# **Product guide**

# **Residential Mortgages**

#### Key range highlights

- **NEW!** Improved and streamlined range providing solutions for even more of your customers
  - Rates reduced across the range by up to 0.55%
- **NEW!** A range of options to assist with affordability
  - Lifetime Trackers from 3.19%
  - Reversion rate now 5.00% across the core range
  - 5 year fixed rate products with affordability based on initial rate
- An innovative range of products to meet your customers' needs
  - NEW! Help to Buy now with 4% Cashback to help meet the costs of a new home
  - **NEW!** Debt Management plans accepted
  - Right to Buy available at 90% and 100% of the discounted purchase price

#### New build properties accepted across all products.

#### Help to Buy and New Build Priority Processing Service - 0330 024 0349



precisemortgages.co.uk



The specialist lender you can bank on

Correct as of: 20.01.2017

#### Tier 1 - 75% and 80% LTV



	Key criteria									
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build		
Defaults: CCJ: Missed mortgage/ secured loan arrears: Unsecured arrears: Debt Management Plans: (DMPs)	0 in 24 months 0 in 24 months 0 in 12 months, 1 in 36 months (worst status) Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago	£1,000,000 £500,000	70% 80%	Minimum: Maximum:	2	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Maximum LTV: 85% LTV accepted plus 5% builder incentive, minimum customer contribution 10% for both houses and flats. Offer validity: 6 months, we may extend by a further 3 months. For further information on criteria, please refer to our residential mortgages criteria guide.		

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2 years	2.99%			3% in year 1 2% in year 2	LIBOR + 4.62%	CAP20
	LIBOR Tracker	Lifetime	3.19%			3% in year 1 2% in years 2 and 3	LIBOR + 2.81%	CAP21
75%	2 year Fixed	2 years	3.09%	£995		3% in year 1 2% in year 2		CAP22
	3 year Fixed	3 years	3.19%			3% in year 1 2% in years 2 and 3	LIBOR + 4.62%	CAP23
	5 year Fixed	5 years	3.49%			3% in years 1 and 2 2% in years 3 and 4		CAP24
		,	3.99%	£0	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP25
	LIBOR Tracker	2 years	3.19%			3% in year 1 2% in year 2	LIBOR + 4.62%	CAP26
	LIBOR Tracker	Lifetime	3.59%			3% in year 1 2% in years 2 and 3	LIBOR + 3.21%	CAP27
80%	2 year Fixed	2 years	3.49%	£995		3% in year 1 2% in year 2		CAP28
	3 year Fixed	3 years	3.59%			3% in year 1 2% in years 2 and 3	LIBOR + 4.62%	CAP29
	5 year Fixed	5 years	3.79%			3% in years 1 and 2 2% in years 3 and 4		CAP30
			4.29%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP31

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#### Tier 1 - 85% LTV



	Key criteria									
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build		
Defaults: CCJ: Missed mortgage/ secured loan arrears: Unsecured arrears: Debt Management Plans: (DMPs)	0 in 24 months 0 in 24 months 0 in 12 months, 1 in 36 months (worst status) Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago	£1,000,000 £500,000 £300,000	70% 80% 85%	Minimum: Maximum:	5	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Maximum LTV: 85% LTV accepted plus 5% builder incentive, minimum customer contribution 10% for both houses and flats. Offer validity: 6 months, we may extend by a further 3 months. For further information on criteria, please refer to our residential mortgages criteria guide.		

LTV	Product type	Term	Rate	Product fee	Product features	ERC	<b>Reversion rate</b>	Product code
	LIBOR Tracker	2 years	3.59%			3% in year 1 2% in year 2	LIBOR + 4.62%	CAP32
	LIBOR Tracker	Lifetime	3.89%			3% in year 1 2% in years 2 and 3	LIBOR + 3.51%	CAP33
85%	2 year Fixed	2 years	3.79%	£995		3% in year 1 2% in year 2		CAP34
	3 year Fixed	3 years	3.89%			3% in year 1 2% in years 2 and 3	LIBOR + 4.62%	CAP35
	5 vear Fixed	5 year Fixed 5 years 4.19% 4.69%	4.19%			3% in years 1 and 2 2% in years 3 and 4		CAP36
	5 year Fixed		£0	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP37	



#### Tier 2 - 75% and 80% LTV



	Key criteria									
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build		
Defaults: CCJ: Missed mortgage/ secured loan arrears: Unsecured arrears: Debt Management Plans: (DMPs)	0 in 24 months 0 in 24 months 0 in 12 months, 1 in 36 months (worst status) Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago	£1,000,000 £500,000	70% 80%	Minimum: Maximum:		Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Maximum LTV: 85% LTV accepted plus 5% builder incentive, minimum customer contribution 10% for both houses and flats. Offer validity: 6 months, we may extend by a further 3 months. For further information on criteria, please refer to our residential mortgages criteria guide.		

