



Can do.

# Buy-to-Let Product & Criteria Guide

FOR INTERMEDIARIES ONLY Updated 13.02.24

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# Buy to Let: Standard Properties

INDIVIDUALS | LTD COs | EX-PATS | FNs | CBTL



3M SONIA 5.23% as of 1st of December 2023

## 2 Year Fixed - UK Nationals

| Product Name                | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs  | Arrangement Fee |
|-----------------------------|--------------|------------------|---------|---------------|--------------------------------------------|-------|-----------------|
| 2 Year Fixed <b>Verde *</b> | 4.09%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 2%/2% | 5.00%           |
| 2 Year Fixed                | 4.74%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 2%/2% | 4.00%           |
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## 5 Year Fixed - UK Nationals

| Product Name                | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs           | Arrangement Fee |
|-----------------------------|--------------|------------------|---------|---------------|--------------------------------------------|----------------|-----------------|
| 5 Year Fixed <b>Verde *</b> | 5.34%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 4.00%           |
| 5 Year Fixed                | 5.39%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 4.00%           |
| 5 Year Fixed                | 5.59%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 3.00%           |
| 5 Year Fixed                | 5.79%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 2.00%           |

Ex-Pat Rates **+ 0.25%**  
**No restrictions on country  
of residence or currency**

Foreign National Rates **+ 0.50%**  
**Non-UK residents  
65% max LTV**

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| 5 Year Fixed | 5.79%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 4.00%           |
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65% max LTV**

# Buy to Let: Small HMOs (1-6 Rooms)

INDIVIDUALS | LTD COs | EX-PATS | FNs | CBTL



3M SONIA 5.23% as of 1st of December 2023

## 2 Year Fixed - UK Nationals

| Product Name | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs  | Arrangement Fee |
|--------------|--------------|------------------|---------|---------------|--------------------------------------------|-------|-----------------|
| 2 Year Fixed | 4.40%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 2%/2% | 5.00%           |
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## 5 Year Fixed - UK Nationals

| Product Name | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs           | Arrangement Fee |
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Foreign National Rates + **0.50%**

**Non-UK residents  
65% max LTV**

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# Buy to Let: Medium HMOs (7-12 Rooms)

INDIVIDUALS | LTD COs | EX-PATS | FNs | CBTL



3M SONIA 5.23% as of 1st of December 2023

## 2 Year Fixed - UK Nationals

| Product Name | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs  | Arrangement Fee |
|--------------|--------------|------------------|---------|---------------|--------------------------------------------|-------|-----------------|
| 2 Year Fixed | 4.60%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 2%/2% | 5.00%           |
| 2 Year Fixed | 5.10%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 2%/2% | 4.00%           |
| 2 Year Fixed | 6.10%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 2%/2% | 2.00%           |

## 5 Year Fixed - UK Nationals

| Product Name | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs           | Arrangement Fee |
|--------------|--------------|------------------|---------|---------------|--------------------------------------------|----------------|-----------------|
| 5 Year Fixed | 5.79%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 5.00%           |
| 5 Year Fixed | 5.99%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 4.00%           |
| 5 Year Fixed | 6.19%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 3.00%           |

Ex-Pat Rates **+ 0.25%**  
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**Non-UK residents  
65% max LTV**

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# Buy to Let: Large HMOs (13-20 Rooms)

INDIVIDUALS | LTD COs | EX-PATS | FNs | CBTL



3M SONIA 5.23% as of 1st of December 2023

## 2 Year Fixed - UK Nationals

| Product Name | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs  | Arrangement Fee |
|--------------|--------------|------------------|---------|---------------|--------------------------------------------|-------|-----------------|
| 2 Year Fixed | 4.80%        | 3M SONIA + 4.79% | 70%     | £100,000      | £2,000,000 @70% LTV<br>£3,000,000 @65% LTV | 2%/2% | 5.00%           |
| 2 Year Fixed | 5.30%        | 3M SONIA + 4.79% | 70%     | £100,000      | £2,000,000 @70% LTV<br>£3,000,000 @65% LTV | 2%/2% | 4.00%           |
| 2 Year Fixed | 6.30%        | 3M SONIA + 4.79% | 70%     | £100,000      | £2,000,000 @70% LTV<br>£3,000,000 @65% LTV | 2%/2% | 2.00%           |

