

## Development Loan

### Document Checklist

- **Complete Application Form**
  - You or the prospect to fill out the application form in as much detail as possible.
- **The Fact Find Sheet** will complement the application and any additional information gathered on the FF call should go on here. Any information can be useful, including clients' personal info, holidays, trips planned, children's birthdays, etc. The detail is what will help you build a great relationship, include this in the fact find sheet, and then when you follow up, you can mention these details and it shows you care.
- **Developers' CVs:** What it says on the tin, we need a CV of the experience of all the people involved in the project and experience relevant to the project, they don't have to have completed a build to the same scale.
- **Build Appraisal:** This is a required document in order to secure a credit-backed offer, we can issue a quote to a client based on a general application, but to get anything of meaning, we need this.
- **Cost Schedule:** Much like the build schedule above, this is required to get an accurate financing cost. The finance cost is scheduled across the build and marketing term (i.e. the build and time to sell the units).
- **Comparables:** For similar proposed properties, the estate agent's report, is not mandatory but is nice to have.
- **Current Valuation:** It doesn't matter much about the age, as it will give us a good indication of the site's value. If they don't have one, some sort of supporting information for the proposed property valuation can be helpful. A home report can also be useful or marketing material if a sale.
- **Other supporting info:** This can of course vary from case to case, but we'll take whatever they want to give us, the more the better.