

# Residential product guide

March 2025 | For intermediaries only

### **Key Product Criteria:**

- Criteria on completion
- No credit scoring
- Up to 4 defaults & 3 CCJ's allowed in the last 3 years per applicant (unsatisfied)
- Ignore all CCJ's & Defaults under £300
- Up to 2 missed payments per unsecured credit in the last 6 months









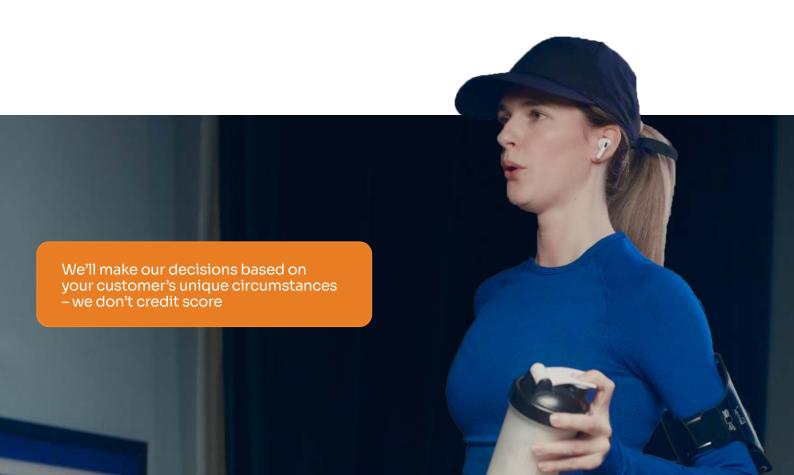






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# Credit Categories for Residential Mortgages

Lending is based on the lowest credit tier of any individual applicant

Credit Category	Deposit Unlock	Clear	AAA	AA	А	BBB	
Up to LTV	95%	90%	85%	85%	80%	75%	
Defaults	1 (satisfied) in 36 months	1 (satisfied) in 36 months	1 in 36 months	2 in 36 months	3 in 36 months	4 in 36 months	
CCJ's Number	0 in 36 months	0 in 36 months	1 (satisfied) in 36 months	1 in 36 months	2 in 36 months	3 in 36 months	
Missed mortgage/ secured loan / rental payments	0 in 24 months	0 in 24 months	1 in 13 - 24 months	2 in 13 - 24 months	3 in 13 - 24 months	4 in 13 - 24 months	
Bankruptcy/ Sequestration/ DRO	> 6 years discharged	> 6 years discharged	> 3 years discharged	> 3 years discharged	> 3 years discharged	> 3 years	
IVA/Trust Deed	> 6 years discharged	> 6 years discharged	> 3 years discharged	> 3 years discharged	> 3 years discharged	> 3 years	
Pay Day Loans	0 in 12 months	0 in 12 months	0 in 6 months	Current			
Unsecured Arrears	Maximum of 5 unsecured credit accounts in arrears at the point of completion.  The arrears can be ignored in the following circumstances:  If the balance of the loan is under £300  If the account has defaulted or is part of a DMP / DAS						
Unsecured Arrears (Recency)	<ul> <li>Arrears disregarded if balance &lt;£300</li> <li>Maximum of 2 missed payments in the last 6 months per credit agreement</li> <li>If balance &gt;£500, the latest payment must have been made</li> </ul>						
Debt Management Plans/ Debt Arrangement Schemes	DMP/DAS must have been settled over 12 months ago			ll in operation and paid prior to / up			

#### **Notes**

For joint borrowers, the product selection is based on the lowest credit tier of any applicant.

