

Loan Market

- *your media specialist*
in home loans and lending.



At Loan Market, our brokers are part of LMG, Australasia's largest mortgage aggregator and within the Ray White Group.

Across Australia, Loan Market has a network of media-trained specialists available to journalists and content creators seeking insights and talent for a broad range of stories.

Market commentary

In every state, our on-the-ground brokers are available for qualified commentary on the impact of interest rate changes, legislation that affects borrowing, case studies and more.

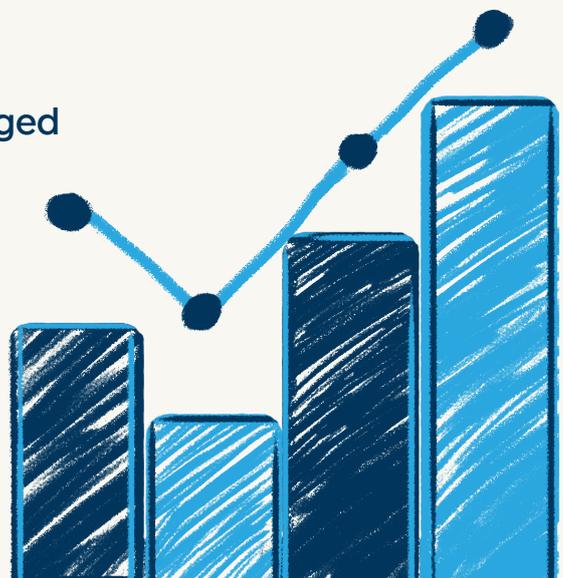
Industry-leading data and analytics

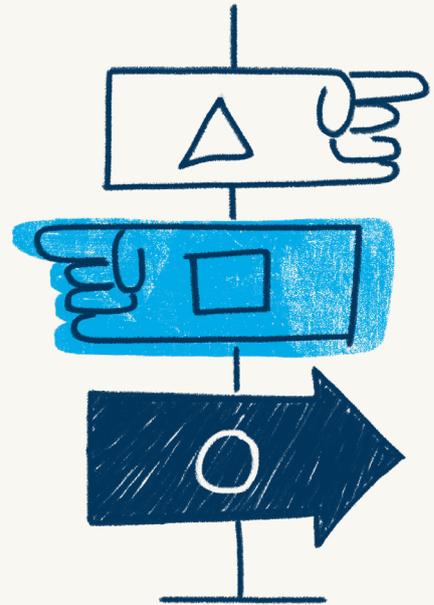
With access to Australasia's biggest broking network, our brokers have access to unique data including the percentage of new home loans that are:

- Owner occupiers
- First-home owners
- Investors
- Fixed, variable or split
- Principal and interest vs interest-only

We also have real-time data on:

- Average home loan sizes
- How many loans were written
- How many pre-approvals we arranged
- Debt-to-income ratio overview
- Value of loans by state
- Number of refinanced loans





Joint commentary

As part of the Ray White Group, we can provide holistic commentary from a range of experts.

Preparing a piece on the housing market? Reach out to be put in touch with both an experienced local Loan Market broker and the chief economist of Ray White.

Have a story about commercial investments? We can put you in touch with a commercial specialist broker and the head of commercial research of Ray White.

Interested in hearing more about auctions? Our mortgage brokers can provide pointers on financially preparing for a winning bid while Ray White's auctioneers can provide more market insights.

Find your local expert

As part of Australasia's biggest broking network, our brokers have access to unique data including the percentage of new home loans written by the group that are industry award winners and were most recently named in a Top 100 Mortgage Brokers list for 2023.

VICTORIA

Sarah Thomson

Sarah Thomson is director and finance broker at Loan Market Geelong City in Victoria. She has, across her 22-year broking career, received a large number of broking and business awards.



Specialist topics:

- Construction Loans
- Asset finance (cars, equipment, personal loans)
- Refinancing
- Investing
- First-home buyers (including government grants)

Toby Edmunds

Toby Edmunds is managing director and finance broker at Loan Market Razor in Victoria. He has been in the finance industry for over 30 years, including working at Commonwealth Bank and in property development.



Specialist topics:

- Refinancing
- Investing
- First-home buyers (including government grants and pre-approvals)
- Complex lending (SMSF, bridging, trusts, etc)
- Commercial loans

Jacob Decru

Jacob Decru is director and finance broker at Loan Market One Network Broking in Victoria. With a decade's experience as a broker, Jacob specialises in residential lending, from home loans to car loans.



