

As from 9am on Friday 7 December 2018

JUST will be making changes on their Lump Sum products

They are increasing the interest rates on the Lump Sum Lite product as follows:

Available To	Val	Cash Back	Set Up Fee	Minimum Advance	Age Range	Current Interest Rate (AER)	New Interest Rate (AER)
Equity Release Club	Free	£0	£0	£10,000	60+	Age 60-69 4.90% Age 70+ 4.70%	Age 60-69 5.10% Age 70+ 4.90%
Equity Release Club	Free	£500	£0	£30,000	60-85	Age 60-69 4.95% Age 70+ 4.84%	Age 60-69 5.15% Age 70+ 5.04%
Equity Release Club	Free	£1,000	£0	£30,000	60-85	Age 60-69 5.00% Age 70+ 4.89%	Age 60-69 5.20% Age 70+ 5.09%
Equity Release Club	Free	£1,500	£0	£30,000	60-85	Age 60-69 5.05% Age 70+ 4.94%	Age 60-69 5.25% Age 70+ 5.14%
Equity Release Club	Free	£2,000	£0	£40,000	60-85	Age 60-69 5.10% Age 70+ 4.99%	Age 60-69 5.30% Age 70+ 5.19%



They are increasing the interest rates on the Lump Sum Plus product as follows:

Available To	Val	Cash Back	Set Up Fee	Minimum Advance	Age Range	Interest Rate (AER)	New Interest Rate (AER)
Equity Release Club	Free	£0	£0	£10,000	55+	Age 55-71 5.69%	Age 55-71 6.00%
						Age 72+ 5.40%	Age 72+ 5.71%
Equity Release Club	Free	£500	£0	£30,000	55-85	Age 55-71 5.74%	Age 55-71 6.05%
						Age 72+ 5.50%	Age 72+ 5.81%
Equity Release Club	Free	£1,000	£0	£30,000	55-85	Age 55-71 5.79%	Age 55-71 6.10%
						Age 72+ 5.55%	Age 72+ 5.86%
Equity Release Club	Free	£1,500	£0	£30,000	55-85	Age 55-71 5.84%	Age 55-71 6.15%
						Age 72+ 5.60%	Age 72+ 5.91%
Equity Release Club	Free	£2,000	£0	£40,000	55-85	Age 55-71 5.89%	Age 55-71 6.20%
						Age 72+ 5.65%	Age 72+ 5.96%

They are reducing the LTV's on the Lump Sum Plus as follows:

Age	Current Lump sum Plus (Single)	Current Lump sum Plus (Joint)	New Lump Sum Plus (Single)	New Lump Sum Plus (Joint)
55	24.8	23.9	23.9	23.0
56	25.8	24.9	24.9	24.0
57	26.8	25.9	25.9	25.0
58	27.8	26.9	26.9	26.0
59	28.8	27.9	27.9	27.0
60	29.8	29.4	29.4	29.0
61	31.3	30.9	30.9	30.5
62	32.3	31.9	31.9	31.5
63	33.3	32.9	32.9	32.5
64	34.3	33.9	33.9	33.5
65	35.4	35.0	35.0	34.6
66	36.5	36.1	36.1	35.7
67	37.6	37.2	37.2	36.8
68	38.7	38.3	38.3	37.9
69	39.8	39.4	39.4	39.0
70	41.1	40.1	41.1	40.1
71	42.2	41.2	42.2	41.2
72	43.4	42.4	43.4	42.4
73	44.6	43.6	44.6	43.6
74	45.8	44.8	45.8	44.8
75	47.5	47.0	47.5	47.0
76	48.5	48.0	48.5	48.0
77	49.5	49.0	49.5	49.0
78	50.5	50.0	50.5	50.0
79	51.0	50.5	51.0	50.5
80	52.0	51.5	52.0	51.5
81	53.0	52.5	53.0	52.5
82	53.5	53.0	53.5	53.0
83	53.5	53.0	53.5	53.0
84	53.5	53.0	53.5	53.0
85	54.5	54.0	54.5	54.0
86	54.5	54.0	54.5	54.0
87	54.5	54.0	54.5	54.0
88	54.5	54.0	54.5	54.0
89	54.5	54.0	54.5	54.0
90+	54.5	54.0	54.5	54.0

When will these changes take effect?

These changes will be implemented as at 9am on Friday 7 December 2018

What will happen to pipeline cases?

- All new quotes from Friday 7 December to be on the new rates and new LTV's
- Where the rate has increased / LTV has reduced, applications will need to be received by Friday 21 December to hold the previous term
- All re-offers to be on the new rates and LTV's