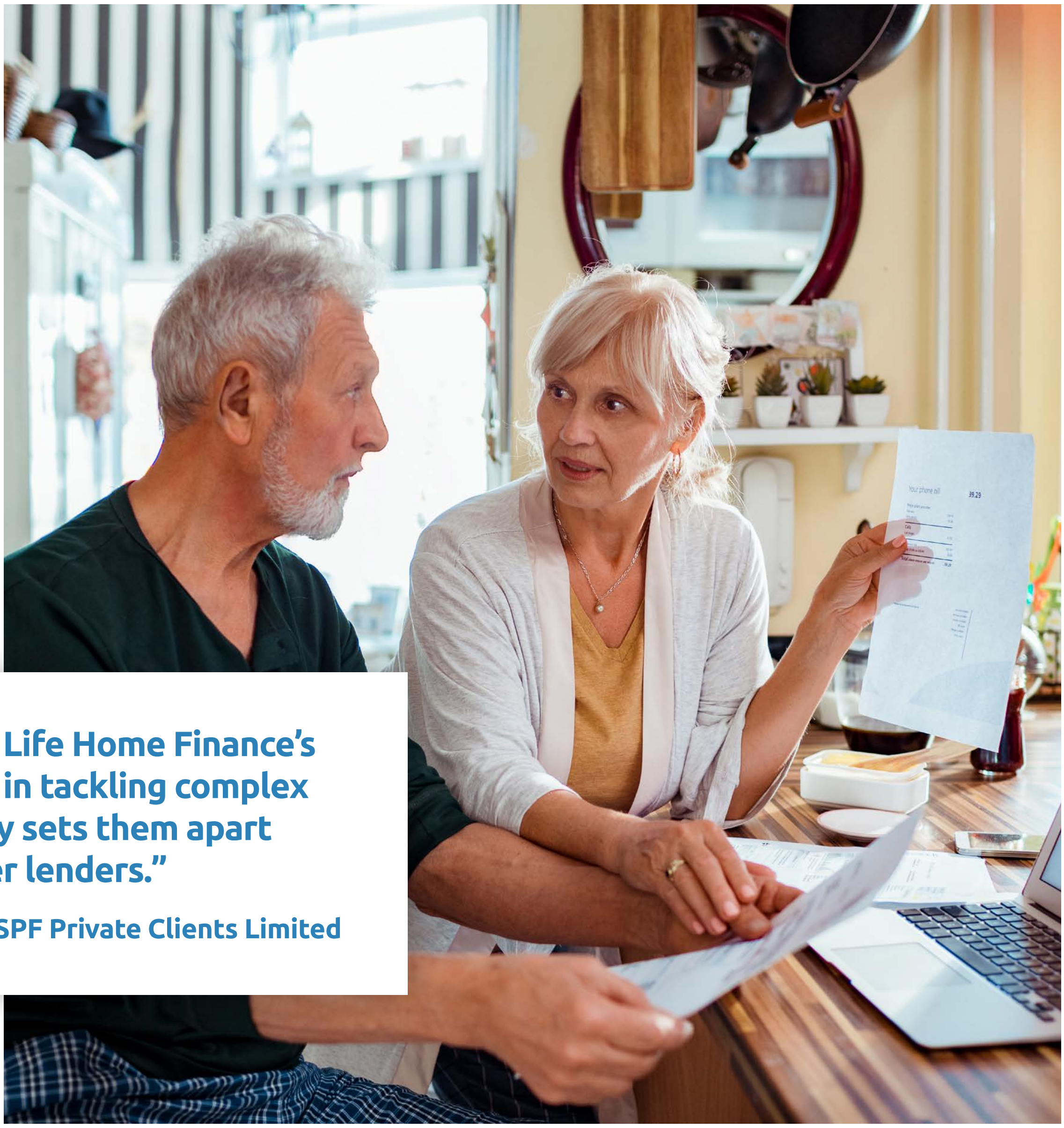
Standard Life
Home Finance

Navigating complex cases with expertise:

Showcasing our commitment



> "Standard Life Home Finance's expertise in tackling complex cases truly sets them apart from other lenders."
>
> **Andy Shaw, SPF Private Clients Limited**

The case

I appointed Standard Life Home Finance as the appropriate lender for my clients looking to refinance their £800,000 mortgage. These clients came to me with an original recommendation to release the maximum funds available through a lifetime mortgage (LTM), however taking into account their current income and existing circumstances, I recommended taking a lower release LTM on their first home to reduce the loan to value (LTV) and interest rate, and take an interest only mortgage (IOM) on their second home in Cornwall.

> **"On my recommendation and through the support of Standard Life Home Finance, my clients were able to experience the best of both worlds."**
>
> **Andy Shaw, SPF Private Clients Limited**

With my recommendation and advice, they understood that by leveraging their second home with an IOM, they were able to access a reduced rate and loan to value (LTV) on a lifetime mortgage. This helped to broaden their options and as a result, opened the possibility for a Horizon LTM which aligned perfectly with my clients' requirements due to the unique features and flexibility of this range.

My clients were looking to reduce their monthly outgoings in the form of repayments without needing to give up either home. Taking out a smaller IOM on their second home was a manageable expense for their existing income and meant they could afford to release less from their first home, of which they had complete flexibility around making repayments.

Plan:
Joint

Ages:
67 and 72yrs

Location:
North Yorkshire

Recommendation:
£675,000 Horizon lifetime mortgage and £125,000 interest only mortgage on second home

Choosing Horizon

While other lenders presented slightly lower interest rates, the Horizon range stood out due to its flexible lending features. Notably, the 8-year fixed early repayment charges (ERCs) and the perpetual ERC exemption period were a desired match for my clients' requirements. Taking into consideration their financial goals and circumstances, these features helped to offer peace of mind and reassurance if they were to find their circumstance change in the future.

> **"Standard Life Home Finance understood every facet of the case, and with their expertise, I was able to craft a solution for my clients."**
>
> **Andy Shaw, SPF Private Clients Limited**

My ongoing rapport with Sanjay Gadhia, Standard Life Home Finance's National Sales Manager, helped to ensure that the clients received the most suitable plan for them with the option to service the interest, in line with their income.

My clients were drawn to Standard Life Home Finance's Horizon range with competitive rates and their market leading features which were on the top of my clients' list. A Horizon plan allowed them to meet their overall objective to reduce their monthly repayments while also retaining their two beloved homes.

Impact of aligned expertise

Dealing with two properties made this a very complex case, which became particularly evident during the completion phase. This required coordinated efforts and clear communication between all parties involved, including multiple solicitors and stakeholders requiring regular updates. Adviser lender communication was frequent and clear, Sanjay and the team at Standard Life Home Finance really went the extra mile and were able to help me in presenting a thorough and reasoned advice recommendation to my clients.

The strong communication and specialist expertise shared between Standard Life Home Finance and myself is what made this case a success, and their collaborative approach played a crucial role in overcoming challenges posed by this case.

By selecting a Horizon lifetime mortgage, I was able to secure a market leading solution with flexible features for my clients. This case highlights the importance of understanding clients' unique circumstances and aligning them with appropriate financial products. Standard Life Home Finance's expertise and willingness to support a complex case, allowed us to craft a solution that met the clients' needs now and in the future.

Enhance your later life lending solutions with Standard Life Home Finance and explore the possibilities of Horizon for your clients today.

Get in touch

Register now to access the full Horizon range

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