

Specialist Prime

Your customers will be allocated one of the plans below based on their credit quality having passed through our scorecard. The following provides examples of the types of application that fall into our credit score.

What does a Specialist Prime customer look like?

- Customers not served by the High Street
- No adverse experienced within the last two years
- No missed mortgage payments in the last 12 months

HIGHER CREDIT SCORE

Established, clean credit history
Clean mortgage history
Low number of recent searches
Established track record on electoral roll
Low level of indebtedness

LOWER CREDIT SCORE

Inconsistent recent payment history
Little or no credit commitments
A number of recent searches carried out
No record on electoral roll
Higher levels of indebtedness / utilisation

RATES & CRITERIA

Max No. of Defaults
Max No. of CCJs
Max No. of Arrears
Maximum Loan
Minimum Loan
Applicant Type
Employment Type

LVM0 ONLY

GEM1 ONLY

0 in last 24 months
0 in last 24 months
0 in last 12 months; up to date
£500,000
£25,001
Applicant(s) with full 12 months mortgage history
Employed and Self-Employed applicant(s)
Employed applicant(s) only

LVM0

Maximum LTV 80% (Interest Only 75%)

GEM1

Maximum LTV 75%

LTV (%)

60% 70% 75% 80%

60% 70% 75%

BEST SELLERS

2 YEAR FIXED

Initial Rate

4.94 4.99 5.49 5.99

5.29 5.34 5.84

Reversionary Rate

4.59 4.64 4.79 5.19

4.94 4.99 5.14

Margin Over Base

0.59 0.64 0.79 1.19

0.94 0.99 1.14

LIFETIME TRACKER

Rate

4.59 4.64 4.79 5.19

4.94 4.99 5.14

Margin Over Base

0.59 0.64 0.79 1.19

0.94 0.99 1.14

FIXED RATE PRODUCTS

2 YEAR FIXED LOW RATE/HIGH FEE

Initial Rate

4.64 4.69 5.19 5.69

4.99 5.04 5.54

Reversionary Rate

4.59 4.64 4.79 5.19

4.94 4.99 5.14

Margin Over Base

0.59 0.64 0.79 1.19

0.94 0.99 1.14

3 YEAR FIXED

Initial Rate

5.34 5.39 5.89 6.39

5.69 5.74 6.24

Reversionary Rate

4.59 4.64 4.79 5.19

4.94 4.99 5.14

Margin Over Base

0.59 0.64 0.79 1.19

0.94 0.99 1.14

DISCOUNT RATE PRODUCT

2 YEAR DISCOUNT LOW RATE/HIGH FEE 0.30% discount from Reversionary rate

Initial Rate

4.29 4.34 4.49 4.89

4.64 4.69 4.84

Reversionary Rate

4.59 4.64 4.79 5.19

4.94 4.99 5.14

Margin Over Base

0.59 0.64 0.79 1.19

0.94 0.99 1.14

Interest Only loading

0.40

0.40

COMPLETION FEES	60%	75%	80%
LVM0	£1,295	£1,495	£1,995
GEM1	£1,295	£1,995	N/A
For Low Rate / High Fee products add £1,000 to stated Completion Fee			

EARLY REPAYMENT CHARGES	Year 1	Year 2	Year 3
Lifetime Tracker	5%	-	-
2 Year Fixed / 2 Year Fixed LR/HF	5%	4%	-
2 Year Discount LR/HF	5%	4%	-
3 Year Fixed	5%	4%	3%

Lifetime Tracker / Reversionary Rate

This Rate is at a given rate above GE Mortgage Base Rate. The Rate changes automatically on Pre-offer cases as the GE Mortgage Base Rate falls or rises. The Rate changes from time to time on completed cases as set out in the General Conditions and the margin above the GE Mortgage Base Rate remains the same for the lifetime of loan.

Fixed Rate Products

We can offer your customer a fixed rate over 2 or 3 years, with the promise that this will last for the full period from when they complete their mortgage. At the end of the fixed rate period the customer rate will revert to the applicable Reversionary Rate.

