

Fast Approvals &
Fast Settlements

1st & 2nd
Mortgages

Online & pdf
construction & land
development applications
how they should be...easy!

Private Lending's Land & Property Development Guide Mortgage Manager Funding Lines

May 2022

Private Lending Pty Ltd

Call 1300 859 075 | loans@equitylenders.com.au | propertydevelopment.finance | landsubdivision.finance



Consistent Good Service!

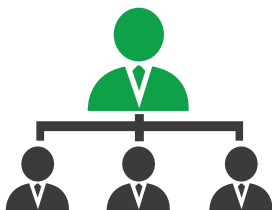
Here's how we achieve our Stars and rating from valued clients across Australia. Time and time again we're rated **excellent!**



Decisions and approvals within 24 hours with funding usually in 24 hours of receiving executed documents



Our very easy loan processes and documentation requirements consist of a detailed feasibility, developer capability, A&L & product info



Highly experienced Directors, Staff, Consultants and Contractors ensures all valued clients continue to benefit from collective skills and knowledge

DISCLAIMER: This product guide is accurate as at the effective date of this document. Private Lending reserves the right to alter the policies at any time without notice.

CONFIDENTIAL: This Guide is a reference guide for land and property developers wishing to access Private Lending's loans as provided by panel lenders and funders.

Whilst every effort has been made to ensure this Guide is accurate, it should not be relied upon for any purpose or used as a substitute for independent professional advice.

Our Loan Products

Our loans are secured by registered 1st and 2nd mortgages



What's in this Land and Property Development Guide?

1. A snapshot of loans we make available
2. Loans secured by 1st mortgage
3. Loans secured by 2nd mortgage
4. Our lending information
5. Frequently asked questions
6. Development loan enquiry form (+ checklist)

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Snapshot of loans available

	1st reg'd Mortgage	2nd reg'd Mortgage
Loan Size	Min \$250k Up-to \$50m	Min \$250k Up-to \$10m
Loan Term	No Minimum	12 + 12 mths
LVR's %	70% GRV for resi & comm property construction 65%+ GRV for land development 80% TDC	
Features	Usually 1-2 business days for loan approvals and 2+ business days for funding of loans	
Rates	fr 8.99% p.a	18% p.a
Interest	Retained in the loan for the term	
Presales	None required	
Line Fee	0.15% pm	
Locations	Australia-wide with min 50,000 pop	
Rollover	Available, fee applies if loan term exceeds 12-months	

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Loans secured by 1st Mortgage

12 and 24-month loan term non-coded & secured by registered 1st mortgage

Interest Rate	Fr 8.99% p.a
Interest Type	Fixed interest rate
Interest Payments	Prepaid, drawdown
Loan Term (Minimum)	No minimum
Loan Term (Maximum)	Up-to 24-months
Rollover Terms	Yes, after 12-months
Suitability of Loan	Purchase and/or Refinance
Max LVR Residential	70% GRV
Max LVR Commercial	65% GRV
Max LVR Vacant Land	60% GRV (65% available upon request)
Max NRV	Not offered
Max LVR TDC	80%
Min Loan Amount	\$250k
Max Loan Amount	Up-to \$50m
Exit Strategy(s) 2 req'd	Must be demonstrated to Lender
Acceptable Borrowers	Company or Corporate Trustee of F/Trust
Loan Purpose (Business)	Land development & property construction
Construction Type	All property types considered
Rural Property & Land	On application
Eligible Locations	Metro & Major Coasts/Regionals of Aust

Fees

Lender's Establishment	2% + GST included in the loan
Facilitation	2% + GST included in the loan
Acceptance (indicative)	TBA if applicable
Valuations	At cost and payable upfront by borrower
Line	0.15% pm while under development
Rollover	1% + GST of the gross amount fr month 12
Legals	At cost indicative \$3,300 + GST + Disb
Quantity Surveyor	Quoted & payable by borrower

* Required to pay loan agreement. Acceptance fee is deducted from Application fee at settlement

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Loans secured by 2nd Mortgage

Short and long term non-coded loans secured by registered 2nd mortgage

Interest Rate	Fr 18% p.a
Interest Type	Fixed interest rate
Interest Payments	Monthly in advance, prepaid, drawdown
Loan Term (Minimum)	No minimum
Loan Term (Maximum)	As required
Rollover Terms	Yes, after 12 months
Suitability of Loan	Purchase, Refinance & Equity Release
Max LVR Residential	Up-to 75%
Max LVR Commercial	Up-to 65%
Max LVR Vacant Land	Up-to 65%
Max NRV	Not offered
Max LVR TDC	80%
Min Loan Amount	\$250k
Max Loan Amount	Up-to \$10m
Exit Strategy(s) 2 req'd	Must be demonstrated to Lender
Acceptable Borrowers	Company or Corporate Trustee of F/Trust
Loan Purpose (Business)	Assist with land & property development
Construction	Yes
Eligible Locations	Metro & Major Coasts/Regionals of Aust
Consent & DoP	Yes if available
1st Mortgagees	Behind an ADI. Consent req'd prior

