

# WHY UTB

The **Who**, **What**, **Why** and **How** of our mortgage offer

We are a specialist bank offering a range of mortgage products and common-sense criteria designed to help customers not catered for by 'high street' lenders. Our mortgage business is 100% intermediary focused and our fantastic people strive every day to support our broker partners in their quest to deliver great customer outcomes. We listen to feedback, adapt to change, embrace technology yet highly value the human touch in sales and underwriting.

Our goal is to be the go-to lender for specialist mortgages, the first to spring to mind, the last to let you down and the one you return to time and time again.

## WHO CUSTOMERS WE LOVE TO HELP

- Owners of unusual properties or construction types / unencumbered properties
- Professionals and those with complex income
- Self-employed and contractors
- Borrowers with impaired credit
- Buy to let landlords, large or small, individuals or Ltd Co SPV's with HMOs, MUBs or holiday lets
- Second charge residential borrowers
- Mortgage Prisoners
- Product Transfer options are available for all products (eligible existing customers are offered these options within 90 days of expiry of their current fixed rate)

# WHAT OUR PRODUCT OFFERING

## Residential

- Lending available to 85% LTV
- Maximum age: 85 years
- Married, sole applications accepted
- No debt consolidation LTV restrictions
- Multiple sources of income allowed child benefits, foster income, maintenance, second jobs and pension
- 50% of bonus, commission and overtime accepted (up to 75% on referral)
- Projections considered
- Contractors – daily rate x 5 x 48 weeks minus all deductions at source
- Non-standard construction property types accepted – timber frame, steel frame, concrete with no LTV restrictions
- High rise and flats above retail with no LTV restrictions
- Interest Only – affordability assessed on the interest only payment
- New build properties/off plan purchase accepted
- Ignorance of BTL properties in the background
- DTI up to 50%
- Loan term up to 40 years (including part years)
- Quick solicitors process on remortgages
- 0 hour contract, 12 month

## Buy to let

- Lending available to 80% LTV + fees
- No minimum income requirements (Except First time buyer and holiday lets)
- Up to four applicants on an application
- Remortgage available from 3 months ownership at market value
- Property of non-standard construction accepted
- Comfortable with close proximity to 'difficult' commercial property
- Holiday lets and air bnb – agent's projections or 12 month income history accepted
- Investor dominated developments subject to referral being accepted
- No maximum property portfolio size
- 100% concentration on blocks up to 10 units
- MUB and HMOs up to 10 units / 10 beds
- Minor adverse accepted (over 2 years old)
- New build properties/off plan purchase accepted

## Second Charge Loans

- Lending available to 85% LTV
- No ERC options available
- 6 x LTI up to 80% LTV
- Maximum 30-year term
- Married, sole applications accepted
- Binding Offers can be issued with Special Conditions for non-affordability linked requirements ie: first mortgage consent to second charge
- Multiple loan purposes available
- Plans that allow 1 missed mortgage payments in 12 months

*(All residential mortgage USP's apply to Second charges excluding Interest Only and 50% DTI).*

• **Fixed rates and BoE Lifetime trackers available**

• **ERC and No ERC options provided**

• **We lend across England, Wales and Mainland Scotland\***

\*excl BTL

# WHY FLEXIBLE TERMS AND APPROACH TO ADVERSE CREDIT

- Normal LTV applied for non standard properties
- Lend for any legal purpose (including some business purposes)
- On consolidation applications all credit card, mail order and store card funds sent to the client to pay rather than UTB sending cheques or electronic transfer
- Mail order and communications arrears and defaults ignored
- CCJ's and defaults under £300 ignored
- Missed mortgage payments made within 30 days of due date ignored
- 1 year discharged for IVA's
- Product range available which allows 1 missed mortgage payment within 12 months
- Near prime range allows unlimited defaults and CCJs over two years
- Prime Plus & Prime product ranges can be used if a customer has unsecured arrears which have been brought up to date and evidenced

# HOW OUR WINNING SERVICE FORMULA

- Field and Telephone BDMs available per region
- Manual underwriting
- Direct access to an underwriter
- Minimum 24 hour product withdrawal notice – part of the Mortgage Charter
- AVMs available
- Intuitive technology to accelerate processing

## For new case enquiries

T: 0207 031 1551 E: [mortgage.enquiries@utbank.co.uk](mailto:mortgage.enquiries@utbank.co.uk)  
Portal login: [www.utbankmortgages.co.uk](http://www.utbankmortgages.co.uk)

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