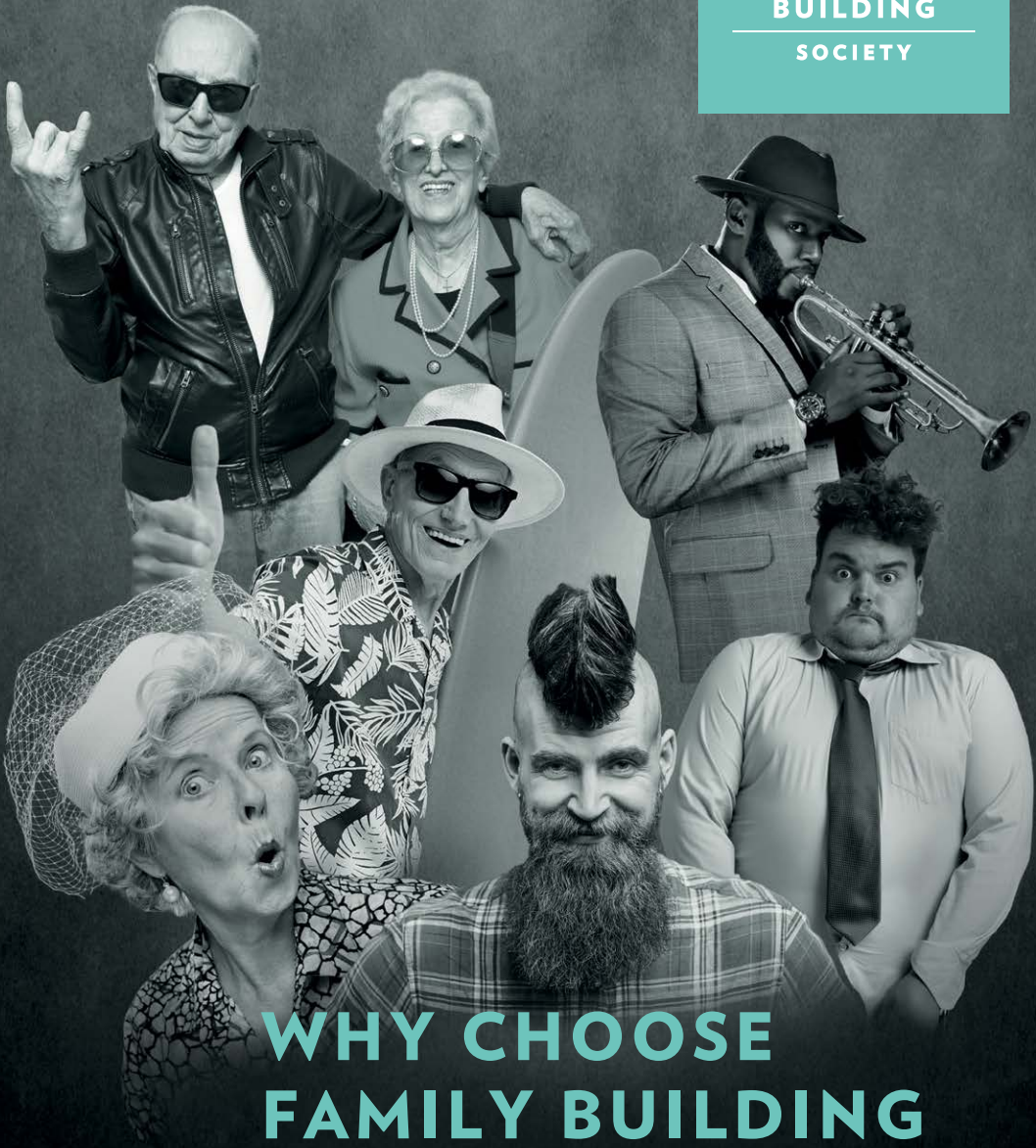


*There's nothing normal  
about our family*

THE  
Intermediary's  
**FAMILY**  
BUILDING  
SOCIETY



**WHY CHOOSE  
FAMILY BUILDING  
SOCIETY?**



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## WHY CHOOSE US?



We don't let computers have a say – we know that every circumstance is different, so with our flexible criteria we'll look at how we can help you with your unusual and complex cases.



