

# PRODUCT GUIDE

Important stuff just for mortgage brokers

Issue 346

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## Intermediary Exclusive Rates

### Residential Purchase Exclusives

#### Key Features:

- Fix and Switch offers your customers a 5 Year Fixed Rate mortgage with a 2 Year Early Repayment Charge (ERC). This means your customers get certainty for five years on their interest rate and monthly payments, but if interest rates go down, your customer can switch to another deal after two years without incurring an ERC.
- The product comes with an ERC of 1.5% which is only applicable within the first two years.
- \*£500 cashback incentive.
- \*\*£250 cashback incentive.

#### Fix and Switch Everyday Purchase Range: 5 Year Fixed 2 Year ERC

Product	Max LTV	Rate with £1,495 Product Fee	Rate with Fee Saver Option
5 Year Fixed Rate (2 Year ERC)	85%	-	5.54%*
	90%	5.29%**	5.64%*
	95%	-	5.89%**

### Greener Everyday Fixed Rate Purchase Range

#### Key Features:

- £500 cashback incentive.
- Available on new-builds only & on properties with a certified or predicted energy efficiency rating of "A" or "B".
- For every Greener Mortgage completion we will help fund sustainable environmental projects around the world.

Product	Max LTV	Rate with Fee Saver Option
5 Year Fixed Rate	90%	4.99%

### Everyday Fixed Rate Purchase Range

#### Key Features:

- £300 cashback incentive.

Product	Max LTV	Rate with Fee Saver Option
5 Year Fixed Rate	90%	5.00%

### Residential £1m+ Purchase Exclusives

#### Key Features:

- Maximum loan size £2,000,000.

#### £1m+ Everyday Fixed Rate Purchase Range

Product	Max LTV	Rate with £1,995 Product Fee
2 Year Fixed Rate	75%	5.29%
5 Year Fixed Rate	75%	4.90%

### Residential Professional Purchase Exclusives

#### Key Features:

- £300 cashback incentive.
- This product is only available where one or more of the applicants are fully qualified and employed in the following occupations: Accountants, Architects, Barristers, Chartered Surveyors, Engineers, Financial Advisers, Medical (Ambulance Workers, Dentists, Doctors, Nurses, and any NHS band 3+ or non-NHS equivalent), Pilots, Police Officers, Solicitors, Teachers, Vets.

#### Everyday Fixed Rate Purchase Range

Product	Max LTV	Rate with Fee Saver Option
5 Year Fixed Rate	90%	4.99%

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## Intermediary Exclusive Rates

### Residential Purchase Exclusives

#### Key Features:

- A mortgage designed exclusively for new build customers, brought to you in partnership with Own New.
- 5% Builder's incentive is used to reduce the interest rate during the fixed rate incentive period.
- Only available to Own New accredited brokers. You can find out how to become accredited at [https://ownnew.co.uk/for\\_brokers](https://ownnew.co.uk/for_brokers).
- £250 cashback incentive.

#### Own New Fixed Rate Reducer Everyday Purchase Range: 5% Incentive

Product	Max LTV	Rate with £995 Product Fee
2 Year Fixed Rate	60%	1.09%
	75%	1.93%
	85%	2.48%
	90%	2.73%
5 Year Fixed Rate	60%	3.00%
	75%	3.42%
	85%	3.67%
	90%	3.88%

#### Key Features:

- A mortgage designed exclusively for new build customers, brought to you in partnership with Own New.
- 3% Builder's incentive is used to reduce the interest rate during the fixed rate incentive period.
- Only available to Own New accredited brokers. You can find out how to become accredited at [https://ownnew.co.uk/for\\_brokers](https://ownnew.co.uk/for_brokers).
- £250 cashback incentive.

