



ZEPHYR

HOMELOANS

Product Range

14th February 2025

Complete 
Your specialist packager distributor

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

Latest updates

- // On 14th February, Fixed Rates reduced by up to 36bps.
- // 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	3.14%	7.00%	£200	ZHL02892
65%	£2.0M	5.14%	3.00%	£200	ZHL02893
65%	£2.0M	6.64%	No fee	£200	ZHL02894
75%	£1.0M	3.19%	7.00%	£200	ZHL02895
75%	£1.0M	5.19%	3.00%	£200	ZHL02896
75%	£1.0M	6.69%	No fee	£200	ZHL02897
80%	£750k	5.59%	3.00%	£200	ZHL02898
80%	£750k	7.09%	No fee	£200	ZHL02899

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 4.50%

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	ZHL02908
65%	£2.0M	5.49%	3.00%	£200	ZHL02909
65%	£2.0M	6.09%	No fee	£200	ZHL02910
75%	£1.0M	4.79%	7.00%	£200	ZHL02911
75%	£1.0M	5.59%	3.00%	£200	ZHL02912
75%	£1.0M	6.19%	No fee	£200	ZHL02913
80%	£750k	5.95%	3.00%	£200	ZHL02914
80%	£750k	6.55%	No fee	£200	ZHL02915

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 4.50%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	6.04% (BBR +1.54%)	3.00%	£200	ZHL01964
70%	£1.5M	6.09% (BBR +1.59%)	3.00%	£200	ZHL01965
75%	£1.0M	6.09% (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	3.24%	7.00%	£200	ZHLO2884
65%	£2.0M	5.24%	3.00%	£200	ZHLO2885
65%	£2.0M	6.74%	No fee	£200	ZHLO2886
75%	£1.0M	3.29%	7.00%	£200	ZHLO2887
75%	£1.0M	5.29%	3.00%	£200	ZHLO2888
75%	£1.0M	6.79%	No fee	£200	ZHLO2889
80%	£750k	5.69%	3.00%	£200	ZHLO2890
80%	£750k	7.19%	No fee	£200	ZHLO2891

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 4.50%

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	ZHLO2900
65%	£2.0M	5.54%	3.00%	£200	ZHLO2901
65%	£2.0M	6.14%	No fee	£200	ZHLO2902
75%	£1.0M	4.84%	7.00%	£200	ZHLO2903
75%	£1.0M	5.64%	3.00%	£200	ZHLO2904
75%	£1.0M	6.24%	No fee	£200	ZHLO2905
80%	£750k	6.05%	3.00%	£200	ZHLO2906
80%	£750k	6.65%	No fee	£200	ZHLO2907

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 4.50%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	6.14% (BBR +1.64%)	3.00%	£200	ZHL01961
70%	£1.5M	6.19% (BBR +1.69%)	3.00%	£200	ZHL01962
75%	£1.0M	6.19% (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:

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**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	3.14%	7.00%	£200	ZHL02866
65%		5.14%	3.00%	£200	ZHL02867
65%		6.64%	No fee	£200	ZHL02868
75%		3.19%	7.00%	£200	ZHL02869
75%		5.19%	3.00%	£200	ZHL02870
75%		6.69%	No fee	£200	ZHL02871
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 4.50%					

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	4.69%	7.00%	£200	ZHL02878
65%		5.49%	3.00%	£200	ZHL02879
65%		6.09%	No fee	£200	ZHL02880
75%		4.79%	7.00%	£200	ZHL02881
75%		5.59%	3.00%	£200	ZHL02882
75%		6.19%	No fee	£200	ZHL02883
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 4.50%					

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	6.04% (BBR +1.54%)	3.00%	£200	ZHL01958
70%		6.09% (BBR +1.59%)	3.00%	£200	ZHL01959
75%		6.09% (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.					

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Notes:

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**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	3.24%	7.00%	£200	ZHL02860
65%		5.24%	3.00%	£200	ZHL02861
65%		6.74%	No fee	£200	ZHL02862
75%		3.29%	7.00%	£200	ZHL02863
75%		5.29%	3.00%	£200	ZHL02864
75%		6.79%	No fee	£200	ZHL02865
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 4.50%					

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	4.74%	7.00%	£200	ZHL02872
65%		5.54%	3.00%	£200	ZHL02873
65%		6.14%	No fee	£200	ZHL02874
75%		4.84%	7.00%	£200	ZHL02875
75%		5.64%	3.00%	£200	ZHL02876
75%		6.24%	No fee	£200	ZHL02877
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 4.50%					

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	6.14% (BBR +1.64%)	3.00%	£200	ZHL01955
70%		6.19% (BBR +1.69%)	3.00%	£200	ZHL01956
75%		6.19% (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.					

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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.

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.



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	3.29%	7.00%	£200	ZHL02836
65%	£1.5M	5.29%	3.00%	£200	ZHL02837
65%	£1.5M	6.79%	No fee	£200	ZHL02838
75%	£1.0M	3.34%	7.00%	£200	ZHL02839
75%	£1.0M	5.34%	3.00%	£200	ZHL02840
75%	£1.0M	6.84%	No fee	£200	ZHL02841
80%	£750k	5.74%	3.00%	£200	ZHL02842
80%	£750k	7.24%	No fee	£200	ZHL02843

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 4.50%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	4.79%	7.00%	£200	ZHL02852
65%	£1.5M	5.59%	3.00%	£200	ZHL02853
65%	£1.5M	6.19%	No fee	£200	ZHL02854
75%	£1.0M	4.89%	7.00%	£200	ZHL02855
75%	£1.0M	5.69%	3.00%	£200	ZHL02856
75%	£1.0M	6.29%	No fee	£200	ZHL02857
80%	£750k	6.05%	3.00%	£200	ZHL02858
80%	£750k	6.65%	No fee	£200	ZHL02859

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 4.50%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	6.24% (BBR +1.74%)	3.00%	£200	ZHL01952
70%	£1.5M	6.29% (BBR +1.79%)	3.00%	£200	ZHL01953
75%	£1.0M	6.29% (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	3.39%	7.00%	£200	ZHL02828
65%	£1.5M	5.39%	3.00%	£200	ZHL02829
65%	£1.5M	6.89%	No fee	£200	ZHL02830
75%	£1.0M	3.44%	7.00%	£200	ZHL02831
75%	£1.0M	5.44%	3.00%	£200	ZHL02832
75%	£1.0M	6.94%	No fee	£200	ZHL02833
80%	£750k	5.84%	3.00%	£200	ZHL02834
80%	£750k	7.34%	No fee	£200	ZHL02835

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 4.50%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	4.84%	7.00%	£200	ZHL02844
65%	£1.5M	5.64%	3.00%	£200	ZHL02845
65%	£1.5M	6.24%	No fee	£200	ZHL02846
75%	£1.0M	4.94%	7.00%	£200	ZHL02847
75%	£1.0M	5.74%	3.00%	£200	ZHL02848
75%	£1.0M	6.34%	No fee	£200	ZHL02849
80%	£750k	6.15%	3.00%	£200	ZHL02850
80%	£750k	6.75%	No fee	£200	ZHL02851

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 4.50%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	6.34% (BBR +1.84%)	3.00%	£200	ZHL01949
70%	£1.5M	6.39% (BBR +1.89%)	3.00%	£200	ZHL01950
75%	£1.0M	6.39% (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:

*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.

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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.

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.

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