

Mortgage product guide

With effect from 5 August 2020

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Get in touch



Online
Visit us at newbury.co.uk/intermediaries



By phone
Call us on 01635 918000

Follow us



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PLEASE NOTE: We are currently only accepting new mortgage applications up to **75% LTV**. Existing borrowers looking to transfer their existing mortgage can do so at a higher LTV, subject to product terms and conditions. Maximum loan to share for Shared Ownership mortgages remains at 95%. We are not accepting new Self Build, Bridging or Holiday Let applications. For latest updates please visit our website www.newbury.co.uk/intermediaries/

Latest updates

With effect from 5 August 2020

- Maximum LTV increased to 75%

Important information

All products are charged on a DAILY INTEREST basis.

Newbury Building Society's Standard Variable Rate (SVR) is currently 3.95%.

Free legal title insurance is offered on some products, there is qualifying criteria which means it may not always be available. The main exclusions are: Unregistered Title, change of ownership, non UK National(s) resident in the UK, Self builds, Expats, Holiday Lets, lending to Limited Companies, Retirement Interest Only (RIO) and Shared Ownership remortgages. Other exclusions may apply, please contact our helpdesk to check availability. If legal work is required in these areas, a solicitor will need to act and the cost incurred will be payable by the client.

On selected products, we will pay the first £700 of the standard mortgage valuation, (this will cover properties valued up to £1,000,000). If the valuation fee is more than £700 (i.e. the property value is more than £1,000,000), the borrower is responsible for paying the difference. On selected products we will carry out a standard valuation at our cost, providing the mortgage completes. If the mortgage does not complete and the valuation has been carried out, the borrower is responsible for paying the difference.

There is a 0.35% procurement fee payable for new business to a maximum of £3,500. For product transfers we pay a 0.2% procurement fee to a maximum of £2,000.

WE HAVE NO CURRENT PLANS TO WITHDRAW THESE PRODUCTS BUT THEY MAY BE WITHDRAWN WITHOUT NOTICE

THE ACTUAL RATE AVAILABLE WILL DEPEND ON YOUR CLIENT'S CIRCUMSTANCES PLEASE READ IN CONJUNCTION WITH FULL PRODUCT LEAFLETS

Head Office, 17 Bartholomew Street, Newbury, Berkshire RG14 5LY
Email: brokerenquiries@newbury.co.uk



For customers looking to purchase or remortgage on a standard residential basis.

3 & 5 Year Discount

Purchase, remortgage and product transfer - **Standard residential**

	Product code	Max LTV	Initial rate	APRC	Until/ Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge		Overpayments
											Period	Charge	
Discount	3409	75%	1.59% (SVR -2.36%)	3.5%	3 years	3.95% (SVR)	£0	Purchase - £600 Remortgage - £850 Product transfer - £0	We will pay the first £700 of the standard mortgage valuation	£50k - £1m	3 years	3% of the original loan amount in year 1. 2% in year 2 and 1% in year 3	During the ERC period overpayments are permitted up to 20% of the original loan amount per year
	3413	75%	1.59% (SVR -2.36%)	2.9%	5 years						3 years		

Standard residential:

- The property must be located in England or Wales. Please note, properties in the following London postcodes are restricted to 60% loan to value: WC, EC, E, SE, N, NW, W and SW
- Capital and Interest repayment only above 70% LTV
- For properties valued at over £1 million, please contact us to generate the ESIS

3 & 5 Year Fixed

Purchase, remortgage and product transfer - **Standard residential**

	Product code	Max LTV	Initial rate	APRC	Until/ Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge		Overpayments
											Period	Charge	
Fixed	3432	75%	2.19%	3.6%	29/8/23	3.95% (SVR)	£300	Purchase - £300 Remortgage - £550 Product transfer - £0	We will pay the first £700 of the standard mortgage valuation	£50k - £1m	until 29/8/23	% of the original loan amount if loan paid in full: To 29/8/22 - 3% To 29/8/23 - 2%	During the ERC period overpayments are permitted up to 10% of the original loan amount per year
	3442	75%	2.39%	3.4%	29/8/25						until 29/8/25		

Standard residential

- The property must be in England or Wales. Please note, properties in the following London postcodes are restricted to 60% loan to value: WC, EC, E, SE, N, NW, W and SW
- Capital and Interest repayment only above 70% LTV

For customers purchasing using the Help to buy - equity loan scheme.

