



Fluent for Advisers Case Study

Objective:

Mr and Mrs M from Warwick needed to extend their property due to their growing family. The credit report showed a good credit score with some existing unsecured credit (cards and a loan).

Employment status - Employed with stable incomes

Property valuation - £700,000

Mortgage balance - £302,000

Mortgage Type - Repayment mortgage, BRT with HSBC, 0.1% above Bank base rate

Loan sourced - Annual rate 5.5% and LTV 52.2%

Outcome:

Fluent for Advisers were able to arrange a low cost second charge for £63,000 over 24 years. By also clearing the Clients' existing credit, they obtained the funds for their much-needed extension and actually saved £185 pcm on their outgoings.

Benefit to Clients:

The Clients managed to protect their excellent low rate mortgage, obtained the necessary funds for their property extension and did so with a reduced monthly cost on their outgoings.

Benefit to the Adviser:

The Clients were given the best possible advice by offering a whole-of-market solution from an expert packager, obtained a product with limited ERC, had the opportunity to review their protection needs. So the Adviser gained further credence with his clients and is in a great position to re-visit to arrange a re-mortgage when interest rates do eventually increase. In addition, the Adviser also received a commission payment of £2550.

If you would like to contact Fluent for Advisers, either call them on 01204 477 600 or email brokerteam@fluentmoney.co.uk.

Broker team contact hours: Monday - Thursday 9.00am to 5.30pm, Friday 9.00am to 5.00pm

Adviser operating hours: Monday - Thursday 9.00am to 8pm, Friday 9.00am - 5.00pm, and Saturday 9.30am to 2.30pm

Or please contact the Mortgage Brain Customer Support helpdesk on 0208 665 3200 or email loansbrain@mortgage-brain.co.uk.

Customer Service Team contact hours: Monday - Friday 8.30am to 5.30pm, except Wednesday 10.00am to 5.30pm