

Commercial Mortgages

For purchase or refinance up to 85% LTV

We can help your clients who may have business properties which are:

Take-aways With Or Without Living Accommodation, Restaurants And Wine Bars, Fish & Chip Shops, Guest Houses, Bed & Breakfasts, Hotels, Public Houses, Cafes, Off Licenses, Bookmakers, Offices, Newsagents, Shops, Shops With Living Accommodation, Holiday Lets, Investment Properties, Dentist & Doctors Surgeries, Factories, Village General Stores, Farms, Warehouse & Light Industrial Units, Nurseries, Estate Agents, Accountancy & Solicitors Practices.....

Procuration Fee

You will receive **50%** of the broker fee charged together with **50%** of the lender procuracy fee earned.

Have you clients who:

- Have been declined by the bank?
- Wish to purchase rather than rent?
- Wish to finance stock / plant and machinery?
- Want to consolidate loans and overdrafts?
- Need to refurbish and improve?

We can help your clients who:

- Have difficulty proving income
- Have no financial accounts
- Have CCJ's, defaults, arrears
- Have traded for just a day

For a fresh perspective call **0800 1 69 68 67**

Creative Mortgage Solutions

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Case Studies *Commercial Mortgages*

Hotel - Refinance

The applicants sought to refinance an owner occupied 6 bedroom hotel/pub property. Funds were required to make improvements to the hotel to increase business, and to consolidate some existing debt. The clients self declared their income and an advance of £400,000 was secured against a property value of £470,000 (85% LTV). Payments on the loan were spread over 25 years, drastically reducing the monthly payment in comparison with other lenders and a rate of 6.2% over LIBOR was applied. From receipt of the application to drawdown of funds, the deal was turned around in less than 3 weeks.

The introducing broker received £5,000 commission.

Pub - Purchase

After renting for many years, the client was seeking to raise finance for the purchase of a pub. The client made a self declaration of income as there were no accounts available, and an advance of £195,000 was secured at 75% LTV (4.95% over LIBOR). The payments were spread over 20 years with an offer being issued on the same day as the application was received. From receipt of the application to drawdown of funds, the deal was turned around in less than 7 weeks.

The introducing broker received £2,437 commission.

Shop - Purchase

The applicant sought funds to purchase a retail shop with flats above. The client took advantage of the self declaration of income option, as there was a lack of accounting information, along with projections for running the business and despite having a CCJ, was able to secure finance at 5.5% over LIBOR. £270k was advanced against a property value of £415k at 65% LTV. From receipt of the application to drawdown of funds the deal was turned around within 10 weeks.

The introducing broker received £3,375.

Takeaway - Purchase

In this case, the client approached the intermediary looking to purchase a high street takeaway with a flat above. The provision of one year's accounts meant qualification to a lower margin and an advance of £120,000 was secured at 4.25% over LIBOR against a property value of £152,000 (79% LTV). The applicant took advantage of a 3 year interest only period, improving cash flow for the business in the early part of the loan. Monthly payments were also reduced by spreading the loan over the maximum 30 year term. From receipt of the application to drawdown of funds, the deal was turned around in less than 8 weeks.

The introducing broker received £1,350 commission.

High street furniture store - Purchase

In this case, the applicant required an advance of £150,000 to purchase a 70 year lease, having a high street presence for a furniture business. A rate of 4.95% over LIBOR was applied and funds were secured against a property value of £200,000 (75% LTV). The client made a self declaration of income and took advantage of the 3 year interest only option, freeing up cash in the early part of the loan. From receipt of the application to drawdown of funds, the deal was turned around within 9 weeks.

The introducing broker received £1,875 commission.



A fresh perspective