## 5 Year Fixed - UK Nationals

| Product Name | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs           | Arrangement Fee |
|--------------|--------------|------------------|---------|---------------|--------------------------------------------|----------------|-----------------|
| 5 Year Fixed | 5.99%        | 3M SONIA + 4.79% | 70%     | £100,000      | £2,000,000 @70% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 5.00%           |
| 5 Year Fixed | 6.19%        | 3M SONIA + 4.79% | 70%     | £100,000      | £2,000,000 @70% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 4.00%           |
| 5 Year Fixed | 6.39%        | 3M SONIA + 4.79% | 70%     | £100,000      | £2,000,000 @70% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 3.00%           |

Ex-Pat Rates + **0.25%**

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Foreign National Rates + **0.50%**

**Non-UK residents  
65% max LTV**

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## Standard Properties - UK Nationals

| Product Name   | Initial Rate     | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                                | ERCs* | Arrangement Fee |
|----------------|------------------|------------------|---------|---------------|----------------------------------------------|-------|-----------------|
| 2 Year Tracker | 3M SONIA + 1.00% | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @ 75% LTV<br>£3,000,000 @ 65% LTV | 1%/1% | 3.00%           |

## MUFBs - UK Nationals

| Product Name                   | Initial Rate     | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                                | ERCs* | Arrangement Fee |
|--------------------------------|------------------|------------------|---------|---------------|----------------------------------------------|-------|-----------------|
| 2 Year Tracker<br><b>MUFBs</b> | 3M SONIA + 1.25% | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @ 75% LTV<br>£3,000,000 @ 65% LTV | 1%/1% | 3.00%           |

## HMOs - UK Nationals

| Product Name                                        | Initial Rate     | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                                | ERCs* | Arrangement Fee |
|-----------------------------------------------------|------------------|------------------|---------|---------------|----------------------------------------------|-------|-----------------|
| 2 Year Tracker<br><b>Small HMO (1 - 6 bedrooms)</b> | 3M SONIA + 1.25% | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @ 75% LTV<br>£3,000,000 @ 65% LTV | 1%/1% | 3.00%           |

| Product Name                                       | Initial Rate     | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                                | ERCs* | Arrangement Fee |
|----------------------------------------------------|------------------|------------------|---------|---------------|----------------------------------------------|-------|-----------------|
| 2 Year Tracker<br><b>Med HMO (7 - 12 bedrooms)</b> | 3M SONIA + 1.50% | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @ 75% LTV<br>£3,000,000 @ 65% LTV | 1%/1% | 3.00%           |

| Product Name                                          | Initial Rate     | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                                | ERCs* | Arrangement Fee |
|-------------------------------------------------------|------------------|------------------|---------|---------------|----------------------------------------------|-------|-----------------|
| 2 Year Tracker<br><b>Large HMO (13 - 20 bedrooms)</b> | 3M SONIA + 1.75% | 3M SONIA + 4.79% | 70%     | £100,000      | £2,000,000 @ 75% LTV<br>£3,000,000 @ 65% LTV | 1%/1% | 3.00%           |

\*Waived in the event of a Lendco PT

**Ex-Pat Rates + 0.25%**  
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**Foreign National Rates + 0.50%**  
**Non-UK residents**  
**65% max LTV**

**All Product Transfer rates are the same as New Business rates across all asset and borrower types and a full proc fee is paid.**



**£4£**

**No physical**  
valuation required



**Capital Raising**

**Valuation**  
required

# Buy to Let: Bridge Exits

INDIVIDUALS | LTD COs | EX-PATS | FNs | CBTl



Can do.

3M SONIA 5.23% as of 1st of December 2023

## 2 Year Fixed

| Standard Properties |              |                  |         |               |                                            |       |                     |
|---------------------|--------------|------------------|---------|---------------|--------------------------------------------|-------|---------------------|
| Product Name        | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs  | Arrangement Fee     |
| 2 Year Fixed        | 4.74%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 2%/2% | 3.50% (No Proc Fee) |

| HMOs and MUFBs |              |                  |         |               |                                            |       |                     |
|----------------|--------------|------------------|---------|---------------|--------------------------------------------|-------|---------------------|
| Product Name   | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs  | Arrangement Fee     |
| 2 Year Fixed   | 4.40%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 2%/2% | 4.50% (No Proc Fee) |

## 5 Year Fixed

| Standard Properties |              |                  |         |               |                                            |                |                     |
|---------------------|--------------|------------------|---------|---------------|--------------------------------------------|----------------|---------------------|
| Product Name        | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs           | Arrangement Fee     |
| 5 Year Fixed        | 5.39%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 3.50% (No Proc Fee) |

| HMOs and MUFBs |              |                  |         |               |                                            |                |                     |
|----------------|--------------|------------------|---------|---------------|--------------------------------------------|----------------|---------------------|
| Product Name   | Initial Rate | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                              | ERCs           | Arrangement Fee     |
| 5 Year Fixed   | 5.59%        | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @75% LTV<br>£3,000,000 @65% LTV | 5%/4%/3%/2%/2% | 4.50% (No Proc Fee) |

