MortgageWorks

MARKET INSIGHTS

Welcome to our October Market Insights

There is a lot happening in home lending right now, and most of it is in your favour. Banks are competing hard, the gap between an average rate and a sharp one has widened, and the property market is showing a genuine trend shift worth watching.

RATE SNAPSHOT

Market average against the sharpest rates we can currently access for well-qualified borrowers.

Variable	Fixed
Market average **6.90%**	Market Average **6.69%**
Lowest available **5.69%**	Lowest Available **5.79%**

On a $500,000 loan, the distance between 6.90% and 5.69% can mean more than **$58,000** over the life of the loan. The sharpest pricing is generally reserved for borrowers with a 20% deposit or more and a strong credit history.

A MORTGAGE WAR IS UNDER WAY

Lenders are cutting variable rates to win customers, and nearly 50 now sit below **6%**. We are already moving clients off higher legacy rates: one recently held **7.29%** and has since switched to a **6.79%** interest-only option, with better variable pricing on the table again. If your loan has not been reviewed in a while, this is the moment.

81%

of all home loans are now written by brokers, a record high.

WHY THAT MATTERS

Borrowers are choosing guidance over guesswork. We work across a panel of more than 40 lenders, we find the options that genuinely suit your position, we negotiate the terms, and we keep reviewing your rate after settlement. Tailored solutions, not whatever one bank happens to offer.

Your goals. Our expertise. A seamless path. Contact us today to see if a better home loan option is available.

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