Case Study: Finding a solution for borrowers with multiple income streams

When Chris Arnold from Penguin Wealth approached Buckinghamshire Building Society with a complex residential case, the Society's relationship-led approach and experienced underwriting team helped turn a challenging application into a successful outcome.

The case involved a couple in their 50s and 60s purchasing a property with a low loan-to-value, less than 40%. While the low LTV provided a strong level of security, several aspects of the application required careful consideration and close collaboration between the broker, key account manager and underwriting team.

One of the key factors was the age difference between the applicants. As the older applicant would be over the age of 70 by the end of the mortgage term, the Society carefully assessed affordability on a sole basis to ensure the application remained sustainable throughout the life of the mortgage.

The property itself also required additional assessment. Set within a substantial plot of land, it included an area used for business purposes alongside the surrounding grounds. The valuation confirmed that, despite the size of the landholding, the layout of the property meant the land could not realistically be separated or independently rented, enabling the Society to take a pragmatic view of the security.

The applicants also requested an interest-only mortgage over a relatively short term. This prompted detailed discussions around the proposed repayment strategy, with the intended repayment vehicle being the eventual sale of the property. Following conversations between the broker and the clients, and further discussions with the Society, it was demonstrated that the strategy was realistic and appropriate for the circumstances.

Adding further complexity, both applicants had multiple sources of income.

For the first applicant, affordability was supported through a range of income streams, including partnership, self-employed and pension income.

The second applicant also had several income sources and had recently experienced a change in their income profile. To support the application, their accountant provided additional information, together with future income projections, giving the underwriting team the confidence they needed to fully understand the applicants' financial position.

Throughout the application, the broker worked closely with Buckinghamshire Building Society to ensure the correct supporting documentation was provided from the outset, helping to avoid unnecessary delays and keep the application progressing smoothly.

Chris Arnold, Mortgage Advisor at Penguin Wealth, said:

"From the very first conversation with our Key Account Manager, Paul, it was clear the Society wanted to understand the case rather than simply assess it against a checklist. The guidance on the documents required was invaluable, and both the administration and underwriting teams were approachable, responsive and incredibly helpful throughout. It made a complex case feel straightforward and resulted in a great outcome for our clients."

Claire Askham, Head of Mortgage Sales at Buckinghamshire Building Society, said:

"Every case is different, and this is a great example where taking the time to understand the full picture makes all the difference. Our experienced underwriting team is able to consider complex income structures, later life lending scenarios and unique properties on their individual merits. By working closely with brokers from the outset, we can often find solutions where others may not.

"When brokers like Chris present a well-packaged case and work collaboratively with us, it enables us to focus on finding solutions rather than requesting further information."

For more information, visit: https://www.bucksbs.co.uk/intermediaries