



## Older Borrowers

### Innovative lending solutions for 55+

#### What options are available to customers as they reach retirement?

Our Older Borrower range offers another option for those in or approaching retirement looking to continue to borrow money for their property.



Residential mortgage up to retirement



Marsden's Lending Solution allowing customers to borrow money into retirement



Lifetime mortgages, such as equity release, are not always the best option for some customers



**+16.8 million<sup>1</sup>**  
people aged 50 and over in the UK.



**76%<sup>2</sup>**  
of households are owned by ages 65-74

#### A growing audience...

The retirement landscape is changing beyond all recognition

- Older generation is set to grow by 51% by 2030<sup>1</sup>
- Mortgage debt is increasingly being carried into retirement

**1 IN EVERY 5**

people will retire with outstanding debts

**43%**

have outstanding mortgage debts<sup>2</sup>



Data published by the Council of Mortgage Lenders has demonstrated that the proportion of mortgage loans expected to extend beyond the age of 65 is continuing to increase. Changes in consumer behaviour highlight a growth in the proportion of mortgage loans expected to extend beyond the age of 50.

**+£62,000**

Average amount still owed by people aged 50+<sup>2</sup>



Over the next 15 years

**+20,000**

households will have an interest only exposure of over<sup>2</sup>



**£50,000**

## Marsden for intermediaries

are offering innovative lending solutions for those aged 55+ who are looking to access a mortgage for their home

<sup>1</sup>Overview of the UK population', ONS, 25 June 2015.

<sup>2</sup>'Consumer Demand for Retirement Borrowing', Louise Overton and Lorna Fox O'Mahony, November 2015. A report prepared for the Council of Mortgage Lenders (CML).

Get in touch



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