

Specialist support for Shared Ownership and Limited Company BTL

As a member-focused mutual, Leek Building Society prioritises transparent, supportive, and tailored financial solutions. In an ever-evolving mortgage market, the role of building societies in delivering specialist and accessible options remains crucial. At Leek Building Society, its dedicated intermediary team serves as a crucial link, connecting brokers with the Society's diverse and increasingly relevant product portfolio.

Currently, two offerings are shining brightly in their portfolio: their Shared Ownership mortgages and their increasingly popular Limited Company Buy-to-Let (BTL).

For intermediaries navigating the complexities of the current housing market, Leek Building Society's intermediary team provides more than just competitive products; it offers the specialist knowledge and dedicated support essential for managing complex cases effectively.

The strength of Leek's Shared Ownership mortgages

In an era where affordability remains a significant barrier to homeownership, Shared Ownership has become an increasingly popular pathway. Leek Building Society's intermediary team has championed this sector, recognising its potential to help first-time buyers and those on lower incomes achieve their dream of owning a home.

A key feature of their Shared Ownership proposition is the potential for applicants to secure a mortgage with a minimum deposit of just 5% on their share. This innovative structure enables purchasers to acquire a portion of a property, typically between 25% and 75%, while paying a reduced rent on the remaining equity.

The Society's Shared Ownership mortgage products are specifically designed for flexibility and accessibility. "The Society recognises Shared Ownership as a fundamental component of the current housing landscape," states Nikki Warren-Dean, Head of Intermediaries at Leek Building Society. "Our intermediary partners are instrumental in guiding individuals through this option. Our team provides them with the tools and knowledge they need, from clear criteria and efficient processing to dedicated support throughout the application."

The evolving Buy-to-Let sector

The Buy-to-Let market continues to evolve, with an increasing number of landlords opting for limited company structure to optimise tax efficiency. Leek Building Society's intermediary team has strategically responded to this increasing demand by developing Limited Company BTL mortgage products specifically tailored to the unique requirements of this sector.



Nikki Warren-Dean emphasises, “The Limited Company BTL market requires a specialist understanding. Our intermediary team has invested significant time and resources in developing this expertise. We work closely with brokers to understand their clients’ unique circumstances and provide tailored solutions that meet their investment goals.”

The value of partnership

While their hero products in Shared Ownership and Limited Company BTL are currently at the forefront, the strength of Leek Building Society’s intermediary team extends beyond its competitive product range. It’s their commitment to building strong, lasting relationships with their intermediary partners.

- This commitment is demonstrated through: Dedicated Business Development Managers: Providing a single point of contact for brokers, offering personalised support and market insights.
- Efficient Processing: Implementing streamlined application procedures and maintaining proactive communication to ensure the seamless progression of cases.
- Clear Communication: Ensuring transparency through readily accessible criteria and regular updates to keep brokers well-informed.
- A Relationship-Centric Ethos: Prioritising an understanding of individual broker needs and cultivating mutual trust as the foundation of its partnerships.

Looking ahead

As the housing and investment markets continue to evolve, Leek Building Society’s intermediary team remains dedicated to evolving and expanding its product offerings to effectively serve the needs of both its valued brokers and their clients. The Society’s current focus on Shared Ownership and Limited Company BTL reflects its proactive approach to understanding market dynamics and its commitment to building strong partnerships and delivering effective solutions.

To learn more about Leek Building Society’s product range and lending criteria, visit leekbs.co.uk/intermediaries/ or contact our BDM team today.