Purchase, remortgage and product transfer - **Help to buy**

5 Year Fixed & Discount

	Product code	Max LTV	Min deposit required	Initial rate	APRC	Until/Term	Max property value for purchases	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge (ERC)		Overpayments
													Period	Charge	
Fixed	3444	75%	5% (of the value of the property)	2.39%	3.4%	29/8/25	£600,000	3.95% (SVR)	£300	Purchase - £300 Remortgage - £550 Product transfer - £0	Free standard valuation	£50k - £450,000	until 29/8/25	% of the original loan amount if loan paid in full: To 29/8/21- 5% To 29/8/22 - 4% To 29/8/23 - 3% To 29/8/24 - 3% To 29/8/25 - 2%	During the ERC period overpayments are permitted up to 10% of the original loan amount per year
Discount	3415	75%	5% (of the value of the property)	1.59% (SVR -2.36%)	2.9%	5 years	£600,000	3.95% (SVR)	£0	Purchase - £600 Remortgage - £850 Product transfer - £0	Free standard valuation	£50k - £450k	3 years	3% of the original loan amount if mortgage paid in full in year 1. 2% in year two and 1% in year 3	During the ERC period overpayments are permitted up to 20% of the original loan amount per year

Help to Buy - equity loan:

- The property must be located in England and Wales
- Capital and Interest repayment only
- 'Free legals' not available for remortgages

3 Year Fixed & Discount

	Product code	Max LTV	Min deposit required	Initial rate	APRC	Until/Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge (ERC)		Overpayments
												Period	Charge	
Fixed	3434	75%	5% (of the value of the property)	2.19%	3.6%	29/8/23	3.95% (SVR)	£300	Purchase-£300 Remortgage - £550 Product transfer - £0	Free standard valuation	£50k - £450k	until 29/8/23	% of the original loan amount if loan paid in full: To 29/8/22 - 3% To 29/8/23 - 2%	During the ERC period overpayments are permitted up to 10% of the original loan amount per year
Discount	3411	75%	5% (of the value of the property)	1.59% (SVR -2.36%)	3.5%	3 years	3.95% (SVR)	£0	Purchase - £600 Remortgage - £850 Product transfer - £0	Free standard valuation	£50k - £450k	3 years	3% of the original loan amount if mortgage paid in full in year 1. 2% in year two and 1% in year 3	During the ERC period overpayments are permitted up to 20% of the original loan amount per year

Help to Buy - equity loan:

- The property must be located in England and Wales
- Capital and Interest repayment only
- 'Free legals' not available for remortgages

Purchase, Remortgage and product transfer - **Help to buy**

3 Year Discount

Purchase, Remortgage and Product transfer - **Shared ownership**

	Product code	Max LTV (of share)	Initial rate	APRC	Until/Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge (ERC)		Overpayments
											Period	Charge	
Discount	3456	95%	2.99% (SVR - 0.96%)	3.8%	3 years	3.95% (SVR)	£0	£0	Free standard valuation	Purchase - Up to 85% share to value = £400k Up to 90% share to value = £350k Up to 95% share to value = £300k Remortgage - Up to 80% share to value = £400k Up to 95% share to value = £300k	3 Years	3% of the original loan amount if mortgage paid in full in year 1, 2% in year two and 1% in year 3	During the ERC period overpayments are permitted up to 20% of the original loan amount per year

Shared Ownership:

- The property must be located in England or Wales
- Capital and Interest repayment only
- 'Free legals' not available for remortgages
- Minimum loan size is £40,000

Where a customer is not eligible for our usual product range, we are able to build a product with you. The rate shown is an example of the typical pricing, the actual rate will be determined in discussion with you.

