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Release Newsletter



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Welcome to "Release"

Welcome to the first edition of "Release" – Bridgewater's monthly adviser e-newsletter.

In our recent survey you told us that you wanted to be kept informed via e-mail and newsletter, so we have launched "Release" for professionals like you.

Release will keep you up to date on the Equity Release and Residential Property markets, what's happening at Bridgewater and provide you with ideas to help make you and your business more successful and more profitable.

We'd love to hear from you with any feedback or ideas. Contact us on [sales-support](#)

We hope you enjoy this month's "Release".

The Bridgewater Team.

Bridgewater experts in the press

Bridgewater's experts are regularly asked to contribute to the industry press. Here we've put together some of our recent articles for you. Just click on the title to go to the article:

- Money Marketing [Equity release business there for those looking for it - Peter Welch](#) , Head of Sales and Distribution looks for the way forward
- Mortgage Introducer (page 21) [Finding the right solution - Alison Beeston](#) , Head of Communications and Compliance considers how to decide on the right solutions for your clients

[Bridgewater Broker](#)

Home Reversions in focus



In this month's issue, Simon Chalk, Sheffield based specialist Equity Release and Mortgage planner describes a complex case where a Home Reversion provided a solution.

Simon explains "We received an enquiry from a chap wanting to help his parents in their 80's release equity from their home worth around £300,00.. He had been turned away by two national 'specialist' Equity Release firms because he was on the title deeds as a 33% tenant-in-common, in his 40's and not living at the property in question!

Over a number of years, he had lent his parents £100,000 of his own money to help support them in retirement. Now they needed more cash but he had none left to lend, so turning to their home seemed logical. However, it was crucial to him and his parents that his 33% share be protected against potential attack by the local authority; should residential care ever be needed, plus he had 2 siblings due to share any inheritance.

To their minds, he had to stay on the deeds and his parents' Solicitor was equally adamant.

Of course no provider would allow this but I knew that we could find a way of getting the cash that his parents needed and securing his interests at the same time.

Working with the three of them, I calculated that a £62,964 lump sum was needed.

The property valuation came in at £280,000, I arranged a 42.15% Reversion Plan, releasing £62,964 and had the son removed from the title deed. At the same time the Solicitor created a Declaration of Trust in his favour, on a fixed portion of the 57.85% share retained by his parents. Result; parents get the much needed money and their son has his interests legally assured. Best of all it completed on Christmas Eve at 3pm to everyone's great relief!"

Courtesy of Simon Chalk – [Mortgage Portfolio](#)

Equity Release cases studies will be a regular feature in our newsletters, if you have a case that you would like to share please send the detail to us at [sales-support](#)