

Enhance and protect the value  
of your clients' property with  
strata improvement loans



**MACQUARIE RELATIONSHIP BANKING**  
STRATA IMPROVEMENT LOANS



Sometimes, repairs and maintenance of your clients' strata property just can't wait. We want to make it easier for your clients to access the funds they need to undertake maintenance and refurbishment works to their property. By accessing funds easily, they can carry out projects with minimal delays. It also means clients do not need to solely rely on raising special levies or accumulating additional monies in the sinking fund.

Macquarie Relationship Banking provides finance to fund mechanical, aesthetic, and structural improvements to clients' strata property.\* For example, this may include a lift refurbishment, updating foyers and common areas, mechanical maintenance, painting and rendering, or window or balustrade replacement.

## What are the benefits?

### Benefits for strata managers:

- **provides alternative** to raising special levies upfront
- **enhance relationship with your clients** by offering an alternative funding solution
- Macquarie Relationship Banking **provides the funding**, not a third party, so the process is more seamless and simple
- **deal with specialists** in the strata industry
- **experience the service** you are used to from Macquarie Relationship Banking.

### Benefits for owners corporations:

- **reduced financial dependence** upon existing lot owners to fund upfront large-scale capital works
- **payment solutions** to suit most financial situations and rate cycles
- **funds are available quickly** and works are not delayed while funds are collected\*
- **no security taken** over lot owners personal assets
- lump sum contributions throughout the loan term attract **no penalty fees**
- **potential savings** for lot owners by allowing works to be carried out completely with funding (rather than stretched out over a period of time).

## A distinctly different banking experience

Macquarie Relationship Banking, a division of Macquarie Bank, has specialised in providing financial services to strata managers and their clients for the past 25 years. Our commitment to the industry has led to the development of innovative products and services which support our reputation as a market leader.

## Contact us to find out more

Please contact your strata relationship manager for further information, or contact 1800 442 370.

[macquarie.com.au/strata](http://macquarie.com.au/strata)

## Strata improvement loan specifications

|                            |   |
|----------------------------|---|
| <b>Borrower</b>            | Owners Corporation  |
| <b>Minimum loan amount</b> | \$50,000  |
| <b>Maximum loan amount</b> | \$2,500,000 (maximum lending limits per lot owner apply depending on the size of your scheme) |
| <b>Loan terms</b>          | Maximum 5 years   |
| <b>Interest types</b>      | Variable and fixed rates (1, 2, 3, 4, and 5 years)  |
| <b>Security</b>            | Unsecured   |
| <b>Fees</b>                | \$1,000 establishment fee. No ongoing fees or early repayment fees.                           |

## What is the process for applying?

To assist us in completing the loan application we will require some paperwork, which includes:

- a copy of the owners corporation minutes passing a resolution to borrow funds and carry out the works
- the owners corporation financial statements and an aged debtors list
- a proposed budget incorporating the loan repayments
- a copy of the works quotation from the contractor.

\* Credit approval criteria apply and settlement times may vary.

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