

# West One Loans Second Charge Mortgage Range

Product Guide For Intermediaries use only  
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NEW

Introducing our brand-new portal only product "Residential Extra" offering LTVs up to 97.5% LTV



NEW

AVM's available up to 85% LTV



NEW

Range of 2, 3 and 5 yr fixed rates without ERCs



NEW

LTI's over 6.5 times income available up to 95% LTV



1 year min trading for self employed now available up to max LTV of 97.5% LTV



Fixed rates starting from 6.49%



Improved DSCR assessment and reduced stress test for BTL borrowers



Interest Only now available for standard loan sizes and minimum income of £15,000



Products								
Category	Product Type	60%	65%	70%	75%	80%	85%	Product Fee
<b>Platinum</b> 85% LTV Max 6.5x LTI Interest Only Max 65% LTV	Max Gross Loan Size	£1,000,000	£750,000	£500,000	£350,000	£250,000	£150,000	Gross loans to £250,000: £995; Gross loans over £250,000: £1,495
	2-year fixed	6.49%	6.49%	6.69%	6.89%	7.69%	8.49%	
	3-year fixed	6.49%	6.49%	6.69%	6.89%	7.69%	8.49%	
	5-year fixed	6.49%	6.49%	6.69%	6.89%	7.64%	8.44%	
	Lifetime tracker w/o ERC	SVR + 2.90%	SVR + 2.90%	SVR + 3.10%	SVR + 3.30%	SVR + 4.10%	SVR + 4.90%	
<b>Prime Plus</b> 85% LTV Uncapped LTI Interest Only Max 65% LTV	Max Gross Loan Size	£1,000,000	£750,000	£500,000	£350,000	£250,000	£150,000	
	2-year fixed	6.79%	6.79%	6.99%	7.19%	7.99%	8.79%	
	3-year fixed	6.79%	6.79%	6.99%	7.19%	7.99%	8.79%	
	5-year fixed	6.79%	6.79%	6.99%	7.19%	7.99%	8.79%	
	Lifetime tracker w/o ERC	SVR + 3.20%	SVR + 3.20%	SVR + 3.40%	SVR + 3.60%	SVR + 4.40%	SVR + 5.20%	
<b>Prime</b> 80% LTV Uncapped LTI	Max Gross Loan Size	£500,000	£500,000	£350,000	£250,000	£150,000		
	2-year fixed	7.39%	7.39%	7.59%	7.79%	8.59%		
	3-year fixed	7.39%	7.39%	7.59%	7.79%	8.59%		
	5-year fixed	7.39%	7.39%	7.59%	7.79%	8.59%		
	Lifetime tracker w/o ERC	SVR + 3.80%	SVR + 3.80%	SVR + 4.00%	SVR + 4.20%	SVR + 5.00%		
<b>Near Prime</b> 75% LTV Uncapped LTI	Max Gross Loan Size	£250,000	£250,000	£150,000	£100,000			£1,095
	2-year fixed	8.39%	8.39%	8.59%	8.79%			
	3-year fixed	8.39%	8.39%	8.59%	8.79%			
	5-year fixed	8.39%	8.39%	8.59%	8.79%			
	Lifetime tracker w/o ERC	SVR + 4.80%	SVR + 4.80%	SVR + 5.00%	SVR + 5.20%			

Key criteria		
Applicant	ERCs	Additional Criteria
<b>Minimum age:</b> 21 years	2-year fixed 2%/1%	<b>Minimum property value:</b> £80,000
<b>Maximum age:</b> Capital Repayment = Loan term to finish by 85th birthday; Interest Only = Loan term to finish by 75th birthday	3-year fixed 3%/2%/1%	<b>Minimum net loan:</b> £10,000
<b>Maximum number of applicants:</b> 2	5-year fixed 5%/5%/4%/3%/2%	<b>Employed:</b> Minimum time in employment of 3 months
<b>Minimum income:</b> £15,000 main income earner - (C & I and Interest Only)	<b>Reversion Rates</b>	<b>Self employed:</b> Minimum time in self employment of 1 year for all plans.
<b>Over 10 years from retirement:</b> Work off current income with proof of pension	<b>LTV</b>	<b>Debt consolidation:</b> Available on all products except interest only.
<b>Within 10 years of retirement:</b> Work off lower of current income or pension income	Platinum SVR+4.99% SVR+5.99%	All unsecured debts discharged directly by BACS.
<b>Bonus / Overtime / Commission:</b> Up to 100% can be used if regular and consistent	Prime Plus SVR+4.99% SVR+5.99%	<b>Visa holders:</b> Skilled Worker, Health & Care or UK Ancestry visas accepted provided they have >24 months UK residency.
<b>Married / Co-habiting applicants:</b> Applications from married individuals applying in their sole name accepted. We can also consider adding non-owning spouses / partners to mortgage application.	Prime SVR+5.49% SVR+6.49%	<b>All parties</b> to the existing 1st charge must be party to the loan.
	Near Prime SVR+5.99% N/A	<b>Interest only:</b> Min Equity of £150,000 when downsizing. Max LTI of 6.5x.
	<b>Loan Term:</b> Minimum - 5 years ; maximum - 40 years (25 years interest only)	

