

WHO'S SERVICING INTEREST AND WHY?

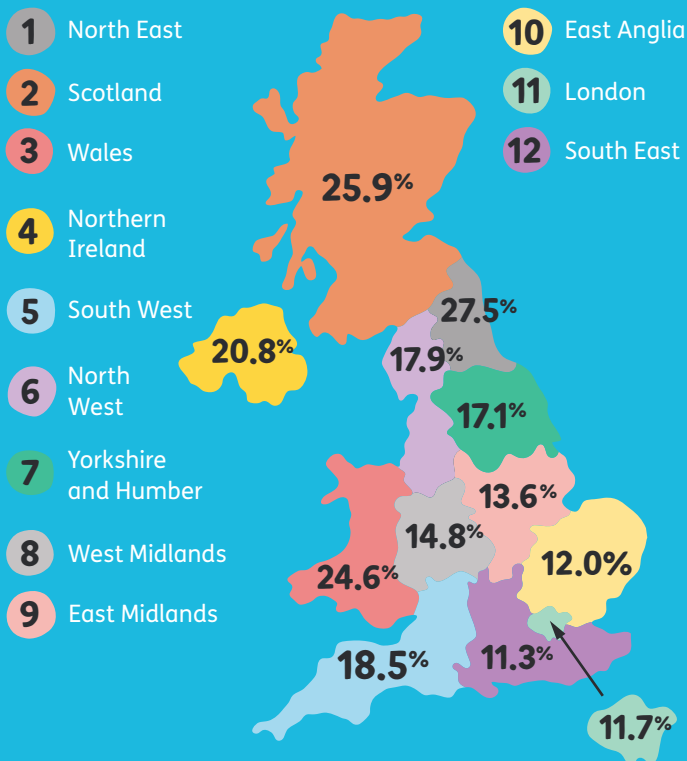
In 2020, 17% of our lifetime mortgage clients chose the interest serviced option, an increase from 13% in 2019.

Almost all of them (95%) opted to pay 100% of the interest, benefiting from a reduction to the roll-up interest rates.

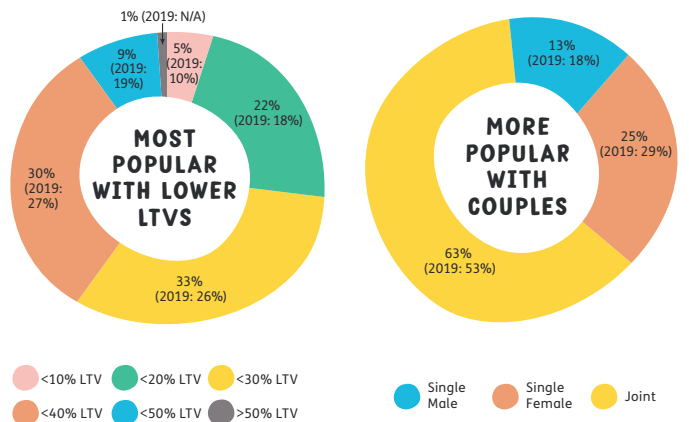
Other benefits of servicing interest are lower overall cost of borrowing, reduced impact of compound interest and better future borrowing options.

Here's a taste of what people choosing to service interest look like.

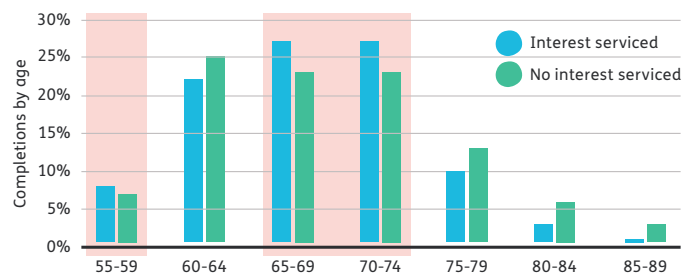
REGIONAL ANALYSIS



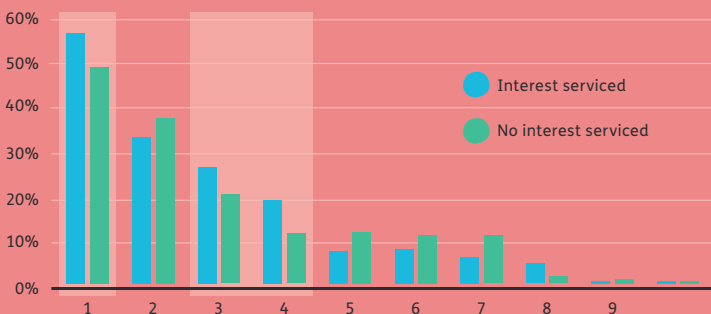
WHAT CLIENTS LOOK LIKE



MORE POPULAR WITH THOSE AGED BETWEEN 65-74



REASONS FOR A LIFETIME MORTGAGE?



IN 2020, A HIGHER PERCENTAGE OF LIFETIME MORTGAGE CLIENTS USED THE INTEREST SERVICED OPTION TO REMORTGAGE, CONSOLIDATE DEBT OR GIFT

1. Re-mortgage 2. Home improvement 3. Debt consolidation 4. Gift 5. Holiday 6. Car purchase 7. Emergency fund 8. Property Purchase 9. Transfer of Equity 10. Purchase 2nd property
 Figures are based on Just's lifetime mortgage sales in 2020

FOR MORE INFORMATION

Call: 0345 302 2287 Email: support@wearejust.co.uk Or visit: justadviser.com

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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