Discount Products

Our discount products offer a discount from the applicable variable reversionary rate for the period of the product chosen. At the end of the discount period, the customer's rate will revert to the variable reversionary rate that is applicable at that time.

Specialist Near Prime

Your customers will be allocated one of the plans below based on their credit quality having passed through our scorecard. The following provides examples of the types of application that fall into our credit score.

What does a Specialist Near Prime customer look like?

- Customers that may have experienced a slight credit blip in the last two years
- No missed mortgage payments in the last 12 months

HIGHER CREDIT SCORE	LOWER CREDIT SCORE
Established, clean credit history	Inconsistent recent payment history
Clean mortgage history	Little or no credit commitments
Low number of recent searches	A number of recent searches carried out
Established track record on electoral roll	No record on electoral roll
Low level of indebtedness	Higher levels of indebtedness / utilisation

RATES & CRITERIA

	LTM1 ONLY	GEM2 ONLY
Max No. of Defaults	2 in last 24 months; 0 in last 12 months	2 in last 24 months
Value of Defaults	13-24 months - Maximum £1000	0-12 months - Maximum £1000; 13-24 months - Maximum Unlimited
Max No. of CCJs	1 in last 24 months; 0 in 12 months (max £1000)	1 in last 24 months (max £1000)
Max No. of Arrears	0 in last 12 months; up to date	
Maximum Loan	£500,000	
Minimum Loan	£25,001	
Applicant Type	Applicants with full 12 months' mortgage history	
Employment Type	Employed and Self-Employed applicant(s)	Employed applicant(s) only

LTM1

Maximum LTV 80% (Interest Only 75%)

GEM2

Maximum LTV 75% (dependent on score)

	LTV (%)	60%	70%	75%	80%	60%	70%	75%	
BEST SELLERS									
2 YEAR FIXED	Initial Rate	5.19	5.24	5.74	6.24	5.59	5.64	6.14	
	Reversionary Rate	4.84	4.89	5.04	5.44	5.24	5.29	5.44	
	Margin Over Base	0.84	0.89	1.04	1.44	1.24	1.29	1.44	
LIFETIME TRACKER	Rate	4.84	4.89	5.04	5.44	5.24	5.29	5.44	
	Margin Over Base	0.84	0.89	1.04	1.44	1.24	1.29	1.44	
FIXED RATE PRODUCTS									
2 YEAR FIXED LOW RATE/HIGH FEE	Initial Rate	4.89	4.94	5.44	5.94	5.29	5.34	5.84	
	Reversionary Rate	4.84	4.89	5.04	5.44	5.24	5.29	5.44	
	Margin Over Base	0.84	0.89	1.04	1.44	1.24	1.29	1.44	
3 YEAR FIXED	Initial Rate	5.59	5.64	6.14	6.64	5.99	6.04	6.54	
	Reversionary Rate	4.84	4.89	5.04	5.44	5.24	5.29	5.44	
	Margin Over Base	0.84	0.89	1.04	1.44	1.24	1.29	1.44	
DISCOUNT RATE PRODUCT									
2 YEAR DISCOUNT LOW RATE/HIGH FEE 0.30% discount from Reversionary rate	Initial Rate	4.54	4.59	4.74	5.14	4.94	4.99	5.14	
	Reversionary Rate	4.84	4.89	5.04	5.44	5.24	5.29	5.44	
	Margin Over Base	0.84	0.89	1.04	1.44	1.24	1.29	1.44	
Interest Only loading	0.40				0.40				

COMPLETION FEES	60%	75%	80%
LTM1	£1,295	£1,495	£1,995
GEM2	£1,295	£1,995	N/A
For Low Rate / High Fee products add £1,000 to stated Completion Fee			

EARLY REPAYMENT CHARGES	Year 1	Year 2	Year 3
Lifetime Tracker	5%	-	-
2 Year Fixed / 2 Year Fixed LR/HF	5%	4%	-
2 Year Discount LR/HF	5%	4%	-
3 Year Fixed	5%	4%	3%

Lifetime Tracker / Reversionary Rate

This Rate is at a given rate above GE Mortgage Base Rate. The Rate changes automatically on Pre-offer cases as the GE Mortgage Base Rate falls or rises. The Rate changes from time to time on completed cases as set out in the General Conditions and the margin above the GE Mortgage Base Rate remains the same for the lifetime of loan.

