



Lime Consultancy  
MAKING BUSINESS FINANCE SIMPLE

# Case Study

## Re-finance of distressed lending

## Refinance of Distressed Lend

Commercial mixed use property in London. Due to a bereavement the client had not paid the existing lender leading to a deterioration in the relationship and the lender seeking full repayment of their mortgage.

The property was retail food on ground floor with two flats on the floors above.

The need was for finance to be agreed quickly, for the existing lender to be assured over their repayment and for time to be allowed for the refinance to complete.

Despite the complexities of a non-standard property and an imperfect client credit record we obtained approval to refinance the existing borrowing including an additional £30k to allow for works to be done which would enable the client to increase their rental income.

Approval was obtained inside 24 hours subject to valuation.

The key parts of this deal were;

- We could confirm to the existing lender that the refinance was approved, we remained in contact with the lender throughout meaning they gave the client the time they required
- We liaised with the client solicitor, lender and lender solicitor to ensure any questions raised were quickly resolved. This meant lower legal costs to the client and a quicker journey to completion
- Our good relationship with the new lender meant they tailored the loan in the client's favour and gave us flexibility with the approval. Other brokers would not have received this flexibility which would have seen the proposal being declined

This case showed that providing a quick approval and liaising with all the parties involved can bring a complicated case to a quick conclusion. It also demonstrated that our relationship with lenders buys the client flexibility they would not have obtained elsewhere.

## This case was completed in September 2016