

Case Study: 100% Finance for a Lodge Purchase in Margaret River



Overview

A client approached us seeking 100% finance to purchase a lodge in Margaret River. The transaction required a creative approach to overcome valuation and timing challenges while ensuring settlement was met on schedule.

Challenges

The property valuation came in below expectations, creating a funding gap. Traditional lenders were unwilling to provide financing, requiring alternative solutions. The limited time frame for closing placed pressure on finding a solution quickly.



Solution

1 Challenger Bank Solution

We identified a non-traditional lender willing to fund the transaction when no major banks were available.

2 Higher Gearing Structure

By working closely with the lender, we structured a deal with a higher level of gearing than initially indicated, bridging the gap caused by the lower valuation.

3 Efficient Execution

Despite the valuation delays, we ensured the deal progressed smoothly, meeting the short turnaround time required for settlement.

Results

1 Successful Acquisition

The client successfully secured 100% finance and purchased the lodge in Margaret River.

2 Timely Completion

The deal was finalised within the required timeframe, avoiding any disruption to the settlement process.

Key Takeaway

This case showcases Marketplace Finance's ability to deliver creative solutions under tight timeframes. By leveraging our expertise and lender relationships, we ensure even the most challenging transactions are successfully completed.

Need a tailored finance solution? Let's make it happen.

