



# A view from the East

by David Coleman, Regional Account Manager

Hi everyone and welcome to my first "View From the East". A regular snapshot written for you to highlight opportunities that I come across on my travels meeting brokers; I'll also keep you up to speed on all things Positive Lending.

Thanks to the amazing support of intermediaries who trusted us to find the best outcome for their customers' specialist lending requirements, 2018 saw a fantastic year of growth for us. Now we want to help make 2019 a fantastic year for you and there are many exciting new products and projects that will grow your specialist business.

## Second Charge

### Debt Consolidation and Home Improvements

#### CUSTOMER SCENARIO:

Mr (52, self-employed) and Miss (54, employed) wanted to capital raise for home improvements and consolidate debts. However, income was tight and some of the debts were for business use.

#### OUTCOME - POSITIVE ADVISED:

Positive arranged the full £92.5k on a 5.49% 2yr fixed. This allowed debt consolidation of an existing second charge, business debts at the end of their 0% interest life and personal unsecured credit. Leaving the remainder for home improvements.

*But it didn't end there!* During the application process, another lender launched a market-leading 3.99% rate, so we quickly swapped the customer to the new product; providing the best outcome for the clients and saving them over £100 per month.

## Residential

### Purchase with Adverse

#### CUSTOMER SCENARIO:

An employed couple, Mr (39) and Miss (31), were renting but looking to purchase a £330k property. They had raised a good deposit of £85k. But they had credit issues; 4 months previous mortgage arrears, 1 CCJ & 5 defaults at just over 12 months old.

#### OUTCOME - POSITIVE PACKAGED:

We sourced a 5 yr fixed mortgage at 6.37%. Allowing them to get back onto the property ladder, begin to move away from their adverse status and become home owners again.

## Bridging - how Positive can help you...

Today's bridging market is a highly competitive arena with a myriad of lenders offering historically low rates. Clients are taking advantage of this, using short-term finance move quickly on good opportunities. In 2018, we helped hundreds of clients secure bridging finance for lease extensions, light & heavy refurb, inheritance, auction purchases, change of use, uninhabitable properties, re-bridging, title split, chain breaks and more. Below are just a few reasons why brokers return to us time and again for support with bridging clients:

- Regulated and non-regulated
- Straight forward and complex cases
- No high fees
- Dedicated expert team
- Combined experience of 100+ years
- Whole of market access
- Exclusives and restricted access products
- Advised and packaged options
- Best commission for any enquiry
- Commission paid within 24 hours of completion.

To book your appointment or discuss a client enquiries  
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Alternatively contact our team on 01202 850 830

Positive  
LENDING