Fees

Lender's Establishment	Fr 2% + GST included in the loan
Facilitation	2% + GST included in the loan
Valuations	At cost and payable upfront by borrower
Rollover (at discharge)	2% + GST of the gross amount from month 12
Legals	At cost indicative \$3,300 + GST + Disb

Lending Information

Applications for loans secured by 1st and 2nd mortgages must clearly demonstrate a commercial financial benefit to property owners and guarantors

Private Lending is a mortgage manager & lender to established and newly formed Companies & Corporate Trustees of Family Trusts. Regulated loans will not be considered ie loans to individuals

Valuations are always required on property offered as security. Private Lending will confirm type of valuation required together with fee quote

No income verification or accountants letter required

Funding within 24 hrs of receiving executed documents

Required exit strategy includes: the sale of security property, sale of non-security property, refinance to another lender

Loans from Private Lending are suitable for purchasing property, refinancing of loans, releasing equity, constructing of property and land development

Acceptable locations include capital cities and the major coasts/ regions of Brisbane, Sydney, Melbourne, Adelaide, ACT, Hobart, Darwin and Perth. Other locations on application

Loan decisions, approvals and resulting offer letters are issued to owners and borrowers by Private Lending

Repayments are prepaid/retained for the term

Rollovers are available on request for loan terms exceeding 12 months. Fees apply and payable at discharge

100% of sales proceeds retained upon partial discharge of lots/units

Loan agreements are prepared in Brisbane and sent to the borrowers nominated legal representative by email. An upfront Acceptance fee is required prior to preparation of loan agreement and forms part of the Application fee

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Frequently Asked Questions

Do you offer loans from banks?

No. All loans offered are provided by us as a private lender

Do you want to see a feasibility on my project?

Yes. It doesn't have to be exhaustive or comprehensive

What are all the types of loans you offer?

Construction finance, land development finance, mezzanine finance, bridging finance, short-term lending & refinancing

What is Private Lending's role as lender and mortgage manager?

We manage & facilitate funds on behalf of our funders based on their parameters that include:

1. Discussing the project with you
2. Requesting an application with supporting documentation
3. Assisting with preparation of any supporting documentation that you may not have available
4. Provide you with a term sheet and offer letter
5. Progress your loan, order the valuation(s), issue unconditional loan approvals & instruct solicitors
6. Attend to settlement of your loan and assist our solicitor and your nominated legal firm
7. Drawdown payments and partial releases for the term of the loan

What credit checks are undertaken?

We will look at your creditorwatch reports for the duration of the loan

What happens if there are credit issues evident on the credit reports?

In general, both paid and unpaid defaults are ignored, paid judgments are ignored, paid court-writs are ignored and previous bankruptcy is ignored

Does Private Lending request a non-refundable up-front fee to assess or process a loan request?

No. Private Lending does not request an evaluation/valuation fee to review. After pre-approving the loan and issuing an offer letter, an acceptance fee may be requested when you return the signed offer letter. This fee forms part of the application fee and used to pay the legal fee for your loan agreement if the loan doesn't or cannot proceed for any reason

Why is there a line fee on my construction or land development loan?

The funding lines require the monthly fee for their investors as the investors receive consistent monthly income and not reliant on drawdown interest

Why are no presales required?

The funding lines we are using don't require presales to reduce their loan risk

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Development Loan Enquiry Form

Choose to print and complete this form or visit propertydevelopment.finance and select Apply Now link

Please provide the following items and complete the below form with as much detail as is known:

- Full copy of stamped purchase contract
- All approvals, plans and specifications
- Full project feasibility including works timetable, cash flow projections and funding table
- Fixed Price civil/building contract
- Evidence of available funds for Borrower contribution
- Full copy of any existing pre-sale contracts
- QS report
- Geotech report
- Builder's CV
- Developer's CV
- Satisfactory insurance
- Product details
- Borrowers A&L
- Completed application

For each progress payment:

Requests are to be made using the QS appointed by the lender, and subject to satisfactory retention and payment certification requirements -

- Any variations or cost overruns are to be funded by the Borrower
- The cost of the progress inspections is at the Borrower's expense

Final payment is subject to:

QS report confirming all works completed as per plans & specs -

- Updated valuation
- Final unconditional completion certificate/certificate of classification
- Confirmation of registration of new titles for each lot in the plan (where applicable)

1. Company Borrower Name	
2. Contact Person	
3. Contact Number	
4. Property Type - Commercial, Retail, Industrial, Residential, Rural, Land Sub-division	
5. City and Suburb	
6. Zoning	
7. Purchase or Refinance	
8. LVR - LVR Compared with As Is Land Value	
9. LVR - LVR Compared with Gross Realization Value of Project	
10. LVR - LVR Compared with Total Development Cost	
11. Value - Undeveloped Land with DA	
12. Client Credit Report - Clean/Issues/Impaired	
13. Borrower Equity Contribution	
14. Use of Property Eg, Sold by developer	
15. Permits	
16. Number of presales % And \$value	
17. Total Project Cost	
18. End Value - Project Net GST	
19. Loan Required	
20. Amount for refinance	
21. Loan Term - Months	
22. Interest Only or Capitalised Interest	
23. Summary and comments on Loan project Eg, no of bedrooms, size per m2	

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