

MORTGAGE UPDATE

Important stuff just for mortgage brokers

Issue 277

Valid from 30.11.22

Intermediary Exclusive Rates

Residential Exclusives

Key features:

- Free basic valuation and £500 cashback incentive for remortgage customers

Everyday Fixed Rate Remortgage Range

| Product | Max LTV | Rate with £995 Product Fee |
|-------------------|---------|----------------------------|
| 2 Year Fixed Rate | 75% | 5.19% |
| | 85% | 5.39% |
| 5 Year Fixed Rate | 65% | 4.83% |
| | 75% | 4.88% |
| | 85% | 5.14% |

BTL Exclusives

Key features:

- Free basic valuation and £300 cashback incentive for remortgage customers

Everyday Fixed Rate Remortgage Range

| Product | Max LTV | Rate with £3,995 Product Fee |
|-------------------|---------|------------------------------|
| 2 Year Fixed Rate | 50% | 5.09% |
| | 60% | 5.19% |
| 5 Year Fixed Rate | 50% | 4.99% |
| | 60% | 5.09% |

Everyday residential rates

Key features:

- £300 Cashback incentive for purchase customers on a 2 or 5 Year fixed rate with £995 product fee.
- Free basic valuation and standard legal work for remortgage customers.
- £1,000 Cashback incentive for purchase customers on a 10 Year fixed rate.

Everyday Fixed Rate Purchase and Remortgage Range

| Product | Max LTV | Rate with £995 Product Fee | Rate with Fee Saver Option |
|--------------------|---------|----------------------------|----------------------------|
| 2 Year Fixed Rate | 65% | 5.38% | 5.39% |
| | 75% | 5.38% | 5.59% |
| | 85% | 5.58% | 5.78% |
| 5 Year Fixed Rate | 65% | 4.88% | 4.89% |
| | 75% | 4.93% | 4.99% |
| | 85% | 5.14% | 5.35% |
| 10 Year Fixed Rate | 75% | 4.89% | n/a |

Freedom to Fix residential rates

Key features:

- Free basic valuation and standard legal work for remortgage customers.
- Please advise your customer that if they wish to switch to a fixed rate, they will need to contact our Direct Mortgage Sales team at that time. A procurement fee will not payable when the customer moves to a fixed rate.

Everyday Tracker Rate Purchase and Remortgage Range

| Product | Max LTV | Rate with £995 Product Fee |
|---------------------|---------|----------------------------|
| 2 Year Tracker Rate | 65% | 3.60% (BoE + 0.60%) |
| | 75% | 3.87% (BoE + 0.87%) |
| | 85% | 4.20% (BoE + 1.20%) |

Everyday residential rates

Key features:

- Maximum purchase price of £600k.
- Not available on ex-MOD or ex-council flats.
- Not available on flats or maisonettes in buildings over four storeys.
- Available on new-builds at up to 90% LTV.
- £300 Cashback incentive for purchase customers on a 2, 5 or 10 Year fixed rate.
- Free basic valuation and standard legal work for remortgage 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 | 90% | 5.68% | 5.83% |
| 5 Year Fixed Rate | 90% | 5.19% | 5.43% |

Greener residential rates

Key features:

- Available on new-builds only.
- Available on properties with a certified or predicted energy efficiency rating of 'A' or 'B'.
- £300 Cashback incentive.
- For every Greener Mortgage completion, Virgin Money will help to fund sustainable environmental projects around the world.

Everyday Fixed Rate Purchase Range

| Product | Max LTV | Rate with £995 Product Fee |
|-------------------|---------|----------------------------|
| 2 Year Fixed Rate | 65% | 5.33% |
| | 75% | 5.33% |
| | 85% | 5.53% |
| 5 Year Fixed Rate | 65% | 4.83% |
| | 75% | 4.88% |
| | 85% | 5.09% |

Shared Ownership mortgages

Key features:

- £300 Cashback incentive.
- Available in England and Wales.

