NEXT CHAPTER LENDING

Homeownership has no age limit

Three customer stories showing how flexible, affordability-led lending can support later first-time buyers, mid-life movers and retirement re-planners.

Key Themes Emerging

The most significant trend is the increasing number of customers either entering, moving within, or restructuring homeownership later in life. These customers are often financially established, have clear retirement planning in place, and require mortgage solutions that extend beyond traditional lending criteria.

The cases generally fall into three distinct groups, all of which reflect the customer segments identified within Vida's enhanced Next Chapter Lending proposition: Later First-Time Buyers, Mid-Life Movers and Retirement Re-Planners. Vida's refreshed criteria also introduced clearer affordability rules where borrowing extends beyond retirement age.

Vida Homeloans



It’s never too late to buy a first home

The traditional picture of a first-time buyer is changing.

Vida is seeing customers purchase their first home in their 50s and beyond. Some have spent many years renting; others are buying through routes such as Right to Buy. What they share is a clear plan and an opportunity to make homeownership achievable later in life.

One 52-year-old Right to Buy applicant was more than ten years from retirement and could demonstrate active pension contributions alongside sustainable affordability. The case showed why age alone does not tell the full story.



THE OUTCOME

By considering the customer’s current income, pension planning and sustainable affordability, Vida helped make homeownership possible at a later stage of life.

CRITERIA IN ACTION

Where an applicant is within 10 years of retirement, or where 50% or more of the mortgage term falls beyond retirement, affordability is based on the lower of current earned income or projected retirement income.

Helping customers make their next move

For borrowers in their 50s, moving home can be a positive, lifestyle-led decision.

These customers may be relocating, downsizing, upsizing or securing a long-term family home. They need a mortgage that reflects where life is taking them next.

One 54-year-old borrower secured a higher-LTV mortgage to support a home move that may have been difficult under more restrictive age-based criteria. The application was considered through long-term affordability and retirement planning rather than age alone.



THE OUTCOME

The customer could proceed with their home move using a mortgage solution built around sustainable affordability and future financial resilience.

CRITERIA IN ACTION

The term extended beyond retirement age but ended before the oldest applicant's 86th birthday, in line with Vida's Lending into Retirement approach.

Borrowing with the future in mind

Retirement is no longer a fixed destination, and mortgage needs do not simply stop at a traditional retirement age.

Customers are increasingly making remortgage and borrowing decisions alongside pension planning, projected retirement income and long-term affordability assessments.

One 56-year-old applicant required a mortgage term extending to age 80. Evidence of pension provision supported a clear retirement strategy and demonstrated how the mortgage could remain affordable both now and in later life.



THE OUTCOME

The customer secured a mortgage solution aligned with their current circumstances and future retirement plans, providing greater flexibility and long-term confidence.

CRITERIA IN ACTION

Where an applicant is within 10 years of retirement, or where 50% or more of the mortgage term falls beyond retirement, affordability is based on the lower of current earned income or projected retirement income.

CASE STUDY 04 | JOINT BORROWER, SOLE PROPRIETOR

Family support opens the door to a first home

CUSTOMER PROFILE	
Parent age	63
Child age	27
Purchase type	First home
Loan amount	£80,995
Ages at mortgage maturity	84 and 48
Lending into retirement flag	Yes

THE CHALLENGE

A 27-year-old first-time buyer needed additional affordability support to access homeownership. The mortgage term also extended beyond traditional lending-age assumptions for the supporting parent.

VIDA SOLUTION

The application was assessed under Vida's Lending into Retirement framework. This allowed the parent's financial strength and ability to support affordability beyond retirement age to be considered as part of the overall customer picture.

WHY IT MATTERS

This is a strong example of intergenerational lending, showing how family-assisted borrowing can help a younger customer onto the property ladder while accommodating later-life support within the affordability assessment.

CRITERIA IN ACTION

A Joint Borrower, Sole Proprietor structure supported the younger applicant's affordability. As the term extended into later life for the parent, the case was considered through Vida's Lending into Retirement framework.



CASE STUDY 05 | JOINT BORROWER, SOLE PROPRIETOR

Bridging the affordability gap for a first-time buyer

CUSTOMER PROFILE	
Parent age	61
Child age	29
Purchase type	First home
Loan amount	£325,995
Ages at mortgage maturity	85 and 53
Lending into retirement flag	Yes

THE CHALLENGE

The younger borrower required family support to achieve the affordability needed to purchase their first home.

VIDA SOLUTION

Vida assessed the older borrower's ability to support affordability, enabling the purchase through a family-assisted lending structure and recognising their contribution beyond traditional lending ages.

WHY IT MATTERS

The case highlights how Joint Borrower, Sole Proprietor lending can bridge an affordability gap for a first-time buyer while recognising the financial contribution of an older family member.

CRITERIA IN ACTION

The supporting parent reached age 85 at mortgage maturity, so later-life affordability formed an important part of the assessment.



THE BIGGER PICTURE

Looking beyond age

The common thread across these cases is clear.
Borrowers are living, working and making property decisions differently from previous generations. Customers in their 50s, 60s and beyond can have strong incomes, established financial plans and clear retirement strategies.

Vida's Next Chapter Lending proposition focuses on the whole customer picture, including sustainable affordability, pension provision and projected retirement income, rather than relying solely on age-based assumptions.

LATER FIRST-TIME BUYERS
Helping customers step onto the property ladder later in life.

MID-LIFE MOVERS
Supporting lifestyle-led moves with lending that recognises longer working lives.

RETIREMENT RE-PLANNERS
Aligning mortgage flexibility with clear retirement and pension planning.





Please check our most up to date lending criteria on our website, or reach out to our V-Hub team:

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Vida Homeloans

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