

## Introduction

**Bespoke and specialist** - At the Market Harborough we treat every case or mortgage application individually, from initial enquiry through to completion. We approach cases looking to find solutions and have a common sense approach to lending. And to help you, we always try to ensure that one mortgage specialist handles an application from start to finish.

**Service** - You can enjoy personal service that can sometimes be missing with larger financial institutions. Our friendly, straight-talking specialist mortgage team is here to handle all your mortgage queries, helping you to help your clients.

**Specialists** - We've built a reputation for providing bespoke solutions for quirky mortgage cases. Personally assessing mortgage enquiries, enables us to provide a robust and qualified Decision in Principle within 48 hours that we will be able to proceed with your clients' applications, which means you can rest assured we'll do the case unless there is a material change.

**Staff** - We're proud of our knowledgeable team, who on average have over 28 years mortgage experience.

**Underwriting** - We manually underwrite all our mortgage applications, we don't credit score and don't just feed your clients' details into a computer for an automated decision. We take into account a wide range of circumstances and this guide outlines many of these, but is not exhaustive. So if you have something unusual or not detailed in here, give us a call.

**Our mortgages** – We've an excellent range of mortgages, covering all kinds of clients' borrowing needs and lend for properties throughout England and Wales.

- This document is only for guidance and cases can be accepted or declined based on your customers' individual circumstances.
- Interest only is available on all lending types, subject to satisfactory repayment strategies.
- All products in this document are subject to change and / or withdrawal without notice at any time.

**Take a look at our intermediary only website**

Developed with you in mind, it's packed full of handy references and here's just a few of them... our Lending Criteria, DIP & Mortgage Application Forms, Direct Dial numbers for our team.

**Take a look today!**

## Contents

	Page
<b>Interest Only</b>	2
<b>Older Borrowers</b>	3
<b>Expat Residential</b>	4
<b>Tier 2 Visa</b>	5
<b>Property with Annex</b>	6
<b>Residential with Consent to Let</b>	7
<b>Rent-a-Room</b>	8
<b>Aviation Mortgage</b>	9
<b>Short Term Finance</b>	10
<b>Multiple / Alternative income sources</b>	11
<b>Friends Mortgage</b>	12
<b>Family Support</b>	13
<b>Professional Guarantor</b>	14
<b>Midlife Lifestyle</b>	15
<b>2<sup>nd</sup> Home</b>	16
<b>Professional Sportsperson</b>	17
<b>Self Employed</b>	18
<b>Contractor</b>	19
<b>Large Loans</b>	20
<b>Commercial Buy To Let</b>	21
<b>Commercial</b>	22
<b>Submission Requirements</b>	23

# Interest Only

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Repayment Strategies	Minimum Loan	Maximum Loan	Proc Fee
Up to 75%	Purchase & Remortgage	Yes (see below List )	£100,000	£1,500,000	0.35%

### Acceptable Repayment Strategies:

- Sale of second property
- Cash based investments
- Downsizing (max LTV 60% with £250,000 minimum equity)
- Pension plan if within 10 years of retirement
- Endowments
- Bonus lump sum reduction overpayments
- Equity investments at 50% market value

Strategies that include a mixture of the above will be assessed on an individual basis

### Properties in England and Wales only

All loans must have a suitable repayment strategy

### Product Guide

- Available from 2.85% Variable
- Early Repayment Charges will vary dependent on products offered
- Arrangement Fee from 0.50%
- Administration Fee £95.00
- Term 5 to 35 years
- Overpayments - 10%

FOR INTERMEDIARY USE ONLY

Maximum Age at end of loan	Loan to Value	Purpose	Minimum Loan	Maximum Loan	Proc Fee
85	Up to 60%	Purchase & Remortgage	£100,000	£1,500,000	0.35%

**Income individually assessed according to affordability:**

- 100% Pension
- Employed - depending on position and age
- Self Employed - if business is self generating

**Manually Underwritten**

**Structure** - repayment 60% Loan To Value, or interest only

60% Loan To Value (can refer for decision for cases above 60%)

**Sale of property** will be accepted as the repayment strategy for interest only cases with a maximum loan to value of 60% and a minimum of £250,000 equity in the property

**Properties in England and Wales only**

**No adverse credit accepted**

**Product Guide**

- Residential products from 3.25%
- Early repayment charges vary please contact the team for further information
- Arrangement fee from 0.5%
- Admin Fee £95.00
- Term 5 to 25 year
- Overpayments vary please contact the team for further information
- Up to £300 valuation refund on properties valued at over £100,000