Fixed Rate Products

We can offer your customer a fixed rate over 2 or 3 years, with the promise that this will last for the full period from when they complete their mortgage. At the end of the fixed rate period the customer rate will revert to the applicable Reversionary Rate.

Discount Products

Our discount products offer a discount from the applicable variable reversionary rate for the period of the product chosen. At the end of the discount period, the customer's rate will revert to the variable reversionary rate that is applicable at that time.

Specialist Referral for Individual Assessment

Your customers will be allocated one of the plans below based on their credit quality having passed through our scorecard. The following provides examples of the types of application that fall into our credit score.

What does a Specialist Referral customer look like?

- Applicant(s) that sit close to our published Specialist Near criteria will be considered for manual assessment.

HIGHER CREDIT SCORE	LOWER CREDIT SCORE
Established, clean credit history	Inconsistent recent payment history
Clean mortgage history	Little or no credit commitments
Low number of recent searches	A number of recent searches carried out
Established track record on electoral roll	No record on electoral roll
Low level of indebtedness	Higher levels of indebtedness / utilisation

RATES & CRITERIA

Max No. of Defaults
Value of Defaults
Max No. of CCJs
Max No. of Arrears
Maximum Loan
Minimum Loan
Applicant Type
Employment Type

Referred for Individual Assessment
Referred for Individual Assessment
Referred for Individual Assessment
0 in last 12 months; up to date
£500,000
£25,001
Applicants with full 12 months' mortgage history
Employed applicant(s) only

	LTV (%)	LTM2 Maximum LTV 80% (Interest Only 75%)				GEM3 Maximum LTV 75% (dependent on score)		
		60%	70%	75%	80%	60%	70%	75%
BEST SELLERS								
2 YEAR FIXED	Initial Rate	5.39	5.44	5.94	6.44	5.69	5.74	6.24
	Reversionary Rate	5.04	5.09	5.24	5.64	5.34	5.39	5.54
	Margin Over Base	1.04	1.09	1.24	1.64	1.34	1.39	1.54
LIFETIME TRACKER	Rate	5.04	5.09	5.24	5.64	5.34	5.39	5.54
	Margin Over Base	1.04	1.09	1.24	1.64	1.34	1.39	1.54
FIXED RATE PRODUCTS								
2 YEAR FIXED LOW RATE/HIGH FEE	Initial Rate	5.09	5.14	5.64	6.14	5.39	5.44	5.94
	Reversionary Rate	5.04	5.09	5.24	5.64	5.34	5.39	5.54
	Margin Over Base	1.04	1.09	1.24	1.64	1.34	1.39	1.54
3 YEAR FIXED	Initial Rate	5.79	5.84	6.34	6.84	6.09	6.14	6.64
	Reversionary Rate	5.04	5.09	5.24	5.64	5.34	5.39	5.54
	Margin Over Base	1.04	1.09	1.24	1.64	1.34	1.39	1.54
DISCOUNT RATE PRODUCT								
2 YEAR DISCOUNT LOW RATE/HIGH FEE 0.30% discount from Reversionary rate	Initial Rate	4.74	4.79	4.94	5.34	5.04	5.09	5.24
	Reversionary Rate	5.04	5.09	5.24	5.64	5.34	5.39	5.54
	Margin Over Base	1.04	1.09	1.24	1.64	1.34	1.39	1.54
Interest Only loading		0.40				0.40		

COMPLETION FEES	60%	75%	80%
LTM2	£1,295	£1,495	£1,995
GEM3	£1,295	£1,995	N/A
For Low Rate / High Fee products add £1,000 to stated Completion Fee			

EARLY REPAYMENT CHARGES	Year 1	Year 2	Year 3
Lifetime Tracker	5%	-	-
2 Year Fixed / 2 Year Fixed LR/HF	5%	4%	-
2 Year Discount LR/HF	5%	4%	-
3 Year Fixed	5%	4%	3%

Lifetime Tracker / Reversionary Rate

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Fixed Rate Products

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Discount Products

Our discount products offer a discount from the applicable variable reversionary rate for the period of the product chosen. At the end of the discount period, the customer's rate will revert to the variable reversionary rate that is applicable at that time.

