



Buy-to-let? **You bet.**

We've got it covered.



Supporting the buy-to-let sector

The private rental sector is key to the UK housing market, and we've never been more serious about supporting you and your landlord clients.

Buy-to-let products and features

- > Free valuations for remortgages and a choice of free standard legal work or cashback.
- > £500 cashback available on all purchase products.
- > Fee options including flat fee and fee saver.
- > Flexible features – your clients can make overpayments and apply for payment holidays (subject to criteria).



We're big on buy-to-let

- > For basic rate taxpayers and applications with no additional borrowing we have a lower rental cover ratio of 125%.
- > We have a streamlined approach for assessing Portfolio Landlord remortgage applications with no additional borrowing.
- > Personal income can be used to cover a rental shortfall if the rental income covers 100% of the mortgage interest payment, calculated at the higher notional rate of 5.5% or pay rate +2%, as long as there is a combined gross minimum income of £50,000, they aren't a portfolio landlord and the LTV is 75% or less.
- > We offer day one remortgages – with the valuation based on the original purchase price if within six months of the original completion date.
- > Every now and then your customer may have a rental void, or need to free up some cash. We allow payment holidays on all of our buy-to-let mortgages.*
- > Purchasing property, making improvements or gifting a deposit? No problem. We'll consider remortgages with additional borrowing up to 80% LTV.
- > We have deals up to 80% LTV for both purchase and remortgage applications, and up to 75% LTV for portfolio landlord applications.
- > We love to sweeten a deal! Which is why all our buy-to-let remortgages come with a free basic valuation. Plus either free standard legal work or cashback.

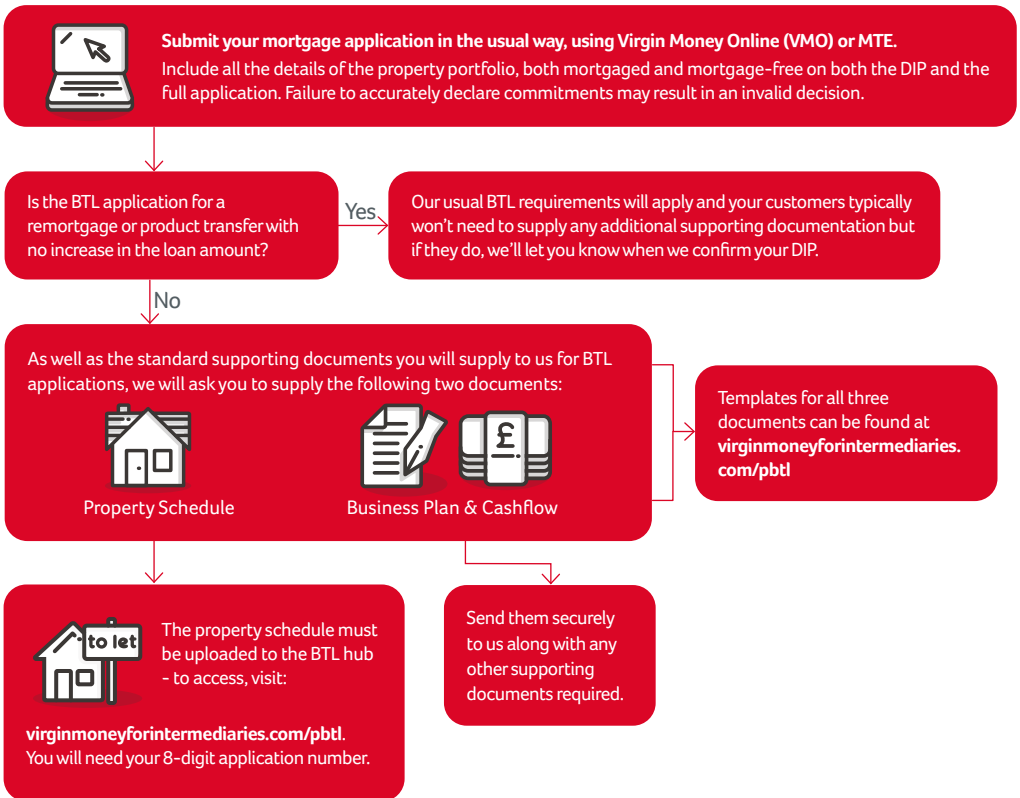
*Subject to our prior approval.

Portfolio landlords? Come on in.

We offer portfolio buy-to-let mortgages, perfect for your clients who own four or more mortgaged rental properties on completion of the new transaction.

Portfolio buy-to-let applications have additional steps compared to a standard buy-to-let application and are subject to additional criteria. Your clients may need to provide some extra documentation, including a property schedule. We use CoreLogic's BTL Hub so you can quickly provide us with details of your client's portfolio.

How to submit your portfolio landlord applications



For help and support using CoreLogic's BTL Hub, call the Service Desk Support on **0333 1231417**. Lines are open Monday to Saturday, 8am - 8pm and Sunday 9am - 1pm.