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Loan Structure	Minimum Income	Minimum Loan	Maximum Loan	Proc Fee
Up to 75%	Purchase, Remortgage or Capital raise	75% Repayment 60% Interest Only	£45,000 Sterling equivalent	£50,000	£1,500,000	0.35%

**Must have permanent right to reside in the UK**

**Submissions Information** - bank statements, employment references

**Must have a UK Bank Account**

**No Self Employed Expats**

**Properties in England and Wales only**

**No adverse credit accepted**

### Product Guide

- Product Pricing from 3.25%
- Early Repayment Charges - 3% for 2 years
- Arrangement Fee - 0.50%
- Admin Fee - £95.00
- Term 5 to 25 years
- Overpayments – 10%

# Tier 2 Visa

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
Up to 60%	Purchase Only	£250,000	£1,000,000	10%	0.35%

**Properties in England and Wales only**

**Evidence of a valid Tier 2 Visa**

**Minimum income £75,000**

**Must have a UK bank account**

**No adverse credit accepted**

**Manually underwritten**

**Each case will be assessed on an individual basis**

**Applicants must be a professional as seen below**

- medical doctor
- accountant
- solicitor / barrister
- architect
- dentist
- veterinary surgeon
- optometrist
- pharmacist

**Product Guide**

- Product price from 3.25% variable
- Early Repayment Charge – 3% for 3 years
- Arrangement fee – 1%
- Admin fee £95.00
- Term 5 to 35 year

# Property With Annex

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
Up to 75%	Purchase Remortgage Capital raise	£150,000	£1,500,000	10%	0.35%

**Properties in England and Wales**

**No adverse credit accepted**

**Manually Underwritten**

## Product Guide

- Product Price - 3.99% Variable
- Early Repayment Charges - 3% for 2 years
- Arrangement fee – 1%
- Admin Fee - £95.00
- Term 5 to 35 years

# Residential with Consent to Let

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
Up to 75%	Purchase Remortgage Capital Raise	£150,000	Dependant on case	10%	0.35%

**Properties in England and Wales**

**No adverse credit accepted**

**Manually Underwritten**

**Property can be let for up to 24 weeks**

## Product Guide

- Product Price - 3.99% Variable
- Early Repayment Charges - 3% for 2 years
- Arrangement fee – 1%
- Admin Fee - £95.00
- Term 5 to 35 years

# Rent a Room

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
Up to 75%	Purchase or Remortgage	£100,000	£500,000	20%	0.35%

**Properties in England and Wales only**

**The property must have at least 3 bedrooms**

**Applicants must reside in the property**

**The use of Air B&B is accepted**

**Must have a UK Bank Account**

**No adverse credit accepted**

## Product Guide

- Product Price from 3.50% Variable
- Early Repayment Charge – 3% for 3 years
- Arrangement fee – 1%
- Admin Fee £95.00
- Term 5 – 35 years



# Aviation Mortgage

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
Up to 75%	Purchase or Remortgage	£100,000	£1,500,000	20%	0.35%

**Properties in England and Wales only**

**Applicants must have 2 years evidence income with employer**

**Applicants must reside in the property**

**No adverse credit accepted**

## Product Guide

- Product Price from 3.50% Variable
- Early Repayment Charge – 3% for 3 years
- Arrangement fee – 1%
- Admin Fee £95.00
- Term 5 to 35 years

# Short Term Finance

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
Up to 60%	Purchase or Remortgage	£300,000	£1,500,000	N/A	1.00%

**Each case will be assessed on an individual basis**

**Discuss with our mortgage team due to complexity**

**Properties in England and Wales only**

**No adverse credit accepted**

**Short Term Finance** available on an individual basis - discuss with the team for more details

## Product Guide

- 5.49% Variable
- No Early Repayment Charges
- Arrangement fee - 2%
- Admin fee £495.00
- Term 6 to 24 months

# Multiple / Alternative Income Sources

FOR INTERMEDIARY USE ONLY

Basic Salary	Guaranteed Bonus	Irregular Bonus	Second Job	State Benefits	Investment Income	Pension Income	Maintenance	Proc Fee
100%	100%	50% of 3 year average capped at 50% of basic salary	50%	Up to 100% assessed individually	50%	100%	50%	0.35%

