

# **Cross Collateralisation**

100% of funding available with additional security.

# **AVMs**

Hometrack valuation accepted on residential property types, up to £500k maximum loan size, subject to criteria. See our Valuation & Legal Guide.

# **Internal Legal Team**

Subject to criteria, we will use our Internal Legal Team where possible to represent Together.
See our Valuation & Legal Guide.

# **Referrals & Case Studies**

Criteria detailed on this product guide is the maximum before referral. Refer applications to us and we'll review these using our common sense approach.

Visit our case studies to see how we've supported our customers.



#### together Residential Bridging - Rates Table Customers with up to 2 Demerits Customers with 0 Demerits in the in the last 12 months\* and 100% last 12 months residential properties Residential **Bridging** Rates Table **Residential Property Bridging Exclusive First Exclusive** 2% Product Fee (min. £1000) **Second Charge First Charge Second Charge** Charge ≤£100k 1.21% ≤75% LTV 1.04% 1.13% 1.11% Variable ≤65% LTV 0.79% 0.88% 0.89% 0.99% Rate >£100k ≤75% LTV 0.89% 0.98% 0.99% 1.09% ≤£100k ≤75% LTV 1.10% 1.29% 1.20% 1.19% Fixed ≤65% LTV 0.90% 0.97% 1.07% 1.00% Rate >£100k ≤75% LTV 1.00% 1.10% 1.07% 1.17% Max. LTV (Purchase) 75% X 75% X Max. LTV (Remortgage) 70% 70% 70% 70% Min. Loan Size £26,000 £26,000 £26,000 £26,000 Max. Loan Size £5,000,000 £5,000,000 £5,000,000 £5,000,000 I STANK Exit Fee (Loans ≤£100k) month interest 1 month interest 1 month interest 1 month interest Expat / Non UK National Accepted Accepted Accepted Accepted Maximum Demerits\* 0 in 12 2 in 12 2 in 12 0 in 12 CCJs & Defaults 0 in 12 2 in 12 2 in 12 0 in 12 2 in 12 0 in 12 2 in 12 Secured Arrears 0 in 12 Accepted, Not Accepted, Not Accepted, Not Assessed **Unsecured Arrears** Assessed Assessed \* Subject to 0.15% rate loading for 1 Demerit, 0.25% rate loading for 2 Demerits

# Bridging Finance for a wide range of needs, including:

- Auction Purchase
- Light Refurbishment
- Development Exit
- Capital Raising
- Semi-Commercial
- Large Loans
- Residential Investment
- BTL Portfolio
- Holiday Lets

# **Need to know**

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

Serviced and retained bridging available. 12 month loan term, find our reversion rates for fixed rate bridging on our Criteria Guide.

Affordability to be assessed using ICR or TSDI. For more information, visit our Criteria Guide.

Customers are more than just a credit score, if the sums show affordability, we do our best to make it happen. Visit our Criteria Guide for more information and demerit definitions.

# together Commercial & Semi-Commercial Bridging - Rates Table

Customers with 0
Demerits in the last 12
months

Customers with up to 2
Demerits in the last 12
months\*

### **Commercial Property Bridging**

2% Product Fee (min.£1000)			Exclusive First Charge	First Charge	
	≤£100k	≤70% LTV	1.16%	1.20%	
Variable Rate	>£100k	≤60% LTV	0.96%	1.00%	
	>£100k		1.06%	1.10%	
	≤£100k	≤70% LTV	1.22%	1.27%	
Fixed Rate	>£100k	≤60% LTV	1.02%	1.07%	
	>£ 100K	≤70% LTV	1.12%	1.17%	
pe di		P. Sale			
Max	k. LTV (Purch	nase)	70%	70%	
Max.	LTV (Remor	tgage)	65%	65%	
Γ	Min. Loan Siz	ze	£26,000	£26,000	
Max. Loan Size		£5,000,000	£5,000,000		
Exit Fee (Loans ≤£100k)			1 month interest	1 month interest	
Expat / Non UK National			Accepted	Accepted	
Maximum Demerits*			0 in 12	2 in 12	
CCJs & Defaults			0 in 12	2 in 12	
Secured Arrears			0 in 12	2 in 12	
Unsecured Arrears			Accepted, Not Assessed	Accepted, Not Assessed	

