South West specialists mark over ten years of property finance

Exeter Finance supports their customers by bringing their property projects to life and can assist them through every phase from purchase to conclusion

Exeter Finance, which offers secured and short-term bridging and property development loans in the region, is approaching the landmark figure of 800 loan completions since its launch in 2013 by Managing Director, Peter Keech.

Peter, who was with the Arbuthnot Banking Group for 20 years prior to launching Exeter Finance, began the business with the concept of providing tailored financial solutions for property professionals who seek a refreshing borrowing proposition.

The Exeter Finance model is to be personal, efficient and flexible in its approach, drawing on the many decades of experience in the financial and property sectors held by its team members. This unique approach means Exeter Finance is adept at making this type of funding more accessible to customers in the region, backed by its range of unique expertise and skills.

"From a start-up position, we are now a multi-skilled team of 11," mused Peter as he looked back on the history of the firm and contemplated the next stage of its journey.

"It is wonderful to see our approach work so well and benefit our customers; many of whom return to us for financing their next project. I believe it is our unique business model which has led to that success and we intend to continue in that vein as we look to support more customers purchasing and developing property across the South West."

Emphasising the experience the Exeter Finance team can bring, Peter's fellow Director, Chris Hall, and Head of Development Finance, Adam Lewis, are chartered surveyors. This breadth of talent differentiates Exeter Finance in the market place and further enhances the customer journey when working with the team.

And signalling its intention to expand the business, Exeter Finance has recently hired another well-known figure in the local banking sector with the appointment of Darren Galliford as its new Chief Operating Officer.

Darren, who has worked in a number of key finance roles in the region, including 28 years with NatWest and 11 years with Handelsbanken, most recently as District Head for the South, joined Exeter Finance with a brief to grow the loan book, which currently stands at around £60m.

"This is a fantastic opportunity because it combines two key elements of my previous banking roles which I really loved," explained Darren. "I am able to help customers with their financing plans utilising the autonomy and empowerment which Exeter Finance sees as a key part of its distinctiveness."

"I have already been out and about meeting existing and potential customers and it is great to see what they are achieving. Working with a lender such as Exeter Finance can make a real difference and transform your property ambitions into a reality."

Photo: Leigh Farmer Photography

Peter Keech, left, welcomes Darren Galliford, who recently joined Exeter Finance as Chief Operating Officer

Schlub Developments' latest project in the Bay purchased with the support of Exeter Finance

"Friendly, easy to deal with and extremely helpful"

Nick Gagg of Schlub Developments regularly partners with Exeter Finance to utilise the distinct service the team offers and has undertaken three residential projects with their support across Torbay over the last few years. Most recently an Exeter Finance loan enabled him to purchase a three-bedroomed semi-detached property with sea views in Paignton.

He explains: "We have worked with Exeter Finance previously on projects that were procured through a traditional estate agent purchase and a direct purchase with a vendor.

When an opportunity arose to bid and potentially purchase a project through an online auction, we were uncertain of the potential financing possibilities due to the restricted timescales involved when purchasing at auction.

We contacted Exeter Finance one evening, a meeting was agreed for the following morning and, after running through the cost plan for the project and agreeing suitable security, a loan agreement and terms were established.

No other finance company that we have ever worked with has offered this sort of facility where finance can be agreed in less than 24 hours with ease. Peter and the entire team at Exeter Finance are friendly, easy to deal with and extremely helpful, offering honest advice where required."