



Finance for property development - What no one will tell you

How to finance your real estate development project? - Top 10 options

Factors that affects real estate finance

Identify the real estate financing you need

Costs associated with finance

10 options to get finance for property development

1. Commercial banks
2. General or savings banks
3. Merchant banks or investment banks
4. Building societies
5. Credit unions
6. Companies that provide life insurance
7. Superannuation funds
8. Property trusts and unit trust companies
9. Syndications
 - Private syndicates
 - Public syndicates
10. Brokers or finance companies

What are the methods of raising finance?

1. Mortgage bond
2. Bridging finance
 - Short term development finance
 - Long term development finance
3. Debentures
 - Short-term debentures
4. Shares
5. Leaseback
6. Joint-venture partnerships

Reasons why property developers fail to secure financing

1. Expecting lenders to fund their projects
2. Negotiating before the lender understands the deal
3. Not crunching numbers

How does a lender evaluate a loan?

- The rate of interest
- Charges for loans
- Loan term
- Guarantees of funds

How to select the best financial deal for your real estate project?

Negotiation

Bottom line