

# We don't

## play, we win!

Product niche sheet



# Product Niche Sheet

Where we're strongest (and what to send us)

## Quick Legend

**Best Fit:** Ideal use case

**We love:** strong YES indicators

**Watch-Outs:** Common reasons to restructure

**Send Us:** minimum info for a fast answer

**“We turn problems  
into solutions! GS”**

## Bridging Finance

Best Fit: ☐ Fast settlement ☐ Refinance ☐ Debt consolidation ☐ Equity release

We Love: Clean title, clear exit (sale/refi), strong equity, realistic timeframe

Watch-outs: Unclear exit, valuation risk, complex title issues, heavy adverse credit

Send Us: Address + EMV, loan amount, timeframe, exit, position (1st/2nd)

## Land Banks

Best Fit: ☐ Site acquisition ☐ Strategic hold ☐ Pre-DA / Post DA

We Love: Strong location, clear planning pathway, credible exit to DA/refi/construction

Watch-outs: Non-metro liquidity risk, large acreage, weak exit assumptions

Send Us: Site address, EMV, DA status, loan request, term, exit plan

## Development Finance

Best Fit: ☐ Fresh Projects ☐ Low to Medium density ☐ Houses, Townhouses, Units

We Love: Experienced sponsor, strong feasibility, QS ready (or can be arranged), clear takeout

Watch-outs: Soft feasibility, no contingency, poor presale/exit visibility

Send Us: TDC, EMV, equity, timeline, current status (DA/CC), exit

## Stall'd Projects

Best Fit: ☐ Partial Complete ☐ Houses, Townhouses, Units

We Love: Clear cost-to-complete, credible builder plan, takeout already identified

Watch-outs: Scope creep, no builder certainty, time overruns, poor reporting

Send Us: % complete, cost-to-complete, EMV (as-is and as-if), term, takeout details and recent photos

# More Niches

Where we're strongest (and what to send us)

## Second Mortgage / Mezzanine

Best Fit: ☐ Fast settlement ☐ Equity Release

We Love: Strong senior lender, clear intercreditor pathway, conservative CLVR

Watch-outs: Senior lender restrictions, tight LVR, unclear exit

Send Us: EMV, senior debt amount, purpose and net funds required, exit strategy, term

## Residual Stock

Best Fit: ☐ Refinance Unsold Stock

We Love: Realistic pricing, sales velocity evidence, strong location, clear sell-down plan

Watch-outs: Stale stock, overvalued expectations, weak demand, short runway, high-density projects

Send Us: # units, total value, current debt, hold period, sell-down plan

## Investment Loans

Best Fit: ☐ Quick approval ☐ Medium Term <5 Years ☐ Residential or Commercial Securities

We Love: Strong asset quality, clean servicing story, conservative leverage

Watch-outs: Niche assets, complex structures without explanation

Send Us: Asset type, EMV, rent/income, loan request, term, purpose

## “Fast Yes” Pack (send this and we’ll move quickly)

☐ Security address + type + suburb

☐ EMV / value estimate

☐ Requested loan + term

☐ Position (1st/2nd)

☐ Exit strategy

☐ 2–3 lines of background

## “Quick No” Signals (tell us early)

☐ No credible exit ☐ Lack of basic info ☐ Unrealistic valuation estimates

# Get in touch with our team

Our borrower team are here to help, from enquiry to completion. If you've got a question about any of our products or about how we work, don't hesitate to get in touch.

## Due Diligence Enquiries

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Bridging and Development

[projects@getsolutions.com.au](mailto:projects@getsolutions.com.au)

1300 904 318

## Underwriting/Case management

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Bridging

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Development

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## Loan servicing

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# Let's build together

Disclaimer: This checklist is provided as a general guide only and does not constitute legal, financial or credit advice. Requirements may vary depending on the transaction, lender policy and project specifics.