



CASE STUDY

COMMERCIAL UNITS



A London based property owner had two commercial units they needed to refinance.

Their current lending had reached the end of its term and they needed a better deal.

The units and the tenants were a little unusual and required more consideration than it may have appeared.

COMMERCIAL PROPERTY FINANCE

Background

An experienced property owner had two commercial units that they needed to refinance to repay the current lender, obtain a better deal and release some cash for the next project.

Challenges

Timescales were important to the client. We also had some foreign ownership as well as tenants that were fairly new meaning the lease covenants were not overly strong.

How the client benefited

By understanding the borrower ownership and taking time to understand the property and the tenancies we were able to get a lender on board that understood the proposal and was happy with everything.

Too often issues arise late in the day that cause problems, by getting a clear understanding on day one we were able to avoid this happening.

We have a great relationship with our lenders, as such we worked around the issues, found solutions for what was outside their 'normal' criteria and succeeded in getting a finance offer to our client they were delighted with.

This £830k commercial loan completed in August 2021.

WHO WE ARE

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