

JUST FOR YOU LIFETIME MORTGAGE CLIENT SCENARIOS

MEDICAL UNDERWRITING REDUCES BORROWING COSTS BY £5,310



CHARLIE WOODS' STORY

- Charlie is 81, widowed and lives in a two-bedroom house in the Midlands valued at £265,000.
- He had a heart attack last year and has mobility issues.
- Charlie's wife died a few years ago, and they used to make financial decisions together. He's currently feeling financially distressed and would be classified as a vulnerable customer.
- Charlie is reluctant to move into a care home so instead, his daughter will move in with him. He requires a lump sum of £120,000 to modify and improve his home for them both.

How can the Just For You Lifetime Mortgage help Charlie?

It would provide the £120,000 he needs to modify his home to make life safer and more comfortable.

How can the medically underwritten Just For You Lifetime Mortgage make his deal even better?

Taking Charlie's health and lifestyle into consideration could mean that he can borrow the amount required at a lower rate.

His adviser uses the [Just Adviser Portal](#) to get a quote and answers the straightforward health and lifestyle questions.

The results show that Charlie can borrow the £120,000 at an interest rate of 7.94%, compared to 8.03% without medical underwriting.

This reduces the overall cost of borrowing over an estimated 15-year term so he completes the application.

	Without medical underwriting	With medical underwriting	Saving
Interest rate	8.03%	7.94%	0.09%
Overall cost of borrowing	£398,608	£393,298	£5,310

The medically underwritten Just For You Lifetime Mortgage enabled Charlie to:

- Obtain the loan he required and save £5,310 in overall costs by answering some health and lifestyle questions.
- Stay in his own home for the foreseeable future and avoid paying care fees.
- Unlock some of the value in his home to pay for the modifications he desires.
- Potentially reduce the interest over the period of the mortgage even more by paying off some of the interest each month.

Note:

These indicative figures are correct as at **31 October 2022** and based on an estimated 15-year term.

All numbers are illustrative only to show how the Just For You Lifetime Mortgage could be used. This is not intended to provide any form of advice or recommendation.

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

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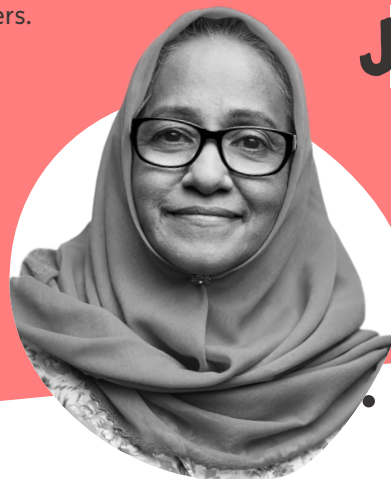
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JUST FOR YOU LIFETIME MORTGAGE CLIENT SCENARIOS

MEDICAL UNDERWRITING RELEASES AN EXTRA £4,500



ANIKA BANSAL'S STORY

- Anika is 64, single and lives in a three-bedroom terraced house in Halifax valued at £125,000.
- She was diagnosed with bowel cancer 12 months ago.
- She's self-employed, but not sure if she'll be able to work again and doesn't want to be financially stressed.
- She wants to release £33,000 to pay off her outstanding mortgage.
- Having been diagnosed with cancer and lived through the pandemic, she now wants to make every second count. She's keen to maximise the amount she can borrow so she can take her children and grandchildren on a holiday while she still can.

How can the Just For You Lifetime Mortgage help Anika?

Based on Anika's age, her maximum loan to value (LTV) is 31.11%. This means she could release a maximum amount of £38,888; enough to repay the outstanding mortgage and release some extra for family holidays.

How can the medically underwritten Just For You Lifetime Mortgage make her deal even better?

As Anika wants to borrow as much as possible, her adviser is keen to explore whether the cancer diagnosis could lead to a higher LTV.

They use the [Just Adviser Portal](#) to get a quote and answer the straightforward health and lifestyle questions.

As the adviser suspected, the medical underwriting means that Anika can release more equity from her home – in this case an extra £4,500. Anika is delighted at this outcome and they complete the application.

	Without medical underwriting	With medical underwriting	Uplift
Maximum LTV	31.11%	34.71%	3.6%
Maximum advance	£38,888	£43,388	£4,500

Although the interest rate is higher and the amount borrowed will be higher, the increased amount of lending is invaluable for Anika as it gives her the freedom to enjoy her remaining years in more comfort and less financial worry.

The medically underwritten Just For You Lifetime Mortgage enabled Anika to:

- Release enough money to repay her outstanding mortgage and pay for family holidays.
- Use the higher LTV to maximise her borrowing to achieve her personal goals.

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JUST FOR YOU LIFETIME MORTGAGE CLIENT SCENARIOS

**RELEASED AN EXTRA £10,300
THANKS TO MEDICAL
UNDERWRITING**



GRAHAM AND CAROL'S STORY

- Graham and Carol, both 74 live in a house in Surrey valued at £1 million.
- They're both retired with good pension incomes and live a comfortable life.
- They're both smokers and have smoked around 20 cigarettes a day for over ten years.
- They've helped their children financially and are now looking at helping their five grandchildren in the same way. The grandchildren are aged between 18 to 25 so Graham and Carol want to help with the costs of university education and getting onto the property ladder.
- Graham and Carol want to release a total of £430,000 to buy a holiday home in Spain and give their five grandchildren an early inheritance of £50,000 each.

How can the Just For You Lifetime Mortgage help Graham and Carol?

Based on their age, their maximum loan to value is 41.92% which means they could release a maximum of £419,200. This isn't enough for what they need.

How can the medically enhanced Just For You Lifetime Mortgage make their deal even better?

However, their adviser doesn't want to leave it there and thinks medical underwriting may enable Graham and Carol to obtain the amount they need.

They use the [Just Adviser Portal](#) to get a quote and answer the straightforward health and lifestyle questions.

The adviser was pleased to report that completing the questions has made it possible for Graham and Carol to release £429,500, close to the amount they require, so they complete the application.

	Without medical underwriting	With medical underwriting	Uplift
Maximum LTV	41.92%	42.95%	1.03%
Maximum advance	£419,200	£429,500	£10,300

The Just For You Lifetime Mortgage helped Graham and Carol to:

- Release close to the full loan amount required despite the early indications that it wasn't possible.
- See their grandchildren enjoy their inheritances.
- Buy their second home in Spain.
- Potentially reduce the interest over the period of the mortgage by paying off some of the interest each month.

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