

# PRODUCT GUIDE

Important stuff just for mortgage brokers

Issue 364

Valid from 27.09.2024

Valid from 27.09.2024

## Intermediary Exclusive Rates

### Retrofit Boost Purchase Range

#### Key Features:

- \*£3,000 cashback on 5 Year Fixed Rates.
- \*\*£10,000 cashback on 7 Year Fixed Rates.
- \*\*\*£15,000 cashback on 10 Year Fixed Rates.
- Min Loan £150,000 - Max Loan £500,000
- Cashback must be used for eligible energy-efficient home improvements.

### Residential Everyday Purchase Range

Product	Max LTV	Rate with £995 Product Fee
5 Year Fixed Rate*	75%	4.24%
	85%	4.54%
7 Year Fixed Rate**	85%	5.44%
10 Year Fixed Rate***	85%	5.64%

### BTL Everyday Purchase Range

Product	Max LTV	Rate with £1,995 Product Fee
5 Year Fixed Rate*	75%	4.58%
7 Year Fixed Rate**	75%	5.79%
10 Year Fixed Rate***	75%	5.99%

## Retrofit Boost Remortgage Range

#### Key Features:

- \*£3,000 cashback on 5 Year Fixed Rates.
- \*\*£10,000 cashback on 7 Year Fixed Rates.
- \*\*\*£15,000 cashback on 10 Year Fixed Rates.
- Min Loan £150,000 - Max Loan £500,000
- Free Valuation for Remortgage customers.
- Cashback must be used for eligible energy-efficient home improvements.

### Residential Everyday Remortgage Range

Product	Max LTV	Rate with £995 Product Fee
5 Year Fixed Rate*	75%	4.24%
	85%	4.54%
7 Year Fixed Rate**	85%	5.44%
10 Year Fixed Rate***	85%	5.64%

### BTL Everyday Remortgage Range

Product	Max LTV	Rate with £1,995 Product Fee
5 Year Fixed Rate*	75%	4.58%
7 Year Fixed Rate**	75%	5.79%
10 Year Fixed Rate***	75%	5.99%

Valid from 27.09.2024

# 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%	0.35%
	75%	1.14%
	85%	1.83%
	90%	2.42%
5 Year Fixed Rate	60%	2.35%
	75%	2.67%
	85%	3.17%
	90%	3.49%

### 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%	1.96%
	75%	2.43%
	85%	2.96%
	90%	3.50%
5 Year Fixed Rate	60%	2.99%
	75%	3.18%
	85%	3.62%
	90%	3.92%

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# Intermediary Exclusive Rates

## Residential Purchase Exclusives

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

#### 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 valuation for purchase customers

Product	Max LTV	Rate with £1,495 Product Fee	Rate with Fee Saver Option
5 Year Fixed Rate (2 Year ERC)	80%	-	4.93%
	90%	5.08%	5.34%
	95%	-	5.58%

### Everyday Fixed Rate Purchase Range

#### Key Features:

- £300 cashback

Product	Max LTV	Rate with £895 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	80%	4.42%	4.82%
5 Year Fixed Rate	80%	4.12%	4.32%

## 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%	4.48%
5 Year Fixed Rate	75%	4.09%

## 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%	4.71%

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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%	4.33%	4.58%
	75%	4.33%	4.58%
	85%	4.64%	4.95%
5 Year Fixed Rate	65%	3.94%	4.09%
	75%	3.94%	4.09%
	85%	4.29%	4.49%
10 Year Fixed Rate	75%	4.89%	-

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

### 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.
- Free valuation for 2 & 5 year 95% LTV customers

### Everyday Fixed Rate Purchase Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option*
2 Year Fixed Rate	90%	5.08%	5.34%
	95%	-	5.58%
5 Year Fixed Rate	90%	4.55%	4.72%
	95%	-	4.99%
10 Year Fixed Rate	95%	-	5.99%

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

## Greener residential rates

### Key Features:

- Available on new-builds only with a certified or predicted energy efficiency rating of "A" or "B"
- £500 cashback incentive.

### Everyday Fixed Rate Purchase Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Fixed Rate	65%	4.33%
	75%	4.33%
	85%	4.64%
	90%	5.08%
5 Year Fixed Rate	65%	3.94%
	75%	3.94%
	85%	4.29%
	90%	4.55%

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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%	4.50%	4.70%
	90%	5.08%	5.34%
	95%	-	5.58%
5 Year Fixed Rate	85%	4.12%	4.41%
	90%	4.55%	4.72%
	95%	-	4.99%

## Freedom to Fix residential rates

### Key Features:

- 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 Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	65%	5.35% (BOE + 0.35%)
	75%	5.42% (BOE + 0.42%)
	85%	5.64% (BOE + 0.64%)

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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 £250 cashback for remortgage customers.

