

Chandler & Co

Care Sector Mortgage Brokers

Specialist health and social care finance brokers, Chandler & Co provide impartial, bespoke advice whether you are considering an acquisition, refinance, development, expansion, or financial restructuring with access to competitive funding available in the lending market.

On hand all year round the expert broker team at Chandler & Co have a strong reputation for supporting new entrants to the health and social care sectors alongside supporting the growing business.

The current year has seen a surge in retirement sales in addition to the entrepreneurial care homeowner growing the business offering from organic expansion, utilising land capacity to grow the existing care home, alongside the acquisition of additional care homes as part of the growth strategy.

With the support of their partners in Buyacarehome.com and Ownacarehome.com, the added value of the experienced Chandler & Co broker team, supports the sustainability of the care home and wider care sector provision for the longer term.

The independent broker team supports finance applications across the care home and wider care sector, with access to a wide network of lending solutions working with high street, challenger, and alternative funding providers.

The broker team takes the finance application from inception through to deal completion, supporting the applicant throughout the whole mortgage journey and beyond in a supportive capacity.

Health and social care overview

With ongoing reflections from the pandemic era, lenders alongside care providers have shown true resilience, with the care home and wider care sector portrayed as a growth area for further investment into the next decade. Retirement sales, mergers and acquisitions alongside business expansion and restructures are paramount and set to continue for the foreseeable.

Lending Proposal

Key factors for your health and social care finance application include the following:

Experience

- Do you have a health and social care background?
- Are you currently running a health and social care provision?
- Are you seeking to expand a domiciliary and supporting care provision into a care home setting?
- Are you seeking to expand into the retirement village community sector alongside a care home service?

Funding Gap

- Current Loan to Value (LTV) can range from 60% through to 75% on average with some exceptions.
- Can you raise equity/cash deposit for the funding gap?

Debt Serviceability

- Carry out a debt serviceability stress test to confirm debt affordability.
- The broker team can at Chandler & Co can assist you with this as part of the finance application.
- This will demonstrate affordability for the intended new mortgage and/or in addition to current debt.
- Consider security offering for the debt

EBITDAR/Profitability

- Look at the forecast performance of current debt and/or the new proposition.
- Where is the care business to be located?
- Is the care home property a new or converted build?
- Will you need to carry out a refurbishment plan?
- Will you need to transition the care provision to renewable, green energy?
- For a care home consider the bed provisioning and care categorisation
- Is there capacity to increase the number of rooms in the care home?
- Will you need to increase the number of ensuites?
- Is the care home fully managed?
- What is the current funding split in the care home provision between local authority and private payers?
- What are the average local authority and private fees?
- How will the cap on care costs in 2023 affect the care provision?
- How involved are the current owners in the care service?
- Consider how you can increase the value of your care provision considering challenges around the care sector and how you can overcome them.
- Consider how to optimise occupancy for a care home provision
- How to increase the hours in a domiciliary service
- How to recruit and retain your health and social care professionals
- Benchmark trends for business value multipliers

For more information about the services of independent mortgage brokers, Chandler & Co, view website www.chandlerandco.co.uk, call 01622 817484 or email info@chandlerandco.co.uk