

# Another complex case solved



## Who's the star of this story?

Clients were 72 and 68 and both owned 50% of a business and were also receiving pensions. They wanted to extend their mortgage term to age 80, with an interest-only arrangement, and use the sale and downsizing of their property as their repayment vehicle.

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## What was the catch?

We needed to use all of their income to get the desired amount of borrowing.

Our criteria typically only allows for earned income to be considered up to age 75, and only on an interest only basis. This meant part of the client's income would not normally be included, which would restrict the borrowing amount.

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## How did we make it work?

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We worked closely with the clients' accountant to verify that Mr. was no longer involved in the day-to-day running of the business and that Mrs. had taken over operations.

This allowed us to treat his share of the income as passive. By doing this, we were able to include 100% of the business income and the pension, enabling the term to be extended to age 80.

## How did we seal the deal?

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We offered the mortgage borrowing on an interest-only basis, giving the clients the 8 years they needed in their home before selling and downsizing as they planned. This provided them with the flexibility they were looking for.

## Key details:

**LTV:**  
**50%**  
**Borrowing:**  
**£1,485,000**

Embracing  
different



**Saffron**  
For Intermediaries