

PRODUCT GUIDE

RESIDENTIAL

Latest updates

- Initial rates from **3.27%**
- Purchase and remortgage up to **85% LTV** available
- **NEW** - Help to Buy for **England** and **Wales**
- Loans available up to **£1 million**

Key Criteria

- For customers with **less than perfect credit**
- For customers with **complex income types**
- For customers who are **self-employed**



@TMLmortgage



The Mortgage Lender



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Criteria	Real Life 1	Real Life 2	Real Life 3	Real Life 4	Real Life 5	Real Life 6	Real Life 7	Real Life 8
Unsecured Arrears (assessed on worst case status)	1 in 24 months	2 in 24 months	2 in 24 months	2 in 24 months	3 in 24 months	4 in 24 months	6 in 24 months	6 in 24 months
Secured Arrears (assessed on missed payments)	0 in 48 months, 0 missed in last 12 months	0 in 36 months, 0 missed in last 12 months	0 in 24 months, 0 missed in last 12 months	0 in 24 months, 0 missed in last 12 months	1 in 24 months, 0 missed in last 12 months	2 in 24 months, 0 missed in last 12 months	3 in 24 months, 0 missed in last 12 months	4 in 24 months, 0 missed in last 12 months
CCJ	0 in 48 months	0 in 36 months	1 in 36 months, 0 in 24 months	2 in 36 months, 0 in 24 months	3 in 36 months, 1 in 24 months	3 in 36 months, 2 in 24 months	3 in 36 months	3 in 36 months
Defaults	0 in 48 months	0 in 36 months	1 in 36 months, 0 in 24 months	2 in 36 months, 0 in 24 months	4 in 36 months, 1 in 24 months	4 in 36 months, 2 in 24 months	4 in 36 months, 3 in 24 months	4 in 36 months
Bankruptcy / IVA	None	None	None	None	72 months	72 months	36 months	36 months
Repossession	None	None	None	None	6 years	6 years	6 years	6 years
Debt Management Plan	None	None	None	Acceptable (negotiated payment)	Acceptable (negotiated payment)	Acceptable (negotiated payment)	Acceptable (negotiated payment)	Acceptable (negotiated payment)
Maximum LTV	85%	85%	85%	80%	80%	75%	70%	70%

Notes

- Credit score will not be used to determine product rate.
- Utility and Communications defaults are not considered adverse credit.
- No more than 2 missed payments in last 6 months and most recent paid on all unsecured credit
- No missed payments in last 12 months on secured loans
- No CCJ's or defaults in last 6 months
- Bankruptcy and IVA - Maximum LTV 75%. Applicant must have maintained a clean profile in the last 36 months.
- Payday loans must be satisfied 12 months prior to application including no defaulted payday loans in last 12 months.

Real Life 1	LTV	Initial Rate	Completion Fee	Revert Rate	Product Version	Fees
2 Year Fixed	70%	3.27%	£995	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	3.31%	£995	4.56%	v1.21.1	
	80%	3.80%	£995	4.56%	v1.21.1	
	85%	4.45%	£995	4.56%	v1.21.1	
5 Year Fixed	70%	3.99%	£995	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	4.03%	£995	4.56%	v1.21.1	
	80%	4.30%	£995	4.56%	v1.21.1	
	85%	4.80%	£995	4.56%	v1.21.1	
Real Life 2	LTV	Initial Rate	Completion Fee	Revert Rate	Product Version	Fees
2 Year Fixed	70%	3.37%	£995	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	3.40%	£995	4.56%	v1.21.1	
	80%	3.81%	£995	4.56%	v1.21.1	
	85%	4.70%	£995	4.56%	v1.21.1	
5 Year Fixed	70%	4.02%	£995	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	4.23%	£995	4.56%	v1.21.1	
	80%	4.39%	£995	4.56%	v1.21.1	
	85%	5.17%	£995	4.56%	v1.21.1	