AVM CRITERIA		
Confidence Level	Maximum Loan Size	Maximum LTV
4+	£300,000	60%
5+	£250,000	75%
6+	£100,000	80%*
*Platinum & Prime Plus Only		

Repayment methods    Capital and interest    Interest only - maximum LTV 65%    Affordability will be calculated according to the repayment method selected.



## EXCLUSIVE BROKER PORTAL PRODUCT: RATES AVAILABLE VIA PRODUCT SEARCH

Products										
Category	Product Type	75%	80%	85%	87.5%	90%	92.5%	95%	97.5%	Product Fee
<b>Platinum</b> 97.5% LTV Max 6.5x LTI C&I Only	Max Gross Loan Size	£750,000	£500,000	£500,000	£350,000	£250,000	£250,000	£200,000	£150,000	Gross loans to £250,000: £395; Gross loans over £250,000: £1,495
	2-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	
	3-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	
	5-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	
	2-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	
	3-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	
	5-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	
<b>Prime Plus</b> 95% LTV Uncapped LTI C&I Only	Max Gross Loan Size	£750,000	£500,000	£500,000	£350,000	£250,000	£250,000	£200,000		
	2-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	3-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	5-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	2-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	3-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	5-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
<b>Prime</b> 95% LTV Uncapped LTI C&I Only	Max Gross Loan Size	£750,000	£500,000	£500,000	£350,000	£250,000	£250,000	£200,000		
	2-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	3-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	5-year fixed	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	2-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	3-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		
	5-year fixed	No ERCs	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A	P.O.A		

## Key criteria

Product Highlights	ERCs	Applicant
(i) AVMs available for max loan size to 85% LTV with CL6+	2-year fixed	2%/1% <b>Minimum age:</b> 21 years, <b>Maximum age:</b> Loan term to finish by 85th birthday
(ii) LTVs available up to 97.5%	3-year fixed	3%/2%/1% <b>Maximum number of applicants:</b> 2, <b>Minimum income:</b> £15,000 main income earner
(iii) No ERC Products	5-year fixed	5%/5%/4%/3%/2% <b>Over 10 years from retirement:</b> Work off current income with proof of pension
(iv) No minimum credit score	<b>Reversion Rates</b>	
(v) 1 years trading for self employed	LTV	<75% >75%
(vi) Minimum time in employment of 3 months, 1 month can be considered by referral	Platinum	SVR+4.99% SVR+5.99%
<b>Qualifying Criteria</b>		<b>Within 10 years of retirement:</b> Work off lower of current income or pension income
(i) 1st charge mortgage must be from a high street or challenger bank, or a building society,	Prime Plus	<b>Bonus / Overtime / Commission:</b> Up to 100% can be used if regular and consistent
(ii) Must have permanent right to reside in the UK and be a UK resident.	Prime	<b>Married / Co-habiting applicants:</b> Applications from married individuals applying in their sole name accepted. We can also consider adding non-owning spouses / partners to mortgage application.
(iii) Satisfied and unsatisfied CCJs and Defaults over £10,000 by referral only.	<b>Minimum property value:</b> £80,000, <b>Minimum net loan:</b> £10,000	
<b>AYM CRITERIA*</b>		<b>Additional Criteria</b>
<b>Confidence Level</b>	<b>Maximum Loan Size</b>	<b>Maximum LTV</b>
6+	£750,000	75%
6+	£500,000	85%
*Full valuations required for (i) properties > £1m in value, (ii) ex-LA flats, (iii) properties of non-standard construction.		
<b>Loan Term:</b> Minimum - 5 years ; maximum - 40 years		<b>Debt consolidation:</b> Available on all products. All unsecured debts discharged directly by BACS.
		<b>All parties</b> to the existing 1st charge must be party to the loan.

Confidence Level	Maximum Loan Size	Maximum LTV
6+	£750,000	75%
6+	£500,000	85%
*Full valuations required for (i) properties > £1m in value, (ii) ex-LA flats, (iii) properties of non-standard construction.		

Repayment methods

Capital and interest

Affordability will be calculated according to the repayment method selected.



