

CHRISTMAS HAS COME EARLY IN NORTHERN IRELAND



We are nearing the end of what has been an extraordinary year. Last December, we never would have anticipated that the speed of change we've seen in the housing market over the last six months would be more than in the last six years.

Recovery has been stronger than expected. Some sectors are doing well; fortunately, the housing market is one of them, managing to bounce back and adapt to a new normal, along with the help of government support too.

House prices and economic growth follow a close relationship. We have seen huge appetite for property and experienced some of our busiest months on record for new applications. As we see lockdown measures easing again, alongside the recent Covid-19 vaccination news, at last, some form of revival seems to be likely.

At Kensington, we have tried to keep in line with recent market optimism. After our successful launch in Scotland two years ago, we are pleased to announce our latest launch into Northern Ireland – which has also come at a perfect time ahead of our 25th birthday! We're proud to be the first specialist mortgage provider to enter this market and the only specialist provider to now operate across the whole of the UK.

Although a small market, the Northern Ireland mortgage space has been growing over the last few years and is also home to a rising population of self-employed workers, new business owners, and entrepreneurs. However, despite this growth, the market has not kept up with the evolving needs of these borrowers, who do not fit traditional lending criteria. The space is largely occupied by high-street banks and building societies – so there is an opportunity for us to provide specialist, flexible solutions that do not currently exist.

Submitting business with Kensington in Northern Ireland

If you are looking to submit business with us, we recently launched our new broker portal where you can register online as an intermediary or a broker admin.

You can find more information on criteria and the Northern Ireland market on our dedicated landing page: www.kensingtonmortgages.co.uk/intermediaries/NorthernIreland and be sure to follow us on LinkedIn for our news and updates.