

# Oval Mortgage Services

Oval Mortgage Services is a specialist division of Oval Financial Services. We provide debt solutions to private individuals and corporate bodies and then act as a broker to access mortgages and debt from banks, building societies and specialist lenders.

However we offer much more than this, we manage an individual's or company's secured debt position, providing not just the loan, but the strategy to go around it. We help clients understand how debt can be used in all sorts of ways. For example to provide a large cash facility for quick property transactions, maximising pension benefits for SSAS and SIPP clients by broking their borrowing into the market or advising on the suitability of releasing equity from properties to enhance clients lifestyles or mitigate Inheritance Tax.

Working closely with Oval Financial Services and Oval Insurance Broking, we take a holistic approach towards client advice. Our advisers are knowledgeable, experienced and highly qualified.

We offer a full range of services but we are different because we focus on our client's overall debt position and not just the best rate, we offer a service that you will not receive by visiting the high street.

## Advice areas

### Residential

We are whole of market advisers, this means that we can source mortgages from all lenders on behalf of our clients – and can source all types of residential mortgage:

- House purchase
- Remortgage
- Buy to Let
- Offset
- Drawdown facility

We support you through the mortgage or remortgage process by understanding your needs, sourcing the right solution and keeping you informed at all times.

House purchase and remortgage are not all about the product. By actually getting to know our clients rather than dealing with them every time their mortgage comes around we are able to provide the full range of financial advice.

### Equity Release

We provide regulated advice to clients on the Lifetime Mortgage area of equity release. A Lifetime Mortgage allows an individual to release cash from their property, in one lump sum or in several tranches over time by starting a mortgage where the interest is rolled up into the property rather than being paid by the client on a monthly basis.

This is a specialist area of advice where the services of a qualified equity release practitioner are essential. The legal aspects of the transaction and the legacy for future generations must be accurately covered.

Our equity release clients typically want:

- Income – clients whose focus is on enhancing their income in retirement either because of a shortfall in pension income, increased living costs or dependent children.
- Capital – clients whose focus is on enhancing their lifestyle in retirement. They want capital to make cash purchases such as overseas property or cars.
- Tax Planning – clients whose focus is on wealth preservation. Often asset rich and cash poor with a large amount of equity. We focus on the use of equity release to mitigate Inheritance Tax.



### Commercial

Our expertise is based on our experience of providing insurance and pension advice to commercial clients.

We provide advice on commercial property transactions where a secured loan is being used to fund the purchase, our clients are typically:

- Pension schemes (SSAS / SIPP)
- Commercial property investors
- Owner occupiers
- Limited companies, partnerships and trusts

Our advisers work with clients at the early stage of transactions. This way we are able to understand their business in detail, understand the relationship with existing lenders and their priorities around the commercial loan.

### Protection

In addition to arranging loans we are authorised to advise our clients on their protection requirements. This usually starts with the protection of the loan, but often develops into a wider conversation about the general level of personal or business protection that currently exists.

We provide clear and concise advice on a whole of market basis and can recommend the following covers:

- Life Assurance
- Critical Illness
- Income Protection

We can also provide access to advice on:

- Accident, Sickness & Unemployment
- Buildings & Contents Insurance
- Legal Services



### Schemes

Our schemes business is one of the things that sets us apart from other Mortgage Advisors as it uses the combined strength of the Oval group to provide unique mortgage backed solutions.

Examples of the schemes we currently operate:

- SSAS / SIPP – A fully integrated advisory service for pension schemes that want to borrow against their funds to purchase a commercial property or land. We provide whole of market advice and access commercial lenders who specialise in pension scheme borrowing.
- Affordable Housing – We run a bespoke scheme for the affordable housing sector which helps applicants secure borrowing for shared ownership available through the many government schemes. We work closely with Housing Associations to ensure standard leasehold wordings, and most importantly the best available mortgage deals.
- Housebuilders / Developers – We work with our developer clients to come up with unique offers for the sale of new build properties. This includes marketing activity as well as having access to specialist new build lenders.

We work with a wide range of clients for whom we have put in place a number of bespoke mortgage schemes. These schemes address the particular requirements of the client and often have unique wordings or exclusive terms unavailable elsewhere on the market. We can also provide our clients with access to purchase and disposal legal services and commercial insurance cover and operate specialist streamlined conveyancing services and pre costed insurance solutions.

### The next step

Your mortgage is usually the largest financial transaction you will enter into. You therefore need to ensure that you have structured your borrowing as effectively as possible.

For further information and advice about our range of mortgage services simply telephone or email your normal contact at Oval or email us at: [oms@theovalgroup.com](mailto:oms@theovalgroup.com)

[www.theovalgroup.com](http://www.theovalgroup.com)