



Case Study

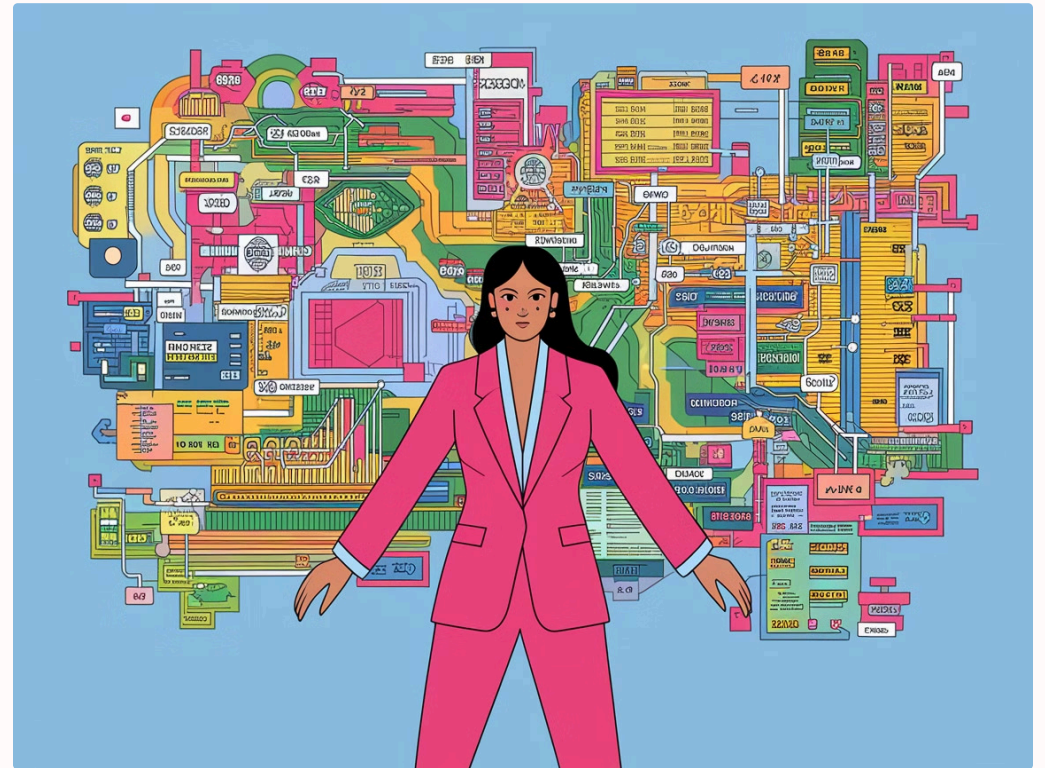
Securing 100% Funding for a Northern NSW Cattle Farm

Overview

A client approached Marketplace Finance seeking \$2.5 million to complete the purchase of a working cattle farm in Northern NSW. They required 100% of the purchase price funded, presenting a unique challenge due to the property's nature and size, which many non-bank lenders deemed unacceptable as sole security. Additionally, the client required a low-doc solution supported by an Accountant's Declaration due to their diverse business portfolio.

Challenges

- Unconventional Security: The property itself wasn't sufficient as standalone security for the loan.
- High Loan-to-Value Ratio (LVR): Achieving 100% funding required creative structuring.
- Low-Doc Requirement: Traditional documentation wasn't feasible, necessitating reliance on an Accountant's Declaration.
- Last-Minute Conditions: A lender-imposed debt clearance condition risked delaying the purchase.



Solution

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- Asset-Based Structuring: We leveraged other assets owned by the family group, securing an 80% LVR against these properties. This strategy enabled full funding of the \$2.5 million purchase price.

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- Negotiation: At the eleventh hour, we successfully negotiated with the lender to waive the debt clearance condition, drawing on the client's strong track record to provide reassurance.

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- Efficient Turnaround: After receiving the lead, we promptly issued a funding proposal within days of gathering minimal client information, ensuring the client and referrer experienced minimal delays.

Results

- The client secured the required funding and successfully completed the purchase of their cattle farm.
- Our referrer earned over \$12,000 in referral fees and continues to receive 30% of the trail commission paid directly each month via our aggregator.



Key Takeaway

At Marketplace Finance, we thrive on tackling complex funding scenarios. By thinking outside the box and leveraging our expertise in structuring loans, we help clients achieve their goals while ensuring our referrers are rewarded for their trust and partnership.

Have a challenging deal? Let's make it happen.