Typical example of pricing:

3 Year Discount

Purchase, remortgage and product transfer - **Made to measure**

	Product code	Max LTV	Initial rate	APRC	Until/Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge (ERC)		Overpayments
											Period	Charge	
Discount	3386	75%	1.85% (SVR -2.10%)	3.5%	3 Years	3.95% (SVR)	£0	Purchase - £600 Remortgage - £850 Product transfer - £0	We will pay the first £700 of the standard mortgage valuation	£50k - £1m	3 years	3% of the original loan amount if mortgage paid in full in year 1. 2% in year two and 1% in year 3	During the ERC period overpayments are permitted up to 20% of the original loan amount per year

Made to measure:

- The property must be located in England and Wales. Please note, properties in the the following London postcodes but they are restricted to 60% loan to value: WC, EC, E, SE, N, NW, W and SW
- Capital and Interest repayment only above 70% LTV
- For properties valued at over £1m, please contact us to generate the ESIS

Examples of where we may be able to help

- Self employed customers with less than two years accounts
- Customers where the term of the mortgage takes them into retirement
- Customers with second incomes
- Main earners who work abroad while their family remains domiciled in the UK
- Outside our standard lending criteria

5 Year Discount

Purchase, remortgage and product transfer - **Retirement Interest Only (RIO)**

	Product code	Max LTV	Initial Rate	APRC	Until/Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge (ERC)		Overpayments
											Period	Charge	
Discount	3127	50%	2.95% (SVR - 1.00%)	3.7%	5 years	3.95% (SVR)	£0	Purchase - £600 Remortgage - £850 Product transfer - £0	We will pay the first £700 of the standard mortgage valuation	Purchase and Remortgage - £50,000 - £500,00 Product transfer - £40,000 - £500,000	3 years	3% of the original loan amount if mortgage paid in full in year 1, 2% in year 2 and 1% in year 3.	During the ERC period overpayments are permitted up to 20% of the original loan amount per year

Retirement Interest Only:

- The property must be located in England and Wales
- Minimum age is 60 years
- Retirement Interest Only (RIO) mortgages are termless interest only mortgages
- Mortgage is repayable on death or a permanent move into residential care
- 'Free legals' not available for remortgages

For landlords looking to purchase or remortgage a property to let

3 & 5 Year Discount

Purchase, remortgage and product transfer - **Buy to let**

	Product code	Max LTV	Initial rate	APRC	Until/Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge (ERC)		Overpayments
											Period	Charge	
Discount	9236	75%	2.25% (SVR -1.7%)	3.7%	3 years	3.95% (SVR)	£0	Purchase - £950 Remortgage - £950 Product transfer - £0	Standard fee applies	£50k - £500k	3 years	2% of the original loan amount if mortgage paid in full. 2% of overpayment exceeding 10% of original loan amount.	During the ERC period overpayments are permitted up to 10% of the original loan amount per year
	9234			3.5%	5 years						5 years		

Buy to let:

- The property must be located within the following postcode areas: AL, BA, BH, BN, BS, DT, EX, GL, GU, HA, HP, HR, KT, LU, MK, NN, OX, PO, RG, RH, SG, SL, SM, SN, SP, SO, TA, TW, UB, WD, WR
- In addition, we can consider properties in the the following London postcodes but they are restricted to 60% loan to value: WC, EC, E, SE, N, NW, W and SW
- Rental cover 135% calculated on our stressed rate, currently 5.5% (125% for basic rate tax payers)
- Customers must be homeowners. Also available to borrowers in tied accomodation
- Property must be let on an Assured Shorthold Tenancy (AST) of up to 3 years
- Maximum number of properties in portfolio with NBS or other lenders is ten
- No HMOs (Houses in Multiple Occupation)
- Subject to passing our affordability assessment