Real Life 3	LTV	Initial Rate	Completion Fee	Revert Rate	Product Version	Fees
2 Year Fixed	70%	3.59%	£995	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	3.65%	£995	4.56%	v1.21.1	
	80%	4.45%	£995	4.56%	v1.21.1	
	85%	4.80%	£995	4.56%	v1.21.1	
5 Year Fixed	70%	4.12%	£995	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	4.33%	£995	4.56%	v1.21.1	
	80%	4.90%	£995	4.56%	v1.21.1	
	85%	5.19%	£995	4.56%	v1.21.1	
Real Life 4	LTV	Initial Rate	Completion Fee	Revert Rate	Product Version	Fees
2 Year Fixed	70%	3.62%	£995	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	3.99%	£995	4.56%	v1.21.1	
	80%	4.59%	£995	4.56%	v1.21.1	
5 Year Fixed	70%	4.37%	£995	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	4.43%	£995	4.56%	v1.21.1	
	80%	5.05%	£995	4.56%	v1.21.1	

Real Life 5	LTV	Initial Rate	Completion Fee	Revert Rate	Product Version	Fees
2 Year Fixed	70%	4.11%	£1,195	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	4.25%	£1,195	4.56%	v1.21.1	
	80%	4.85%	£1,195	4.56%	v1.21.1	
5 Year Fixed	70%	4.65%	£1,195	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	4.73%	£1,195	4.56%	v1.21.1	
	80%	5.30%	£1,195	4.56%	v1.21.1	
Real Life 6	LTV	Initial Rate	Completion Fee	Revert Rate	Product Version	Fees
2 Year Fixed	70%	5.29%	£1,195	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	5.50%	£1,195	4.56%	v1.21.1	
5 Year Fixed	70%	5.61%	£1,195	4.56%	v1.21.1	Application fee £150 Telegraphic Transfer fee £30 Valuation fee - variable
	75%	6.19%	£1,195	4.56%	v1.21.1	
Real Life 7	LTV	Initial Rate	Completion Fee	Revert Rate	Product Version	Fees
2 Year Fixed	70%	5.35%	£1,495	5.06%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - variable
5 Year Fixed	70%	6.05%	£1,495	5.06%	v1.21.1	Application fee £150 / TT fee £30 / Valuation fee - variable
Real Life 8	LTV	Initial Rate	Completion Fee	Revert Rate	Product Version	Fees
2 Year Fixed	70%	6.55%	£1,495	5.06%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - variable
5 Year Fixed	70%	6.60%	£1,495	5.06%	v1.21.1	Application fee £150 / TT fee £30 / Valuation fee - variable

Real Life 1	LTV	Initial Rate	Completion Fee	Product Features	Revert Rate	Product Version	Fees
2 Year Fixed	75%	3.77%	£995	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
5 Year Fixed	75%	4.20%	£995	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
Real Life 2	LTV	Initial Rate	Completion Fee	Product Features	Revert Rate	Product Version	Fees
2 Year Fixed	75%	3.87%	£995	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
5 Year Fixed	75%	4.24%	£995	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
Real Life 3	LTV	Initial Rate	Completion Fee	Product Features	Revert Rate	Product Version	Fees
2 Year Fixed	75%	4.07%	£995	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
5 Year Fixed	75%	4.44%	£995	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
Real Life 4	LTV	Initial Rate	Completion Fee	Product Features	Revert Rate	Product Version	Fees
2 Year Fixed	75%	4.40%	£995	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
5 Year Fixed	75%	4.70%	£995	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0



Real Life 5	LTV	Initial Rate	Completion Fee	Product Features	Revert Rate	Product Version	Fees
2 Year Fixed	75%	4.74%	£1,495	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
5 Year Fixed	75%	5.21%	£1,495	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0

Real Life 6	LTV	Initial Rate	Completion Fee	Product Features	Revert Rate	Product Version	Fees
2 Year Fixed	75%	5.06%	£1,495	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0
5 Year Fixed	75%	5.25%	£1,495	Free valuation.	4.56%	v1.21.1	Application fee £150 / Telegraphic Transfer fee £30 / Valuation fee - £0

Products are available for new build purchases only via the Government backed **Help to Buy schemes** in England including Help to Buy London and Wales. All mortgages are on a capital and interest basis.

