



themoneyhub

PROVIDING SOLUTIONS FOR COMPLEX  
& CHALLENGING CASES

# About Us

The Moneyhub are a specialist finance broker for Bridging, Development Finance, Secured Loans and Complex Residential Mortgages. We value the partners that we work with and our experienced team are able to help place cases that otherwise might have been rejected.

- ✓ Extensive panel of commercial, bridging, secured and mortgage lenders
- ✓ Competitive commission structure
- ✓ Simple introducing &/or DIP submission
- ✓ No application fee on packaged cases

- ✓ Close relationships with lenders
- ✓ Sourcing systems
- ✓ Specialist packaging – You can advise on your cases if you wish
- ✓ CeMAP qualified Advisers & Dedicated support

## Key Contact



**Matthew Wiseman**

Director

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Bridging, Development &  
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Head of Underwriting

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# Secured Loans

Here are key reasons where a secured loan could be suitable to your clients:

- ✓ *Raise money for Debt Consolidation, Home Improvements*
- ✓ *Avoid ERC's on Main Mortgage*
- ✓ *Bad Credit accepted such as Missed Payments, Defaults, CCJ's, DMP, Mortgage Arrears, IVA, Discharged Bankrupt*
- ✓ *No Debt to Income Ratio*
- ✓ *Repayment & Interest Only Plans*
- ✓ *1 Years Accounts*
- ✓ *Fixed rates with no ERC's*
- ✓ *2nd Charge on Main Residence & BTL*

## Case Studies of where a secured loan has been ideal for the client...

Property was purchased, and then decided that it required extensive improvements, to enable them to cater for their growing family, it was found after a time that the cost of these improvements were running over their initial budget, due to the labour and material costs dramatically increasing as a result of COVID, the client then had to use loans and credit cards to complete the works. Once the improvements had been completed the clients found themselves having no disposable income each month and were only just making the minimum payments. They needed a clear repayment structure, out of the debt and some spare disposable income to support their young family in case of emergencies.

## The Solution

We explored a remortgage option however this was dismissed as there were high early redemption fees as within a fixed rate period, so a debt consolidation secured loan was the most suitable option as it gave the clients a clear debt repayment structure, reduced outgoings and reduced the financial stress they were under.

# Bridging Finance

- ✓ Regulated & Unregulated loans available
- ✓ Interest Rolled / Retained or Serviced
- ✓ Auction / Quick Purchase / Chain Breaks
- ✓ Bad Credit Profiles Accepted

- ✓ 100% LTV available with additional security
- ✓ 1st & 2nd Charge options
- ✓ Light & Heavy Refurbishment Loans
- ✓ Uninhabitable Properties

Here are some examples of where bridging finance is used:

## Chain Break

A bridging loan can help when there is a gap in the property chain between buying and selling properties. It may be necessary to purchase a property to avoid missing out but there is not the time available to sell your current property to raise the required funding.

## Buying at Auction

Upon winning the bid at an auction you generally have to complete within 28 days, so you may not be able to raise a standard mortgage in this time frame, so a bridging loan can be used to complete on the purchase.

## Uninhabitable Properties

Standard mortgages require the property to be in a habitual form – i.e. have a kitchen, bathroom, heating etc. – but some properties are run down and due to their poor condition they are classed as uninhabitable and not suitable security for traditional mortgage lenders. In this situation bridging finance could be a solution.

## Change of Use

This is where you plan to make extensive changes to the building, so for example change an office block into flats or convert a residential house into a HMO (House of Multiple Occupation). Due to these types of changes high street banks will not lend, whereas bridging loan lenders will consider this.

## Renovation Work

You might need funds to complete the renovation work.

## 1. AUCTION PURCHASE

Client was referred to us by an introducer, the client had secured a property at auction and had to complete in 12 days. The mortgage the client applied for was declined due to not having EPC rating on the property. The client required an offer for £135,000, to complete on this purchase.

### The Solution

We spoke to the client immediately, the purchase price was £168,000 and works required of £10,000. The client supplied us with all relevant documents and we were able to get the Lender to agree to work within the clients timescales, a valuation was booked and solicitors instructed. The terms of the bridging loan were issued for £135,000, within 3 days the valuation was received and an offer issued to the client. With the client's solicitor and lenders solicitor working together, the purchase was completed on time and in turn this avoided the client being served notice to complete (this is the standard contract at auction) as this may forfeit the deposit and accrue interest.

## 2. THE SCENARIO-REFURBISHMENT PROJECT

The client had agreed to purchase 2 houses for £265,000. The current owner had made a connecting internal doorway between the 2 properties and both were in need of a full refurbishment costing £90,000. When the refurbishment was completed the properties would be returned to 2 separate dwellings and refinanced to add to their portfolio.

### The Solution

We were able to obtain a gross bridging loan of £198,750 from one of our bridging lenders at a very competitive rate, this gave the client enough funds to purchase the property and he was going to use his own funds for the works. The offer was issued in a timely fashion enabling the client to move forward with the project.

Once completed the client expects the Gross Development Value (referred to as "GDV") to be in the region of £500,000.

We also had other lenders which were identified to provide the day 1 advance to complete the purchase at 75% gross and they would have funded the works in full, however, the client decided to use their own funds for the works to reduce the finance costs.

# Development Finance

- ✓ Single unit to multi-unit
- ✓ Ground up development
- ✓ Development Exit Finance
- ✓ Bad Credit Profiles Accepted
- ✓ Loans from £75K +
- ✓ 100% LTV available with additional security
- ✓ Fund land acquisition and development cost
- ✓ No experience required if using an experienced and proven contractor for the build
- ✓ Raise 100% of Build Costs

Case Study of where development finance has been ideal...

