Penny®

THE PENNY PURCHASE PLAN

YOUR CLEAR PATH TO BUYING YOUR FIRST HOME (WITHOUT LOSING YOUR LIFESTYLE OR YOUR MIND)

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WELCOME

When I bought my first property, I did what most people do – I walked into a bank. I trusted the advice I was given, signed the papers, and thought I was set.

What I didn't realise? That one decision would cost me hundreds of thousands of dollars over the years.

The bank didn't build me a plan. They sold me a product. And the difference between those two things? It's everything.

That experience is why I started Penny – so you don't have to learn the hard way.

Because buying your first home isn't just a transaction. It's late nights scrolling listings. It's wondering if your deposit is "enough." It's juggling advice from parents, mates, and even strangers – all while a bank manager sits across the desk talking in acronyms.

That's where Penny comes in. We've helped hundreds of first home buyers go from confused and second-guessing to confident and holding the keys.

The Penny Purchase Plan is your first step. Think of it as the warm-up lap before we put a strategy in motion together.

THE DEPOSIT QUESTION

Your deposit is hurdle number one. For most lenders, you'll need:

AT LEAST 5% OF THE PURCHASE PRICE

(minimum genuine savings)

PLUS COSTS

(stamp duty, conveyancing, inspections, moving)

Savings usually need to show in your account for

3+ MONTHS

to count as "genuine savings"

But here's the thing: there are different ways this can work.

TICK WHAT APPLIES TO YOU

- [ ] **SAVINGS -** I've been saving steadily and can show at least 5% in my account for 3+ months.
- [ ] **GIFTED FUNDS -** I've received gifted funds (e.g. from family). Depending on the lender, this can sometimes replace genuine savings.
- [ ] **RENTAL HISTORY -** I've been renting and can show consistent on-time payments. Many lenders will accept this instead of a savings history.
- [ ] **SECURITY GUARANTEE -** A family member is willing to use equity in their property to support my purchase. This means you can buy with little or no deposit of your own, while their property secures part of your loan.
- [ ] **FIRST HOME GUARANTEE (Government Scheme) -** Buy with just 5% deposit and avoid LMI if you qualify. Strict rules apply - we'll check your eligibility.

MYTH-BUSTER:

You need a 20% deposit to buy your first home.

Reality: Most first home buyers get in with as little as 5% + costs, and there are multiple ways to prove those savings.

PRO TIP:

Don't wait around thinking a bigger deposit is your ticket. Property prices usually rise faster than you can save - which means the longer you wait, the further away your goal gets. You can't out-save the market.

THE BUDGET REALITY

Before you start swiping on dream homes, you need to know your numbers. Budgeting isn't about sacrifice – it's about working out what you can borrow and still live your life.

