



ZEPHYR

HOMELOANS

Product Range

19th July 2024

Complete 
Your specialist packager distributor

023 8045 6999
enquiries@complete-fs.co.uk
www.complete-fs.co.uk

Latest updates

- // Majority of Fixed Rates reduced by either 10bps or 5bps
- // 80% LTV option now available on 2 Year Fixed Rates for standard properties, HMOs and MUFBs
- // Product Fee can be added to the loan on all products, up to 83% LTV

Please note: When selecting a product on our online portal make sure you have chosen the correct one for your client's EPC rating. This will be checked as part of the application process and will be changed if the wrong product is selected. To secure a rate, the case must proceed to offer within 60 calendar days of the application.

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Our products are for buy-to-let purposes only, excluding consumer buy-to-let. We only lend on properties in England and Wales. All products are available for Individuals & Limited Companies for both purchase and re-mortgage, for individual and portfolio applications.



Standard properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	3.59%	7.00%	£200	ZHL02169
65%	£2.0M	4.59%	5.00%	£200	ZHL02170
65%	£2.0M	5.59%	3.00%	£200	ZHL02171
70%	£1.5M	3.64%	7.00%	£200	ZHL02172
70%	£1.5M	4.64%	5.00%	£200	ZHL02173
70%	£1.5M	5.64%	3.00%	£200	ZHL02174
75%	£1.0M	3.64%	7.00%	£200	ZHL02175
75%	£1.0M	4.64%	5.00%	£200	ZHL02176
75%	£1.0M	5.64%	3.00%	£200	ZHL02177
80%	£750k	5.89%	3.00%	£200	ZHL02178

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	4.69%	7.00%	£200	ZHL02071
65%	£2.0M	5.09%	5.00%	£200	ZHL02072
65%	£2.0M	5.49%	3.00%	£200	ZHL02073
70%	£1.5M	4.74%	7.00%	£200	ZHL02189
70%	£1.5M	5.14%	5.00%	£200	ZHL02190
70%	£1.5M	5.54%	3.00%	£200	ZHL02191
75%	£1.0M	4.74%	7.00%	£200	ZHL02192
75%	£1.0M	5.14%	5.00%	£200	ZHL02193
75%	£1.0M	5.54%	3.00%	£200	ZHL02194
80%	£750k	5.74%	3.00%	£200	ZHL02195
80%	£750k	6.39%	No fee	£200	ZHL02088

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	6.79% (BBR +1.54%)	3.00%	£200	ZHL01964
70%	£1.5M	6.84% (BBR +1.59%)	3.00%	£200	ZHL01965
75%	£1.0M	6.84% (BBR +1.59%)	3.00%	£200	ZHL01966

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products,

Product Fee can be added to the loan.

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

80% LTV products not available for new builds, valuations less than £100,000, properties above or adjacent to commercial, ex local authority/MOD properties, first time landlords or first time buyers.

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



Standard properties

EPC D & E

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	3.69%	7.00%	£200	ZHL02159
65%	£2.0M	4.69%	5.00%	£200	ZHL02160
65%	£2.0M	5.69%	3.00%	£200	ZHL02161
70%	£1.5M	3.74%	7.00%	£200	ZHL02162
70%	£1.5M	4.74%	5.00%	£200	ZHL02163
70%	£1.5M	5.74%	3.00%	£200	ZHL02164
75%	£1.0M	3.74%	7.00%	£200	ZHL02165
75%	£1.0M	4.74%	5.00%	£200	ZHL02166
75%	£1.0M	5.74%	3.00%	£200	ZHL02167
80%	£750k	5.99%	3.00%	£200	ZHL02168

Product fee can be added on all products, up to a total maximum 83% LTV

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5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	4.74%	7.00%	£200	ZHL02179
65%	£2.0M	5.14%	5.00%	£200	ZHL02180
65%	£2.0M	5.54%	3.00%	£200	ZHL02181
70%	£1.5M	4.79%	7.00%	£200	ZHL02182
70%	£1.5M	5.19%	5.00%	£200	ZHL02183
70%	£1.5M	5.59%	3.00%	£200	ZHL02184
75%	£1.0M	4.79%	7.00%	£200	ZHL02185
75%	£1.0M	5.19%	5.00%	£200	ZHL02186
75%	£1.0M	5.59%	3.00%	£200	ZHL02187
80%	£750k	5.84%	3.00%	£200	ZHL02188
80%	£750k	6.49%	No fee	£200	ZHL02086

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	6.89% (BBR +1.64%)	3.00%	£200	ZHL01961
70%	£1.5M	6.94% (BBR +1.69%)	3.00%	£200	ZHL01962
75%	£1.0M	6.94% (BBR +1.69%)	3.00%	£200	ZHL01963

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.

Product Fee can be added to the loan.

