

Deal of the Month.

Property purchase – Judgement

judobank



Customer profile

- Experienced hospitality owner/operators with key principles having more than 30 years industry experience
- Strong reputation for designing, building and managing successful hospitality venues
- Demonstrated history of successfully transitioning many hospitality venues via proven strategies that maximised revenue opportunities



What they needed

- \$2.02M to assist with the purchase of 26 room boarding house
- 80% leveraging sought



What happened

- Not within big Big 4 appetite as there was reliance on newly established hospitality venues, with their largest only having traded for 7 months
- Applicants didn't have experience in operating a boarding house
- Max LVR with Big 4 would have been 65%



The Judo difference

- We had the ability to look past weak lease profile on a specialised commercial asset and utilise additional income sources that were effectively in start up phase
- Transaction servicing was based on future earnings post expiry of the current lease
- Judo was able to rely on the customer's transferable management skills and operational experience to execute on the deal
- Approved LVR at 80%

**We back our broker partners to make
business easier.**

www.judo.bank/broker