**Commercial &** 

**Bridging** 

Rates Table

**Semi-Commercial** 

Customers with 0 Demerits in the last 12 months

Semi-Commercial Property Bridging

0 in 12

0 in 12

Accepted, Not Assessed

2% Product	Fee (min.£1000)	Exclusive First Charge
≤£100k	≤70% LTV	1.11%
> C400k	≤60% LTV	0.86%
>£100k	≤70% LTV	0.96%

≤£100k	≤70% LTV	1.18%	
>£100k	≤60% LTV	0.98%	
/ / L 100K	≤70% LTV	1.08%	

CONTRACTOR OF STREET	
Max. LTV (Purchase)	70%
Max. LTV (Remortgage)	65%
Min. Loan Size	£26,000
Max. Loan Size	£5,000,000
Exit Fee (Loans ≤£100k)	1 month interest
Expat / Non UK National	Accepted
Maximum Demerits*	0 in 12

CCJs & Defaults

Secured Arrears

**Unsecured Arrears** 

# Bridging Finance for a wide range of needs, including:

- Auction Purchase
- Light Refurbishment
- Development Exit
- Capital Raising
- Semi-Commercial
- Large Loans
- Residential Investment
- BTL Portfolio
- Holiday Lets

# **Need to know**

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

Serviced and retained bridging available. 12 month loan term, find our reversion rates for fixed rate bridging on our Criteria Guide.

Affordability to be assessed using ICR or TSDI. For more information, visit our Criteria Guide.

Customers are more than just a credit score, if the sums show affordability, we do our best to make it happen. Visit our Criteria Guide for more information and demerit definitions.

<sup>\*</sup> Subject to 0.15% rate loading for 1 Demerit, 0.25% rate loading for 2 Demerits

Unregulated

Criteria Guide

**Bridging** 

# Unregulated Bridging - Criteria Guide

# Who we help

- We will consider many status profiles and a wide variety of income sources.
- Individuals, Sole Traders, LLPs, Partnerships, Limited Companies.
- Employed and self employed.
- Expat / Non UK Residents accepted.
- Minimum Age 18 years.
- Maximum Age If self-funded, no max age. If employed and income required, 80 years at end of term.
- Maximum Number of Applicants 4.
- Independent legal advice may be required, see our <u>Valuation & Legal Guide</u> for further information.

## **Loan Purpose & Exit Strategies**

- First charge is always required against the property being purchased.
- Multiple exit strategies can be accepted, including:
  - · Remortgaging;
  - Sale of security;
  - Sale of current owner-occupied property;
  - · Pension drawdown:
  - Inheritance where grant of probate has been issued;
  - Re-bridging an existing bridging loan may also be accepted.

# **The Property**

• 100% funding available with additional security.

# The Property - Residential Bridging

• 100% Residential (including BTL) in England, Scotland and Wales.

# **The Property – Commercial Bridging**

- Commercial investment property.
- All commercial property types considered on merit: Commercial, Semi-Commercial & Land.

#### Fees

- Telegraphic Transfer Fee: £30 (applies to all cases).
- Renewal Fees: At the end of the term, the loan may be renewed by approval with a 5% renewal fee being incurred.
- Title Insurance Fees and Lender's Legal Costs apply. See our **Valuation & Legal Guide** for further information.
- LTV is calculated on gross loan value, including all fees

## **Credit Criteria**

- A demerit is allocated for each secured arrears, CCJ and default registered in the last 12 months.
- Individual CCJs and Defaults:
  - 1 Demerit: Unsatisfied: £300 £10,000, Satisfied: >
     £3.000
  - Ignore all: ≤ £300 or satisfied ≤ £3,000
  - Refer: Unsatisfied > £10,000
- Secured Arrears Demerits are defined as the highest number of months in arrears in the last 12 months.

# Affordability – ICR / TSDI

- Properties producing a rental income, an ICR of >120% is accepted, 90% projected rent can be used.
- If the property is not producing rental income, or does not meet the ICR criteria, affordability will be based on a Total Secured Debt to Income (TSDI) ratio.
- Total secured debt payments should not exceed 50% of the customer's net income/profit. Referrals accepted up to 75%.

