

# Real Estate Finance Investment Loan

## A Simple way to borrow

The Real Estate Finance (REF) Investment loan is designed for those who are wishing to invest in a property that will be let to customers, with fixed and variable interest rate options available.

### Your needs

Every business is different, however when an opportunity presents itself, being able to obtain funds needed to make the most of it is a challenge that every organisation faces.

If you are looking to invest in a property that will be let to customers, a Real Estate Finance (REF) Investment loan could be the right solution for you.

### Our solution

The Real Estate Finance (REF) Investment Loan is a simple way to borrow should you want to invest in a property for either residential or commercial purposes.

### Benefits

- Fixed and Variable interest rate options available
- Loan terms from 3 months with a range of repayment profiles
- You can repay your loan early with no early redemption charges

### Considerations

- If Royal Bank of Scotland base rate increases, your repayments will also increase with a Variable interest rate loan. Please note that, for the purposes of interest rate calculation, where Royal Bank base rate is below zero, it will be deemed to be zero.
- Minimum borrowing amount of £50,000
- A professional valuation may be required
- Security will be required over the property
- An arrangement and / or security fee may apply

### Is a REF Investment Loan right for you?

You might consider a REF Investment Loan if you seek:

✓ Flexibility- You want to invest in building your business

🏠 Asset Value- Commercial Property is a tangible asset which may rise in value in a positive market and support any future borrowing

### How it works

#### Initial Discussion

Relationship manager (RM) discusses options available to you



#### Application

You receive a quotation, RM collects further information that is required and submits to our credit team to review



#### Outcome

Your RM will contact you to discuss the outcome, agreed terms and any next steps if applicable



#### Security

Lawyers will organise taking in security for the loan



#### Money in Account

Once documentation has been returned and any conditions satisfied, we will confirm that funds have been paid out and issue a welcome pack to you

### Product Specifications

- **Facility Size:** £50,000 upwards
- **Repayment Profiles:** Capital & interest, Straight Line, interest only options available
- **Flexible Options:** Tranche drawdowns and Capital Repayment Holiday options available, subject to agreement.

## Working with you

If you choose to proceed with us, your Relationship Manager will work with you to help you understand the process and to clearly explain all costs. If you progress, we will endeavour to advise you of our decision as early as possible.

Your Challenges	Our Solution
<ul style="list-style-type: none"><li>• Access to funding<ul style="list-style-type: none"><li>– Uncertainty during the process as to whether funds will be approved</li><li>– No one to talk to when pursuing finance</li></ul></li><li>• Uncertainty around cost<ul style="list-style-type: none"><li>– Uncertainty around fees and charges; what will it cost in total?</li><li>– I value long term finance certainty; what are my options?</li></ul></li><li>• Finance does not flex to your business<ul style="list-style-type: none"><li>– One size fits all solutions do not take into account the needs of your business</li></ul></li></ul>	<ul style="list-style-type: none"><li>• A transparent decision process looked after by a dedicated relationship team to answer any questions, help understand what is required and support you throughout the journey</li><li>• Pricing clarity<ul style="list-style-type: none"><li>– Your Relationship Manager will talk you through the options and costs to give you the information you need. A variable interest rate may provide you with financial flexibility and fixed interest rate may provide you with stability and long term finance certainty</li></ul></li><li>• Choose the option that suits you best- Fixed or Variable interest<ul style="list-style-type: none"><li>– Three repayment profiles available, each free from early redemption charge</li><li>– The variable rate loan comes with no Early Redemption Charges (subject to agreement), allowing you to pay back your loan at any time.</li></ul></li></ul>

## Options, Fees and Additional Features

Repayment Profiles and Options	Explanation
<ul style="list-style-type: none"><li>• Capital &amp; Interest</li><li>• Straight Line</li></ul>	<ul style="list-style-type: none"><li>• A repayment of principal and interest is periodically made to the loan account</li><li>• A repayment of principal is made to the loan account periodically, with interest applied separately to a current account</li></ul>
<ul style="list-style-type: none"><li>• Capital Repayment Holidays available- subject to agreement</li></ul>	<ul style="list-style-type: none"><li>• An authorised temporary variation to the repayment schedule defined in the terms and conditions; interest will continue to accrue during this time which may mean you pay more over the life of the loan</li></ul>
<ul style="list-style-type: none"><li>• No Early Redemption Charge</li></ul>	<ul style="list-style-type: none"><li>• No early redemption charge if you want to repay the loan early, in full or in part</li></ul>
<ul style="list-style-type: none"><li>• Loan Term</li></ul>	<ul style="list-style-type: none"><li>• The Loan Term (Commitment) is the duration of the loan, at the end of which the loan must be fully paid</li></ul>
<ul style="list-style-type: none"><li>• Arrangement Fee</li></ul>	<ul style="list-style-type: none"><li>• An arrangement fee may apply, based on deal size and complexity</li></ul>
<ul style="list-style-type: none"><li>• Valuation &amp; Security</li></ul>	<ul style="list-style-type: none"><li>• A professional valuation and security fee may be charged where a valuation and security are required</li></ul>

Security may be required. Product fees may apply. Over 18s only. Subject to status, business use only.

ANY PROPERTY OR ASSET USED AS SECURITY MAY BE REPOSSESSED OR FORFEITED IF YOU DO NOT KEEP UP ON REPAYMENTS ON ANY DEBT SECURED ON IT.

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