



SWANSEA

BUILDING SOCIETY

For Intermediaries

Range of Mortgage Products

1st January 2024

This bulletin is intended for Professional Intermediaries ONLY

It is not a consumer advertisement and therefore should not be displayed or used as customer information or promotional material.

Update

- New residential product range effective 01.01.2024
- New Consumer and Green BTL Products launched effective 01.01.24
- New Regulated Bridging Product launched effective 01.01.24

**Don't forget, we pay proc fees
on all new lending**

swansea-bs.co.uk/broker-zone/swansea-intermediaries

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- Discount refers to discount from the Society's Standard Variable mortgage interest Rate (SVR) – currently 7.60%.
- The Society's Variable Base Rate for Buy to Let/Holiday Let lending is currently 6.00%
- Where applicable, the Product Fee only may be added to the loan amount even where the total loan amount then exceeds the maximum loan to value for the chosen product.
- Application Fee and Valuation Fee are payable at the time of application for the loan.
- Portfolio landlords accepted.
- The Application Fee is non-refundable, as is the Valuation Fee once the valuation has been carried out.
- A property release fee of £125 is payable when the loan is repaid.
- Legal fees for conveyancing work undertaken on behalf of both the customer and the Society are payable by the customer to the Solicitor/Conveyancer.

General Information – Mortgage Products

Personal, tailored, common sense approach, individual underwriting, no credit score

Self employed flexible approach

High Income Household Mortgages

Lending in Retirement
(Up to Age 85)

Preferential rate for Professionals up to 80% LTV

Gifted Equity / Concessionary Purchases

Up to 4 Applicants on the same Mortgage

Occupancy restriction / agricultural ties accepted

80% LTV Purchase and Re-mortgage

Self-Build / Barn Conversion & Renovation

Multiple Properties on the same Title Deed

Buy to Let / Holiday Let max 75% LTV
(Rental shortfalls supported by personal income)

Bridging Mortgages

Guarantor Mortgages

Part Commercial

Small Holdings

Auction Purchases

Section 106 Considered

Property Renovation

Properties with annexes

Interest Only Option

Portfolio Landlords

Lending into Retirement

Bespoke Underwriting

Green Mortgages

Properties with Land

No Credit Score

Limited Company BTLs / Holiday Lets (max 70% LTV)

Considered (Subject to individual criteria)

- Contract workers
- Gifted Deposits
- Concessional Purchase
- Second Homes (residential & Holiday properties)
- Max age of guarantor 75 at term end
- Section 106
- Agricultural restrictions
- Small holdings with or without land
- Part commercial use e.g. equestrian, kennels, cattery, out buildings converted to holiday let/BTL on same title deed
- Self-build Mortgages
- Renovation Mortgages
- Bridging Mortgages

Buy to Let / Holiday Let

- Portfolio landlords accepted
- Max LTV = 75%
- Min term = 1 year
- Max term = up to age 75
- Min Income = £30k (£35k Holiday let)
- Max age = 75 years
- Must have EPC rating A-E (Green BTL preferential rates)
- Min loan = £50k
- 125%/145% (depending on tax status) rental coverage at 2% above pay rate (minimum 5.5%)
- Top slicing – using personal income
- Consumer BTLs acceptable
- Limited Company BTL / Holiday Lets (max LTV 70%)

Income Multiples

- 4.5 x sole
- 4.5 x joint
- Medical professional – 5.5 x sole / joint
- Consideration given to higher multiples on a case by case basis

Properties with annexes

- Can be occupied by family
- Can be rented out on an AST
- Can be used for AirBnB
- Can be on same title as main property

Lending Limits

- Min loan = £50k
- Max loan = £1m unless by exception
- Min income = £27.5k
- Min term = 1 year
- Max term = up to age 70 if employed, age 75 if self-employed and age 85 if retired

Lending in Retirement

- Flexibility in choice of repayment vehicles subject to minimum equity
- Max age of higher income earning applicant at end of loan = 85

Higher Income / Professionals Mortgages

- Preferential rates for those where household income is £100k plus
- Preferential rates (up to 80% LTV) for professionally qualified employees (full list available on request) and for key workers inc. Fire Officers, Police Officers and Nurses.

Maximum Age

- Employed – 70
- Self-employed – 75 (depending on occupation)
- Retired/semi-retired – up to age 85

Self Employed

- 3 years accounts
- Ltd Co salary & dividends
- Sole trader / Partnership – we take share of net profit (can look at using latest or last 2 years accounts on a case by case basis)

Interest Only

- Max LTV = 60%
- Min equity in property = £225k if repayment vehicle sale of property (dependent on property location)
- Part and Part option

Self-Build/Renovation mortgages only available in Wales and post codes: BS, GL, HR, WR and SY.
All other mortgage products available for properties in Wales and mainland England

The Society reserves the right to withdraw / change any of the above without notice.

