GUIDE

Exit-Strategy Guide

A credible, evidenced exit is central to any short-term facility. This guide outlines the main exit routes and how to evidence them.

Sale of the asset

Repayment from the sale of the security or completed units. Support with comparable evidence, marketing appraisals and any pre-sales or reservations.

Refinance onto a term facility

Repayment by refinancing onto a longer-term product. Support with an agreement in principle, projected rental income and serviceability.

Completion of a related transaction

Repayment from a separate, contracted event such as the sale of another asset or receipt of funds.

What strengthens an exit

- Realistic timescales with headroom within the term
- Independent evidence of value and demand
- Track record of delivering comparable schemes
- A clear plan B if the primary exit slips