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2 years	3.49%			3% in year 1 2% in year 2	LIBOR + 4.62%	CAP38
	LIBOR Tracker	Lifetime	3.69%			3% in year 1 2% in years 2 and 3	LIBOR + 3.31%	CAP39
75%	2 year Fixed	2 years	3.59%	£995		3% in year 1 2% in year 2		CAP40
	3 year Fixed	3 years	3.69%			3% in year 1 2% in years 2 and 3	LIBOR + 4.62%	CAP41
	5 year Fixed	5 years	3.99%			3% in years 1 and 2 2% in years 3 and 4		CAP42
			4.49%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5	d 3     LIBOR + 4.62%     CAP4       d 2     CAP4     CAP4       d 4     CAP4     CAP4       d 4     CAP4     CAP4       d 3     LIBOR + 4.62%     CAP4       d 3     LIBOR + 3.71%     CAP4       CAP4     CAP4       CAP4     CAP4	CAP43
		2 years	3.69%			3% in year 1 2% in year 2	LIBOR + 4.62%	CAP44
	LIBOR Tracker	Lifetime	4.09%			3% in year 1 2% in years 2 and 3	LIBOR + 3.71%	CAP45
80%	2 year Fixed	2 years	3.99%	£995		3% in year 1 2% in year 2		CAP46
	3 year Fixed	3 years	4.09%			3% in year 1 2% in years 2 and 3	LIBOR + 4.62%	CAP47
	5 year Fixed	5 years	4.29%			3% in years 1 and 2 2% in years 3 and 4		CAP48
			4.79%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP49

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### Tier 2 - 85% LTV



	Key criteria									
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build		
Defaults: CCJ: Missed mortgage/ secured loan arrears: Unsecured arrears: Debt Management Plans: (DMPs)	0 in 24 months 0 in 24 months 0 in 12 months, 1 in 36 months (worst status) Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago	£1,000,000 £500,000 £300,000	70% 80% 85%	Minimum: 5 Maximum: 3	5	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Maximum LTV: 85% LTV accepted plus 5% builder incentive, minimum customer contribution 10% for both houses and flats. Offer validity: 6 months, we may extend by a further 3 months. For further information on criteria, please refer to our residential mortgages criteria guide.		

LTV	Product type	Term	Rate	Product fee	Product features	ERC	<b>Reversion rate</b>	Product code
	LIBOR Tracker	2 years	4.09%			3% in year 1 2% in year 2	LIBOR + 4.62%	CAP50
	LIBOR Tracker	Lifetime	4.39%			3% in year 1 2% in years 2 and 3	LIBOR + 4.01%	CAP51
85%	2 year Fixed	2 years	4.29%	£995		3% in year 1 2% in year 2		CAP52
	3 year Fixed	3 years	4.39%			3% in year 1 2% in years 2 and 3	LIBOR + 4.62%	CAP53
	5 year Fixed	Fixed 5 years 4.69%			3% in years 1 and 2 2% in years 3 and 4		CAP54	
	5 year Fixed	5 year Fixed 5 years 5.19%	5.19%	£0	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP55

#### Tier 3 - 70% and 75% LTV



	Key criteria									
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build		
Defaults:	2 in 24 months (max £1,500 in 12 months, unlimited thereafter)	£1,000,000 £500.000	70% 75%	Minimum: Maximum:	5	Minimum age: Maximum age:	21 years 70, or 75 upon	Maximum LTV: 85% LTV accepted plus 5% builder		
CCJ:	1 in 24 months (max £1,000 in 12 months, or £2,500 in 24 months)	2000,000	, 5,6		So years	nuxinun uye.	referral where proof of retirement age	incentive, minimum customer contribution 10% for both houses and flats.		
Missed mortgage/ secured loan arrears: Unsecured arrears:	1 in 12 months, 3 in 36 months (worst status) Not counted but may affect customer's credit score					Maximum number of applicants:	is supplied	Offer validity: 6 months, we may extend by a		
Debt Management Plans: (DMPs)	Allowed if satisfied over 36 months ago					Minimum income:	£15,000 (primary applicant)	further 3 months. For further information on criteria, please refer to our residential		
Applicant must not have any three months before application	y defaults, CCJs or secured arrears recorded in the ation.							mortgages criteria guide.		

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2.400.00	3.99%			3% in year 1		CAP56
	2 year Fixed	- 2 years	4.09%			2% in year 2		CAP57
70%	3 year Fixed	3 years	4.19%	£1,495		3% in year 1 2% in years 2 and 3		CAP58
	5 year Fixed	5 years	4.49%			3% in years 1 and 2 2% in years 3 and 4		CAP59
			4.99%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5	LIBOR + 4.62%	CAP60
	LIBOR Tracker	2.400	4.29%			3% in year 1	LIDOR + 4.02%	CAP61
	2 year Fixed	2 years	4.39%	ci 105		2% in year 2		CAP62
75%	3 year Fixed	3 years	4.49%	£1,495		3% in year 1 2% in years 2 and 3		CAP63
	5 year Fixed	5 years	4.79%			3% in years 1 and 2 2% in years 3 and 4		CAP64
			5.29%	£0	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP65

### Tier 3 - 80% and 85% LTV



			Кеу	criteria				
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build
Defaults:	2 in 24 months (max £1,500 in 12 months, unlimited thereafter)	£1,000,000 £500,000	70% 80%	Minimum: Maximum:	2	Minimum age: Maximum age:	21 years 70, or 75 upon	Maximum LTV: 85% LTV accepted plus 5% builder
CCJ: Missed mortgage/	1 in 24 months (max £1,000 in 12 months, or £2,500 in 24 months)	£300,000	85%				referral where proof of retirement age is supplied	incentive, minimum customer contribution 10% for both houses and flats.
secured loan arrears: Unsecured arrears:	1 in 12 months, 3 in 36 months (worst status) Not counted but may affect customer's credit score					Maximum number of applicants:	2	Offer validity: 6 months, we may extend by a
Debt Management Plans: (DMPs)	Allowed if satisfied over 36 months ago					Minimum income:	£15,000 (primary applicant)	further 3 months. For further information on criteria, please refer to our residential
Applicant must not have any defaults, CCJs or secured arrears recorded in the three months before application.								mortgages criteria guide.

