

## **VERY HIGH AMOUNT LOANS UP TO \$10 MILLION**

(OFTEN SECURED BY 1<sup>ST</sup> & 2<sup>ND</sup> MORTGAGES – BORROWERS ARE: COMPANY DIRECTORS OR CORPORATE TRUSTEES OF TRUSTS)

### Situation (Actual)

#### **Client contacted Robert at Equity Lenders advising of his requirements (July 2018)**

- Client is the owner of several companies that specialise in development of raw land for commercial and residential purposes
- Currently had private and bank mortgages on englobo land sites located in various suburbs
- Required new private mortgages to payout existing loans based on end value of land that had been approved for subdivision and parcelling
- Had approached many lenders and brokers advertising on Google only to find none were able to assist due to location of land, type of security offered i.e. land, amounts required i.e. millions and LVR's required i.e. higher than 60%
- Banks being used had advised the Client that they were at their limits of lending and were unable to assist further
- Client had outgrown their banks and had limited choices on who would provide them with ongoing loans

### Solution

#### **Robert secured a private lender on the terms the Client was seeking**

- An Equity Lenders panel lender was able to assist the Client with several new loans to replace existing loans
- No financial information was required
- Competitive private mortgage interest rates were provided
- Competitive lender fees were provided
- Loans were secured only against the properties and land offered as security
- Loan terms were varied and allowed the Client to rollover loans if and as required
- Valuations were based on GRV

### Outcome (for this Client)

Increased loan amounts as requested ✓ Provided loans in locations that other lenders and providers could not ✓  
Provided loans secured by englobo vacant land ✓ Increased LVR's to enable Client to complete land development and satisfy their buyers timing expectations ✓