

TRILOGY

LOAN CASE STUDY

# Mosman, NSW

FUNDING TO ASSIST WITH  
THE DEVELOPMENT OF A LAND  
SUBDIVISION AND CONSTRUCTION  
OF THREE PRESTIGE HOMES.

# FINA



“Trilogy talk the same talk as their borrowers. They made doing business easy and I found their transparency and speed unlike anything the banks are able to match. They’re straight talkers and keep their word. I wouldn’t hesitate borrowing from Trilogy again in the future.”

**MALCOLM DEVIN, LEITH GROUP**







# Project overview

The project involved demolition of an existing residential building, site and earth works, and construction of three luxury homes in the affluent suburb of Mosman, New South Wales. Mosman is in the midst of a transformation as a number of residents begin to demolish their older homes and undertake subdivision and construction projects. This activity is driven largely by housing demand within the suburb and a desire from existing residents to downscale their existing homes.

Upon completion, each home provides residents on average, approximately 208 square metres spread across four levels. Each completed home will feature superior fittings with modern open-plan living, three bedrooms, courtyards, terrace and a private swimming pool. A shared basement with individual elevator access for each home comprises two car-parks per home and storage space. Adding to this prestigious opportunity, purchasers were able to customise their future homes during the build process.

## LOAN SPECIFICS

Loan amount	\$8,500,000
Loan term	16 months
Repayment source	Sale of completed homes
Loan-to-Valuation Ratio	64.15% on an “as-if-complete” basis
Trilogy approval timeframe	Four weeks from application to offer acceptance





## Borrower overview

The Borrower is an entity established as a special purpose vehicle by Leith Group, a family owned construction and property development firm operating in New South Wales. Leith Group has extensive experience in residential, commercial, industrial, and retail construction. Principals Malcolm Devin and Michael Devin have quantity surveying qualifications from the Royal Institution of Chartered Surveyors, along with qualifications in project management, construction and development management. Leith Group has completed several contracts for prominent brands including Microsoft, Estee Lauder, Colonial First State and Volkswagen along with contracts for Local, State and Federal Government departments.

## Trilogy value-add

Having been referred to Trilogy for the first time by highly respected broker; McArthur Finance & Capital, Leith Group found Trilogy highly accommodating and agile. Trilogy's flexibility for pre-sale requirements and ability to be nimble meant headaches experienced with other lenders were no longer an issue and they were able to commence their development project without any further delay.



## Find out more

Start a conversation with us today.

Call 1800 230 099 or email [lending@trilogyfunds.com.au](mailto:lending@trilogyfunds.com.au)

### **BRISBANE**

(Registered Office)

Level 23  
10 Eagle Street  
Brisbane Qld 4000

GPO Box 1648  
Brisbane Qld 4001

**P** 1800 230 099  
(within Australia)

or +61 7 3039 2828

**F** +61 7 3039 2829

### **SYDNEY**

Level 13  
56 Pitt Street  
Sydney NSW 2000

**P** +61 2 8028 2828

**F** +61 2 8028 2829

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