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Notes:

80% LTV products not available for new builds, valuations less than £100,000, properties above or adjacent to commercial, ex local authority/MOD properties, first time landlords or first time buyers.

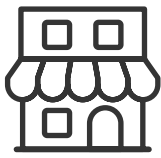
The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

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New Build & FAC properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	3.59%	7.00%	£200	ZHL02135
65%		4.59%	5.00%	£200	ZHL02136
65%		5.59%	3.00%	£200	ZHL02137
70%		3.64%	7.00%	£200	ZHL02138
70%		4.64%	5.00%	£200	ZHL02139
70%		5.64%	3.00%	£200	ZHL02140
75%		3.64%	7.00%	£200	ZHL02141
75%		4.64%	5.00%	£200	ZHL02142
75%		5.64%	3.00%	£200	ZHL02143

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	4.69%	7.00%	£200	ZHL02033
65%		5.09%	5.00%	£200	ZHL02034
65%		5.49%	3.00%	£200	ZHL02035
70%		4.74%	7.00%	£200	ZHL02153
70%		5.14%	5.00%	£200	ZHL02154
70%		5.54%	3.00%	£200	ZHL02155
75%		4.74%	7.00%	£200	ZHL02156
75%		5.14%	5.00%	£200	ZHL02157
75%		5.54%	3.00%	£200	ZHL02158

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	6.79% (BBR +1.54%)	3.00%	£200	ZHL01958
70%		6.84% (BBR +1.59%)	3.00%	£200	ZHL01959
75%		6.84% (BBR +1.59%)	3.00%	£200	ZHL01960

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.

Product Fee can be added to the loan.

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

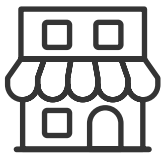
New build & FAC not available if the property is an HMO or MUFB.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 on new builds and FAC.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



New Build & FAC properties

EPC D & E

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	3.69%	7.00%	£200	ZHL02126
65%		4.69%	5.00%	£200	ZHL02127
65%		5.69%	3.00%	£200	ZHL02128
70%		3.74%	7.00%	£200	ZHL02129
70%		4.74%	5.00%	£200	ZHL02130
70%		5.74%	3.00%	£200	ZHL02131
75%		3.74%	7.00%	£200	ZHL02132
75%		4.74%	5.00%	£200	ZHL02133
75%		5.74%	3.00%	£200	ZHL02134

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	4.74%	7.00%	£200	ZHL02144
65%		5.14%	5.00%	£200	ZHL02145
65%		5.54%	3.00%	£200	ZHL02146
70%		4.79%	7.00%	£200	ZHL02147
70%		5.19%	5.00%	£200	ZHL02148
70%		5.59%	3.00%	£200	ZHL02149
75%		4.79%	7.00%	£200	ZHL02150
75%		5.19%	5.00%	£200	ZHL02151
75%		5.59%	3.00%	£200	ZHL02152

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	6.89% (BBR +1.64%)	3.00%	£200	ZHL01955
70%		6.94% (BBR +1.69%)	3.00%	£200	ZHL01956
75%		6.94% (BBR +1.69%)	3.00%	£200	ZHL01957

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.

Product Fee can be added to the loan.

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

New build & FAC not available if the property is an HMO or MUFB.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 on new builds and FAC.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



HMO & MUFB properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	3.79%	7.00%	£200	ZHL02099
65%	£1.5M	4.79%	5.00%	£200	ZHL02100
65%	£1.5M	5.79%	3.00%	£200	ZHL02101
70%	£1.5M	3.84%	7.00%	£200	ZHL02102
70%	£1.5M	4.84%	5.00%	£200	ZHL02103
70%	£1.5M	5.84%	3.00%	£200	ZHL02104
75%	£1.0M	3.84%	7.00%	£200	ZHL02105
75%	£1.0M	4.84%	5.00%	£200	ZHL02106
75%	£1.0M	5.84%	3.00%	£200	ZHL02107
80%	£750k	6.09%	3.00%	£200	ZHL02108

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	4.89%	7.00%	£200	ZHL01995
65%	£1.5M	5.29%	5.00%	£200	ZHL01996
65%	£1.5M	5.69%	3.00%	£200	ZHL01997
70%	£1.5M	4.94%	7.00%	£200	ZHL02119
70%	£1.5M	5.34%	5.00%	£200	ZHL02120
70%	£1.5M	5.74%	3.00%	£200	ZHL02121
75%	£1.0M	4.94%	7.00%	£200	ZHL02122
75%	£1.0M	5.34%	5.00%	£200	ZHL02123
75%	£1.0M	5.74%	3.00%	£200	ZHL02124
80%	£750k	5.94%	3.00%	£200	ZHL02125
80%	£750k	6.59%	No fee	£200	ZHL02084

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	6.99% (BBR +1.74%)	3.00%	£200	ZHL01952
70%	£1.5M	7.04% (BBR +1.79%)	3.00%	£200	ZHL01953
75%	£1.0M	7.04% (BBR +1.79%)	3.00%	£200	ZHL01954

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.