For more information, visit our website at www.swansea-bs.co.uk/broker-zone/swansea-intermediaries, e-mail us at broker@swansea-bs.co.uk or call one of our mortgage managers.

Section 1 – Residential

Residential Purchase/Remortgage	Type	Maximum Loan to Value of Property (LTV)	Variable Interest Rate	The overall cost for comparison is*	APRC based on a loan value of:	Application Fee (non refundable)	Product Fee**	Early Repayment Charge (ERC)***	Valuation Fee****
Residential Mortgage 55 (RESI5524)	1.80% discount off Standard Variable Rate (SVR) for term of loan	55%	5.80%	5.90% APRC	£180,000	£250	£1,249	2% of loan	£525
Residential Mortgage 80 (RESI8024)	0.95% discount off Standard Variable Rate (SVR) for term of loan	80%	6.65%	6.80% APRC	£190,000	£250	£1,249	2% of loan	£525
High Income Mortgage (HNW24)	1.80% discount off Standard Variable Rate (SVR) for term of loan	80%	5.80%	5.90% APRC	£350,000	£250	£1,249	2% of loan	£525
Medical Professional Mortgage (MEDPRO24) ✱✱	1.80% discount off Standard Variable Rate (SVR) for term of loan	80%	5.80%	5.90% APRC	£300,000	£250	£1,249	2% of loan	£525
Professional Mortgage (PROF24) ✱	1.80% discount off Standard Variable Rate (SVR) for term of loan	80%	5.80%	5.90% APRC	£230,000	£250	£1,249	2% of loan	£525
Green Mortgage (GRN24)	1.80% discount off Standard Variable Rate (SVR) for term of loan	80%	5.80%	5.90% APRC	£190,000	£250	£1,249	2% of loan	£525
Lending In Retirement Mortgage (LIR24)	1.55% discount off Standard Variable Rate (SVR) for term of loan	60%	6.05%	6.20% APRC	£120,000	£250	£1,249	2% of loan	£525
Bridging Mortgage (BRIDGE24)	Standard Variable Rate (SVR) for term of loan	80%	7.60%	7.80% APRC	£500,000	£250	2% of loan (less Application Fee)	N/A	£525
Standard Variable Rate 80 (SVR8024)	Standard Variable Rate (SVR) for term of loan	80%	7.60%	7.70% APRC	£180,000	£250	£1,249	2% of loan	£525

✱ To be eligible for this product, the sole applicant or at least one of the joint applicants must either need a professional qualification to do their role (please check with your local mortgage manager to see if they qualify) or be a key worker who works in one of the following roles:

Bank workers
Military personnel
Mail carriers
Farmers
Grocery shop workers

Delivery drivers
Pharmacy workers
Utility workers
Truckers
NHS/Medical workers e.g. Paramedics

✱✱ To be eligible for this product, the sole applicant or at least one of the joint applicants must be a practising medical doctor/ surgeon or a dentist and belong to their professional body.

* The overall cost of comparison is based on a 25 year repayment mortgage

** Can be added to the loan subject to approval.

*** The Early Repayment Charge (ERC) will apply where the loan balance falls below £25k within the first 3 years.

**** For valuations on properties up to £500k in Wales (subject to confirmation from the valuer). For all properties in England / over £500k in Wales, valuation costs are available on request. (Some properties depending on type may require a specialist valuation regardless of their valuation and a fee quotation will be required).

Section 2 – Self Build / Renovation

Residential Purchase/Remortgage	Type	Maximum Loan to Value of Property (LTV)	Variable Interest Rate	The overall cost for comparison is*	APRC based on a loan value of:	Application Fee (non refundable)	Product Fee**	Early Repayment Charge (ERC)***	Valuation Fee****
Self Build Mortgage (SBSVR24)	Standard Variable Rate (SVR) for months 1-24 and from month 25, 0.95% discount off Standard Variable Rate (SVR) for remainder of term of loan	70%	7.60% month 1-24 6.65% month 25 on	7.70% month 1-24 6.80% month 25 on Overall APRC = 6.80%	£200,000	£250	£1,249	2% of loan	£525 (£180 for each re-inspection fee)
Renovation Mortgage (RENSVR24)	Standard Variable Rate (SVR) for months 1-24 and from month 25, 0.95% discount off Standard Variable Rate (SVR) for remainder of term of loan	70%	7.60% month 1-24 6.65% month 25 on	7.70% month 1-24 6.80% month 25 on Overall APRC = 6.80%	£190,000	£250	£1,249	2% of loan	£525 (£180 for each re-inspection fee)

- * The overall cost of comparison is based on a 25 year repayment mortgage.
- ** Can only be added to the loan subject to the total not exceeding the maximum product loan to value and is subject to approval.
- *** The Early Repayment Charge (ERC) will apply where the loan balance falls below £25k within the first 3 years.

