October 2025

We placed a loan for our existing clients earlier this year to assist with their purchase of property with DA. Loan included holding interest and fees while they progressed an Operational Works Certificate with the local council. For reasons beyond their control, they don’t have the required Certificate to commence their land subdivision works. Meanwhile their loan has expired and current lender asked them to refinance immediately...

We’ve assisted these clients with finance to purchase the DA approved site, holding interest and fees. Original loans consisted of 1st and 2nd mortgages while owners progressed the Operational Works Certificate, the land subdivision valuation, the QS report and a new loan based on end-value.

Location: Pallara Brisbane QLD

Circumstances: The loan to purchase the site was originally placed with a land development lender who would provide finance for both the purchase and the land subdivision. However, several months later and still no Op Works certificate, the lender advised they were no longer able to provide development finance and the owners would need to immediately refinance their loan away from the current originator. The owners were given only a few weeks to discharge their loan. Upon being notified by the lender, we immediately arranged 2 new loans with different lenders. This was a quick process as everything was at hand including the valuation. Existing loans had by now both expired and owners paying monthly interest at the higher rate. The existing facility provider gave no reason for being unable to continue.

Client contributions: The owners relied on existing equity on 2 properties together with own funds.

What I did: I secured 2 lenders to payout the current 1st and 2nd mortgage facilities, incoming 1st mortgagee didn’t require a valuation and formal approval was given, the incoming 2nd mortgagee did require a valuation and the formal approval was several days later. As the LVR’s hadn’t changed since the purchase, the owners were required to provide top-up funds to ensure refinance could proceed. No accountant letter required by 1st mortgagee and no accountant letter for 2nd mortgagee as their interest was prepaid for the loan term. The refinance process took several days from start to finish.

Loan amounts provided: $2.05m + $537k totalling $2.587m

Outcome successful?: Yes! On the day of discharge there were 2 outgoing lenders, and 2 incoming lenders, 5 legal firms acting for the parties and all coordinated by us. Both settlements occured concurrently, penalty interest with both outgoing lenders ceased, owners have more time to progress the OPWorks Certificate and developer profits secured. As soon as the OPWorks Certificate is obtained, a new loan to refinance existing 1st mortgagee will obtained to fund the development of the new lots.