Product Fee can be added to the loan.

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

80% LTV products not available for new builds, valuations less than £100,000, properties above or adjacent to commercial, ex local authority/MOD properties, first time landlords or first time buyers.

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

HMO & MUFB loans not available if the property is a new build or FAC.

HMO and MUFB loans not normally available for first time landlords, unless there is relevant business experience. Please speak with one of our team for further information.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits. Minimum valuation of £100,000 on HMOs and MUFBs.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



HMO & MUFB properties

EPC D & E

2 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	3.89%	7.00%	£200	ZHL02089
65%	£1.5M	4.89%	5.00%	£200	ZHL02090
65%	£1.5M	5.89%	3.00%	£200	ZHL02091
70%	£1.5M	3.94%	7.00%	£200	ZHL02092
70%	£1.5M	4.94%	5.00%	£200	ZHL02093
70%	£1.5M	5.94%	3.00%	£200	ZHL02094
75%	£1.0M	3.94%	7.00%	£200	ZHL02095
75%	£1.0M	4.94%	5.00%	£200	ZHL02096
75%	£1.0M	5.94%	3.00%	£200	ZHL02097
80%	£750k	6.19%	3.00%	£200	ZHL02098

Product fee can be added on all products, up to a total maximum 83% LTV
Reversion rate for all these products is BBR +5.25%. Current BBR is set at 5.25%

5 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	4.94%	7.00%	£200	ZHL02109
65%	£1.5M	5.34%	5.00%	£200	ZHL02110
65%	£1.5M	5.74%	3.00%	£200	ZHL02111
70%	£1.5M	4.99%	7.00%	£200	ZHL02112
70%	£1.5M	5.39%	5.00%	£200	ZHL02113
70%	£1.5M	5.79%	3.00%	£200	ZHL02114
75%	£1.0M	4.99%	7.00%	£200	ZHL02115
75%	£1.0M	5.39%	5.00%	£200	ZHL02116
75%	£1.0M	5.79%	3.00%	£200	ZHL02117
80%	£750k	6.04%	3.00%	£200	ZHL02118
80%	£750k	6.69%	No fee	£200	ZHL02082

Product fee can be added on all products, up to a total maximum 83% LTV
Reversion rate for all these products is BBR +5.25%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)					
LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	7.09% (BBR +1.84%)	3.00%	£200	ZHL01949
70%	£1.5M	7.14% (BBR +1.89%)	3.00%	£200	ZHL01950
75%	£1.0M	7.14% (BBR +1.89%)	3.00%	£200	ZHL01951

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.
Product Fee can be added to the loan.

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Notes:

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The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

HMO & MUFB loans not available if the property is a new build or FAC.

HMO and MUFB loans not normally available for first time landlords, unless there is relevant business experience. Please speak with one of our team for further information.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits. Minimum valuation of £100,000 on HMOs and MUFBs.

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ICR & Income top slicing

Borrower Type		Standard Property. ICR	HMO, MUFB, FAC. ICR	Stressed Rate
Limited Company		125%	135%	For Fixed Rate products 5 years or longer, the Payrate is used for the stressed rate.
Individual	Higher Rate Taxpayer	140% *	150%	
	Like for Like remortgage and /or lower rate taxpayer	125%	150%	For Fixed Rate products less than 5 Years and Tracker products, the stressed rate is the higher of Payrate +2.00% or 5.5%.
New Build ICRs reduced to the same level as their non new build equivalents				

* Top slicing or Portfolio Cross Subsidisation may be utilised subject to criteria.

Minimum Term of loan is 5 years with a maximum term of 35 years. Minimum loan amount is £50,000.

^Other fees & costs apply. We reserve the right to withdraw and amend our products at any time without notice.

Early Repayment Charges (ERC)

Early Repayment Charges (ERC)	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%	N/A	N/A	N/A
5 Year Fixed	5%	4%	3%	2%	1%

Up to 10% of the outstanding loan amount can be repaid in any 12 month period without incurring an early repayment charge.

There are no Early Repayment Charges applicable to our Lifetime Tracker products.

Criteria highlights



Directors need 60% minimum shareholding for Limited Co. apps



Max. age 95 years at end of mortgage term



No height restriction on flats & Deck Access



Unlimited background portfolio with background portfolio stress testing at 100% of mortgage payments



Loans sizes available up to £2m on our standard properties, £750k on new builds and flats above commercial, and £1.5m on HMOs and MUFBs, depending on LTV (larger loan sizes may be available on inquiry)



Product Fees can be added to the loan, up to a maximum total 83% LTV



Loan to value (without Product Fee added) available up to 80% on standard properties, HMOs and MUFBs, and 75% on new builds and flats above commercial