

CASE STUDY

WILTON SECURED LENDING (INVESTOR)

KEY FACTS



LOAN
£936k



LTV
72%



LOAN TERM
12 months



RETURN TO INVESTORS
10% per annum

THE PROJECT:

IN 2018, WILTON AND INVESTORS PROVIDED £936k TO AN ESTABLISHED UK PROPERTY DEVELOPER SPECIALISING IN RETIREMENT HOMES. THE BORROWER NEEDED FUNDS FOR OVER A 12 MONTH TERM TO START THE REDEVELOPMENT OF A FORMER HOSPITAL IN THE WEST MIDLANDS.

THE BORROWER:

The borrower applied for planning permission to convert the hospital into retirement flats. The borrower then refinanced with a development finance loan to complete the build.

THE WILTON WAY:

Wilton conducted a thorough due diligence on the borrower including obtaining a surveyors report of the former site and an investment of £1.3m. Wilton then secured investor money by way of first legal charge of the property, a debenture over the company and a personal guarantee from the Director.

An external surveyor was appointed to value the asset and an external solicitor was appointed to conduct independent due diligence over the loan.

THE RESULTS:

The deal provided an attractive return to investors of 10% per annum over the 12 month term with a loan to value of 72%. Redemption of the loan was completed as per the terms of the agreement.



THE WILTON APPROACH:

Further to a renowned professional services business, Wilton operate a successful lending business to provide investors with a safe yet lucrative investment proposition. Wilton adopt the same care and diligence when managing lending deals as we do when handling our clients throughout the rest of the Wilton professional services business.



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Investment characteristics are based on assumptions and therefore are estimates. Property investment may expose you to risk of losing your investment. Property is an illiquid asset. Sometimes properties may not be so easy to sell and this means that the liquidity of your investment cannot be guaranteed. Past performance does not guarantee future results. Actual results may differ materially from the forecasts / estimates. Views, opinions, trends, and prices expressed are subject to change without prior notice. They do not constitute investment advice or a guarantee of returns

Before Wilton make any lend, an internal investment committee is brought in to sign off the loan.