Specialist topics:

- Refinancing (including debt consolidation)
- First-home buyers (including government grants)
- Investing
- Renovations
- Asset finance (cars, equipment, personal loans)

NEW SOUTH WALES

Daniel Zarkovic

Daniel Zarkovic is director and finance broker at Loan Market Narellan in New South Wales. With over 17 years' experience, he specialises in residential and commercial loans.



Specialist topics:

- First-home buyers
(including government grants)
- Construction loans
- Buying your next home
(including bridging loans)
- Refinancing
(including debt consolidation)
- Asset finance
(car loans, personal loans, etc)

WESTERN AUSTRALIA

Balpreet Bal

Balpreet Bal is director and finance broker at Loan Market Bal and Associates in Western Australia. Balpreet has a decade's experience as a broker and is a certified accountant.



Specialist topics:

- First-home buyers
(including government grants)
- Buying your next home
(including bridging loans)
- Refinancing
(including debt consolidation)
- Construction loans
- investing

QUEENSLAND

Youeil Shol

Youeil Shol is director and finance broker at Loan Market LMS in Queensland. With experience working within a bank before moving across to broking, Youeil specialises in both residential and commercial lending.



Specialist topics:

- Buying your next home
(including bridging loans)
- Debt recycling
- Buying at auction
- First-home buyers
(including government grants)
- Investing

Paul Hixon

Paul Hixon is director and finance broker at Loan Market New Farm in Queensland. He draws on over a decade's experience in residential property sales and management, plus over a decade as a mortgage broker.



Specialist topics:

- Refinancing
- Buying next home & bridging loans
- First-home buyers
(including government grants and pre-approvals)
- Renovations
- Investing

AUSTRALIAN CAPITAL TERRITORY

Nitish Kumar

Nitish is franchise owner and finance broker at Loan Market Canberra in ACT. He has worked in the real estate industry since 2010, initially as a real estate agent before becoming a mortgage broker.



Specialist topics:

- First-home buyers
(including government grants and pre-approvals)
- Refinancing
(including debt consolidation)
- Investing
- Buying next home
(including bridging loans)
- Construction loans

SOUTH AUSTRALIA

Bechara Boutros

Bechara Boutros is director and finance broker at Loan Market Vantage in South Australia. He has over 15 years' experience in banking and finance and is a Justice of the Peace and MFAA Certified Mentor.



Specialist topics:

- Refinancing and restructuring debt
- Purchasing residential and commercial properties
- Private funding
- Construction loans
- Asset finance
(cars, equipment, personal loans)



About Loan Market

With 92 years of real estate experience under their belt, the Ray White family wanted to provide more support to customers get into their home, and so Ray White Financial Services was launched in 1995, headed by Sam White.

Starting a mortgage broking business was no easy feat. Sam's father Brian recalled walking up the stairs to the Commonwealth Bank only to be told that "The Commonwealth Bank will never deal with mortgage brokers. Good day Mr White." Brian and Sam persisted, eventually enlisting three banks - Adelaide Bank, Bank of Melbourne and Ipswich & West Moreton Building Society.

In 2003 the company expanded and became Loan Market. It launched in New Zealand in 2010 and today has over 600 mortgage brokers throughout Australia. It is home of the highest-rated brokers with over 1,000 5-star Google reviews and an average customer satisfaction score (NPS) of 98.

Did you know...

- Loan Market brokers have access to over 60 lenders, more than any other brokers at the time of writing.
- We are not owned by a bank, meaning we work for our customers, not shareholders.
- Loan Market brokers can assist with a variety of loan types including home, car, personal, SMSF, business and construction.
- Loan Market supports and celebrates women in the industry with its Leading Ladies community.



Useful resources

We offer a range of free tools and calculators for Australians to arm themselves with knowledge and understanding of their personal finances.

These include:

- [Borrowing Power calculator](#)
- [Mortgage Offset calculator](#)
- [Budget Planner calculator](#)
- [Credit Card repayment calculator](#)
- [Car Loan repayment calculator](#)

You can also compare loans from our panel of over 60 lenders to get an understanding of current interest rates using our [loan comparison tool](#).

Media contact

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**Loan
Market™**