#### Defaults:

- O in the last 6 months; > 36 months ignored
- < £300 or telecom ignored (even if it's in last 6 months)</p>

#### CCJ's Number:

- O in last the 6 months; > 36 months ignored
- < £300 or telecom ignored (even if it's in the last 6 months)</p>

#### Mortgage/Rent Arrears

- 🤣 0 in 12 months
- o > 24 months ignored

#### Pay Day Loans

- Payday loan is defined as a loan < 12 months with an APR of at least 39%</p>
- Includes any revolving credit used in the past 12 months
- All outstanding Pay Day Loans are to be cleared on or prior to completion
- Only one applicant can have had a Pay Day loan in the last 12 months

#### Debt Management Plans/Debt Arrangement Schemes

Must be due to a life event and conducted satisfactorily for 12 months

# Residential Mortgage Products

Purchase & Remortgage

Free basic legals or a £500 contribution to solicitors costs - remortgages only

Rate Term	Up to LTV	Clear	AAA	AA	А	BBB	Fee
	65%	6.39%	6.59%	6.79%	6.99%	7.19%	£1,495
	70%	6.44%	6.64%	6.84%	7.04%	7.24%	£1,495
2 Year Fixed	75%	6.49%	6.69%	6.89%	7.09%	7.24%	£1,495
	80%	6.59%	6.79%	6.99%	7.14%		£1,495
	85%	7.04%	7.09%	7.14%			£1,495
	90%	7.34%					£1,495
Rate Term	Up to LTV	Clear	AAA	AA	А	BBB	Fee
	65%	6.24%	6.49%	6.74%	6.94%	7.14%	£1,495
	70%	6.29%	6.54%	6.79%	6.99%	7.19%	£1,495
3 Year Fixed	75%	6.34%	6.59%	6.84%	7.04%	7.19%	£1,495
	80%	6.44%	6.69%	6.94%	7.09%		£1,495
	85%	6.94%	6.99%	7.09%			£1,495
	90%	7.19%					£1,495
Rate Term	Up to LTV	Clear	AAA	AA	А	BBB	Fee
	65%	6.14%	6.39%	6.69%	6.89%	7.09%	£1,495
	70%	6.19%	6.44%	6.74%	6.94%	7.14%	£1,495
5 Year Fixed	75%	6.24%	6.49%	6.79%	6.99%	7.14%	£1,495
	80%	6.34%	6.59%	6.89%	7.04%		£1,495
	85%	6.74%	6.79%	6.99%			£1,495
	90%	7.04%					£1,495
Rate Term	Up to LTV	Clear	AAA	AA	А	BBB	Fee
	65%	8.05% (2.30% + BVR*)	8.19% (2.44% + BVR*)	8.35% (2.60% + BVR*)	8.49% (2.74% + BVR*)	8.65% (2.90% + BVR*)	£1,495
	70%	8.05% (2.30% + BVR*)	8.19% (2.44% + BVR*)	8.35% (2.60% + BVR*)	8.49% (2.74% + BVR*)	8.65% (2.90% + BVR*)	£1,495
Reversion Rate	75%	8.20% (2.45% + BVR*)	8.35% (2.60% + BVR*)	8.50% (2.75% + BVR*)	8.65% (2.90% + BVR*)	8.65% (2.90% + BVR*)	£1,495
	80%	8.30% (2.55% + BVR*)	8.45% (2.70% + BVR*)	8.60% (2.85% + BVR*)	8.70% (2.95% + BVR*)		£1,495
	85%	8.40% (2.65% + BVR*)	8.60% (2.85% + BVR*)	8.75% (3.00% + BVR*)			£1,495
	90%	8.60% (2.85% + BVR*)					£1,495

Bankruptcy/ Sequestration DRO/IVA/ Trust Deed

A loading of 1% applies to customers that have had an IVA/Debt Relief Order/ Trust Deed or Bankruptcy/Sequestration discharged in the last 6 years

Bankruptcy/ Sequestration DRO/IVA/ Trust Deed

Bluestone Standard Variable rate "BVR"

5.75%

The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed regularly. Typically the BVR will move in line with BBR changes, but could also go up or down at any other point in time, as this is a variable rate set by Bluestone Mortgages and reviewed regularly.

ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%			
3 Year Fixed	3%	2.5%	2%		
5 Year Fixed	3%	2.5%	2%	1%	0.5%

# Residential Mortgage Products

Purchase & Remortgage Fees Free

e Term	Up to LTV	Clear	AAA	AA	А	ВВВ
	65%	7.04%	7.24%	7.44%	7.64%	7.84%
	70%	7.09%	7.29%	7.49%	7.69%	7.89%
2 Year	75%	7.14%	7.34%	7.54%	7.74%	7.89%
ixed	80%	7.24%	7.44%	7.64%	7.79%	
	85%	7.69%	7.74%	7.79%		
	90%	7.99%				
e Term	Up to LTV	Clear	AAA	AA	А	ВВВ
	65%	6.69%	6.94%	7.19%	7.39%	7.59%
	70%	6.74%	6.99%	7.24%	7.44%	7.64%
Year	75%	6.79%	7.04%	7.29%	7.49%	7.64%
ixed	80%	6.89%	7.14%	7.39%	7.54%	
	85%	7.39%	7.44%	7.54%		
	90%	7.64%				
e Term	Up to LTV	Clear	AAA	AA	А	BBB
	65%	6.49%	6.74%	7.04%	7.24%	7.44%
	70%	6.54%	6.79%	7.09%	7.29%	7.49%
Year	75%	6.59%	6.84%	7.14%	7.54%	7.49%
ixed	80%	6.69%	6.94%	7.24%	7.59%	
	85%	7.09%	7.14%	7.34%		
	90%	7.39%				
e Term	Up to LTV	Clear	AAA	AA	А	ВВВ
	65%	8.70% (2.95% + BVR*)	8.84% (3.09% + BVR*)	9.00% (3.25% + BVR*)	9.14% (3.39% + BVR*)	9.30% (3.55% + BVR*)
	70%	8.70% (2.95% + BVR*)	8.84% (3.09% + BVR*)	9.00% (3.25% + BVR*)	9.14% (3.39% + BVR*)	9.30% (3.55% + BVR*)
Reversion Rate	75%	8.85% (3.10% + BVR*)	9.00% (3.25% + BVR*)	9.15% (3.40% + BVR*)	9.30% (3.55% + BVR*)	9.30% (3.55% + BVR*)
	80%	8.95% (3.20% + BVR*)	9.10% (3.35% + BVR*)	9.25% (3.50% + BVR*)	9.35% (3.60% + BVR*)	
	85%	9.05% (3.30% + BVR*)	9.25% (3.50% + BVR*)	9.40% (3.65% + BVR*)		
	90%	9.25% (3.50% + BVR*)				

Bankruptcy/ Sequestration DRO/IVA/ Trust Deed

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ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%			
3 Year Fixed	3%	2.5%	2%		
5 Year Fixed	3%	2.5%	2%	1%	0.5%

#### Fees Free Benefits

- No product fee
- Free basic valuation
- Free basic legal fees or a £500 contribution to Solicitors costs (Remortgages Only - see across)

#### Free basic legal fees

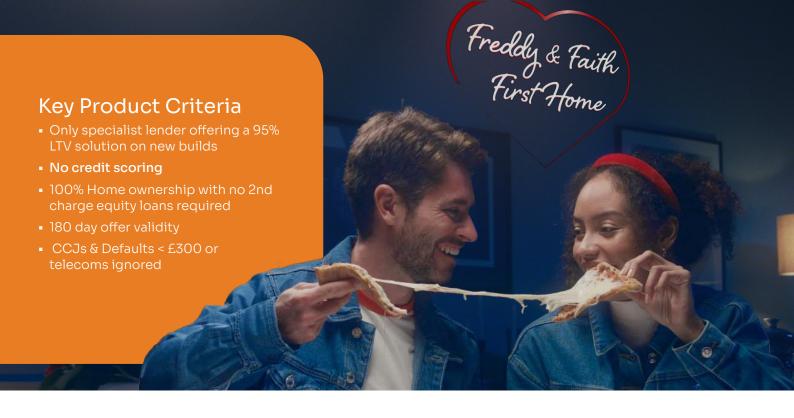
#### £500 contribution

- £ for £ Remortgages
- Capital raising
- Transfer of equityUnencumbered properties
- Debt consolidation