#### Own New Fixed Rate Reducer Everyday Purchase Range: 3% Incentive

Product	Max LTV	Rate with £995 Product Fee
2 Year Fixed Rate	60%	2.67%
	75%	3.19%
	85%	3.61%
	90%	3.81%
5 Year Fixed Rate	60%	3.64%
	75%	3.93%
	85%	4.12%
	90%	4.26%

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## Intermediary Exclusive Rates

### Residential Remortgage Exclusives

#### Key Features:

- Fix and Switch offers your customers a 5 Year Fixed Rate mortgage with a 2 Year Early Repayment Charge (ERC). This means your customers get certainty for five years on their interest rate and monthly payments, but if interest rates go down, your customer can switch to another deal after two years without incurring an ERC.
- The product comes with an ERC of 1.5% which is only applicable within the first two years.
- Free basic valuation and standard legal work for remortgage customers.
- \* Maximum loan size £1m.
- \*\* Maximum loan size £500,000.

#### Fix and Switch Everyday Remortgage Range: 5 Year Fixed 2 Year ERC

Product	Max LTV	Rate with £1495 Product Fee*	Rate with £1495 Product Fee	Rate with Fee Saver Option
5 Year Fixed Rate (2 Year ERC)	75%	5.24%	5.14%**	5.40%
	85%	-	5.54%	5.89%

#### Key Features:

- Free basic valuation and standard legal work for remortgage customers.

### Everyday Fixed Rate Remortgage Range

Product	Max LTV	Rate with £895 Product Fee	Rate with Fee Saver Option
5 Year Fixed Rate	65%	4.64%	-
	75%	4.74%	4.89%

### Residential £1m+ Remortgage Exclusives

#### Key Features:

- Maximum loan size £2,000,000.
- Free basic valuation and standard legal work.

#### £1m+ Everyday Fixed Rate Remortgage Range

Product	Max LTV	Rate with £1,995 Product Fee
2 Year Fixed Rate	75%	5.29%
5 Year Fixed Rate	75%	4.90%

### Residential Professional Remortgage Exclusives

#### Key Features:

- Free basic valuation and standard legal work.
- This product is only available where one or more of the applicants are fully qualified and employed in the following occupations: Accountants, Architects, Barristers, Chartered Surveyors, Engineers, Financial Advisers, Medical (Ambulance Workers, Dentists, Doctors, Nurses, and any NHS band 3+ or non-NHS equivalent), Pilots, Police Officers, Solicitors, Teachers, Vets.

### Everyday Fixed Rate Remortgage Range

Product	Max LTV	Rate with Fee Saver Option
2 Year Fixed Rate	75%	5.38%
	85%	5.87%
	90%	6.02%
5 Year Fixed Rate	75%	4.90%
	85%	5.17%
	90%	5.27%

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# Intermediary Exclusive Rates

## BTL Exclusives

### Key Features:

- Fix and Switch offers your customers a 5 Year Fixed Rate mortgage with a 2 Year Early Repayment Charge (ERC). This means your customers get certainty for five years on their interest rate and monthly payments, but if interest rates go down, your customer can switch to another deal after two years without incurring an ERC.
- The product comes with an ERC of 1.5% which is only applicable within the first two years.
- Free basic valuation and standard legal work for remortgage customers.
- £300 cashback incentive for purchase customers.

### Fix and Switch Everyday Purchase and Remortgage Range: 5 Year Fixed 2 Year ERC

Product	Max LTV	Rate with £1,495 Product Fee	Rate with Fee Saver Option
5 Year Fixed Rate (2 Year ERC)	60%	5.12%	5.64%
	75%	5.22%	5.74%

### Portfolio Fix and Switch Everyday Purchase and Remortgage Range: 5 Year Fixed 2 Year ERC

Product	Max LTV	Rate with £1,495 Product Fee	Rate with Fee Saver Option
5 Year Fixed Rate (2 Year ERC)	60%	5.32%	5.84%
	75%	5.42%	5.94%

### Key Features:

- Free basic valuation and standard legal work for remortgage customers.

### Everyday Fixed Rate Purchase and Remortgage Range

Product	Max LTV	Rate with 1% Product Fee	Rate with 3% Product Fee
2 Year Fixed Rate	60%	4.92%	4.05%
	75%	5.02%	4.20%
5 Year Fixed Rate	60%	4.67%	4.17%
	75%	4.72%	4.27%
	80%	5.00%	-

### Portfolio Everyday Fixed Rate Purchase and Remortgage Range

Product	Max LTV	Rate with 1% Product Fee	Rate with 3% Product Fee
2 Year Fixed Rate	60%	5.12%	4.25%
	75%	5.22%	4.40%
5 Year Fixed Rate	60%	4.87%	4.37%
	75%	4.92%	4.47%

### Key Features:

- Free basic valuation and standard legal work for remortgage customers.
- £300 cashback incentive for purchase customers.