**Accounts** to be assessed on an individual basis

**SA302's** may be required on request to support accounts

**Structure** - repayment maximum 75% of LTV, or interest only maximum 60% of LTV (can refer above 60%)

Properties in England and Wales only

No adverse credit accepted

**We will consider the following income types:**

- Maintenance
- State benefits
- Investments
- Overtime/Commission/Bonus
- Second job
- Pension income

## Product Guide

- From 3.5%
- Early Repayment Charges - 3% 2 years
- Arrangement fee from 0.5%
- Admin Fee £95.00
- Terms from 5 to 35 years
- Overpayment amount between 10-20%

# Friends Mortgage

FOR INTERMEDIARY USE ONLY

Number of Borrowers	Loan to Value	Minimum Loan	Maximum Loan	Purpose	Submission Information	Proc Fee
Max 4	Up to 75%	£100,000	£1,500,000	Purchase or Re-mortgage	All income must be evidenced	0.35%

**Income Multiples Individually Assessed**  
**Manually Underwritten**  
**Properties in England and Wales only**  
**No adverse credit accepted**

## Product Guide

- Product Price from 3.5%
- Early Repayment Charges will vary depending on products
- Arrangement Fee from 0.5%
- Admin fee £95.00
- Term 5 to 35 years
- Overpayment between 10%

- **Family Shared Mortgage (Multiple Borrower)** – Allows income from between two and four members of the family to be considered.
- **Family Support Mortgages** offer a range of solutions talk to our mortgage team for more details
- **Family support can be utilised** in a range of circumstances for areas such as:
  - Tax efficiency
  - First / Second time buyers
  - Joint property investment
  - Care of senior members of the familyDue to complexity each case will be considered and underwritten individually

## Product Guide

- Product price from 3.99% Variable
- Early Repayment Charges vary please contact the team for further information
- Arrangement fee
- Admin Fee £95.00
- Term 5 to 35 years
- Overpayments vary please contact the team for further information

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
70%	Purchase	£100,000	£1,500,000	10%	0.35%

**Properties in England and Wales only**

**No Adverse credit accepted**

**Applicant must be a professional as seen below**

medical doctor

accountant

solicitor / barrister

architect

dentist

veterinary surgeon

optometrist

pharmacist

Manually Underwritten

No Adverse Credit

### Product Guide

- Rates From 3.50%
- Early Repayment Charges 2 years 3%
- Arrangement fee 0.75%
- Admin Fee - £95.00
- Term 5 to 25 years

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Loan Structure	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
75%	Purchase Capital Raise Remortgage	Repayment Part and Part	£200,000	£1,500,000	20%	0.35%

**Properties in England and Wales**

**No adverse credit accepted**

**Manually Underwritten**

**25% of the loan value must be on repayment**

### Product Guide

- Product price from 2.64% Variable
- Early Repayment Charge – 3% for 3 years
- Arrangement fee 0.75%
- Admin Fee – £95.00
- Term 5 to 25 years

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Term	Minimum Loan	Maximum Loan	Proc Fee
(75%) Repayment (60%) Interest Only	Purchase or Remortgage	Term 5 to 35 years	£50,000	£1,500,000	0.35%

- **Assessed on an individual basis**
- **We will consider the following:** Family Occupation, Holiday Home, Work Home or Marital Split
- **Consent to let available**
- **Properties in England and Wales only**
- **No adverse credit accepted**

### Product Guide

- Product price from 4.49%
- Early Repayment Charges 3% for 2 years
- Arrangement fee - 1%
- Overpayment 10%



# Professional Sportsperson

FOR INTERMEDIARY USE ONLY

Loan to Value	Purpose	Loan Structure	Minimum Loan	Maximum Loan	Overpayments	Proc Fee
70%	Purchase Capital Raise Remortgage	Repayment Part and Part Interest Only	£100,000	£1,500,000	20%	0.35%

**Properties in England and Wales**

**No adverse credit accepted**

**Manually Underwritten**

## Product Guide

- Product price from 3.50% Variable
- Early Repayment Charge – 3% for 2 years
- Arrangement Fee 1%
- Admin Fee – £95.00
- Term 5 to 25 years

# Self Employed

FOR INTERMEDIARY USE ONLY

Accounts	Submission Information	Purpose	Income Calculation	Minimum Loan	Maximum Loan	Proc Fee
2 years + 1 year projected	Minimum 2 years accounts +1 year projection + budget planner	Purchase or Remortgage	Assessed on an individual basis	£100,000	£1,500,000	0.35%

Manually Underwritten

**SA302's** may be required on request

**Loans** available on a repayment basis up to a Loan To Value of 75%; interest only up to Loan to Value 60% (can refer above 60%)

