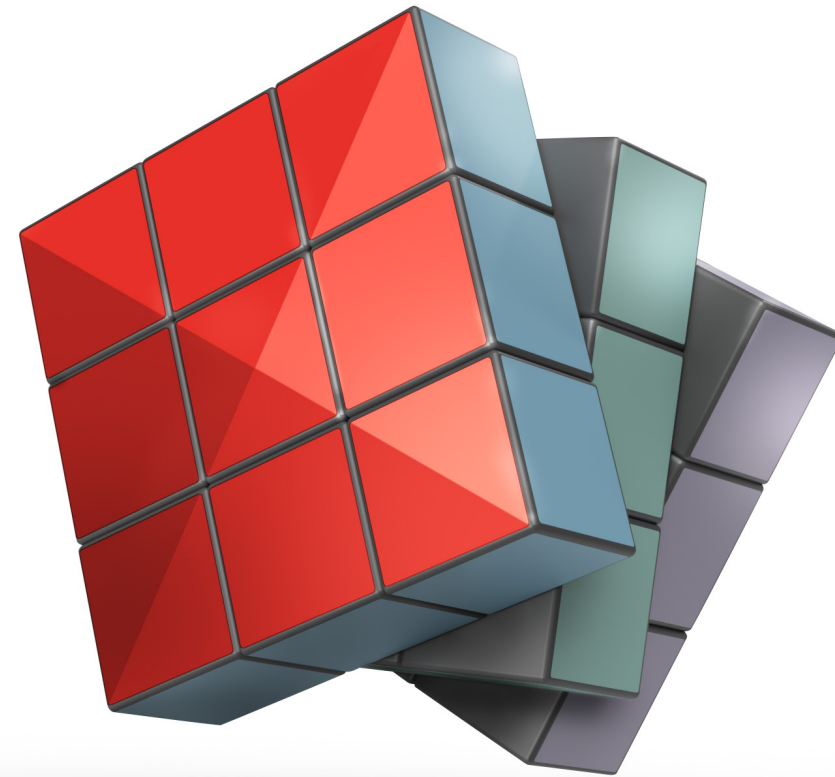




For intermediary use only



# Buy-to-Let Product Guide

11th April 2022

[chlmortgages.co.uk/intermediaries](https://chlmortgages.co.uk/intermediaries)

- ✓ Individuals
- ✓ HMO/MUFB
- ✓ Ltd Companies / LLPs
- ✓ Short Term Lets

## Buy-to-Let Mortgages for Individuals

Fixed Term	LTV	Rate	Product Fee	ICR	ERC %	Product Code
<b>5</b> years	65%	3.30%	1%	Pay rate	5/4/3/2/1	IND5YRLTV65a.010
		3.00%	2.5%			IND5YRLTV65f.010
	75%	3.55%	1%			IND5YRLTV75a.010
		3.35%	2%			IND5YRLTV75c.010
	80%	4.35%	1%			IND5YRLTV80a.010
		4.15%	2%			IND5YRLTV80c.010
<b>7</b> years	65%	3.55%	1%	Pay rate	5/5/5/4/3/2/1	IND7YRLTV65a.010
	75%	3.64%				IND7YRLTV75a.010

### Revert Rate:

BBR + 4.50%

BBR = Bank of England

Base Rate / Bank Rate

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

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## Buy-to-Let Mortgages for Limited Companies / LLPs

Fixed Term	LTV	Rate	Product Fee	ICR	ERC %	Product Code
<b>5</b> years	65%	3.30%	1%	Pay rate	5/4/3/2/1	LTD5YRLTV65a.010
		3.00%	2.5%			LTD5YRLTV65f.010
	75%	3.55%	1%			LTD5YRLTV75a.010
		3.35%	2%			LTD5YRLTV75c.010
	80%	4.35%	1%			LTD5YRLTV80a.010
		4.15%	2%			LTD5YRLTV80c.010
<b>7</b> years	65%	3.55%	1%	Pay rate	5/5/5/4/3/2/1	LTD7YRLTV65a.010
	75%	3.64%				LTD7YRLTV75a.010

### Revert Rate:

BBR + 4.50%

BBR = Bank of England

Base Rate / Bank Rate

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## Buy-to-Let Mortgages for HMO / MUFB

Size	Fixed Term	LTV	Rate	Product Fee	ICR	ERC %	Product Code
<b>Small</b> Up to 6 HMO Bedrooms or MUFB Units	<b>5</b> years	65%	3.45%	1%	Pay rate	5/4/3/2/1	SHMO5YRLTV65a.010
			3.15%	2.5%			SHMO5YRLTV65f.010
		75%	3.55%	1%			SHMO5YRLTV75a.010
			3.35%	2%			SHMO5YRLTV75c.010
	<b>7</b> years	65%	3.83%	1%	Pay rate	5/5/5/4/3/2/1	SHMO7YRLTV65a.010
		75%	3.93%				SHMO7YRLTV75a.010
<b>Large</b> Up to 10 HMO Bedrooms or MUFB Units	<b>5</b> years	75%	3.60%	1.25%	Pay rate	5/4/3/2/1	LHMO5YRLTV75d.010
			3.35%	2.5%			LHMO5YRLTV75f.010