For Limited companies to purchase or remortgage a residential property to let

3 Year Discount

Purchase, remortgage and product transfer - **Ltd Company Buy to let**

	Product code	Max LTV	Initial rate	APRC	Until/Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge (ERC)		Overpayments
											Period	Charge	
Variable	9262	75%	2.25% (SVR - 1.70%)	3.7%	3 Years	3.95% (SVR)	£0	£950	Standard fee applies	£50k - £500k	3 years	2% of the original loan amount if mortgage paid in full. 2% of overpayment exceeding 10% of original loan amount.	During the ERC period overpayments are permitted up to 10% of the original loan amount per year

Ltd Company Buy to let:

- The property must be located within the following postcode areas: AL, BA, BH, BN, BS, DT, EX, GL, GU, HA, HP, HR, KT, LU, MK, NN, OX, PO, RG, RH, SG, SL, SM, SN, SP, SO, TA, TW, UB, WD, WR
- In addition, we can consider properties in the the following London postcodes but they are restricted to 60% loan to value: WC, EC, E, SE, N, NW, W and SW
- We require the personal guarantees of the company directors
- Rental cover 135% calculated on our stressed rate, currently 5.5%
- Customers must be homeowners. Also available to borrowers in tied accomodation
- Property must be let on an Assured Shorthold Tenancy (AST) of up to 3 years
- Maximum number of properties in portfolio with NBS or other lenders is ten
- No HMOs (Houses in Multiple Occupation)
- Subject to passing our affordability assessment
- 'Free legals' not available for remortgages
- Solicitor dual representation required

For British nationals living and working abroad who wish to purchase or remortgage a property to let in the UK.

3 Year Discount

Purchase, remortgage and product transfer - **Expat Buy to let**










	Product code	Max LTV	Initial rate	APRC	Until/Term	Reverts to	Booking fee	Application fee	Valuation fee	Loan size	Early Repayment Charge (ERC)		Overpayments
											Period	Charge	
Variable	9264	75%	2.75% (SVR - 1.20%)	3.8%	3 Years	3.95% (SVR)	£0	Purchase - £1500 Remortgage - £1500 Product transfer - £0	Standard fee applies	£50k - £1m	3 years	2% of the original loan amount if mortgage paid in full. 2% of overpayment exceeding 10% of original loan amount.	During the ERC period overpayments are permitted up to 10% of the original loan amount per year

Expat Buy to let:

- The property must be located within the following postcode areas: AL, BA, BH, BN, BS, DT, EX, GL, GU, HA, HP, HR, KT, LU, MK, NN, OX, PO, RG, RH, SG, SL, SM, SN, SP, SO, TA, TW, UB, WD, WR
- In addition, we can consider properties in the the following London postcodes but they are restricted to 60% loan to value: WC, EC, E, SE, N, NW, W and SW
- Rental cover 135% calculated on our stressed rate, currently 5.5%
- Customers must be homeowners. Also available to borrowers in tied accomodation
- Property must be let on an Assured Shorthold Tenancy (AST) of up to 3 years
- Maximum number of properties in portfolio with NBS or other lenders is ten
- 'Free legals' not available for remortgages
- No HMOs (Houses in Multiple Occupation)
- Subject to passing our affordability assessment

Contact us

If you have a case that you would like to talk to us about, please use the contact details below to speak to one of our experienced staff.

