



## The **Who, What, Why** and **How** of our mortgage offer

We understand that each person is unique and that many cases are too complex for the 'High Street'. Where customers have circumstances that require a bit more flexibility, you need a lender who'll take a different view.

### **Who** CUSTOMERS WE LOVE TO HELP

- Owners of unusual properties or construction types / unencumbered properties
- Professionals and those with complex income
- Self-employed and contractors
- Borrowers with impaired credit
- Buy to let landlords, individuals or Ltd Co SPVs with HMOs, MUBs or holiday lets
- Second charge residential borrowers
- Mortgage Prisoners
- Product Transfer options are available for all products (eligible existing customers are offered these options within 90 days of expiry of their current fixed rate)

# What

## OUR PRODUCT OFFERING

### Residential

- Lending available to 95% LTV
- Maximum Loan: £2m
- Maximum age: 85 years
- Married, sole applications accepted
- No debt consolidation LTV restrictions (excluding Interest Only)
- Multiple sources of income allowed child benefits, foster income, maintenance, second jobs and pension
- Up to 75% of annual bonus, regular bonus, commission and overtime considered with 2yrs history
- Salary + Net Profits accepted for affordability by Ltd Co Directors
- Projections considered on referral for Ltd Co Directors
- Contractors – daily rate x 5 x 48 weeks minus all deductions at source
- 0 hours contracts considered with 12 months history
- Non-standard construction property types accepted - timber frame, steel frame, concrete with no LTV restrictions
- High rise and flats above retail with no LTV restrictions
- Interest Only - affordability assessed on the interest only payment
- New Build properties/off plan purchase accepted (to max 85% LTV)
- DTI up to 50%
- Loan term up to 40 years (including part years)
- Quick solicitors process on remortgages

### Buy to let

- At least one applicant must be under 85 years old at the end of the mortgage term
- 20% of shareholders do not have to be named on the application ie: children
- Lending available to 80% LTV + fees
- No minimum income requirements (Except if first time buyer holiday lets)
- Up to four applicants on an application
- Remortgage available from 3 months ownership at market value
- Rental agreements over £100,000 per year considered (subject to referral)
- Property of non-standard construction accepted
- Comfortable with close proximity to 'difficult' commercial property ie: above a chip shop
- Holiday lets and air bnb – agent's projections or 12 month income history accepted
- Investor dominated developments subject to referral being accepted
- MUB and HMOs up to 10 units /10 beds
- Minor adverse accepted (over 2 years old)
- New build properties/off plan purchase accepted

### Second Charge Loans

- Lending available to 85% LTV
- No ERC options available
- 6 x LTI up to 80% LTV
- Maximum 30-year term
- Married, sole applications accepted
- Binding Offers can be issued with Special Conditions for non-affordability linked requirements ie: first mortgage consent to second charge
- Multiple loan purposes available
- Plans that allow 1 missed mortgage payments in 12 months

*(All residential mortgage USPs apply to Second charges with the exception of Interest Only, 50% DTI and £2m max loan..)*

- **Fixed rates and BoE Lifetime trackers available**
- **ERC and No ERC options provided**
- **Overpayments accepted (10% per annum of the existing mortgage balance) - unlimited outside of fixed rate and or no ERC plan chosen**
- **We lend across England, Wales and Mainland Scotland\***

\*excl BTL

# Why

## FLEXIBLE TERMS AND APPROACH TO ADVERSE CREDIT

- Normal LTV applied for non standard properties
- Lend for any legal purpose (including some business purposes)
- On consolidation applications all credit card, mail order and store card funds sent to the client to pay rather than UTB sending cheques or electronic transfer
- Mail order and communications arrears and defaults ignored
- CCJs and defaults under £300 ignored
- Missed mortgage payments made within 30 days of due date ignored
- 1 year discharged for IVAs
- Product range available which allows 1 missed mortgage payment within 12 months
- Prime Plus & Prime product ranges can be used if a customer has unsecured arrears which have been brought up to date and evidenced

# How

## OUR WINNING SERVICE FORMULA

- Dedicated National BDM team
- Direct access to an underwriter
- Manual underwriting
- AVMs available
- Intuitive technology to accelerate processing

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with  
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