

## **JOHNSON TUCKER COMMERCIAL FINANCE**

Johnson Tucker LLP is a North East based firm of chartered surveyors and commercial property consultants, advising clients on all aspects of property ownership, occupation and investment.

Most of our clients have commercial loans and we have good contacts throughout not only the North East banking community, but also other active UK and European based lenders.

Using our knowledge of commercial finance and the property market we advise existing and new clients on obtaining funding for property purchase, refinance and development.

This can be part of our wider ranging property consultancy advice, or dealing with a one-off funding requirement. We find that many property owners and property companies who initially instruct us to advise on funding, end up buying into our wider property consultancy and chartered surveying skills.

Our objective is to ensure that a client's funding requirement is placed with the bank, or other funder who is best suited to their needs.

We concentrate on the prime end of the market advising clients who meet funders' normal lending criteria rather than the sub prime market. We can also source bridging finance.

Our clients are UK registered companies, offshore registered companies, UK private individuals and partnerships and Self Invested Personal Pension Schemes (SIPPS).

Our clients' properties include offices, retail shops, and industrial warehouses held by owner occupiers and investors as well as more specialised properties such as nursing / care homes, restaurants, petrol filling stations, public houses and leisure properties and hotels.

We are associate members of the National Association of Commercial Finance Brokers and operate within its Office of Fair Trading (OFT) registered Code of Practice. We hold a consumer credit licence from the OFT.

### **WHY SEEK ADVICE FROM JOHNSON TUCKER ON COMMERCIAL FINANCE?**

#### “Test Your Comfort Zone”

Are you sure that your existing bank or provider is offering competitive terms?

Are you certain that you have considered all relevant factors? The interest rate margin and loan-to-value ratios are just two of many aspects to consider. The mortgage with the lowest monthly repayments may not be best for you.

Will savings be worth the hassle and cost of moving away from an existing provider?

“We can hold your hand”

As qualified valuers we can assess the true worth of your property and guide you through the process; liaising with the funder's valuers. Potential pitfalls and problems can be identified at the outset often saving considerable professional fees.

We also have a good knowledge of legal title issues and leases.

“We know how to present a lending proposition in the best possible way to funders”

Proper presentation is key to securing best terms and ensuring that the lender is made aware of all material facts at the outset.

“We see through funders marketing gimmicks”

We can help you identify the options and alternatives and provide independent advice, ensuring that all loan offers are considered on a like-for-like basis. We compare overall costs over the life of a loan

“We have been there before”

Having identified and agreed on the bank or funder, we guide clients through the process to drawdown, keeping the pressure on to meet deadlines and, so far as possible, ensure that there are no surprises.

“We sort out problems”

If there are any issues we liaise with the funders, the valuers and solicitors to resolve any problems and keep the deal on track where possible. For example, if the valuer identifies structural problems we advise on the most cost effective way of providing further reports to alleviate any worries that the funder may have. In some cases a valuer may require a full structural survey where a limited structural report, dealing with one particular aspect may be all that is actually required - and much cheaper.

“We are truly independent”

We have no allegiance to any one bank or building society and pride ourselves on our discretion and integrity. Information gained from a client will be treated with strict confidence and we will obtain client's approval before divulging any commercially sensitive information to any funder or other professional.

“We are cost effective”

We will not take something on unless we are confident that our involvement will benefit the client financially not to mention the saving in administrative time, which we deal with on the client's behalf. We ensure that set up costs are kept to a minimum and with our experience can negotiate fees with the valuers and solicitors.

“We are focused”

We only deal with commercial mortgages and will not try to sell you any other associated products such as insurance, pensions, or life assurance.

Contact:

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