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

Product	Max LTV	Rate with Fee Saver Option
5 Year Fixed Rate	75%	4.85%
(2 Year ERC)	85%	5.39%

#### Key Features:

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

### Everyday Fixed Rate Remortgage Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	60%	4.30%	4.67%
	80%	4.82%	5.22%
5 Year Fixed Rate	60%	3.96%	4.16%
	80%	4.43%	4.62%

### 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%	4.75%
5 Year Fixed Rate	75%	4.40%

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## Everyday residential rates

### 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%	4.38%	4.72%
	75%	4.50%	4.89%
	85%	5.04%	5.44%
5 Year Fixed Rate	65%	4.02%	4.25%
	75%	4.20%	4.36%
	85%	4.59%	4.79%
10 Year Fixed Rate	75%	4.89%	-

### 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%	5.44%	5.79%
5 Year Fixed Rate	90%	4.99%	5.09%

## Freedom to Fix residential rates

### Key Features:

- Free basic valuation and standard legal work.
- 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 Remortgage Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	65%	5.35% (BOE + 0.35%)
	75%	5.42% (BOE + 0.42%)
	85%	5.64% (BOE + 0.64%)

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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 £250 cashback for remortgage customers.
- Free basic valuation for purchase customers.
- Portfolio minimum loan size £150,000.

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

Product	Max LTV	Rate with £495 Product Fee	Rate with Fee Saver Option
5 Year Fixed Rate (2 Year ERC)	60%	4.74%	4.94%
	75%	4.89%	5.10%

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

Product	Max LTV	Rate with £495 Product Fee	Rate with Fee Saver Option
5 Year Fixed Rate (2 Year ERC)	60%	4.94%	5.14%
	75%	5.09%	5.30%

### Key Features:

- Free basic valuation and standard legal work for remortgage customers.
- Portfolio minimum loan size £150,000.

### 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%	4.55%	3.82%
	75%	4.60%	3.96%
5 Year Fixed Rate	60%	4.07%	3.73%
	75%	4.22%	3.83%
	80%	5.20%	-

### 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%	4.75%	4.02%
	75%	4.80%	4.16%
5 Year Fixed Rate	60%	4.27%	3.93%
	75%	4.42%	4.03%

### Key Features:

- Free basic valuation and standard legal work for remortgage customers.
- £300 cashback incentive for purchase customers.
- Portfolio minimum loan size £150,000.

### Everyday Fixed Rate Purchase and Remortgage Range

Product	Max LTV	Rate with £2,195 Product Fee
5 Year Fixed Rate	60%	4.02%
	75%	4.16%

### Portfolio Everyday Fixed Rate Purchase and Remortgage Range

Product	Max LTV	Rate with £2,195 Product Fee
5 Year Fixed Rate	60%	4.22%
	75%	4.36%

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# 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%	4.69%	-
	75%	4.84%	5.05%
5 Year Fixed Rate	60%	4.27%	-
	75%	4.40%	4.50%
	80%	5.24%*	-

\* 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%	5.70% (BOE + 0.70%)
	75%	6.10% (BOE + 1.10%)

## Portfolio Landlord

- Free valuation and choice of £300 cashback or free legals for remortgage customers.
- £500 cashback for purchase customers.
- Portfolio minimum loan size £150,000 on fixed rate products.

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

Product	Max LTV	Rate with £995 Product Fee
2 Year Fixed Rate	60%	4.84%
	75%	4.99%
5 Year Fixed Rate	60%	4.42%
	75%	4.55%

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

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	60%	5.80% (BOE + 0.80%)
	75%	6.20% (BOE + 1.20%)

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# Product Transfer

## Everyday residential and Shared Ownership rates\*\*

### Key Features:

- No valuation or legal fees
- Products with an LTV of greater than 85% are not available with additional borrowing.
- Shared Ownership - Customers must remain on capital and interest repayment.

### Everyday Fixed Rate Product Transfer Range

Product	Max LTV	Rate with £1995 Product Fee	Rate with £1495 Product Fee
2 Year Fixed Rate	65%	4.02%	4.07%
	75%	4.24%	4.29%
5 Year Fixed Rate	65%	-	3.79%
	75%	-	3.94%

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	65%	4.12%	4.43%
	75%	4.34%	4.64%
	80%	4.99%	5.39%
	85%	5.04%	5.44%
	90%	5.44%	5.79%
	95%	-	5.99%*
3 Year Fixed Rate	65%	4.02%	4.33%
	75%	4.24%	4.54%
	80%	4.94%	5.34%
	85%	4.94%	5.34%
	90%	5.34%	5.69%
	95%	-	5.89%*
5 Year Fixed Rate	65%	3.84%	4.01%
	75%	3.99%	4.14%
	80%	4.54%	4.74%
	85%	4.59%	4.79%
	90%	4.99%	5.09%
	95%	-	5.19%*
7 Year Fixed Rate	90%	-	5.09%
10 Year Fixed Rate	90%	-	4.99%
15 Year Fixed Rate	90%	-	5.09%

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

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

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## ERC Free residential rates

### Key Features:

- No valuation or legal fees.
- No Early Repayment Charge.