# Residential Income Criteria

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	Criteria	Evidenced By
	Permanently employed, in continuous employment for more than 6 months and in current role for more than 3 months, and not in any probationary period on completion	3 months payslips and P60     Details of last 6 months employment     Latest 1 months bank statements     Employement reference may be required
	Bonus  50% of average earned in last 2 years 100% if this is guaranteed	2 years P60 or employment reference
Employed	Commission/Overtime/ Shift Pay  50% of average earned in last 3 months  100% if this is guaranteed	• 3 months payslips
	Car allowance/Location allowance Up to 100% if guaranteed Nil if not guaranteed	- 3 months payslips
Self Employed	Minimum 12 months trading history     For Sole Traders we'll accept net profit     For Partnerships we'll accept their share of net profit     Directors Pension/Car Allowance and Home Office Use included     Ltd company directors, we'll accept salary and dividends     Can use salary and net profit if the applicant(s) own 100% of the business	3 months business bank statements     3 months personal bank statement  If trading less than 2 years:     Latest SA302 tax calculation and corresponding tax overview or     Latest certified accounts  If trading is over 2 years:     Last 2 years SA302's tax calculations and corresponding tax overview or  Latest certified accounts  Management or draft accounts are not acceptable  The evidence of income must cover the last full year's trading
	Day rate contractors  Day 1 contractor accepted  Min 6 months industry experience  Calculated as day rate x 5 x 48  No gaps of more than 6 weeks in the last 6 months	Copy of current contract The months bank statements Employment reference may be required  The months bank statements The months
Contractors	PAYE Contractor  Day 1 contractor accepted  Min 6 months continuous employment	Latest contract     If new contract, we'll need to see evidence of 6 months history e.g. 6 months payslips     3 months bank statements
	Temp/Agency/Zero hour contractors  • 12 month history with the same employer and in current role for 3 months.  • Average of the last 12 months earnings	12 months payslips required to take an average     3 months bank statements
	CIS Workers  • 12 month history  • Average last 12 months earnings if using invoices, or use latest years SA302's	<ul> <li>Accept 12 months CIS vouchers or SA302's as income</li> <li>3 months bank statements</li> </ul>

Other	Criteria	Evidenced By
Maintenance	Up to 100% if received and evidenced for last 6 months	CSA orders
Casual Income	12 months employment history required, must be with current employer a minimum of 6 months	6 months payslips, P60 and 6 months bank statement
Directors/ Partners Fees	Up to 100%	Tax returns and 3 months bank statements
Investment Income	Up to 100% if guaranteed and sustainable	Solicitors/Accountant/Trust administrator verification
Pension Income	Up to 100%	Pension statement/letter or Sa302 & Tax Year Overview  3 months bank statements
Second Jobs	Must be permanent and been in role for 6 months	<ul><li>3 months payslips and P60</li><li>3 months bank statements</li></ul>
Benefit Income	We accept:  • 100% of Working Tax Credits, Disability Living Allowance, Incapacity Benefit & Carers Allowance subject to a maximum of 30% of household income  • We can accept 100% of Child Tax Credits - the term of the mortgage cannot exceed the child's 16th birthday We do not accept:  • Child Benefit, JSA, Housing Benefit or DLA for non applicants i.e. being received by the app on behalf of a 3rd party/child	Latest award letter
Other income we won't take into account	Statutory Sick Pay, Occupational Sick Pay, Self Certified Income	
Lending into Retirement	Lending into retirement will be deemed as the earlier of:  - The customer's anticipated retirement age  - Age 70  If the mortgage extends into retirement or beyond the age of 70, evidence will be required to demonstrate that the mortgage will be affordable through the life of the loan as shown opposite.	Evidence of pension plan payments only:     Up to age 50     20yrs + until retirement, or     If customer has less than 35% LTV and less than 30% term remaining at 70yrs old or retirement     Pension statement needed for:     Aged 50yrs +, or     < 20yrs until retirement, IF     More than 35% LTV or more than 30% term remaining at 70yrs old or retirement     Use pre-retirement income beyond age 70 (max age 73) for professionals such as:     Specialist consultant in finance     Legal Practitioners     Doctors/ Medical Practitioners including support staff     Business Owner
Rental Income	Portfolio Landlords (4+ properties): 100% of Net Rental Income after the portfolio is stressed at 125% of 5.50% Non-Portfolio Landlords: 75% of Net Rental Income	6 months rental statements, or signed AST or bank statements showing 6 months rental income
Foster care Workers	12 month history	SA302's or last 12 months remittance slips/invoices/ reference from foster care agency to evidence income