- **** For valuations on properties up to £500k in Wales (subject to confirmation from the valuer). For all properties in England / over £500k in Wales, valuation costs are available on request. (Some properties depending on type may require a specialist valuation regardless of their valuation and a fee quotation will be required).

Section 3 – Buy to Let / Consumer Buy to Let

Residential Purchase/Remortgage	Type	Maximum Loan to Value of Property (LTV)	Variable Interest Rate	The overall cost for comparison is*	APRC based on a loan value of:	Application Fee (non refundable)	Product Fee	Early Repayment Charge (ERC)	Valuation Fee*****
Green BTL (GRNBTL24)	0.30% over SBS Variable Base Rate (currently 6.00%) with a minimum SBS Base Rate of 3.00%	75%	6.30%	6.50% APRC	£190,000	£250	1.50% of loan** (less Application Fee)	2% of loan****	£525
Buy to Let 60 (BTL60)	0.55% over SBS Variable Base Rate (currently 6.00%) with a minimum SBS Base Rate of 3.00%	60%	6.55%	6.80% APRC	£190,000	£250	1.50% of loan** (less Application Fee)	1% of loan***	£525
Buy to Let 75 (BTL75)	0.95% over SBS Variable Base Rate (currently 6.00%) with a minimum SBS Base Rate of 3.00%	75%	6.95%	7.20% APRC	£155,000	£250	1.50% of loan** (less Application Fee)	1% of loan***	£525
Consumer BTL (CBTL24)	1.05% over SBS Variable Base Rate (currently 6.00%) with a minimum SBS Base Rate of 3.00%	75%	7.05%	7.20% APRC	£190,000	£250	£1,249	2% of loan****	£525
Limited Company Buy to Let 70 Mortgage (LBTL70)	0.95% over SBS Variable Base Rate (currently 6.00%) with a minimum SBS Base Rate of 3.00%	70%	6.95%	7.20% APRC	£155,000	£250	1.50% of loan** (less Application Fee)	1% of loan***	£525

* The overall cost of comparison is based on a 25 year interest only mortgage.

** Can be added to the loan subject to approval.

*** The Early Repayment Charge (ERC) will apply where the loan is repaid in full within its first 3 years

**** The Early Repayment Charge (ERC) will apply where the loan balance falls below £25k within the first 3 years.

***** For valuations on properties up to £500k in Wales (subject to confirmation from the valuer). For all properties in England / over £500k in Wales, valuation costs are available on request. (Some properties depending on type may require a specialist valuation regardless of their valuation and a fee quotation will be required).

Section 3 – Buy to Let / Consumer Buy to Let (continued)

Buy to Let Mortgages / Consumer Buy to Let Mortgages

**Min term =
1 year; max
term = 35 years**

**Max age
for main
applicant 75**

**Multiple
Properties on the
same Title Deed**

**Main applicant
must have
income of
at least £30k**

**Limited Co
Mortgages for
BTL and Holiday
Let (Max 70% LTV)**

**Mortgage type
can be interest
only or
repayment**

**No ERCs after
3 years**

**Min loan
= £50k**

**75% max. LTV
(in personal name(s))**

**Income based on
lettings agent
forecast or
previous accounts**

**Personal income accepted
if rental insufficient to meet
rental coverage required
(personal customers only)**

**Arrangement
fees can
be added to loan**

**Portfolio
landlords
accepted**

**Consider
properties in
England & Wales**

Further information:

- Please note that our Buy to Let mortgages are available to existing property owners who would like to purchase / remortgage a property which is to be let.
- The rental calculation for a Buy to Let mortgage is based on the actual or expected rental. Rent must cover 125% of the 'stressed mortgage payments' for basic rate tax payers & Ltd Co's, or 145% for higher rate tax payers. The stressed mortgage payment is based on the product rate +2% or 5.5% whichever is higher. Personal income can be considered when assessing affordability if rental income is not enough for personal applications only.
- For consumer BTL mortgages personal income will be considered when assessing affordability (personal customers only). We will use 70% of the gross rental income received. The stressed mortgage payment for a Consumer Buy to Let Product is based on the mortgage pay rate plus 1.5%.
- Main applicant must be a property owner, earn at least £30,000 per annum and income to be derived from a source other than rent.
- Maximum age at end of loan for main applicant = 75.
- Minimum property value = £75,000.
- These mortgages are not portable and you will not be able to transfer these product terms.
- For house purchase, the maximum Loan to Value is the amount of a mortgage loan expressed as a percentage of the purchase price or valuation whichever is the lower.
- For loans above £300,000, please contact us to discuss.
- Projected income is based on forecast from local rental lettings agency.
- Mortgage interest is calculated on a daily basis.
- Our Mortgage Services Tariff gives details of the charges payable in connection with mortgage applications and additional administration following completion of your loan.
- Loans are available to persons aged 18 or over and are subject to status and valuation of a suitable property, over which security will be required. All lending will be subject to the financial standing of the applicant(s).
- The Buy to Let property must meet EPC Regulations effective 1 April, 2018. I.e. a minimum band rating of A-E.
- Limited Company BTLs mortgages available max LTV 70%
- Portfolio landlords accepted.
- HMO applications allowed.
- BTL Mixed Commercial Properties considered.