Everyday Fixed Rate Purchase Range

| Product | Max LTV | Rate with Fee Saver Option |
|-------------------|---------|----------------------------|
| 2 Year Fixed Rate | 95% | 6.94% |
| 5 Year Fixed Rate | 95% | 6.64% |

Greener Shared Ownership mortgages

Key features:

- Available on new-builds only.
- Available on properties with a certified or predicted energy efficiency rating of 'A' or 'B'.
- Available in England and Wales.
- £300 Cashback incentive.
- For every Greener Mortgage completion, Virgin Money will help to fund sustainable environmental projects around the world.

Everyday Fixed Rate Purchase Range

| Product | Max LTV | Rate with £995 Product Fee |
|-------------------|---------|----------------------------|
| 2 Year Fixed Rate | 90% | 5.73% |
| 5 Year Fixed Rate | 90% | 5.29% |

Everyday Buy-to-Let rates

Key features:

- For non-portfolio landlords.
- Free valuation and a 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 |
|-------------------|---------|----------------------------|
| 2 Year Fixed Rate | 60% | 6.09% |
| | 75% | 6.19% |
| 5 Year Fixed Rate | 60% | 5.89% |
| | 75% | 5.99% |

Key features:

- For portfolio landlords.
- Free valuation and a choice of £300 cashback or free legals for remortgage customers.
- £500 Cashback for purchase customers.

Everyday Fixed Rate Purchase and Remortgage Range for Portfolio Landlords

| Product | Max LTV | Rate with £995 Product Fee |
|-------------------|---------|----------------------------|
| 2 Year Fixed Rate | 60% | 6.19% |
| | 75% | 6.29% |
| 5 Year Fixed Rate | 60% | 5.99% |
| | 75% | 6.09% |

Product Transfer

Everyday residential rates

Key features:

- No valuation or legal fees.
- Products with an LTV of greater than 85% are not available with additional borrowing.

Everyday Fixed Rate Product Transfer Range

| Product | Max LTV | Rate with £995 Product Fee | Rate with Fee Saver Option |
|---------------------------|---------|----------------------------|----------------------------|
| 2 Year Fixed Rate | 65% | 5.38% | 5.39% |
| | 75% | 5.38% | 5.59% |
| | 85% | 5.58% | 5.78% |
| | 90% | 5.68% | 5.83% |
| | 95% | n/a | 6.64% |
| 3 Year Fixed Rate | 65% | 5.38% | 5.39% |
| | 75% | 5.38% | 5.59% |
| | 85% | 5.58% | 5.78% |
| | 90% | 5.68% | 5.83% |
| | 95% | n/a | 6.64% |
| 5 Year Fixed Rate | 65% | 4.88% | 4.89% |
| | 75% | 4.93% | 4.99% |
| | 85% | 5.14% | 5.35% |
| | 90% | 5.19% | 5.43% |
| | 95% | n/a | 6.34% |
| 7 Year Fixed Rate | 65% | n/a | 6.19% |
| | 90% | n/a | 6.29% |
| 10 Year Fixed Rate | 65% | n/a | 5.19% |
| | 90% | n/a | 6.29% |
| 15 Year Fixed Rate | 65% | n/a | 6.19% |
| | 90% | n/a | 6.29% |

†Also available to existing customers with LTV >95% (no additional borrowing).

Freedom to Fix residential rates

Key features:

- No valuation or legal fees.
- Option to switch, ERC free, onto any fixed rate (no procurement fee on the product switch).
- Please advise your customer that if they wish to switch to a fixed rate, they will need to contact our Direct Mortgage Sales team at that time. A procurement fee will not payable when the customer moves to a fixed rate.

Everyday Tracker Rate Product Transfer Range

| Product | Max LTV | Rate with £995 Product Fee |
|---------------------|---------|----------------------------|
| 2 Year Tracker Rate | 65% | 3.60% (BoE + 0.60%) |
| | 75% | 3.87% (BoE + 0.87%) |
| | 85% | 4.20% (BoE + 1.20%) |

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% | 4.10% (BoE + 1.10%) |
| | 75% | 4.37% (BoE + 1.37%) |
| | 85% | 4.70% (BoE + 1.70%) |

Help to Buy: Equity Loan rates

Key features:

- Customers must stick to capital and interest repayment.
- No valuation or legal fees.
- Max loan £450k (subject to LTV limits of lending policy).

