



## A view from the East

by David Coleman, Regional Account Manager - issue5 - October 19

I'm sure you'll agree that 2019 has been busy, busy, busy!

So far this year, Positive has received record numbers of enquiries. More than ever, brokers are facing scenarios where their 'go-to' mainstream lenders are unable to help but, with access to our multi-product lending solutions and expert teams, we are able to support our intermediaries and help their clients achieve their end goal. Our fair and low fee approach to lending, coupled with excellent customer service, ensures that we see ongoing and return business from intermediaries.

Whether you're an established broker or new to the industry and you would like to learn about the latest specialist options and how we can help you grow your business, call me on 07714 255 930 to arrange a meeting. *David*

## Bridging Loan

### CUSTOMER SCENARIO:

Clients, both aged 68, have an unencumbered 2-bed semi-detached house worth £700k. They need to capital raise £180k to continue works on a recently purchased property that is being transformed from commercial to a 3-bed semi-detached buy-to-let.

### OUTCOME - POSITIVE ADVISED:

With whole of market access, we had several options available. The deal was placed at 0.54% p.m. Although there were lower rate options available, this lender provided the best customer outcome as their overall fees were lower and we are able to use an automated valuation at just £99, saving the client a significant amount of money. This loan allowed the client to complete works taking the property from £330k to £700k. The loan had no exit fees or packager fees. The exit was a buy-to-let mortgage.

## Second Charge

### CUSTOMER SCENARIO:

A complex case where the client needed to raise funds to repay an ex-partner's share in the property. The client had recently re-mortgaged and added her son for affordability but she wasn't able to raise enough for the transfer of equity, due to a recent refinancing and being tied into existing fixed rate with ERCs and a further advance was failing on affordability.

### OUTCOME - POSITIVE ADVISED:

We had limited options placing the deal as the client's son had to be added, even though he had no benefit from the loan. We initially struggled to find a solicitor who was willing to advise. However, we sourced a lender to provide the full amount required and a solicitor. We also secured an automated valuation saving the client £385.

## The Positive way!

We exist to help provide the best client outcomes and help intermediaries complete more business, we have arranged £1bn+ in transactions and support thousands of customers yearly via our multi-product lending solutions. We have options for advised or packaged, making us the partner of choice for many lenders, networks and key brokers. Our dedicated expert teams search the market to ensure clients receive the very best outcome available for their circumstances every time, whilst ensuring the intermediary 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

david.coleman@positivelending.co.uk or 07714 255 930

Alternatively contact our team on 01202 850 830

**Positive**  
LENDING