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2	4.49%			3% in year 1		CAP66
	2 year Fixed	- 2 years	4.79%			2% in year 2		CAP67
80%	3 year Fixed	3 years	4.89%	£1,495		3% in year 1 2% in years 2 and 3		CAP68
	5 year Fixed	5 years	5.09%			3% in years 1 and 2 2% in years 3 and 4		CAP69
	e year i mea		5.59%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP70
	LIBOR Tracker	2	5.19%			3% in year 1	LIBOR + 4.02%	CAP71
	2 year Fixed	2 years	5.39%			2% in year 2		CAP72
85%	3 year Fixed	3 years	5.49%	£1,495		3% in year 1 2% in years 2 and 3		CAP73
	5 year Fixed	5 years	5.79%			3% in years 1 and 2 2% in years 3 and 4		CAP74
			6.29%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5	LIBOR + 4.62%	CAP75

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### Tier 4 - 70% and 75% LTV



	Key criteria										
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build			
Defaults:	2 in 24 months (max £1,500 in 12 months, unlimited thereafter)	£1,000,000 £500.000	70% 75%	Minimum: Maximum:	2	Minimum age: Maximum age:	21 years 70, or 75 upon	Maximum LTV: 85% LTV accepted plus 5% builder			
CCJ:	1 in 24 months (max £1,000 in 12 months, or £2,500 in 24 months)	2000,000	, 0,0				referral where proof of retirement age	incentive, minimum customer contribution 10% for both houses and flats.			
Missed mortgage/ secured loan arrears: Unsecured arrears:	1 in 12 months, 3 in 36 months (worst status) Not counted but may affect customer's credit score					Maximum number of applicants:	is supplied	Offer validity: 6 months, we may extend by a			
Debt Management Plans: (DMPs)	Allowed if satisfied over 36 months ago					Minimum income:	£15,000 (primary applicant)	further 3 months. For further information on criteria, please refer to our residential			
Applicant must not have an three months before applic	y defaults, CCJs or secured arrears recorded in the ation.							mortgages criteria guide.			

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2	4.49%			3% in year 1		CAP76
	2 year Fixed	- 2 years	4.59%			2% in year 2		CAP77
70%	3 year Fixed	3 years	4.69%	£1,495		3% in year 1 2% in years 2 and 3		CAP78
	5 year Fixed	5 years	4.99%			3% in years 1 and 2 2% in years 3 and 4		CAP79
	e year i mea		5.49%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP80
	LIBOR Tracker	2	4.79%			3% in year 1	LIBOR + 4.02%	CAP81
	2 year Fixed	2 years	4.89%			2% in year 2		CAP82
75%	3 year Fixed	3 years	4.99%	£1,495		3% in year 1 2% in years 2 and 3		CAP83
	5 year Fixed	5 years	5.29%			3% in years 1 and 2 2% in years 3 and 4		CAP84
			5.79%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP85

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### Tier 4 - 80% and 85% LTV



			Кеу	criteria				
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build
Defaults:	2 in 24 months (max £1,500 in 12 months, unlimited thereafter)	£1,000,000 £500,000	70% 80%	Minimum: Maximum:	5	Minimum age: Maximum age:	21 years 70, or 75 upon	Maximum LTV: 85% LTV accepted plus 5% builder
CCJ:	1 in 24 months (max £1,000 in 12 months, or £2,500 in 24 months)	£300,000	85%		5	5	referral where proof of retirement age is supplied	incentive, minimum customer contribution 10% for both houses and flats.
Missed mortgage/ secured loan arrears: Unsecured arrears:	1 in 12 months, 3 in 36 months (worst status) Not counted but may affect customer's credit score					Maximum number of applicants:	2	<b>Offer validity:</b> 6 months, we may extend by a
Debt Management Plans: (DMPs)	Allowed if satisfied over 36 months ago					Minimum income:	£15,000 (primary applicant)	further 3 months. For further information on criteria, please refer to our residential
Applicant must not have any three months before application	y defaults, CCJs or secured arrears recorded in the ation.							mortgages criteria guide.

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2	4.99%			3% in year 1		CAP86
	2 year Fixed	- 2 years	5.29%			2% in year 2	CAP87	
80%	3 year Fixed	3 years	5.39%	£1,495		3% in year 1 2% in years 2 and 3		CAP88
	5 year Fixed	5 years	5.59%			3% in years 1 and 2 2% in years 3 and 4		CAP89
	o your rineu		6.09%	£0	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5	LIBOR + 4.62%	CAP90
	LIBOR Tracker	2	5.69%			3% in year 1	LIDOR + 4.02%	CAP91
	2 year Fixed	2 years	5.89%	64.495		2% in year 2		CAP92
85%	3 year Fixed	3 years	5.99%	£1,495		3% in year 1 2% in years 2 and 3		CAP93
	5 year Fixed	5 years	6.29%			3% in years 1 and 2 2% in years 3 and 4		CAP94
			6.79%	£0	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAP95

