



Case Study: Turning Opportunity into a \$2.5 Million Development Success

The Opportunity

Our Melbourne-based broker, working alongside our relationship manager, identified a lucrative development opportunity for a client. The project began in October 2022 with a \$750,000 equity release on vacant land, setting the foundation for a \$2.5 million townhouse development.

Over the course of 12 months, our team worked closely with the client to secure the funding needed to bring their vision to life.

Challenges

1 Initial Cash-Out Requirement

The client needed to release equity from the vacant land to prepare for the townhouse development project.

2 Complex Development Funding

Securing funding for a future project of this size required expert structuring and lender negotiation.

3 Long-Term Planning

Ensuring the funding aligned with the project's 18-month timeline while accommodating the client's broader financial goals.

Solution

Our Melbourne development funding team delivered a comprehensive approach to meet the client's needs.

- **Equity Release:** The initial \$750,000 equity release was successfully settled, providing the client with the funds to position the project for future development.
- **Tailored Funding Strategy:** Over 12 months, our team structured the \$2.5 million development loan, securing \$2,032,000 in funding this week to cover the costs of constructing four townhouses.
- **Collaborative Guidance:** Through ongoing communication and careful analysis, we supported the client throughout the planning and funding process, ensuring their goals were achieved on schedule.



Results

The \$2,032,000 development project successfully settled, enabling construction to begin. The total project value reached \$2.5 million, showcasing the potential of careful planning and strategic funding. What began as a \$500,000 "suspected scenario" turned into a significant financial success for the client.

Key Takeaway

This 12-month journey highlights our team's commitment to supporting clients from start to finish, leveraging expertise in development funding to turn opportunities into tangible results.

Ready to bring your project to life? Let's make it happen.

