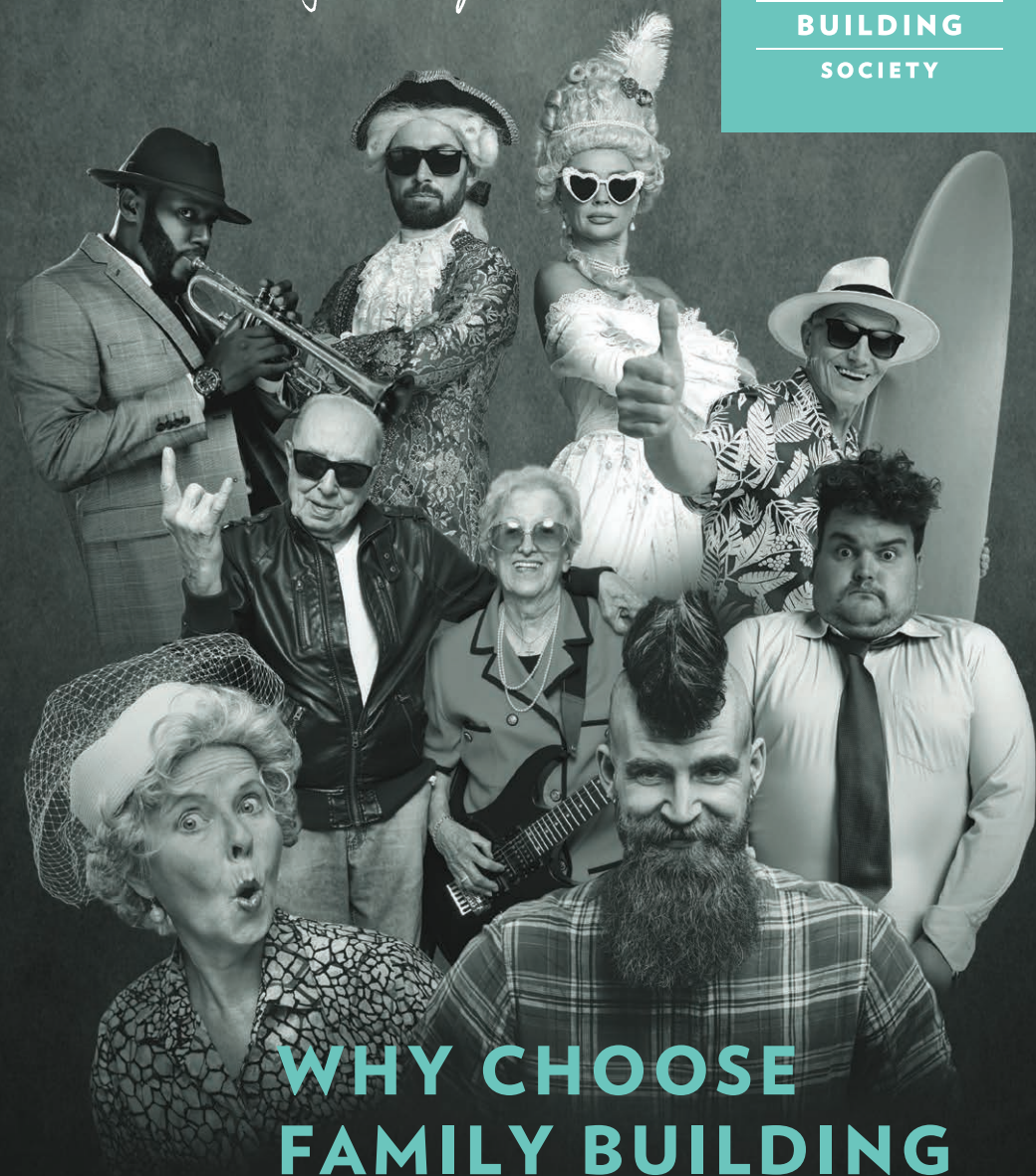


*There's nothing normal
about our family*

THE
Intermediary's
FAMILY
BUILDING
SOCIETY

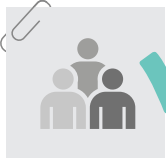


**WHY CHOOSE
FAMILY BUILDING
SOCIETY?**

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
- Family members needing support with affordability
- Those in or nearing retirement
- Expats
- Landlords
- The self-employed
- High Net Worth clients.