### Tier 5 - 70% and 75% LTV



Key criteria									
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build	
Defaults: CCJ: Missed mortgage/ secured loan arrears: Unsecured arrears: Debt Management Plans: (DMPs) Applicant must not have an three months before applic	5 in 24 months 3 in 24 months 1 in 12 months, 3 in 36 months (worst status) Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago y defaults, CCJs or secured arrears recorded in the ation.	£1,000,000 £500,000	70% 75%	Minimum: Maximum:	5	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Maximum LTV: 80% LTV accepted plus 5% builder incentive, minimum customer contribution 15% for both houses and flats. Offer validity: 6 months, we may extend by a further 3 months. For further information on criteria, please refer to our residential mortgages criteria guide.	

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2	4.79%			3% in year 1		CAP96
	2 year Fixed	2 years	4.89%			2% in year 2		CAP97
70%	3 year Fixed	3 years	4.99%	£1,495		3% in year 1 2% in years 2 and 3		CAP98
	E year Fired	E vicen	5.29%			3% in years 1 and 2		CAP99
	5 year Fixed	5 years	5.79%	£0	Refund of valuation (maximum of £630) + £300 cashback.	2% in years 3 and 4 1% in year 5	LIBOR + 4.62%	CAR01
	LIBOR Tracker	2	5.09%			3% in year 1		CAR02
	2 year Fixed	2 years	5.19%			2% in year 2		CAR03
75%	3 year Fixed	3 years	5.29%	£1,495		3% in year 1 2% in years 2 and 3		CAR04
	5 year Fixed	5 years	5.59%			3% in years 1 and 2 2% in years 3 and 4		CAR05
	- ,	- ,	6.09%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAR06



### Tier 5 - 80% LTV



	Key criteria										
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build			
Defaults: CCJ: Missed mortgage/ secured loan arrears: Unsecured arrears: Debt Management Plans: (DMPs) Applicant must not have ar three months before applic	5 in 24 months 3 in 24 months 1 in 12 months, 3 in 36 months (worst status) Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago y defaults, CCJs or secured arrears recorded in the ation.	£1,000,000 £500,000	70% 80%	Minimum: Maximum:	2	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Maximum LTV:         80% LTV accepted plus 5% builder         incentive, minimum customer         contribution 15% for both houses         and flats.         Offer validity:         6 months, we may extend by a         further 3 months.         For further information on criteria,         please refer to our residential         mortgages criteria guide.			

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2.000	5.29%			3% in year 1		CAR07
	2 year Fixed	2 years	5.59%			2% in year 2		CAR08
80%	3 year Fixed	3 years	5.69%	£1,495		3% in year 1 2% in years 2 and 3	LIBOR + 4.62%	CAR09
	5 year Fixed	5 years	5.89%			3% in years 1 and 2 2% in years 3 and 4		CAR10
	- ,	- ,	6.39%	£O	Refund of valuation (maximum of £630) + £300 cashback.	1% in year 5		CAR11



# Debt Management Plan (DMP) Range



				Кеу	/ criteria			
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		Important information
Defaults: CCJ: Missed mortgage/ secured loan/rent arrears: Unsecured arrears:	0 in 24 months 0 in 24 months 0 in 12 months, 1 in 36 months (worst status) Not counted but may affect customer's credit score	£500,000 £1,000,000	75% 70%	Minimum: Maximum:	,	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	<ul> <li>For DMPs satisfied over 36 months ago standard lending policy will apply. For active DMPs and those satisfied less than 36 months ago, the following rules apply:</li> <li>DMP must have been active for a minimum of 12 months.</li> <li>If the DMP is active at application stage, it must be paid off on completion of the mortgage. 12 months proof of payments must be provided by the DMP provider or evidenced on bank statements.</li> </ul>

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	2 year Fixed	2 years	4.19%			3% in year 1 2% in year 2		DMP37
75%	5 year Fixed	5 years	4.59%	£1,495		3% in years 1 and 2 2% in years 3 and 4 1% in year 5	LIBOR + 4.62%	DMP38

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#### DMP submission requirements

#### For active DMP cases we will require the following:

▶ Reference from the DMP provider confirming:

- Date of agreement

- Amount outstanding

- Details of all creditors including lender, account number, payment, balance

- Confirmation that the last 12 months' payments have been paid on time when due.

- If a full reference is not available, conduct can be validated by 12 months' bank statements and confirmation from the DMP provider of the date of the agreement, amount outstanding and a list of debt included.

# Debt Management Plan (DMP) Range



	Key criteria											
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		Important information				
Defaults: CCJ:	2 in 24 months (max £1,500 in 12 months, unlimited thereafter) 1 in 24 months (max £1,000 in 12 months, or £2.500 in 24 months)	£500,000 £1,000,000	75% 70%	Minimum: Maximum:	,	Minimum age: Maximum age:	21 years 70, or 75 upon referral where proof	<ul> <li>For DMPs satisfied over 36 months ago standard lending policy will apply. For active DMPs and those satisfied less than 36 months ago, the following rules apply:</li> </ul>				
Missed mortgage/ secured loan/rent arrears:	1 in 12 months, 3 in 36 months (worst status)					Maximum number of applicants:	of retirement age is supplied	<ul> <li>DMP must have been active for a minimum of 12 months.</li> <li>If the DMP is active at application stage, it must be</li> </ul>				
Unsecured arrears:	Not counted but may affect customer's credit score					Minimum income:	£15,000 (primary applicant)	paid off on completion of the mortgage. It months proof of payments must be provided by the DMP provider or evidenced on bank statements.				

