



Track Financial

Simple, Elegant, Financial Solutions

for everyday Australians

As a family-owned company, we treat
you like one of our family, too.

Address: Level 36, Gateway
Tower 1 Macquarie Place, Sydney
NSW 2000

WWW.TRACKFINANCIAL.COM.AU

Get on Track to being “Buy Ready”

1) Establish and Review Your Household Budget

Understanding your finances is the first crucial step in the home-buying process. Assess your income, debts, and monthly expenditures to establish what you can comfortably repay on a home loan, whether that be monthly, fortnightly, or weekly. This clarity will set a realistic expectation for your buying potential and ensure that future mortgage payments will be manageable within your lifestyle.

2) Review Your Borrowing Capacity

With a clear budget in place, consult with your broker to determine your borrowing capacity. This includes ‘stress testing’ different interest rates and borrowing scenarios to see how much you could afford if rates rise, ensuring you remain protected against potential increases. This step will refine your price range and help identify the right mortgage product for your needs.

3) Establish the Deposit Needed

As part of your borrowing capacity, your broker will identify the amount needed for a deposit, including any relevant fees or possible government grants. If the required funds aren’t readily available, your broker will assist you in creating a savings plan to reach your goal efficiently. This plan will align with your budget and timeline for purchasing, making the path to your new purchase clear and structured.

4) Conduct Property Research

Spend 3–6 months researching properties in your desired locations to understand local market conditions and price trends. This phase is vital to familiarise yourself with the market dynamics and will aid in making an informed decision when selecting your home. By spending this time watching your specific market, you will quickly become proficient in understanding which properties present value, and what you should pay for a specific property.

5) Submit a Pre-approval Application

Once your budget and deposit are established, and potential areas are selected, your broker can submit a pre-approval application to your selected lender. Pre-approval lasts for three months, and provides an indicative indication from the lender that they will to lend you the required funds to purchase your property (subject to any other conditions they may still have). These approvals typically last for up to three months before they need to be refreshed.

6) Get Ready to Purchase

With finance pre-approved, you're ready to actively make offers or bid at auctions. It's essential at this stage to have a conveyancer or solicitor on hand to handle legal matters, including contract reviews and formal exchanges. Your solicitor or conveyancer will be able to provide you with a legal understanding of your obligations and risks before entering into a specific contract.

Congratulations, You Are Now BUY READY!

Congratulations on successfully navigating the initial stages of the home-buying process! You are now BUYREADY, equipped with a solid financial plan, pre-approved finance, and a clear understanding of the market. This preparation positions you advantageously as you enter the property market, ready to make informed and confident offers. As you move forward, remember that Track Financial is here to assist you through the next steps of your journey towards homeownership. Let's make your dream purchase a reality!



About Track Financial

Our Mission

At Track Financial, our mission is to help people live their lives free from financial strain and build their wealth steadily over time.

We create simple, elegant financial solutions, offering expert advice and guidance for everyday Australians. This allows them to achieve their financial goals faster and cultivate the lifestyle they really want.



1) 25+ Years Experience

We have built a solid reputation in the industry spanning the last 25 years. Today, our passion and expertise allow us to help you reach your financial goals in the best way possible.

3) Holistic and long-term approach

We're here for the long haul, offering you lifetime mortgage advice after you settle. We take a holistic approach to finance so we can create a comprehensive long-term financial strategy for you and your family.

5) Simplifying a complex process

The finance industry tends to be overly complicated. We streamline complex processes, turning them into simple steps that you can easily follow.

2) Family Owned & Operated

Track Financial is proudly family-owned and operated, leaving us highly resilient. We have strong incentives to succeed by helping the generations to come.

4) Tailored solutions

As a family-owned company, we treat you like one of our family, too. We'll create personalised solutions to suit your lifestyle and your goals.

6) Conscientious communicators who speak your language

We're here to listen. We'll break things down in easy-to-understand terms and offer straightforward advice.

7) We can work with over 50 potential lenders

Over the last 25 years, we have carefully cultivated our professional network. Today we work with a selection of the best lenders in the industry. We have access to a broad network of lenders for various circumstances, giving you endless options when it comes time to buy your next property.



Track Financial Today

Ben Schafer followed in his father's footsteps, starting with Track Financial in late 2005 and taking over the company following Bill's retirement in 2017. Bill passed on his wealth of experience to his son, who has shared a love of property investment and finance from a very early age. Ben further enhanced his abilities by adding formal qualifications in mortgage broking, financial planning, and an MBA and master's degree in Property and Development.

It was Ben's fierce passion to help people by explaining the correlation between property and economics in such great detail that drove Track Financial to grow so rapidly. He has the ability to break difficult concepts down into easy-to-understand terms, which helps him assist clients from all walks of life.

Today, Ben has almost 20 years of real-world industry experience helping clients grow their property portfolios. He has used this expertise to grow the Track Financial team from the ground up. Together, the team has over 50 years of combined experience.

Ben continues to share his extensive knowledge with his clients and the rest of the team. With Ben at the helm, Track Financial has shown countless clients how to build wealth and achieve their financial goals faster.



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