

Property Awards 2025	
Specialist Lender Award	
ENTRANT`S DETAILS	
Full Name	Michelle Monck
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PLEASE ANSWER ALL THE FOLLOWING QUESTIONS	
Please outline why the nominated individual/organisation should be considered for the award?	Known for our flexibility, manual underwriting, speed of loan commitment (three days to underwrite) and bespoke pricing, we continue to evolve our product range and policy rules achieving in 2024: 73% growth in net lending YTD 29% growth in the active broker book 414% growth in HMO lending YTD 31% of all gross lending from a new Green Rewards product feature 57% increase in average loan value for Green Rewards vs book 142% increase in average loan value for higher fee, lower rate product.
Provide relevant information on the nominee?	Our higher-fee, lower-rate 5-year fixed term product helps clients increase their gross leverage by up to 10%. This helps us meet the needs of brokers with clients in the South East, where property yields are notably lower. We allow 100% residential rates on semi-commercial properties. Jakob Lemberger, Magnetic Money had a case comprising offices and BTL flats. Jakob said "[Redwood] went above and beyond, bending over backwards to ensure this mortgage completed on time even when a difficult planning permission issue almost prevented us from moving forward." 31% of Redwood's gross lending now benefits from our new Green Reward cashback scheme. Brokers told us landlords were responding to planned regulatory changes requiring let properties to be a minimum EPC grade C by 2028. We wanted to support landlords with a financial benefit during this period of change. We also wanted to use our product design in ways that can help reduce our direct and indirect environmental impact. So, we added the Green Reward offering up to 0.50% cashback to all our lending products. Loans with a Green Reward are 57% greater in value and have lower LTVs than loans without. Green Rewards allow us to lend more at a lower risk profile. Clients are in lower risk categories and their properties have had greater resilience to falling property values. As a result, we can be more efficient, investing this back into improving our services for brokers and

	<p>financially into retaining competitive prices. Peter Davies, Coreco said “My colleague recommended Redwood to me as a specialist lender for semi-commercial deals and I am glad they did! I was impressed with their service, flexibility and considered underwriting approach. I was also delighted to bring my client the benefit of the Green Reward cashback from Redwood. It was a very welcome financial boost for them.”</p>
List, all qualifications and institutions where the nominee studied	<p>Managing complexity to meet bespoke needs. Baljit Chokar, Prime Mortgage (AR White Rose Finance), had an SPV acquiring nine HMO properties from a discretionary trust. With due diligence we agreed the deal to repay existing lenders and pay SDLT, ERCs etc. Baljit said “Redwood took the extra time and care needed to help us get this deal agreed for our clients.” Kevin Morgan, Cornerstone Finance Group, had a client with a new-build development of four properties on one title on a long-term lease to a housing association. Kevin said “Redwood stepped in after another lender could no longer accept the criteria. They accepted the existing valuation and were able to get the finance the client needed to exit their bridge.”</p>
Provide a brief biography of the nominated individual/organisation	<p>We are a specialist business bank based in Letchworth and Warrington. We launched in 2017 to challenge the mainstream banks and do better for the SME businesses of Britain. Our vision was a flexible and personable British business bank that balances advanced systems with traditional values, with an appetite to lend to SMEs and to build lifetime, strong relationships. We are committed to supporting British businesses, helping them navigate the ever-changing financial and business landscape by offering secured, individually assessed mortgages and simple, rewarding savings accounts. We reached profitability in just three years – that’s one of the fastest results for a start-up bank.</p>
Photos and Files	