# 95% Mortgage Product (Deposit Unlock)

7.69%

7.14%

New product for first-time buyers

95%

95%

Rate Term	Up to LTV	Clear	Fee
2 Year Fixed	95%	7.04%	£1,495
5 Year Fixed	95%	6.79%	£1,495

Term Variable	1.5%
Bluestone Standard Variable	

rate "BVR"

2 Year Fixed

5 Year Fixed

Year 1

Year 2

5.75%

3%	2%			
3%	2.5%	2%	1%	0.5%
1.5%	1%	0.5%		

Year 3

Rate Term	Up to LTV	Clear	Fee
Reversion Rate	95%	8.60% (2.85% + BVR*)	£1,495
Reversion Rate Fees Free	95%	9.25% (3.50% + BVR*)	

The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed regularly. Typically the BVR will move in line with BBR changes, but could also go up or down at any other point in time, as this is a variable rate set by Bluestone Mortgages and reviewed regularly

Year 4

Year 5

2 Year

Fixed

Fees Free

5 Year

Fixed

Fees Free

# 95% Lending Criteria (Deposit Unlock) The Deposit Unlock scheme provides an opportunity for first-time buyers to purchase a participating new build with only a 5% deposit.

Deposit Unlock	Criteria			
Property Types	Only available on New Build properties (Leasehold flats must have a minimum of 2 bedrooms). Construction type - as per standard policy. All properties must have a suitable new build warranty in place at the point of completion. Only those warranties listed on our website are deemed acceptable:  Advantage Advantage Adeis Warranties Ark Residential New Build Latent Defects Insurance Policy BLP Build Assure Build Zone Castle 10 provided by Checkmate CRL Management Ltd Global Home Warranties ICW (International Construction Warranties) LABC New Home Warranty NHBC One Guarantee Premier Guarantee Premier Guarantee Project Builders Structural Guarantee Certificate. Proteck The Q Policy Zurich Municipal.			
Affordability	Affordability is assessed in line with our standard policy.			
Customer Type	First time buyers only. Self-employed accepted with just 12-month trading history			
Transaction Type	Purchase Only			
Minimum Term / Maximum Term	5 years / 35 years			
Minimum loan / Maximum Loan	£67,507/ £600,000			
Minimum LTV / Maximum LTV	min LTV 90.01% excluding fee / max is 95% including fee			
Location	England, Wales and mainland Scotland			
Additional Documents	Developers Confirmation Letter			
Contractors	Day rate & PAYE must have a minimum of 12 months contracting history			
Temp /Agency/Zero Hours Contractors	24 months history with the same employer			
Deposit	Acceptable deposits include: own resources, gifted cash or a combination of both. Builders Incentives are not allowed to form any part of the deposit.			
Residency	All applicants must have been both resident in the UK for a minimum of 36 months and have held indefinite leave to remain for this full period at application. They must also not be protected persons.			
Benefit income	Benefit income from Working Family Tax Credits, Family Tax Credits and Personal Independence Payments are acceptable to a maximum of 50% for affordability purposes. No other benefit income type is acceptable for the Deposit Unlock scheme and therefore cannot be used.			
Maintenance income	100% of maintenance income is acceptable if fully evidence for a minimum period of 6 months by way of bank statements. If this cannot be evidenced for a minimum 6 month period then no maintenance income should be used.			

# Right to Buy Mortgage Products

We've expanded our product range!

