



# ZEPHYR

HOMELOANS

## Product Range

19th December 2024

**Complete**  
Your specialist package distributor

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

### Latest updates

- // On 19th December, all Fixed Rates reduced by up to 15bps.
- // For portfolio cases, the £200 application fee now only applies to the first property, subject to all further property applications being submitted within 6 weeks.

**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.

### Contents

- > **Standard Properties** – Page 2
- > **New Build & Flats Above Commercial** – Page 3
- > **HMO & MUFBs** – Page 4
- > **ICRs, ERCs & other criteria highlights** – Page 5

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	3.09%	7.00%	£200	ZHL02711
65%	£2.0M	5.09%	3.00%	£200	ZHL02712
65%	£2.0M	6.59%	No fee	£200	ZHL02713
75%	£1.0M	3.14%	7.00%	£200	ZHL02714
75%	£1.0M	5.14%	3.00%	£200	ZHL02715
75%	£1.0M	6.64%	No fee	£200	ZHL02716
80%	£750k	5.54%	3.00%	£200	ZHL02717
80%	£750k	7.04%	No fee	£200	ZHL02718

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 4.75%

#### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	4.75%	7.00%	£200	ZHL02727
65%	£2.0M	5.55%	3.00%	£200	ZHL02728
65%	£2.0M	6.15%	No fee	£200	ZHL02729
75%	£1.0M	4.80%	7.00%	£200	ZHL02730
75%	£1.0M	5.60%	3.00%	£200	ZHL02731
75%	£1.0M	6.20%	No fee	£200	ZHL02732
80%	£750k	5.90%	3.00%	£200	ZHL02733
80%	£750k	6.50%	No fee	£200	ZHL02734

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 4.75%

#### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	6.29% (BBR +1.54%)	3.00%	£200	ZHL01964
70%	£1.5M	6.34% (BBR +1.59%)	3.00%	£200	ZHL01965
75%	£1.0M	6.34% (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:

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

\*\*For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

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, first time buyers or properties re-mortgaged in the first 6 months at market value.

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

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	3.19%	7.00%	£200	ZHL02703
65%	£2.0M	5.19%	3.00%	£200	ZHL02704
65%	£2.0M	6.69%	No fee	£200	ZHL02705
75%	£1.0M	3.24%	7.00%	£200	ZHL02706
75%	£1.0M	5.24%	3.00%	£200	ZHL02707
75%	£1.0M	6.74%	No fee	£200	ZHL02708
80%	£750k	5.64%	3.00%	£200	ZHL02709
80%	£750k	7.14%	No fee	£200	ZHL02710

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 4.75%

#### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	4.80%	7.00%	£200	ZHL02719
65%	£2.0M	5.60%	3.00%	£200	ZHL02720
65%	£2.0M	6.20%	No fee	£200	ZHL02721
75%	£1.0M	4.85%	7.00%	£200	ZHL02722
75%	£1.0M	5.65%	3.00%	£200	ZHL02723
75%	£1.0M	6.25%	No fee	£200	ZHL02724
80%	£750k	6.00%	3.00%	£200	ZHL02725
80%	£750k	6.60%	No fee	£200	ZHL02726

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 4.75%

#### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	6.39% (BBR +1.64%)	3.00%	£200	ZHL01961
70%	£1.5M	6.44% (BBR +1.69%)	3.00%	£200	ZHL01962
75%	£1.0M	6.44% (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:

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

\*\*For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

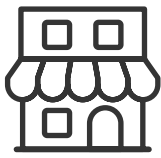
80% LTV products not available for new builds, valuations less than £100,000, properties above or adjacent to commercial, ex local authority/MOD properties, first time landlords, first time buyers or properties re-mortgaged in the first 6 months at market value.

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

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.