## 1. THE SCENARIO-GROUND UP DEVELOPMENT

The client owned the land next to their main residence, they had split the title with two freehold titles and had obtained planning permission to build 8 flats, when this was complete, they would refinance to a multi unit buy to let mortgage on the 1 freehold title. The client is a first time developer who also owns residential and commercial buy to lets.

### The Solution

The client advised us that a contractor would be completing the project for them, with a build cost of £507,000, after discussions with our lenders, it was agreed with one lender, they were prepared to offer the full work costs.

A valuation of the land was done at £117,000 with a GDV of £900,000.

An asset manager was appointed by the lender to work closely with the client and the legal process was concluded in a timely manner to allow the client to draw down the first tranche of the loan, to commence the building project.



# Specialist Residential **Mortgages**

- ✓ *Bad Credit Accepted such as Missed Payments, Defaults, County Court Judgements, DMP, Mortgage Arrears, IVA and Discharged Bankruptcy*
- ✓ *Right to Buy & Shared Ownership*
- ✓ *1 Years Accounts*
- ✓ *Ex-local flats including High rise block*
- ✓ *No Credit Score*
- ✓ *Married couples sole applicants*
- ✓ *Mail Order & Communication profiles ignored*
- ✓ *Contractors & Zero Hour Applicants*
- ✓ *4 applicants*
- ✓ *Non-Standard construction*

# Buy To Let **Mortgages**

- ✓ *Personal Name or Limited Company, LLP*
- ✓ *First Time Landlords or Experienced*
- ✓ *Holiday Lets / Air BnB*
- ✓ *Semi Commercial Properties*
- ✓ *HMO & Multi-Unit & Student Lets*
- ✓ *Bad Credit Accepted*
- ✓ *Day One Re-mortgages*
- ✓ *Repayment & Interest Only*
- ✓ *Ex-Pats*
- ✓ *Flats above commercial*
- ✓ *No minimum income requirement*
- ✓ *Corporate Lets*

# Commercial **Mortgages**

- ✓ *High Street & Specialist Lenders*
- ✓ *Owner Occupied or Investment Purchase/Refinance*
- ✓ *All commercial property types considered on merit*
- ✓ *Pubs, B&B's, Land*
- ✓ *Repayment & Interest Only*
- ✓ *Individuals, Sole Traders, LLP's, Partnerships & LTD Companies*
- ✓ *Bad Credit Accepted*

# Feedback From **Introducers**

I wouldn't use anyone else! What the Guys at the Money Hub don't know simply can't be done. Straight talking, with constant updates and the refreshing ability to contact them makes the service received second to none.



We've been working with Gary and the team at the Money Hub for around 3 years, during which time they have proven their knowledge and expertise in the realms of Secured lending, Bridging and Commercial mortgages repeatedly. He is always available to discuss a case and check criteria prior to submission (even outside normal working hours!) and the updates we receive are detailed and regular. One of the things we love about working with Gary is that he treats our clients with the same customer service ethos as we do and deals with them from start to finish, so the continuity and his professionalism is reassuring to us all. Not only do they send our commission payments promptly, the same day they are paid by the lender, but if one of our clients contacts the Money hub directly they always credit us with the referral, whether we've been active in that particular transaction or not!



I have been working with Gary & The Money Hub for 6 years and they have always provided a helpful and professional service to me & my clients. I receive regular updates on cases, and I have received very positive feedback from my customers.

Money Hub have expert knowledge of bridging loans, second charges and commercial lending they are very efficient and pay brokers the day that they are paid by the lender.

Most of my client experiences have been handled by Gary, he is a friendly, helpful, & professional advisor who always gives a 1st Class service to me and the client, he always commits and helps the client from the start through to completion.

I have no hesitation recommending Gary & The Money Hub they have always been fantastic.

*Mortgage Store*



# Feedback From **Lenders**

'Shawbrook have a fantastic relationship with Gary and it is a pleasure working with him. He has a great understanding of our criteria which makes deals complete seamlessly. Gary is at the forefront of testing our new systems and products which has allowed us to complete a bridging loan within 12 days!

Gary has joined Shawbrook on multiple panels and events as a strategic partner, providing us with his wealth of experience and knowledge within the commercial property market. We hope this relationship continues to grow and we look forward to working with him more in the future.'



Gary is someone who I really enjoy working alongside. He provides me with all of the relevant information prior to application for his own due diligence in making sure it's a deal which will work for Paragon, this point is supported by his high conversion rates from application to completion. His cases are always fully packaged day one which really helps our underwriting division gauge a full understanding of the application. As a lender we very much appreciate Gary's continued support and look forward to working with him going forward.



Having worked with The Moneyhub for several years we have developed a great partnership. Matt, Gary and the team are approachable, knowledgeable and creditable in the way they work and will always go the extra mile to source finance for their clients. Whether residential, commercial or development finance the team have experience to support your needs.



## WHY NOT GIVE US A TRY....

The Moneyhub has over 40 year's experience in financial services and has a wealth of knowledge ensuring that we provide the best service to our partners clients. We have an extensive panel of bridging, commercial, secured loan and mortgage lenders with the expertise you can trust.

Simple Client Referral Process – Visit website for details

Simple DIP Process – Visit website for details

Have an Enquiry? – Call us now on 0203 725 5830

<https://www.themoneyhub.co.uk/introducers/>



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