Rate Term	Up to LTV	Clear	AAA	AA	А	BBB	Fee
	65%	6.29%	6.54%	6.84%	7.04%	7.24%	£1,495
5 Year Fixed	70%	6.34%	6.59%	6.89%	7.09%	7.29%	£1,495
	75%	6.39%	6.64%	6.94%	7.14%	7.29%	£1,495

Rate Term	Up to LTV	Clear	AAA	AA	А	BBB	Fee
	65%	8.05% (2.30% + BVR*)	8.19% (2.44% + BVR*)	8.35% (2.60% + BVR*)	8.49% (2.74% + BVR*)	8.65% (2.90% + BVR*)	£1,495
Reversion Rate	70%	8.05% (2.30% + BVR*)	8.19% (2.44% + BVR*)	8.35% (2.60% + BVR*)	8.49% (2.74% + BVR*)	8.65% (2.90% + BVR*)	£1,495
	75%	8.20% (2.45% + BVR*)	8.35% (2.60% + BVR*)	8.50% (2.75% + BVR*)	8.65% (2.90% + BVR*)	8.65% (2.90% + BVR*)	£1,495

Bankruptcy/DRO/IVA

A loading of 1% applies to customers that have had an IVA/Debt Relief Order or Bankruptcy discharged in the last 6 years

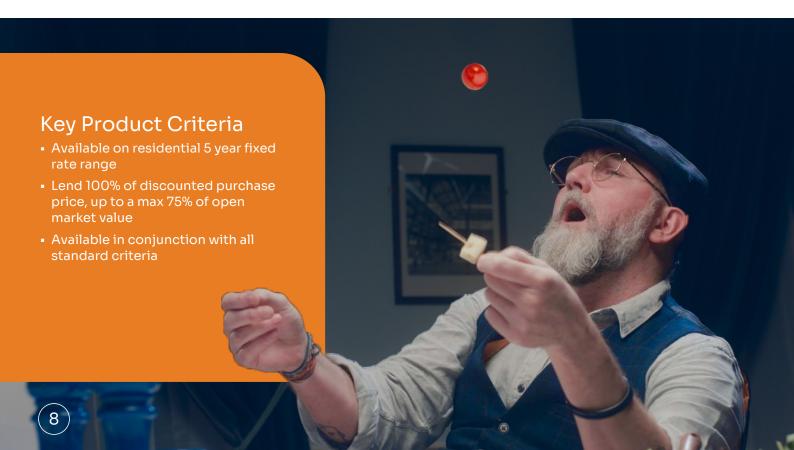
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ERC	Year 1	Year 2	Year 3	Year 4	Year 5
5 Year Fixed	3%	2.5%	2%	1%	0.5%



# Right to Buy Mortgage Products

We've expanded our Right To Buy Fees Free product range

Rate Term	Up to LTV	Clear	AAA	AA	А	BBB	Fee
	65%	6.64%	6.89%	7.19%	7.39%	7.59%	
5 Year Fixed	70%	6.69%	6.94%	7.24%	7.44%	7.64%	
	75%	6.74%	6.99%	7.29%	7.69%	7.64%	

Rate Term	Up to LTV	Clear	AAA	AA	А	BBB	Fee
	65%	8.70% (2.95% + BVR*)	8.84% (3.09% + BVR*)	9.00% (3.25% + BVR*)	9.14% (3.39% + BVR*)	9.30% (3.55% + BVR*)	
Reversion Rate	70%	8.70% (2.95% + BVR*)	8.84% (3.09% + BVR*)	9.00% (3.25% + BVR*)	9.14% (3.39% + BVR*)	9.30% (3.55% + BVR*)	
	75%	8.85% (3.10% + BVR*)	9.00% (3.25% + BVR*)	9.15% (3.40% + BVR*)	9.30% (3.55% + BVR*)	9.30% (3.55% + BVR*)	

Bankruptcy/DRO/IVA

A loading of 1% applies to customers that have had an IVA/Debt Relief Order or Bankruptcy discharged in the last 6 years

Bankruptcy/DRO/IVA

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ERC	Year 1	Year 2	Year 3	Year 4	Year 5	
5 Year Fixed	3%	2.5%	2%	1%	0.5%	

Right to Buy Criteria
The Right to Buy scheme provides an opportunity for council tenants to buy their home at a discounted price.

