

# Residential Mortgage Product Guide

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For Approved and Regulated Broker Use Only

For Intermediary use only



Authorised and Regulated by the Financial Conduct Authority under number 739724. Central Trust is a member of the Finance and Leasing Association (FLA) and we adhere to the FLA Lending Code



# An overview of our criteria



## Summary

- We offer residential capital repayment mortgages.
- Broker fees are capped at 12.5% of the net mortgage or £5k max.
- Our product fees are £499 (for loans under £20k) and £999 (for loans £20k and over) plus a processing fee of £499. \* additional fees apply to Northern Ireland.
- Commission and any broker fee is paid the next working day following completion & commission is 2% calculated on the net loan.
- Our loan amounts range from £10k to £250k, with our terms from 3 to 25 years.
- Loans available for various legal purposes, for example, consolidation, home improvements & business purposes.
- Loans are available on variable rates or fixed rates up to 5 years.
- Same day turnaround if application received before 1pm.
- Unlimited overpayments.



## Applicant information

- Age: 18 – 80 years old (term must end before 80th birthday).
- Lending into retirement assessed on a case-by-case basis.
- Must be UK national or have indefinite right to reside (min 3y UK resident).
- Sole applicants acceptable, where a spouse or partner holds no ownership to the property a waiver form would be required.
- E-ID for proof of identity, 3-year voter's role as proof of residency (evidence required if these areas are not met).
- Unlimited BTL properties in the background on residential applications (rent from AST to cover mortgage payment or shortfall will be taken into account).



## \* Northern Ireland Specific

- Maximum LTV 70%
- First charges – minimum net loan £30,000 and an additional product fee of £1,599 applies.
- Second charges – an additional product fee of £799 applies.



## Property & valuation information

- England, Wales, Scotland & Northern Ireland all accepted (unable to lend in the Isle of Man).
- LTV up to 90%, but with LTV restrictions for Scottish Isles (65%) and Northern Ireland (70%).
- LTV restrictions for ex-council flats/maisonettes, £1m or more valuations and freehold flats.
- Non-traditional construction acceptable where suitable to the area.
- Minimum property value is £75k.
- Hometrack valuations will be conducted automatically on eligible applications, up to a max loan of £100K and max LTV of 75% subject to confidence score (not acceptable on ex-council flats or maisonettes):
  - Up to 65% LTV, with a net mortgage up to £50k  
**Minimum 4.0 confidence level**
  - Up to 65% LTV, with net mortgage over £50k and up to £100k  
**Minimum 5.0 confidence level**
  - Up to 75% LTV, with a net mortgage up to £50k  
**Minimum 5.0 confidence level**
  - Up to 75% LTV, with a net mortgage over £50k and up to £100k  
**Minimum 6.0 confidence level**
- See full criteria for when a drive-by or full valuation is required.



## Acceptable income

- Min income on plan three and plan four £22.5k.
- Plan one and plan five – min income £40k single, £50k joint. Subject to passing Equifax NAV score.
- Plan two – min income £30k single, £40k joint. Subject to passing Equifax NAV score.
- Employed, self employed, contractors, agency workers, zero hours contract, most benefits, maintenance and pensions all accepted as income (JSA is not acceptable).
- Overtime, bonus and commission used (to a max of 50% of basic income, subject to criteria).
- No minimum time in employment, 12 months for self employed.
- EIV (Electronic Income Verification) accepted on employed applicants (subject to meeting criteria).

# Residential first charge mortgages

|                            | Plan one                               | Plan two                               | Plan three                             | Plan four                              |
|----------------------------|--|--|--|--|
| Mortgage size (net)*       | £20,000 to £250,000                    | £10,000 to £150,000                    | £10,000 to £100,000                    | £10,000 to £75,000                     |
| Max LTV (gross)*           | 65%                                    | 75%                                    | 80%                                    | 70%                                    |
| Variable rate              | 10.04%                                 | 10.24%                                 | 11.60%                                 | 11.94%                                 |
| 2 year fixed rate          | 8.47%                                  | 8.69%                                  | 10.67%                                 | 11.03%                                 |
| 3 year fixed rate          | 8.14%                                  | 8.36%                                  | 10.24%                                 | 10.61%                                 |
| 5 year fixed rate          | 7.99%                                  | 8.22%                                  | 10.03%                                 | 10.40%                                 |
| 5 year fixed rate (No ERC) | 8.49%                                  | 8.72%                                  | 10.53%                                 | 10.90%                                 |
| Product fee *              | £499 (<£20k net)<br>£999 (>= £20k net) | £499 (<£20k net)<br>£999 (>= £20k net) | £499 (<£20k net)<br>£999 (>= £20k net) | £499 (<£20k net)<br>£999 (>= £20k net) |
| Processing fee             | £499                                   | £499                                   | £499                                   | £499                                   |
| Max status points          | 0                                      | 0                                      | 2                                      | 4                                      |
| Equifax NAV score          | Yes                                    | Yes                                    | No                                     | No                                     |

## Applicable to residential

- 3 to 25 year term.
- First Charges - unencumbered properties only.
- Capital and repayment mortgages only.
- 2% Commission paid next working day following completion - calculated on net mortgage.
- Max 12.5% broker fees (£5,000 max) - calculated on net mortgage.
- No minimum time in current employment.
- Minimum 12 months self-employment.
- Available England, Wales, Scotland and Northern Ireland.