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	2 year Fixed	2 years	4.69%	-		3% in year 1 2% in year 2		DMP39
70%	5 year Fixed	5 years	5.09%	£1,495		3% in years 1 and 2 2% in years 3 and 4 1% in year 5	LIBOR + 5.12%	DMP40
	2 year Fixed	2 years	4.99%	E1,495		3% in year 1 2% in year 2	LIDOR + 5.12%	DMP41
75%	5 year Fixed	5 years	5.39%			3% in years 1 and 2 2% in years 3 and 4 1% in year 5		DMP42

#### **DMP** submission requirements

#### For active DMP cases we will require the following:

- ▶ Reference from the DMP provider confirming:
- Date of agreement
- Amount outstanding
- Details of all creditors including lender, account number, payment, balance
- Confirmation that the last 12 months' payments have been paid on time when due.
- If a full reference is not available, conduct can be validated by 12 months' bank statements and confirmation from the DMP provider of the date of the agreement, amount outstanding and a list of debt included.



#### LIBOR 0.38% set on 12.12.2016

# Debt Management Plan (DMP) Range



				Кеу	v criteria			
Acceptable adverse		Loan amount LTV limit Term A		Applicant		Important information		
Defaults: CCJ: Missed mortgage/ secured loan/rent arrears: Unsecured arrears:	5 in 24 months 3 in 24 months 1 in 12 months, 3 in 36 months (worst status) Not counted but may affect customer's credit score	£500,000 £1,000,000	75% 70%	Minimum: Maximum:	2	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	<ul> <li>For DMPs satisfied over 36 months ago standard lending policy will apply. For active DMPs and those satisfied less than 36 months ago, the following rules apply:</li> <li>DMP must have been active for a minimum of 12 months.</li> <li>If the DMP is active at application stage, it must be paid off on completion of the mortgage. 12 months proof of payments must be provided by the DMP provider or evidenced on bank statements.</li> </ul>

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	2 year Fixed	2 years	5.49%			3% in year 1 2% in year 2		DMP43
70%	5 year Fixed	5 years	5.89%	£1,495 —		3% in years 1 and 2 2% in years 3 and 4 1% in year 5		DMP44
	2 year Fixed	2 years	5.79%	E1,495		3% in year 1 2% in year 2	LIBOR + 5.12%	DMP45
75%	5 year Fixed	5 years	6.19%			3% in years 1 and 2 2% in years 3 and 4 1% in year 5		DMP46

#### **DMP** submission requirements

#### For active DMP cases we will require the following:

- ▶ Reference from the DMP provider confirming:
- Date of agreement
- Amount outstanding
- Details of all creditors including lender, account number, payment, balance
- Confirmation that the last 12 months' payments have been paid on time when due.
- If a full reference is not available, conduct can be validated by 12 months' bank statements and confirmation from the DMP provider of the date of the agreement, amount outstanding and a list of debt included.



# Help to Buy



All products shown below are available for new build properties on the Help to Buy, Help to Buy London, and Help to Buy Wales Shared Equity Schemes. Maximum loan and LTV are determined by the amount of the equity loan.

			Кеу	criteria				
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build
Defaults: CCJ: Missed mortgage/ secured loan arrears: Unsecured arrears: Debt Management Plans: (DMPs)	0 in 24 months 0 in 24 months 0 in 12 months, 1 in 36 months (worst status) Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago	£450,000	75%	Minimum: 5 Maximum: 3	35 years	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Deposit: Minimum customer contribution of 5%, with a builder's deposit of up to 5% also accepted. Offer validity: 6 months, we may extend by a further 3 months. For further information on criteria, please refer to our residential mortgages criteria guide.

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2 years	3.85%			3% in year 1 2% in year 2	LIBOR + 4.62%	HBA01
	LIBOR Tracker	Lifetime	4.05%			3% in year 1 2% in years 2 and 3	LIBOR + 3.67%	HBA02
	2 year Fixed	2 years	3.95%			3% in year 1 2% in year 2		HBA03
75%	3 year Fixed	3 years	4.05%	£995	Refund of valuation (maximum £630).	3% in year 1 2% in years 2 and 3	LIBOR + 4.62%	HBA04
	4 year Fixed	4 years	4.15%	L993		3% in years 1 and 2 2% in years 3 and 4		HBA05
	E year Finad	year Fixed 5 years 4.35% 5.29%			3% in years 1 and 2 2% in years 3 and 4 1% in year 5		HBA06	
	5 year rixed		5.29%		NEW! 4.00% cashback.	5% in years 1 and 2 4% in years 3 and 4 3% in year 5		HBA20

# Help to Buy



All products shown below are available for new build properties on the Help to Buy, Help to Buy London, and Help to Buy Wales Shared Equity Schemes. Maximum loan and LTV are determined by the amount of the equity loan.