### Everyday Fixed Rate Purchase and Remortgage Range

Product	Max LTV	Rate with £2,195 Product Fee
5 Year Fixed Rate	60%	4.57%
	75%	4.62%

### Portfolio Everyday Fixed Rate Purchase and Remortgage Range

Product	Max LTV	Rate with £2,195 Product Fee
5 Year Fixed Rate	60%	4.77%
	75%	4.82%

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## Everyday residential rates

### Key Features:

- £300 cashback incentive on a 2, 3 or 5 Year fixed rate with £995 product fee.
- £1,000 cashback incentive on a 10 Year fixed rate.

### Everyday Fixed Rate Purchase Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option*
2 Year Fixed Rate	65%	5.09%	5.29%
	75%	5.19%	5.39%
	85%	5.29%	5.49%
5 Year Fixed Rate	65%	4.59%	4.79%
	75%	4.69%	4.89%
	85%	4.79%	4.99%
10 Year Fixed Rate	75%	4.89%	-

\* These products have a minimum loan size of £50,000.

### Key Features:

- Free basic valuation and standard legal work

### Everyday Fixed Rate Remortgage Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	65%	5.09%	5.39%
	75%	5.19%	5.49%
	85%	5.54%	5.94%
5 Year Fixed Rate	65%	4.79%	4.99%
	75%	4.89%	5.09%
	85%	4.99%	5.19%
10 Year Fixed Rate	75%	4.89%	-

## Freedom to Fix residential rates

### Key Features:

- Free basic valuation and standard legal work for remortgage customers.
- Option to switch, ERC free, onto any fixed rate.
- Call 0345 601 0680 (option 1), to let us know which product transfer rate your customer would prefer.

### Everyday Tracker Rate Purchase and Remortgage Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	65%	5.60% (BOE + 0.35%)
	75%	5.67% (BOE + 0.42%)
	85%	5.89% (BOE + 0.64%)

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## Everyday residential rates

### Key Features:

- Maximum purchase price of £600k, available on new-builds at up to 90% LTV.
- Not available on ex-MOD or ex-council flats.
- Not available on flats or maisonettes in building over 4 storeys.
- £300 cashback incentive.

### Everyday Fixed Rate Purchase Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option*
2 Year Fixed Rate	90%	5.39%	5.59%
	95%	-	5.84%
5 Year Fixed Rate	90%	4.96%	5.09%
	95%	-	5.40%
10 Year Fixed Rate	95%	-	5.99%

\* These products have a minimum loan size of £50,000.

### Key Features:

- Not available on flats or maisonettes in building over 4 storeys.
- Not available on ex-MOD or ex-council flats.
- Free basic valuation and standard legal work.

### Everyday Fixed Rate Remortgage Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	90%	5.74%	6.04%
5 Year Fixed Rate	90%	5.19%	5.29%

## Greener residential rates

### Key Features:

- Available on new-builds only & on properties with a certified or predicted energy efficiency rating of "A" or "B".
- For every Greener Mortgage completion we will help fund sustainable environmental projects around the world.
- £300 cashback incentive.

### Everyday Fixed Rate Purchase Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Fixed Rate	65%	5.04%
	75%	5.14%
	85%	5.24%
5 Year Fixed Rate	65%	4.54%
	75%	4.64%
	85%	4.74%

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# Shared Ownership Mortgages

## Key Features:

- £300 cashback incentive.
- Available in England and Wales.

## Everyday Fixed Rate Purchase Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	85%	4.99%	5.29%
	90%	5.19%	5.49%
	95%	-	5.78%
5 Year Fixed Rate	85%	4.59%	4.79%
	90%	4.79%	4.89%
	95%	-	5.29%

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Valid from 22.05.2024

## Everyday Buy-to-Let rates

### Non-Portfolio Landlord

#### Key Features:

- Free valuation and choice of £300 cashback or free legals for remortgage customers.
- £500 cashback for purchase customers.