Notes

- Applicant(s) must fund a **minimum deposit of 5%**.
- Products available to **First Time Buyers** only.
- Before submitting an application **you should ensure your customer is aware of the implications of taking a shared equity loan** as part of the financing of the purchase of their home.
- Further information can be found on the **Help to Buy Scheme** websites:
<https://www.gov.uk/affordable-home-ownership-schemes/help-to-buy-equity-loan>
<https://www.help2buyLondon.co.uk/>
<https://gov.wales/help-buy-wales>

KEY CRITERIA

Fees

Fees	Purchase & Remortgage
Completion Fee	£995-£1,495
Application Fee	£150
Standard Legal Fees	Variable
Telegraphic Transfer Fee	£30
Valuation Fee	Variable

Please refer to the Residential Fees and Tariff of Charges for valuation fee scale information and for other fees and charges that may apply.

ERCs

ERCs	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Products	3%	2%	-	-	-
5 Year Products	5%	4%	3%	2%	1%

Maximum Loan and LTV Limits

Maximum loan & LTV limits	Real Life 1	Real Life 2	Real Life 3	Real Life 4	Real Life 5	Real Life 6	Real Life 7	Real Life 8
Maximum Loan Size	Maximum LTV							
£600,000	85%	85%	85%	80%	80%	75%	70%	70%
£750,000	80%	80%	80%	80%	80%	75%	70%	70%
£1,000,000	75%	75%	75%	75%	75%	75%	70%	70%

Property

- Minimum valuation £70k (£150k in London and South East).
- For unacceptable property types please see our Property Criteria Guide or contact your local BDM or our Business Development Hub.

Loan

- Minimum loan £25,001.
- Maximum loan £1m (above on referral basis).
- Gifted equity considered.

Income

- Overtime / Bonus (including Annual) / Commission / Shift Allowances / Unsociable Hours accepted at 50% if evidenced and paid weekly, monthly or quarterly. Annual bonus must be paid during or after 2021 and evidenced by a payslip, or equivalent.
- Car Allowance / Regional allowance accepted at 100% if evidenced and paid weekly, monthly or quarterly.
- For self-employed applicants we accept profit before tax plus salary as income.

Debt Consolidation

- Where the applicant is using remortgage funds to consolidate unsecured debt, we will add a condition to the offer which requires the nominated solicitor/conveyancer to repay the debts directly. The nominated solicitor/conveyancer may charge the applicant for fulfilling this condition.

Expiry Timescales

- DIP - 30 days
- Credit Search - 90 days
- Application - 180 days
- Valuation - 180 days
- Mortgage Offer - 90 days (extended to 184 days on new build properties, subject to the valuation remaining within its validity period and if not, a fresh valuation being carried out).

KEY DOCUMENTS

Supporting Information

To allow us to assess your case promptly and efficiently, please upload all relevant supporting documentation via the broker portal. If we do not receive them, this could cause delays.

Mandatory

- Signed Declaration.
 - Signed Direct Debit Mandate.
 - Evidence of deposit will be required. Please refer to our criteria guide.
-

Employed

- Last 3 months payslips.
 - Last 3 months personal bank statements.
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Self Employed

- Last 2 years accounts OR Tax Calculations (SA302) with the corresponding tax year overviews (if trading 2 years or more).
 - Last 3 months business bank statements.
 - Latest months personal bank statement.
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Contractors

- Copy of current contract.
- 3 months bank statements showing evidence of contractor income.