Category		Products		Product Fee
Product Type		65%	70%	
<b>Plus</b> Standard property types CBTLs Accepted	<b>Max Gross Loan Size</b>	<b>£350,000</b>	<b>£150,000</b>	2.5% of net loan - minimum fee £895; maximum fee £5,000
	2-year fixed <b>Green A-C EPC</b>	6.99%	7.39%	
	2-year fixed	7.09%	7.49%	
	5-year fixed <b>Green A-C EPC</b>	6.99%	7.39%	
	5-year fixed	7.09%	7.49%	
	Lifetime tracker w/o ERC	SVR + 3.19%	SVR + 3.49%	
<b>Standard</b> Standard property types CBTLs Accepted	<b>Max Gross Loan Size</b>	<b>£250,000</b>	<b>£150,000</b>	
	2-year fixed <b>Green A-C EPC</b>	7.29%	7.69%	
	2-year fixed	7.39%	7.79%	
	5-year fixed <b>Green A-C EPC</b>	7.29%	7.69%	
	5-year fixed	7.39%	7.79%	
	Lifetime tracker w/o ERC	SVR + 3.55%	SVR + 3.95%	

Key criteria		
Applicant	ERCs	Additional Criteria
<b>Minimum age:</b> 21 years	2-year fixed 2%/1%	<b>Minimum property value:</b> £80,000 for standard property types; £150,000 for ex local authority properties. <b>On Plus plan, loans &lt; £500,000</b> considered by referral up to 65% LTV. <b>DSCR threshold:</b> 125% for basic rate; 140% for higher / additional rate <b>Visa holders:</b> Skilled Worker, Health & Care or UK Ancestry visas accepted provided they have >24 months UK residency. <b>All parties</b> to the existing 1st charge must be party to the loan. <b>HMOs</b> not permitted
<b>Maximum age:</b> Capital Repayment = Loan term to finish by 85th birthday; Interest Only = Maximum age at application 75; loan term to finish by 85th birthday.	5-year fixed 5%/5%/4%/13%/12%	
<b>Maximum number of applicants:</b> 2		
<b>Individual Landlord applications only</b> (Limited Company BTL applications not currently permitted)	<b>Reversion Rates</b>	
<b>Exposure Limits:</b> Up to 3 BTL mortgages per borrower up to a maximum exposure of £750,000	<b>LTV</b>	
<b>No minimum income threshold.</b>	Plus SVR + 4.99%	
<b>DSS / Housing Association Tenants</b> accepted.	Standard SVR + 5.49%	
<b>Expats</b> considered by referral up to 65% LTV.		
	<b>Loan Term:</b> Minimum - 5 years ; maximum - 30 years	

Repayment methods	Capital and interest	Interest only
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# Credit Profile Eligibility

Plan	Secured Arrears	Unsatisfied CCJ's > £500	Unsatisfied Defaults > £500	Unsecured Arrears > £500	Payday Loans / Payday Activity	Discharged IVA/DMP	Current IVA / DMP	Bankruptcies	Repossessions	LTI
<b>Platinum</b>	0 in 24 and UTD	0 in 24	0 in 24	Highest of 2 in 12 and UTD	0 in 24	0 in 72	0 in 72*	Not Accepted	Not Accepted	6.5
<b>Prime Plus</b>	0 in 12 and UTD	0 in 12	0 in 12	Highest of 3 in 12 accepted when UTD or being cleared by the mortgage.	0 in 12	0 in 36	0 in 36*	Not Accepted	Not Accepted	Uncapped (max 6.5x for interest only)
<b>Prime</b>	1 in 12 (0 in 6)	1 in 12 (Individual CCJ's of £10K and over by referral)	1 in 12	Accepted when being cleared by the mortgage.	0 in 6	0 in 24	0 in 24*	Not Accepted	Not Accepted	Uncapped
<b>Near Prime</b>	2 in 12 (0 in 3)	2 in 12 (Individual CCJ's of £10k and over by referral)	2 in 12	Accepted when being cleared by the mortgage.	0 in 3	0 in 12	Accepted*	Discharged over 3 years ago	Not Accepted	Uncapped
<b>BTL Plus</b>	0 in 24 and UTD	0 in 24	0 in 24	Highest of 2 in 12 and UTD	0 in 24	0 in 72	0 in 72	Not Accepted	Not Accepted	N/A
<b>BTL Standard</b>	0 in 12 and UTD	0 in 12	0 in 12	Highest of 3 in 12	0 in 12	0 in 36	0 in 72	Not Accepted	Not Accepted	N/A

*\*Repaid with proceeds and conducted satisfactorily. Other than debt consolidation, no further capital raising permitted.*

- (i) Unsecured credit with balances under £500 are not taken into account for plan assessment purposes but will still be assessed for affordability.
- (ii) Explanation for all adverse credit will be required particularly where there is a deteriorating credit profile.
- (iii) Utilities and comms suppliers are not taken into account for plan assessment purposes (excluding CCJ's and Defaults over £500)