








# LENDER PANEL – MAY 2017

## 01273 414099










|                            | SHAWBROOK  |  Precise<br>Mortgages           |  Prestige<br>Finance |  UNITED TRUST BANK |  optimumcredit |  paragon personal finance                                                      |  together™<br>Loans, mortgages & finance.                                        |
|----------------------------|---------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Max Loan Size              | £1,000,000                                                                                  | £250,000<br>(more on referral)                                                                                   | £2,500,000                                                                                            | £250,000                                                                                              | £500,000                                                                                          | £500,000<br>(more on referral)                                                                                                                                    | £500,000<br>(more on referral)                                                                                                                                      |
| Max LTV                    | 95%                                                                                         | 85%                                                                                                              | 90%                                                                                                   | 85%                                                                                                   | 85%                                                                                               | 85%                                                                                                                                                               | 77.5%                                                                                                                                                               |
| Max Age                    | 80                                                                                          | RESI: 70 (75 on referral)<br>BTL: 110                                                                            | 85                                                                                                    | 85                                                                                                    | 70<br>(75 if not using income)                                                                    | 75                                                                                                                                                                | 80 (higher if on BTL)                                                                                                                                               |
| Min/Max<br>Loan Term       | 3 – 25 years                                                                                | 3 – 35 years                                                                                                     | 3 – 25 years                                                                                          | 3 – 30 years                                                                                          | 3 – 25 years                                                                                      | 5 – 25 years                                                                                                                                                      | 3 – 30 years                                                                                                                                                        |
| Annual Rates<br>Start From | 3.99% variable                                                                              | 3.70%                                                                                                            | 4.15% Variable                                                                                        | 3.90%                                                                                                 | BESPOKE RATES                                                                                     | 3.73% Variable                                                                                                                                                    | 6.65% Variable                                                                                                                                                      |
| Fixed Rate<br>Available    | 3 and 5 year available                                                                      | 2 and 5 years available                                                                                          | 2 and 5 years available                                                                               | 5 years available                                                                                     | 2, 3, 4 and 5 years<br>available                                                                  | 2, 5 and 10 years available                                                                                                                                       | 5 years available                                                                                                                                                   |
| Interest only              | No                                                                                          | Not on residential<br>Yes for BTL                                                                                | Not on residential<br>Yes for BTL                                                                     | No                                                                                                    | No                                                                                                | No                                                                                                                                                                | Yes for loan sizes<br>over £25,000                                                                                                                                  |
| Lender Fee                 | Typically £495                                                                              | £0-£300 Residential<br>£495-£1495 BTL                                                                            | £300 for loans under<br>£200k                                                                         | £495 - £695                                                                                           | Typically £495                                                                                    | £345 - £1995                                                                                                                                                      | Varies depending on loan<br>size                                                                                                                                    |
| Overpayments               | Yes                                                                                         | Yes                                                                                                              | Yes                                                                                                   | Yes                                                                                                   | Yes                                                                                               | Yes                                                                                                                                                               | Yes                                                                                                                                                                 |
| Lend On BTL'S              | Not currently                                                                               | From 4.25 % + BRT                                                                                                | Yes: From 5.49% variable                                                                              | Not currently                                                                                         | Not currently                                                                                     | Not currently                                                                                                                                                     | Yes, from 7.49%                                                                                                                                                     |
| Interest Cover Ratio       | N/A                                                                                         | 125% - 160%<br>(depending on plan) based<br>on pay rate                                                          | 140% DSCR for consumer<br>BTL landlords                                                               | N/A                                                                                                   | N/A                                                                                               | N/A                                                                                                                                                               | 125%-165%<br>Based on pay rate                                                                                                                                      |
| Purpose of Loan            | Most legal purposes<br>accepted including purchase<br>of second home<br>/ overseas property | Most legal purposes<br>accepted including<br>deposit for BTL / pay a tax<br>bill / invest in current<br>business | Most legal purposes<br>accepted with a few<br>exceptions transfer of<br>equity & business use         | Most legal purposes<br>accepted with a few<br>exceptions transfer of<br>equity & business use         | Main purposes include<br>consolidation of credit &<br>home improvements                           | Most legal purposes<br>accepted including<br>deposit for BTL / pay a<br>tax bill / invest in<br>current business and<br>BTL England, Wales &<br>Mainland Scotland | Any legal purpose<br>accepted. If loan size is<br>over £25k and 100% of<br>funds are being used for<br>business purposes, then<br>loan is treated as<br>unregulated |
| Coverage                   | England / Wales /<br>Scotland                                                               | Mainland England &<br>Wales ONLY                                                                                 | England, Wales, Scotland                                                                              | England, Wales, Scotland                                                                              | England, Wales, Scotland                                                                          | England, Wales, Scotland                                                                                                                                          | England, Wales, Scotland                                                                                                                                            |