SALES TEAM		
Alice Pocock Business Development Manager	Tel: 07900 058587 Email: alice.pocock@newbury.co.uk Postcodes: BH, BN, BR, CR, DT, KT, PO, RH, SM, UB	
Jack Whiting Intermediary Sales Adviser	Tel: 01635 918000 Email: brokierenquiries@newbury.co.uk	
Jordan Sharpe Business Development Manager	Tel: 07384 460355 Email: jordan.sharpe@newbury.co.uk Postcodes: CB, EN, GL, HP, IG, IP, HR, LU, MK, NN, SG, SN, WR	
Kerri Dobie Intermediary Sales Adviser	Tel: 01635 918000 Email: brokierenquiries@newbury.co.uk	
Lauren Dearlove Intermediary Sales Adviser	Tel: 01635 918000 Email: brokierenquiries@newbury.co.uk	
Matthew Long Senior Business Development Manager	Tel: 07468 695074 Email: Matthew.Long@newbury.co.uk Postcodes: AL, DA, E, EC, GU, HA, N, NW, RM, SE, SL, SW, TW, W, WC, WD	
Emma Evans Intermediary Sales Manager	Tel: 07468 695075 Email: Emma.Evans@newbury.co.uk Postcodes: OX, RG	
Martin Yates Senior Business Development Manager	Tel: 07900 058594 Email: Martin.Yates@newbury.co.uk Postcodes: BA, BS, EX, SO, SP, TA,	
Karen Smith Sales Manager	Tel: 07900 058582 Email: Karen.Smith@newbury.co.uk	

Submitting an application

We will need from you:

- Fully completed and signed mortgage application form.
- Identification for all customers.
- Payment for application, booking or Valuation fees can be made by debit card or a cheque made payable to Newbury Building Society. Please add the client's name to payee line, for security purposes.
- Last P60 and 3 months' payslips for all employed customers.
- Last 3 years' accounts for all self-employed customers and for salaried Directors with a shareholding of 25% or more. For commercial propositions we will also need a business plan incorporating cash flow projections for the next 12 months and a CV for the customers to ascertain personal history.
- For contractors, details of all contracts over the last 12 months including current contract, 6 months business and personal bank statements and a CV for the customer to ascertain personal history.
- Last 2 years' mortgage statements (if applicable).
- Evidence of deposit for purchases (unless from the sale of existing home).

Portfolio Landlords

- A fully completed and signed Assets and Liabilities form is required
- 3 months' bank statements for all accounts held
- Tax assessment

We will acknowledge receipt of your mortgage application and may ask for additional information from you or your client, if we need it to underwrite the case. We aim to send a formal mortgage offer to your client within 10 working days of receiving the application (this may be longer for some propositions depending on the complexity).

For all other areas, please call: **01635 918000**

Lending criteria for brokers

This factsheet is designed to give general guidance to mortgage brokers on the Society's lending criteria. We offer flexibility on income where we can see affordability. Please ask your local contact if you have a slightly unusual case which does not fit the criteria given. We are always willing to look at a case and being a smaller building society, can obtain a quick decision for you.

The customers

- Minimum customer age = 21 years
- All customers must have permanent rights to residency and employment in the UK.
- Must be aged 70 or less at the end of the mortgage term, or aged 90 if we are using pension income.
- Employed and self-employed customers are acceptable, subject to income criteria as set out below
- Customers with no income from employment will not normally be considered.
- There is no qualifying period of employment, however a 3 year history of employment must be obtained.

Mortgage term and repayment

- Minimum mortgage term = 5 years
- Maximum mortgage term = 35 years
- Mortgages can be repaid as capital and interest or interest-only. We do not generally assign investment policies (decided on a case by case basis) but we need to know how the customer plans to repay their mortgage at the end of the term if they opt for an interest-only mortgage.
- Owner occupied loans over 70% LTV must be on a capital and interest repayment basis.

Affordability and Income Multiples

The maximum loan is calculated by using the income multiples below, but in some cases the maximum loan may be reduced by the Society's affordability assessment.

Household income	Single income:	Joint income:
More than £25,000	4.5 x	4.5 x
Up to £25,000	4 x	4 x

All applicants (and guarantors) must pass the Society's affordability assessment for the loan amount requested. The Society uses a combination of modelled data appropriate to the customer's household and the customer's known commitments to assess whether the mortgage is affordable.

