

Albani Data Requirement v1

- a. Albani Limited (pre-revenue startup) intends to provide open-bridge, non-recourse, non-status, interest-free finance to owners of selected houses in England and Wales. Makes sellers *Proceedable Buyers*. See Business Model: <https://albani.finance/>.
- b. Albani finance (LTV) will be between 80% to 90% of AVM for each property. Houses (freehold, urban with 3 comps) valued at between £250K and £500K and between £500K and £700K. See Application: <https://albani.finance/application/>
- c. If the homeowner takes the LTV Albani sells the homeowner's house to recover its finance – say 150 days on market to completion of sale contracts (Churn Rate) at av. 96% LTV.
- d. **Inver Re** have sourced a US insurance company (not conversant with the UK residential market) to provide a policy STC to insure against Albani losses on house sales below LTV (on an annual aggregate portfolio excess of loss basis); effectively credit enhancement.
- e. Insurer needs real-live data to price potential systemic risk (fall in house prices below LTV).

Albani requires the following data:

1. What is the current state of the UK property market?
2. How will the current state of the UK property market affect Albani's business model?
3. How is the current state of the UK property market susceptible to external shocks?
4. What are the type of house price fall scenarios that constitute systemic risk?
5. What will be the impact of systemic risk on our business model when the homeowner has taken the LTV and we are selling their house to recover the LTV (150 day Churn Rate at 96% LTV) - will the sale be below LTV?
6. What will be the impact of systemic risk on an Example Portfolio - to see how a Real-Life portfolio would perform. See: <https://albani.finance/example-portfolio/>?
7. How likely is it that a property will be sold below it's AVM value and how much below?
8. How likely are property prices to drop by 20%, and if they did how many houses would sell at a percentage below the AVM and how far below?
9. How likely is it that fallen through transactions will rise by 5%?

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