## 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	3.09%	7.00%	£200	ZHL02685
65%		5.09%	3.00%	£200	ZHL02686
65%		6.59%	No fee	£200	ZHL02687
75%		3.14%	7.00%	£200	ZHL02688
75%		5.14%	3.00%	£200	ZHL02689
75%		6.64%	No fee	£200	ZHL02690
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 4.75%					

5 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	4.75%	7.00%	£200	ZHL02697
65%		5.55%	3.00%	£200	ZHL02698
65%		6.15%	No fee	£200	ZHL02699
75%		4.80%	7.00%	£200	ZHL02700
75%		5.60%	3.00%	£200	ZHL02701
75%		6.20%	No fee	£200	ZHL02702
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 4.75%					

Lifetime Tracker (No ERC)					
LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	6.29% (BBR +1.54%)	3.00%	£200	ZHL01958
70%		6.34% (BBR +1.59%)	3.00%	£200	ZHL01959
75%		6.34% (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:

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

\*\*For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

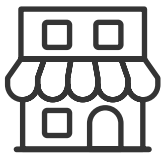
The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

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

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	3.19%	7.00%	£200	ZHL02679
65%		5.19%	3.00%	£200	ZHL02680
65%		6.69%	No fee	£200	ZHL02681
75%		3.24%	7.00%	£200	ZHL02682
75%		5.24%	3.00%	£200	ZHL02683
75%		6.74%	No fee	£200	ZHL02684
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 4.75%					

### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	4.80%	7.00%	£200	ZHL02691
65%		5.60%	3.00%	£200	ZHL02692
65%		6.20%	No fee	£200	ZHL02693
75%		4.85%	7.00%	£200	ZHL02694
75%		5.65%	3.00%	£200	ZHL02695
75%		6.25%	No fee	£200	ZHL02696
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 4.75%					

### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	6.39% (BBR +1.64%)	3.00%	£200	ZHL01955
70%		6.44% (BBR +1.69%)	3.00%	£200	ZHL01956
75%		6.44% (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:

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

\*\*For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

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.

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.

You can find more information in the [fees section of our website](#).



# 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	3.24%	7.00%	£200	ZHL02655
65%	£1.5M	5.24%	3.00%	£200	ZHL02656
65%	£1.5M	6.74%	No fee	£200	ZHL02657
75%	£1.0M	3.29%	7.00%	£200	ZHL02658
75%	£1.0M	5.29%	3.00%	£200	ZHL02659
75%	£1.0M	6.79%	No fee	£200	ZHL02660
80%	£750k	5.69%	3.00%	£200	ZHL02661
80%	£750k	7.19%	No fee	£200	ZHL02662

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 4.75%

### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	4.90%	7.00%	£200	ZHL02671
65%	£1.5M	5.70%	3.00%	£200	ZHL02672
65%	£1.5M	6.30%	No fee	£200	ZHL02673
75%	£1.0M	4.95%	7.00%	£200	ZHL02674
75%	£1.0M	5.75%	3.00%	£200	ZHL02675
75%	£1.0M	6.35%	No fee	£200	ZHL02676
80%	£750k	6.05%	3.00%	£200	ZHL02677
80%	£750k	6.65%	No fee	£200	ZHL02678

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 4.75%

### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	6.49% (BBR +1.74%)	3.00%	£200	ZHL01952
70%	£1.5M	6.54% (BBR +1.79%)	3.00%	£200	ZHL01953
75%	£1.0M	6.54% (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:

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

\*\*For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

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, first time buyers or properties re-mortgaged in the first 6 months at market value.

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.

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	3.34%	7.00%	£200	ZHL02647
65%	£1.5M	5.34%	3.00%	£200	ZHL02648
65%	£1.5M	6.84%	No fee	£200	ZHL02649
75%	£1.0M	3.39%	7.00%	£200	ZHL02650
75%	£1.0M	5.39%	3.00%	£200	ZHL02651
75%	£1.0M	6.89%	No fee	£200	ZHL02652
80%	£750k	5.79%	3.00%	£200	ZHL02653
80%	£750k	7.29%	No fee	£200	ZHL02654

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 4.75%

### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	4.95%	7.00%	£200	ZHL02663
65%	£1.5M	5.75%	3.00%	£200	ZHL02664
65%	£1.5M	6.35%	No fee	£200	ZHL02665
75%	£1.0M	5.00%	7.00%	£200	ZHL02666
75%	£1.0M	5.80%	3.00%	£200	ZHL02667
75%	£1.0M	6.40%	No fee	£200	ZHL02668
80%	£750k	6.15%	3.00%	£200	ZHL02669
80%	£750k	6.75%	No fee	£200	ZHL02670

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 4.75%

### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	6.59% (BBR +1.84%)	3.00%	£200	ZHL01949
70%	£1.5M	6.64% (BBR +1.89%)	3.00%	£200	ZHL01950
75%	£1.0M	6.64% (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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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**