Specialist First Time Buyer

Your customers will be allocated a plan based on their credit quality having passed through our scorecard. The following provides examples of the types of application that fall into our credit score.

What does a Specialist First Time Buyer customer look like?

- Customers who have not owned or had a residential mortgage in the last 12 months
- No adverse experienced within the last two years

HIGHER CREDIT SCORE

Established, clean credit history
Low number of recent searches
Established track record on electoral roll
Low level of indebtedness

LOWER CREDIT SCORE

Inconsistent recent payment history
Little or no credit commitments
A number of recent searches carried out
No record on electoral roll
Higher levels of indebtedness / utilisation

RATES & CRITERIA

Max No. of Defaults
Max No. of CCJs
Max No. of Arrears
Maximum Loan
Minimum Loan
Applicant Type
Employment Type

0 in last 24 months
0 in last 24 months
0 in last 12 months; up to date
£300,000
£25,001
Applicants that have not owned or had a residential mortgage in the last 12 months
Employed applicant(s) only

FTB0

Maximum LTV 80% (Interest Only 75%)

FTB1

Maximum LTV 75% (dependent on score)

	LTV (%)	60%				70%			75%		
		60%	70%	75%	80%	60%	70%	75%	60%	70%	75%
BEST SELLERS											
2 YEAR FIXED	Initial Rate	5.14	5.19	5.69	6.19	5.44	5.49	5.99			
	Reversionary Rate	4.79	4.84	4.99	5.39	5.09	5.14	5.29			
	Margin Over Base	0.79	0.84	0.99	1.39	1.09	1.14	1.29			
LIFETIME TRACKER	Rate	4.79	4.84	4.99	5.39	5.09	5.14	5.29			
	Margin Over Base	0.79	0.84	0.99	1.39	1.09	1.14	1.29			
FIXED RATE PRODUCTS											
2 YEAR FIXED LOW RATE/HIGH FEE	Initial Rate	4.84	4.89	5.39	5.89	5.14	5.19	5.69			
	Reversionary Rate	4.79	4.84	4.99	5.39	5.09	5.14	5.29			
	Margin Over Base	0.79	0.84	0.99	1.39	1.09	1.14	1.29			
3 YEAR FIXED	Initial Rate	5.54	5.59	6.09	6.59	5.84	5.89	6.39			
	Reversionary Rate	4.79	4.84	4.99	5.39	5.09	5.14	5.29			
	Margin Over Base	0.79	0.84	0.99	1.39	1.09	1.14	1.29			
DISCOUNT RATE PRODUCT											
2 YEAR DISCOUNT LOW RATE/HIGH FEE 0.30% discount from Reversionary rate	Initial Rate	4.49	4.54	4.69	5.09	4.79	4.84	4.99			
	Reversionary Rate	4.79	4.84	4.99	5.39	5.09	5.14	5.29			
	Margin Over Base	0.79	0.84	0.99	1.39	1.09	1.14	1.29			
Interest Only loading		0.40				0.40					

COMPLETION FEES	60%	75%	80%
FTB0	£1,495	£1,995	£1,995
FTB1	£1,495	£1,995	N/A
For Low Rate / High Fee products add £1,000 to stated Completion Fee			

EARLY REPAYMENT CHARGES	Year 1	Year 2	Year 3
Lifetime Tracker	5%	-	-
2 Year Fixed / 2 Year Fixed LR/HF	5%	4%	-
2 Year Discount LR/HF	5%	4%	-
3 Year Fixed	5%	4%	3%

Lifetime Tracker / Reversionary Rate

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Discount Products

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