Everyday Fixed Rate Product Transfer Range

| Product | Max LTV | Rate with £995 Product Fee | Rate with Fee Saver Option |
|-------------------|---------|----------------------------|----------------------------|
| 2 Year Fixed Rate | 55% | 5.58% | 5.79% |
| | 75% | 5.58% | 5.79% |
| | 80% | 5.78% | 5.98% |
| | 95% | n/a | 5.98% |
| 5 Year Fixed Rate | 55% | 5.13% | 5.19% |
| | 75% | 5.13% | 5.19% |
| | 80% | 5.34% | 5.55% |
| | 95% | n/a | 5.55% |

†Also available to existing customers at higher LTVs (no additional borrowing).

Shared Ownership mortgages*

Key features:

- Customers must stick to capital and interest repayment.
- No additional borrowing available.
- No valuation or legal fees.

Everyday Fixed Rate Product Transfer Range

| Product | Max LTV of share purchased | Rate with £995 Product Fee | Rate with Fee Saver Option |
|-------------------|----------------------------|----------------------------|----------------------------|
| 2 Year Fixed Rate | 85% | 5.73% | 6.19% |
| | 90% | 5.78% | 6.24% |
| | 95% | n/a | 6.94% |
| 5 Year Fixed Rate | 85% | 5.29% | 5.84% |
| | 90% | 5.29% | 5.84% |
| | 95% | n/a | 6.64% |

*Please note: Shared Ownership product transfer applications must be submitted via our support team at 0345 600 1477.
 †Also available to existing customers at higher LTVs (no additional borrowing).

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 | £1,995 Product Fee Option | £995 Product Fee Option | Fee Saver Option |
|---------------------------|---------|---------------------------|-------------------------|------------------|
| 2 Year Fixed Rate | 60% | 5.81% | 6.09% | 6.71% |
| | 75% | 5.81% | 6.19% | 6.71% |
| | 80% | n/a | 6.55% | 7.03% |
| | 95% | n/a | n/a | 7.23% |
| 3 Year Fixed Rate | 60% | 5.81% | 6.09% | 6.71% |
| | 75% | 5.81% | 6.19% | 6.71% |
| | 95% | n/a | n/a | 7.23% |
| 5 Year Fixed Rate | 60% | 5.60% | 5.89% | 6.10% |
| | 75% | 5.60% | 5.99% | 6.10% |
| | 80% | n/a | 6.54% | 6.84% |
| | 95% | n/a | n/a | 7.04% |
| 10 Year Fixed Rate | 60% | n/a | 6.10% | n/a |
| | 75% | n/a | 6.10% | n/a |


†Also available to existing customers at higher LTVs (no additional borrowing).

Early Repayment Charges

| Fixed Term | Early Repayment Charge |
|-------------------|---------------------------|
| 15 Years | 8% until 01 April 2030 |
| | 7% until 01 April 2032 |
| | 6% until 01 April 2033 |
| | 5% until 01 April 2034 |
| | 4% until 01 April 2035 |
| | 3% until 01 April 2036 |
| | 2% until 01 April 2037 |
| | 1% until 01 April 2038 |
| 10 Years | 8% until 01 April 2025 |
| | 7% until 01 April 2027 |
| | 6% until 01 April 2028 |
| | 5% until 01 April 2029 |
| | 4% until 01 April 2030 |
| | 3% until 01 April 2031 |
| | 2% until 01 April 2032 |
| | 1% until 01 April 2033 |
| 7 Years | 6% until 01 April 2025 |
| | 5% until 01 April 2026 |
| | 4% until 01 April 2027 |
| | 3% until 01 April 2028 |
| | 2% until 01 April 2029 |
| 5 Years | 1% until 01 April 2030 |
| | 3.50% until 01 April 2028 |
| 3 Years | 2.50% until 01 April 2026 |
| 2 Years | 1.50% until 01 April 2025 |
| 2 Years (Tracker) | 1% until 01 April 2025 |

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.



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