

# Sales Guide

## Bridging

### Core Criteria:

- **Minimum loan:** £175,000
- **LTV:** up to 75%
- **Fees:** typically 2% arrangement fee and no exit fee
- **Terms:** up to 24 months
- **Property types:** residential and semi-commercial property – unregulated loans only
- **Borrower types:** UK borrowers, Ltd companies, foreign nationals and expats, off-shore companies, trusts, adverse credit
- **Rates:** from 0.73% per month (BBR linked)



### Example Cases:

- **Urgent purchases:** auction and new-build purchases in their notice period
- **Pre-planning acquisitions:** purchase before planning, Octane can fund 100% of build costs once planning is approved
- **Urgent refinances:** refinances of existing mortgages and/or release of cash, especially for borrowers offloading property

## Refurbishment

### Core Criteria:

- **Minimum loan:** £175,000 day one
- **LTV:** up to 75% LTV **NET** day one and 70% LTGDV
- **Build costs:** 100% funded (in arrears)
- **Fees:** typically 2% arrangement fee and no exit fee
- **Terms:** up to 24 months
- **Property types:** all types of residential properties, including HMOs and semi-commercial properties, and commercial (if being converted to residential) – unregulated loans only
- **Scope of works:** **Core refurbishment product:** build costs not to exceed £500,000 or 75% of current value  
**PRIME REFURB product:** build costs of £500,000-£1 million can be funded, up to 50% of current value
- **Rates:** from 0.73% per month (BBR linked)



### Example Cases:

- **Light refurbishments:** auction purchases, uninhabitable properties and decorative refurbishments
- **Structural refurbishments:** loft conversions, dormer extensions and rear/side extensions
- **Conversions:** house to HMO, house to flats and commercial to residential

## Developer Exit

### Core Criteria:

- **Minimum loan:** £250,000
- **LTV:** up to 75%
- **Fees:** typically 2% arrangement fee and no exit fee
- **Terms:** up to 24 months
- **Property types:** new-build properties. Large, multi-unit sites acceptable
- **Development stage:** site must be complete or almost complete (<10% of overall construction costs left to spend). Earlier stages considered at lower LTGDVs
- **Rates:** from 0.73% per month (BBR linked)



### Designed for developers who:

- Need additional time to sell or let their new-build properties
- Are under pressure to repay their existing lender
- Need to capital raise to help fund other projects
- Need extra funds to finish a part-complete site