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 100% LTV Family Mortgage helps applicants purchase a property with little or no deposit, and additional security provided by family members
- The additional security, plus any deposit, needs to add up to 20% of the value of the property the borrower is buying
- Support can come from parents, grandparents or other family members without the need to provide a gifted deposit
- Family members can use one or both of the following ways to provide security:
 - 1 Secure a Collateral Charge over their property
 - 2 Deposit savings in our Family Security Account which earns interest.

Key benefits:

- Enables borrowers to borrow 100% of the property value, up to £750,000
- Little or no borrower deposit is required
- Up to a 40 year mortgage term to support affordability
- Security is released after five years.

*Family assets can
be used as security*

Use our Family Mortgage Repayment Calculator to see how much security is needed and what the applicants mortgage repayments could be on intermediaries.familybuildingsociety.co.uk/family-mortgage-repayment-calculator





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 offer greater flexibility for Interest-Only mortgages especially for clients who want a longer term.

HIGH NET WORTH

We offer an Interest Roll-Up Mortgage suitable for High Net Worth clients who want to access significant borrowing while preserving their wealth and liquidity.

- Borrow from **£1m to £12.5m**
- No mandatory monthly mortgage repayments
- Interest rolls up, with capital and accrued interest repaid at the end of the term
- Available for **Owner Occupier and Buy to Let** lending
- Bank Rate Tracker rates on a '**for term**' basis
- End-of-term LTV up to **65%**
- **Broader affordability assessment** based on overall wealth, available assets and a proposed repayment strategy.

Who is it suitable for?

Clients with significant property wealth or investment assets, complex income structures and long-term financial objectives looking to:

- ✓ Access liquidity without selling long-term assets
- ✓ Borrowing based on their overall financial strength rather than solely on earned income
- ✓ Net annual income of no less than £300,000, or
- ✓ Net assets of no less than £3,000,000

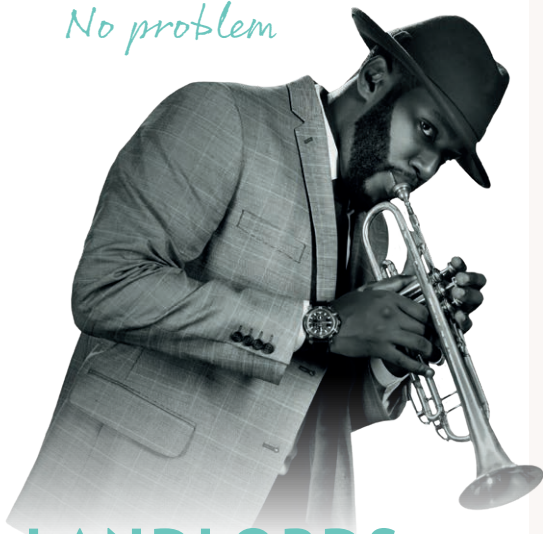
For joint applications, only one applicant needs to meet the High Net Worth requirement.

Backed by our exclusive service promise

- Full support from your local BDM
- Dedicated senior underwriter assigned from application through to completion.



*Complex borrowing needs?
No problem*



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 HMOs
- Minimum Interest Coverage Ratio (ICR) for all Limited Company BTL applications is 125%.

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.

*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

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

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



Support
from our
expert
team

*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.

YOUR LOCAL BDM

Name

Telephone

Email

INTERMEDIARY WEBSITE

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



Submit and manage your client applications, illustrations and DIPs online via our Mortgage Hub, with real-time visibility of case progress, document upload facility and secure messaging. intermediaries.familybuildingsociety.co.uk/mortgage-hub-portal



Our quick and easy Criteria Checker tool will help with all of your criteria questions. 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



Explore our Education Hub, which contains articles, podcasts, videos and webinars covering a range of lending areas. intermediaries.familybuildingsociety.co.uk/educationhub



A range of quick and easy to use online calculators including affordability and Buy to Let calculators. intermediaries.familybuildingsociety.co.uk/calculators



intermediaries.familybuildingsociety.co.uk

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:



intermediaries.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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