

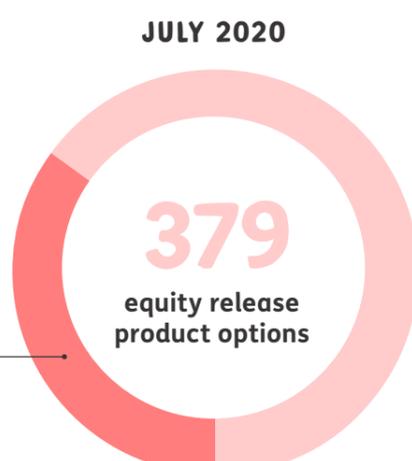
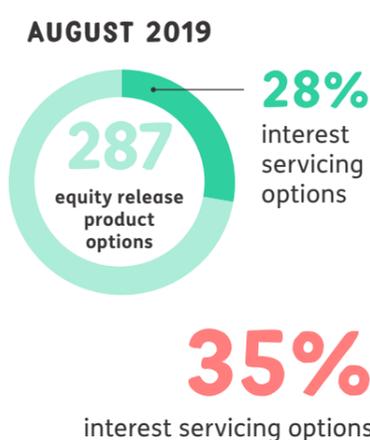
WHY IS THERE MORE INTEREST IN SERVICING INTEREST?



MORE CHOICE

Today's lifetime mortgage products offer more options than ever before so you can tailor solutions to meet more client requirements.

For example, more products enable clients to service interest, helping to reduce the impact of interest roll-up and the overall amount borrowed.



REDUCED INTEREST RATE

The servicing interest option on the Just For You Lifetime Mortgage could include a reduction to the roll-up interest rate.

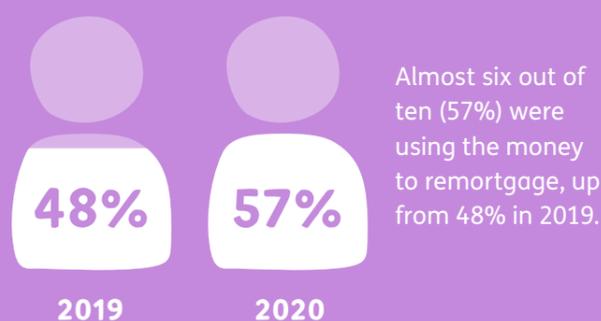
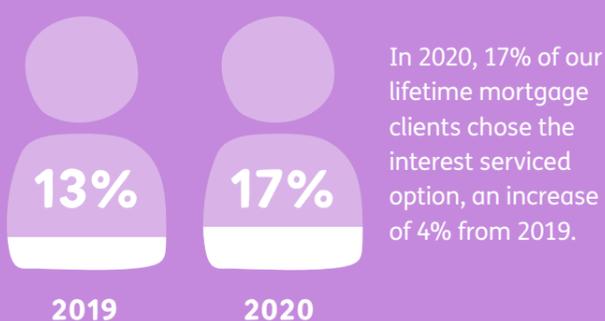
Clients can benefit from a 0.05% reduction to the roll-up interest rate if servicing more than 25.01% of the monthly interest amount.

In this example, client A borrows £200,000 and services all the monthly interest, and client B makes partial repayments of the same amount at the start of each year.

After 20 years, they've both paid the same amount but client A owes £7,301 less than client B, thanks to the reduced roll-up interest rate.



MORE POPULAR WITH CLIENTS, ESPECIALLY REMORTGAGING



Source: Based on Just's lifetime mortgage sales in 2020 and 2019.

A SOLUTION TO THE INTEREST ONLY TIMEBOMB

Figures from the UK Finance Later Life Lending Committee (Nov 2018) show that mortgages worth £167bn are held by people aged over 55. And almost 63% of this amount are interest only mortgages.



WHAT IF PEOPLE DON'T HAVE ENOUGH FUNDS TO REPAY THEIR MORTGAGE WHEN IT'S DUE?

A lifetime mortgage could be the solution. It could also prevent them having to downsize, or move to a different area, or consider loans that may carry a risk of repossession.

And, the option to service interest means they can continue on a similar basis to now.

FOR MORE INFORMATION

Call: 01737 233297 Email: support@wearejust.co.uk Or visit: wearejust.co.uk
Lines are open Monday to Friday, 8.30am to 5.30pm
Calls may be monitored and recorded, and call charges may apply.

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