

# Residential Product Guide

December 2018

For intermediary use only

LIBOR is set at 0.81% as of 14/09/2018

## Product highlights

- Residential F1 is suitable for clients who miss out on mainstream mortgages
- Available for employed and self-employed applicants
- Repayment and interest only options
- Up to 85% LTV
- NEW: 5 year fixed rates now available

## In this guide

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## Residential F1

Our F1 product is ideal for clients who have been declined by the high street on credit scores.

### Product Details

Product	LTV	Rate	Fee	ERC	Reversion Rate
2 Yr Fixed until 30/04/21	65%	2.24%	£995	3%, 2%	LIBOR + 4.50%
	70%	2.69%			
	75%	2.89%			
	80%	3.14%			
	85%	3.49%			
<b>£500 cashback</b>					

Product	LTV	Rate	Fee	ERC	Reversion Rate
5 Yr Fixed until 30/04/24	65%	3.49%	£1,295	5%, 4%, 3%, 2%, 1%	LIBOR + 4.50%
	70%	3.69%			
	75%	3.85%			
	80%	3.95%			
	85%	4.15%			

### Credit Criteria

<b>Adverse Credit</b>	0 in 36 months.
<b>Bankruptcies and IVAs</b>	No bankruptcies or IVAs registered against any borrower.

#### Some of the reasons for these mainstream misses could be:

<b>Address history</b>	A clean address history is key to ensuring your clients maintain a good credit score. Clean address history means where the credit is registered, so those that are not on the voters role at their correct address or frequently move will generally have a poorer score.
<b>Credit Hungry</b>	Those that have frequent credit searches conducted against them, this could be anything from a mortgage to a new mobile phone. More than 4 searches in a 12 month period moves the score significantly.
<b>Credit Utilisation</b>	Those that heavily rely on credit cards will be seen as indebted and their score affected accordingly. Exceeding 60% of their credit limit affects the score significantly, exceeding 75% will double this negative impact.
<b>Financial Association</b>	Even if your clients is a perfect customer, if they have a linked associate (whether it be a past personal or business relationship) and their score is bad your client's score will also be impacted.
<b>Historic CCJs/Arrears</b>	Any arrears in the last 3 years will significantly impact your clients score. Even a single missed payment in the last 12 months will have an effect. F1 does not allow that but historic ones will be considered.

## Residential F2

Our F2 product is for clients with recent credit blips.

### Product Details

Product	LTV	Rate	Fee	ERC	Reversion Rate
2 Yr Fixed until 30/04/21	65%	2.59%	£995	3%, 2%	LIBOR + 4.50%
	70%	2.84%			
	75%	3.04%			
	80%	3.29%			
	85%	3.69%			

Product	LTV	Rate	Fee	ERC	Reversion Rate
5 Yr Fixed until 30/04/24	65%	3.65%	£1,295	5%, 4%, 3%, 2%, 1%	LIBOR + 4.50%
	70%	3.84%			
	75%	3.95%			
	80%	4.09%			
	85%	4.29%			

## Residential First Time Buyer F2

Our FTB F2 product is for first time buyers with recent credit blips.

### Product Details

Product	LTV	Rate	Fee	ERC	Reversion Rate
2 Yr Fixed until 31/04/21	80%	3.49%	£595	3%, 2%	LIBOR + 4.50%
	85%	3.89%			

Product	LTV	Rate	Fee	ERC	Reversion Rate
5 Yr Fixed until 30/04/24	80%	4.24%	£995	5%, 4%, 3%, 2%, 1%	LIBOR + 4.50%
	85%	4.44%			

### Credit Criteria

<b>CCJs and Defaults</b>	0 in 24 months. All CCJs/Defaults must be fully satisfied at time of application.
<b>Mortgage Arrears</b>	0 in 24 months.
<b>Unsecured Arrears</b>	Worst status of 1 in last 24 months per loan. 0 in last 6 months.
<b>Credit Cards</b>	Worst status of 1 in last 24 months per card. 0 in last 6 months.
<b>Mail Order, Comms, Utilities</b>	Worst status of 2 in last 24 months per account. 0 in last 6 months.
<b>Bankruptcies and IVAs</b>	No bankruptcies or IVAs registered against any borrower.

## Residential F3

Our F3 product is for clients who have experienced adverse credit.

### Product Details

Product	LTV	Rate	Fee	ERC	Reversion Rate
2 Yr Fixed until 30/04/21	65%	2.84%	£995	3%, 2%	LIBOR + 5.00%
	70%	3.14%			
	75%	3.54%			
	80%	3.99%			

Product	LTV	Rate	Fee	ERC	Reversion Rate
5 Yr Fixed until 30/04/24	65%	3.94%	£1,295	5%, 4%, 3%, 2%, 1%	LIBOR + 5.00%
	70%	4.15%			
	75%	4.39%			
	80%	4.69%			

### Credit Criteria

<b>CCJs and Defaults</b>	2 CCJs/Defaults in 24 months up to the value of £2000. (£500 in the case of debt consolidation). All CCJs & Defaults must be fully satisfied at time of application
<b>Mortgage Arrears</b>	Worst status of 2 in last 24 months per mortgage. 0 in last 6 months.
<b>Unsecured Arrears</b>	Worst status of 2 in last 24 months per loan. 0 in last 6 months.
<b>Credit Cards</b>	Worst status of 2 in last 24 months per card. 0 in last 6 months.
<b>Mail Order, Comms, Utilities</b>	Worst status of 4 in last 24 months per account. 0 in last 6 months.
<b>Bankruptcies and IVAs</b>	Bankruptcies discharged three more years ago will be considered. IVAs satisfied three or more years ago will be considered.

## Valuation Fee Scale

Value up to	Standard Property
£100,000	£190
£150,000	£250
£200,000	£285
£250,000	£315
£300,000	£330
£350,000	£340
£400,000	£405
£450,000	£435
£500,000	£465
£600,000	£550
£700,000	£640
£800,000	£705
£900,000	£795
£1,000,000	£905
£1,500,000	up to £1,480
£2,000,000*	up to £2,050

\* Fees for standard properties in excess of £2m are by agreement.

All products are subject to an application fee of £125

## General criteria

Minimum age	18
Maximum age	75 (at end of term)
Maximum borrowers	2 (4 if there is a family tie between applicants and max LTV is less than 80%)
Minimum income	No minimum income
Minimum loan	£50k
Maximum loan	£750k including fees (£500k for F3)
Interest only	Acceptable up to 70% LTV
Part and Part	Acceptable up to 80% LTV
Minimum property value	£75k
Minimum term	5 years
Maximum term	35 years

## Get in touch

0344 770 8032

(Weekdays 9am - 5:30pm)

[enquiries@foundationhomeloans.co.uk](mailto:enquiries@foundationhomeloans.co.uk)

[www.foundationforintermediaries.co.uk](http://www.foundationforintermediaries.co.uk)

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