For your convenience we have provided a calculator to give you an indication of the maximum loan available, it can be found at brokers.newbury.co.uk/mortgage-calculator

Product transfers

Where the product is available for existing borrowers to transfer onto, the minimum loan amount to qualify is usually £40,000.

Assessable income

For PAYE customers:

Basic gross salary. In addition we can use:

- 100% of car allowance.
- 50% of regular/permanent bonuses and overtime (to be confirmed by employer/P60s).
- Mortgage subsidies/housing allowances or large town allowances (if permanent part of income).

For self-employed customers:

- For sole traders we will take an average of the last two years' net profit.
- For limited company directors we will take an average of the last two years' dividends and salary.
- Three years' accounts to assess the health of the business.
- For commercial propositions, available income cover based on the average of the retained net profits must be sufficient to cover interest charges twice over. Suitable adjustments will be made in the calculations for items such as depreciation, non-recurring items and existing interest charges.

Credit commitments:

- All credit commitments will be deducted from income prior to applying income multiples.
- No mortgage application will be accepted where there are previous credit problems.
- Customers must have a clear credit history.

Valuation fees

(For purchase/remortgage of main residence and buy to let)

A valuation of the property is required in all cases. We offer the choice of a basic mortgage valuation or a homebuyer's report. We can give the customers the names of suitable surveyors if they would like to arrange a full building survey. Commercial survey fees are negotiated, please ask us for details.

£ Market Value	£ Basic Valuation fee	£ Home Buyers Report (Including the Basic Valuation fee)
£100,001 to £150,000	200	450
£150,001 to £200,000	225	500
£200,001 to £300,000	275	600
£300,001 to £400,000	350	700
£400,001 to £500,000	400	800
£500,001 to £750,000	600	1,100
£750,001 to £1,000,000	700	1,500
£1,000,001 to £1,500,000	1,000	1,750
£1,500,001 to £2,000,000	1,200	2,250
£2,000,001 to £2,500,000	1,500	2,500
£2,500,001 to £3,000,000	1,750	3,000

Lending criteria for brokers

The property:

Minimum property value of £125,000.

Age:

- Properties of any age are acceptable (subject to valuation).
- NHBC Certificate, Zurich Municipal, Premier Guarantee, Build Life Plans, LABC New Home, Build Zone Policy, HAPN, Castle 10 or Architect supervision required for properties aged under 10 years.

Construction:

