



A view of Specialist Lending

by Jaxon Stevens, National Sales Manager | issue 1 | July 19



Advisers are busy. We've received a record number of second charge enquiries from you. More of your clients are clients raising capital within their fixed rate period, avoiding high ERCs. More borrowers utilising seconds to improve their property and help consolidate debt, which can be hard to obtain via more traditional routes. We've arranged seconds for clients needing assistance to pay a tax bill or inject funds into a business. Clients also raising deposits for additional property purchases. And with rates lower than ever, starting at just 3.47%, fixed rate options, ERC free products, automated valuations and more income flexibility, it's clear why more advisers are considering seconds for the best outcome for their clients. Although specialist lending solutions are often seen as more complex, or potentially time consuming, we regularly see solutions turned around very quickly at Positive. *Take a look...*

Bridging Loan

Bridging loan arranged in just 8 days

CUSTOMER SCENARIO:

A 69 year old client with an unencumbered £250k 2-bed bungalow up for sale requires a retirement flat valued at £93k plus the additional stamp duty. Funding to be repaid when the bungalow has been sold.

OUTCOME - POSITIVE ADVISED:

With many lenders more than willing to lend, we had to find the best option for the client. We secured a rate of 0.49% with an automated valuation costing just £25 and no legal fees, greatly reducing client costs. The enquiry was received 17th June, terms were issued and agreed the same day and the case was submitted to the lender. The case offered 21st June and completed 25th June, just 8 days after the initial enquiry was received.

Second Charge

Second charge loan arranged in 13 days

CUSTOMER SCENARIO:

Clients required a £64k second charge mortgage for consolidation of unsecured debts, currently costing around £1.5k p.m. Clients were tied in to their 2 year fixed rate and wanted to avoid paying ERCs.

OUTCOME - POSITIVE ADVISED:

Placing the deal via our whole of market offering, we arranged a 3.99% 2 year fixed at just over £400 p.m. The enquiry came to us 5th June; the fact find and fully advised sales process were conducted the same day. The pack was issued to the client 6th June with requirements back 13th June. The deal qualified for an automated valuation, carried out 17th June, and funded 18th June, just 13 days after the enquiry was received.

More and more advisers are using Positive

We exist solely to help provide the best client outcomes and help both mortgage and financial advisers complete more transactions. We have arranged £1b+ in transactions and support thousands of customers every year across our multi-product lending solutions with options for advised or packaged. We offer face to face support across the country, making us a valuable partner for many lenders, networks and key brokers. Our expert teams will search the market to ensure clients receive the very best rate for their circumstances, every time whilst ensuring the introducing adviser gains the very best commission.

- Second charge mortgages
- Regulated & Non-regulated bridging
- Development finance
- Specialist first charge residential & buy to let
- Commercial mortgages
- Business loans.

To book your appointment or discuss a client enquiries

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