

Second Charges

For finance up to 110% LTV

Let us work on your behalf

We are here to provide you and your clients with a quick and effective service. All we require is a single document completed with your client's information. We will then search our extensive panel of lenders taking into account their credit history and find the best lender to suit their needs.

Procuration Fee

You will receive **50%** of the broker fee charged less any costs incurred. This generally equates to 4.5% of the advance.

Have you clients who:

- Have been declined for a further advance?
- Are tied into an existing mortgage with a large redemption fee?
- Want to raise money quickly with minimal fuss?
- Have recent credit problems or arrears and don't want to remortgage to a higher rate?
- Cannot prove their income?

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
Flavell Suite
Red Hill House
Hope Street
Chester CH4 8BU

0800 1 69 68 67

www.cmschester.com



Case Studies *Second Charges*

Further advance declined by a mainstream lender

A broker contacted us about a new case. Their clients wanted to borrow £30,000 to carry out a number of home improvements including an extension and general refurbishment of their property.

The clients had already applied for a further advance, but because their mortgage payments had been late in recent months, the lender declined their application.

However, they were able to proceed by applying for a Second Charge. By using an online valuation with no mortgage reference the finance was in place within 14 days allowing the building contractors to commence work on schedule.

The broker received a procurement fee of £1,200

Avoiding redemption penalties

A broker contacted us to try to assist their clients in raising money to consolidate existing debts. Initially the broker considered a remortgage of the client's property.

However they had only recently remortgaged, and were tied into their current deal for a further 18 months. The penalty to remortgage was in excess of £10,000.

A Second Charge was suggested to consolidate the client's debts. An application for £25,000 was processed within 21 days that consolidated all the debts into one payment and reduced their monthly outgoings.

As the Second Charge was only £25,000 the redemption penalty for this amount was only one month's interest. The clients were able to remortgage in 18 months with no penalty on either the mortgage or Second Charge.

The broker received a procurement fee of £1,000

Clients with a good rate they don't want to lose

A couple wanted to remortgage and raise £27,000 to pay for their daughters wedding and landscape their garden.

One of the applicants recently had a County Court Judgement registered against them in a dispute with a communication company for an amount of £500.00. As a result the clients were being quoted significantly higher rates than they were currently on.

As they required the money before the dispute was likely to be resolved, the clients opted to apply for a Second Charge. The clients had no fees to pay up front and the application process took approximately 21 days from start to finish.

The broker received a procurement fee of £1,080

Difficulty in proving income

A broker was contacted by a client who was looking to raise money to buy a vehicle. He had been employed for several years by one firm, but recently became a self-employed contract worker with another firm.

The client was unable to provide any evidence of his new income and couldn't fund the costs of obtaining a remortgage due to recent changes in his circumstances.

We offered him a Second Charge with a lender who did not require any proof of income or employment. He applied for a £16,000 Second Charge with no upfront fees. He was able to buy the vehicle only 19 days after speaking with his broker.

The broker received a procurement fee of £650

A fresh perspective