			Кеу	criteria				
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		New build
Defaults:	2 in 24 months (max £1,500 in 12 months, unlimited thereafter)	£450,000	75%	Minimum: Maximum:	5	Minimum age: Maximum age:	21 years 70, or 75 upon referral where	<b>Deposit:</b> Minimum customer contribution of
CCJ:	1 in 24 months (max £1,000 in 12 months, or £2,500 in 24 months)				00 900.0		proof of retirement age is supplied	5%, with a builder's deposit of up to 5% also accepted.
Missed mortgage/ secured loan arrears:	1 in 12 months, 3 in 36 months (worst status)					Maximum number of applicants:	2	Offer validity: 6 months, we may extend by a further 3 months.
Unsecured arrears:	Not counted but may affect customer's credit score					Minimum income:	£15,000 (primary applicant)	For further information on criteria.
Debt Management Plans: (DMPs)	Allowed if satisfied over 36 months ago							please refer to our residential mortgages criteria guide.
Applicant must not have any three months before application	y defaults, CCJs or secured arrears recorded in the ation.							

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2 40215	5.15%			3% in year 1 2% in year 2		HBA07
	2 year Fixed	– 2 years	5.25%					HBA09
	3 year Fixed	3 years	5.35%		Defined of voluction (maximum (CC70)	3% in year 1 2% in years 2 and 3		HBA10
75%	4 year Fixed	4 years	5.45%	£995	Refund of valuation (maximum £630).	3% in years 1 and 2 2% in years 3 and 4	LIBOR + 5.12%	HBA11
	5 year Fixed	Ever	5.65%			3% in years 1 and 2 2% in years 3 and 4 1% in year 5		HBA12
	5 year rixed	5 years	6.59%		NEW! 4.00% cashback.	5% in years 1 and 2 4% in years 3 and 4 3% in year 5		HBA22

# Help to Buy



All products shown below are available for new build properties on the Help to Buy, Help to Buy London, and Help to Buy Wales Shared Equity Schemes. Maximum loan and LTV are determined by the amount of the equity loan.

			Кеу	criteria			
Acceptable adverse		Loan amount	LTV limit	Term	Applicant		New build
Defaults: CCJ: Missed mortgage/ secured loan arrears: Unsecured arrears: Debt Management Plans: (DMPs) Applicant must not have any three months before application	5 in 24 months 3 in 24 months 1 in 12 months, 3 in 36 months (worst status) Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago y defaults, CCJs or secured arrears recorded in the ation.	£450,000	75%	Minimum: Maximum:	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Deposit: Minimum customer contribution of 5%, with a builder's deposit of up to 5% also accepted. Offer validity: 6 months, we may extend by a further 3 months. For further information on criteria, please refer to our residential mortgages criteria guide.

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	LIBOR Tracker	2 years	5.45%			3% in year 1		HBA13
	2 year Fixed	2 years	5.55%			2% in year 2		HBA15
	3 year Fixed	3 years 5.65%	5.65%			3% in year 1 2% in years 2 and 3		HBA16
75%	4 year Fixed	4 years	5.75%	£995	Refund of valuation (maximum £630).	3% in years 1 and 2 2% in years 3 and 4	LIBOR + 5.12%	HBA17
	5 year Fixed 5 years	Fixed 5 years	5.95%			3% in years 1 and 2 2% in years 3 and 4 1% in year 5		HBA18
			6.89%		NEW! 4.00% cashback.	5% in years 1 and 2 4% in years 3 and 4 3% in year 5		HBA24

# Right to Buy



			Кеу	criteria				
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		Right to Buy
Defaults: CCJ: Missed mortgage/ secured loan/rent arrears: Unsecured arrears: credit score Debt Management Plans: (DMPs)	0 in 24 months 0 in 24 months 0 in 12 months, 1 in 36 months (worst status) Not counted but may affect customer's Allowed if satisfied over 36 months ago	£500,000 £1,000,000	75% 70%	Minimum: Maximum:	2	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Maximum LTV: Maximum lending available at up to 90% and 100% of the discounted purchase price (plus lender fees). This is subject to the loan not exceeding 75% of the open market value of the property, as determined by one of our panel surveyors Property details: We can lend on the following: - Purchase only - Houses only - England only

L	LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
		2 year Fixed	2 years	5.39%		Available up to 100% of the discounted purchase price	3% in year 1 2% in year 2		RTB19
	75%	5 year Fixed	5 years	5.79%		(plus lender fees).	3% in years 1 and 2 2% in years 3 and 4 1% in year 5	- LIBOR + 4.62% -	RTB20
	/5/0	2 year Fixed	2 years	4.89%		Augilable up to 00% of the discounted purchase price	3% in year 1 2% in year 2		RTB21
		5 year Fixed	5 years	5.29%		Available up to 90% of the discounted purchase price (plus lender fees).	3% in years 1 and 2 2% in years 3 and 4 1% in year 5		RTB22

### Right to Buy



			Кеу	criteria				
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		Right to Buy
Defaults: CCJ:	2 in 24 months (max £1,500 in 12 months, unlimited thereafter) 1 in 24 months (max £1.000 in 12 months,	£500,000 £1,000,000	75% 70%	Minimum: Maximum:	,	Minimum age: Maximum age:	70, 0175 upon	Maximum LTV: Maximum lending available at up to 90% and 100% of the discounted purchase price
Missed mortgage/ secured loan/rent arrears:	or £2,500 in 24 months)					Maximum number	2 £15,000 (primary applicant)	(plus lender fees). This is subject to the loan not exceeding 75% of the open market value of the property, as determined by one of our panel surveyors
Unsecured arrears: Debt Management Plans: (DMPs)	Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago					of applicants: Minimum income:		Property details: We can lend on the following: - Purchase only
Applicant must not have any three months before application	y defaults, CCJs or secured arrears recorded in the ation.							- Houses only - England only

