

THE MORTGAGE & PURCHASE CYCLE



INITIAL APPOINTMENT

- * Identify your unique requirements
- * Clear and simple explanation of any confusing terminology
- * Initial Research – to create lender shortlist
- * Market Analysis considering:
 - Interest Rates
 - Speed of Processing
 - Financial Strength
 - Customer Service ethic
 - Other Costs



APPLICATION LODGEMENT

- * Assisting you in completing the Mortgage Application
- * Identifying and overcoming any sticking points
- * Detailed research based on up to the minute market analysis
- * Selecting appropriate lenders
- * Submitting the application for approval



APPROVAL

- * 48 Hour follow up service to keep the application on track
- * Clarifying any lender queries as they arise
- * Approval lasts for up to 4-6 months depending on lender
- * Property search



SALE AGREED

- * You pay refundable booking deposit to agent and appoint a solicitor
- * We meet again to choose lender rate, term and product that suit your requirements
- * Selection of appropriate Life Assurance and Home Insurance products based on up to the minute market analysis
- * We instruct Bank Valuation on lenders behalf and arrange with Selling Agent
- * Specific property, solicitor and agreed loan details forwarded to chosen lender for full loan offer on your behalf



LOAN OFFER

- * 48 hour follow up service to keep your application on track
- * Takes 5-10 day for lender to process the full offer from the receipt of specific property and loan details



SIGN CONTRACTS

- * You pay balance of deposit to solicitor and sign
- * Contracts are countersigned by the seller
- * We communicate with your solicitor directly
- * We manage solicitor/lender interaction
- * We co-ordinate your Life Insurance and Home Insurance requirements to ensure lender receives relevant policy documents 10 days in advance of closing
- * We continue to communicate with lender to make sure any other outstanding items are received on time



CLOSING

- * We manage the final completion process in that stressful final 24 hours
- * Ensuring funds issue from the lender on time for your specified completion date
- * Minimising the stress involved at the final hurdle
- * You get your keys and move in to your new home!
- * First full mortgage repayment approximately 1 month later
- * We continue to be available for advice at any stage during the term of your loan