

# Real Estate Finance

## *News Update*



### Secure Trust Bank Real Estate Finance goes **green** with new loan scheme



Residential property investors have been taking advantage of a new loan scheme that rewards sustainable green investment.

The Greener Homes Scheme included two new products – the Green Investment Loan and the Green Improvement Loan – which offered favourable interest rates to borrowers investing in new green residential investment portfolios or upgrading existing properties to make them more energy efficient.

Secure Trust Bank is committed to providing up to £100 million in loans to support the scheme, with loans available from £2m - £45m.

To qualify for the Greener Homes Scheme, borrowers have to meet specific green lending criteria and demonstrate a commitment to reducing carbon emissions.

The Green Investment Loan offered loans secured against portfolios that already score highly for their environmental credentials, whilst the Green Improvement Loan enabled borrowers to access cash, secured against existing portfolios, to make energy efficiency improvements to properties. If a set EPC standard is achieved, borrowers receive a rate discount on their loan.



With pressure mounting on the real estate sector to do more to incorporate sustainability into investment and development strategies and adopt greener practices, we felt the timing was right to launch our own green finance product

Since its launch in June, we have been overwhelmed by the response from borrowers, so much so in fact that we have paused the scheme as it is already oversubscribed.

**Chris Daly,**  
Relationship Director at  
STB Real Estate Finance



# Meet the team

In our latest 'Meet the Team' interview, James Conolly, relationship director in our London office, answers our quick-fire questions.



## Briefly describe your role.

Originating new business whilst supporting existing customers, offering support and lending solutions that allow their operations to grow.

## What do you enjoy most about real estate finance?

The opportunity to meet so many different characters and personalities that share the same passion.

## What's the biggest challenge you have faced during lockdown?

Putting the lack of human interaction aside, the ability to differentiate my working day from my personal life.

## Proudest moment, professional or personal?

Being asked to be a Trustee Board Member for regional charity Druglink.

## VIEWPOINT

## Game-changing opportunity opens up in affordable housing sector

Snr Relationship Director Matthew-Blaine Young looks at the opportunities in the affordable housing sector for residential developers and housing associations.

**For the first time, Homes England recently invited private residential developers and 'for profit' housing associations to help deliver its affordable homes programme.**

The Government's housing accelerator is seeking strategic partners to build 180,000 new homes between 2021-2026.



This is a market that not-for-profit housing associations previously had to themselves. In the previous round of the programme, 27 housing associations worked with Homes England to deliver 40,000 homes.

However, a number of the larger housing associations have been forced to shift their focus away from development. In the wake of the Grenfell Tower disaster, many are improving fire safety measures on their stock. As a result, they have less capital to dedicate to new build.

This is game-changing for both private developers and 'for profit' housing associations. Homes England has set aside £11.5bn for the 2021-2026 programme, allowing the organisation to unlock difficult sites and provide grant funding to kick-start development.

Secure Trust Bank has a track record of working with SME housebuilders and housing associations, including registered providers in both the profit and not-for-profit sectors.

We recently arranged three separate development to investment facilities – totalling £16.5m – for Funding Affordable Homes (FAH), to fund the development of 214 homes (including Extra Care housing) at two schemes in the Isle of Wight and one in Rochdale. Our five-year support has allowed FAH to get these developments off the drawing board and retain them for income generation and capital appreciation.

**For more information on Secure Trust Bank's support for the social housing sector, visit our website.**



## Deals round-up



### Rivoli Developments

#### Ashwells Court, Pilgrims Hatch

A new housing development in Brentwood, Essex, has been given a cash injection from Secure Trust Bank Real Estate Finance to help get it off the ground.

Ashwells Court, in the village of Pilgrims Hatch, comprises five three and four bedroom homes and is being built by Rivoli Developments Limited.

John Little, director at Rivoli Developments, said: "Having the backing and support of an established lender such as Secure Trust Bank provided real peace of mind and gave us the confidence to push on with the second phase of the development."

LOAN  
AMOUNT

**£1.9m**

Congratulations to Matthew-Blaine Young on being promoted to senior relationship director. Matthew joined STB REF four years ago, covering London and the South-East. His role includes client relationship management, including portfolio and risk management, debt origination and transaction closing.



As part of Secure Trust Bank Group's 'Challenge 21' charity fundraising initiative, employees from across the Group have helped to raise a whopping £11,300 for their charity, including REF's chosen charities, Alzheimers Society and British Heart Foundation.



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