Case Study: Funding Development for a Heritage-Listed Pub in Sydney

Overview

Our client owned a heritage-listed pub site in Sydney that had been sitting idle for over a year. They were in the process of finalising a Section 34 amendment to the existing Development Application (DA) and required funding to cover development costs and refinance their existing lender before the facility expired.

Challenges

Ownership Structure Issues

The ownership structure needed to be amended due to a previous owner stepping away from the project.

Urgent Refinance Deadline

The existing facility had an imminent expiry, requiring swift action to secure new funding.

Valuation Difficulties

The unique nature of the heritage-listed development made it challenging to identify comparable sales for valuation purposes, complicating the funding process.

Solution

Our team implemented a tailored strategy to overcome these obstacles:

- Specialised Lending Partner: We identified a lender willing to provide construction funding at a higher gearing level than typically accepted, ensuring the client could access the necessary capital.
- Collaborative Valuation Approach: By working closely with the appointed valuer, we sourced comparable sales data that supported a valuation figure aligned with the client's requirements.
- Streamlined Refinancing: We facilitated the refinancing process, ensuring the client met the deadline to move away from their existing lender and proceed with development plans.

Results

1 Successful Refinancing

The client successfully refinanced their facility and secured the funding required to complete their heritage-listed pub development.

2 Project Advancement

The project is now positioned to move forward, with funding terms optimized to meet the client’s needs.

Key Takeaway

At Marketplace Finance, we excel in navigating complex funding scenarios for unique assets. Through collaboration, creativity, and leveraging our network of lenders, we deliver solutions that help our clients achieve their goals.

Have a challenging deal? Let’s solve it together.