### Everyday ERC Free Tracker Rate Product Transfer Range

Product	Max LTV	Rate with £495 Product Fee
2 Year Tracker Rate	90%	5.94% (BOE + 0.94%)

## 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%	5.23% (BOE + 0.23%)
	75%	5.37% (BOE + 0.37%)
	85%	5.64% (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%	5.75% (BOE + 0.75%)
	75%	5.87% (BOE + 0.87%)
	85%	5.90% (BOE + 0.90%)

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# Help to Buy: Equity Loan rates

## Key Features:

- Customers must remain on capital and interest repayment.
- No valuation or legal fees.

## Everyday Fixed Rate Product Transfer Range

Product	Max LTV	Rate with £1995 Product Fee	Rate with £1495 Product Fee
2 Year Fixed Rate	65%	4.02%	4.07%
	75%	4.24%	4.29%
5 Year Fixed Rate	65%	-	3.79%
	75%	-	3.94%

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	65%	4.12%	4.43%
	75%	4.34%	4.64%
	80%	4.99%	5.39%
	85%	5.04%	5.44%
	90%	5.44%	5.79%
	95%	-	5.99%*
3 Year Fixed Rate	65%	4.02%	4.33%
	75%	4.24%	4.54%
	80%	4.94%	5.34%
	85%	4.94%	5.34%
	90%	5.34%	5.69%
	95%	-	5.89%*
5 Year Fixed Rate	65%	3.84%	4.01%
	75%	3.99%	4.14%
	80%	4.54%	4.74%
	85%	4.59%	4.79%
	90%	4.99%	5.09%
	95%	-	5.19%*
7 Year Fixed Rate	90%	-	5.09%
10 Year Fixed Rate	90%	-	4.99%
15 Year Fixed Rate	90%	-	5.09%

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

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## 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%	4.14%	4.35%
	75%	4.33%	4.54%
3 Year Fixed Rate	60%	-	4.25%
	75%	-	4.44%
5 Year Fixed Rate	60%	3.99%	4.12%
	75%	4.15%	4.25%

### Everyday Fixed Rate Product Transfer Range

Product	Max LTV	Rate with £995 Product Fee	Rate with Fee Saver Option
2 Year Fixed Rate	60%	4.69%	4.89%
	75%	4.84%	5.05%
	80%	5.45%	5.94%
	95%	-	5.94%*
3 Year Fixed Rate	60%	4.59%	4.79%
	75%	4.74%	4.95%
	95%	-	5.84%*
5 Year Fixed Rate	60%	4.27%	4.37%
	75%	4.40%	4.50%
	80%	4.77%	5.49%
	95%	-	5.55%*
10 Year Fixed Rate	60%	4.83%	-
	75%	5.03%	-

\* 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%	5.54% (BOE + 0.54%)	5.68% (BOE + 0.68%)
	75%	5.96% (BOE + 0.96%)	6.10% (BOE + 1.10%)

### Key Features:

- No valuation or legal fees
- No Early Repayment Charge.

### Everyday ERC Free Tracker Rate Product Transfer Range

Product	Max LTV	Rate with £995 Product Fee
2 Year Tracker Rate	75%	6.20% (BOE + 1.20%)

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## Early Repayment Charges

Fixed term	Early Repayment Charge
15 Years	8% until 01 Dec 2031
	7% until 01 Dec 2033
	6% until 01 Dec 2034
	5% until 01 Dec 2035
	4% until 01 Dec 2036
	3% until 01 Dec 2037
	2% until 01 Dec 2038
	1% until 01 Dec 2039
	8% until 01 Dec 2026
10 Years	7% until 01 Dec 2028
	6% until 01 Dec 2029
	5% until 01 Dec 2030
	4% until 01 Dec 2031
	3% until 01 Dec 2032
	2% until 01 Dec 2033
	1% until 01 Dec 2034
	6% until 01 Dec 2026
	5% until 01 Dec 2027
7 Years	4% until 01 Dec 2028
	3% until 01 Dec 2029
	2% until 01 Dec 2030
	1% until 01 Dec 2031
5 Years	5% until 01 Dec 2026
	4% until 01 Dec 2027
	3% until 01 Dec 2028
3 Years	2% until 01 Dec 2029
	3.5% until 01 Dec 2025
	2.5% until 01 Dec 2026
2 Years	2% until 01 Dec 2027
	2.5% until 01 Dec 2025
2 Years (Tracker)	1.5% until 01 Dec 2026
	0.5% until 01 Dec 2025
	0.25% until 01 Dec 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 or new business submit the form held on the intermediary website.

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