**Revert Rate:**  
 BBR + 4.50%  
 BBR = Bank of England  
 Base Rate / Bank Rate  
 (www.bankofengland.co.uk)



These products are available to both Individual & Limited Company / LLP borrowers

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T: 01252 365 888

E: [sales@chlmortgages.co.uk](mailto:sales@chlmortgages.co.uk)



## Buy-to-Let Mortgages for Short Term Lets

Fixed Term	LTV	Rate	Product Fee	ICR	ERC %	Product Code
5 years	65%	3.80%	1%	Pay rate	5/4/3/2/1	SLET5YRLTV65a.010
		3.50%	2.5%			SLET5YRLTV65f.010
	75%	3.95%	1%			SLET5YRLTV75a.010
		3.75%	2%			SLET5YRLTV75c.010

### Revert Rate:

BBR + 4.50%

BBR = Bank of England

Base Rate / Bank Rate

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

This range is designed for borrowers who intend to let the property for a short period such as a **holiday let** or **serviced apartment**.

For further information please see Criteria Guide (page 4) or contact your BDM.



These products are available to both Individual & Limited Company / LLP borrowers

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## Criteria at a Glance

	Individuals	Limited Companies / LLP	HMO / MUFB
Applicant/Experience	At least one applicant must have a minimum of 12 months as a current property owner	<b>68100 • 68209 • 68320 • 68201.</b> Properties related SPV accepted. LLPs accepted. Trading companies considered <hr/> New company incorporations accepted <hr/> A personal guarantee must be provided by Limited Company Directors and/or Shareholders with ≥20% shareholding, and all designated members and members with management rights of an LLP. <hr/> Deposits from Inter-company/Director/Shareholder/Partner loans accepted	At least one applicant must prove they have owned a minimum of 1 BTL property for 2 years <hr/> Available to both Individual and Limited Companies / LLP applicants.
Applicants	Up to <b>4</b> • Limited Company / LLP Guarantors must together hold a <b>minimum of 75%</b> or more of the entire shares/issued share capital. Up to <b>4</b> LLP Guarantors which must include all designated members and those members with management rights as detailed in the LLP agreement.		
Age Limits	Minimum Age: Primary applicant: <b>21</b> Secondary applicants: <b>18</b> • Maximum Age: <b>85</b> at the end of term		
Minimum Income	<b>£20,000</b> combined income per application • Rental income accepted as per SA302		
Loan Amount	Minimum Loan: <b>£25,001</b> • Maximum Loan: <b>£1m (up to 75% LTV) / £500k (up to 80% LTV)</b> or <b>£2m</b> for MUFB		
Loan Term	Minimum Term: <b>5 years</b> • Maximum Term: <b>30 years</b>		
Maximum LTV	Standard properties: <b>80%</b> † • Studio flats: <b>75%</b> • New builds: <b>75%</b> (houses) / <b>70%</b> (flats) Above/Adjacent to Commercial <b>75%</b> • Former Local Authority: <b>75%</b> (houses) / <b>70%</b> (flats)		<b>75%</b>
Portfolio Landlords	Min. landlord experience of 12 months • Max. Portfolio Lending held within the CHL group £2.5m (up to £5m considered after 12 months) • Unlimited properties/mortgages in BTL portfolio		
Adverse	<b>Unsecured Arrears:</b> 0 in 6 months, Status 1 in 12 mths (Max. 1 instance), Status 2 in 24 months • <b>Secured arrears:</b> 0 in 6 months, Status 1 in 24 months (Max. 1 instance) <b>Defaults:</b> Unsatisfied max. £250 in 36 months. Satisfied max. £500 in 36 months • <b>CCJ's:</b> Unsatisfied max. £250 in 36 months. Satisfied max. £500 in 36 months		
Acceptable Exposure	Blocks of up to 6 units: Maximum 6 units per block • Blocks of 7 to 20 units: Maximum 10 units per block • Blocks of more than 20 units: Highest of 10 units or 20% per block		
Rooms / Units	Up to 5 bedrooms • Properties currently let as shared accommodation accepted		<b>Small HMO/MUFB:</b> Up to 6 bedrooms / units <b>Large HMO/MUFB:</b> Up to 10 bedrooms / units
Minimum value	<b>£75,000 except for:</b> • Ex-local authority £100,000 • Studio flat £100,000 • Flats above 10 storeys £250,000 • Flats above / adjacent to commercial inside M25 £250,000 (£150,000 elsewhere)		<b>HMO/MUFB Inside M25:</b> £150k. <b>HMO Elsewhere:</b> £75k (≤65% LTV) or £100k (>65% LTV) <b>MUFB Elsewhere:</b> £100k (≤65% LTV) or £150k (>65% LTV)
New builds	Definition: Built or converted within the last 12 months • All new build or properties less than 10 years old must hold an adequate warranty.		
Shared Houses	Rental Assessment is on a single family unit basis		Rental Assessment is on a room-by-room / unit-by-unit basis
ICR*	Basic Rate Tax Payer: <b>125%</b> • Higher Rate Tax Payer: <b>140%</b> • Limited Company / LLP: <b>125%</b>		

