

Natloans Recognised Among Australia's Leading Diversified Brokerages - Natloans

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Natloans Recognised Among Australia's Leading Diversified Brokerages

By Mary Nebotakis, Managing Director, Natloans, B. Eco, Dip. Financial Services

Natloans was named a national finalist for Diversified Brokerage of the Year at the 2026 Australian Broking Awards.

Being selected as one of only ten finalists across Australia is a significant recognition for our entire team. It reflects the breadth of finance expertise we have built and, most importantly, the specialist support we provide to individuals, families and businesses across Australia.

The Australian Broking Awards is one of the mortgage and finance broking industry's leading national awards programs. Now in its 16th year, the awards recognise outstanding brokers, brokerages, aggregators and industry professionals from across the country.

For Natloans to be recognised among Australia's leading diversified brokerages is an achievement of which we are extremely proud.

What Does a Diversified Finance Brokerage Do?

A diversified brokerage helps clients access specialist assistance across multiple areas of lending rather than being limited to one type of finance.

At Natloans, diversification does not mean asking every broker to be a generalist. We have deliberately built a team with dedicated expertise across different areas of finance.

Our experienced mortgage brokers specialise in areas including:

Buying a first or subsequent home

Home loan refinancing

Investment property finance

Construction and renovation loans

Low-documentation home loans

SMSF property lending

Commercial property loans

Our specialist finance brokers assist clients with areas including:

Personal and business car finance

Trucks, machinery and equipment finance

Personal loans and debt consolidation

Business loans and working-capital funding

Private and specialist lending

This structure allows clients to work with someone who understands the particular lending market relevant to their needs.

Specialist Expertise Across Every Area of Lending

Being a diversified brokerage does not dilute our expertise in any area—it allows us to provide genuine specialists across each of our core lending services.

Home loans, car loans and personal loans are all significant and highly specialised parts of Natloans. We also have dedicated expertise across commercial property finance, business lending, equipment finance and other forms of specialist lending.

Our mortgage brokers focus on property lending, lender policies and borrowing structures for home buyers, property investors, refinancers and self-employed borrowers. Our car and asset finance specialists understand vehicle lending, lender requirements and finance structures for personal and business use. Our personal loan specialists help clients compare suitable options for debt consolidation, home improvements and other personal finance needs.

Clients are therefore assisted by a broker with relevant experience in the type of finance they require, not someone expected to handle every form of lending equally.

The additional benefit is that as a client's needs change, they can access another Natloans specialist without having to start again with an unfamiliar business. A home loan client may later require car finance, while a car or personal loan customer may go on to purchase a home, refinance a mortgage, acquire business equipment or invest in commercial property.

Natloans can connect each client with the appropriate specialist while maintaining the trusted relationship, service standards and continuity already established.

The Benefits of Specialist Expertise Under One Roof

Life and business rarely involve only one financial requirement.

A first-home buyer may eventually become an investor or business owner. A business customer purchasing a vehicle may later need equipment, commercial property or cash-flow funding. An

established homeowner might want to refinance before buying a new car or investing in property.

Our specialist-led model provides several important benefits:

Expertise for Each Finance Requirement

Different forms of lending involve different credit policies, documentation requirements, lender appetites and loan structures. Clients are connected with a broker who regularly works in the relevant area.

Access to More Lending Options

Natloans works with more than 50 lenders across residential, personal, asset, commercial and business finance. The lenders and products considered will depend on the client's individual circumstances and requirements.

A More Connected Client Experience

Clients can return to a team that already understands them as their personal or business finance needs change. Where another specialist is better placed to assist, we can make a coordinated internal introduction.

Long-Term Support

Our role does not necessarily end when one loan settles. We aim to build long-term relationships and help clients review their finance as their goals, businesses and circumstances evolve.

National Recognition for the Natloans Team

The Diversified Brokerage of the Year finalist recognition belongs to the entire Natloans team.

It reflects the work of our mortgage brokers, finance brokers, client service team, administration specialists and leadership group. It also recognises the trust placed in Natloans by our customers, lending partners and aggregator partners.

Natloans Managing Director Mary Nebotakis said the recognition was an important reflection of the team's specialist approach.

"We are incredibly proud to be recognised as one of Australia's leading diversified brokerages. We have deliberately built Natloans around specialist expertise, because home loans, asset finance, commercial lending and personal finance each require different knowledge and experience.

"Our clients benefit from having the right specialist assist with each requirement while still having the support and continuity of the broader Natloans team. This recognition belongs to every member of our team and to the customers and partners who continue to place their trust in us."

Continuing to Invest in Specialist Finance Expertise

Our selection as a national finalist follows Natloans being named Best Finance Brokerage – Victoria/Tasmania at the 2026 Better Business Awards.

These achievements reinforce our commitment to building an Australian finance brokerage that combines specialist knowledge with personal, long-term service.

Whether someone is buying or refinancing a home, purchasing a car, investing in commercial property, acquiring business equipment or seeking working-capital finance, our objective remains the same: to connect them with an experienced broker who understands that particular area of lending.

We sincerely thank our customers, team members, aggregator and lender partners for contributing to this recognition.

Speak With a Natloans Finance Specialist

If you are considering a home loan, investment loan, asset purchase, commercial property loan, personal loan or business-finance solution, Natloans can connect you with a specialist in the relevant area.

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