Properties in England and Wales only

No adverse credit accepted

### Product Guide

- Products from 3.50%
- Early Repayment Charges vary dependant on products
- Arrangement fee from 0.75%
- Terms from 5 to 35 years
- Overpayment amount between 10-20%

FOR INTERMEDIARY USE ONLY

Income	Purpose	Loan to Value	Minimum Loan	Maximum Loan	Proc Fee
Individually Assessed	Purchase or Remortgage	(75%) Repayment (60%) Interest Only	£100,000	£750,000	0.35%

**Employment History** required if contracting for less than 2 years  
(5 years total history required)

Evidence of All Contracts Required

Each case will be assessed on an individual basis

Discuss with our mortgage team due to complexity

**Submission Information** - Accounts, SA302s, P60s for previous employment if contracting for less than 2 years

Properties in England and Wales only

No adverse credit accepted

### Product Guide

- Product from 3.5%
- Arrangement Fee 1%
- Admin Fee £95.00
- Term 5 to 25 years
- Overpayment from 10%

# Large Loans

FOR INTERMEDIARY USE ONLY

Loan to Value	Maximum Loan	Purpose	Proc Fee
60%	£1,500,000	Capital Raise Remortgage Purchase	0.35%
65%	£1,250,000		
75%	£1,000,000		
80%	£500,000		
85%	Individually Assessed		

**Income Multiple** individually assessed according to affordability

Manually Underwritten

Residential or Let

**Structure** - repayment 85% of Loan To Value, or interest only

60% of Loan To Value (can refer above 60%)

Properties in England and Wales only

No adverse credit accepted

## Product Guide

- Available from 3%
- Early repayment charge - 3% for 2 years
- Arrangement fee 1%
- Admin fee £95.00
- Terms from 5 to 35 years
- Overpayment amount between 10-20%

FOR INTERMEDIARY USE ONLY

Type of Borrower	Loan to Value	Structure	Purpose	Term	Minimum Loan	Maximum Loan	Interest Stress Cover	Proc Fee
Limited Company, Limited Liability Partnership or Trusts	70%	Repayment or Interest Only	Purchase or Remortgage	5 - 25 years	£100,000	£500,000	125% at 6.49% Interest Only	0.8%

**Submission Information** MHBS Commercial Application form to include information on entire portfolio, 3 years accounts or proof of directors income, 3 months bank statements (company and personal)

**Personnel Guarantees required**

**Properties in England and Wales only**

**No Adverse Accepted**

### Product Guide

- Product Price - 1.25% discount off SVR (currently 5.49%) for term current pay rate 4.24% (4.4% APR Variable)
- Early Repayment Charges - 3% for 3 years (10% overpayments allowed per annum)
- Arrangement Fee - 1.6%
- Admin fee - None
- Term 5 to 25 years
- Overpayment 10%

FOR INTERMEDIARY USE ONLY

Offices	Mixed Shops/ Offices	Mixed Shops / Residential	Lock Up Shops	Hotel / Guest Houses	Professional Premises	Factories / Warehouses	Small Rural Enterprises	Garages/ Petrol Stations	Public Houses	Restaurants	Nursing Residential Homes
65%	65%	70%	50%	70%	65%	40%	65%	N/A	N/A	N/A	N/A

**Type of Borrower** Individuals, Trusts, Partnerships, Pension Funds, Limited Companies or Limited Liability Partnerships.

**Structure** - Repayment or Interest Only or mix of both

**Purpose** - Purchase or Remortgage and Capital Raising

**Personal Guarantees maybe required**

**Properties in England and Wales only**

**No adverse credit accepted**

### Product Guide

- Product Price – Negotiable
- Arrangement Fee - 1.5%
- Admin Fee - None
- Term 5 to 25 years
- Overpayment 10%
- Proc Fee - 0.75%

**Quicker turnaround for well packaged cases**, recently having significantly increased the size of our underwriting team, we are now offering speedy and efficient turnaround for well packaged cases. To help us provide you the best service and to avoid potential delays, please remember the Society requires the following to be forwarded with the application form:

- The original last 3 months bank statements or acceptably certified copied for **all** current accounts held in either joint or sole names
- The last 3 months payslips and the latest P60 for each applicant
- Last 3 years accounts and SA302s for all self employed applicants
- Most recent mortgage statement (for all properties in the applicant(s) portfolio)
- An electronic check will be completed to confirm the applicant's identity. If we are unable to prove identity this way then further information may be required