# **Reversionary Rates**

 Our reversion rates track Together Commercial Managed Rate (TCMR) which is currently 8.89%. See tables below for our Unregulated Bridge reversionary rates.

# Unregulated Bridging - Reversion Rates

Resider	ntial 1st	Residential 2nd		
≤£100k, ≤75%LTV	TCMR + 6.00%	≤£100k, ≤75%LTV	TCMR + 6.50%	
>£100k, ≤65%LTV	TCMR + 3.50%	>£100k, ≤65%LTV	TCMR + 4.50%	
>£100k, ≤75%LTV	TCMR + 4.50%	>£100k, ≤70%LTV	TCMR + 5.50%	

Commercial 1st					
≤£100k, ≤70%LTV	TCMR + 7.00%				
>£100k, ≤60%LTV	TCMR + 4.50%				
>£100k, ≤70%LTV TCMR + 6.00%					

**BTL & HOBL** 

**Term Loans** 

Rates Table

# BTL & HOBL - Rates Table

	0 Deme	rits in the last 12 mo	onths	Up to 3 Demerits in the last 12 months  Up to 3 Demerits in the last 12 months			months		
	Exclusive Buy To Let	Specialist	Buy To Let	Flexi Buy To Let		Homeowner Business Loan		an	
2.5% Product Fee (min. £795)	First Charge	First Charge	Second Charge	First Charge	Second Charge	First	Charge	Second	Charge
Variable Rate	8.29%	8.79%	9.04%	10.29%	10.54%	10	).54%	10.5	54%
2-year fixed	7.84%	8.09%	8.34%	9.59%	9.84%		X	>	(
5-year fixed	7.79%	8.04%	8.29%	9.54%	9.79%	9	.80%	9.8	0%
5% Product Fee	First Charge	First Charge	Second Charge	First Charge	Second Charge	CONTRACTOR OF THE PARTY OF THE			
2-year fixed	6.84%	7.09%	7.34%	8.59%	8.84%				
5-year fixed	7.39%	7.64%	7.79%	9.14%	9.29%				
7% Product Fee	First Charge	First Charge	Second Charge	First Charge	Second Charge				
2-year fixed	5.84%	6.09%	6.34%	7.59%	7.84%				221
5-year fixed	6.89%	7.14%	7.34%	8.64%	8.84%				
					The second of th	TCMR + 2.25%			
Reversion Rate	TCMR + 0.25%	TCMR + 0.25%	TCMR + 1.25%	TCMR + 1.75%	TCMR + 2.75%		TCMR +	- 2.25%	
Reversion Rate  Max. LTV (Purchase)	TCMR + 0.25%	TCMR + 0.25% 75%	TCMR + 1.25% X	TCMR + 1.75% 75%	TCMR + 2.75% X		TCMR +	- 2.25% <b>)</b>	ζ.
	, SIN	SEC I	· Continue		September 1	_		>	<b>(</b>
Max. LTV (Purchase)	75%	75%	X	75%	X		75%	>	)%
Max. LTV (Purchase)  Max. LTV (Remortgage)  Min. Loan Size	75% 70% £30,000	75% 70% £30,000	X 70% £30,000	75% 70% £30,000	X 70% £30,000		75% 70%	70 £30,	,000
Max. LTV (Purchase)  Max. LTV (Remortgage)	75% 70%	75% 70%	X 70%	75% 70%	X 70%	£3	75% 70% 80,000	70 £30,	)%
Max. LTV (Purchase)  Max. LTV (Remortgage)  Min. Loan Size	75% 70% £30,000	75% 70% £30,000 £4,500,000	X 70% £30,000	75% 70% £30,000 £4,500,000	X 70% £30,000 £1,000,000	£3 65% LTV	75% 70% 80,000 £2,000,000	70 £30, 70% LTV	,000
Max. LTV (Purchase)  Max. LTV (Remortgage)  Min. Loan Size  Max. Loan Size	75% 70% £30,000 £4,500,000 Accepted, subject to	75% 70% £30,000 £4,500,000	X 70% £30,000 £1,000,000	75% 70% £30,000 £4,500,000  1.5% increase in rat	X 70% £30,000 £1,000,000	£3 65% LTV 75% LTV	75% 70% 80,000 £2,000,000 £500,000	70 £30, 70% LTV pted	0% ,000 £1,000,000 t 12m
Max. LTV (Purchase)  Max. LTV (Remortgage)  Min. Loan Size  Max. Loan Size  Expat / Non UK National	75% 70% £30,000 £4,500,000 Accepted, subject to 1.5% increase in rate	75% 70% £30,000 £4,500,000	X 70% £30,000 £1,000,000	75% 70% £30,000 £4,500,000  1.5% increase in rat	X 70% £30,000 £1,000,000	£3 65% LTV 75% LTV	75% 70% 80,000 £2,000,000 £500,000 Acce	£30, 70% LTV  pted 1-3 in the las version rate)	0% ,000 £1,000,000 t 12m
Max. LTV (Purchase)  Max. LTV (Remortgage)  Min. Loan Size  Max. Loan Size  Expat / Non UK National  Maximum Demerits	75% 70% £30,000 £4,500,000 Accepted, subject to 1.5% increase in rate 0 in 12, 1 in 24	75% 70% £30,000 £4,500,000  0 in	X 70% £30,000 £1,000,000 Accepted, subject to	75% 70% £30,000 £4,500,000  1.5% increase in rat 3 in	X 70% £30,000 £1,000,000	£3 65% LTV 75% LTV	75% 70% 80,000 £2,000,000 £500,000 Acce add 1.5% for 7 (including rev	70 £30, 70% LTV pted 1-3 in the las version rate)	0% ,000 £1,000,000 t 12m
Max. LTV (Purchase)  Max. LTV (Remortgage)  Min. Loan Size  Max. Loan Size  Expat / Non UK National  Maximum Demerits  CCJs & Defaults	75% 70% £30,000 £4,500,000 Accepted, subject to 1.5% increase in rate 0 in 12, 1 in 24 0 in 12, 1 in 24	75% 70% £30,000 £4,500,000  0 in 0 in	X 70% £30,000 £1,000,000 Accepted, subject to 112	75% 70% £30,000 £4,500,000  1.5% increase in rat 3 in 3 in 3 in 12	X 70% £30,000 £1,000,000 re 12	£3 65% LTV 75% LTV	75% 70% 80,000 £2,000,000 £500,000 Acce add 1.5% for 7 (including rev	70 £30, 70% LTV pted 1-3 in the las version rate) 12 (1 in 3)	0% ,000 £1,000,000 t 12m

