

Stonebridge



March 2023

Commercial Bridging and Second Charge Mortgages

| | Secured Loans | Bridging | Commercial |
|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|
| 3MC | 3mc do not deal with secured loans. | 3MC charge a fee of £295 to the client and receive a proc fee. They will pay on 25% of the total income to the introducing broker. | 3MC charge a fee of £295 to the client and receive a proc fee. They will pay on 25% of the total income to the introducing broker. |
| Complete FS | Complete FS do not deal with secured loans. | Complete FS do not deal with bridging. | Complete FS do not deal with commercial loans. |
| Connect | <p>Connect provide specialist knowledge and expertise via their Second Charge Team.</p> <p>Connect will pay 100% of the procurement commission on every case.</p> <p>Connect advice fee: £1,495 up to £50,000 £1,995 over £50,000</p> | <p>Connect typically charge 0.5% -1% fee on offer. The broker will receive 50% of this. The broker will also receive 50% of the commission.</p> | <p>Connect typically charge 0.5% -1% fee on offer. The broker will receive 50% of this. The broker will also receive 50% of the commission.</p> |
| IMPACT (Formerly AToM) | IMPACT do not deal with secured loans. | IMPACT do not deal with bridging. | IMPACT do not deal with bridging. |

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| Omega | <p>Omega charge £1295 for loans upto £49,000 and £1495 for Loans over £50,000 which they keep. They pass on 100% of the commission to the broker but there is a clawback if this is redeemed within a certain time period (usually 6 months).</p> | <p>Non-regulated, Omega pay Stonebridge members 50% of any arrangement fee charged and 50% of any proc fee we receive. Typically they charge 1% arrangement fee, however they often reduce this for larger cases or where they receive a larger proc fee back from the lender. Proc fees vary between 1% - 2% of the loan amount subject to the specific lender.</p> <p>Regulated, Omega pay Stonebridge members 50% of any arrangement fee charged and 50% of any proc fee we receive. Typically they charge 1% arrangement fee, however they often reduce this for larger cases or where they receive a larger proc fee back from the lender. Proc fees vary between 1% - 2% of the loan amount subject to the specific lender.</p> | <p>Omega pay Stonebridge members 35% of any arrangement fee charged and 35% of any proc fee we receive.</p> <p>Typically they charge 1% arrangement fee, however we often reduce this for larger cases or where we receive a larger proc fee back from the lender. Proc fees vary between 0% - 2% of the loan amount subject to the specific lender.</p> |
| Positive Lending | <p>Positive charge £1,295 for residential for loans upto £50,000, £1,495 for Loans over £50,000 and £1495 for BTL which they keep. They pass on 100% of the commission to the broker but there is a clawback if this is redeemed within a certain time period (usually 6 months).</p> | <p>Positive typically earn 2% of the loan amount and pay 50% on to the broker. A fee is rarely charged on this. The percentage varies between lenders from 1% to 2.5% but sometimes commission is sacrificed in order to get the sale.</p> | <p>Same as above but its typically between 0.5% and 1.5% of the loan amount. 50% of this is then paid on.</p> |

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| The Loan Partnership | <p>The Loan Partnership charge £1,495 up to £50,000 and £1745 for £50,000 and above. They keep the fee and pass on 100% of the proc fee to the introducing AR subject to clawback rules.</p> | <p>The Loan Partnership have a sliding scale for charges. Upto £100,000 is £1995, £100,001 - £200,000 is £2495, £200,001 to £500,000 is £2,995 and £500,001 upwards is £5000. The introducing AR firm will get paid 50% of the broker fee charged to the client and 50% of the proc fee that The Loan Partnership receive</p> | <p>As Bridging.</p> |
| Touchstone | <p>Touchstone typically charge a 1% broker fee and receive a proc fee from the lender as well. They then pay on 50% of each to the broker. The broker fee varies from £2,095 at £150,000 to £695 for £10,000.</p> | <p>Touchstone typically charge a 1% broker fee and receive a proc fee from the lender as well. They then pay on 42.5% of each to the broker.</p> | <p>Same as above but proc fee is typically between 0.5% and 1.5% of the loan amount. 42.5% of this is then paid on.</p> |