## Tracker

| Standard Properties, HMOs and MUFBs       |                  |                  |         |               |                                              |       |                     |
|-------------------------------------------|------------------|------------------|---------|---------------|----------------------------------------------|-------|---------------------|
| Product Name                              | Initial Rate     | Reversion Rate   | Max LTV | Min Loan Size | Max Loan Size                                | ERCs  | Arrangement Fee     |
| 2 Year Tracker<br><b>STANDARD</b>         | 3M SONIA + 1.00% | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @ 75% LTV<br>£3,000,000 @ 65% LTV | 1%/1% | 2.50% (No Proc Fee) |
| 2 Year Tracker<br><b>HMOs &amp; MUFBs</b> | 3M SONIA + 1.25% | 3M SONIA + 4.79% | 75%     | £100,000      | £2,000,000 @ 75% LTV<br>£3,000,000 @ 65% LTV | 1%/1% | 2.50% (No Proc Fee) |

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# Applicants

We look at transactions with a “*can do*” mentality, and underwrite each case manually on its own merits. As such, a strong background portfolio can be used to support applications where necessary.

## Acceptable Borrowers

- Individuals
- LTD companies including SPVs and LLPs
- We can lend to trusts (at the underwriter’s discretion)
- UK, Channel Islands and Isle of Man registered entities
- We can lend to first time landlords, as long as they are not also a first time buyer
- Resident and non-resident Ex-Pats and Foreign Nationals

## Ex-Pats and Foreign Nationals

- Ex-Pats maximum loan £2m at 75% LTV
- Ex-Pats and Foreign Nationals maximum loan £2.5m at 65% LTV
- No restriction on country of residence for Ex-Pats
- An established financial history in the UK is a must for us
- Borrowers should be employed by a traceable company and have a minimum income of £75k
- **Acceptable Nationalities:** UK / EU plus: Australia, Canada, China, Hong Kong, Iceland, India, Japan, Malaysia, New Zealand, Norway, Singapore, South Africa, South Korea, Switzerland and USA

\*At least one borrower to be over the age of 25 at the time of application, or at least one applicant to be under the age of 80 at the time of application.

The maximum age we accept at the end of the term is 100 years old.



Minimum Loan Size  
**£100,000**



Maximum Loan Size  
**£3m per asset**  
**£10m per borrower**



Borrowers  
**Up to 6 per**  
**application**



Age  
**Min age 25**  
**Max age 80\***

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# Property Criteria

## Acceptable Properties

- Residential property in England and Wales
- £10m single unit maximum property value
- Freehold houses up to 8 bedrooms
- HMOs up to 20 bedrooms
- Leasehold flats
- Multi-unit Freehold or Leasehold blocks\*
- New build flats or houses
- Ex-Local Authority
- Residential property above commercial

## Unacceptable situations

We appreciate you thinking of us, but there are some situations we just cannot consider.