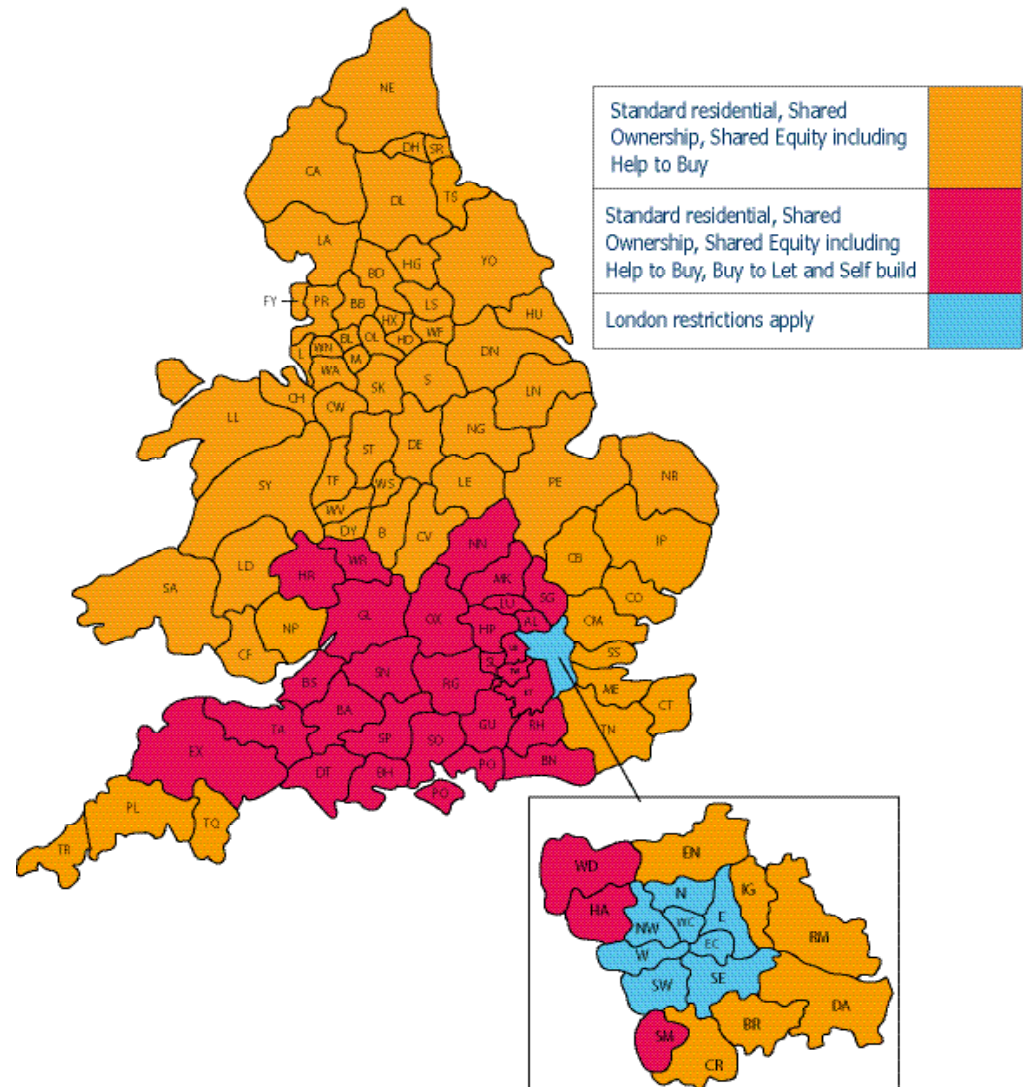
- All properties of conventional construction (i.e. brick and tile) are generally acceptable.
- Timber and concrete properties are not accepted.
- Self-build proposals will be accepted from customers who have the appropriate skills and assistance from qualified tradesmen.

Tenure:

- Freehold houses (including those under the Right to Buy scheme) are acceptable.
- Leasehold houses are acceptable with an unexpired lease of 55 years more than the mortgage term. The overall minimum term must be 85 years.
- Freehold flats, studio flats and maisonettes are not acceptable.
- Leasehold flats in blocks of more than 6 storeys are not acceptable.
- Leasehold flats above commercial premises must be referred to Newbury Building Society for initial approval.

Locality:

- We consider Owner Occupied applications in England and Wales.
- Lending in London and surrounding areas is restricted to 60% LTV in the following postcode areas: WC, EC, E, SE, N, NW, W and SW.
- For Buy-to-let we consider properties in the following areas: AL, BA, BH, BN, BS, DT, EX, GL, GU, HA, HP, HR, KT, LU, MK, NN, OX, PO, RG, RH, SG, SL, SM, SN, SP, SO, TA, TW, UB, WD, WR. We would also consider properties in London and the surrounding areas in the following postcode areas: WC, EC, E, SE, N, NW, W and SW. However, these postcodes are restricted to 60% LTV.



Newbury Building Society is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority (Financial Services Register number 206077). English Law applies and we will communicate with you in English. We are participants of the Financial Ombudsman Service. We have a complaints procedure which we will provide on request. Most complaints that we cannot resolve can be referred to the Financial Ombudsman Service.