We deal with the 'grey' not the black and white – all clients are different and we will always take the time to listen, even if your clients have been turned down elsewhere, simply because of their age for example.



We manually underwrite all cases – our underwriters are real human beings and each case is assessed on its own individual merits using common sense.



We don't credit score – we offer tailored credit checks and take a personal approach to lending.



Our innovative product range provides solutions to meet the needs of your clients, no matter their circumstance or stage of life, such as:

- First time buyers and second steppers
- Those in or nearing retirement
- Expats
- Landlords
- The self-employed.

# FIRST TIME BUYERS / SECOND STEPPERS



## THE FAMILY MORTGAGE

We give families the flexibility to combine their property and savings as security for a family member's mortgage.

- Our 95% LTV Family Mortgage helps applicants purchase a property with family support
- Family members can use one or a combination of three different ways to provide security to borrowers:
  - 1 Secure a charge over their property
  - 2 Deposit savings in our Family Security Account which earns interest
  - 3 Deposit savings in our Family Offset Account which further reduces the mortgage cost for the borrower
- Includes a payment waiver facility for up to six months should the borrower become unemployed through no fault of their own (subject to certain conditions)
- The mortgage is in the borrower's name, so the 3% stamp duty charge for second properties does not apply to family support.

*Family assets can  
be used as security*



## JOINT BORROWER SOLE PROPRIETOR (JBSP)

This arrangement offers a family solution to affordability, enabling family members to help each other realise their housing goals.

- Up to four applicants – This arrangement lets one or two owners, plus up to two family members, join the mortgage to support the owner(s). All four incomes can be used for affordability
- The names of all borrowers will be listed on the mortgage but only the occupying borrower(s) will be named on the Title as the owner(s) of the property. This means the property will not be seen as an additional home for the family member(s) supporting the mortgage, and thus stamp duty will remain at the normal rates.
- This arrangement is available for repayment or Interest-Only mortgages
- Max LTV 90% for Owner Occupier. 75% for Buy to Let (depending on product chosen).

### Who might this arrangement be suitable for?

- ✓ **Young borrowers** where their income is likely to increase, but are currently unable to afford the full mortgage
- ✓ **Recently separated or divorced applicants** who wish to remain in their current home but need help with their mortgage
- ✓ **Retired borrowers** wanting to move or stay in their existing home
- ✓ **Adult children who want to support their parents** if their circumstances were to change.



# OLDER BORROWERS

We focus on people who are not well served by the mass market and are simply turned down because of their age, such as those approaching or in retirement.

- We offer generous mortgage terms for older borrowers:
  - Owner Occupier repayment mortgages – applications to age 90, with a maximum age of 95 at the end of the term
  - Owner Occupier Interest-Only and Buy to Let mortgages – up to a maximum age of 89 when the loan commences
- We may consider earned income up to the age of 70, and up to age 75 for non-manual roles, as well as other sources of income beyond that such as pension, investment and rental income. Other income can be considered on a case by case basis.

*Applications accepted  
up to age 90*





## INTEREST-ONLY MORTGAGES

- We offer Interest-Only across a wide range of our mortgages up to 80% LTV
- No barriers to entry such as no minimum income (affordability based) and no minimum equity for downsizing
- We also accept applications from age 18 up to age 89, so for the vast majority age is not a barrier
  - We can consider downsizing for loans up to 70% LTV
  - We can calculate affordability on an Interest-Only basis for mortgages of 10 years or less.

*Complex borrowing needs?  
No problem*



## EXPATS

We're able to accept mortgages from expats in over 40 countries including Europe, the Middle East and Hong Kong.

**We're able to lend to:**

- UK nationals working abroad with families remaining in the UK
- UK nationals who have an investment property(ies) in the UK
- UK nationals who want to invest in residential Buy to Let property in the UK.

## LANDLORDS

We offer a range of Buy to Let mortgages for both individuals and Limited Companies.