\* see additional details for Northern Ireland (page 2)

## Status units

- 1 unit per mortgage/secured loan arrear in last 12 months. Must miss a full calendar month, ignore part months arrears. Refer if paid within 7 days over the end of a month. Plan four - maximum of 2 mortgage / secured loan arrears permitted UNLESS last 6 months' payments made in full.
- 1 unit per default (no max £) Ignore: <£300, <£3k satisfied, and all >12 months old.
- 1 unit per CCJ (no max £) Ignore: <£300, <£3k satisfied, and all >12 months old.
- 1 unit per credit card/unsecured loan/utility 3 down. Ignore: Accounts <£300 and 3 or more down & accounts that are currently 2 or fewer payments down, irrelevant of the previous account conduct.
- Ignore mail order and comms for adverse. Except 'Communication Supplier Loans' which are treated as unsecured loans.
- Ignore discharged bankrupts > 3 years old (providing no monies outstanding and no property interest).
- Ignore IVAs (Note: Must be up to date, satisfactory conduct for last 12 months and being settled with loan).
- No historic bankruptcies, current or historic IVAs/Trust Deeds, or active DMPs on plan one, plan two or plan five.
- **Explanations for poor credit conduct are required at submission.**

| ERC's                          | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|--------------------------------|--------|--------|--------|--------|--------|
| Variable rate                  | 0%     | 0%     | 0%     | 0%     | 0%     |
| 2 year fixed rate              | 2%     | 1%     | 0%     | 0%     | 0%     |
| 3 year fixed rate              | 3%     | 2%     | 1%     | 0%     | 0%     |
| 5 year fixed rate              | 5%     | 4%     | 3%     | 2%     | 1%     |
| All plans - £150 discharge fee |        |        |        |        |        |

Our fixed rate ERC's are calculated on the original net mortgage borrowed.

Fixed rate reverts to variable rate after fixed period.

# Residential second charge mortgages

|                            | Plan one                               | Plan two                               | Plan three                             | Plan four                              | Plan five                              |
|----------------------------|--|--|--|--|--|
| Mortgage size (net)*       | £20,000 to £250,000                    | £10,000 to £150,000                    | £10,000 to £100,000                    | £10,000 to £75,000                     | £10,000 to £50,000                     |
| Max LTV (gross)*           | 65%                                    | 75%                                    | 80%                                    | 70%                                    | 90%                                    |
| Variable rate              | 10.04%                                 | 10.24%                                 | 11.95%                                 | 12.34%                                 | 13.95%                                 |
| 2 year fixed rate          | 8.47%                                  | 8.69%                                  | 10.66%                                 | 11.09%                                 | 12.83%                                 |
| 3 year fixed rate          | 8.14%                                  | 8.36%                                  | 10.33%                                 | 10.76%                                 | 12.50%                                 |
| 5 year fixed rate          | 7.99%                                  | 8.22%                                  | 10.19%                                 | 10.62%                                 | 12.36%                                 |
| 5 year fixed rate (No ERC) | 8.49%                                  | 8.72%                                  | 10.69%                                 | 11.12%                                 | 12.86%                                 |
| Product fee *              | £499 (<£20k net)<br>£999 (>= £20k net) | £499 (<£20k net)<br>£999 (>= £20k net) | £499 (<£20k net)<br>£999 (>= £20k net) | £499 (<£20k net)<br>£999 (>= £20k net) | £499 (<£20k net)<br>£999 (>= £20k net) |
| Processing fee             | £499                                   | £499                                   | £499                                   | £499                                   | £499                                   |
| Max status points          | 0                                      | 0                                      | 2                                      | 4                                      | 0                                      |
| Equifax NAV score          | Yes                                    | Yes                                    | No                                     | No                                     | Yes                                    |

| Applicable to residential  |
|--|
| <ul style="list-style-type: none"> <li>• 3 to 25 year term.</li> <li>• Capital and repayment mortgages only.</li> <li>• 2% Commission paid next working day following completion - calculated on net mortgage.</li> <li>• Max 12.5% broker fees (£5,000 max) - calculated on net mortgage.</li> <li>• No minimum time in current employment.</li> <li>• Minimum 12 months self-employment.</li> <li>• Available England, Wales, Scotland and Northern Ireland.</li> </ul> <p><b>* see additional details for Northern Ireland (page 2)</b></p> |

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|---|
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| 3 year fixed rate              | 3%     | 2%     | 1%     | 0%     | 0%     |
| 5 year fixed rate              | 5%     | 4%     | 3%     | 2%     | 1%     |
| All plans - £150 discharge fee |        |        |        |        |        |

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Fixed rate reverts to variable rate after fixed period.