

# Deal of the Month.

Real estate acquisition – Judgement

judobank



## Customer profile

- Director has been in the real estate industry for past 20 years, family is also in the industry
- Previously sold a very successful rent roll business
- A 5-year trade restriction was imposed, so has been out of industry for past 5 years



## What they needed

- Purchase a rent roll book for \$3.1m
- \$200k LOC to assist with working capital



## What happened

- As the director been out of industry for 5 years, this raised concerns with other lenders around the capability of take on a new and sizeable portfolio given tenure out.



## The Judo difference

- Judo backed the sponsor to successfully run and integrate acquisition quickly.
- We were able to settle both transactions in a short time, while managing white was requirements.
- Rent Roll Valuation was completed inhouse, we extended 70% against the rent roll valuation and utilised equity in property to support the remainder, being their contribution to the transaction.
- We provided 5 yrs I.O to allow sponsor to settle into the new business for acquisition.
- Judo provided working capital facilities for both acquisitions to ease cash flow burden from day 1.

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

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