Term Length	6 – 30 years
2-year fixed ERC	4%, 4%
5-year fixed ERC	4%, 4%, 3%, 2%, 1%
Variable ERC	4%, 4%, 3%, 2%, 1%

2.0% (min. £795)

Exclusive Variable Rate Product Fee

customers and investment scenarios, including:

To support many

- First Time Landlords
- Portfolio Landlords
- HMOs (no limit on rooms)
- Holiday Lets
- 2nd Charge BTL
- MUBs

# **Need to know**

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

There's no limit on the number or value of properties in the customer's portfolio. Max overall portfolio LTV is 75%.

For our ICR & Top-slicing criteria, visit our Criteria Guide.

Customers are more than just a credit score, if the sums show affordability, we do our best to make it happen. Visit our Criteria Guide for more information and demerit definitions.

**BTL & HOBL** 

Criteria Guide

# Buy to Let & HOBL - Criteria Guide

## Who we help - BTL

- Individuals, Sole Traders, LLPs, Partnerships, Limited Companies.
- Employed and self employed.
- Expat / Non UK Residents accepted.
- Minimum Age 18 years.
- Maximum Age If self-funded, no max age. If employed and income required, 80 years at end of term.
- Maximum Number of Applicants 4.
- First Time Landlords.
- Portfolio Landlords.

### **Homeowner Business Loan**

- First Charge Limited Companies only, Second Charge Limited Companies or Individuals.
- Maximum Age 80 years at end of term.
- Independent legal advice may be required, see our <u>Valuation & Legal Guide</u> for further information.

