



CASE STUDY

PROPERTY FINANCE



In April 2017 a successful foster and community care agency based in London had obtained a commercial property they wanted to develop into offices and a community hub.

The client had struggled to raise finance for the project due to the condition of the property, its intended use and that the property would need to be completely rebuilt.

WHAT HAPPENED

There were a number of issues with this case that had caused problems for previous brokers. The complexities were such that without specialised knowledge this case would have failed again.

Due to the issues with the property, which were more detailed than initially known, we looked at this proposal from a difference angle.

By understanding the bigger picture and how the new property was going to become income generating we were able to structure the finance differently from how previous brokers had tried to arrange things.

By understanding more about the property and doing more research at the outset we avoided the issues encountered by previous brokers.

Our innovative structure and that we looked at the bigger picture with the client were key to securing the borrowing the client required.

A total of £580k over 24 months was agreed to complete the project.

