

Interview Topics & Approved Quote Bank

Alastair Hoyne | The Finanze Framework

Interview topics

Property strategy	Why finance should be considered before acquisition, not after an investor has committed to the deal.
Valuation	Why purchase price, open market value, vacant-possession value, investment value and future value are not interchangeable.
Bridging	What makes a short-term loan executable rather than simply available.
Auctions	Why investors relying on an apparent discount should consider valuation before the hammer falls.
Below market value	The difference between a marketed discount and independently supported value.
Specialist strategies	Title splits, lease extensions and commercial investment where legal, valuation and finance decisions interact.
Underwriting	What lenders need to understand before valuation and how better information can improve speed and credit quality.
Exit planning	Why a short-term facility needs a credible repayment route and a viable contingency.
Property wealth	Why acquisition is only one stage in the lifecycle of a portfolio.
Entrepreneurship	Building Finanze Group and creating more efficient property-finance processes.

Approved quote bank

"A property strategy is only as good as the finance and exit that make it executable."

"Finance should be part of the due diligence, not the admin that follows it."

"Below market value is an evidence question, not a marketing label."

"Valuation is evidence, not validation of the investor's spreadsheet."

"The best time to solve the exit from a bridge is before taking the bridge."

"Speed comes from removing uncertainty early, not ignoring it."

"A lender saying yes does not automatically make something a good investment."

"If your strategy depends on the property being worth more than you are paying, think about valuation before the hammer falls."

"Leverage can improve capital efficiency, but it also magnifies mistakes."

"The framework is designed to help investors ask better questions before committing capital."

Short attribution

Alastair Hoyne, founder and CEO of Finanze Group and author of The Finanze Framework: Property Strategy & Finance Success.

Use note

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MEDIA ENQUIRIES

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