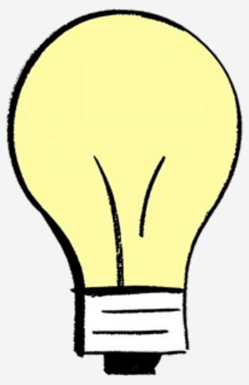
Purchase Guide

Chen Knows Finance

The Dream

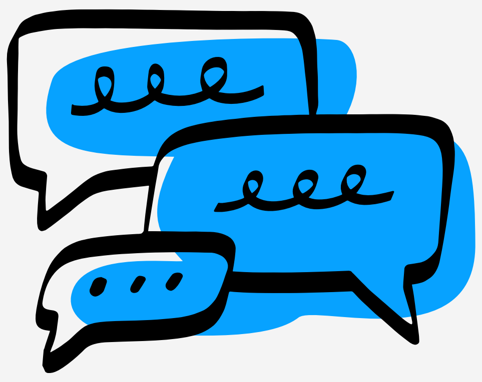


Think about why you want to buy, whether it's a family home or an investment and work out how much you can comfortably save for a deposit.

Research the Market

Browse online listings & attend open homes to understand prices, explore properties, and find a neighbourhood you love.

Client Enquiry



We'll chat about your goals and explain the buying process, helping you communicate confidently with real estate agents, and connecting you with trusted solicitors or conveyancers if needed.

We'll also gather a few key details & documents upfront.

Understanding Your Purchase Options

- **Private Treaty:** A private negotiation where the seller sets the price and the agent helps find the right deal for you — allowing flexible timing and terms.
- **Auction:** A public and competitive bidding on auction day — preparation is key, with finance ready upfront.
- **Off-the-Plan:** Buy before construction is complete — secure today's price with a future settlement.

Research & Recommendation

We review your finances, explore your options, and guide you to the right pathway with lender recommendations and clear advice throughout.

Initial Assessment & Negotiation

We help you understand your borrowing power, tailor a loan with the features for your needs, and advocate with lenders to secure the best terms.

Loan Features Explained

- **Fixed or Variable Rates:** Choose certainty with fixed repayments or flexibility to benefit from rate changes and redraw/offset facilities — or a mix of both.
- **Offset Accounts:** Reduce the interest chargeable by offsetting your loan balance with your savings, while keeping your money accessible.
- **Redraw Facilities**: Access extra repayments you've made if you need funds later on.
- **Repayment Options:** Choose interest-only repayments to boost short-term cash flow and potentially maximise negative gearing benefits, or principal and interest repayments to gradually reduce your loan balance and build long-term equity.

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Application Lodged

We submit your application to the chosen lender, keep you informed every step of the way, and work closely with lenders to overcome any obstacles and secure your loan approval.

Pre-approval (approval in principle): gives an indication of borrowing capacity but your finances isn't fully assessed by the lender. Most lenders allow 90 days for pre-approval to find the right property

Conveyancing & Contract Review

After finding the right property, organise a contract review with your solicitor and arrange for pest and building inspections.

Make an Offer & Offer Acceptance

We'll guide you in making an offer with a holding deposit. If accepted and once negotiations are complete, you and the seller will sign the contract of sale.

Unconditional Approval / Settlement Preparation

- Together we review your unconditional loan approval, explaining terms, conditions, and next steps
- Ensure you fully understand your financing and are confident to sign loan contracts
- Help arrange home and contents insurance if needed

Settlement

Coordinate with your lender and solicitor or conveyancer to ensure a smooth settlement, handling documentation and funds so you can focus on your new property

Congratulations! You'll be getting your keys on on this day!

Post Settlement

- **Ensure everything is set up correctly after settlement** — repayments, accounts, and rates — with a clear summary in your welcome email
- **Provide ongoing loan guidance**, refinancing advice and proactively negotiate with your lender to protect your best interests