

FREE GUIDE

Where a Bank Says No and a Specialist Lender Says Yes

A "no" from your bank feels final. Usually it isn't - it's one lender's policy talking. Here's why answers differ so much between lenders, and what can change yours.

A no is policy, not a verdict

Every lender writes its own credit policy: which industries it likes, which property types it will lend against, how much of the value it will lend (LVR), how long it will lend for, how it treats age and exit plans, and which documents it accepts. When your bank says no, it usually means your deal sits outside **that bank's** box on one or two of those points - not that it's a bad deal.

Common reasons for a no, and what can change the answer

WHY THE BANK SAID NO	WHAT CAN CHANGE THE ANSWER
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LVR too high for their policy	Another lender with a higher limit for that property type, adding equity from another property as security, or adjusting the structure
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Loan term too long for your age	A lender with a different approach to term and age, a clear exit plan (sale, refinance, business sale, super or other assets), or a shorter term with a plan to refinance
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Not enough years of financials	Lenders who accept BAS, an accountant's declaration or bank statements
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Industry is outside their appetite	A lender that already lends comfortably to your industry
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Specialised or regional property	A lender with appetite for that asset type or location
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Tax debt or a past credit issue	Lenders who assess the explanation and current position, not just the history
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Complicated structure	A lender used to trusts, multiple entities and guarantors - and a well-presented application
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What “specialist lender” actually means

Beyond the big banks there are second-tier banks, non-bank lenders and private lenders. Many specialise in exactly the deals banks find awkward, and they're often faster and more flexible on documents, industry or property type.

The honest trade-off. Flexibility usually costs something: a higher rate, higher fees or a shorter term. That can still be the right call - owning your premises this year versus waiting two more years often outweighs a higher rate for a while. But a specialist loan works best with a plan to move to a sharper deal once the reason for the bank's no has gone (two full years of financials lodged, tax debt cleared, lease extended).

When a specialist isn't the answer

- When a mainstream lender would say yes with a better-presented application - that's always worth trying first
- When the repayments only work on paper, with no buffer for a quiet month
- When there's no realistic exit plan for a short-term or higher-cost loan

How to use this

Before you accept a no - or reapply somewhere at random and risk extra credit enquiries - find out **exactly** why the first lender declined. Then match your deal to the lenders whose policy already fits it, on LVR, term, age and exit plan, documents and industry. That matching is most of what a broker does.

Been told no? **[Take the free Commercial Loan Check at smartcommercial.com.au](https://smartcommercial.com.au)** and see what's really standing in the way - about 30 seconds, no obligation. Or call or text Dragan on 0403 343 177.

This guide provides general information only and does not constitute credit advice. Lending criteria (including LVR, loan term and age/exit requirements) differ between lenders and change over time, and depend on your individual circumstances. Current as at September 2026 - confirm exact requirements before making a decision.

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