For more information, see our dedicated 'Lending for Portfolio Landlords' sales aid or visit virginmoneyforintermediaries.com/pbtl

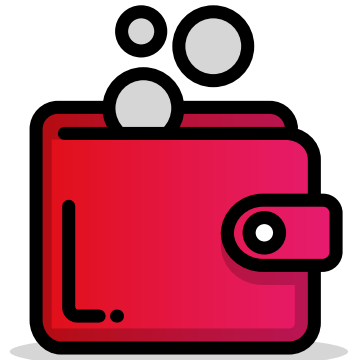
Top up with a top-slice

If there is a rental shortfall but the rent meets at least 100% of the mortgage interest payment, calculated at the higher of 5.5% or pay rate +2%, we can see if the customer's personal income could help.

Personal income policy...

- > A minimum combined gross income of £50,000 is required.
- > Personal income is not considered for BTL portfolio landlords, LTVs greater than 75% or where the term extends beyond 75 years of age.
- > Income will be assessed in line with our residential policy and excludes other buy-to-let income.
- > Any shortfall from other buy-to-let properties will be taken into account as an outgoing.

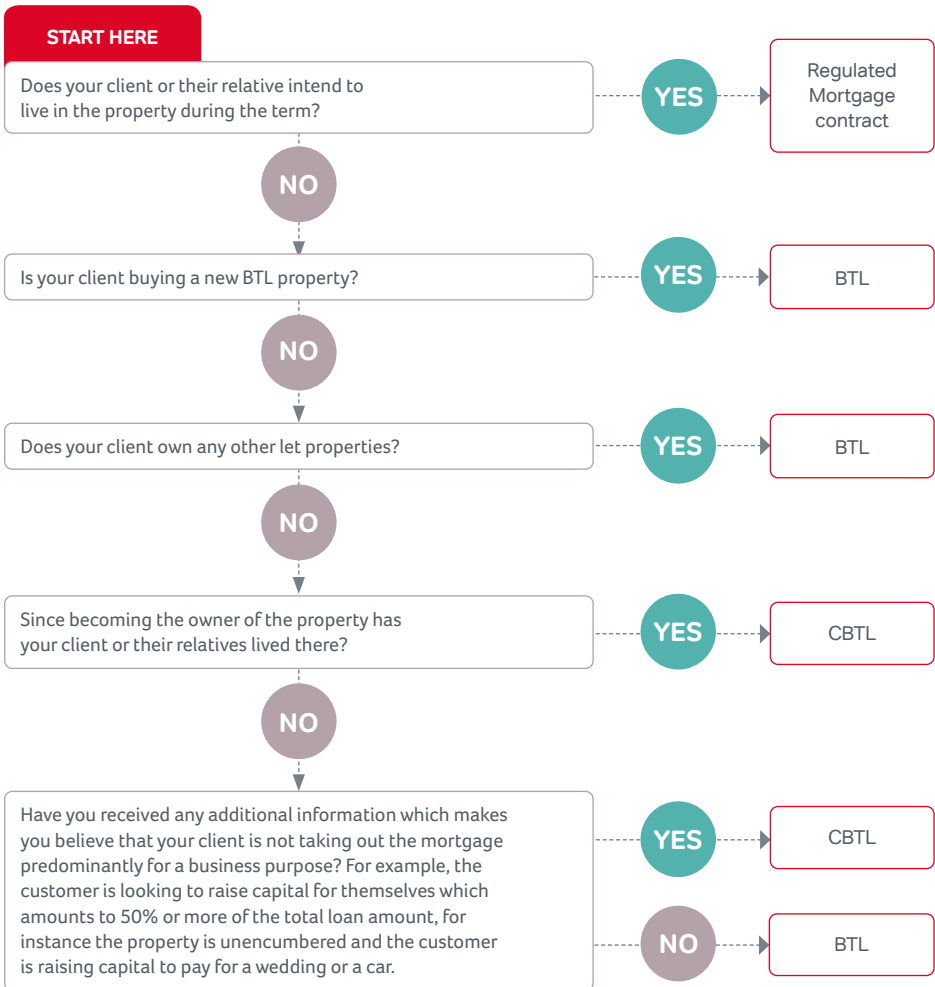
To keep things simple, we have one affordability calculator so you can check the loan amount we'd offer your client. Continue to declare all of your client's credit commitments and our calculator will automatically take personal income into consideration during the affordability assessment, where the rental income doesn't meet our minimum stressed ICRs. Give it a try at virginmoneyforintermediaries.com/btl-calculator



Buy-to-let or Consumer buy-to-let?

We offer Consumer Buy-to-Let (CBTL) loans.

Use this handy decision tree to work out whether your client's application is CBTL. Please make sure you assess each applicant separately. If any applicant meets the criteria of CBTL, then the loan, subject to Offer, will be a CBTL. For more detailed information on any aspect of CBTL, please visit the FCA website.



Want to know more

Talk to your dedicated Business Development Manager or visit [virginmoneyforintermediaries.com](https://www.virginmoneyforintermediaries.com).

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