### Everyday Fixed Rate Purchase and Remortgage Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option **
2 Year Fixed Rate	60%	5.49%	-
	75%	5.69%	5.89%
5 Year Fixed Rate	60%	4.89%	-
	75%	5.09%	5.19%
	80%	5.29%*	-

\* This product has a maximum loan size of £350,000.

\*\* These products have a minimum loan size of £75,000.

### Everyday Tracker Rate Purchase and Remortgage Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	60%	5.95% (BOE + 0.70%)
	75%	6.35% (BOE + 1.10%)

### Portfolio Landlord

- Free valuation and choice of £300 cashback or free legals for remortgage customers.
- £500 cashback for purchase customers.

### Everyday Fixed Rate Purchase and Remortgage Range for Portfolio Landlords

Product	Max LTV	Rate with £995 Product Fee
2 Year Fixed Rate	60%	5.64%
	75%	5.84%
5 Year Fixed Rate	60%	5.04%
	75%	5.24%

### Everyday Tracker Rate Purchase and Remortgage Range for Portfolio Landlords

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	60%	6.05% (BOE + 0.80%)
	75%	6.45% (BOE + 1.20%)

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## Product Transfer

### Everyday residential rates

#### Key Features:

- No valuation or legal fees
- Products with an LTV of greater than 85% are not available with additional borrowing.

#### Everyday Fixed Rate Product Transfer Range

Product	Max LTV	Rate with £1495 Product Fee	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	65%	4.84%	4.89%	5.19%
	75%	4.94%	4.99%	5.28%
	80%	-	5.49%	5.89%
	85%	-	5.54%	5.94%
	90%	-	5.74%	6.04%
	95%	-	-	6.24%*
3 Year Fixed Rate	65%	-	4.79%	5.09%
	75%	-	4.89%	5.18%
	80%	-	5.44%	5.84%
	85%	-	5.44%	5.84%
	90%	-	5.64%	5.94%
	95%	-	-	6.14%*
5 Year Fixed Rate	65%	4.43%	4.48%	4.67%
	75%	4.64%	4.69%	4.87%
	80%	-	4.94%	5.14%
	85%	-	4.99%	5.19%
	90%	-	5.19%	5.29%
	95%	-	-	5.39%*
7 Year Fixed Rate	65%	-	-	5.09%
	90%	-	-	6.26%
10 Year Fixed Rate	65%	-	-	4.89%
	90%	-	-	5.99%
	95%	-	-	6.20%*
15 Year Fixed Rate	65%	-	-	4.99%
	90%	-	-	6.15%

\* Also available to exisiting customers with LTV >95% (no additional borrowing)

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Valid from 22.05.2024

# Freedom to Fix residential rates

## Key Features:

- No valuation or legal fees.
- Option to switch, ERC free, onto any fixed rate.
- Call 0345 601 0680 (option 1), to let us know which product transfer rate your customer would prefer.

## Everyday Tracker Rate Product Transfer Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	65%	5.48% (BOE + 0.23%)
	75%	5.62% (BOE + 0.37%)
	85%	5.89% (BOE + 0.64%)

# Flexible residential rates

## Key Features:

- No valuation or legal fees.
- Option to underpay, overpay (as much as you like) or borrow back previous overpayments (min £500).

## Flexible Tracker Rate Product Transfer Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	65%	6.00% (BOE + 0.75%)
	75%	6.12% (BOE + 0.87%)
	85%	6.39% (BOE + 1.14%)

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## Help to Buy: Equity Loan rates

### Key Features:

- Customers must stick to capital and interest repayment.
- No valuation or legal fees.
- Max loan £450k (subject to LTV limits of lending policy).

### Everyday Fixed Rate Product Transfer Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	55%	5.19%	5.48%
	75%	5.19%	5.48%
	80%	5.74%	6.09%
	95%	-	6.09%*
5 Year Fixed Rate	55%	4.89%	5.07%
	75%	4.89%	5.07%
	80%	5.29%	5.39%
	95%	-	5.39%*

\* Also available to existing customers with LTV >95% (no additional borrowing)

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# Shared Ownership mortgages\*

## Key Features:

- Customers must stick to capital and interest repayment.
- No valuation or legal fees.
- No additional borrowing available.