LTV	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
	2 year Fixed	2 years	6.79%		Available up to 100% of the discounted purchase price	3% in year 1 2% in year 2		RTB23
75%	5 year Fixed	5 years	7.19%	£0	(plus lender fees).	3% in years 1 and 2 2% in years 3 and 4 1% in year 5	RTB24	
/3/0	2 year Fixed	2 years	6.29%	EU	Available up to $00\%$ of the discounted surchase price	3% in year 1 2% in year 2	LIBOR + 5.12%	RTB25
	5 year Fixed	5 years	6.69%		Available up to 90% of the discounted purchase price (plus lender fees).	3% in years 1 and 2 2% in years 3 and 4 1% in year 5		RTB26



## Right to Buy



	Key criteria								
Acceptable adverse		Loan amount	LTV limit	Term		Applicant		Right to Buy	
Defaults: CCJ: Missed mortgage/ secured loan/rent arrears: Unsecured arrears: Debt Management Plans: (DMPs) Applicant must not have any three months before applica	Not counted but may affect customer's credit score Allowed if satisfied over 36 months ago y defaults, CCJs or secured arrears recorded in the	£500,000 £1,000,000	75% 70%	Minimum: Maximum:	<i>,</i>	Minimum age: Maximum age: Maximum number of applicants: Minimum income:	21 years 70, or 75 upon referral where proof of retirement age is supplied 2 £15,000 (primary applicant)	Maximum LTV:         Maximum lending available at up to 90%         and 100% of the discounted purchase price         (plus lender fees). This is subject to the loan         not exceeding 75% of the open market value         of the property, as determined by one of         our panel surveyors         Property details:         We can lend on the following:         - Purchase only         - Houses only         - England only	

LT	-v	Product type	Term	Rate	Product fee	Product features	ERC	Reversion rate	Product code
		2 year Fixed	2 years	7.09%	E0	Available up to 100% of the discounted purchase price	3% in year 1 2% in year 2	LIBOR + 5.12%	RTB27
	75%	5 year Fixed	5 years	7.49%		(plus lender fees).	3% in years 1 and 2 2% in years 3 and 4 1% in year 5		RTB28
	13/0	2 year Fixed	2 years	6.59%		Augilable up to 00% of the discounted surplace wise	3% in year 1 2% in year 2		RTB29
	5 year Fixed	5 years	6.99%		Available up to 90% of the discounted purchase price (plus lender fees).	3% in years 1 and 2 2% in years 3 and 4 1% in year 5		RTB30	

### Our Packager Panel



You can submit a residential mortgage case to us direct or through one of our approved packagers, who are listed below. From time to time, select packagers will have access to exclusive residential and/or buy to let mortgage products.













### Completv

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www.3-mc.com
Active Investments