- We have no set minimum income
- We can accept applications on a repayment or Interest-Only basis
- No onward purchase address is needed if money is being raised to purchase additional properties
- Portfolio landlords accepted with no maximum properties in their portfolio
- Buy to Let mortgages specifically for landlords managing small House in Multiple Occupation (HMO)
- Minimum Interest Coverage Ratio (ICR) for all Limited Company BTL applications is 125%.

*Out of sight but  
not out of mind*





# SELF-EMPLOYED

We offer mortgages to sole traders, limited company directors and partnerships.

- Applicants assessed on their individual merits
- We require two years trading history when assessing affordability
- For limited companies, where the client has more than a 33% financial stake in the business, we may consider either their proportion of net profit and salary or salary and dividends
- Multiple companies and multiple income streams accepted – applications are underwritten on an individual basis.

*We take a sensible  
view on income  
and trading history*





## CONTACT US

Have a question or a case you would like to discuss?

### CONTACT YOUR LOCAL BUSINESS DEVELOPMENT MANAGER

If you have a question regarding our products or criteria or have a case you would like to discuss then our BDMs are always on hand to offer advice and support.

To find your 'Local Business Development Manager' please visit our website on the link below and just type in your postcode.



[intermediaries.familybuildingsociety.co.uk/contact-us](https://intermediaries.familybuildingsociety.co.uk/contact-us)

### MORTGAGE DESK

If you have any questions or would like to discuss your client's mortgage requirements then please contact our dedicated Mortgage Desk.



**01372 744155\***



[mortgage.desk@familybsoc.co.uk](mailto:mortgage.desk@familybsoc.co.uk)

### BUSINESS DEVELOPMENT REPRESENTATIVES

Our BDMs are supported by a dedicated team of Business Development Representatives, who can help you with any case updates, illustration or DIP requests.



**03300 243407\***



[BDR@familybsoc.co.uk](mailto:BDR@familybsoc.co.uk)

\*Our phone lines are open Monday – Friday (9am – 5:30pm); excluding Bank Holidays. We may record any phone calls we have with you in the interest of staff training, monitoring customer service or for security purposes.



*Support  
from our  
expert team*

# INTERMEDIARY WEBSITE

Our intermediary website provides all the tools you need to help you maximise every business opportunity.



Process and submit your client's mortgage applications online via our 'Mortgage Hub'. Set up client details, upload supporting documents, check the status of a case and receive mortgage offers, securely online. [mortgagehub.familybuildingsociety.co.uk](https://mortgagehub.familybuildingsociety.co.uk)



Our quick and easy Criteria Checker tool will help with all of your criteria questions. [intermediaries.familybuildingsociety.co.uk/criteria](https://intermediaries.familybuildingsociety.co.uk/criteria)



Product range and rates at a glance - all our product details, forms and checklists are easily available. [intermediaries.familybuildingsociety.co.uk/products](https://intermediaries.familybuildingsociety.co.uk/products)



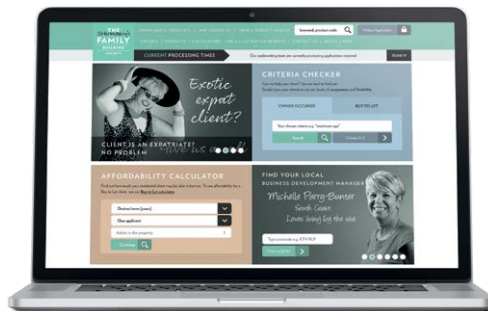
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Submit Decision in Principle and Illustration requests. [intermediaries.familybuildingsociety.co.uk/dip-illustration-request](https://intermediaries.familybuildingsociety.co.uk/dip-illustration-request)



A range of quick and easy to use online calculators including affordability and Buy to Let calculators. [intermediaries.familybuildingsociety.co.uk/calculators](https://intermediaries.familybuildingsociety.co.uk/calculators)



[intermediaries.familybuildingsociety.co.uk](https://intermediaries.familybuildingsociety.co.uk)

## YOUR LOCAL BDM

Name .....

Telephone .....

Email .....

If you need this document in an alternative format please call our New Business Team on **03330 140140**.

To find out more, please contact our New Business Team:



**familybuildingsociety.co.uk**



**01372 744155**



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Family Building Society is a trading name of National Counties Building Society which is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

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