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|                         |  |     |                                       |  |                                                            |  |  |
|-------------------------|-----------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Max Loan Size           | £750,000<br>(more on referral)                                                    | £250,000                                                                             | £75,000                                                                                                                 | £100,000<br>(more on referral)                                                      | £500,000                                                                                                                                      | £500,000                                                                            | £250,000<br>(more on referral)                                                      |
| Max LTV                 | 75%                                                                               | 75%                                                                                  | 75%                                                                                                                     | 70%                                                                                 | 95%                                                                                                                                           | 75%                                                                                 | 75%                                                                                 |
| Max Age                 | 85                                                                                | 80                                                                                   | 80                                                                                                                      | 70                                                                                  | No maximum age                                                                                                                                | 80                                                                                  | 80                                                                                  |
| Min/Max Loan Term       | 3 – 35 years                                                                      | 3 – 30 years                                                                         | 1 – 20 years                                                                                                            | 3 – 30 years                                                                        | 5 – 30 years                                                                                                                                  | 3 – 25 years                                                                        | 4 – 30 years                                                                        |
| Annual Rates Start From | 3.74% (2Year discount)                                                            | 8.5% Variable                                                                        | 7% (1year discount)                                                                                                     | 13.49% Variable                                                                     | 6.9% Variable                                                                                                                                 | 8.99% Variable                                                                      | 7.15% Variable                                                                      |
| Fixed Rate Available    | 2 and 5 years available                                                           | 3, 5 and 10 years available                                                          | 3 years available                                                                                                       | No                                                                                  | 3 years available no extra loading                                                                                                            | Yes, 5 years                                                                        | No                                                                                  |
| Interest only Available | Yes – Not on residential                                                          | No                                                                                   | No                                                                                                                      | No                                                                                  | No                                                                                                                                            | Yes                                                                                 | Yes                                                                                 |
| Lender Fee              | £350-£795                                                                         | 2%                                                                                   | 2%                                                                                                                      | £695 - £1250                                                                        | Varies depending on loan size                                                                                                                 | 3%                                                                                  | From 2.5%                                                                           |
| Overpayments            | Yes                                                                               | Yes                                                                                  | Yes                                                                                                                     | Yes                                                                                 | Yes                                                                                                                                           | Yes                                                                                 | No                                                                                  |
| Lend On BTL'S           | Yes, from 4.79%                                                                   | No                                                                                   | Not currently                                                                                                           | Yes, from 13.49%                                                                    | Yes, from 10.9%                                                                                                                               | Yes, HMO's included                                                                 | HMO's and BTL's in company names only                                               |
| Interest Coverage Ratio | 125-140%                                                                          | N/A                                                                                  | N/A                                                                                                                     | Full I&E on clients                                                                 | 120% based on pay rate or full I&E                                                                                                            | 115%<br>Based on pay rate                                                           | 125% - 165%<br>Based on pay rate                                                    |
| Purpose of Loan         | All legal purposes except business start up                                       | Most legal purposes accepted with a few exceptions transfer of equity & business use | Will consider most legal purposes accepted including payment / pay a tax bill / invest in current business deposit BTL. | All legal purpose accepted including clearing a bankruptcy                          | Any legal purpose accepted IF loan size is over £25k + more than 50% of the loan is for business purposes then loan is treated as unregulated | Any legal purpose                                                                   | Any legal purpose                                                                   |
| Coverage                | England, Wales, Scotland                                                          | England, Wales, Scotland, <b>Northern Ireland</b>                                    | England, Wales, Scotland                                                                                                | England & Wales                                                                     | England, Wales, Scotland + (max LTV 85%)                                                                                                      | England, Wales, Scotland                                                            | England, Wales, Scotland                                                            |