

Housebuilders seeking finance should talk to companies with an in-depth understanding of the sector. Tim Palmer seeks lenders' views on maximising margins and minimising risk

# Cashpoints



Regentsmead is funding a 56-unit steel frame scheme in Grantham, which features a mix of social and private units. The town centre waterfront project by URDI has involved a number of pre-sales and sales to a major housing association.

When borrowing money to fund a scheme, housebuilders benefit from talking to a specialist lender who can offer a quick response along with flexible terms and conditions. "Housebuilders expect to receive immediate attention and we can put them in a position to bid for sites knowing that capital will be immediately available". says James Bloom, MD of Regentsmead. "Our forte in the equation is a fast, flexible approach with decisions made in hours rather than weeks. We typically lend 20% more than most high street banks with 50% on land and 100% on the build. We aim to build up a long-term relationship to enable a housebuilder's

business to grow steadily – indeed borrowers regular return to finance successive developments".

## one-stop shop

Last year Regentsmead teamed up with timber framed specialists Potton to provide a one-stop shop solution for small to medium size developers. An early success was with West Country developer Beckington Estates who had a site with detailed planning permission about to expire, which meant matching the designs approved for the site and building within weeks. Potton tailored its existing Shire range to match planning approval and the timber frame kits were

ready for delivery in five weeks. To help clients complete projects in the shortest possible time Regentsmead has also established relationships with other companies including Dew Remediation, Jane Duncan Architects, Landscape Planning group and Southern Property Consultants. Bloom adds. "Another example is a client developing on the site of an old petrol station who we've put in touch with Dew. It's not just about lending funds; we want to add value to the service we offer clients so we're also talking to other companies who will be useful to housebuilders. We're constantly evolving."