Right to Buy	Cı	riteria			
	From 21st November 2024, RTB discounts will reduce from thei current levels and the maximum discounts allowed will be as follows:				
	Region	Maximum Discount			
	North East	£22,000			
	North West	£26,000			
	Yorkshire & the Humber	£24,000			
	East Midlands	£24,000			
	West Midlands	£26,000			
Property Types	Eastern	£34,000 (except the district of Watford, where it is £16,000)			
	South East	£38,000 (except Chiltern, Epsom & Ewell, Hart, Oxford, Reading, Reigate & Banstead, Tonbridge & Malling, Vale of the White Horse and West Berkshire, where it is £16,000)			
	South West	£30,000			
	London	£16,000 (except the London boroughs of Barking & Dagenham & Havering, where it is £38,000)			
	Applications for the RTB received by social landlords before 21st November 2024 from eligible tenants will still be eligible for discounts of up to £102,400 across England and £136,400 in London boroughs.				
Affordability	Affordability is assessed in line	with our standard policy.			
Customer Type	Council tenants - only those na Notice can be party to the appl				
Transaction Type	Purchase only				
Minimum Term / Maximum Term	5 years / 40 years				
Minimum Ioan / Maximum Loan	£50,000 / £1,000,000				
Maximum LTV	Up to 100% of the discounted purchase price and a maximum of 75% LTV of the open market value as advised by a Bluestones valuer.				
Location	England only				
Additional Documents	Section 125 RTB Notice will be required to be able to complete the initial underwrite.				
How long is the mortgage offer valid for?	Offers will be valid for 4 months	5			

# Valuation Fees and Application Criteria

Valuation Fees

Property Value	Valuation Report Only	Valuation report plus Homebuyers Report	Valuation report plus Building Survey	
£75,000 - £150,000	£220	£490	£780	
£150,001 - £200,000	£245	£545	£875	
£200,001 - £250,000	£270	£600	£915	
£250,001 - £300,000	£295	£660	£955	
£300,001 - £350,000	£320	£705	£1,005	
£350,001 - £400,000	£345	£745	£1,065	
£400,001 - £450,000	£370	£790	£1,115	
£450,001 - £500,000	£395	£820	£1,170	
£500,001 - £600,000	£530	£915	£1,295	
£600,001 - £700,000	£630	£1,010	£1,425	
£700,001 - £800,000	£695	£1,130	£1,545	
£800,001 - £900,000	£755	£1,255	£1,670	
£900,001 - £1,000,000	£870	£1,380	£1,795	
£1,000,000 +	Price available on request	Price available on request	Price available on request	
Retype	£60	Transcripts of Scottish Home Reports will be acceptable where the report has been carried out by a valuer on the Bluestone Mortgages panel		

#### Loan

LOGIT	
Loan	Criteria
Term	5 - 40 years
Max Loan Amount	Residential   £1,000,000
Repayment Type	Capital & Interest available on all loans
Mortgage Schemes not accepted	Homebuy/Key Worker Scheme/HTB in schemes not reported/ Shared Equity/Shared Ownership/Self Builds
Deposit	From own resources or gifted from close relative*
Portability	Not portable
Fees	Product fees can be added to the loan regardless of LTV.  Restricted to maximum 90% LTV for Residential.

#### **Applicants**

Applicants	Criteria
Maximum per application	4
	All applicants must be at least 20 years old
Age at application	For residential and affordability based applications, the term cannot take the applicants past their 75th Birthday.
Residency (main applicants only)	Permanent UK residency rights, permanent settled status.  Resident in UK for at least 1 year, Please note that an application for settled status is not sufficient.
Applicants not accepted	Guarantors/Expats/Diplomats

#### Fees Free Residential Remortgage

We offer a free basic valuation and no application fee across all

residential remortgage applications:
The details within do not apply to scottish properties, where there are no free legals, but all Scottish remortgages will qualify for the £500 contribution to their solicitor costs.

#### Free basic legal fees

- £ for £ Remortgages
- Capital raising

#### £500 contribution

- Transfer of equityUnencumbered properties
- Debt consolidation

• A close family member is defined as a parent, child, grandparent, brother, sister, uncle, aunt, foster parent or legal guardian which includes step relatives.