## **LENDER USPs**



### **INCOME TYPES**

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WHICH OF THE FOLLOWING ARE ACCEPTABLE?	
Rental income on unencumbered property	Yes
Surplus rental income on mortgaged property	Yes
Child Tax Credit, Working Tax Credit and Child Benefit	No
DLA and Carer's Allowance	No
Bonus and commission	Yes – 50% if non-guaranteed, 100% if guaranteed
Overtime	Yes – same as above
Shift Allowance	Yes – if on wage slips and history of (subject to assessment)
Agency and contract workers	No
Bursaries	No
Second and third jobs	Yes – refer to us / subject to individual assessment
Car Allowance	Yes
Foster Carer's Allowance	No
Court Approved Maintenance	Yes
Voluntary Maintenance	No
Non-Sterling earnings	Yes – refer to us (certain currencies)

#### **DEPOSIT TYPES**

IF PARENTS ARE GIFTING EQUITY OR DEPOSIT, CAN THEY LIVE IN THE PROPERTY AS LONG AS THEY DON'T PAY RENT?			
Gifted equity from family	Yes (deposit)		
Gifted deposit from partners	Yes		
Forces Help to Buy scheme	Yes – subject to individual assessment		
Right to Buy	Yes		
Help to Buy	No		

### **PROPERTY TYPES**

ARE THE FOLLOWING ACCEPTABLE? (MAXIMUM LTV FOR OWNER OCCUPIER IS 75-80%)			
Freehold flats	No – share of freehold can be considered		
Live / work	No		
Leasehold property	Minimum of 50 years unexpired remaining on the lease at the end of the mortgage term		
Studio flats	No		
Newbuild houses	Yes – owner occupied only		
Newbuild flats	No		
Flats with decked access	No		
Property with decked access	No		
Minimum property value	£120,000		
Non-standard construction	No		
Maximum number of stories	Four - refer to us if above		

### **APPLICATION AND APPLICANT TYPES**

Yes	
Yes – Expat Buy to Let; and Expat Owner Occupier interest only	
Yes – Foreign nationals must have permanent / indefinite rights to reside in the $UK$	
No	
Yes	
Term dependent on age, no maximum age	
Refer to lending policy	

# SOURCE OF INCOME MATERNITY LEAVE:

MATERNITY LEAVE:			
What income is used?	Salary at return - reference from employer		
SELF-EMPLOYED:			
Minimum term trading required	18 months (require at least 1 year's SA302)		
Minimum accounts required	Last two to three years' SA302 / accounts		
Do you require?	Full accounts or SA302s	Yes	
	Accountant's Certificate	No	
Do you take / consider?	Salary	Yes	
	Dividends	Yes	
	Profit including back salary	Net profit	
	Undrawn profits	No	
Is declining profit acceptable (subject to business trading in profit)?	Yes – subject to individual assessment		
If so, how is income assessed?	Most recent year if the lowest, or average if income varies and explanation of decline if dramatically different – refer to us		
What is the cut-off period for accepting last accounts?	Tax year		
RETIREMENT INCOME ACCEPTED:			
State Benefits	No		
State Pension	Yes		
Private pension	Yes		
Rental income	Yes		
Investment income	Yes – subject to individual assessment		
Any other	Yes – subject to individual assessment		
BUY TO LET	,		
Must own their main residence and this must be maintained after completion	Yes		
Maximum acceptable number of properties in portfolio	No maximum		
Maximum acceptable number of properties with group	Two initially		
Maximum portfolio value	No maximum		
Applicant minimum income	Income (single or joint) must cover a three month rental void and evidence to confirm this amount may be required		
First time buyers acceptable	No - usually need an existing mortgage		
CAPITAL RAISING PERMITTED FOR:	, 3 3 3		
An onwards property purchase	Yes		
Home improvements to that property	Yes		
Home improvements to other property that the client owns	Yes		
Consolidation	Maximum five credit cards / loans subject to no more than 49% of loan being used for this purpose		
RENTAL CALCULATION:			
Maximum 65% LTV	145% of the coverage at the product rate plus	3 2%, 5.65% or RI SVR rate, whichever is higher	
GENERAL			
Do you require sight of bank statements – and if so, how many?	See our minimum submission requirements on our mortgage application form		
Electronic and internet bank statements acceptable?	Yes, subject to underwriting review		
What are your requirements if clients are not on the electoral roll?	Further identification		
DO YOU HAVE ANY OTHER USPs?			
Lending into retirement	No maximum age as per our age chart		
No credit scoring - credit check completed	Manual underwriting		
Interest only	Considered		
Expat Buy to Let or Owner Occupied	Yes – refer to us		
Self-employed	Contract workers such as nurses, teachers, doctors		
First time buyers – The Family Mortgage	See familybuildingsociety.co.uk/family-mortgage		
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