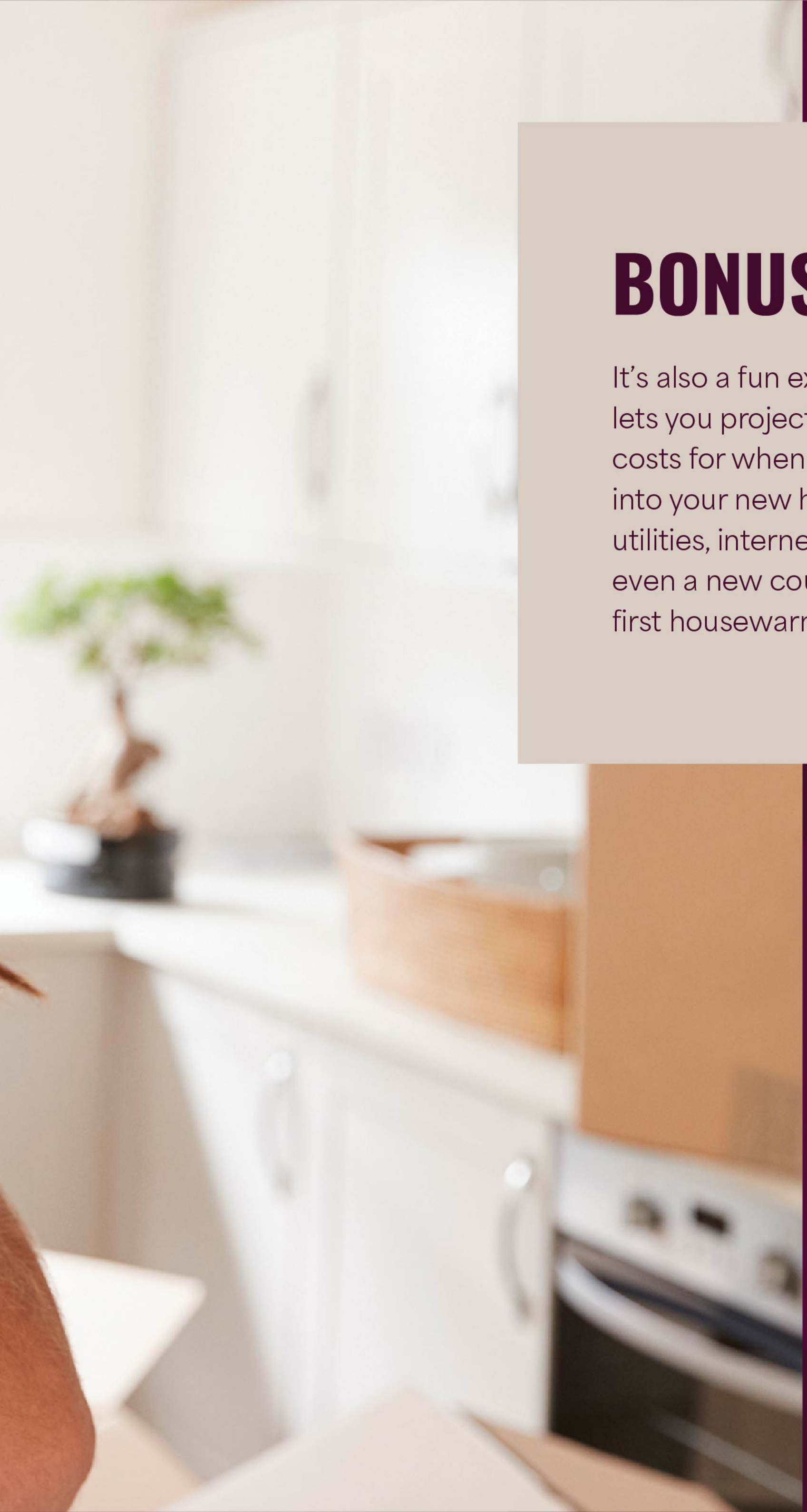
Think: owning a home **and** still going to brunch.

And the best way to figure that out? The **Penny Budget Template.**

This isn't some boring spreadsheet. It's a simple, step-by-step tool we built for first home buyers like you. Fill it out and you'll instantly see:

- What's really coming in
- Where your money's going
- What you're saving
- And how much room you've got left for a mortgage (without giving up your lifestyle)

Do this now and you'll be way ahead of most first home buyers. When you come to us with your Penny Budget done, you'll already look like a pro.



BONUS

It's also a fun exercise that lets you project some future costs for when you move into your new home – think utilities, internet, maybe even a new couch or your first housewarming party.

QUICK SELF-CHECK: TICK WHAT APPLIES TO YOU

- ☐ I know how much actually lands in my account each payday.
- ☐ I've got a handle on my monthly spend – bills, food, fun, the lot.
- ☐ I know what I save each month (even if it's not perfect).
- ☐ I've factored in the "sneaky costs" of buying (stamp duty, conveyancing, inspections, moving).

MYTH-BUSTER:

Budgeting means cutting out the fun stuff.

Reality: The Penny Budget is about clarity, not sacrifice. We want you in a home that works *with* your lifestyle.

PRO TIP:

Buyers who know their numbers move faster, negotiate stronger, and avoid disappointment. Your Penny Budget is the first step to playing in the big leagues.

