more complicated finance needs.

How much deposit do I need for a home loan?

Your deposit will depend on the type of loan and the lender you select. As a general rule, you'll require a minimum of 5% of the property value, including fees, for owner occupied properties or 10% of the property value, including fees, for investment properties. You will be required to pay stamp duty, legal fees & loan set up costs. The higher your deposit is, the more loan options you will have. If your deposit is less than 20%, you will generally be required to pay lenders mortgage insurance.

What if my requirements are complicated because I'm a business owner, I'm looking for a self managed super fund loan, I have bad credit history or I've already had an application declined?

We specialise in difficult home loans for people who have complicated finances. Our experienced Brokers understand each different lenders requirements for these type of loans and we know how to position an application with the right lender for the highest chance of approval.



Lending terms explained

Application fee / Establishment fee

Fee charged to cover or partially cover the lender's internal costs of considering and processing a loan application. The fees are sometimes required to be paid upfront and are not usually refundable unless the loan is refused.

Assets

A list of what an individual currently owns, such as real estate, savings accounts, cars, home contents, superannuation, shares etc.

Break costs

Costs incurred when a fixed rate loan is paid off before the end of the fixed rate period.

Bridging finance

A short term loan that covers a financial gap between the purchase of a new property and the sale of a currently owned property.

Capital gain

The monetary gain obtained when you sell an asset for more than you paid for it.

Comparison rate

This is a rate that includes both the actual interest rate and the upfront and ongoing loan fees, expressed as a single percentage.

Construction loan

A loan specifically for the purpose of funding the building of a new dwelling. Can also apply to major renovations or improvements on an existing property

Daily interest

Interest calculated on a daily basis, on the outstanding balance of the loan or investment account.

Deposit

An initial cash contribution towards the purchase of the property, usually payable on exchange of contracts.

Deposit bond

A substitute for cash deposit that guarantees the purchaser will pay the full deposit amount by the settlement date. Institutions providing deposit bonds act as a guarantor that payment will be made.

Equity

The value of an asset not subject to any lender's interest, e.g. a property worth $500,000 with an outstanding mortgage debt of $150,000 - equity is $350,000.

Genuine savings

Funds that have been accumulated or held for a certain period of time prior to applying for a loan.

Introductory (honeymoon) rate

A reduced interest rate offered for a specified period of a loan, usually the first twelve months.

Joint tenants

Equal holding of property between two or more persons. If one party dies, their share passes to the survivor/s. This is a common arrangement for married couples.

Lenders Mortgage Insurance (LMI)

A form of insurance taken out by the lender to safeguard against a financial loss in the event of a security being sold due to the loan going into default. The borrower pays a once-only premium. The insurance covers the lender, not the borrower.

Lending terms explained

Liabilities

A person's debts or financial obligations, including existing credit card debts and personal loans.

Loan to Valuation Ratio (LVR)

The ratio of the home loan amount compared to the valuation of the property. Commonly called LVR e.g. for a loan of $400,000 on a home valued at $500,000, the LVR is $400,000 divided by $500,000 expressed as a percentage i.e. 80%.

Mortgage

A form of security for a loan, usually taken over real estate. The lender (mortgagee) has the right to take the property if the mortgagor fails to repay the loan.

Mortgagee

The lender of the funds and holder of the mortgage.

Mortgagor

A person who borrows money and grants a mortgage over their property as security for the loan.

Principal

The outstanding loan amount on which interest is calculated.

Principal and Interest (P&I)

A loan in which both principal and interest are paid with each repayment during the term of the loan.

Rate Lock

The option to lock in a fixed interest rate at the time of signing your Mortgage documents in case rates rise prior to settlement.

Security

Usually the property offered as security for a loan.

Settlement date

Date on which the new owner finalises payment and assumes possession of land. Sometimes called the "draw down" date, as this is the date the loan is usually fully drawn.

Stamp duty

Transfer stamp duty (or contract stamp duty) may be payable to the Government when borrowing to purchase a home. It's calculated on a sliding scale based on the purchase price of the property.

Strata title

The form of property ownership most commonly associated with units, apartments and townhouses, where the owner holds title to a particular unit, which is called a lot, in a strata plan.

Term

The length of a loan or a specific portion within the loan.

Title search

A request to the relevant government office to ascertain the ownership of a specified property.

Unencumbered

A property free of encumbrances (mortgages) or restrictions.

Valuation

A report detailing a professional opinion of the property value.

We’re here to help

Whether you’re buying a home, refinancing, investing or expanding your business, we are here to help. Our job is to work for you, making sure your needs are met and the process is as stress free and straight forward as possible. Our experienced Brokers will guide you through each stage of the process and address any questions or concerns you may have.