\* See Page 7: The Rental Calculation † Max. 75% LTV for properties highlighted by our valuer as 'non-standard construction'

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## The Rental Calculation

Tax band	ICR
Basic Rate	125%
Ltd Companies / LLP	125%
Higher Rate	140%

	Assessment Rate
Less than 5 year fixed	Highest of... 5.50%; <u>or</u> the initial pay rate +2.00%; <u>or</u> the reversionary rate.
Less than 5 year fixed* where a historic borrower is looking to remortgage without capital raising	Highest of... 5.00%; <u>or</u> the initial pay rate.
5 year fixed or more	The initial pay rate
Lifetime Tracker.	The initial pay rate +2.00%

\* **Historic Borrower:** A borrower who owned their BTL property before 6th April 2017

NOTE: Should a borrower choose a Capital & Interest repayment mortgage then, in addition to the Interest Cover Ratio test above, the gross monthly rental income must be equal to or greater than the monthly payment.

Security Type	Basis of rental income	Basis of Valuation
Single self-contained unit	Single tenancy	Comparable basis
Shared House	Single tenancy	Comparable basis
Short-term lets/ Serviced Apartments	Single tenancy	Comparable basis
Holiday Let	Single tenancy	Comparable basis
Small HMO (≤6 bedroom)	Tenancy per room	Comparable basis
Large HMO (>6 bedroom)	Tenancy per room	Investment valuation
Small MUFB (≤6 units)	Tenancy per unit	Comparable basis
Large / Hybrid <sup>†</sup> MUFB (>6 units)	Tenancy per unit / per room	Investment valuation

<sup>†</sup> For definition of Hybrid MUFB see Criteria Guide, Page 5

## Additional Fees

Application	Funds Release	Redemption Admin	Reinspection (Ind. / Ltd Co.)	Reinspection (HMO / MUFB)
£125.00	£25.00	£90.00	£150.00	£250.00

## Property Valuation Fees

Property Value	Individuals	Small HMO / MUFB	Large HMO/MUFB
	Ltd Co. / LLP		
Up to £100k	£150	£450	£1,250
Up to £150k	£175	£450	£1,250
Up to £200k	£200	£465	£1,250
Up to £250k	£225	£465	£1,300
Up to £300k	£250	£535	£1,350
Up to £350k	£275	£595	£1,425
Up to £400k	£300	£595	£1,425
Up to £450k	£325	£655	£1,500
Up to £500k	£350	£655	£1,500
Up to £600k	£485	£720	£1,600
Up to £700k	£585	£780	£1,750
Up to £800k	£650	£890	£1,900
Up to £900k	£710	£965	£2,025
Up to £1.0m	£825	£1,035	£2,175
Up to £1.25m	£1,025	£1,235	£2,500
Up to £1.5m	£1,225	£1,435	£2,750
Up to £1.75m	£1,425	£1,635	£3,000
Up to £2.0m	£1,625	£1,835	£3,200
>£2.0m	By referral	By referral	By referral

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# Competitive rates. Flexible criteria. Common sense.

At CHL Mortgages we take a common sense approach to buy-to-let. That means flexible criteria and experienced people who will consider each case on its own merit, working with you to provide specialist solutions for your landlord clients, at competitive prices.

To discuss a case or for further information  
get in touch with the CHL Mortgages team

 01252 365 888  [sales@chlmortgages.co.uk](mailto:sales@chlmortgages.co.uk)

[chlmortgages.co.uk/intermediaries](http://chlmortgages.co.uk/intermediaries)



Rubik's Cube used courtesy of Spin Master

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Here are just some areas we may be able to help you with\* ...



First Time Landlords



Portfolio Landlords



Limited Liability Partnerships



Short Term Lets



Minor Adverse



Up to 4 applicants



HMO up to 10 Bedrooms



MUFB up to 10 Units



Studio Flats from 30sqm



Intercompany Loan Deposits



Directors Loans



Trading Companies



Gifted Deposits



New Limited Companies



Local Authority Leases



New Builds



Shared Accommodation



Above/Adjacent to Commercial



Student Lets



Ex-local Authority

\* Subject to detailed criteria and underwriting

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