

24 hour Loan  
Approvals

---

1st & 2nd  
Mortgages  
Caveats  
Mezzanine

Funding within 24 hrs of  
receiving executed  
documents

# Land & Property Development Guide

Mortgage Lender's, Managers & Brokers

February 2021

**Equity**Lenders

Call **1300 859 075** | [loans@equitylenders.com.au](mailto:loans@equitylenders.com.au) | [equitylenders.com.au](http://equitylenders.com.au)





## Consistent Good Service!

---

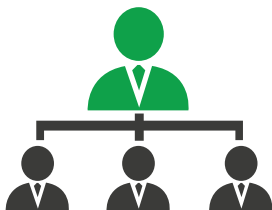
Here's how we achieve our 5 Trustpilot Stars and rating from valued clients across Australia. Time and time again we're rated **excellent!**



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 experience resume, A&L & product info



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

# Our Loan Products

---

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



## 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/caveat
4. Our lending information
5. Frequently asked questions
6. Development loan enquiry form (+ checklist)

**Equity**Lenders

Call **1300 859 075** | [loans@equitylenders.com.au](mailto:loans@equitylenders.com.au) | [equitylenders.com.au](http://equitylenders.com.au)

# Snapshot of loans available

---

	<b>1st reg'd Mortgage</b>	<b>2nd reg'd Mortgage</b>
<b>Loan Size</b>	Min \$150k Max \$50m	Min \$250k Max \$10m
<b>Loan Term</b>	Min 6-mths	Max 2-yrs
<b>LVR's %</b>	From 65% GRV or 75% TDC (lowest) From 70% GRV or 80% TDC (lowest) Up to 70% NRV	
<b>Features</b>	Quotes within 2 bus hours Choice of several funding partners From single residence to multiple Construction & Renovation	
<b>Rates</b>	fr 6.75% p.a	fr 24% p.a
<b>Line Fee</b>	0.2%pcm - 3% pa	

# Loans secured by 1st Mortgage

## Short and long term non-coded loans secured by registered 1st mortgage

Interest Rate	From 6.75% p.a
Interest Type	Fixed interest rate
Interest Payments	Monthly in advance, prepaid, drawdown
Loan Term (Minimum)	6 months
Loan Term (Maximum)	Up-to 24 months
Rollover Terms	Yes, subject to repayment history
Suitability of Loan	Purchase, Refinance & Equity Release
Max LVR Residential	Up-to 70% (75% available upon request)
Max LVR Commercial	Up-to 65%
Max LVR Vacant Land	Up-to 65%
Max NRV	Up-to 70%
Max LVR TDC	Up-to 80%
Min Loan Amount	\$150k
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 & property development
Construction	Yes, all property types
Rural Property & Land	On application
Eligible Locations	Metro & Major Coasts/Regionals of Aust

## Fees

Lender	From 1% of the gross loan amount
Establishment	From 1% of the gross loan amount
Brokerage	From 1.5%+ of the total approved amount
Security Assessment (Vals)	Quoted by Lender on case-by-case basis
Line	0.2% pcm to 3% pa
Rollover	From 1.1% of the gross loan amount
Legals (per scale)	From \$2,500 + GST + Disbursements
Quantity Surveyor	Quoted by Lender on case-by-case basis

# Loans secured by 2nd Mortgage

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

Interest Rate	Up to 24% p.a
Interest Type	Fixed interest rate
Interest Payments	Monthly in advance, prepaid, drawdown
Loan Term (Minimum)	6 months
Loan Term (Maximum)	Up-to 24 months
Rollover Terms	Yes, subject to repayment history
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	Up-to 70%
Max LVR TDC	Up-to 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)	Land & property development
Construction	Yes, all property types
Eligible Locations	Metro & Major Coasts/Regionals of Aust
Consent & DoP	Yes, prior to drawdown of loan
1st Mortgagees	Behind an ADI pref. Consent req'd prior

## Fees

Lender	From 1% of the gross loan amount
Establishment	From 1% of the gross loan amount
Brokerage	From 1.5%+ of the total approved amount
Security Assessment (Vals)	Quoted by Lender on case-by-case basis
Rollover	From 1.1% of the gross loan amount
Legals (per scale)	From \$2,500 + GST + Disbursements
Quantity Surveyor	Quoted by Lender on case-by-case basis

# Lending Information

---

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

Equity Lenders are non-code brokers and facilitate funds to established and newly formed Companies & Corporate Trustees of Family Trusts. Regulated loans will not be considered

Valuations are always required on property offered as security. Equity Lenders 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 Equity Lenders 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 and Perth

Loan decisions, approvals and resulting offer letters are issued to owners and borrowers by Equity Lenders management on behalf of private lenders

Repayments are by direct credit from the borrowers nominated account or can be prepaid for any term

Loan agreements are mostly prepared in Sydney and sent to the borrowers nominated legal representative by email. An upfront refundable deposit may be required prior to preparation

Rollovers are available on request for expiring loans. Fees may apply

**EquityLenders**

Call **1300 859 075** | [loans@equitylenders.com.au](mailto:loans@equitylenders.com.au) | [equitylenders.com.au](http://equitylenders.com.au)

# Frequently Asked Questions

---

## **Do you offer loans from banks?**

No. All loans offered are sourced and provided by private lenders

## **Do the private lenders want to see a feasibility on my project?**

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

## **What are all the the types of loans you offer?**

Construction finance, Development finance, Mezzanine finance, Bridging finance, Caveat loans, Short-term lending & Refinancing

## **What is Equity Lenders role as the broker?**

We have a panel of funders across Australia that provide us with their funds based on their parameters. Process as follows:

1. Discuss the project
2. Request an application with supporting documentation
3. Assist with preparation of any supporting documentation that you may not have available
4. Provide terms sheets and offer letters from one or more of our panel funders
5. Progress the loan, order the valuations, issue unconditional loan approvals
6. Attend to settlement of your loan and assist funder and their nominated legal firm
7. Assist you and the funder for the term of the loan

## **What credit checks are undertaken?**

Funders generally aren't interested in personal credit but will look at 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 Equity Lenders request a non-refundable up-front fee to assess or process a loan request?**

No. Equity Lenders does not request a fee. However, the funder may request an application fee at time of issuing terms sheet. After reviewing the loan, a valuation fee will be requested. Then, when loan is unconditional and ready to proceed to loan agreement, a legal fee deposit may be required

## **What determines the interest rate I can expect to pay?**

It's always based on the following:

1. Loan to value ratio LVR, the lower the LVR, the lower the risk, the lower the interest rate
2. Amount of loan being requested determines the funder and their cost of funds. Their cost of funds determines the interest rate you will be offered
3. Security and collateral offered by you is also a factor in rate offered

**EquityLenders**



# Development Loan Enquiry Form

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	