Property is unacceptable if it is:

- A shared ownership property.

The Society reserves the right to withdraw / change any of the above without notice.

Section 4 – Holiday Let

Residential Purchase/Remortgage	Type	Maximum Loan to Value of Property (LTV)	Variable Interest Rate	The overall cost for comparison is*	APRC based on a loan value of:	Application Fee (non refundable)	Product Fee	Early Repayment Charge (ERC)***	Valuation Fee****
Holiday Let 60 (HOL60)	0.55% over SBS Variable Base Rate (currently 6.00%) with a minimum SBS Base Rate of 3.00%	60%	6.55%	6.70% APRC	£250,000	£250	1.50% of loan** (less Application Fee)	1% of loan	£525
Holiday Let 75 (HOL75)	0.95% over SBS Variable Base Rate (currently 6.00%) with a minimum SBS Base Rate of 3.00%	75%	6.95%	7.10% APRC	£300,000	£250	1.50% of loan** (less Application Fee)	1% of loan	£525
Limited Company Holiday Let 70 Mortgage (LHOL70)	0.95% over SBS Variable Base Rate (currently 6.00%) with a minimum SBS Base Rate of 3.00%	70%	6.95%	7.20% APRC	£155,000	£250	1.50% of loan** (less Application Fee)	1% of loan	£525

* The overall cost of comparison is based on a 25 year interest only mortgage.
 ** Can be added to the loan subject to approval.

*** The Early Repayment Charge (ERC) will apply where the loan is repaid in full within its first 3 years.

**** For valuations on properties up to £500k in Wales (subject to confirmation from the valuer). For all properties in England / over £500k in Wales, valuation costs are available on request. (Some properties depending on type may require a specialist valuation regardless of their valuation and a fee quotation will be required).

Section 4 – Holiday Let (continued)

Holiday Let Mortgages

No maximum number of holiday lets

Max age for main applicant 75

Min term = 1 year; max term = 35 years

Consider properties in England & Wales

Multiple Properties on the same Title Deed

No ERCs after 3 years

Arrangement fees can be added to loan

Main applicant must have income of at least £35k

Mortgage type can be interest only or repayment

Air BnB income accepted

Min loan = £50k

75% Maximum LTV

Income based on holiday lettings agent forecast or previous accounts

Personal income accepted if rental insufficient to meet rental coverage required (personal customers only)

Limited Company Holiday Lets Mortgages available max LTV 70%

Further information:

- Please note that our holiday let mortgages are available to existing property owners who would like to purchase/remortgage a property which is used for holiday letting, subject to being located in an area commensurate with holiday letting.
- The rental calculation is based on the actual or expected rental. Rent must cover 125% of the 'stressed mortgage payments' for basic rate tax payers or 145% for higher rate tax payers / Ltd Co's. The stressed mortgage payment is based on the product rate +2% or 5.5% whichever is higher. Personal income can be considered when assessing affordability if rental income is not enough for personal applications only.
- Personal income will be considered when assessing affordability (personal customers only).
- Main applicant must be a property owner, earn at least £35,000 per annum and income to be derived from a source other than rent.
- Maximum age at end of loan for main applicant = 75.
- Minimum property value = £75,000.
- For house purchase, the maximum Loan to Value is the amount of a mortgage loan expressed as a percentage of the purchase price or valuation whichever is the lower.
- These mortgages are not portable and you will not be able to transfer these product terms.
- For loans above £500,000, please contact us to discuss.
- Holiday Letting Agent letter to be provided detailing the level of income that can be generated by the property.
- Mortgage interest is calculated on a daily basis.
- Our Mortgage Services Tariff gives details of the charges payable in connection with mortgage applications and additional administration following completion of your loan.
- Loans are available to persons aged 18 or over and are subject to status and valuation of a suitable property, over which security will be required. All lending will be subject to the financial standing of the applicant(s).
- The property must have a minimum EPC rating of E, i.e. must be rated A-E.
- Limited Company Holiday Let mortgages available max LTV 70%.
- Mixed commercial considered.

Property is unacceptable if it is:

- A shared ownership property.

Meet the Mortgage Managers

Cowbridge Branch



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