



Lending for portfolio landlords

A portfolio landlord has four or more mortgaged rental properties, including the new application. And the total number of mortgaged BTL properties should include those held by all parties on the application.

In line with the regulations, portfolio landlords will be assessed against additional criteria and your clients will need to provide some extra documentation.

We're using CoreLogic's BTL Hub, so you can quickly provide us with details of your client's portfolio.

Criteria for portfolio landlords

- We'll accept up to 75% LTV on the property to be mortgaged.
- And up to five BTL mortgages with Virgin Money, or £3m.
- At least 24 months' experience of letting properties is required at the time of application.
- Personal income can't be considered for any property rental shortfalls.
- We accept up to 10 mortgaged BTL properties across all lenders, including the new application.
- In total, the portfolio must not exceed 75% LTV, with a minimum interest cover ratio of 135%, at an interest stress rate of 5%. If your client owns any mortgage-free properties, the equity and rental income on these will be taken into account. This excludes the new application.
- Up to five properties either mortgaged or mortgage-free and including the new application can be within the same postcode e.g. G1 2HL.

Affordability and rental tests

Rental income must cover the mortgage payment by a minimum **ICR** (Interest Cover Ratio) based on the relevant **Stress Rate**.

ICR

ICR	Remortgage with no additional borrowing	Purchase or remortgage with additional borrowing
Basic rate taxpayers	125%	125%
Higher or additional rate taxpayers		145%

Stress Rate

Stress Rate	Remortgage with no additional borrowing	Purchase or remortgage with additional borrowing
<5 year fixed or variable rate	The higher of 5% or pay rate +1%	The higher of 5.5% or pay rate +2%
5+ year fixed rate		The higher of 4.5% or pay rate +1%

- > Check out our [Lending Criteria](#) for more information.
- > We have no minimum personal income requirement for portfolio landlords.
- > Personal income won't be considered to meet any rental shortfalls for portfolio BTL.

Additional documentation requirements

We need two new forms completed for each mortgage application:

1. Business plan and cashflow.
2. Property schedule. Your clients can use their own spreadsheet but please make sure the column headings appear in the same order as our template.

The property schedule must be submitted through the BTL Hub. Please visit virginmoneyforintermediaries.com to access the BTL Hub. The business plan and cashflow need to be sent to us along with all other supporting documentation.

BTL Hub

Virgin Money is working with CoreLogic to give our intermediary partners access to the BTL Hub, making it quick and easy to submit details of your clients' property portfolio to us.

Please note:

- You shouldn't include details of the property they're applying for within the property schedule.
- You should include details of properties held in your client's personal name, limited company or any other legal entity.

Before you can use the BTL Hub, you'll need to register at <https://btlhub.net/register/broker>

Once your broker firm is registered with the BTL Hub you'll need to link to Virgin Money. This can be done via the 'lenders' section on the dashboard.

Portfolio Landlords Balance Swap Remortgage

If your portfolio landlord client is wishing to remortgage to Virgin Money without taking any additional borrowing:

- At an aggregate level the portfolio must have a minimum interest coverage ratio of 125% stressed at 5%. This includes rent from unencumbered properties.
- We don't always need a property schedule to be uploaded to the CoreLogic **BTL hub**, but if we do, we'll let you know when we confirm your DIP.
- We do not require a Business Plan and Cashflow Form.
- The additional criteria for BTL portfolio landlords (Landlord experience, maximum number of mortgaged BTL properties, maximum portfolio (aggregate) LTV) will not apply.

Portfolio Landlords Balance Swap Product Transfers

If your portfolio landlord client is wishing to secure a new deal without taking any additional borrowing through a product transfer, we do not require a Business Plan or Cashflow Form.

Details of their property portfolio do not need be uploaded into the BTL hub and additional BTL portfolio landlord criteria will not apply.

Ready to get started?

For full details of our BTL mortgage deals, please view our Mortgage Update or contact your BDM.

Please contact the CoreLogic Service Desk on 0333 1231417* for any queries about the BTL Hub.

They are available 8am-8pm Monday to Saturday. And 9am-1pm on Sunday.

*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.