



A view from the East

by David Coleman, Regional Account Manager - issue 7 - December 19

2019 a year of uncertainty and that dreaded word Brexit! One thing that is certain is more brokers than ever are being faced with clients requiring finance within the specialist lending market. As a result of this, we've visited more brokers than ever providing face-to-face meetings to support them with their specialist scenarios, we have seen record numbers of enquiries coming into the business resulting in record numbers of completions across our multi product solutions.

Thank you everyone who has taken the time to meet with me this year, for all of the new and ongoing business, it is very much appreciated from myself and all at Positive Lending.

Wishing everyone a very merry Christmas and here's to an even better New Year!

Bridging Loan

CUSTOMER SCENARIO:

A client going through divorce proceedings was being forced into an early sale of the marital home in order to facilitate an ongoing purchase for the ex-party. Set to lose a considerable amount of money, the client was interested in bridging to facilitate the ongoing purchase, whilst giving them a further 12 months to sell at market value or at a price they felt more comfortable with.

OUTCOME - POSITIVE ADVISED:

We were able to provide the client with £437k, the full amount required, at a rate of 0.48% pcm with no packager or exit fees. The exit strategy being the sale of his existing property.

Second Charge

CUSTOMER SCENARIO:

A broker, tied into their existing mortgage with £11k ERCs, required a £68k second charge mortgage for themselves for home improvements and some minor debt consolidation in time for Christmas. Having spoken to other packagers in the market, they were presented with extremely high fees.

OUTCOME - POSITIVE ADVISED:

The broker made contact with me and, after an initial call, we established that we could save them £4k on fees alone. A second charge lender was sourced for the full loan amount required with no ERCs to pay and a rate of 3.99%.

How we can support you in 2020

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 and our account managers are here to support you with face to face meetings at a time and place of convenience. We look forward to supporting you in 2020!

- 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 enquiry

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Alternatively contact our team on 01202 850 830

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