Venture Finance

Debt Capital & Structuring: Real Estate

FOR BUILDERS & GROWING PROPERTY INVESTORS

From cash to leverage, *done properly*

Small developments, first HMOs, buy-refurbish-refinance projects and portfolio purchases. Led by Chartered Accountants who invest in property themselves, we help you use finance to do more with the capital you have built up.

BRIDGING · REFURBISHMENT · HMO · DEVELOPMENT

WHO WE ARE

Accountants by training. *Investors by practice.*

Venture Finance is a closely-held debt capital advisory firm based in Sheffield, working with developers, investors and landlords across the UK. Our directors, Kiran and Joanne Patel, are both Chartered Accountants with an active property portfolio of their own. We read a deal the way a lender does, and we invest the way our clients do.

For builders and growing investors, that means using leverage carefully: the right loan for the job, every cost in the appraisal, and an exit planned from day one.

ACA	Principal-led	Whole project	Beyond the high street
Chartered Accountants leading every case	Direct access to directors, start to finish	Purchase, works and refinance planned together	Specialist lenders, debt funds and private credit

WHAT WE ARRANGE FOR GROWING INVESTORS

01
Bridging & Refurbishment Finance
Short-term funding for purchases and works, from light refurbishments to heavy conversions, with the refinance planned in advance.

02
HMO Finance
Bridging for conversions and long-term HMO mortgages once the property is licensed and let.

03
Small Development Finance
Funding for builders moving from cash-funded schemes to development finance, with drawdowns that keep the site moving.

04
Refinance onto Term Debt
Moving from bridging to buy-to-let or HMO mortgages at the new value, with the timing checked against lender rules.

05
Portfolio Purchases
Bridging for below-market-value and multi-property purchases, structured within sensible loan-to-value limits.

06
Lender-Ready Preparation
Appraisals, cost schedules and track records presented the way lenders want to see them, even for first-time borrowers.

INSIGHT

Why leverage changes *the numbers*

Borrowing can double what your cash achieves, or double the damage if it is done badly. The difference is in the planning.

	CASH ONLY	WITH DEVELOPMENT FINANCE
Schemes funded	1	2
Builder's cash used	£400,000	£280,000 (plus £120,000 reserve)
Profit if sales go to plan	**£120,000 (30%)**	**£180,000 (45%)**
Profit if prices fall 20%	**£16,000 (4%)**	**A loss of about £28,000 (–7%)**

Illustrative figures for a fictitious builder with £400,000 of cash, before tax.

MATCHING THE FINANCE TO THE STRATEGY

STRATEGY	TYPICAL FINANCE	THE EXIT
Small development	Development finance, released in stages	Sale, or refinance if you keep the units
First HMO	HMO mortgage, or bridging if the conversion is substantial	Long-term HMO mortgage
Buy, refurbish, refinance	Bridging or refurbishment loan	Refinance at the new value
Light refurbishment	Light refurbishment bridge	Sale or refinance

The costs first-time borrowers forget: arrangement and exit fees, rolled-up interest, valuations (sometimes twice), both sets of legal fees, monitoring surveyor visits, broker fees, specialist insurance policies and the refinance costs at the end. Put every one into your appraisal, and keep a contingency of at least 10% on top.

CASE STUDIES

Structured for the *deal in front of us*

These recent mandates show how the right short-term finance, with the exit planned from day one, helps investors move quickly and grow.

100%

BRIDGING · BMV PORTFOLIO

Completing a below-market portfolio with no extra deposit

CHALLENGE A below-market-value portfolio purchase on a tight timescale, without tying up further capital.

STRUCTURE Bridging finance at 100% of the purchase price, kept within 75% of open market value.

OUTCOME The client completed with no additional deposit, on a timescale that matched the opportunity.

~£3m

CONVERSION · GREATER MANCHESTER

Off-market pub-to-flats conversion

CHALLENGE An off-market former pub, sourced through the client's own network, that needed securing quickly.

STRUCTURE Bridging finance to buy the site ahead of planning, with development finance to follow for the build.

OUTCOME The client exchanged quickly and secured the site, with time to take the scheme through planning.

Ground-up

NEW BUILD · BIRMINGHAM

From site purchase to a term mortgage exit

CHALLENGE A ground-up development needing funding from land purchase through to a long-term hold.

STRUCTURE Development finance drawn in line with the build programme and monitoring surveyor sign-off, with the exit planned from day one.

OUTCOME Completed without a single stalled drawdown, then refinanced onto a term mortgage.

> *"Good finance simply lets you deliver more often."*

WORKING WITH US

For clients *and the people who refer them*

1 Talk

A short call about the deal, the timetable and what you want to achieve. A no-names conversation is fine.

2 Assess

We review the numbers, the asset and the exit, and give an honest view on what is achievable.

3 Structure

We prepare a lender-ready case, approach the right lenders and present the options clearly.

4 Complete

We manage the process through to drawdown, coordinating valuers, solicitors and surveyors.

For investors and developers

- The right loan for each stage: purchase, works and refinance
- Every finance cost built into your appraisal
- Your cash-funded track record presented properly
- A tested exit and a fallback before you commit
- Straight answers, including when to keep it simple

For introducers

Accountants, solicitors, architects, engineers and other advisers introduce clients to us when their property plans need well-structured debt.

- Your client stays your client, and we keep you updated with their consent
- No cross-selling into your area of expertise
- A same-week conversation with a director
- Introductions run both ways: our clients need trusted advisers too
- Introducer arrangements available on request

WHEN TO BRING US IN

- Moving from cash-funded schemes to development finance
- Your first HMO, conversion or refurbishment project
- A below-market-value or multi-property purchase
- A bridging loan needing a refinance exit
- A refinance valuation that has come in low
- Unsure which type of finance fits your plan

THE DIRECTORS

Kiran Patel ACA
DIRECTOR

Kiran's background spans audit, in-house accounting and hands-on property investing. He is as comfortable interrogating a set of accounts as he is assessing a scheme's viability on the ground.

Joanne Patel ACA
DIRECTOR

Joanne brings an accountant's eye to every deal. With 14 years in accountancy, she co-founded Venture Finance to close a gap she saw constantly: consultants who understood lending, but not the numbers underneath it.

WHY CLIENTS AND INTRODUCERS WORK WITH US

Accountant-led
Every case is built from the numbers up: cash flow, stress tests and a credit paper lenders can act on.

Investor experience
We own and manage property ourselves, so we understand programmes, voids, refurbishments and exits first-hand.

Principal access
You deal with Kiran or Joanne from first call to drawdown, and so does anyone who introduces you.

Further reading. Our insight articles, including "From Cash to Leverage: A First-Timer's Guide to Funding Property Projects", are available from the downloads section of our website.

Let's talk about your next project

A 20-minute call is usually the best place to start.

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SCAN TO VISIT OUR WEBSITE

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