



NEWS IN BRIEF - 24/6/2009

Welcome to the half yearly report. Much talk abounds around green shoots (we assume amongst those smoking something resembling a green shoot) though positives for the rest of us are still somewhat thin on the ground. That said we have some genuine good news in this months newsletter so please be sure to read on!

In the meantime we continue to seek out new earning opportunities to share with our supporting brokers whilst sticking firmly to our specialism so here goes a great idea:

- Obtain a copy airline flight manifest for passengers to Venice
- Contact prospective passengers with a secured loan offering

Having recently returned I can assure you those that don't take up the offer before departing will when they get back!

Good News

SECURED LOANS

Following a substantial relaxation in terms we are delighted, and not the least apologetic, to once again highlight the 'niche' lender Hurstanger. Changes include higher LTV's and an increase in maximum loan size whilst retaining advantages

such as flexible income, basic credit search acceptance, excellent earnings and competitive rates. New terms are as follows:

LTV'S up to 70% employed and 60% self employed

Genuine Self certification for self employed

Most incomes including private/state pension, benefits and child maintenance considered

NO maximum age on application

Only basic public information search required (no C.A.I.S). All adverse sympathetically considered although client must demonstrate a regular recent mortgage payment history

Flexible D.T.I.R. takes account of client's income/outgoings. The client simply has to demonstrate the ability to repay

No min/max property value

Min loan £2,000 Max loan £15,000 (inc of fees)

Valuation / B.S.Q. not always required

Rates from just 8% flat

Earn up to 10% of the loan advance!

In the current climate, as with all lenders, each case is subject to individual underwriting and as such the above is to be treated as a guide rather than firm parameters. We at Blue Sky have a long and detailed knowledge of exactly what lender expects so if in doubt, as always, call for further details.

BRIDGING UPDATE

We are, once again, delighted to confirm a new bridging loan lender addition to our panel. This perfectly compliments our own in house facility, and enhances our reputation for sourcing genuine 'niche' products. Primary underwriting as follows:

LTV's up to 70% (60% with adverse)

Security: 1st or 2nd charge on most legal title including commercial, BTL and development projects

Loans from £25000 to £500000

Any amount of adverse credit considered

Term: 6-12 months

Rates: 2 - 2.5% per month

Exit: These are NOT 'closed' bridges and any reasonable exit strategy will be considered

Need more details? Just call

Not So Good News

Whilst it's not yet a major issue it can't have escaped anyone's notice that despite historically low interest rates medium term fixed 'swop' rates continue to climb. Hopefully this is simply a result of excess demand rather than dwindling funds, time will tell. The optimists amongst you may say that this presents an opportunity? Those clients who may have chosen to re-mortgage and the end of an existing deal may be tempted to remain on reversionary rate pending some improvement

(rightly or wrongly) whilst in the meantime needing additional funds making a secured loan an attractive medium term option?

Other News

Some estimates suggest upto 25% of F.S.A. authorised firms may reconsider there status at the next renewal. If you are considering this don't forget we have specific arrangements allowing 'introduction only' on which we still pay the majority of all earnings to you! Details available on request.

[Click here to visit our website DIP/Application Forms online at:
http://www.blueskymortgages.co.uk/introducer_resources.htm](http://www.blueskymortgages.co.uk/introducer_resources.htm)

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