THE REPAYMENT COMFORT ZONE

Here's the thing about banks: they'll happily lend you the maximum number their calculator spits out. But just because you can borrow it, doesn't mean you should.

At Penny, we flip the script. We don't just look at what the bank says – we look at your actual life. Because owning your first home shouldn't mean noodles for dinner and skipping every brunch invite.

TICK WHAT APPLIES TO YOU

- [ ] I know what rent or housing costs I'm already paying.
- [ ] I've thought about what feels comfortable as a weekly or monthly repayment.
- [ ] I know I want money left over for my lifestyle – nights out, travel, saving for the next thing.
- [ ] I'm ready to put my income to work building assets, not just paying bills.

MYTH-BUSTER:

If the bank says I can borrow it, it must be fine.

Reality: Banks don't know your life. At Penny, we make sure your loan builds wealth *without wrecking your lifestyle.*

PRO TIP:

Knowing your comfort zone now saves you from overcommitting later. It means you can buy with confidence – and still have a life worth living inside (and outside) your new home.

ALIGNING TO YOUR GOALS

If you've worked through your deposit, budget, and repayment comfort zone – take a second to be proud. You're already miles ahead of most first home buyers, who often walk in with nothing more than a dream and a rough idea of "how much they think they can spend."

By doing this groundwork, you're not just guessing – you're showing up prepared. That's the Penny difference: we take what you've done, align it with your bigger goals, and build a purchase plan that's about more than just getting you into a home.

It's about getting you into the right home, with a strategy that sets you up for what's next – whether that's upgrading, renovating, or building wealth through your property.

MYTH-BUSTER:

Buying your first home is the finish line.

Reality: It's just the starting line. The way you set it up now shapes your options for the future.

PRO TIP:

Most buyers turn up reactive. You've turned up prepared. That's how you go from just buying a house to building your financial foundation.

From here, you've done your part – and that makes you the hero of your own home-buying story. You've laid the foundation, and now it's our job to supercharge it.

We'll take your numbers, your goals, and your vision, and turn them into a personalised Penny Purchase Plan. That's where the magic happens: pre-approval, the right lender, the right property, and the keys in your hand.

This isn't just about getting a loan. It's about unlocking a whole new chapter in your life – and doing it with clarity, confidence, and a team who's got your back every step of the way.

THE PENNY PURCHASE PLAN ROADMAP

Think of this as your map from "dreaming" to "doing." You've done the groundwork – now here's the path we'll walk together:

01.

CHAT WITH PENNY

This is where you book your call with us. We'll take everything you've prepared and build your personalised plan.

02.

PRE-APPROVAL

Your ticket to shopping with confidence.

03.

SEARCH + INSPECTIONS

You'll be out house-hunting, while we connect you with the right people (building, pest, conveyancing) at the right time.

04.

FORMAL APPROVAL

Offer accepted. Loan locked in. You're nearly there.

SCAN HERE
TO BOOK YOUR
CALL NOW

05.

SETTLEMENT + MOVE IN

Keys in hand, feet on the welcome mat... and yes, we'll happily accept housewarming invites.

06.

DEPOSIT

You've worked out your starting point (min 5% + costs).

07.

BUDGET

You know your numbers and what feels right.

08.

REPAYMENT COMFORT ZONE

You're set to buy without sacrificing your lifestyle.

FINAL WORD

If you've worked through the Penny Purchase Plan, you're already ahead of the game. Most first home buyers walk into the process unprepared, overwhelmed, and relying on whatever advice lands in their lap.

You're different. You've taken the time to understand your deposit, your budget, your repayment comfort zone, and your goals. That puts you in the driver's seat.

Now it's our turn to take you the rest of the way. At Penny, we'll build your personalised plan, match you with the right lender, and guide you through every step until you're holding the keys.

Because your first home isn't just a purchase – **it's a stepping stone to building the life you want.**

READY TO GET STARTED?

BOOK YOUR PENNY
PURCHASE PLAN
CALL TODAY.

STAY CONNECTED

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