

# WHO'S SERVICING INTEREST AND WHY?



Interest servicing has long been available as an option in lifetime mortgages. According to the Equity Release Council's Autumn Market Report 2022, nearly one in four lifetime mortgage products offer interest serviced options to clients.

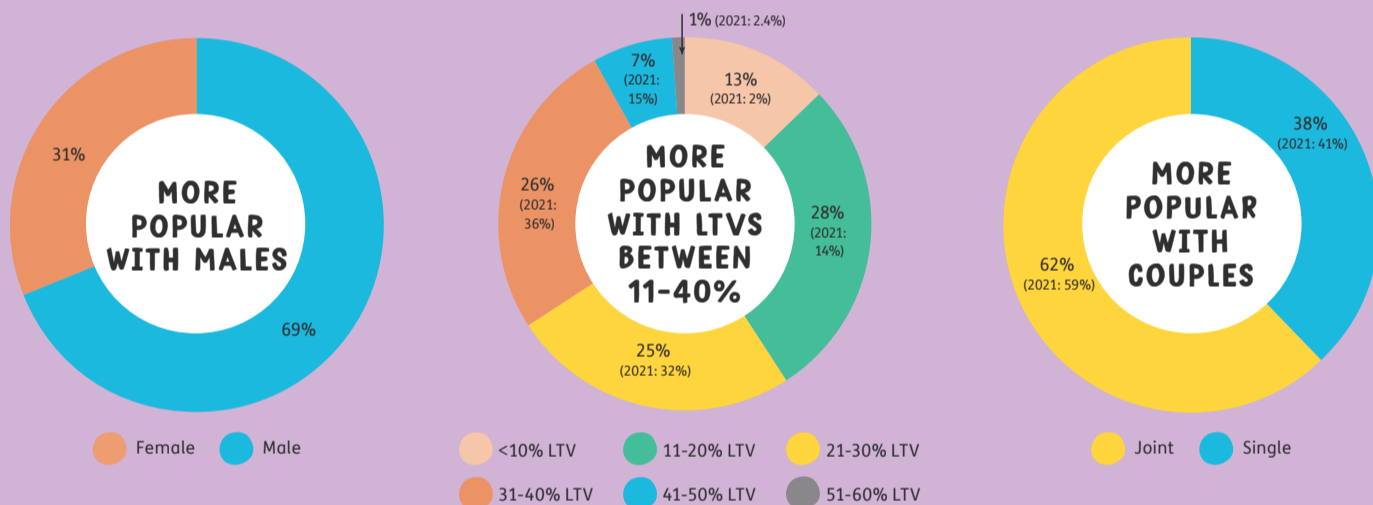
Interest servicing can be a good way for clients with surplus income to reduce the build-up of debt and could provide more lending options if additional funds are needed in the future.

The FCA emphasises that in order to give good advice, advisers must tailor it to align with their clients' unique circumstances, specific requirements and individual motivations. The Just For You Lifetime Mortgage interest serviced option could help clients with surplus income reduce their overall cost of borrowing.

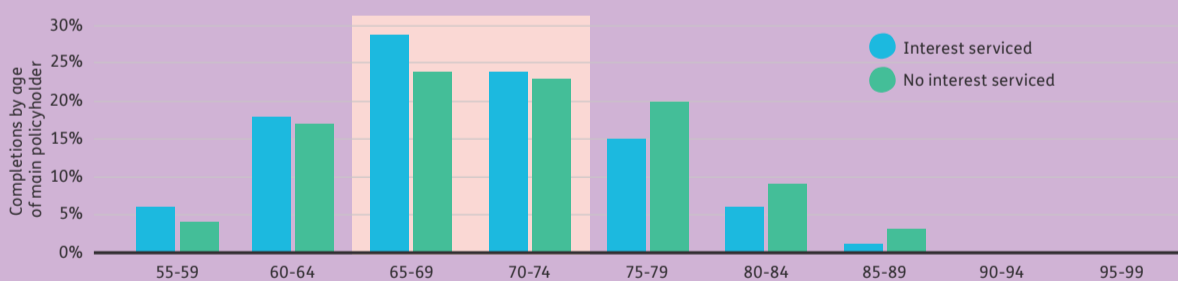
In 2022, 15% of our lifetime mortgage clients chose the interest serviced option.

Here's a taste of what they look like.

## WHAT CLIENTS LOOK LIKE



## MORE POPULAR WITH THOSE AGED BETWEEN 65-74



## MORE POPULAR WITH PROPERTIES VALUED BETWEEN £100,000 - £399,000



Figures are based on Just's lifetime mortgage sales in 2022

### FOR MORE INFORMATION

Call: 0345 302 2287 Email: [support@wearejust.co.uk](mailto:support@wearejust.co.uk) Or visit: [justadviser.com](http://justadviser.com)

Lines are open Monday to Friday, 8.30am to 5.30pm.

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