### **Credit Criteria**

- A demerit is allocated for each secured arrears, CCJ and default registered in the last 12 months.
- Individual CCJs and Defaults:
  - 1 Demerit: Unsatisfied: £300 £10,000, Satisfied: > £3,000
  - Ignore all: ≤ £300 or satisfied ≤ £3,000
  - Refer: Unsatisfied > £10,000
- Secured Arrears Demerits are defined as the highest number of months in arrears in the last 12 months.

#### Fees

- Telegraphic Transfer Fee: £30 (applies to all cases).
- Commercial Term: 1% (maximum £2,500) exit fee is charged on redemption of the loan.
- Title Insurance Fees and Lender's Legal Costs apply. See our <u>Valuation & Legal Guide</u> for further information.
- LTV is calculated on gross loan value, including all fees

# Affordability - ICR

• BTL, Homeowner Business Loan & Commercial Term variable loans are subject to a 1% stress test to pay rate (including Holiday Let).

#### Buy To Let – ICR

- 125% Basic Rate Taxpayers & Limited Companies.
- 145% Higher & Additional Rate Taxpayers.
- 90% of projected rental income can be accepted for ICR calculation, alongside a plan of how the loan will be serviced until the property will be rented.
- If ICR affordability fails, automated affordability using ONS averages or customer-stated expenditure will be used.

#### **Holiday Lets - ICR/TSDI**

- · Can be based on ICR or TSDI basis.
- ICR: Where 2 years' worth of rental income can be evidenced, up to 80% occupancy rate will be assumed for the BTL ICR calculation. If this can't be evidenced, 50% occupancy should be used with estimated rental income.
- If the property is not currently a holiday let, projected rental income assuming 50% occupancy can be accepted.
- TSDI: Total secured debt payments should not exceed 50% of the customer's net income/profit. Referrals accepted up to 75%. Additional income accepted.

#### **Homeowner Business Loan**

 Automated affordability using ONS averages or customer-stated expenditure.

## **Top Slicing**

- Experienced landlords\*: consider all ICR ≥100%, Refer ICR <100%.
- Inexperienced landlords & backgrounds income ≥£50,000: Refer if ICR ≥100%
- Inexperienced landlords & background income <£50,000: ICR pass only.

\*An experienced landlord has 2 or more BTLs (either mortgaged or encumbered) and has been a BTL landlord for at least 2 years.

# **Reversionary Rates**

Our reversion rates track Together Commercial Managed Rate (TCMR) which is currently 8.89%. See rates tables for margin details.

## **The Property**

• 100% funding available with additional security.

## The Property – BTL

- 100% Residential, HMO & Holiday Lets.
- Standard property including:
- Standard construction houses and bungalows (including ex-council);
- Flats & maisonettes up to 6 storeys (ex-council up to 4 storeys);
- Purpose built apartments (excluding ex-council).
- Non-standard property, all other property types including;
  - Ex-council flats & maisonettes (over 4 storeys);
  - Non-standard construction, defective, high-rise (over 6 storeys), or poor remarks on valuation.
- LTV for non-standard properties reduced to 65%. This could be reduced further subject to a full assessment.
- Multiple Unit Freehold Blocks (MUFBs) accepted, subject to units being let out separately (on ASTs).
- Holiday Lets based in a holiday park must be placed on a Commercial Term Product.

## **The Property – Homeowner Business Loan**

• 100% residential properties, see standard/non-standard property criteria.

# **Leasehold Criteria**

• The minimum unexpired lease term is 50 years plus the term of the loan. For interest only term term loans, the minimum is 99 years plus the term of the loan.

## **Additional Information**

Scan the QR codes for specialist packager information.