3mc

O118 945 2288
www.active-investments.co.uk

AToM ☎ 01403 272 625
₩www.atomltd.co.uk

Brightstar ☎ 01277 500 900 ⊕ www.brightstarhub.co.uk

Brilliant Solutions

O1792 277 555
www.brilliantsolutions.co.uk

Buy to Let Club 3 01276 601 041 4 www.buytoletclub.com

Complete FS 2 023 8045 6999 www.complete-fs.co.uk















Connect for Intermediaries 01708 676 135
www.connectbrokers.co.uk

Manor Mortgages

01275 399 203
www.manormortgages.com

Mortgage Trading

0113 200 8768
www.mortgagetrading.co.uk

Positive Lending

る 0845 260 7511⊕ www.positivelending.co.uk

Residential Home Loans 3 01273 495 420 4 www.rhluk.co.uk

Solent Mortgage Services Solent Mortgage Services O1329 245 800 www.sms-uk.co.uk

TFC Homeloans **3** 08456 444 222 **4** www.tfchomeloans.com

### General information



Employment	rules					Legal representation				
<b>Employed</b> - Applicants must normally have been in their current job on a permanent basis and for a minimum of 3 months, with 12 months continuous employment. Applicant must supply the last 3 months' payslips and most						Full details of our conveyancing options can be found at precisemortgages.co.uk/Residential/Conveyancer				
recent P60.		is employment. Appl	icant must supply	the tast 5 months pa	Free standard remortgage legal service					
<ul> <li>Self-employed</li> <li>Accept 1 year's accounts or, SA302/Tax Calculation in addition to HMRC tax year overview;</li> <li>No minimum trading period.</li> </ul>						If the applicant(s) select products which include the free standard remortgage legal service, please be aware that this service is provided by Goldsmith Williams. The standard legal work to remortgage their property will be carried out at no cost to them. Any additional legal work will not be included, this will include:				
We reserve the Acceptable in	e right to ask for addit	ional accounting inf	ormation at the c	liscretion of our und	<ul> <li>any charges or fees relating to any non-standard work that Goldsmith Williams has to carry out, such as dealing with a change of name on the title deeds, a transfer of equity or the rectification of a defective title;</li> </ul>					
For sole trade	lers we will accept ne	•		e will accept their sh	<ul> <li>any fees such as mining or any other unusual search fees or fees for first registration of the title at the Land Registry;</li> </ul>					
<ul> <li>Please note, the overall affordability for sole traders and partnerships can be increased by adding their share of the following business expenses (where detailed on the accounts):</li> <li>Room(s) used as an office;</li> <li>Spouse's income.</li> </ul>						<ul> <li>any fees or charges payable in respect of a leasehold property under the terms of the lease such as the fee payable to the landlord or managing agent for registering the mortgage with the landlord or his agent;</li> </ul>				
For limited companies we will accept their share of:         Director's remuneration;         Director's remuneration;         Director's car allowance;         Director's pension payments.						<ul> <li>any charges or fees relating to the repayment of any credit as specified in the Mortgage Offer.</li> <li>Goldsmith Williams will give the applicant(s) a guotation for any additional work before it is carried out.</li> </ul>				
							pation pension inco	me can be consider	ed as the sole so	urce of income, sub
Personal/occupation pension income can be considered as the sole source of income, subject to referral. Valuation and assessment fee scale						We define a first time buyer as any applicant who has not owned a UK property in the last 18 months. Additional verification may be required if the applicant is currently renting.				
Valuation up to	valuation and re	Homebuyers	Valuation up to	Valuation and assessment fee	Homebuyers report and assessment fee	New build definition				
		report and assessment fee				We define new build as a property that has never been occupied.				
£100,000	£370	£570	£500,000	£630	£1,045	Right to Buy definition				
£150,000	£410	£600	£600,000	£695	£1,105	Right to Buy (RTB) provides individuals with the opportunity to buy their social housing property at a				
£200,000	£445	£650	£700,000	£750	£1,155	discounted market price, providing they meet the scheme eligibility requirements.				
£250,000	£465	£705	£800,000	£810	£1,205	Visit https://righttobuy.gov.uk/ for more information on eligibility.				
£300,000	£485	£770	£900,000	£920	£1,255	Help to Buy: Shared Equity Scheme				
£350,000	£525	£815	£1,000,000	£975	£1,405	Before submitting an application on this product you should ensure your customer is aware of the				
£400,000	£560	£900	£1.000.000 +	Refer to the	Refer to the	implications of taking a shared equity loan as part of the financing of the purchase of their home.				
£450,000	£590	£955	22,000,000	criteria guide	criteria guide	Payments will be required on the Shared Equity loan after five years in addition to the repayments on the				
Procuration	ee					the customer takes with us.				
	ay procuration fees to ooner or later dependi					Your customer should consider how they will repay this loan and understand that if house prices go up the amount they have to repay as part of the Shared Equity loan will go up.				
Procuration for	· · · ·		0.50%			For further information on the Help to Buy shared equity loan scheme your customer should go to: www.gov.uk/affordable-home-ownership-schemes/help-to-buy-equity-loans and ensure they fully				
Other fees						understand how the scheme works.				
Telegraphic transfer fee     £35     Post offer product switch fee     £120				uct switch fee	£120	LIBOR Trackers and the Reversion Rate				
Redemption administration fee £120						LIBOR Trackers and the reversion rate are variable rates that are linked to 3 month LIBOR and will change quarterly on 12 March, 12 June, 12 September, 12 December. Please note if this date falls on a non-working day then the LIBOR rate will be taken on the previous working day. All of our LIBOR tracker products have a floor. This means that if LIBOR were to fall to 0.00% or less the rate payable will be 0.00% plus the agreed set percentage above LIBOR. This means that the rate payable will nev				
Please refer to 'Tariff of mortgage charges' document for full details. A downloadable version is available										
<ul> <li>on the Precise Mortgages website under 'Document downloads'</li> <li>All fees include VAT (where applicable)</li> </ul>										
Allowable pa	yment method					go below 0.00% plus the additional percentage rate of the tracker mortgage.				

### Contact details





#### **Roger Morris** Director of Sales

Call Roger if you would like to discuss our wide range of residential and buy to let mortgages, bridging and second charge loan products.

🔀 roger.morris@precisemortgages.co.uk

Ø 07774 495810



#### Kevin Beale National Sales Manager - New Builds

Call Kevin, or our **New Build Priority Processing Service** on **0330 024 0349** to discuss new build specific enquiries.

🔀 kevin.beale@precisemortgages.co.uk

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#### Jamie Pritchard Head of Sales

Call Jamie if you would like to discuss our wide range of residential and buy to let mortgage products.

💌 jamie.pritchard@precisemortgages.co.uk 🛛 🛛 🕲 0

07931 172422



#### Stephen Wrigley Business Development Manager

Call Stephen if you would like to discuss the products and services we offer and you are in the following postcode areas - BA, BS, CF, EX, GL, NP, OX, SA, SN, TA. stephen.wrigley@precisemortgages.co.uk @ 07796 945995



#### **Richard Keen** Head of Key Accounts

Call Richard if you are a member of a Network or Club and would like to discuss our wide range of residential and buy to let mortgage products.

🔀 richard.keen@precisemortgages.co.uk

07930 236340



#### Rory Cleary Business Development Manager

Get in touch with our intermediary support team

🛎 0800 116 4385 9am to 6pm, Mon to Fri 🛛 🔀 enquiries@precisemortgages.co.uk 🈏 8 in Follow us

**6** 0800 131 3180

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