

BLG research findings

Development finance 2013: Housebuilders' view

Typically how many developments do you build each year?

- Average of 8 developments per year
- Average of 38 units per year.

Do you obtain funding for all these developments?

- 71% seek funding for every project
- 22% sometimes seek funding
- 7% do not seek funding for their projects.

From where do you obtain funding?

- High street banks
- Specialist lenders (for example BLG)
- Private investors, friends and family
- Hedge funds
- Private banks.

What do you need from a development finance lender? (Top 5 in order of importance):

1. Lender's willingness to 'do the deal'
2. Access to a decision maker
3. Speed of decision (quick lending decisions)
4. Reasonable cost of loan
5. High loan to value.

Who responded to this particular survey?

- 59 housebuilders located in the South, South East, South West and London
- 86% are known to be the owner / director of the company
- Questionnaires were completed between 18 Dec 12 and 28 Feb 13.

Why BLG conducts regular research...

- To understand how we can best support our customers and intermediaries
- Through regular monthly telephone research plus online questionnaires
- Our objective is to fully understand borrowers' development finance requirements and then to make sure we meet those needs.



Find out more:

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Business Lending Group

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