Visit our Valuation & Legal Guide

Packaging for us, visit
Chalk, your Resource Hub

Commercial

**Term Loans** 

Rates Table

# Commercial Term Loans - Rates Table

	Custo	Customers with up to 3 Demerits in the last 12 months				
		Commercial Term				
2.5% Product Fee (min. £780)	≤ 60% LTV	≤ 60% LTV	≤ 70% LTV	≤ 70% LTV		
Variable Rate	9.49%	9.49%	9.99%	10.74%		
5-year fixed	8.69%	9.19%	9.19%	9.49%		
5% Product Fee	≤ 60% LTV	≤ 60% LTV	≤ 70% LTV	≤ 70% LTV		
5-year fixed	8.14%	8.64%	8.64%	9.14%		
			Calling			
7% Product Fee	≤ 60% LTV	≤ 60% LTV	≤ 70% LTV	≤ 70% LTV		
5-year fixed	7.64%	8.14%	8.14%	8.64%		
		THE REPORT OF THE PERSON NAMED IN COLUMN TWO				
Reversion Rate	TCMR + 3.25%	TCMR + 3.25%	TCMR + 3.25%	TCMR + 3.25%		
Max. LTV (Purchase)	60%	60%	70%	70%		
Max. LTV (Remortgage)	60%	60%	65%	65%		
Min. Loan Size	£250,000	£1,000,000	£30,000	£50,000		
Max. Loan Size	£1,000,000	£5,000,000	£5,000,000	£5,000,000		
Expat / Non UK National	Accepted, subject to 1% increase in rate	Accepted, subject to 1% increase in rate	Accepted, subject to 1% increase in rate	Accepted, subject to 1% increase in rate		
Maximum Demerits	0 in 12	0 in 12	0 in 12	≤ 3, subject to 1% rate loading per Demerit (including reversion rate)		
CCJs & Defaults	0 in 12	0 in 12	0 in 12	3 in 12		
Secured Arrears	0 in 12	0 in 12	0 in 12	3 in 12		
Unsecured Arrears	Accepted, Not Assessed	Accepted, Not Assessed	Accepted, Not Assessed	Accepted, Not Assessed		
Key features						

# Term Length (Interest Only) 6 – 10 years

Loan Term (Capital Repayment) 6 – 30 years

Exclusive Variable ERC 4%, 4%, 4%, 3%, 2%, 1% (thereafter)

5-year fixed ERC 4%, 4%, 3%, 2%, 1%

Variable ERC 6%, 6%, 6%, 5%, 4%, 3%, 2%, 1% (thereafter)

# For all commercial property purposes, including:

- Retail Unit
- Factory or Warehouse
- Office Space
- Semi-Commercial
- Social Housing
- Community Housing

# **Need to know**

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

All property types considered on merit, 100% funding available with additional security.

For our ICR & Top-slicing criteria, visit our Criteria Guide.

Customers are more than just a credit score, if the sums show affordability, we do our best to make it happen. Visit our Criteria Guide for more information and demerit definitions.

# Semi-Commercial Loans - Rates Table

	Cus	Customers with up to 3 Demerits in the last 12 months		
		Semi-Commercial		
2.5% Product Fee (min. £780)	≤ 60% LTV	≤ 60% LTV	≤ 70% LTV	≤ 70% LTV
Variable Rate	8.99%	8.99%	9.49%	10.24%
5-year fixed	8.44%	8.69%	8.69%	8.79%
5% Product Fee	≤ 60% LTV	≤ 60% LTV	≤ 70% LTV	≤ 70% LTV
5-year fixed	7.74%	7.99%	7.99%	8.59%
7% Product Fee	≤ 60% LTV	≤ 60% LTV	≤ 70% LTV	≤ 70% LTV
5-year fixed	7.44%	7.69%	7.69%	7.79%
		11 Jan 44 1 15 MI		
Reversion Rate	TCMR + 3.25%	TCMR + 3.25%	TCMR + 3.25%	TCMR + 3.25%
Max. LTV (Purchase)	60%	60%	70%	70%
Max. LTV (Remortgage)	60%	60%	65%	65%
Min. Loan Size	£250,000	£1,000,000	£30,000	£50,000
Max. Loan Size	£1,000,000	£5,000,000	£5,000,000	£5,000,000
Expat / Non UK National	Accepted, subject to 1% increase in rate	Accepted, subject to 1% increase in rate	Accepted, subject to 1% increase in rate	Accepted, subject to 1% increase in rate
Maximum Demerits	0 in 12	0 in 12	0 in 12	≤ 3, subject to 1% rate loading per Demerit (including reversion rate)
CCJs & Defaults	0 in 12	0 in 12	0 in 12	3 in 12
Secured Arrears	0 in 12	0 in 12	0 in 12	3 in 12
Unsecured Arrears	Accepted, Not Assessed	Accepted, Not Assessed	Accepted, Not Assessed	Accepted, Not Assessed

