



CASE STUDY

URGENT PROPERTY FINANCE



A landlord with several properties needed to release cash quickly pending sale of a rental unit.

The request was to raise £1m and have the case completed and cash in the client's bank account within 21 days.

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Background

An IFA contact approached us having been let down by another broker meaning their client was now running short of time to raise the capital they needed pending sale of a property.

The overriding key objective here was speed. Given what had gone before we had 21 days to raise £1m and get the lending completed.

Challenges

The big issue here was timescales. We needed to get the valuation, legal work and lending all agreed, done and completed quickly.

How the client benefited

We do things differently from most brokers. It is why we succeed where our peers sometimes fail. In this case we spoke to the valuer, liaising between with them and the selling agent. We worked with a lender where we regularly speak with the decision makers. This meant we got a loan offer out within hours and the valuation report within a few days.

We worked with solicitors to complete the legal work using indemnities and insurance, thereby cutting the legal work to a minimum and allowing the case to complete. This was all about teamwork.

Delighted to see this £1m lending case complete in September 2021.

WHO WE ARE

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