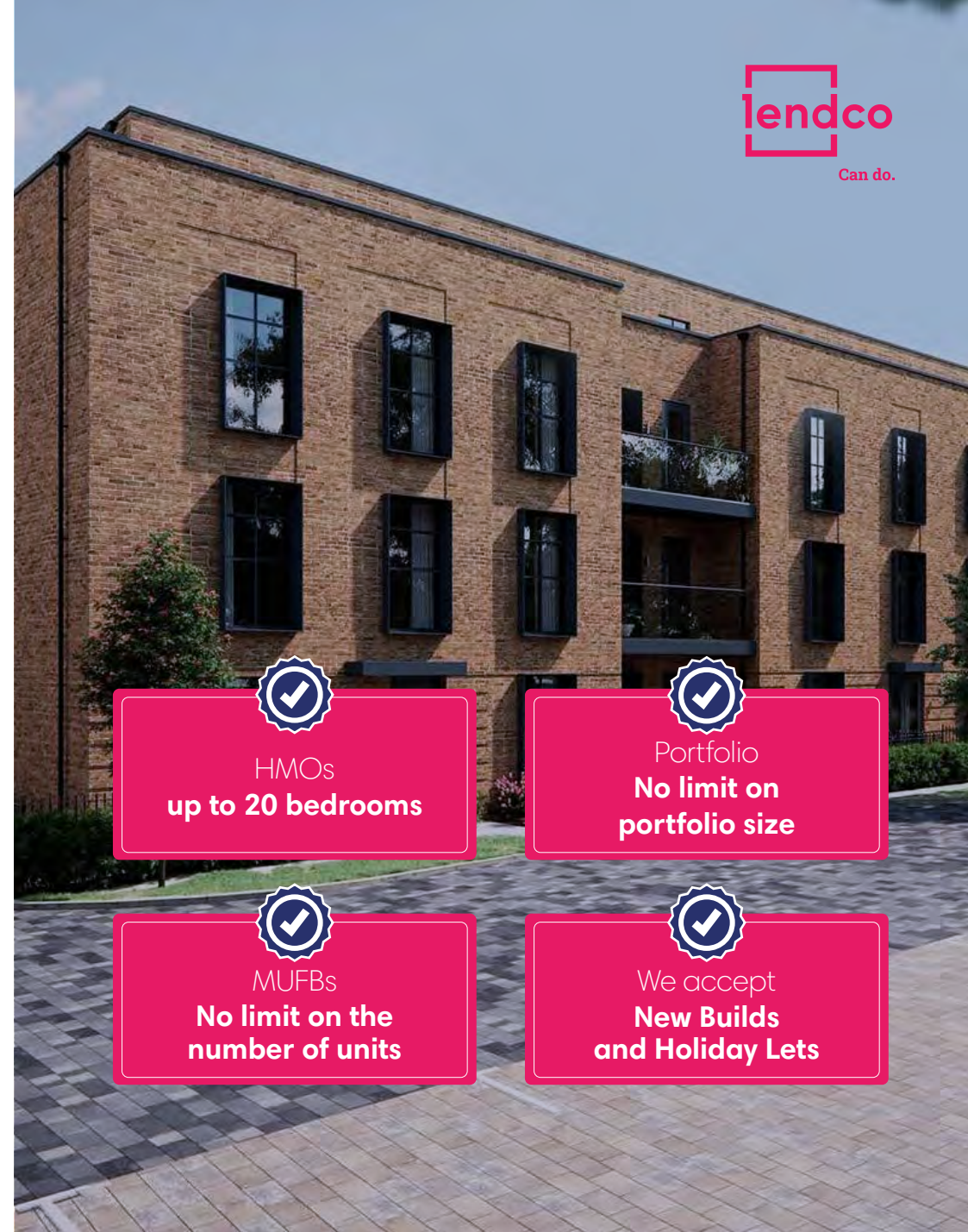
- Politically exposed foreign nationals
- Imprisoned borrowers
- Borrowers with diplomatic immunity
- Foreign embassy staff
- Standard BTL properties with more than 8 bedrooms
- Diplomatic Agents
- Live-work units
- Flats above public houses, bars or nightclubs
- Grade 1 listed properties
- Properties with more than 3 acres of land
- Retirement or sheltered accommodation
- Properties where the 90 day value is lower than 80% of its open market value as indicated by valuer

\* Min 60 years unexpired at end of term. No onerous or escalating ground rent/service charges.

## Applicable ICR

### For purchases and remortgages

- Individuals: 125% - 145%
- Limited Companies & LLPs: 125%
- HMOs (up to 6 bedrooms): 125% - 145%
- HMOs (6-20 bedrooms): 135% - 145%
- PD: 160%
- 5 year fixed products stressed at payrate
- 2 year fixed products stressed at payrate + 1.5%.
- 2 year fixed £4E refinances stressed at payrate + 1%
- Variable rate products stressed at 5.25% over product margin



HMOs  
up to 20 bedrooms



Portfolio  
No limit on  
portfolio size



MUFBS  
No limit on the  
number of units



We accept  
New Builds  
and Holiday Lets

# Indicative Valuation Fees

## Standard Properties

| Purchase Price | Fee*           |
|----------------|----------------|
| £100,000       | £260           |
| £150,000       | £290           |
| £200,000       | £310           |
| £300,000       | £350           |
| £400,000       | £420           |
| £500,000       | £460           |
| £600,000       | £585           |
| £700,000       | £695           |
| £800,000       | £780           |
| £900,000       | £810           |
| £1,000,000     | £970           |
| £1,500,000     | £1,325         |
| £2,000,000     | £1,725         |
| £2,500,000     | £2,025         |
| £3,000,000     | £2,325         |
| £3,500,000     | £2,825         |
| £4,000,000     | £3,225         |
| £4,500,000     | £3,525         |
| £5,000,000     | £3,825         |
| ABOVE          | BY ARRANGEMENT |

## Specialist Properties

Specialist property valuations are bespoke and by arrangement from VAS.

\* Fees are inclusive of VAT and are an estimation only.

We'll discuss the most appropriate valuation route by asset type when the application is submitted. Occasionally, this may result in a difference in pricing.