Semi-Commercial Loans Rates Table

 Key features

 Term Length (Interest Only)
 6 – 10 years

 Loan Term (Capital Repayment)
 6 – 30 years

 Exclusive Variable ERC
 4%, 4%, 4%, 3%, 2%, 1% (thereafter)

 5-year fixed ERC
 4%, 4%, 3%, 2%, 1%

 Variable ERC
 6%, 6%, 6%, 5%, 4%, 3%, 2%, 1% (thereafter)

A Semi-commercial property consists of both a Commercial and Residential element. The Commercial element must be less than 50% of floor space across the Semi-Commercial property and the commercial use of the property must be typically for retail use.

# **Need to know**

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

All property types considered on merit, 100% funding available with additional security.

For our ICR & Top-slicing criteria, visit our Criteria Guide.

Customers are more than just a credit score, if the sums show affordability, we do our best to make it happen. Visit our Criteria Guide for more information and demerit definitions.

For all semi-commercial property purposes including: residential space above retail units such as takeaways, shops or hairdressers.

# Commercial Term & Semi-Commercial - Criteria Guide

# Who we help - Commercial Term and Semi-Commercial

- Individuals, Sole Traders, LLPs, Partnerships, Limited Companies.
- Employed and self employed.
- Expat / Non UK Residents accepted.
- Minimum Age 18 years.
- Maximum Age If self-funded, no max age. If employed and income required, 80 years at end of term.
- Maximum Number of Applicants 4.
- First Time Landlords.
- Portfolio Landlords.

### **Credit Criteria**

- A demerit is allocated for each secured arrears, CCJ and default registered in the last 12 months.
- Individual CCJs and Defaults:
  - 1 Demerit: Unsatisfied: £300 £10,000, Satisfied: > £3,000
  - Ignore all: ≤ £300 or satisfied ≤ £3,000
  - Refer: Unsatisfied > £10.000
- Secured Arrears Demerits are defined as the highest number of months in arrears in the last 12 months.

#### Fees

- redemption of the loan.
- <u>Valuation & Legal Guide</u> for further information.

## **The Property**

• 100% funding available with additional security.

# **The Property – Commercial Term**

- Commercial investment property and owner-occupied.
- All commercial property types considered on merit: Commercial, Semi-Commercial & Land.
- Pubs, B&Bs, Dry Cleaners and Land up to 50% LTV.

## The Property – Semi-Commercial

 A property consisting of both a Commercial and Residential element. The Commercial element must be less than 50% of floor space across the Semi-Commercial property and the commercial use of the property must be typically for retail use.

### **Leasehold Criteria**

**Reversionary Rates** 

• The minimum unexpired lease term is 50 years plus the term of the loan. For interest only term term loans, the minimum is 99 years plus the term of the loan.

## Affordability - ICR

Commercial Term and Semi-Commercial variable loans are subject to a 1% stress test to pay rate.

#### **Commercial Term & Semi Commercial**

- Total secured debt payments should not exceed 50% of the customer's net income/ profit. Referrals accepted up to 75%. Additional income accepted.
- Rental income 120% ICR, 90% projected rental income accepted for ICR calculation.

## Top Slicing

- Experienced landlords\*: consider all ICR ≥100%, Refer ICR <100%.</li>
- Inexperienced landlords & backgrounds income ≥£50,000: Refer if ICR ≥100%
- Inexperienced landlords & background income <£50,000: ICR pass only.</li>

\*An experienced landlord has 2 or more BTLs (either mortgaged or encumbered) and has been a BTL landlord for at least 2 years.

## **Additional Information**

Scan the QR codes for specialist packager information.



Visit our Valuation & Legal Guide



Packaging for us, visit Chalk, your Resource Hub

- Telegraphic Transfer Fee: £30 (applies to all cases).
- Commercial Term: 1% (maximum £2,500) exit fee is charged on
- Title Insurance Fees and Lender's Legal Costs apply. See our
- LTV is calculated on gross loan value, including all fees

Our reversion rates track Together Commercial Managed Rate (TCMR) which is currently 8.89%. See rates tables for margin details.

Commercial & Semi-Commercial Criteria Guide