## Everyday Fixed Rate Product Transfer Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	65%	4.89%	5.19%
	75%	4.99%	5.28%
	85%	5.54%	5.94%
	90%	5.74%	6.04%
	95%	-	6.24%**
5 Year Fixed Rate	65%	4.48%	4.67%
	75%	4.69%	4.87%
	85%	4.99%	5.19%
	90%	5.19%	5.29%
	95%	-	5.39%**

\* Please note: Shared Ownership product transfer applications must be submitted via our support team at 0345 600 1477

\*\* Also available to existing customers with LTV >95% (no additional borrowing)

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Valid from 22.05.2024

## Everyday Buy-to-Let rates

### Key Features:

- No valuation or legal fees.
- Products with an LTV of greater than 75% are not available with additional borrowing.

### Everyday Fixed Rate Product Transfer Range

Product	Max LTV	Rate with £3,995 Product Fee	Rate with £1,995 Product Fee
2 Year Fixed Rate	60%	4.74%	4.94%
	75%	4.94%	5.19%
3 Year Fixed Rate	60%	-	4.94%
	75%	-	5.14%
5 Year Fixed Rate	60%	4.51%	4.63%
	75%	4.69%	4.79%

### Everyday Fixed Rate Product Transfer Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	60%	5.28%	5.48%
	75%	5.38%	5.65%
	80%	5.82%	6.31%
	95%	-	6.31%*
3 Year Fixed Rate	60%	5.18%	5.38%
	75%	5.28%	5.55%
	95%	-	6.21%*
5 Year Fixed Rate	60%	4.78%	4.88%
	75%	4.94%	5.04%
	80%	5.14%	5.86%
	95%	-	5.92%*
10 Year Fixed Rate	60%	5.08%	-
	75%	5.28%	-

\* This product has a maximum loan size of £350,000.

### Everyday Tracker Rate Product Transfer Range

Product	Max LTV	Rate with £1,995 Product Fee	Rate with £995 Product Fee
2 Year Tracker Rate	60%	5.79% (BOE + 0.54%)	5.93% (BOE + 0.68%)
	75%	6.21% (BOE + 0.96%)	6.35% (BOE + 1.10%)

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# Early Repayment Charges

Fixed term	Early Repayment Charge
15 Years	8% until 01 Aug 2031
	7% until 01 Aug 2033
	6% until 01 Aug 2034
	5% until 01 Aug 2035
	4% until 01 Aug 2036
	3% until 01 Aug 2037
	2% until 01 Aug 2038
	1% until 01 Aug 2039
	8% until 01 Aug 2026
10 Years	7% until 01 Aug 2028
	6% until 01 Aug 2029
	5% until 01 Aug 2030
	4% until 01 Aug 2031
	3% until 01 Aug 2032
	2% until 01 Aug 2033
1% until 01 Aug 2034	
6% until 01 Aug 2026	
7 Years	5% until 01 Aug 2027
	4% until 01 Aug 2028
	3% until 01 Aug 2029
	2% until 01 Aug 2030
1% until 01 Aug 2031	
5 Years	3.5% until 01 Aug 2029
3 Years	2.5% until 01 Aug 2027
2 Years	1.5% until 01 Aug 2026
2 Years (Tracker)	1% until 01 Aug 2026

**Everyday products:** if a customer repays early, we base our charges on the outstanding loan balance. As long as their overpayments don't add up to 10% of the remaining balance per calendar year, we don't charge for them.

**Flexible products:** customers can make unlimited overpayments on Flexible products as long as they don't pay off the loan in full. If the full loan is repaid before the product matures, we base our charges on the original loan balance.

- You can switch your customer's previously selected product onto a new product from our current new business range as many times as needed prior to completion.
- For product transfers call us with the product details on 0345 601 0680, or for new business submit the form held on the intermediary website.
- Lines are open 9:00am to 5:00pm Monday to Friday, excluding Wednesdays when we are open 9:30am to 5:00pm and Bank Holidays. Calls to 03 numbers cost the same as calls to 01 or 02 numbers and they are included in inclusive minutes and discount schemes in the same way. Calls may be monitored and recorded.

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