



**HILLTOP CREDIT PARTNERS**

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## RESIDENTIAL DEVELOPMENT FUNDING PARTNERS

**Hilltop Credit Partners** is a specialist funding partner for small and mid-sized UK residential property developers and house builders. We help developers who know their local markets but need access to attractive capital to effectively scale their projects and grow their business by building and selling more homes. We do this by providing tailored financing solutions. As former developers ourselves, Hilltop is entrepreneurial and deal driven, and we move quickly to provide you with the funding you need to seize development opportunities

Our business is purely focused on helping you to secure your development sites and build, complete and sell the homes so that you can move on quickly to new developments. Together we can help you to get your plans off the ground quickly.

As banks continue to retreat from development lending it can be difficult for smaller developers to secure enough Senior, Mezzanine, and Equity in a timely and cost-effective fashion. That's where we come in.

**Hilltop Credit Partners** provides a one-stop shop for up to 90% of your project cost. We eliminate the time, uncertainty, and cost associated with multiple sets of legal documents, quantity surveyor reports, and inter-creditor agreements. We make life a lot simpler for residential developers.

- Unlike many lenders, Hilltop is aligned with you from the very beginning; we invest our time and our capital alongside developers with a demonstrable track record of building and selling high-quality residential developments across the UK.
- Whether your development project is complex or straight forward, we want to work with you and support you by finding the most suitable solution to ensure your developments are successfully built and sold, because like you, we are exit driven.

## CREATED BY DEVELOPERS FOR DEVELOPERS

**Hilltop Credit Partners** has a proven track record in property development, asset management and financial structuring in the UK and Continental Europe. We've been developers ourselves, and we understand development risk and market cycles. Our team is agile and entrepreneurial, with the financial firepower, expertise and industry reach required to move quickly. Our experience and focus make us different.

As real estate professionals, we understand your businesses and the complexities of real estate, which is why we are here to be true long-term development funding partners rather than just "tick box" lenders.

Successful real estate developments need to have the right team in place. By working with Hilltop, you will have a group of seasoned professionals backed by a leading global real estate investment, development and asset management firm focused on the UK and continental Europe residential markets.

## FUNDING PARAMETERS

Each application is assessed and negotiated on its individual merits, but the following general indicative guidelines will apply:

- **Borrowers:** Established small to mid-sized UK residential property developers and house builders with demonstrable track records of building and selling residential developments
- **Developments:** Mainstream housing and alternative residential accommodation, including student housing and supported living, in areas of England, Wales and Northern Ireland with strong supply/demand dynamics
- **Loan Size:** From £3 million to £20 million
- **Leverage:** Up to 90% Loan to Cost and up to 75% Loan to Gross Development Value
- **Developer Equity Contribution:** At least 10%. Credit may be given for equity in land contributed, or other collateral, at fair market value
- **Interest Rate:** From 8% on drawn capital, rolled up and paid at maturity
- **Loan Term:** 12 to 24 months
- **Planning Permission:** Required, though we can proceed with a loan application while planning permission is pending
- **Exit Strategy:** Must be clearly defined
- The development project must be at an advanced stage in the acquisition process with a drafted appraisal and estimated cost plan with supporting documentation

## UNDERWRITING PROCESS

**Hilltop Credit Partners'** underwriting process involves detailed due diligence on each development project so that we fully understand the opportunities and risks in your acquisition, development and sales plan.

Our process saves you the time, uncertainty and cost associated with multiple sets of professional, legal and inter-creditor agreements. We aim to provide indicative terms within one week and to complete our due diligence and release funds within approximately 6-8 weeks.

## TIME TO TALK?

Whether your development project is complex or straight forward, Hilltop Credit Partners would be delighted to review your proposal and support you in quickly finding the most suitable funding solution to ensure your developments are successfully built and sold.